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EDITORIAL

Back To Work

One key positive result from this year’s record sales slump has been industry members getting back to basics — selling records. While the boom of recent years has proven that there is an enormous potential for records, the actual practice has become somewhat clouded.

A healthy attitude of releasing fewer albums, with more belief in and support for the artists is emerging. This philosophy, upon which the record business is based, was shoved aside during the period of uncontrollable growth. There are those critics who wrongly suggest a lack of quality music as one factor in today’s sales problems. Not only is this reasoning inaccurate, but it is ludicrous. Music, today, is as valid and exciting as any period in recent history despite the lack of a particular artist or group as the forerunner.

The record business is not recession-proof. No industry is. So practical business solutions must be found to minimize the effects of tight money times. And, because the industry’s leaders have learned from the successes of 1977 and the hard times of 1979, the business will grow at a more uniform, consistent level.

NEWS HIGHLIGHTS

- Tyrrell forms T-Electric label in conjunction with Infinity Records (page 5).
- PVC suppliers announce plans for increased capacity and expansion (page 5).
- NARM regional meetings reveal retail optimism in the face of sales slump (page 5).
- U.K. labels find acceptance in the U.S. via distribution pacts with domestic companies (page 6).
- “Slow Train Coming” by Bob Dylan and the “Americathon” soundtrack are the leading Cash Box Album Picks (page 9).
- “Sure Know Something” by Kiss and “Arrow Through Me” by Wings are the leading Cash Box Single Picks (page 7).

SINGLES

ALBUMS

POP SINGLE

- MY SHARONA
  - The Knack
  - Capitol

R&B SINGLE

- GOOD TIMES
  - Chic
  - Atlantic

COUNTRY SINGLE

- THE DEVIL WENT DOWN TO GEORGIA
  - The Charlie Daniels Band
  - Epic

JAZZ

- STREET LIFE
  - Crossiders
  - MCA

NUMBER ONES

POP ALBUM

- GET THE KNOCK
  - The Knack
  - Capitol

R&B ALBUM

- TEDDY
  - Teddy Pendergrass
  - Phil. Int'l
  - CBS

COUNTRY ALBUM

- MILLION MILE REFLECTIONS
  - The Charlie Daniels Band
  - Epic

DISCO

- THIS TIME BABY
  - Jackie Moore
  - Columbia
PLATINUM CANDY FOR CARS — "Candy-O," the second album by Elektra/Asylum recording group The Cars, was recently certified platinum by the RIAA. The awards was presented to the group in Chicago, following a concert there. Pictured are (l-r): Fred Lewis, The Cars' manager; Ric Ocasek, Ben Orr and Greg Hawkes of The Cars, Ralph Epler, E/A east coast artist development director, and Eliot Easton and David Robinson of The Cars.

Tyrrell Starts T-Electric In Association With Infinity

by Ken Terry

NEW YORK — T-Electric Records Company, Inc. has been formed, by Jim Tyrrell, formerly vice president of marketing for Epic, Portrait and the CBS Associated Labels. The new company, established with a $5 million line of credit from the Small Business Administration, will be marketed worldwide by Infinity Records and will be distributed by MCA Distributing Corp.

Tyrrell is also launching a state-of-the-art, 24-track recording studio called Studio West Recorders to be opened in Manhattan during the early part of 1980. The recording studio will be a separate corporate entity.

Tyrrell will supervise the marketing of all T-Electric product, which will bear an Infinity logo. He will work closely with the national marketing staff of Infinity and MCA Distributing's national sales and merchandising staffs. The label's first release, by the Philadelphia-based Love Committee, will ship this fall. T-Electric has also signed Patrice Banks, formerly of Grand Central Station.

Old Friends Unite

The formation of T-Electric reunites Tyrrell with Infinity Records president Rpn Easton, who was senior vice president and general manager of E/P/A when Tyrrell was vice president of marketing for the label. "What we actually have here," commented Alexenburg, "is a family operation. All of us worked together at CBS for many years. We have remained close friends and associates through numerous changes. This new venture will once more allow a unity of purpose and a chance for us to again tap the magic personal ingredients that saw the CBS E/P/A Labels Group gross sales climb from $6 million to $160 million under our combined leadership. I am personally gratified and committed to our relationship with Jim Tyrrell and his group of companies. We welcome Jim's guidance and direction within Infinity's own marketing programs."

"We used to call ourselves the '13th floor team,'" said Tyrrell, speaking fondly of his days at CBS with Alexenburg. "And now that the team has been reformed, T-Electric Records Co., can offer a synergy of every music industry component that artists could need or want for their career."

T-Electric will operate predominately in the field of black music, at least initially. "Our goal is to create hit singles, hit albums and hit careers," said Tyrrell. "But whether we represent black or white artists, we offer what I call 'total management' — whereby we involve ourselves in the myriad aspects of the creative and promotional processes."

An important aspect of this involvement, it is highly doubtful that prices for raw materials will go down."

In fact, Rupp added that producers of vinyl chloride monomers, along with vinyl acetate monomers, goes into making the copolymers used in manufacturing records, will most likely raise their prices in October. In turn, this will raise the price of PVC.

"The only way I can see the price of PVC dropping is if there is a significant drop in overcapacity in the future," said Richard Moore, manager of editorial services and publications for the PVC Industry Assn. "But at this point, there appears to be no shortage of PVC supplies to the recording industry, as the was in 1974, and we don't anticipate a shortage in the near future either."

In addition to Tennesco and Borden, B.F. Goodrich Co., which produces nearly 20% of the seven billion pounds of PVC produced in the U.S. each year, plans to double its capacity within the next six years. Georgia-Pacific Corp. expects to boost its annual capacity of PVC to 920 million pounds by 1982.

While the costs of PVC have remained stable within the past few months, Borden's Moore noted that production has been hampered by costly safety measures implemented by the Environmental Protection Agency. Such expenditures raise production costs that can boost the prices of PVC to record manufacturers and other consumers.

Six Covers On New Zeppelin LP

NEW YORK — "In Through The Out Door," Led Zeppelin's new album, has been released. The cover group Led Zeppelin will be officially released Aug. 22. Produced by Jimmy Page, the album contains seven songs written by members of The Out, which, along with Led Zeppelin, was recorded at Polar Music Studios in Stockholm, Sweden.

The elaborate packaging concept for "In Through The Out Door" includes the production of six different album covers, one of which will be inserted into a plain brown bag stamped with the group's name, the title of the album and a listing of its tracks. The consumer will only be able to determine which album cover is in the bag until after the purchase has been made.

Led Zeppelin, which is celebrating the tenth anniversary of its first album this year, recently made its first live appearance in over two years when they headlined concerts in England's Knebworth Park on Aug. 4 and 11.
U.K. Labels Find Commercial Acceptance In U.S. Market

by Mike Glynn

LOS ANGELES — The large number of recent arrangements for domestic distribution of product from England and Europe via U.S. labels has underscored the growing commercial acceptance here of much of the music that is now being produced overseas. No fewer than five American record companies have inked distribution pacts with British labels or syndicates (as in the case of A&M) in the hopes that they will now be able to introduce punk and radio programmers with an alternative market to much of the music produced domestically.

Record Industry Stagnant

There is no question that the American record industry and radio have become stagnant over the last few years,” said Miles Copeland, president of the International Record Syndicate, Inc., which recently inked an agreement with A&M under which RCA and A&M and Associated Labels will distribute a number of British new wave and punk labels represented by the syndicate.

“We want to dispel a lot of myths about the non-marketability of new wave groups in this country. A&M was a natural outlet for us because they’ve already been convinced by the success of The Police and Joe Jackson, who were recorded on a ‘broken’ success with New York.

Copeland said that the IRS, as the syndicate is known, will act as a coordinating force between the labels, but that the IRS will also maintain its own identity. Copeland also sees success for many of these smaller new wave acts to be a gradual process.

“We don’t have to make an awful lot of money to see a return on our investment.

Entertainment Co. Pacts With MCA

NEW YORK — The Entertainment Company has signed a production deal with MCA Records. Under the terms of the arrangement The Entertainment Company will provide MCA with finished product for sales to their production company. In addition MCA can assign The Entertainment Company artist to meet certain criteria,” according to Martin Bandier, the firm’s vice president.

The first artist assigned to the Entertainment Company will be B.J. Thomas. The first artist that the Entertainment Company will introduce to MCA will be Tom Jones, whose album, according to Bandier, “will be disco oriented. We are working on a number of other major artists right now whose names can’t be mentioned because of their contractual commitments.”

Drop In Album Sales Points To Dip in Disco’s Popularity

by Aaron Fuchs

NEW YORK — Has disco peaked as a pop phenomenon? A study of the Cash Box charts over the past three months indicates that while records that have charted disco LPs Destined For Caribbean Area Seized In NYC

NEW YORK — Twenty-six hundred front-line WEA, A&M and Liberty albums were allegedly licensed exclusively for manufacture and distribution in the Caribbean area were seized last week in a joint operation coordinated by the U.S. Department of Justice’s Organized Crime Strike Force for the Eastern District of New York and the New York City Police Department. The value of the seizure was placed in excess of $22,000.

Art Alt, Zeal, special agent in charge of the United States Customs Service in New York, said the seizures occurred after Customs officials followed a van suspected of being the “billy” van of Pablo Escobar, the well-known Colombian drug lord, who has a reputation for being a heavy user of cocaine.

In recent years, Escobar, who lives in Medellín, Colombia, has been a source of much of the cocaine that is sold in the United States. The seizures were made in New York City, where Escobar is said to have a large base of operations.

Since their inception just more than four years ago, RCA’s Dave and Sugar, comprised of lead singer Dave Rowland, Sue Powell and Melissa Dean, who (in the group in late 1978), has garnered four #1 songs. Their current single, “Stay With Me,” is currently resting at the #6 bullet position on the Cash Box Country Singles Chart and their fourth LP, “Golden Tears/Stay With Me,” is not off the pressers.

Dave and Sugar is “very exciting,” according to one producer, and has the tightest musical group. The group is comprised of four musicians: a lead singer, a keyboardist, a drummer, a bassist, and a guitarist. The group is also known for their clear harmonies that highlight its releases, as well as the variety of material the group chooses to record. Led by Rowland, Dave and Sugar was structured around a definite hypothesis.

Dave and Sugar wanted to do a sound that would enhance country music, Rowland noted. “You can put a song together with harmonies and it sounds altogether different than if you’re singing it by yourself. And if by doing that we can expand the parametors of country music, then we’re in the right track.

Raised in Los Angeles, Rowland’s musical talents include playing the piano, drums, guitar, and trumpet. After serving a stint in the army, where he was a vocalist for a 17-piece band and played the harmonica, he returned to Los Angeles and met Sue Powell, who was once the vocalist for the Los Angeles band, The Watts of the Stamps. Rowland played with such groups as The Four Guys and the Stamps Quartet. While with the Stamps, he did some touring with his younger brother, who was the vocalist.

Sue Powell, the blonde vocalist of the group, could also be considered the veteran performer of the trio. The group started as a musical family, Sue cut her first single when she was a mere eight years old. When she was 16, one of her own compositions, “Rene Lee’s stepfather, Jan Rainwater, who was once the management contract, and she’s been singing ever since.

Rounding out the trio is alto singer Melissa Dean, who replaced Vicki Baker in 1978. No newcomer to the music business, Meanfield, several years in her native Kentucky hitting the club circuit. After hearing of the opening in the group from a family friend — Sue Powell’s father— Sue was auditioned for the group and “fit right in.” She made her first public appearance as the third group member at Knott’s Berry Farm in California.

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www.americanradiohistory.com
KISS (Casablanca NB 2205)
Sure Know Something (3:38) (KISS-ASCAP/Mad
Vincent Music — BMI) (P. Stanley, V. Ponci
KISS always seem to do everything with a big
blast. Their last single, "I Was Made For Lovin' You,"
crunches its way into the Top 10 with a
throb-bobbing fusion of disco and rock. This second
single from the "Dynasty," LP has a rock-anthemic
quality with just the right pop hook to take it
straight to the Top. A winner.

TEDDY PENDERGRASS (Philadelphia Intl. ZS 9
3717)
Come Go With Me (3:15) (Mighty Three Music —
BMI) (K. Gambale, L. Huff)
With his usual romantic flair, Teddy tackles
another sensuous ballad here, making this a per-
fect follow-up. "Turn Off The Lights," which
is still in the Top 10 on the B/C charts. Soft strings
and generally easy instrumental keep the focus
on Pendergrass' yearning voice.

BOB DYLAN (Columbia 1-11072)
Gotta Serve Somebody (3:57) (Special Rider
Music — ASCAP) (B. Dylan)
Dolly is hardly timid about her vocal rocking,
rolllicking re-make of the Jerry Lee Lewis hit. Steamrilling piano
and guitar work certainly put her to the test and she
comes through with a performance that will stun those
who only considered her a C&W MOR singer.

LEE MOORE (Source SOR-41068)
Reachin' Out (For Your Love) Pt. 1 (3:15) (Ascent Music,
Inc. — BMI) (P. Moore)
Handclaps, syndrums, horns and a wide variety of per-
cussion effects create a clumping, swaying R&B/Beat
here with a decidedly disco-funk voiced beat. Moore's
vocals are somewhat buried underneath the busy mix,
but his phrasing is strong enough to overcome any
technical drawbacks. For B/C lists.

MAX GRONENTHAL (Chrysalis CHS 2353)
You (Too Me Too Far) Pt. 3 (3:17) (Tall Tunes/Smug Music —
BMI) (M. Gronenthal, M. McDonald)
This first single from Gronenthal's "Whistling In The Dark"
LP benefits from the co-writing and instrumental
talents of Doobie Michael McDonald, but it is Gronenthal's
distinctive, emotionally charged vocals which bring it
across. For pop lists.

THE BARRON KNIGHTS (Epic 9-50755)
The Topical Song (3:26) (Almo Music Corp./Delicate Music —
ASCAP) (R. Hodgson, R. Davies)
An oft-better take on Supertramp's hit single. "The
Logical Song," this track is identical musically to the for-
er song but the lyrics deal humorously with the travails
of the current gas crisis. Already getting some pop play
and should garner more.

DAVE EDMUNDS (Swan Song SS-71001)
Girls Talk (3:25) (Plangent Visions Music, Inc. —
ASCAP) (E. Costello)
Edmunds has labored in relative obscurity for the past
couple years, creating finger-popping, no-frills rock
recording and touring with Nick Lowe in Rockpile. Hop-
fully, this Elvis Costello-penned track will return him
to the Top 40, where he last scored a hit with "I Hear
You Knockin'."

WINGS (Columbia 1-11070)
Arrow Through Me (3:37) (IMPI Communications,
Inc. by arrangement with Welbeck Music Corp. —
ASCAP) (P. McCartney)
A slightly quirky tune for McCartney and compa-
yny, this second single from the "Back To The Egg"
LP has steady bass and keyboards, in-
terspersed with brass and background har-
momies, creating somber but light backing for
pleasing vocals. The jazzy arrangement should
click with Top 40 audiences.

ROSE ROYCE (Whitfield WHI 49049)
Is It Love You're Still After (3:50) (May Twelfth/Warner-
Tamerlane Pub. Corp. — BMI) (M. Gregory)
Rapid-fire bursts of brass, synths and synthizer
make for a driving disco intensity, intro to this mid-
paced disco flavored number. An edit of the cut on "Rainbow
Connection IV," it should be a quick add to both disco and
B/C pop crossover possibility.

THE BEACH BOYS (Caribou Z99 9030)
Lady Lynda (2:59) (Brother Pub. Co./Jardine Music —
BMI/Wilkinsonson Music Ltd./Mesa Lane Music —
ASCAP) (A. Jardine, R. Altbach)
This song very much belongs to Beach Boy Al Jardine,
who co-wrote the track. A shirking, honking sax figure
punches up Mas' vocal over a precision rhythm
section. Sure to grab AOR listeners, this cut
deserves a good crack at Top 40 as well.

CAROLYN MAS (Mercury 76004)
Stillgame (2:47) (Eggs and Coffee Music Ltd./Chappell Music —
ASCAP) (C. Mas)
Few new artist come along with a record as im-
mediately lighthearted as this one and few female ar-
ists can rock with a passion that equals Mas on this
track. A shivering, honking sax figure
punches up Mas' vocal over a precision rhythm
section. Sure to grab AOR listeners, this cut
deserves a good crack at Top 40 as well.

DOLLY PARTON (RCA PB-11705)
Great Balls Of Fire (3:33) (Unichappell Music —
BMI/Chappell & Co. — ASCAP) (O. Blackwell, J. Ham-
er)
Dolly has certainly come to her own voice on this rock-
rocking re-make of the Jerry Lee Lewis hit. Steamrilling piano
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fully, this Elvis Costello-penned track will return him
to the Top 40, where he last scored a hit with "I Hear
You Knockin'."

CHI-LITES (Inphasis INPX-7205)
Higher (3:33) (Lynval Music — BMI/Jarac Music/Deep
Canyon Music — ASCAP) (L. Janis, D. Bellfield)
The Chi-Lites, one of Chicago's most respected R&B
vocal groups for many years, have surfaced on the disco-
flavored number. It seems to be a pop package
and the lyrics deal with a rare problem, the loss of a
loved one through murder. A soulful, steady R&B number
which should garner more.

IAN LLOYD (Scotii Bros. SB 501)
She Broke Your Heart (3:02) (Howling Dog Music —
ASCAP) (L. Lloyd)
Lloyd, former lead singer for Stories which scored a hit
a few years back with "Brother Louie," has smoothed
down the rough edges on his raspy vocals and pulled off a
stomping pop-rock affair here, with fuzz guitar outlining
the melody. A solid AOR, pop add.

RITA COOLIDGE (A&M 2169)
One Fine Day (3:44) (Screen Gems — EMI Music Inc. —
BMI) (G. Goffin, C. King)
Coolidge delivers an easy reading on this Goffin-King
number, with swelling organ, piano and soft harmonies
adding a gentle texture. Superb sax breaks meld
together on the finale, adding just the right touch for both
pop and A/C lists.

DAVID WERNER (Epic 9-50756)
What's Right (3:33) (David Werner Music, Inc./Cos.K
Music Inc. — ASCAP) (D. Werner)
Werner's affection for early '70s English rock, a la
Ziggy-era Bowie and Marc Bolan of T-Rex fame, is quite
evident on this engaging track. Fuzz guitar and echo
vocals sound just right for AOR, but pop audiences
will go for this too.

THE BOTTLES (MCA MCA-41108)
I Don't Wanna Be Your Man (2:52) (Subliminal Music —
ASCAP) (P. Bayliss)
Quick, tuneful pop-rock is professionally served up on
The Bottles' first single, with clever, catchy keyboard and
guitar work backing Peter Bayliss' adroit vocal phrasing.
A surprisingly last cut, this is well worth checking out.

Cash Box/August 25, 1979
NEW FACES TO WATCH

Night

There's a little bit of New Zealand, Zambia, America and South Africa in the group Night, who currently have a hit single, 'Hot Nights,' moving strongly up the pop charts.

The group's leader, Chris Thompson, was raised in New Zealand, where he says, the musical taste is 'very American.' Steve Lange, the lead vocalist, was born in Zambia and raised in South Africa. Billy Kristian, the bass player, is also 27 years old from South Africa, and guitarist Robbie McIntosh and keyboard player Nicky Hopkins are from England.

Thompson, a vocalist and guitarist, moved to England in 1974. Before that, he played with Kristian in bands around Auckland, New Zealand. "The radio stations were terrible at the time," he recalled, "and the bands all had to do cover versions of everything. When we did 15 minutes of original songs on TV, it was considered a big breakthrough."

Becoming established in Great Britain, though, "was unbelievably hard," Thompson said. "I answered ads in Melody Maker, worked as a maintenance man in a TV company, and tried to put together a band that played working man's pubs around London.

The sax player in Thompson's soul band introduced him to Martin John, who was looking for a lead singer, and after three auditions, Thompson won the job. One of the first records he cut for Man was "Blind By The Light," a remake of Bruce Springsteen's classic that became a hit single in the U.S.

Thompson remained with Mann for the next four years, but when the group wasn't working, they put down roots in London and chose his own friends. While playing in a band that backed the Goodies, an English Comedy troupe, Thompson met Lange. We did social gigs together and whenever possible I would call on my friend, Chris Thompson, a vocalist and guitarist, and we would sing together and forwards," he said, "and found that we could sing very well together. Few female singers have my kind of baritone and she is also very adaptable — her voice can sound like mine in five minutes."

The collaboration worked out so well that Thompson and Lange decided to form a band early in 1978, but Thompson had a commitment to stay with Mann for another tour and album. Lange, meanwhile, was busy with studio commitments of her own, working with Bones, a female backing group Lange, who was once married to producer Robert John Lange, also had extensive solo and group recording experience, having worked as a solo act in South Africa, as well as singing for the group Hocus.

When Thompson and Lange were able to step away from their jobs, they went straight to Warner Bros. in Los Angeles. Thompson recalled, "They left demos with the company and met Robert Raymond, an old friend who eventually became their manager.

When Warner Bros. didn't respond to the demo, the two friends began shopping the tapes around. Producer Richard Perry, who was just starting up his own label, Planet Records, showed the most interest, they have always been close, and, by late 1978, Night became the second act signed to his label.

PRODUCER PROFILE

Muscle Shoals' Beckett Dons Hats Of Musician, Producer

by Marc Cetner

LOS ANGELES — Barry Beckett is somewhat of a musical schizophrenic. The split personality of the Birmingham, Alabama-born keyboard player has been in evidence for over a decade, as he has been a member of the infamous Muscle Shoals Rhythm Section for thirteen years and a successful producer for more than ten years.

The prolific musician/producer has produced or co-produced no less than eight albums since last year, and the public is just starting to see the fruits of that labor. Recently released Beckett productions include "Honest Lullaby" by Joan Baez for Portrait, "It's In There ... And It's Got To Come Out" by Kate Taylor on Columbia, "The Jukes" by Southside Johnny And The Asbury Jukes and the debut album by Alabama-based Whiteface.

However, Beckett's most publicized recent endeavors were co-productions with Jerry Wester, "Communique" by Dire Straits for Warner Bros., which was recently certified gold, and Bob Dylan's latest effort for Columbia. "As a producer, the only thing that I'm really concerned with is the feel of the record,"

Beckett recorded the entire album of which Beckett said, "I try to keep from influencing an artist's style as much as possible. That is unless the artist needs direction."

Dylan's New Direction

The direction of the music is what Beckett thought he would have trouble with on Bob Dylan's "NEW Train Coming" LP. However, the legendary singer/songwriter's new Christian leanings affected the 'feel' of the record in a totally positive way.

Atlantic Combines Artist Relations Product Management Departments

In announcing the reorganization, Dave Glew, senior vice president and general manager of A&M, stated that artist relations and development and product management departments "traditionally serve with some isolation from between the artist and the label in the planning and development of the artist's performing/recording career. Now, under Perry's unified direction, the total overall input from all these areas will be received and acted on by one department."

According to Cooper, "one of the significant job responsibilities of this department's members will be working not only with artists and managers, but with agents as well. And when an artist goes out on tour, the field will know exactly what he is going to do. A member of this department will also serve as the single liaison between the artist and/or his manager and the rest of the company. Every bit of information will be filtered through that individual so that if, in fact, they do not have the information for the manager, they will get it.

"Another important aspect of this department's formation," added Cooper, "is that at a time when many other companies are cutting their staff, its creation does not displace a single other Atlantic staff member. A core team of this artist relations staffers will remain on the west coast."

It was also noted that Jim Lewis, the former director of product management, will be promoted to a new job that will be announced shortly.

Promotion Background

Prior to his new appointment, Cooper had been Atlantic's director of artist relations for two years. He joined the label from Arista Records, where he was director of national album promotion for over two years. He has also done regional and local promotion and was program director for WABC-FM (now WPLJ) in New York City.

Elin Guskind was most recently director of video operations for Atlantic Records, a position she had held with ABC Records. Previously manager of creative products for Atlantic since 1975, she has been with the company since 1975.

Ben Hill comes to the department from a one-year stint with a Warner Communications... (continued on page 23)
SLOW TRAIN COMING — Bob Dylan — Columbia FC 36120 — Producers: Jerry Wexler and Berry Beckett — List: 8.99 — Bar Coded

Although people have been skeptical of this album, because of Dylan’s new Christian leanings, it has turned out to be a fine album. Dylan has rarely sang with more conviction, and the music, a sort of smoky Southern gospel/blues, is superb. Mark Knopfler’s snaky guitar licks and Barry Beckett’s up-lifting piano passages are the perfect vehicle for the legendary rock poet’s spiritual lyrics. “Serve Somebody,” “Precious Angel” and the title tune are this controversial LP’s cuts.

ROCK IT BOYS — E- MC ² — Giorgio Moroder — Casablanca NBLP 7169 — Producers: Giorgio Moroder and Harold Faltermeyer — List: 7.98

This king of synthesized Euro-disco has produced the first electronic live to digital album for his latest Casablanca effort. This robotic, futuristic music is hypnotic, and, above all else, danceable. While the vocals are a bit hard to get used to, the spacey settings and quirky events are immediately infectious. This album will make an interesting add for adventurous disco DJs as well as programmers from other galaxies.

DIALOGUE — Michael Johnson — EMI America SW 17010 — Producers: Brent Maher and Steve Gillette — List: 7.98

Michael Johnson could easily become the next “dream of the everyday housewife.” His lush pop ballads mine the same ground that David Gates and Barry Manilow foul up in. His vocals are warm and sensitive and his lyrics are probing looks into love affairs past and present. Floating string arrangements and Rhodes piano hits further enhance his lifting voice. Suited to a variety of lists.


This Chicago folk/rocker has always been one of the finest lyricists in popular music. His songs are short stories that deal with the plights of contemporary man. Although many of the songs are humorous, Prine is at his best on darker tunes like, “Down By The Side Of The Road” and “Sapian.” His Dylan-esque, nasal twang and tales of bad luck always make for an engaging listening session, and this album, being his most commercial effort yet, should gain Prine some deserved AOR airplay.


What’s missing here is Richard Lloyd. So what results is Television with less of a guitar attack. Verlaine has added in some very fine songs that accent each other to result in another standing character in Tom Verlaine’s unique musical outlook. It’s less aggressive than Television’s debut, and seems to pick up nicely where “Adventures” diversity left off. A must for AOR lover.


This debut album is any indication, this loud and rebellious rock band has a great future ahead of them. They’ve got everything going for them — great rock guitar hooks, a wry stylistic stance and the engaging vocals of P. McCurdy. “Good Boys” a song about youth gone astray, and “The Ballad Of Roy Orison,” a song about lost innocence, are the premier cuts on this buttock first LP.

Rock It — Chuck Berry — Atco 3E-1188 — Producer: Chuck Berry — List: 7.98

After nearly a decade of silence in regards to the recording of new material, Chuck Berry has finally squeezed one out via his new Atco contract. If ever there was an album that held no surprises, this one’s it. Sparse, homegrown production with tight, basic instrumentation highlight this new/old parcel of “Berry Rock.” The royalty-rich riffs are alive and well in a decade from now “Rock It” will lend itself to the oft-heard concert line about “here’s an old Chuck Berry number.”


There are a few musicians alive who can bring as much drama, and emotion out of a 12 string guitar as Leo Kottke. He is a master of the bottleneck as well, and on “Balance” he comes up with two acoustic beauties in “Embryonic Journey” and “Out Of Time.” While his deep voice accompanies his guitar nicely on “Downing,” “there is nothing on this LP as effective as old showstoppers like “Pamela Brown” and “Craddle To The Grave.” For AOR formats.


Pratt’s style has changed radically from his “Averaging Annie” days, as he is a recent convert to God rock. Pratt’s rock roll stance has been replaced by lumpy funk workouts and dramatic Christian influenced epics. A bouncy reggae flavored tune, “Keep The Light Burning,” and the gospel influenced “Cross On The Hill” are the album’s most affecting tunes.


This LP is the soundtrack to the film that spoofs America’s future. While the film might be somewhat inane, the soundtrack is a real find. “Get A Move On” by Eddie Money, “Cherise” by Costello and “Without Love” by Nick Lowe are the LP’s highlights, and a great sampling of the finest in contemporary rock. The fine recording and the best performances on wax, yet, is destined to be a hit simple.


On the one hand, there’s Sammy Hagars the unoffical hard rock spokesman for U.S. maes between the ages of fourteen and twenty-one. His rifty arrangements coupled with party hearty lyrics dominate “Street Machine.” On the other hand, there’s Sammy Hagars the man with a heart full of soul who tempers his very metal with strands of golden nuance and subtlety. “Falling In Love” is Hagars at his best on this twelve string rich ballad. Other tracks of note are “Never Say Die,” “Trans AM” and “Plain Jane.”

Facades — Sad Cafe — A&M SP-4779 — Producer: Eric Stewart — List: 7.98

If this band sounds somewhat similar to old 10 c.c., it’s because it was produced by the infamous Eric Stewart. Sad Cafe is a far more palatable than its forerunners, as they roll influences of Deaf School and Roxy Music into a sort of prog-pop sound. The band’s vocals are top notch, its lyrics are introspective and its music is consistently interesting. The dramatic epic “My Oh My” and the raucous “Crazy Oyster” are the best tracks here.

Goose Bumps — Ian Lloyd — Scotti Bros. SB 7104 — Producer: Bruce Fairbrain — List: 7.98

A debut effort for these guys, the album is a total mess. The debut project four to five years ago, Ian Lloyd is now back on a new label with even fewer ideas. Lloyd is in fine voice as he storms his way through twelve amphetamine-like rockers with a couple of Cars and a few Foreigners along for the ride. “Goose Bumps” is a bit of a rarity in that it offers the dual punch of excitingly arranged rock out production, yet strives for (and gloriously achieves) track for track variety.


Foley is best known for her background vocalist work with Ian Hunter and Meat Loaf. But on her first solo album she proves she can rock out with the best of them. Her soaring vocals are best suited to torrid rockers like “Night Out,” “Young Lust” and “Thunder And Rain.” Hunter and Ronson’s production is superb and Ronson’s guitar, as always, adds fine to Foley’s vocal pyrotechnics. This fine debut effort should make a nice AOR add.

... And I Mean It — Genya Ravan — 20th Century Fox T-595 — Producer: Genya Ravan — List: 7.98

Few women in music can rock with the power and intensity of Genya Ravan. Her bally rock n roll stance gives the impression that she has been around, and her lyrics amplify that attitude. “Pedal To The Metal,” “I Won’t Sleep On The Wet Spot” and “I Know Nothing” of her 1977 LP “Fool Me” of which the bulk of this one is on this LP. A duet with Ian Hunter, “Junkman,” is also one of the album’s featured cuts. AOR programmers looking for a quick shot of female animal rock ‘n roll should pick up this LP.

The Durocs — Capitol ST-11981 — Producers: Mazur, Mathews and Nagle — List: 7.98 — Bar Coded

A Durocs is a breed of large vigorous American hog noted for its superior intelligence, and this witty duo go hog wild on their debut album for Capitol. Nagel and Mathews rock with finesse and humor, and counsel the listener on such subjects as liquor, infidelity and the “life.” This decade on bold first waxing AOR programmers will like the Durocs’ good time rockin’ sound and their spinning harmonies.


Bob McGilpin uses fat, walking bass lines and synthesizer embellishments to their fullest extent on this dancin’ LP. McGilpin has a unique shout-sing vocal style, and his finger planted firmly on the pulse of the sophonimento-disco sound “Sexy To Me” and “Ready To Get Heavy” are the ones to listen for on this LP. McGilpin is the cream of the current Butterfly crop for dancing lists only.


Stookey is a former member of that famous threesome Peter, Paul and Mary, and his new album covers the same territory that he ventured into as part of that renowned threesome. The one highlight on this one, “Wanda Testa’s” and the uplifting “Know Jesus.” The highlights are the贴近 this decidedly spiritual LP. Stookey’s religious lyrics are augmented by a band headed up by Joe English and Danny Bouchard.
Pickwell Holds
Florida Meeting
LOS ANGELES — Members of Pickwell
International's retail division gathered in
Hollywood, Florida, the week of Aug. 7, to
attend seminars, sports activities and en-
tertainment events.
Store managers from Musicland, Dis-
count Records, Sam Gaddy's, Aura
Sounde, Treasure City, Shopper's City, J.C.
Penney, Treasury and Treasure Island met
with regional, territory and district super-
visors and retail management personnel.

The theme of the meeting was "Pro-
duction's Retail Believes In You." Seminars
dealt with Pickwell's retail network and
career opportunities. Effective
merchandising, Christmas season
preparations, finance and electronic
accessory products were also discussed.

Store Manager of the Year award went to
Rick Terry of Naples, Tenn. Awards to the
best sales persons of the year went to
Donald Ticotin, Rosedale Md.; Archie
Benike, Thornton, Co.; Deborah Robertson,
Lincoln, Neb.; Carol Klee, West Allis, Wis.,
and Jack Gergen, Orange, Ca.

Manager of the Year from Goody's was
Tom Fazo, Springfield, Pa.

Waylon Jennings and the Commodores
performed at the confab.

Donnelly Starts Firms

LOS ANGELES — W. P. "Bill" Donnelly is
opening a management consultant firm in
New York City Music Task Force, Inc. will sponsor the first annual "New York City Music Week," to be held from September 24 through September 29.

Activities for the week include conferences to be attended by political leaders, street concerts and performances by leading New York musicians at the Citycom Center, the World Trade Center, Lincoln Center and other sites.

In addition, the New York Music Task Force has been incorporated as a non-
profit organization under the laws of New York State. Howard Belick was elected to serve a one-year term as president of the task force while Allan Stecker, Pearl Dun-
can, Carol Ross and Ralghine Pinsky were elected to serve terms as vice presidents.

Ken Sunshine was elected treasurer. Jonathan Holtzman was elected assistant
treasurer. Linda Dintelmann was elected secretary and Georeanne Heller will serve as city liaison for the organization.

Adams Forms Publicity And
Consulting Firm

LOS ANGELES — Ace Adams, veteran
music industry columnist for The New York
Daily News, has formed his own full-service
publicity and consulting firm, catering to
the music industry. Adams' company will
also handle the placing of master disks with
labels and management for his clients. He
is located at 137-77 45th Ave., Flushing, N.Y. 11355. The phone number is (212) 939-4825.

BMI Moves Offices

NEW YORK — Broadcast Music, Inc. has
established new offices at 320 W. 57th St. in
New York City. The phone number remains

Joseph Named VP,
Disco Promotion
At Butterfly Label

LOS ANGELES — Dee Joseph has been
appointed vice president of disco pro-
motion for Butterfly Records. The announce-
ment was made by A.J. Cervantes, presi-
dent of the label.

Prior to her appointment, Joseph was the
classical promotion director for But-
ty.

Cervantes said of Joseph's appointment,
"As the very first Butterfly employee, Dee
has been one of the principal architects of
our success, especially with the "Hottest
Disco in Town" campaign. Her expertise
has been instrumental in the current
outpouring success of Hot City Destina-
tion, Bob Mcgin plus and Tuxedo Junction."

EXECUTIVES ON THE MOVE

Gaiters Named At A&M — A&M Records has announced the appointment of Bob Gaiters as national director of promotion.

His previous position was with Arista
Records where he was west coast regional
promotion man for four and a half years.

Pallas Joins Polygram — Polygram Distribution has announced the appointment of Peter Pallas to Chicago branch marketing manager. He has been with the Polygram Group since 1969, working for Phonogram, Inc. of Chicago. His tenure at Phonogram included the positions of staff accountant, customer service manager, singles sales and advertising coordinator and most recently assistant production and inventory manager.

Duck Promoted At Polygram — Polygram distribution has announced the promotion of Harvey Duck to Dallas branch sales manager. He joined Polygram Distribution in 1978 as a resident sales manager for Memphis and Little Rock, working out of the Atlanta branch.

Prior to joining Polygram Distribution, he has served as a salesman for Pickwick in Memphis, Little Rock and Nashville for 2½ years.

Stubenrauch Named — Bob Stubenrauch has been appointed branch manager/Chicago for MCA Distributing Corporation. He held midwest regional marketing positions for Polyand and handled promotion for London Records prior to being appointed to assistant branch manager in Chicago for the label.

Hervey Named At Rogers & Cowan — Ramon Hervey II has been promoted to vice president of Rogers & Cowan Music Division. He first joined Rogers & Cowan in March of 1977 as a writer/publicist, and was later promoted to manager of the west coast music division. The position he has served for the past year.

Shaw Appointed — Charlie Shaw has been appointed manager/distribution for MCA/Songbird. He worked in sales and distribution for both Maranatha Music and Word Records and was manager of the Living Way Bookroom in Van Nuys, Calif.

Ganis Promoted At Infinity — Andrea Ganis has been appointed associate director of national promotion, east coast, at Infinity Records. She was previously east coast secondary promotion director for Infinity. Prior to joining Infinity, she served as national secondary promotion manager for Polydor Records.

Berliner Leaves E/P/A — Marion Bernstein, manager for E/P/A, has left the company.

Moore Named At CBS — CBS Records has announced the appointment of Janet Moore to sales manager, Chicago branch, CBS Records. She joined CBS Records as a sales representative in Houston and most recently was manager/sales administration for the New York branch.

Grell Teifeld
Steinberg
Strickland
Boulos

Stevens Exits RCA — Sally Stevens, west coast publicist for RCA, has left the company and can be reached at (213) 766-9339.

Hale Appointed At A&M — Jerry A. Hasson has been named manager of ac-
counting for PolyGram Corp. He was most recently controller for PolyGram Direct Marketing, Inc. of Great Neck, N.Y. PolyGram's record mail order company.

Osborne Appointed At CBS — CBS Records has announced the promotion of Deborah

Joe Joseph

SAM CARAS

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Cash Box/August 25, 1979

(continued on page 45)
**WHAT'S IN-STORE**

**LIEBERMAN APPOINTMENTS** — Dick Moerbiel of Lieberman Enterprises has announced double replacements for the exiting Doug Ackerman who recently resigned. The co-managership will be filled by Lieberman veterans Dennis Price and Tom Diehl. Price, from the Kansas City branch, will be heading up the position to handle 'national label rapport. Price will be working new acts, merchandising, promotion, and just keeping up a general label communication. Diehl, with 14 years at Lieberman, will be taking charge of the actual sales end of the operation.

**IN STORE** — 15 Camelot Stores now in Florida with the opening of 888 in Winter Park. Also, Camelot Old Hickory #89 recently opened in Jackson, Tenn. Ten security guards were on hand but weren't needed as a “very cordial” Ted Nugent attracted 2,000 enthusiastic fans for a two-hour appearance at Peaches/Beth Tell. Nugent stayed all day in attendance received an autograph on anything from albums to 8x10 glossies. Nugent also took to meet all the employees and take pictures. MCA merchandise manager Russell Cooper went into Tower/Hollywood and to the recently re-packaged Spyro Gyra's "More American Graffiti." One waitress, however,四季没有直接关系。Two days later, the single was sold-out. Cooper reports the same enthusiastic response at all his retail stops. According to one local L.A. single buyer at Tower, "It's incredible, it really makes my job easier." William Collins of Tower in Indianapolis for two-hour stop at 1812 Overture in Milwaukee. Music Box (six stores) of New Orleans recently sponsored a dance contest at the 3rd Dimension club in New Orleans. Prizes included hotel weekends, $100 Music Box gift certificates, and an industry favorite bar! Charles Aznar made a rare in-store appearance recently at the classically-minded Rose Records of Chicago. Atlantic Records and KACE Radio teamed up with a double decker bus tour of the L.A. area retail stores for Mass Production. T-shirts, buttons and other promotional items were distributed over two days to promote the re-billing Mass Production release. D.J.'s Sound of Seattle has printed up 100,000 back to school book covers for distribution and/or give away at their 20 Northwest stores. Airing photographs from co-operating labels, the covers are full color, varnish-finished pictured of Cheap Trick, The Who, Fleetwood Mac, Heart, The Cars and more. To keep the cover aesthetic, a small D.J.'s logo was innocently placed on the spine of the cover... and finally a creative promotion (a) mini-tribute to For What It's Worth Records, a 5-store outlet in the Oregon/Washington area. Due to the 100 + degree weather in the area, F.W. offered one dollar off any album to anyone who came shopping in a bikini. Both men and women complied to the offer with great results for business and employee morale. Also, F.W. came up with a way to unload those non-returnable picture discs. They offered a free picture disc with the purchase of ten albums.

**WHO IS NEW** — Brenda Russell (Horizon) — Russell has sung with Streisand, Midler, Siedler, Scalabrine, and Stephen's. Much John and many others. She also has had a few major Canadian hits and hosted a music television show in Canada. Also she penned songs with her ex-husband Brian Russell for Tata Veja, Anne Murray, Rufus and others. 

**WHOA KON** (Edan) — This is not a new band, but it's interesting to point out that leader David Palmer has played with both Rare Earth and Frank Zappa. Palmer also sang lead vocals on Steely Dan's "Dirty Work" and "Brooklyn." 

**GAMMA (Elektra)** The resurgence of Ronnie Montrose in a guitar/synthetizer setting with two original Montrose members and two new additions in Skg Gillette (drums) and Davey Patterson (vocals). 

**CUSTOMER QUOTE OF THE WEEK** — "Well, you've been very nice and very, very patient with me, hold the line. Don't do you have gift certificates, and an industry favorite bar!

**BUYER RETURNS** — It started out with a few complaints, but with a larger number of mentions, it begins to worth the point out here. The complaints are coming from the head buyers about the number of hot releases that are not available. Back-order situations on key items is ranging in some cases into the months. Thought you might like to know that you may not be alone if you're having problems getting hot product.

**REGIONAL ACTION** — Karla Bonoff single in Seattle... Donna Summer single breaking out with a nice single, "Nothing but a Heartache." Brenda Russell and Jeff Lorbeur all day in "Another Day in Paradise." New KC single in the south... The Records single off to good start on New York... Chicago album in the midwest... And The Naughty Sweeeties independent single selling extremely well in the L.A. All stores that carry it... 

**RACK RECORDS (Radio Records)** A new factory direct based record label has announced their list of independent distributors for the line. They are M.S., Schwartz Bros., Aquarius, Pickwick, Bib, Malverne, Sound Records, Western Merch., Associated, All South, AMI, Arc-Ray, and Pips Corp. The first two releases scheduled for the end of this year are to be by Keith Herman and Hot Ice.

**Marv Sobol**

**AND THE WINNERS ARE** — Employees of Eucalyptus Records in Fairfield, Calif. won a $20,000 Styx van as part of a contest sponsored by A&M Records to choose the best Styx "Pieces of Eight" merchandising displays. Pictured above, top row are (l-r): Jess Barter, art director, Radio Records; Paul De Palma, president, Eucalyptus, and Tom Harding, warehouse manager, Eucalyptus. In the bottom row are (l-r): Bob Knight, director of merchandising, A&M; Pia Giecran, art director, Eucalyptus; Derek Sutton, manager, Styx and Jim Vose, road manager, Styx.
U.K. Labels Find Acceptance In U.S.

(continued from page 6)

from England's Baby Records. "We've already recorded and mastered his latest album, 'The Sound of Love,' which is a Baby record," said Sergio Cossa, president of Emergency. "And we'll ship LPs from Max Berlins and Differences shortly." Cossa, however, was quick to point out that Emergency's deal is exclusive and that they pick up product on an album-by-album basis. "Most of our product happens to be from Baby," explained Cossa. "We're not interested in taking part of Baby or have an exclusive arrangement with them."

The recent domestic distribution agreement between Atlantic Records and Virgin Records, one of England's largest independent labels, signals the second time the two labels have allied themselves. The first affiliation between 1972 and 1975, produced only one major hit LP, Michael Oldfield's "Tubular Bells," and a handful of moderate sellers. When that distribution contract expired, Virgin switched over to Epic in an ill-fated partnership. The label dissolved in 1977 with even less success.

"I just don't think that the American market is ready for Virgin product at the time," explained Sheldon Vogel, Atlantic vice president of business affairs. "If we were not sure that their product was marketable here, we never would've made another deal with them."

The first releases in the new arrangement, an LP and single by The Records, is already proving to be more palatable to American popular taste and radio has been responsive. Approximately five more albums have been planned for release within the year, including projects by The Motors, Michael Oldfield and, oddly enough, two American acts, Noel: a disco artist, and Shooting Star.

"The timing of the deal worked perfectly for what we're doing," said Kurt Neringer, vice president of promotion for Virgin America. "We're trying to make our label as visible as possible out here, which is why we've set up our own office in New York, with our own publicity department and independent sales staff. We're keeping the identity that Virgin has created over in England, with slight modifications, and developing ideas with Atlantic marketing as much as possible."

Neringer stated that a parallel arrangement with JEM Records, the New Jersey-based imports distributor, releasing other label product under the Virgin International loop, will provide a "best situation to determine the marketability of certain Virgin acts in the U.S." Import sales show mass market potential on individual pieces of product. Neringer pointed out, chances are they will be released domestically.

Infinity, MCA To Intensify Push For Spyro Gyra

by Richard Ibara

LOS ANGELES--Encouraged by the group's growing market share, Infinity Records and MCA Distributing Corp. have announced a major marketing push in support of Spyro Gyra's upcoming "Morning Dance" LP and single. Beginning Aug. 20, the campaign will continue through the fall, and will include radio and print advertising, press releases, time-out of purchase items, contests and the continuation of the group's touring.

On the basis of the Cash Box Jazz chart, the group's "Morning Dance" LP has also crossed over to the Top 100 Albums chart.

"We feel very strongly about Spyro Gyra," said MCA's Ron Cossa, president of Emergency. "And we'll ship LPs from Max Berlins and Differences shortly." Cossa, however, was quick to point out that Emergency's deal is exclusive and that they pick up product on an album-by-album basis. "Most of our product happens to be from Baby," explained Cossa. "We're not interested in taking part of Baby or have an exclusive arrangement with them."

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You'll go crazy for the new Michael Jackson album. It's "Off the Wall."

Michael Jackson's new solo album has everybody flipping out on hot fun and cool steppin'. Featuring songs written by Michael, Paul McCartney, Stevie Wonder, and Rod Temperton of Heatwave fame.

Add the production master-touch of Quincy Jones, and you've got an album totally "Off the Wall" and definitely on the mark—guaranteed to do some pretty insane things to the charts.

So don't let another minute go by. Once you go "Off the Wall" the good times have just begun!

**Off the Wall**

Michael Jackson's solo debut on Epic Records and Tapes. Featuring the hot new single "Don't Stop 'Til You Get Enough" © 1979 CBS Inc.
Cash Box/August 25, 1979

TOP 40 ALBUMS

1 STREETFIRE
"GRANDTOWN" (A&M 3304) 1 13
2 MORNING DANCE
"SPYRO" (1980s) (Warner Bros. 6241) 2 21
3 I WANNA PLAY FOR YOU
STANLEY CLAYTON (Nemperor/CBS K22 35680) 3 6
4 HEART STRING
ARLIE LUGHL (United Artists UA-L492-H) 4 17 .
5 LUCKY SEVEN
SAR JONES (Tazapan/Zee/Columbia JC 38658) 9 3
6 AN EVENING OF MAGIC
OMA MANDELE (A&M SP 6701) 5 8
7 MINGUS
RON MITCHELL (Elektra EE-5058) 8 6
8 NEW CHAUTAUQUA
P. MENDOZA (ECM-1-1131) 7 16
9 PARADISE
GROVER WASHINGTON JR. (Elektra EE-168) 6 18
10 LIVIN' INSIDE YOUR LOVE
GEORGE BROWN (Warner Bros. 35801) 10 24
11 THE LOVE CONNECTION
FREDIE HUBBARD (Atlantic JC 33192) 11 6
12 EUPHORIA
GABRIEL BARBERI (A&M SP 4774) 17 5
13 PART OF YOU
EUGENIUS (Columbia JC 35715) 13 6
14 BETCHA
STANLEY TURTLEBINE (Elektra EE-217) 15 4
15 COUNTERPOINT
RALPH HANNON (Warner Bros./A&M JC 2559) 12 9
16 TOGETHER
JOHN SINCLAIR (Island/Motown M-1007) 14 15
17 NOVEMBER
MAYNE (Island/Motown M-1007) 29 2
18 KNIGHTS OF FANTASY
DEODATO (Warner Bros. BSK 3231) 21 4
19 DELPHI 1
CHICK COREA (Polydor PO-1-6208) 18 6
20 FEVER
JOYSTICK (Polydor PO-1-6204) 30 14

JAZZ ALBUM PICKS

ARROWS — Steve Khan — Columbia JC 36129 — Producers: Steve Khan and Elliot Scheiner — List: 7.98
Fast-paced, heavily orchestrated cuts race by on both sides. Wailing horns nicely counterpointed by electric guitar, the latter an instrument Khan is an acknowledged master of. "Candles" is a mystical pause in album's high-velocity movements. The 12-string guitar gets a real workout on this track. The soprano sax plays a crucial role throughout.

Steve Wonder’s "Geepee" gets a brassy, bluesy going over Grossman-penned tunes and his sax accompaniment reveals a dual mastery. Acoustic piano and bass provide nice background atmosphere. "King Tut" features mysterious music and surprising, slow climaxes. Artful arrangements highlight a superlatively conceived album.

THUNDERING — David Schnitter — Muse 5197 — Producer: Ozzie Cadena — List: 7.98
Schnitter seems to get better each time out. Here the most interesting thing is his vocal on "There Goes The Ballgame" where he demonstrates a fascinating style. His tenor sax is still his most prominent vehicle for expression and things such as "Starburst" and "Herb's Blues" show a steady maturation with plenty of promise for the future.

JAZZ ON JAZZ

MUST STOCK — The latest release from Elektra/Asylum’s fusion music department is certainly a mixed bag. On "Best Of Friends," former Return To Forever drummer Lenny White continues to move in positive R&B direction with the help of his new band, Twennynine. The quartet known as Sweetbottom, on the other hand, has opted for a declamatory sound on "Tin Me Loose." Then there are the two solo albums by oxygen members Paul McCandless and Glen Moore; each reveals a varied background in composed and improvises music, incorporating unusual instrumentation such as viola, oboe, bassoon and base clarinet. From Capitol comes the latest from trumpeter Eddie Henderson and keyboardist Bobby Lyle. Henderson’s LP, titled "Running To Your Love," was produced by Skip Waterman with assistance by Patrice Rushen and Charles Mims. Although his alluring trumpet work is sometimes overshadowed by heavy bass lines, voices and synthetizers, Henderson’s LP, "Passion's October release" is a piano and flugelhorn duet with Herbie Hancock called "Marlana." Lyle’s LP is reviewed below. Allen Pittman’s "Theresa label continues to turn out quality records by unsung San Francisco players, as exemplified by its two latest releases: Bishop Norman Williams’ "One For Bird" and "Ed Kelly & Friend." The Bishop, who’s billed as the bebop kingpin, reserves himself with players the caliber of Pecker Adams on his third Theresa LP, a homage to Charlie Parker. Pianist Kelly’s friend is none other than saxophonist saxophonist. Pharoah Sanders. The feature fuses original compositions by Kenny and Sanders, performed with help from Peter Barrass on bass and Eddie Marshall on drums. Things are going to jump in the next two months at Warner Bros. jazz and progressive music department. Among upcoming September releases include a batch from Manfred Eicher’s ECM label. "Elm" by Richard Brich, "Solo" by Egberto Gismonti, "Le Voyage" by the Paul Mottal Trio and "Up and Off" by John Surman. In addition, Flora Purim’s new WB album, produced by G. O. G. has passed a ship and will ship next month. Heading the division’s October release is the Pat Metheny Group’s second ECM LP. "American Garage." Other ECM October releases include LPS by saxophonist George Adams and the old and new Dreams Band (Dewey Redman, Don Cherry, Charlie Haden, Ed Blackwell). Currently in the studio preparing LPS for year end release are WB artists Larry Carlton and David Sanborn. Arista also has a busy jazz release schedule paced by Angela Bofill’s upcoming second GRP album, "Angel Of The Night." Among the LPS slated for delivery in September are Jay Hoggard’s "Eyes Of The Wind (GRP), David Sanborn’s "There’s A Rainbow," "Elk," "Piano," "The Bees," "The Air," (Novus). "Blue Montreux. Vol. II (Arista), Nat Adderley’s "That’s Nat" (Savoy). Michael Gregory Jackson’s "Heart And Center" (Novus), Charlie Parker’s "Encore," "Vol. II" (Savoy), Yusef Lateef’s "Angel Eyes" (Savoy), Curtis Fuller’s "All Star Sextets" (Savoy) and "Rib Joint" by Sam Price and the Rock Band (Savoy). Arista will also release as yet untitled works from Anthony Braxton, Larry Coryell and John Scofield. Finally, contemporary will release recent sessions by tenorman Joe Henderson and keyboardist George Cables. The Henderson date features Chick Corea, Richard Davis and Tony Williams; while the Cables record includes Eddie Giannadás, Joe Farrell and Art Pepper in supporting roles.

E/A AT MONTREUX — A quartet of Elektra/Aaside fusion acts — Philip Catherine, Terry Callier, Lee Ritenour and Grover Washington Jr., — shared top billing at the recent Montreux Jazz Festival on E/A Jazz Fusion Night, which lasted into the wee hours of the morning. Showstoppers were Ritenour and his band, Friendship, and Washington, whose two-hour set lasted until 3:30 a.m.

BRIEFLY NOTED — ECM RECORDING GROUP Eberhard Weber and colors begin a nationwide tour in September. Tommy Vig and his 22-piece symphonic disco-jazz orchestra headline the Aug. 20 Musicians Union-sponsored bash at Los Angeles’ John Anson Ford Theater. Atlantic has dropped saxophonist Sonny Fortune.

Jazz Album Picks

NIGHT FIRE — Bobby Lyle — Capitol ST-11956 — Producer: Trevor Lawrence — List: 7.98
Stunning synthesis of work throughout enhances this jazz/R&B fusion effort. In particular, the Mini Moog on "Da-Ya-Dance" is an entire orchestra by itself. Bobby Lyle’s sensual vocals are showcased on "Gettin’ Into Love" and "Stop Running Away From Love." "Blues for Scott Joplin" a piano solo which emphasizes both the frantic and the somber sides of this fine composer. A discordant delight.

CONFLUENCE — Bill Perkins — Interplay 7321 — Producer: John Brechler — List: 8.98
Time machine. Perkins by, based on his playing here where he is overshadowed by other saxophonists Pecker Adams and Gordon Goodwin. Actually, pianist Lou Levy steals the show with a strong swinging performance, while the rhythm section is a bit busy. This outing could have been better.

BAYOU LIGHTING — Lonnie Brooks Blues Band — Alligator 4714 — Producer: Bruce Iglauer — List: 7.98
Lonnie’s debut album, but his reputation as Guitar Jr. precedes him. His appearance on the Alligator "Living Chicago Blues" prompted this album which is a barnburner from start to finish. Check out "Voodad Daddy" for airplay, but by all means hear this splendid singer/guitarist. One of the best blues LPs in some time!
Tyrrell Starts T-Electric In Association With Infinity

According to Norbert Simmons, president of MCA New Ventures, who conceived and packaged the T-Electric venture, this is the largest funding syndication of its kind in the history of minority business development. Additionally, says Simmons, T-Electric is already in the top 100 list of self-owned corporations America. "Within a year," he remarked, "we have advanced a substantial sum to T-Electric.

Tyrrell stated that the long-term aspect of the MESC's commitment lies in the willingness of the four corporations to guarantee a line of credit for his company. In addition, he noted, Infinity has advanced a substantial sum to T-Electric.

Acknowledging that he has been very fortunate in his career and in the creation of T-Electric, Tyrrell affirmed his affection for the city of New York, where he was born. He added that he hopes his enterprise will provide new employment opportunities for the black community, as well as an example for aspiring black businessmen.

Daughter Has Key Role

Since Infinity will be handling most label functions for T-Electric under Tyrrell and Budding record company, Infinity's marketing system, Tyrrell affirmed that the company will give our artists access to the world of music because they just don't care.

Summer Benefit This Winter

Donna Summer, popular disco artist, will be at the Ford Cancer Center in Cedars-Sinai Medical Center. The show will take place at 7 p.m. on Nov. 1. Admission is by ticket only.

Crowdaddy and The Plimsoles will be opening the show with their own brand of music.

The Surfs will be headlining the event with their well-known surf rock songs.

HOLLY DAYS — It's been 20 years since the death of rock 'n' roll great Buddy Holly, and his hometown of Lubbock, Texas, is finally going to acknowledge the innovative rock star. "Buddy Holly Week" will take place starting Dec. 26, and will feature many events, including a special concert with the band's original touring act, The Crickets.

In CONCERT — Peter Frampton will play two free concerts, 8 p.m. and midnight, on Aug. 31 at the Oakland Auditorium Arena. Tickets will be available by radio promotions only. Frampton recently set up a scholarship fund at the University of San Francisco, and he recorded his historic "Frampton Comes Alive" album at San Francisco's Winterland Ballroom. The free concerts are produced by Bill Graham, are Frampton's way of saying "thank you" to the bay area people who have been so good to him.

ODDS AND ENDS — Jim Rissler, the celebrated Los Angeles concert promoter, has become the new UCLA-VCL chancellor. The new chancellor is a graduate of the University of California, Berkeley, and has served as the department of Fine Arts Productions at the University of California, Los Angeles. The winners of the $1,500 grants in the ninth annual Vikki Carr Scholarship Foundation awards are Jane Salsman of Santa Barbara and Marcia Bemuduch of Mendota.

GREAT TIME, GREAT PARTY — Randy Newman, Frank Zappa, and Chris Wright celebrated Blondie's successful nationwide concert tour by throwing a lavish party Aug. 15 at Fiorucci, the posh Beverly Hills clothing boutique. Blondie group members, led by the consummate drummer, and all the other party goers, were swamped by the sheer number of well-wishers. Spotted among the revelers were Will Chamberlain, Kristi McNichol, Tanya Tucker, Burt Young, Theodore Bible and L.A. TV personality Larry Carroll. Dinner-jacketed waiters served up continental and Indian cuisine while guests boogied to disco and early rock 'n' roll hits. The consensus among party-goers was that Chryssal's bash reaffirmed the vitality and excitement the record industry is famous for.

Marc Cetner

WRITING

6

6

6
HATCHET PLAYS PORTSMOUTH — Epic recording artists Molly Hatchet, whose self-titled debut LP has been certified gold, recently played Portsmouth Stadium in Portsmouth, Va., as part of Whisper Concerts’ “Main Event — Summer of ’79” series. Pictured after the performance are (l-r): Arlene Krock is and Brian Beach of Tracks Records & Tapes; Wynn Evers of K-94/ZAM-11; Duane Roland of Molly Hatchet; Madeline Roland, Banner Thomas of the group. Bill Stillman of K-94/ZAM-11; and Rich Rothschild of CBS Records.

West Named GM At KISW/Seattle

SEATTLE — Steve West, who has been the assistant manager of KJR/Seattle for the past three months, has been appointed to the position of general manager of KISW/Seattle. West has replaced Harry Carico, who will move into other areas of business.

Many Honors

West has been honored by the industry several times during his career in programming and management in the Pacific northwest. West was the program director at KJR/Seattle last year when it was voted Station of The Year for a Large Market from Booby Poes Pop Music Survey out of Washington D.C.

RKO To Aid Polydor

In Selling UNICEF LP

NEW YORK — The RKO radio group has become the first chain to assist Polydor Records in promoting its LP “The Music For UNICEF: A Gift of Song.” The album, whose profits will benefit UNICEF, will be the subject of special programming on all eight RKO stations with an aggressive push to get listeners to buy the records from participating dealers in each city.

Dealer Contributions

Dealers who have already agreed to contribute one dealer from the sale of every album to UNICEF include: Record World and Times Square Record shops in New York, Music World and New England Music City in Boston, Popular Tunes in Memphis, Tower Records and Licorice Pizza in Los Angeles, Tower Records and the Record Factory in San Francisco, and Spec’s and Sid’s in Fort Lauderdale.

New PD At WNEW

NEW YORK — Russ Knight has been named to the position of program director at WNEW/New York. He replaces Dean Tyler who recently called the station Knight was the PD at WHK/Cleveland, the city’s number one country station.

Platt New PD At WRVR

NEW YORK — John Platt has been appointed PD WRVR/New York. Before coming to the Big Apple jazz station, Platt worked at WART/Chicago. He held the program directorship at the Chicago AOR for six years.

Spyro Gyra Push

(continued from page 3)

where it is building at $40. In addition, the “Morning Dance” single has reached the #2 spot on the Cash chart.

Throughout August, Infinity and MCA Distributing will market a heavy spread of albums, singles to coincide with the marketing push. “The campaign marks an intensification in our level of involvement,” said Gary Markoff, Infinity vice president of marketing/finance. “We’re very excited about the group, and with this, our most aggressive push to date, we plan to reach the gold record level by early September.

In-Store Display

With the commencement of the campaign on Aug. 20, various merchandising aids will be available to retailers, including 2x2s and 4x4s utilizing the “Morning Dance” D graphics. “The cover (of the LP) has proven to be a very useful merchandising device,” Markoff added. “It lends itself to display radio.

Further merchandising aids include a picture sleeve for the “Morning Dance” single utilizing the graphics from the group’s debut self-titled LP.

In addition, beginning in September, a 12-minute video presentation of the song will precede the 3 a.m. appearance to the Teaching Place in New Haven, Conn. will be made available to retailers via the Landry Video Network. Featuring both the live performance and commentary from the audience, the soundtrack has also been released as an EP, which is currently being used as a prize for in-store contests and giveaways.

In the area of advertising, print ads, both national and regional, will be placed in consumer and trade publications; complemented by three different radio spots and a television commercial.

Finally, the group will continue their heavy four show schedule throughout the duration of the campaign. Having recently returned from a European tour that included the London and Montreux Jazz Festivals, the group has also had sold out concerts at the Chicago Fest and the L.A. Greek Theatre during the past three weeks. Further touring will include Philadelphia’s Spectrum near the end of August and the college circuit during the fall.

Mike Markoff summed up the success they’ve had to date. “It’s been a wonderful approach to work on an artist over the long haul, helping our marketing dollars turn it when they do the best job, which is what’s happening with this album.”
Cash Box/August 25, 1979

FM STATION REPORTS - NEW ADDS/HOT ROTATION

**SAMY HAGAR**

Street Machine Capital

**TALKING HEADS**

Fear Of Music Sire

**MISTRESS**

RSD

**RANDY NEWMAN**

Born Again Warner Bros

**CHICAGO**

13 Columbia

**VARIOUS**

American Columbia

**FM LPS**

**#1 Most Added**

**SAMY HAGAR - Street Machine**

Capital

**ADDED THIS WEEK**

- KMSU
- KNAC
- WBLM
- KSJO
- KZK
- WYFE
- WDWM
- WAA
- KKST
- WAAL
- KJZ
- KX
- KMU
- KBWI
- WLSN
- KSK
- WOR
- WWMZ
- KZDL
- WDFD
- K-101
- KROQ
- WBCN
- ZETA
- WCCQ

**HISTORY TO DATE**

Prior single activity

**#2 Most Added**

**FIRE OF MUSIC**

Sire

**ADDED THIS WEEK**

- KBAZ
- KSHE
- KWST
- WAA
- WHFS
- KOL
- WZK
- KZK
- KOMY
- WZB
- KSRT
- KXSN
- WOR
- KZTL
- WDFD
- C-101

**HISTORY TO DATE**

**#3 Most Added**

**MISTRESS**

RSD

**ADDED THIS WEEK**

- KWSL
- KRSJ
- WPLX
- WBB
- WFL
- WDFD
- WAF

**HISTORY TO DATE**

**#4 Most Added**

**RANDY NEWMAN**

Born Again Warner Bros

**ADDED THIS WEEK**

- KWSL
- KRSJ
- WPLX
- WBB
- WFL
- WDFD

**HISTORY TO DATE**

**#5 Most Added**

**VARIOUS**

American Columbia

**ADDED THIS WEEK**

- WFMH
- WFMC

**HISTORY TO DATE**

**#6 Most Added**

**ELENNE FOLEY**

Night Epic

**ADDED THIS WEEK**

- WFMH
- WFMC

**HISTORY TO DATE**

**#10 Most Added**

**GARY NUMAN & TUBEWAY ARMY**

Replicas - Atco

**ADDED THIS WEEK**

- WFMH
- WFMC

**HISTORY TO DATE**
NARM Regions Spur Retail Optimism For Slump Reversal

continued from page 5

The following stations were also used in this week's research: WBWO, WAKY, WFLB, WFOY

stolen by the pirates. You should be outraged.

Kaplan then revealed that his organization and NARM would soon establish a toll-free "hot line" to the New York RIAA office specifically for reporting of piracy. Asking the retailers to report any "suspicious" situations that may indicate piracy, Kaplan added, "You (retailers) shouldn't be embarrassed to call us just because you're not an expert. We would much rather investigate a case and find out we were wrong, than let important leads go unnoticed because you were too embarrassed to call us. We're asking you to be our eyes and ears.

Kaplan's message was well-received at all three regional offices, with many retailers visibly in agreement with the RIAA attorney's assessment of the situation.

Additional considerations came from the panel discussions. Consisting of Al Bergamo, MCA Distribution Corp. president, who discussed the application of marketing/sales vice president; and Ron Oberman, CBS merchandising vice president, in Seattle, Bergamo, California, Dan Costello, CBS regional director, and Phil Jones, Forbes marketing vice-president, in San Francisco; and Bergamo, Costello and Jones were also in Los Angeles, the panels often provided some of the liveliest moments at the regional meetings.

Variable Pricing Structure

One of the topics most consistently brought up was the possibility of a variable pricing structure for records. Alluding to MCA's recently enacted "Rising Star" and "Platinum Plus" price reductions for new artists, Costello noted (Cash Box, Aug. 18) at the Seattle meeting, Bergamo went on to note that "the industry went through a period of tremendous growth in the '60s when variable pricing was used by the record companies."

Obierman of CBS agreed with Bergamo, adding that a variable pricing structure is very effective in the book industry, where a large number of established writer like Norman Mailer costs more than one by an unknown author.

Further CBS commitment to the variable pricing principle was expressed in San Francisco by Costello. Pointing out that with the various discounts, etc., for new product, the actual selling price of an album is often equal to or higher than new product. Costello went on to say that CBS "will also institute variable pricing soon."

A variation of this approach was suggested by A&M's Campaign at both the Seattle and San Francisco meetings. Discussing the future of the 12" single, Campaign went on to say that he favors increasing the cost of the flat EP and giving away the singles at the prices, especially for new groups. "When you're dealing with a new group," Campaign summarized, "after three or four

(continued on page 7)
Cynthia Clason, with help from fellow artists Buryl Red, Ragan Courtney, Bill Purcell, George Gagliardi, Raymond Brown and the late Albert Brumley, has delivered a masterpiece. Greatness is ultimately measured by the sands of time. “It Was His Love” is of such incomparable depth and dimension that generations from now it will remain fresh and alive and relevant. Cynthia’s capacity to give it as her gifts and her total lack of self-consciousness is the special quality that makes this album such an intensely personal experience. Most contemporary gospel stations should program the entire record.

“Never The Same” is the same Evie who has charmed the heart of gospel music with songs and a smile as bright as a snowbank in Sweden. Evie as an entity is irrelevant because her passion is en- cased by her tenures on the charts. Her home port is an energetic middle-of-the-road colony and she rarely sails out of the shelter of that harbor. However, the most effective cut on this album is a re-enactment to a country outpost called “At The River Of Jordan” written by producer-arranger, Pelle Karlsson. Other interesting cuts are “You Have Everything In Your Hands/Jesus Love You,” “Shine,” and “Live For Jesus.”

GOSPEL SINGERS: TEMPO SIGNS PATTY TERRY GROUP — Tempo Records president Dr. Jesse Peterson announced recently the signing of the Patty Terry Group, a gospel group from Atlanta. Pictured seated at the signing are (l-r): Patty Terry and Dr. Jesse Peterson. Shown standing are (l-r): Sunny Lafferstedt, Pat Terry Group; William Rayborn, director of advertising and promotion; Tempo; and Randy Bugg, Pat Terry Group.

Bill Thedford, a musical disciple of Stevie Wonder, doesn’t need magic or mystery to make good music; his talent suffices. “More Than Magic” is a finely constructed embodiment of professionalism and plain old fashioned good taste. Gadgetts and gimmicks are unnecessary when true ability is present and Thedford presents a score of refined selections. This multifaceted artist produced, arranged, and played bass and percussion on most cuts in addition to his superb vocal interpretation. There is a high level of quality throughout: “Miracles,” “More Than Magic,” and “Excitement” are standouts.

Great singers can take inferior material and elevate it beyond the ordinary. B.J. Thomas, the silky smooth balladeer of “Raindrops Keep Falling On My Head,” has such a wealth of vocal ability that everything he sings sounds better than most of his contemporaries. The only time this was not true was with “You Gave Me Love” is the quality of the material, and since Thomas didn’t write any of the ten songs, he can’t be faulted for that — except that continuing to record unalleviating songs may induce apathetic vocals. Even though this album is void of great songs, the production and arrangements do not interfere with one of the great voices of our time.

TOP 20 ALBUMS

Spiritual

1. LOVE ALIVE II
2. LEGENDARY GENTLEMEN
3. THE GOSPEL KEYNOTES
4. LOVE ALIVE
5. I DON’T FEEL NOWAYS TIDED
6. PUSH FOR EXCELLENCE
7. EVERYTHING WILL BE ALRIGHT
8. GOSPEL FIRE
9. I GIVE SOMETHING TO HOLD ON TO
10. FOR THE WORRY I’VE DONE
11. THINK OF HIS GOODNESS
12. THE SWANEE QUINTET
13. TRACY RAMSAY & THE SOUL SEARCHERS
14. EVERYTHING WILL BE ALRIGHT
15. THE MASTER AND THE MUSICIAN
16. YOU GAVE ME LOVE
17. FOR HIM WHO HAS EARS TO HEAR
18. GENTLE MOMENTS
19. YOU LIGHT MY LIFE
20. COME LET’S REASON TOGETHER

Inspirational

1. NEVER THE SAME
2. HAPPY MAN
3. HOME WHERE I BELONG
4. NO COMPROMISE
5. HEED THE CALL
6. FORGIVEN
7. DALLAS HOLM & PRAISE LITE
8. THE VERY BEST OF THE WHISKEY BROS
9. MUSIC MACHINE
10. PRAISE III
11. YOU GAVE ME LOVE
12. MIRRORS
13. MY FATHER’S EYES
14. THE ARKINDS
15. ALL THINGS ARE POSSIBLE
16. THE MASTER AND THE MUSICIAN
17. FOR HIM WHO HAS EARS TO HEAR
18. GENTLE MOMENTS
19. THE LORD’S SUPPER
20. MANSION BUILDERS

REVIEWS

Bill Thedford, a musical disciple of Stevie Wonder, doesn’t need magic or mystery to make good music; his talent suffices. “More Than Magic” is a finely constructed embodiment of professionalism and plain old fashioned good taste. Gadgetts and gimmicks are unnecessary when true ability is present and Thedford presents a score of refined selections. This multifaceted artist produced, arranged, and played bass and percussion on most cuts in addition to his superb vocal interpretation. There is a high level of quality throughout: “Miracles,” “More Than Magic,” and “Excitement” are standouts.

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CMA Sets Production Of Post Awards Radio Special

by Jennifer Bohler

NASHVILLE — The Country Music Association will produce a radio special to air following the nationally telecast 1979 CMA Awards Show on Oct. 8. The Post Awards Show will be broadcast live beginning at 11:05 EST from the awards party taking place adjacent to the Grand Ole Opry House.

The 90-minute special broadcast was the brainchild of Dan McKinnon, chairman of the Country Music Association’s Radio Committee and owner of KSON Radio in San Diego, and Don Nelson, general manager of Wipe Radio in Indianapolis.

“Last year Don put a small group together and did a small broadcast,” McKinnon said. “I thought it would be a good idea to put together a bigger package and go on a network.”

BTC to Broadcast

The NBC Radio Network has picked up the option to carry the broadcast, and will offer coverage of the show first to its affiliates if any of the CMA stations decline coverage, the program will be offered to stations in corresponding markets through the following categories: first, to CMA organizational member stations; next to other country music stations; and finally to any other stations wishing to carry the program.

According to McKinnon, “much careful thought and consideration” will go into structuring the format of the program. However, it will not be so strictly structured as to eliminate all spontaneity. McKinnon added that when finalists for the awards are notified, they will also be made aware of the live post awards broadcast.

One of the most intriguing aspects of the live broadcast, McKinnon said, is that it will allow the performers and winners the opportunity to express their feelings on the spot.

Personal Feel

“A live broadcast following the awards show will allow us to create a more personal feel to the show,” McKinnon said. “The winners will have the chance to reflect on the importance of their award. To tell how winning affects them and what the award means to them.”

Bill Anderson and Ralph Emery, whom McKinnon describes as “two of the best talents in the business,” will host the show, which will feature highlights of the Awards Show, as well as the interviews with the winners, nominees and other industry notables. The show will be produced and directed by McKinnon and Jim Duncan, with assistance from CMA staff member Toby Cannon.

McKinnon related that if the show is successful this year, NBC has expressed an interest in carrying it again next year.

“We anticipate the show being a success,” he said. “There will be a lot of people on the highways that won’t be able to view the show through television. Through the radio broadcast, we will try to capture the same excitement for those people and add to it with the post awards show.”

The NBC Radio Network has stated that it will offer stations carrying the Post Awards Show half of the avails during the program for local sales (the network will sell the other half). Non-NBC stations carrying the show will have to pay news-fee charges.

Daniels Scores Big With New Single, LP

NASHVILLE — Epic artist Charlie Daniels and his band have hit the jackpot. Their single, "The Devil Went Down To Georgia," and the album "Million Mile Reflections." After eight weeks on the Cash Box Country Chart, the single is #1 this week, and the album is #1 this week on the Country Album chart after 17 weeks.

In the Cash Box Top 100 chart, "The Devil Went Down To Georgia" is #5 this week after 11 weeks and "Million Mile Reflections" is #7 this week after 17 weeks on the Cash Box Top 200 chart.

"Million Mile Reflections" replaced Waylon Jennings' "Greatest Hits," which was the #1 country album. Jennings' RCA album stayed at the top of the country chart for 14 weeks.

GAIL DAVIES SIGNS WITH WARNER BROS. — Singer-writer Gail Davies, formerly with Lifesong Records, has signed a long-term recording contract with Warner Bros. Shown at the signing were (l-r) Andy Wolman, vice president at Warners country division; Davies; Garth Fundis, Davies' co-producer; and Bob Kirsch, general manager, Warners country division.
ROBBINS PERFORMS AT OPRY HOUSE — Columbia artist Marty Robbins recently gave a special one-hour concert at the Grand Ole Opry House for CBS personnel. Music industry press and fans visiting Opryland Park. Pictured backstage following the concert are (l-r) Roy Ruxsom, director of marketing, CBS Records; Ken Woods, Cash Box, Nashville, Bill Johnson, art director; CBS Records; Mary Ann McCready, director of artist development, CBS Records; Robbins; Jim Carlso, Columbia product manager; and Jeff Lyman, promotion manager, Columbia Records.

Shapiro and Company Film Country Special In Montreux

MONTREUX — Writer-producer Ken Shapiro and his Shapiro productions of Los Angeles, in association with the Jim Halsey Company of Tulsa, will present the first country music TV special from Switzerland. Taped on location July 7-8 during the 13th Montreux International Jazz Festival, the special is being produced by Roy Clark, the Oak Ridge Boys, Barry Mandrell, B.B. King, Clarence "Gatemouth" Brown, Jana Jae, Jimmy Henley and Buck Trent.

The Jazz Festival premiered American Country Music for the first time when these artists performed before 3,500 fans in the Montreux Casino Theatre. Shapiro, who wrote and produced the 60-minute music format special, has been involved with various American television specials, including those that starred Tom Jones, Wayne Newton and Danny Kaye. Barry Glazer, who co-produced and directed the show, is also co-producer and director of William Clark's American Bands; and has directed several specials with such headliners as Mel Tillis, Flip Wilson and Charley Pride. Jim Halsey was executive producer of the special, while Mary Jo Bouie served as associate producer and Dick Howard as the executive in charge of production.

MCA Plans Discount On ABC LP Catalog

NASHVILLE — MCA Records here is in the process of adding perhaps 100 albums from its old ABC country catalog into its mid-line price series, according to Chic Doherty, vice president of sales, MCA Records.

"We are working on adding maybe 100 titles from the ABC catalog, but I don't know when it will be completed — maybe January or February," Mr. Doherty said. "In March 1978, MCA took a lot of catalog items and literally dropped the price to where we had an open list. This has stimulated catalog production that had stopped selling. With the midline prices, we are doing a tremendous amount of business," Mr. Doherty said the cost to retailers on the mid-line series is $2.02 as opposed to $4.20 on the regular front-line albums.

Country Music/Truckers TV Special To Be Filmed At Nashville Truckstop

NASHVILLE — Garce Productions, in association with Showtime, the national pay television network, is producing a rather unusual country/western program in Nashville.

"Truckin' in Nashville" is a special being taped outdoors at the new truckstops of America in downtown Nashville. Approximately 800 members of the Independent Truckers of America will be in the audience, and flatbed trailers will be used for stages. More than 20 new diesel tractors will be featured in the background, forming a "wagon train" around the televised area.

Twitty, Lee Co-Host

Conway Twitty and Brenda Lee will co-host the special with such guest stars including Bobby Bare, Carl Perkins, Boots Randolph, Marco Smith, Joe Stampley, Hank Williams Jr., Shep King, The Twitty Birds and Freedom Express.

The special was created and produced by Roger Galloway and directed by Raynor Binkley, Opryland Productions provided the production facilities for the special, which began taping Aug. 13. Air dates have not yet been announced.

Michael Garvin Signs With April/Blackwood

NASHVILLE — Writer Michael Garvin, who co-wrote "If The World Ran Out Of Love Tonight," for England Dan and John Ford Coley, has signed an exclusive songwriting agreement with April/Blackwood Music, according to Nashville director Charlie Monk.

Garvin has also had material recorded by Susie Allison, Narvel Felts, Tommy Overstreet and John Anderson.

"We're glad that Michael could join our creative family," said Monk. "He's proven himself as a writer and will be working more conscientiously toward developing as an artist."

Zella Lehna Makes Nashville Debut — RCA artist Zella Lehna recently showcased her new act for the first time at the Opry. Omaha's Jenifer Zella Lehna makes the tour after her father, Tenor Charlie Lehna, who left the Opry two years ago, was diagnosed with a brain tumor.

Steve Warner opened the show for Zella. Shown back stage following the performance are (l-r) Pat Carter, Lehna's producer, Lehn; Jim Shapat, director of operations, Cash Box, Nashville; Randy Gourley, RCA artist, Warner; and Jerry Smith, writer administration, BMI.

Crystal Gayle

Crystal Gayle recently joined the cast of the television series "The Country Column," playing the role of the lead singer, Kaye Baker. Gayle said she was not surprised at the lack of knowledge of American recording artists in China once she discovered that many Chinese homes do not have electricity — so no stereo and radios.

Back in the USA — Crystal has been selected as the recipient of the 1979 Sullivan-Considerie Award by the Fraternal Order of Eagles at its annual convention. Established in 1957, the award goes annually to a performer "for unfailing contributions in the field of entertainment to their country and fellow men." The award was established in honor of Timothy D. Sullivan and John W. Considerie, two of the organization's founders who were involved in the entertainment industry near the turn of the century.

Rumor of the Week — And this one is very strong. A verbal agreement has been reached between the record companies of Willie Nelson and Ray Price for the pair to reunite and do an album together. The only problem right now is matching dates compatible so that both performers can take time off from their road work to record — either in Nashville or Texas. A few years back, Willie played bass and lead guitar in Ray's road band, the Cherokee Cowboys, and after seeing Ray in Reno (where they were both performing), Willie suggested that they get together again. One side of the LP may feature some classic Cherokee material.

The Oak Ridge Boys recently broke all attendance records when they performed at the Worlds of Fun amusement park in Kansas City. With two shows, they drew in excess of 20,000 fans. And the outdoor theatre they performed in seats only 3,500 people.

Kitty Wells was honored Aug. 13 when Top Billing and WJR threw a big bash at the radio station celebrating her 60th birthday. A big baseball fan, Kitty was just tickled silly when a representative of the home team, the Nashville Sounds, presented her with an official Sounds cap. Not to be outdone, the St. Louis Cardinals sent her a baseball autographed by all the players. And if that wasn't enough, Tennessee Governor Lamar Alexander declared Aug. 30 Kitty Wells' Day in Tennessee.

One of the five songs Donna Fargo has written for her forthcoming Warner Bros. album (October release) was written especially for music publisher Al Gallico, titled "I Wrote This One Just For You." Jimmy Case will be heading for Europe Aug. 20 when he begins his three weeks of performing in clubs and military installations. Welsh back-group Quatermoon will join Case on the tour of Europe.

While on an extensive 11-week tour in Canada, Ray Griff recorded a series of six CBC, 30-minute television specials which will begin airing in Canada in September.

Trying to capture that live show sound, John Prine spent four days of a week and a half months recording his "Pink Cadillac." LP says John, "What we tried to achieve is a recording of a five-piece band with a vocalist playing and singing good honest music." Prine's producers were none other than Knox and Jerry Phillips, sons of Sam Phillips, of Sun Records fame. Word is that Prine is looking for a 1959 Bonneville two-door hardtop to add to his collection.

The Oak Ridge Boys, Foster Brooks and Glen Campbell will be performing as part of the Star concert bill Sept. 15, in which is part in part of the Roy Clark Celebrity Golf Classic weekend. Proceeds from the event will be donated to the Children's Medical Center of Tulsa.

Stalier Brother Lew DeWitt, who was hospitalized a couple of weeks ago for treatment of a stomach disorder, was released from the University of Virginia Hospital with a clean bill of health Aug. 7. The Brothers will pick up where they left off on their August tour schedule.

Rodeo man Chris LeDoux took time off from his riding circuit to tape a segment of "That Nashville Music," Aug. 8. The segment will air this fall when the television show enters its 14th year of syndication.

Press reps and music industry personnel were recently treated to a rather novel and entertaining showcase, "Zan Bunch," a 15-year-old ventriloquist from Portales, New Mexico and her partner Danny hosted an old fashioned picnic, complete with home-made peanut brittle, lemonade and watermelon. And after the eats, the young singer and her dummy (no offense Danny) performed a 45-minute set that really showcased the potential of the young lady.

Sorry Charlie — Charlie Pride may be an international superstar, but that didn't seem to matter to some of the 'well-bred' folks of Dallas recently when he was rejected as a member of an exclusive Dallas country club, the all-white Dallas Royal Oaks. Pride said his "permanent fan" probably had something to do with his rejection. But Pride is not too overly concerned with the matter. Says Pride, "I don't have to play golf at Royal Oaks. And I can buy my own country club if I want.

Jennifer Johiler
THE COUNTRY MIKE

MARSHA LYN MEARS NAMED MISS WIRE FOR 1979 — WIRE/Indianapolis recently selected Marsha Lyn Mears to represent the station as the new Miss WIRE for 1979. Marsha was selected from a group of 40 ladies for the third annual Miss WIRE Contest, sponsored each year by the Indianapolis radio station. She is a student at Indiana University-Purdue University at Indianapolis, studying radio and television and the U.I. School of Chemistry. As a part of her winnings, she will receive an all-expense paid trip for two to Hawaii from Club U.S.A. plus a year membership in the travel club. She also wins a $2000 wardrobe of her choice from Dorothy's, a ladies fashion shop from Seiko and Goodman Jewelers of Indianapolis and a year's supply of Hawaiian Tropical Sunless products. WIRE will use Marsha to help promote the station and its various outside activities.

GENERAL MANAGER PROFILE — Walter F. Turner, recently named president and general manager of WIL Music, Inc., operator of radio stations WIL AM/FM in St. Louis, has been in the broadcasting industry for the past 19 years. Turn began as PD of WCYN/Cynthia, in 1960 working part-time on WCYN/Dayton to be the MD and assistant PD of that station in 1962. He became the PD of WSAI/Cincinnati in 1965 and remained with that station until 1970 when he went to program KMMN in Denver. Walt joined WIL in 1973 as the PD and was appointed director of programming for both WIL AM and FM in 1974.

Ron Tater has resigned the PD position at KCOC/Casper, Dick Groog returns to KCVO in the PD position effective Sept. 15. MB Barb Richardson is the acting PD of the station.

PD Don Keith of WJBR/Nashville, has announced a weekly Top 30 Countdown Show on Friday during his afternoon drive show. Keith says the station will also produce 30-city records as determined by station sales and requests and national trade charts will be played at that time.

KSON'S DICK WARRREN GOES FOR A DIP ON THE AIR — During KSOM/San Diego's recent five live remote broadcasts from the Southern California Exposition in Del Mar, the station invited listeners to come to the Fair and sign up to win a $4,700 Spa and Redwood Decking from the Spa Factory of San Diego. KSON's mid-day personality, Dick Warren, decided to give his listeners a "feel" for what the spa was all about so "Uncle Dickie" kicked off his shoes and shirt and slid into the spa to do two hours of his show. Through a remote-controlled telephone and microphone on a boom stand, Dick told everyone how invigorating the spa was in the air.

WHK/Cleveland hosted a party bus to Ponderosa Park for MCA's Oak Ridge Boys' Concert recently. Twenty-one winners were selected to receive two seats on the bus, complete with food and refreshments. The bus was hosted by WHK's all-night personality Wild Bill Wilkins, who also emceed the concert. Each winner received the new "Oak Ridge Boys Have Arrived" album.

RCA's Ronnie Milsap appeared in Colorado Springs recently during the National Sports Festival II to sing the National Anthem and America The Beautiful. Some 2,300 athletes from all over the country competed in the week's competition in 31 different sports. A crowd of 10,000 jammed a local high school football stadium to see the Olympic opening. Milsap sang the National Anthem, along with the U.S. Air Force Academy and America The Beautiful, with back-up by the Para. Ohio Boys Choir. The entire event was broadcast live on KSSS/Colorado Springs with narration handled by PD Bob May and MD Dave Beadles.

PROGRAMMERS PICKS

| Tom Phifer       | KRMD/Shreveport       | All The Gold In California — Larry Gatlin — Columbia |
| Scott Selden    | WQGT/Savannah          | All The Gold In California — Larry Gatlin — Columbia |
| Lee Shannon     | WIRE/Indianapolis      | All The Gold In California — Larry Gatlin — Columbia |
| Johnny Steele   | KRAM/Las Vegas         | All The Gold In California — Larry Gatlin — Columbia |
| Jim Bell        | WPXN/Columbus          | Love Me Now — Ronnie McDowell — Epic |
| Lynn Waggoner   | KEBK/Oklahoma City     | All The Gold In California — Larry Gatlin — Columbia |
| Les Acree       | WMC/Memphis            | All The Gold In California — Larry Gatlin — Columbia |
| Mark Thomas     | WRNS/Ann Arbor         | All The Gold In California — Larry Gatlin — Columbia |
| Bill Perkins    | KTT/Springfield        | All The Gold In California — Larry Gatlin — Columbia |
| Terry Wunderlin | WIRK/West Palm Beach  | Love Me Now — Ronnie McDowell — Epic |
| Cathy Hahn      | KLC/Los Angeles        | All The Gold In California — Larry Gatlin — Columbia |
| Joel Raab       | WEEP/Pittsburgh        | All The Gold In California — Larry Gatlin — Columbia |
| Tim Williams    | WFAI/Fayetteville      | All The Gold In California — Larry Gatlin — Columbia |
| Jay Phillips    | WJGS/Jackson           | All The Gold In California — Larry Gatlin — Columbia |
| Chris Taylor    | KYNN/Omaha             | All The Gold In California — Larry Gatlin — Columbia |

MOST ADDED COUNTRY SINGLES

1. IT MUST BE LOVE — DON WILLIAMS — MCA — 52 reports
2. YOU'RE MY JAMAICA — CHARLEY PRIDE — RCA — 47 reports
3. JUST GOOD OL' BOYS — MOE BANDY & JOE STAPLEY — Columbia — 44 reports
4. BEFORE MY TIME — JOHN CONLEE — MCA — 43 reports
5. FOOLS — JIM ED BROWN & HELEN CORNELIUS — RCA — 42 reports
6. LAST CHEATER'S WALTZ — T.G. SHEPARD — Warner Bros. — 42 reports
7. YOUR KISSES WILL — CRYSTAL GAYLE — United Artists — 41 reports
8. ONLY LOVE CAN BREAK A HEART — KENNY DALL — Capitol — 41 reports
9. I MAY NEVER GET TO HEAVEN — CONWAY TWITTY — MCA — 38 reports
10. DADDY — DONNA FARGO — Warner Bros. — 37 reports

MOST ACTIVE COUNTRY SINGLES

1. ALL THE GOLD IN CALIFORNIA — LARRY GATLIN — Columbia — 39 reports
2. WHAT MORE COULD A MAN NEED — TOMMY OVERSTREET — Elektra — 30 reports
3. SLAPPIN' UP, SLAPPIN' AROUND — CRISTY LANE — United Artists — 29 reports
4. IN NO TIME AT ALL — RONNIE MILSAP — RCA — 22 reports
5. LOVE ME NOW — RONNIE MCDOWELL — Epic — 19 reports
6. MY EMPTY ARMS — ANN J. MORTON — Prairie Dust — 19 reports
7. YOU AIN'T JUST WHISTLIN' DIXIE — BELLLAY BROS. — Warner Bros. — 17 reports
8. I DON'T DO LIKE THAT NO MORE/NEVER MY LOVE — THE KENDALLS — Ovation — 17 reports
9. DREAM ON — THE OAK RIDGE BOYS — MCA — 15 reports
10. SOAP — O.B. McCLENTON — Epic — 13 reports

Speakers Confirmed For Country Music Association Talent Buyers Seminar

NASHVILLE — Topics and speakers have been confirmed for the 1979 Country Music Association Talent Buyers Seminar, according to seminar co-chairmen Don Rome and Jim Halsey. The seminar will be held Oct. 8-10 at the Radisson Hotel here.

Speakers and panel discussions will be held on the following topics: Changing American Lifestyles: Implications for Marketing Strategy; Promotion — the Key Unlocking Your Market!; Can't Make It — My Bus Ran Out Of Gas: effects of the gasoline shortage on the planning and production of concerts; and Aspects of Putting Together A Major Country Festival.

Speakers for the seminar will include Bob Babisch, Milwaukee Summer Festival; Dick Blake of Dick Blake International; Jimmy Bowen, vice president of Elektra/Acoustic Records; Nashville; Marvin Conn, Wembley Festival; Alex Coley of the Alex Coley Organization; Jim Halsey of The Jim Halsey Booking and Management Co.; Sonny James; Jack Johnson of Jack Johnson Talent; Ken Kraegen, Kenny Rogers' manager; Louis Messina, Pace Concerts; Glenn Reeves, Wheeling Jamboree, Joe Sullivan of Sound Seventy Corporation; Cliff Wallace, Von Braun Civic Center and Dr. Roger O. Blackwell of Ohio State University.

Tentative workshop topics include negotiating concession sales, putting together a stage and lighting package, a record producer's view of the marketplace; prices, and crossover artists.
This new LP marks Johnny Cash’s 25th year as a recording artist — a career distinguished by his remarkable musical integrity. Cash has consistently gone against the grain to record songs of substance compatible with his personal philosophy. This album reflects that same care and attention to excellence. Included is “Ghost Riders In The Sky,” along with a sensitive set of liner notes by Cash, alone worth the price of the album. Jack Clement and George Jones also help out on the record.
OUR MEMORIES OF ELVIS, VOL. II — Elvis Presley — RCA — KOL1-3445 — Producer: Joan Deary — List: 7.98
The most interesting thing about this new Presley LP is the 6:36 unreleased studio jam version of Bob Dylan’s “Don’t Think Twice It’s All Right.” Listeners get a rare chance to hear Elvis experimenting in the studio with his voice. Otherwise, because of some weak songs, this LP is not quite up to par with the first “Our Memories Of Elvis” album. But the weight of “Don’t Think Twice” and “There’s A Honky Tonk Angel (Who’ll Take Me Back In),” and Presley’s strong vocals should make the LP a top selling item.

GOLDEN TEARS/STAY WITH ME — Dave and Sugar — RCA — AHL1-3360 — Producer: Dave Rowland and Jerry Bradley — List: 7.98
From the look of the near-surreal, sophisticated graphics of the album cover, one might think the new Dave and Sugar LP contains pure pop music produced right out of Los Angeles. But under the production team of Dave Rowland and Jerry Bradley, the group has merely streamlined its country/pop sound into a package suited for anyone who likes good harmonies and full orchestration. The title cuts and “Why Did You Have To Be So Good?” are quality songs.

For good reason, Kitty Wells is called the “Queen of Country Music.” She was the first female country singer to make a dent in the charts and on country radio. Now, 60, Wells has recorded a new album on her own label. She is a country singer in the truest sense of the word, and this LP is a solid reminder of how country music used to sound. Re-recorded for this album is her million-selling single, “It Wasn’t God Who Made Honky Tonk Angels.”

RCA Records
PROUDLY ANNOUNCES
NEW HIT SINGLE
“EVERYTHING I’VE ALWAYS WANTED”
Written by Johnny Marks
Another super hit by the writer of “Rudolph the Red-Nosed Reindeer”

Cash Box/August 25, 1979
Eladio Jiménez — Nuestra 103 — Producers: Harry Maldonado

Multi-talented vocalist Eladio Jiménez debuts with this beautiful album of love songs and rhythmic tunes. Great backing by orchestra is demonstrated on all cuts. The best selections are: "Humo Extrano," "Duela De Mi Amor," "No Puedo Ponerme En Tu Lugar," "Mira Donde Va." Without a doubt this album should go high on the charts in Puerto Rico.

LATIN BEST SELLERS

Chicago

1 Emociones — Julio Iglesias — Alhambra
2 Emociones — Julio Iglesias — Alhambra
3 La De La Mochilla Azul — Pedro Fernandez — Caliente
4 Los You Ranchers — Salsa Encendida
5 Estos Son Los Mellizos — Fun
6 La De La Colina — Arcano
7 La De La Colina — Arcano
8 A La Inspiracion de Jimenez — Cheo — Musart
9 El Viajero — Freddy Fader — GCP
10 La Muerte De Un Gallo — Vicente Fernandez — Caydronics
11 Donnies Abando — Dynock
12 Como Tu Luptia De Allessio — Orfeon
13 Espectacular — Juan Guebau — Pronto
14 Lo Pasado — Joso Jose — Pronto
15 El Rumbero Del Caribe — Franky Perez — Pronto
16 Corridos — Yolanda Del Rio — Arcano
17 A Mi 33 Anos — Juan Jimenez — Pronto
18 Lo Nuevo De Carlos Guezman — Falcon
19 Mercedes Castro — Musart
20 El Parrandero — Aguinaldo Ramirez — Freddy

Los Angeles

1 Emociones — Julio Iglesias — Alhambra
2 Yolande La Your Ranchers — Salsa Encendida
3 Carlos Roberto — Caytronix
4 Nino Del Norte — Musart
5 Como Tu Luptia De Allessio — Orfeon
6 A Pensar De Todas — Vicente Fernandez — CBS
7 Los You Ranchers — Salsa Encendida
8 Sentimientos — Camilo Sexto — Pronto
9 La De La Colina — Arcano
10 El Rumbero Del Caribe — Franky Perez — Pronto
11 Mas — Julio Iglesias — CBS
12 La You Ranchers — Cheo — Musart
13 Solita-Sette — Coco
14 El Nigro Del Sol — Olimpo Teo — Nuestra
15 Esto Si Es Lo Mio — Ismael Rivera — Trio

Miami

1 Emociones — Julio Iglesias — Alhambra
2 Estrallas De Oro — America
3 Aquello Boleros — Rolando Oeida — Alhambra
4 Suzy Lemon — Pronto
5 Sentimientos — Camilo Sexto — Pronto
6 El Sol Se Fue — Roberto Jordan — Arcano
7 El Sol Se Fue — Roberto Jordan — Arcano
8 Caras Con Buleria — Alboran
9 Roberto Carlos — Caytronix
10 Donnies Abando — Dynock
11 Pequena Amante — Braulio — Alhambra
12 Pequena Amante — Braulio — Alhambra
13 Lollas Caytronix
14 Alberto Cortez — Alhambra
15 Boleros Con Amor — Oscar Morales Orq. — Arcano
16 Sophy — Velvet
17 Como Tu — Lucha A Dileño — Orfeon
18 Claudia De Colombia — Caytronix
19 Manin Llano — Alhambra
20 Cara De Gitana — Daniel Magal — Caytronix

New York (Salsa)

1 Sola — Wilton Colon — Fama
2 En Cuba — Tipica 73 — Fama
3 Siembra — Wilton Colon/Ruben Blades — Fama
4 Nina — Chucho Valdes — Fama
5 Pacheco Y Casanova — Fama
6 El Bando — Ernesto Smith — Fama
7 Sweet Trumpet — Tommy Heber
t 8 Superman — Luis Ortiz — New Generation
9 Ray Rodriguez — Tico
10 La zostać — Eladio Jimenez — Tico
11 La Fuerza Latina — Combo
12 Mientras Quiero — Sonora Poncea — Fama
13 Homeaje A Benny Moreno — Tipico — Tico
14 Ni Diego, Ni Jose — Eladio Jimenez — Tico
15 El Progreso — Roberto Roena — Internacional
16 Popoey — Adolfo Santoro — Fama
17 N.Y. City Salsa — Orquesta Broadway — Coco
18 Unouchable — Tito Allen — Afro-Cuba
19 El Leguito Del Salsa — Felix Tezeda — Nuestra
20 Esto Si Es Lo Mio — Ismael Rivera — Trio

EN CUBA — Tipica 73 — Fama — JMO5042 — Producers: Sonny Bravo y Johnny Rodriguez

As album, recorded in Cuba, is a first for Tipica 73 and Fama Records. Included in this album are the Cuban All-Stars which makes for a perfect Latin combination. It is the best Tipica 73 has made up to date as the orchestra excels cut after cut. The vocals are not too commercial but solos by all musicians are fantastic, but the outstanding Cuban All-Star Guillermo Roncitos on Conga deserves four stars. This is a masterpiece of Latin, Cuban and Puerto Rican jam session. A must in all Latin bins.

TO BE WITH YOU — Jimmy Sabater — Salsa Records 718

Producer: Bobby Marin

Jimmy Sabater is no new name on the music scene. He was the backbone of the Joe Cuba Sextet. His career started to ex- ceed that of his brother in the recording of "To Be With You," which sold two million records. Here he demonstrates his talent and ability to sing Latin disco music all. All arrangements in this album are well suited to the style of Jimmy Sabater. All seven sides are excel- lent. A good Latin disco album.

LATIN BEST SELLERS

Los Angeles

1 Emociones — Julio Iglesias — Alhambra
2 Yolande La Your Ranchers — Salsa Encendida
3 Carlos Roberto — Caytronix
4 Nino Del Norte — Musart
5 Como Tu Luptia De Allessio — Orfeon
6 A Pensar De Todas — Vicente Fernandez — CBS
7 Los You Ranchers — Salsa Encendida
8 Sentimientos — Camilo Sexto — Pronto
9 La De La Colina — Arcano
10 El Rumbero Del Caribe — Franky Perez — Pronto
11 Mas — Julio Iglesias — CBS
12 La You Ranchers — Cheo — Musart
13 Solita-Sette — Coco
14 El Nigro Del Sol — Olimpo Teo — Nuestra
15 Esto Si Es Lo Mio — Ismael Rivera — Trio

Miami

1 Emociones — Julio Iglesias — Alhambra
2 Estrallas De Oro — America
3 Aquello Boleros — Rolando Oeida — Alhambra
4 Suzy Lemon — Pronto
5 Sentimientos — Camilo Sexto — Pronto
6 El Sol Se Fue — Roberto Jordan — Arcano
7 El Sol Se Fue — Roberto Jordan — Arcano
8 Caras Con Buleria — Alboran
9 Roberto Carlos — Caytronix
10 Donnies Abando — Dynock
11 Pequena Amante — Braulio — Alhambra
12 Pequena Amante — Braulio — Alhambra
13 Lollas Caytronix
14 Alberto Cortez — Alhambra
15 Boleros Con Amor — Oscar Morales Orq. — Arcano
16 Sophy — Velvet
17 Como Tu — Lucha A Dileño — Orfeon
18 Claudia De Colombia — Caytronix
19 Manin Llano — Alhambra
20 Cara De Gitana — Daniel Magal — Caytronix

New York (Salsa)

1 Sola — Wilton Colon — Fama
2 En Cuba — Tipica 73 — Fama
3 Siembra — Wilton Colon/Ruben Blades — Fama
4 Nina — Chucho Valdes — Fama
5 Pacheco Y Casanova — Fama
6 El Bando — Ernesto Smith — Fama
7 Sweet Trumpet — Tommy Heber
t 8 Superman — Luis Ortiz — New Generation
9 Ray Rodriguez — Tico
10 La zostać — Eladio Jimenez — Tico
11 La Fuerza Latina — Combo
12 Mientras Quiero — Sonora Poncea — Fama
13 Homeaje A Benny Moreno — Tipico — Tico
14 Ni Diego, Ni Jose — Eladio Jimenez — Tico
15 El Progreso — Roberto Roena — Internacional
16 Popoey — Adolfo Santoro — Fama
17 N.Y. City Salsa — Orquesta Broadway — Coco
18 Unouchable — Tito Allen — Afro-Cuba
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Los Angeles

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3 Carlos Roberto — Caytronix
4 Nino Del Norte — Musart
5 Como Tu Luptia De Allessio — Orfeon
6 A Pensar De Todas — Vicente Fernandez — CBS
7 Los You Ranchers — Salsa Encendida
8 Sentimientos — Camilo Sexto — Pronto
9 La De La Colina — Arcano
10 El Rumbero Del Caribe — Franky Perez — Pronto
11 Mas — Julio Iglesias — CBS
12 La You Ranchers — Cheo — Musart
13 Solita-Sette — Coco
14 El Nigro Del Sol — Olimpo Teo — Nuestra
15 Esto Si Es Lo Mio — Ismael Rivera — Trio
Pickwick Rack Services holds L.A. convention

Pickwick’s Rack Services division recently held the first of its four regional conventions in Los Angeles Aug. 9-12. Over 110 sales members from 11 western states and Pickwick’s Minneapolis headquarters attended the three-day event, which featured seminars, sales awards, displays, and various company representatives took part in convention activities. The L.A. conflagration was followed by a similar regional gathering in St. Louis and the next two have been scheduled for Providence, Rhode Island and the home branch, Minneapolis. Pictured in the first photo at the Sales Managers awards presentation are (l-r): John Brown, regional sales manager; presenter; Al Zangrillo, winner of Seattle Sales Manager of the Year award; C. Charles Smith, Pickwick president; and Eric Paulson, vice president of Rack Services. Show in the second photo at the awards banquet reception are (l-r): Bill Hall, Pickwick vice president of corporate; John Brown; and C. Charles Smith. Pictured in the third photo at the Sales Representative of the Year award are (l-r): John Brown; presenter; Dave Warner, Los Angeles sales rep.; winner of Representative of the Year award; C. Charles Smith; and Eric Paulson. RCA Awards for Best Country Displays were given to L.A. and Denver branches.

U.K. Labels Find Home in America

(continued from page 6)

Lastly, the pairing between Stiff Records, perhaps England’s leading label in introducing and breaking new wave acts such as Elvis Costello and Nick Lowe, and the Columbia and Epic labels has shown the most immediate signs of success, with five of the first 10 LP releases under the union, Rachel Sweet on Stiff/Columbia and Lene Lovich, Ian Dury, and Ian Gomm on Stiff/Epic, moving up the Cash Box Top 200 LPs chart.

“A label, we want to be on top of things as much as possible,” indicated Bruce Harris, Epic east coast director of A&R. “Recently, we’ve had a very rock-oriented A&R viewpoint and the Stiff arrangement was in keeping with that. And, Epic is a small enough label to give these artists the special attention and preparation they’ll need for the American market.”

The A&R departments of Columbia and Epic both stressed the fact that Stiff has already been recognized by industry tastemakers and import buyers as having a very strong and somewhat eccentric image in this country, establishing a reputation for being out-of-the ordinary. This, they feel, has already helped sell records for Stiff artists.

“There is an attitude in the presentation and marketing of their records that truly fits the artists,” said Greg Geller, Columbia east coast director of A&R. “Their uniqueness, eccentricity or whatever you want to call it obviously appeals to young people.”

(continued on page 15)

Drop In Album Sales Points To Dip In Disco’s Popularity

(continued from page 6)

Unlike rock, disco hasn’t been able to develop as a result of buying acts. As well, rock sells albums which contain up to ten songs. You look at the royalty statement on a one-song 12-inch record, which is disco’s most popular sales configuration, and you wonder about it.

Disco Sales Down

This bearishness on disco is shared on a retail level. According to Joe Bressi, executive vice president of the Starg/Continent chain, “Sales of disco records have definitely slowed for us. There is little audience allegiance to an artist, and we’ve seen artists who have had a hit disco album on their first time out do nothing at all the second time. Even sales of the Village People’s last album dropped off very hard. And, although sales of 12-inch singles are doing well, they’re tending to cause so much trouble we’ve begun to feel that we’d be better off without them. When they’re available, they discourage album sales, and when they become unavailable, often without notice, confusion among customers is created. Couple that with the shipping, space, storage, and racking problems it creates, and I would have to say that the 12-inch is a configuration without a future.

“Another factor to consider is that radio is stronger on rock than ever. There’s an awful lot of good rock music out now. Compare the sale at a rock album to a sale of a 7-inch or 12-inch, which is as far as the disco customer seems to want to go, and you have to see disco as the bloom off the rose.”

Cause Of Slump?

Ernie Leaning, who heads up the Chicago-based Ernie’s One Stop, stated, “Disco has definitely reached a plateau, and I’d go so far as to say that it’s the major reason why the music business is in a slump. The record-buying public has grown increasingly apathetic because they’re tired of sharing their ass, and if there’s a change in alternative music or for them to get involved with, manufacturers and radio aren’t giving it to them. I’ve taken down one of the best-selling albums in the kind of music I’ve had to replace it with has been staples like gospel, country blues and R&B.

“Another reason for disco’s decline is that it’s lost one of its most desirable qualities — its cheapness. A year ago a 12-inch single retailed for $2.98. Today that same record lists for $4.98.”

Bruce Webb of Philadelphia-based Webb’s Records, concurred with this view. “Higher prices on 12-inches are making people more selective,” he said. “I call it 18 to 20 stores to track records. Three months ago, there were 30 to 40 12-inch singles that could be considered hot. Today, there are eight or nine.”

BMA Statement

(continued from page 14)

of black artists. BMA encourages the development of the United Black Concert Promoters Association and its efforts to bring attention to the concerns of the black promoter which shall include the establishment of professional standards and guidelines and fair business practices.

In support of these positions, BMA is currently developing specific programs which will encourage the development of an information system accessible to all elements of the industry, a complaint and mediation service, an employment information service and an educational program which will include regional seminars conducted by industry professionals, together with intern programs for placement and training.

The cost for these programs will be met by at least two benefit concerts a year.

The BMA has met with all of the parties involved in the Philadelphia dispute. According to the association, everyone involved has agreed to adhere to the principles set forth above.
BONNIE BOYER – Got To Give In To Love – Columbia 43-11026 – 12”

Bobby boyer, cow. intro to disco into chanting, very female character. Boyer quickly steps out of the chorus and delivers lyrics which his disco patrons should already be familiar with since this single has been getting a lot of disco play. Debut this week on the Cash Box Top 30 at #38 Times: (Mon) 7:45 and 5:00.

HERB ALPERT – Rice – A&M SP1022 – 12”

A&M co-owner Herb Alpert shows on this release that he hasn’t lost any of his talent as a performer. This mellow, mellow-horn instrumental is ideal for early morning play at the drive-in or pickup truck. Debut this week on the DMJ Disco Chart at #37. Times: (Mon) 7:45 and (Sat) 9:00.

BOB MCGILLPIN – Sexy Thing – Butterfly-FLy 13490 – 12”

McGill is a charter member of Moir & Webster’s developing promo act, “The Hottest Disco Chart”. The single debuts at #32 on the Disco Chart this week, which points to both the effectiveness of the tour and the quality of the release. McGill’s raw, sensual voice holds its own against heavy drum and light violin instrumentation. Pleasing violin also featured on complex, cowbell-punctuated break. Times: (A) 6:03 and (B) 4:21.

TOP 40 DISCO

1  THIS TIME BABY*  JACKIE MOORE (Columbia – 12”)  10
2  HERE COMES THAT SOUND AGAIN*  CHUCK DREIS (RCA – 12”)  9
3  THE BOSS/NO ONE GETS THE DANA ROSS (Moen – 12”)  8
4  WHO’S BAD*  FREDDIE JAMES (Brother Bros. – 12”)  7
5  I’VE GOT THE NEXT  DENICE WILLIAMS (Columbia – 12”)  6
6  UNDERCOVER LOVER/DO YOU WANT THE MAE JAGGARD & SUGAR (Brother Bros. – 12”)  5
7  COME TO ME/DON’T STOP DANCING  JERRY JONES (Polygram – 12”)  4
8  TO BE BORN ALIVE  PATRICK HERNANDEZ (Capitol – 12”)  3
9  GOOD TIMES*  CHIC (Atlantic – 12”)  2
10  TUT TODA BOY IN IT/YOU CAN GET OVER STEPHANIE MILLS (Casablanca – LP)  1
11  CRANK IT UP (FUNK TOWN)*  PETER BROWN (Olive TK – 12”)  1
12  BAD GIRLS (ALL CUTS)  CHUCK WENDLE (Sire – LP)  1
13  SAVAGE LOVER  THE RING (Vanguard – 12”)  1
14  STAND UP – SIT DOWN  CHUCK WENDLE (Sire – LP)  1
15  WHEN YOU WAKE UP TONY BUTLER (Haw-Kay – 12”)  1
16  THE FLEETWORM  KAT MANOU (ITK)  1

PROGRAMMERS PICKS

MUST SPIN

CANT MISS

DANNY KRIVIT
New York
Don’t Stop/’Til You Get Enough Michael Jackson – Epic
doesn’t care
Green Light/Power Wow Cory Daye – N.Y. Int.’l./RCA

BOB VITTERLFI
San Francisco
Love Insurance Front Page – Panorama/RCA

CHUCK WEISMULLER
Chicago
Come To Me Chez Moi – Polygram
Gimme Back My Love Affair
Peter Brown – Sire

LOU LACOSTE
Los Angeles
This Time Baby – Butterfly/MCA
Love Affair
Jesse Belvin – Columbia

STEVE NARD
Detroit
The Break Juliano & TK – Destination – Butterfly/MCA

Dennis O’Brian
Pittsburgh
Move On Up Suite Roots – Butterfly/MCA

Tim Dale
Indianapolis
Move On Up Buttercup – Black / Color

GEORGE MARTINEZ
Atlanta
Fantasy Bruni Pagan – Elektra

Bobby Dryer
Tampa
Ghost Dancer Adonis – Scott Bros./Atlantic

PHILIP WARE
Denver
Catch The Rhythm Carees – Warner/RPC

Bill Stokoe
Boston
Come To Me France Joli – Prelude

Bob Lombardy
Miami
Love Affair Butterfly/MCA

Gary Tigue
San Francisco
Get Off And Go On Sausalito – Sausalito

Frank Lembo
Philadelphia
Street Player Chicago – Columbia

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Reprinted 12” available for sale

TOP 40 DISCO

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16  THE FLEETWORM  KAT MANOU (ITK)  1
Everybody's Doin' It!

Touch Dancin' the debut album from Jim Grady

Dancing or Romancing Jim Grady will make you feel it - all over!

The Best In Contemporary Music available on RCA Internationally

"The magic's in the music"

Watch For More New, Exciting Releases From Chanterelle...Coming Soon
THE RHYTHM SECTION

RADIO ACTIVITY — Ron King, who was most recently PD at WLUM in Milwaukee, is now the PD at WDIA in Memphis. Cal Shields is looking for a PD for WLUM in Milwaukee. Send resumes and to his attention to KACE Radio, 1710 E. 11th Street, Los Angeles, Calif. 90039. Walt Love is working the night shift at KFI, in Los Angeles.

BLUE BROTHERS — Aretha Franklin and Ray Charles, are among the first artists to be approached about appearing in the Blues Brother Movie, which is being filmed in Chicago. The movie, which is scheduled to be released in June of next year, will be distributed by Universal Films. There will also be a soundtrack album on Atlantic Records.

PROGRAMMERS PROFILE — Kirk Bishop, program director at WVKO in Columbus, Ohio says he was first fascinated with radio when he was 12 years-old. He even started to talk to his parents into buying him a tape recorder and two turntables so that he could practice. Bishop explains how he was "discovered" by the general manager and program director of WVKO, while he was still in high school. "WVKO had a program, where teenagers were allowed to broadcast their mp3 players. We had tools that had the natural talent to be a radio announcer. So they had me come down to the station to make a tape and practice, and I was later hired for a part-time position." Bishop worked at WVO from 1968 to 1975, when he left to take a position at the general market station in the city, WCOL. He stayed at that station for a year and a half and then returned to WVKO in a different capacity. Bishop was the production manager and music director, and two years ago, was promoted to program director of the station.

MCA INITIATES BLUES/GOSPEL PROGRAM — Vaughn Thomas, at MCA Records says the company will initiate a blues campaign with the slogan "You Don't Have To Be Married To Enjoy It." Last week, the company provided 36 blues selections from its catalog of such artists as Bobby Bland, B.B. King, Big Mama Thornton, D.V. Wright and others. The majority of the titles selected for this special will be B.B. King and Bobby Blue Bland. Also, the stations that are performing this program, will start at least two weeks after the release of Bland's new album, which will also be included in this pricing special. During the month of October, the company has selected 95 albums such as The Blues Brothers, The Five Blind Boys, The Gospelaires, The Mighty Clouds of Joy, The Swan Silvertones, The Nightingales, and The Pilgrim Jubilee Singers are among some of the artists who will be featured. Discounts will be offered to accounts stocking this product during the selected period.

PENDEGRASS DOES PEAChES IN-STORE — Teddy Pendergrass did his first in-store in almost two years last week at the Peaches store in Orange, Conn. Pendergrass signed autographs for one hour, and met with several people, and put his hand prints in cement. To remain in front of the peaches store. Jimm Carter, manager of the store, says, "Fifty-cents from each record sold during the in-store will be donated to the United Negro College Fund, as a kick-off for upcoming educational programs, that is being initiated by "Ossie Davis's" Institute of New Cinema Artists Inc." Wayne Garfield, recording industry relations director for the company, notes, "We are in the process of changing the name of the firm to reflect the more varied curriculum we are now offering, to Institute of New Communications Arts." Last April we started a 32-week program which offers training in many different areas of the recording industry, which is only one program of its kind in the industry. We offer programs in recording engineering, music publishing, concert engineering and public relations, among other areas that relate to the recording industry. The organization has had several music industry notable speak during the program, including Clive Davis, president of Arista Records, Monty White, ARC, Sandra De Costa, CBS, and artists Nona Hendryx, Sarah Dash, Angela Bollinger, and others. The institute has been working with the Peaches stores in an effort to place some of its trainees in internships, positions that would lead to permanent positions with the chain. INCA is also in discussions with President Carter's Advisory Council on Domestic Affairs, who have expressed some interest in funding the organization to set up the schools in other parts of the country.

ARTISTS ACTIVITY — The Commodores, performing heroes at the Picwick Convention, have been invited by KMJO in Houston to appear at the Astrorow for an autograph session. The tie-in for the session was based on the title of the new Commodores album, "Midnight Magic," and the namesake, Magic 102, The ConfunkShun recently received the Golden Reel Award from Ampex, for their "Love Sunfate and Sun." They will be making a contribution of the money they receive for the award to two California charities. cookie amerson

PROGRAMMERS PICKS

<table>
<thead>
<tr>
<th>Name</th>
<th>Station/Market</th>
<th>Format</th>
<th>Keynotes</th>
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</thead>
<tbody>
<tr>
<td>Eddie Jordan</td>
<td>WKND/Hartford</td>
<td>Star Generation — James Brown — Polycord</td>
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<tr>
<td>Jerry Rushian</td>
<td>WEDR/Miami</td>
<td>Between You and Me Baby — Curtis Mayfield/Linda Clifford — Current/RSO</td>
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<td>Joe Fisher</td>
<td>WRBD/Fl. Lauderdale</td>
<td>Get Another Love — Chantez Curtis — Key Lock</td>
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<td>Reg Henry</td>
<td>WXL/New Orleans</td>
<td>Do It With Your Body — Seven Wonder — Casablanca</td>
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<td>J.J. Jeferles</td>
<td>KSSL/San Francisco</td>
<td>Break My Heart — David Ruffin — Warner Bros.</td>
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<td>Alvin John Waples/KTT/Los Angeles</td>
<td>Do It With Your Body — Seven Wonder — Casablanca</td>
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<tr>
<td>Jay Johnson</td>
<td>WYLD/New Orleans</td>
<td>Ladies Night — Kool &amp; The Gang — DeGeneres</td>
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<table>
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<th>Artist</th>
<th>Album</th>
<th>Weeks On Chart</th>
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<tr>
<td>TEDDY PENDERGRASS</td>
<td><em>Mississippi</em> (Prestige Int./CBS FZ 56300)</td>
<td>10 10</td>
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<td>2 I AM</td>
<td>パイアウト/ファーム/ファーム</td>
<td>2 11</td>
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<td>STREET LIFE</td>
<td><em>CRUSADES</em> (MCA-3074)</td>
<td>4 13</td>
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<tr>
<td>BAD GIRL</td>
<td><em>MAKRO</em> (Capitol-J-17150)</td>
<td>3 16</td>
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<tr>
<td>WINNER TAKES ALL</td>
<td><em>THE BLUES BROTHERS</em> (Capitol FC 36017)</td>
<td>5 12</td>
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<tr>
<td>WHAT CHA GONNA DO WITH MY LOVIN'</td>
<td><em>STEPHENIES MILL</em> (Motown/Five/Peacock RCA T-543)</td>
<td>6 18</td>
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<tr>
<td>MIDNIGHT MAGIC</td>
<td><em>COMERS</em> (Motown WS-29701)</td>
<td>9 18</td>
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<tr>
<td>THE BOSS</td>
<td><em>DANA POSS</em> (Motown MT-9288-1)</td>
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<td>DEVO</td>
<td><em>JANM SP 777</em></td>
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<td>SECRET OMEN</td>
<td><em>THE KINGS OF CALIFORNIA</em> (Capitol CCCLP 401)</td>
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<td>SWAN SILVERTONE</td>
<td>*DIONNE DIAHANNOX (Arista AB-4330)</td>
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<td>RISQUE</td>
<td>*WARREN'S WAY (Arista AB-4330)</td>
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<td>IN THE PURPLE LIGHT</td>
<td><em>MAKRO</em> (Capitol AB-4330)</td>
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<td>FANCY</td>
<td>*DEMEJON COLLECTION (Mercury BRM-13745)</td>
<td>23 8</td>
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<td>FIVE SPECIAL</td>
<td>*SCHEERLT (Capitol)</td>
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<td>HEARTBEAT</td>
<td><em>CURTIS MAYFIELD</em> (Curtis/RSO - 30393)</td>
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<td>LOVE CURRENT</td>
<td><em>THE JONES GIRLS</em> (MCA-31595)</td>
<td>31 10</td>
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<tr>
<td>WILD AND PEACEFUL</td>
<td><em>TEENAA MARIE</em> (Gordy NW-9691)</td>
<td>28 17</td>
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<tr>
<td>ROCK ON</td>
<td><em>THE JONES GIRLS</em> (MCA-4331)</td>
<td>27 8</td>
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<tr>
<td>LET ME BE GOOD TO YOU</td>
<td><em>JAMES BROWN</em> (Phila./Int./CBS J-26006)</td>
<td>19 13</td>
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<tr>
<td>WHEN LOVE COMES CALLING</td>
<td><em>DEREK WILLIAMS</em> (Arcola/MCA J-38592)</td>
<td>31 10</td>
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<tr>
<td>THE SUNSHINE BAND</td>
<td><em>CHERRY BUNNY</em> (Ariola AS-1140)</td>
<td>29 4</td>
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<td>WE ARE FAMILY</td>
<td><em>BETTER LEE</em> (Capitol SD-5209)</td>
<td>7 18</td>
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<tr>
<td>SONGS OF LOVE</td>
<td><em>THEORY OF MY TALK</em> (Sak-2004)</td>
<td>30 15</td>
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<tr>
<td>FEVER</td>
<td><em>THE PARTNERS</em> (Polydor J-1-4684)</td>
<td>15 6</td>
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<tr>
<td>THE GAP BAND</td>
<td><em>SATURN V</em> (Casablanca C-12303)</td>
<td>22 23</td>
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<tr>
<td>WHERE THERE'S SMOKE</td>
<td><em>JAY RUSSELL</em> (Tamla/Motown T-36914)</td>
<td>41 1</td>
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Cash Box/August 25, 1979
**Alphabetized Top 100 R&B (Including Publishers and Licensees)**

August 25, 1979

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<thead>
<tr>
<th>No.</th>
<th>Artist/Song Title</th>
<th>Label/Year</th>
<th>Broadcast Year</th>
<th>Weeks On Chart</th>
<th>Vowels On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;I Want To Be With You&quot; (Barris)</td>
<td>Alligator/Barris (1978)</td>
<td>1979</td>
<td>15</td>
<td>7</td>
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<td>2</td>
<td>&quot;Love Sensation&quot;</td>
<td>Casablanca/ABC (1978)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<td>3</td>
<td>&quot;I'll Be There&quot;</td>
<td>Motown (1979)</td>
<td>1979</td>
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<td>7</td>
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<td>4</td>
<td>&quot;Do It Again&quot;</td>
<td>RCA/CBS (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<td>5</td>
<td>&quot;My Love&quot;</td>
<td>Warner Bros. (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<td>6</td>
<td>&quot;I'm Going Crazy&quot;</td>
<td>CBS/Atlantic (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<td>7</td>
<td>&quot;Dancing in the Street&quot;</td>
<td>Motown/Butch (1979)</td>
<td>1979</td>
<td>13</td>
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<td>8</td>
<td>&quot;You Are So Beautiful&quot;</td>
<td>Epic/Sony (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<tr>
<td>9</td>
<td>&quot;Get on Up&quot;</td>
<td>ABC-Paramount (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
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<tr>
<td>10</td>
<td>&quot;Superstition&quot;</td>
<td>Atlantic (1979)</td>
<td>1979</td>
<td>13</td>
<td>7</td>
</tr>
</tbody>
</table>

**12" Available For Sale**

- **Good Times**  
- **Love Games**  
- **Love Me Again**  
- **Make It with You**  
- **How Sweet It Is**  
- **Soul Love**  
- **The Love You Save**  
- **I Can't Help Myself (Sugar Pie, Honey B)"**  
- **I'm Gonna Love You Just A Little More Baby"**  
- **You're My Heart, You're My Soul"**

**16)**

- **Do It All**  
- **We Don't Wanna Go Party**  
- **I Want It All**  
- **I Love You**  
- **Smile**

**22)**

- **Between Baby and Me**  
- **Love, Love, Love"**  
- **Livin' it Up"**  
- **I Ain't Got Nobody"**  
- **Rock Baby"**

**28)**

- **Fantasy**  
- **Dancin' Man**  
- **I Feel You When You're Gone"**  
- **Strategy**  
- **S.O.S.**

**34)**

- **Takin' Care of Business"**  
- **Talk That Stuff"**  
- **Reachin' for (Your Love)"**  
- **Come Around"**  
- **Boogie Wonderland"**

**40)**

- **Wild Thing"**  
- **Rock Me Baby"**  
- **Light My Fire"**  
- **Candy"**  
- **My Girl"**

**46)**

- **Sign o' the Times"**  
- **One Love"**  
- **Say It Isn't So"**  
- **I'm Hollywood""**  
- **For All We Know""**

**52)**

- **Let's Stay Together"**  
- **Ring My Bell"**  
- **Satisfaction"**  
- **I Can't Help Myself (Sugar Pie, Honey B)"**  
- **Midnight and Moonlight"**

**58)**

- **Lady Love Me"**  
- **Ain't No Woman (Like the One I've Got""**  
- **I'm Just a Simple Man""**  
- **Do the Little Things""**  
- **Here's Where the Heart Is""**
BLACK CONTEMPORARY

WADQ — ATLANTA — DUG HARRIS, PD

WIGO — ATLANTA — BRUTE BAILEY, PD — #1 — FIVE SPECIAL

WNWS — WASHINGTON — D. RUSSELL, PD — #1 — FIVE SPECIAL

WBBM — CHICAGO — JAMES ALEXANDER, PD

WYGO — CHICAGO — LINDY TOLLIVER, PD

WVON — CHICAGO — RON PENDERGRASS, PD — #1 — FIVE SPECIAL
JUMPS: To 33 — E. C. King, 39 to 32 — R. James, 38 to 30 — T. Moore, 29 to 22 — Commodores, 26 to 19 — Michael Jackson. 15 to 12 — Bell, B.C. King.

KDKO — DENVER — RON O'JAY, PD — #1 — MASS PRODUCTION

WGRF — DETROIT — GEORGE WHITE, PD — #1 — D. ROSS
JUMPS: 35 to 30 — Marvin Gaye, 37 to 32 — B. Howard, 34 to 29 — Isley Bros. Ex to 29 — Parrot Ex to 28 — D. Ruffin. Ex to 26 — Chapter Eight. Ex to 25 — R. James. 29 to 25 — G. Brent. 28 to 24 — B. Howard. 27 to 23 — L. Jones. Ex to 22 — E. John. 20 to 16 — Mass Production. 19 to 15 — Michael Jackson. 16 to 12 — B. Howard. 14 to 10 — Olivia. 8 to 6 — Bell, B.C. King.

WJLB — DETROIT — TOM COLLINS, PD — #1 — CHIC
JUMPS: 38 to 34 — G. Chandler. 39 to 33 — D. Davidson. 40 to 31 — Ullendorf. 39 to 30 — B. Howard. 37 to 32 — T. Moore. 35 to 27 — L. Jones. 34 to 29 — E. John. 32 to 25 — Sweet Inspiration. 27 to 24 — Hot Chocolate. 23 to 20 — Isley Bros. 22 to 16 — Commodores. 21 to 15 — Michael Jackson. 18 to 10 — Bell, B.C. King.

WRBQ — FT. LAUDERDALE — JOE WRIGHT, PD — #1 — CHIC
JUMPS: 34 to 30 — T. Mann. 32 to 28 — J. Cast. 30 to 16 — Dramatics. 28 to 14 — T. Moore. 24 to 10 — D. Ruffin. 22 to 8 — Commodores. 19 to 6 — T. Moore. 16 to 4 — Mass Production. 14 to 2 — B. Howard. 12 to 0 — D. Ruffin.

WKND — HARRISBURG — EDWARD JORDAN, PD — #1 — T. PENDERGRASS
JUMPS: 35 to 30 — R. James. 33 to 25 — B. Howard. 31 to 21 — M. Jackson. 29 to 19 — B. Howard. 27 to 17 — Addis, Ashford & Simpson. 25 to 14 — Commodores. 19 to 10 — T. Moore. 12 to 7 — Mass Production. 9 to 4 — B. Howard. 7 to 3 — T. Moore.

KMJQ — HOUSTON — PAM WELLES, PD — #1 — CHIC
JUMPS: 30 to 26 — D. Ruffin. 28 to 24 — Q. O. 25 to 22 — B. Howard. 24 to 21 — T. Moore. 20 to 19 — Mass Production. 16 to 16 — T. Moore. 13 to 13 — T. Moore. 11 to 11 — Commodores. 9 to 9 — B. Howard. 7 to 7 — B. Howard.

WTVL — INDIANAPOLIS — ROGER HOLLOWAY, PD

WVON — WASHINGTON — D. RUSSELL, PD
ADDS: Dr. John. Funkadelic, Mass Production. T. Moore. 10 to 7 — B. Howard. 8 to 5 — B. Howard. 6 to 3 — D. Ruffin. 4 to 1 — B. Howard. 2 to 0 — B. Howard.

**WBBM** — CHICAGO — JAMES ALEXANDER, PD
**WVON** — CHICAGO — RON PENDERGRASS, PD — #1 — FIVE SPECIAL
JUMPS: To 33 — E. C. King, 39 to 32 — R. James, 38 to 30 — T. Moore, 29 to 22 — Commodores, 26 to 19 — Michael Jackson. 15 to 12 — Bell, B.C. King.

**WKND** — HARRISBURG — EDWARD JORDAN, PD — #1 — T. PENDERGRASS
JUMPS: 35 to 30 — R. James. 33 to 25 — B. Howard. 31 to 21 — M. Jackson. 29 to 19 — B. Howard. 27 to 17 — Addis, Ashford & Simpson. 25 to 14 — Commodores. 19 to 10 — T. Moore. 12 to 7 — Mass Production. 9 to 9 — B. Howard. 7 to 7 — T. Moore.

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JUMPS: 30 to 26 — D. Ruffin. 28 to 24 — Q. O. 25 to 22 — B. Howard. 24 to 21 — T. Moore. 20 to 19 — Mass Production. 16 to 16 — T. Moore. 13 to 13 — T. Moore. 11 to 11 — Commodores. 9 to 9 — B. Howard. 7 to 7 — T. Moore.
UK Labels Find Home in America
(continued from page 31)

Barry Taylor, general manager for Stiff operations in the U.S., sees the label as an innovator among most English labels. "The label is important in a historical sense as well, because it has been in the vanguard of the new wave movement, just as Sun Records here in America was an innovator in the '50s. Our first acts helped open the doors for many of the new wave acts currently doing well here. And now we're bringing in the second wave of artists, each with their own distinctive personality."

Commercially Viable

Stiff, similar to Virgin, had a short-lived distribution agreement with Arista Records in 1977, with a Stiff live package and Ian Durys first LP, both of which failed to sell enough to keep the label interested. Now, many of those same artists featured on those records are commercially viable.

NARM Regionals Spark Retail Optimism For Recovery
(continued from page 22)

songs, the material usually gets pretty thin anyway."

Still, on the topic of discounts, Costello indicated that there must be limits. Responding to a question regarding the tremendous discounts offered by record clubs, Costello pointed with displeasure to his own company's Columbia Record Club and its offer of 12 records for a penny.

"They are a separate branch of the corporation, independent of our control," Costello stated. "I don't know how they can offer such low prices, but I do think that this kind of thing is harmful to the industry because it distorts the value of our product in the public's eye. What must a customer think when he buys an LP for $5.6, then sees that the record club is offering 12 LPs for one cent?"

Video Discs Promising

On a more positive note, Bergamo consistently expressed the opinion that the video disc market will ultimately surpass the record industry in size. Explaining that MCA is already marketing video discs in two test markets, Bergamo went on to say, "We're about one year away in the beginning, we moved ahead, but the hardware lagged behind. Now Magnavox is moving ahead with the hardware, but the industry hasn't been able to keep up with the software."

Nevertheless, Bergamo expressed the belief that it was only a matter of time before software production would catch up with hardware production.

Bergamo then added that it was his belief that the record retailers should be the ones to gear up for the anticipated growth of the video disc market. "You should be a total entertainment center," said Bergamo to the San Francisco retailers.

Costello amplified the point, adding, "If we don't watch it, others will get foothold in the business. Why should we send the customer to Fotomat to buy video cassettes of disco?"

Disco Will Continue

On the future of disco, the label reps seemed convinced that the music will survive, even after the massive popularity of recent times begins to fade. Addressing the San Francisco audience, Fantasy's Jones remarked, that "disco is a substantial market in the country today. 12" singles are now a market unto themselves. Disco will probably be around for at least another three years, because people will always want to dance."

"Going one step further, Campana felt that disco will have "its own niche in the future. I'll continue because it's dance music, and people want to dance."

BMI HAS JUST MOVED ITS STAND

(continued from page 20)

radio spots for the American Heart Association. . . Jerry Lebo, Strawberry Patch '21 Club DJ in Wayne, N.J., has formed Platinum Promotions, which specializes in servicing disco, roller rink, college and commercial radio stations and record publications in the mid-Atlantic states. Lebo can be reached at (201) 943-6438.

NATION-WIDE DISCO CONTEST — 21 regional disco contests will be held during a fourweek period, beginning in mid-October, with local winners flown to Las Vegas to compete in finals at Paul Anka's Jubilation Restaurant and Disco. The top ten dancing couples will win prizes totaling $2,000, including Technics equipment, Rolleiflex cameras and Sassen Jeans ensembles. TRG Communications is organizing the event in conjunction with Sassen, Vostok and Rollei-America.

BON VOYAGE — There will be a going away party held for David Todd at Ripley's in Philadelphia on August 20. Todd, who has been in RCA's disco division for several years, is going to spin records at a club in Orleans, France.

COMING SOON TO YOUR NEIGHBORHOOD DISCO — The new Anita Ward single, "Don't Drop My Love," will be followed by an LP on Juana/TK. Mike Theodore and Dennis Coffey's "Tempest" LP bows on TK, along with USA/European's self-titled LP and James Bradley's 12" "Let's Paint the Town," the last expected out in late August with a similar titled album. TK also has a 12" "Love Drops" coming by Ceil Bee. . . De-Lite is mailing a single, "Walk Before You Run," from the "Dazzle" LP . . . On Ariola, look for Deborah Washington's LP, "Love Awaits;" & Precious Wilson's "Let's Bow Featuring Dee "Eruption-Precious Wilson's 12" "One-Way Ticket," featuring a Rusty Garner mix from the "Leave a Light" LP, Cake's "Disco Kicks/More Mandy Theme" mix by Randy Sills; Green Wheel's single "Brand New Key," the Melanie hit a few years back; and a forthcoming Chanson LP. Ocean Records' fourth release is a LOUIS LOVE 12", "Whatcha Do To Me?" . . . Aug. 21 Salsoul will ship the LaLeata Holloway LP and Bette Middler's LP. The Salsoul Orchestra will perform on Cognac's 12" "How High" . . . Otis Jackson's singles "Come On, Pass The Word" on the Sinexa Records single . . . Look for 12" breakaways from Bob McGilpin, Destination and Tuxedo Junction on Butterfly.

frank sanello & cookie amerson

320 West 57th Street
New York, NY 10019 (212) 586-2000
**Argentina**

<table>
<thead>
<tr>
<th>TOP TEN 45s</th>
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<tbody>
<tr>
<td>1. Chiquilla</td>
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<tr>
<td>2. Ya Yo</td>
</tr>
<tr>
<td>3. Tragedy</td>
</tr>
<tr>
<td>4. Bright Midnight</td>
</tr>
<tr>
<td>5. Hooy! Hooy! I’ll Moli Holiday</td>
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<tr>
<td>6. Panama</td>
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<tr>
<td>7. Yo Soy Hijo De Haitianos</td>
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<tr>
<td>8. Captain And Tennille</td>
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<tr>
<td>9. YMCA</td>
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<td>10. Under The Line</td>
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**Australia**

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<tr>
<th>TOP TEN 45s</th>
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</thead>
<tbody>
<tr>
<td>1. Some Girls</td>
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<td>2. Pop Latino</td>
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<tr>
<td>3. Hot Stuff</td>
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<tr>
<td>4. Boogie Wonderland</td>
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<tr>
<td>5. Get Used To It</td>
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<tr>
<td>6. Coat For Cats</td>
</tr>
<tr>
<td>7. Does Your Mother Know</td>
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<tr>
<td>8. Love Don’t Live Here Anymore</td>
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**International Bestsellers**

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<tr>
<th>Country</th>
<th>Artist</th>
<th>Song</th>
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| Argentina | BUENOS AIRES - British Ember Records exec Harvey Kruger and Leslie Lewis have been in Buenos Aires discussing the representation rights of their label in Argentina, as well as new projects for their company, including promising for records, with the following new releases expected to do well. From Barclay comes 'Sí No Hay Sopa' from Henri Salvador; Fraccko Fernandel, "La vie est belle" by Wanted and Co., "My Time." By Ann Steel, "Un Amor" by Ramon Vargas, "Lamento" by Jorge Arantes from the label's latest issue, the late Buddy Holly, according to stafger George Collange, Umberto Tozzi's new "Gloria," and more.

**Informa Som Provides Radio Statistical Service For Brasilian Record Industry**

LOS ANGELES – Back in 1974 in Sao Paulo, Yacoff Sarkovas and Paulo Arantes were cofounded with Celso Cruz realizing that radio provided the single most important promotional vehicle for musical product, they also knew that no method to convey radio music statistics to the industry existed at that time in Brazil. As a result, Sarkovas and Arantes founded Informa Som and also recognized statistical music reporting in Brazil.

Starting by charting the title, artist, and time of day played for each song on the 10 AM stations in Sao Paulo, Informa Som gradually won the respect of the industry and began to grow in size, expanding its coverage to 69 radio stations (both AM and FM) and three television networks. In the seven largest Brazilian cities, São Paulo, Rio de Janeiro, brasilia, Salvador, Recife, Porto Alegre and Belém.

Under the direction of Sarkovas, Informa Som currently deals daily, weekly, monthly and annual bulletins reporting such factors as the number of times a particular song was played, listenership, as well as amount of airplay, the top artists, the breakthroughs between Brazilian artists and songs from the United States.

The information is sold to record companies, music publications and radio stations, as well as to the Brazilian Copyright Distribution Bureau. An ASCAP-type of group, ECAD has utilized Informa Som’s services since 1977. When the Brazilian government completely re-formulated the criteria for copyright distribution.

The daily bulletins issued by Informa Som contain summaries of transcriptions of radio activity from 7 a.m. to 7 p.m. – a time period consistent with the characteristics and demands of the Brazilian market. Special emphasis is placed on the Top 20 tunes played on any particular day. The weekly bulletins are compilations of the daily reports, with a rating of the Top 100 tunes played during that week, while annual bulletins are further summaries with a listing of the Top 200 tunes.

This and other information is compiled by over 200 employees utilizing more than 100 open reel-to-reel tape decks, plus a computer system installed in 1976. As a further service to customers, all tape transcriptions are kept in Informa Som’s archives for 90 days, available for any necessary consultations.

**INFORMATIONAL**

LONDON — As a result of the economic problems currently gripping all facets of the UK consumer-conscious 1980s, the Polygram has announced plans to establish a new commercial organization to carry out the main functions of both the Polyphon and Phonogram labels.

Beginning Jan. 1, 1980, the new company will consolidate the advertising and press services, field displays, import music services, television merchandising, special projects and exports functions of both labels, according to David G. Fine, Polygram Leisure Ltd. managing director.

“The purpose of bringing these activities together in one organization is to increase our effectiveness in the marketplace through streamlining the structure against the background of the continually changing business environment.” Fine explained.

“The new company will carry out for Phonogram and Polyphon a number of functions, which at present exist separately in these companies.”

While the creative aspects of both labels will be unaffected by the changes, approximately 30-40 staff positions will be dropped when the changes become effective.

The new company will be headed by Tom Parkinson, currently the deputy managing director for Polyphon. Tony Moor and Ken Malphant will continue as managing directors for the Polyphon and Phonogram labels, respectively, and will report directly to Fine.

The changes will significantly increase the number of salesmen available to the labels, with a special emphasis upon those adept at working hot product.

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**Polygram Anounces New Marketing Company for Polyphon, Phonogram**

by Nick Underwood

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Clayderman Mines Argentinian Gold

French pianist Richard Clayderman recently received two gold records in Argentina, for sales of his first two LPs from Tonodisc Records, which represents Delphine Records. Clayderman’s label. Pictured at the presentation are (l-r): Natalio Garber, president of Tonodisc Records; Clayderman; Alain Toussaint, president of Delphine Records; and Francisco Vidal, general manager of Tonodisc.

WHERE IN THE WORLD

Warrner Bros. recording artist Roger Voudouri is currently on a 10-day promotional tour of Australia and New Zealand. Voudouri is scheduled to make appearances on eight television shows while on the trip.

A&M recording artists Police left on a tour of the UK and Europe on Aug. 17. Tour stops will include the UK, Belgium, Germany and the Netherlands, and will conclude Sept. 7.

Capitol recording artists The Knack embarked on a tour of Australia, New Zealand, Japan and Hawaii Aug. 13. The tour, including both concert dates and television appearances, is sponsored by Phonogram Records.

Scoti Bros. recording artist Leif Garrett will appear in Ottawa, Canada Aug. 19. Ariola recording artist Taka Boom will be touring Japan from Aug. 20-Sept. 5.

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 (Nemperor) and Jeff Beck (Epitom).

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 Center in the U.K.

The Crusaders (MCA) have confirmed a European tour for Sept. 7-27. The group will play in Austria, Norway, Spain, Portugal and Switzerland.

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.

Elektra/A&M recording artists The Eagles have scheduled their first Japanese tour since 1975 for Sept. 17-25. Six appearances have been scheduled, including Tokyo’s famed Budokan Hall. Appearing on the same bill is MCA recording artist Jimmy Buffett.

MCA recording artist Elton John will be touring the USA from Sept. 19-Nov. 11. The 26-date tour will begin in Phoenix and will wind up in Houston.

A&M recording artists Supertramp are scheduled to tour the UK and Europe from Sept. 30-Dec. 10. Scheduled stops include the U.K., Germany, France, The Netherlands, Sweden, Austria, Norway, Spain, Portugal and Switzerland.

RCA recording artist John Denver is scheduled to tour Germany and the UK during October.

Warrner/Curb recording artists Pat and Debby Boone will embark on a tour of Japan Oct. 29. Scheduled performances will include Tokyo, Sapporo, Osaka, Fukuoka, Nagoya and Okinawa.

INTERNATIONAL BESTSELLERS

New Zealand

TOP TEN LPs

1. Some Girls — Racie — EMI
2. Bright Eyes — Art Garfunkel — CBS
3. Lay Your Head Down — Dr Hook — EMI
4. Ring My Bell — Anita Ward — CBS
5. Wish You Were Here — Genesis — EMI
6. Pop Musik — M — PolyGram
7. Berlin — Peter Michael Schleede — WEA
8. Bad Girls — Donna Summer — PolyGram
10. Lucky Number — Lene Lovich — PolyGram

West Germany

TOP TEN LPs

1. Some Girls — Racie — EMI
2. Bright Eyes — Art Garfunkel — CBS
3. Lay Your Head Down — Dr Hook — EMI
4. Ring My Bell — Anita Ward — CBS
5. Wish You Were Here — Genesis — EMI
6. Pop Musik — M — PolyGram
7. Berlin — Peter Michael Schleede — WEA
8. Bad Girls — Donna Summer — PolyGram
10. Lucky Number — Lene Lovich — PolyGram

United Kingdom

TOP TEN 45s

1. My Way — France Joli — Decca
2. Give Me Love — Paul McCartney — Capitol
3. Don’t Let Her Fool You — 4905 — PolyGram
4. The Love I Lost — Paul McCartney — EMI
5. She’s A Shame — Genesis — PolyGram
6. Pop Musik — M — PolyGram
7. Berlin — Peter Michael Schleede — WEA
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8. Bad Girls — Donna Summer — PolyGram
10. Lucky Number — Lene Lovich — PolyGram
**Bally Launches Promotion Behind New 'Susie' Dollar**

CHICAGO — Bally Manufacturing Corp., the first pinball machine manufacturer to introduce a slot for the new dollar coin on its machines (Paragon and Kiss), is currently providing factory distributors with placards designed to fit atop the backglass as a promotional tie-in for the coin chute and the Susan B. Anthony dollar. The copy reads: "This Bally Game Takes The S.B.A. Dollar. Also imprinted is the new Bally Pinball Division logo, at the lower right.

A lineup of machines with the new signs are on display in the showroom at Bally's Belmont Avenue factory. Models following Paragon and Kiss will be designed with a front door emblem designating the "Susie" (center) slot and it will be green in color, rather than yellow, for immediate identification.

Berne Powers, the factory's field service manager, told Cash Box that, since the beginning of the year, "we have been discussing the Susan B. Anthony dollar at all the various service schools we've held throughout the country."

Additionally, Powers said, "we have been discussing the recent promotional gathering sanctioned by Sandler Vending Co. of Minnesota. A representative from the house dollar and among keynote speakers was Dr. Alan Goldman, assistant director of the U.S. Treasury. Operators in attendance received brochures, published by the Treasury Dept., which fully explain the dimensions, features and advantages of the dollar coin.

**Save Time**

As explained in the brochure, the dollar coin will "save time and reduce errors at the cash register." As opposed to bills, which must be secured under spring retainer and must be straightened, the dollar coin is multi-mode.

**Multi-Mode Sound System Highlights Gottlieb's New 'Totem' Pinball Game**

CHICAGO — Exciting new multi-mode sounds are the focal point of 'Totem,' our current 4-player, solid state flipper," said Alain C. Gottlieb, executive vice president of D. Gottlieb & Co., commenting on the company's newest game.

"You'll listen as well as look when you first play this beauty," he continued. "The new sounds are fresh, original and individualistic with two alternative tunes — arcade sounds and melodic tunes-and-tones. The electronic arcade sounds are right out of science-fiction and are ideal for family oriented locations with their mod structure and contemporary feel. The latter range from identifiable tunes to short bursts of attention-getting melody clues — which highlight coin insertion, game starts, scoring, penalties and game over," he added.

**Other Features**

Another feature of the new Gottlieb sound is the "Attrack" mode. With this device in action, there is a random playing of a special tune after the game has been idle for six minutes and this will attract attention to the machine and the interest of players.

The brightly colored backglass art depicts a regal and determined Indian in full war regalia against a backdrop of native American artifacts and symbolism, to further attract attention to the machine.

The game sports three head-on pairs of drop targets and a curving upper left lane leading to Gottlieb's exclusive Vari-Target. At the onset, the player will discover a number of variations in scoring possibilities, including A-B-C-D rollover operation with the drop targets which can produce a potential score of 100,000 points when the ball is then shot into the special kick-out hole. Various positions of the Vari-Target also yield high scores and the bullseye target can produce an extra ball.

'Totem' will provide a seemingly infinite number of scoring combinations to delight the growing crowds of avid skill bumpers," concluded Gottlieb, and "operators will have heard about its fine test performance before they see it at their local Gottlieb distributor in late August."

**Loewen Reports New Distrbirs**

CHICAGO — Bert Davidson, president of Loewen-America, Inc., announced the addition of three new distributors to the company's U.S. network. They are: Midwest Distributing of Milwaukee, Wis., representing Loewen's N.S.M. phonograph line in the state of Wisconsin and southeastern Minnesota. Hanson Distributing of Minneapolis, for the territory of Minnesota and North and South Dakota, and Acme Cigarette Service of North Oh., for eastern and southeastern Ohio.

The newest model in the German produced line is the "Festival," which is equipped with numerous merchandising features as well as technical and visual innovations. The unique styling of the machine, particularly the totally new "flubber" bin which exposes the playing mechanism, is especially appealing to the American trade as Davidson noted.

Additionally, the Festival has such merchandising features as the "hit parade" which displays the nine most popular hits of the location, flashing "price per play," attractive interior lighting and, to aid customers, a "push button method" for re-programming the pricing; it also has the capacity to tally cash receipts, the most or least popular records and how many A or B bills have been played. The service operators with accounting information.

The Festival is being well received in the U.S., according to Davidson. Loewen's new quarters in Franklin Park, Ill. (continued on page 41)

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**The Juke Box Programmer**

**Top New Pop Singles**

1. **POP MUSIK** M (Sire/Warner Bros. SRE 45033)
2. **AINT THAT A SHAME** C (Capitol/EMI-AVC 45074)
3. **DEPENDIN' ON YOU** (Javelin Bros. WB 46562)
4. **GET IT RIGHT NEXT TIME** (MCA 41076)
5. **BUFFY'S IN LOVE** (Encore/ABC-2071 S)
6. **ARROW THROUGH MY WINGS** (ABC-11070)

---

**Top New Country Singles**

1. **DREAM ON THE OAK RIDGE BOYS** (MCA 41078)
2. **GOD BLESS THE USA** (MCA 41077)
3. **EVERYTHING I'VE ALWAYS WANTED** (RSORS938)
4. **FOOLED BY A FEELING** (MCA 41079)
5. **YOU AIN'T JUST WHISTLIN' DIXIE** (WB 46562)
6. **IN NO TIME AT ALL** (MCA 41065)
7. **GREAT BALLS OF FIRE** (RCAPB-11705)
8. **CRAZY ARMS** (WB 46563)

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**Top New R&B Singles**

1. **1-11070**
2. **RC14109**
3. **M1466F1**
4. **25,1979**

---

**Top New Disco Singles**

1. **GREEN LIGHT** (Casablanca/RCA 41054)
2. **FANTASY BRUNI PAGAN** (Elektra-E 45601-A)
3. **GIMME BACK MY LOVE AFFAIRS** (Diogen-Arloz 7056)
4. **GOT TO GO** (Casablanca/2025)
5. **SWEET BLINDNESS** (Warner Bros. RCS 45023)
Williams® presents

STELLAR WARS

wide-body galactic action!
Williams wide-body, 4-player pinball game

**STELLAR WARS**

Now Williams ventures into outer space with the most action-packed wide-body ever made! STELLAR WARS puts pinball power on another plane and sends excitement careening with electronic energies only Williams could command! Fast playfield action is enhanced by the unique Williams "sweep-sound" option increasing in frequency as letters are lit, rocketing players into a speeding orbit of sound and light!

- **Exclusive**
  - "Sweep-Sound" Option
- **Front-end Programming**

**"Center 4 Station"**
Fires Multiple Bonuses!
Earn Bonus Multipliers when 1-2-3-4 are taken by storm! Or get Bonus Multiplier when S-T-E-L-L-A-R or W-A-R-S is spelled out!

**Trigger Jet Bumpers and Spinners!**
Rendezvous with jet bumpers and they'll beam out 100 points when unlit, 1000 points when lit and 2000 points when flashing! Side bumpers keep action zooming! A calculated flick of the wrist can send spinners into dizzying flight, scoring 100 points when unlit and 1000 when lit!

**Collide with Captured Ball!**
Strike the captured ball when lit, send it spiraling in the ball pen and rack up a letter!

**Activate "Battlescope"!**
Light S-T-E-L-L-A-R W-A-R-S and "Battlescope", the action center, explodes into a blinding display of frenzied lights. Ignite "Battlescope" too by knocking out all drop targets in any of 3 key target areas.

For service (only) call Williams toll-free at 800/621-4765
In Illinois call 800/972-7898 toll free

The Hot One!

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Cable Address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
Bally Promotes 'Susie' — Bally has launched a major promotion to encourage coin machine industry and player acceptance of the new Susan B. Anthony dollar coin. The first photo shows Bally's game room at the Chicago plant, where a lineup of flippers, sporting the promotional signs, are on display. Pictured in the room are (l-r): Bally field service manager Bernie Powers, advertising and sales promotion manager Carol Mart, director for sales Paul Calamari and Pinball Division marketing director Tom Nieman. Pictured in the second photo are both sides of the new 'Susie' dollar coin. Bally has also prepared a special kit for adapting machines to the new coin.

Bally Launches Promotion For Dollar Coin

(continued from page 40)

suggestions that these operators contact him at Bally (312-267-6050) to secure the phone number and location of their nearest Federal Reserve Bank.

To sell locations on the new coin operators must ‘spend a little promotion money,” Powers pointed out, and this is something that was recommended by Irv Sandler at the aforementioned presentation. As suggested, when an operator approaches a location with a machine that will accommodate the dollar coin he should supply that location with $100 worth of the coins at a special $95 rate. The location, in turn, should be advised to offer patrons the S.B.A. dollar at 95 cents to get players accustomed to using the coin. “Once the dollar coin is in the location it stays there,” Powers added.

As evidence that interest is mounting, Bally has received numerous inquiries about its special kit for converting past Bally electronic models to three coin entry. The kit (#547) is available through the factory’s service department.

Stern Announces New Solid-State 4-Player Pinball Machine, 'Magic'

CHICAGO — Stern Electronics, Inc. has commenced production of "Magic," the firm’s latest solid state 4-player pinball machine. The model was originally released on Aug. 6, through Stern’s worldwide distributor network.

Magic, with its vivid mirrored backglass and dramatic graphics, reflects some of the most exciting 'sleight of hand' solid state technology available on any pingame from Stern, according to the company. It was designed by Mike Kubin, the designer of such previous Stern models as Nugent, Dracula and Trident.

Scoring Options

The new model offers players hundreds of different ways to score and is noted for such features as: a programmable/resetable drop target bank of three targets that includes a bonus multiplier, two spinning targets with cumulative scoring, kick-out hole for an additional collect bonus and others. Specials are scored by activating the letters M-A-G-I-C with targets and lanes.

Further information about the machine may be obtained by contacting factory distributors or Stern Electronics, Inc., 1725 O oversery Parkway, Chicago, Ill.

Some of the advantages outlined in the Treasury Department brochure it also illustrates the size and weight comparison of the S.B.A. dollar to other U.S. coins.

Becker Joins Moss

(continued from page 40)

Becker, who most recently served as southeastern zone manager for Rowe International, said his "homecoming to Kansas City is a very happy one." Commenting on the appointment, Terry Moss, president of the Moss organization, noted that "the Kansas City office has been growing and prospering under the fine leadership of Bob Porembski and now that Jerry Becker has joined the organization the combined experience of two such seasoned professionals should bring continued growth and progress in the coming months."

Caras added that "Terry and I are excited and enthusiastic about Jerry Becker coming aboard and about future plans for the Moss company."

In addition to the brochure, everyone attending the Sandler presentation was gifted with lapel pins from Bally and 55 worth of Susie coins. compliments of Sandler Vending.

Information Center

What are some of the problems operators seem to be facing in making the conversion to the new dollar coin? Two in particular, according to Powers — "availability" and "location rejection." Although the coins are in circulation and the Treasury Department has reportedly launched an advertising and promotion campaign during the month of August, Powers said that some operators have told him they are unable to get the new coins.

'S Hercules' Cards Now Available

SUNNYVALE — "'Hercules'" postcards are available upon request for Atari. The 3½ x 5½ cards have the message, "'Hercules. The Worlds Largest Pinball Game from Atari" inscribed on the back, and an artistic color presentation of the giant game on the front. By adding a note to the message, the cards can be mailed to notify the media where the game is located. They can also be posted in location windows or on bulletin boards.

Those who wish a packet of "'Hercules'" postcards can write to Carol Kantor, Editor, Coin Connection, Atari, Inc., P.O. Box 9027, Sunnyvale, California, 94086.

Sanka Brand Announces 'Go For The Gold' Vending Promotion

WHITE PLAINS, N.Y. — Vendors have an opportunity to boost sales and win prizes in a nationwide promotion to be offered by the Food Service Products Division of General Foods Corp., official supplier of decaffeinated coffee to the 1980 XIII Winter Olympics in Lake Placid, N.Y.

The Sanka Brand decaffeinated coffee "Go for the Gold" Sweepstakes begins Sept. 1 and is open to all hot beverage vendors across the country. Vendors can obtain colorful display posters from their General Foods sales representatives. Each poster features entry blanks and details about prizes that can be won at a special drawing by an independent judging firm on Jan. 15, 1980. Vendors win the same prizes as their winning customers: a special number on each poster has to be entered on each entry blank for vendor identification.

The Grand Prize includes an all-expenses paid trip — first class air, hotel, meals, transportation and escort service to events for four days and nights — for two to the Winter Olympic Games plus a full winter wardrobe for the two winners.

Other prizes include:

- 5 Gold Medal Prizes: K2 skis with bindings, poles and carrier plus Dolemite Ski Boots.
- 15 Silver Medal Prizes: Canon camera with automatic wind and carrying case.

Vending customers can qualify for the sweepstakes by submitting entry blanks with any one of three items: two Sanka Brand decaffeinated coffee proof of purchase seals from a special promotional cup. detachments from two vending hot beverage cup bottoms with "Sanka Brand" written on each, or a three-by-five card with "Sanka Brand Decaffeinated Coffee" written on it. Entries must be submitted by Jan. 11, 1980.

Lowen Taps Distris

(continued from page 40)

have full facilities for parts and service. The newest addition to the technical staff out there is David Kivi, who is assistant to Lowen's Russ Strahan.

General Foods' Sanka Brand promotion contest poster.

Cash Box/August 25, 1979
ATARI SERVICE SCHOOL — C.A. Robinson, a leading Los Angeles distributor, recently played host to an Atari Service School. The informative school was conducted by Bob Sammons and Russ McDonald of the Atari field service staff. Bob Sammons, pictured above from two viewpoints, is seen conducting one of the sessions for the Service School. The Atari session, which was attended by more than 200 operators and service technicians, covered the gamut of factory servicing tips, from basic electronics to the most complicated Atari circuitry. Held at C.A. Robinson’s Pico Blvd, showroom Aug. 1-2, the seminar was praised for both its content and presentation. The program was part of Atari’s ongoing nationwide series of service schools for the summer, which concludes in September.

CALIFORNIA CLIPPINGS

Oscar Robles of Portale Automatic Sales reports that “Tetris,” “Space Invaders,” “Crash” and “Head-On” are all moving well at the distrub. Other prime movers at Portale include “Sharpshotter,” “Gameplan’s new upright, and Rock Ola’s “Little Max.” Portale recently held a service school on the new phonograph at Jone’s Music in Burbank. In other news at Portale, the distrub supplied the Pinball Palace in Encino with its new time operated Torrando soccer games.

SHIPMENTS OF MIDWAY’s “Space Invaders” have started to arrive at C.A. Robinson again, and are going out fast. Hank Tronick says that although Bally’s “Kiss” and “Paragon” are arriving in split shipments, they are sorely needed. He adds that they are going out the door as fast as “Space Invaders.” Al Betelman has constantly been on the phone to Bay City Michigan pleading for more shipments of Bally pool tables, as it is difficult for the distrub to keep up with the demand. However, Bally’s Emil Marzeti has promised to do his best to see that California is taken care of. Hank Tronick, by the way, is a constant attendant, along with his various coin business friends, at the Tuesday night symphony concerts at the Hollywood Bowl.

LILA ZINTER AT Exidy tells us that “Crash” and “Startfire” continue to move well despite the summertime business lull. Zinter is currently preparing for the fall traveling season.

INDUSTRY CALENDAR

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

All Coin Groups To Participate In Frankfurt Fair

FRANKFURT — The International Amusement and Vending Trade Fair will be held Jan. 17-19, 1980 on the fair grounds in Frankfurt, Germany. The international range of all coin-operated music, amusement and vending machines will be displayed under one roof for the first time ever.

Admitted amusement machine manufacturers will be those companies sponsoring: billiard tables, cocktail tables, driving games, kiddie rides, pinball games, pool tables, shooting galleries, soccer games and video games.

Those vending machine manufacturers that will be allowed to participate in the fair are those companies sponsoring: bottle return machines, cigarette machines, cold drink machines, gum machines, hot drink machines, ice cream machines, newspaper machines, postcard machines, candy machines, stamp machines, ticket machines, hygienic article machines other accessory oriented machines and service vending equipment.

CASH BOX

Subscription Blank

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□ JUKEBOXES
□ AMUSEMENT GAMES
□ VENDING MACHINES
□ OTHER ________________________________

Cash Box/August 25, 1979
Bally EXPLODES WITH THE HOTTEST KISS EVER!

4-PLAYER PINBALL EXCITEMENT!

- Individual strobing KISS backglass letters draw players in game over mode.
- 4 rows of KISS lights and 8 arrows make up 1,000 to 120,000 point memory bonus feature.
- 2X bonus collect and bonus multiplier awards up to 240,000 points!
- KISS light-a-line feature awards bonus points.
- ABCD feature awards 2X, Extra Ball or Special.
- 3 coin entry door with 2 quarter slots and 1 dollar coin slot for new Susan B. Anthony dollar.
- 2 of KISS' most popular songs in addition to various tones and sounds.
- 3 or 5 ball option.
- 100% solid-state circuitry.
- Convertible to Add-A-Ball.
- Automatic self-test switch.

Bally Manufacturing Corporation
2640 West Belmont Avenue
Chicago, Illinois 60618
Telephone: (312) 267-6060

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The album came out beautifully," offered Beckett. "Bob was probably the most cooperative artist I've ever worked with and we didn't change one thing. He is a Christian (at this point), but you don't have to be Christian to like the music."

What it is compared with some of Bob's previous albums was that some of the bands would be in a groove that was different from what the band was feeling. The cadence of the lyric would be totally different from what the band was feeling. However, when I first came into the studio, the band was so intent on the music, his lyrics seemed to flow along with no problem. Mark (Mark Knopfler of Dire Straits) noticed this also. And when Pigg Withers joined on drums and I took over on keyboards we all slipped right into the style. Although I thought it would be a difficult thing to keep things flowing, the right attitude was there, the songs were up and Bob was singing better than I've ever heard him."

New Seger LP
Beckett and Muscle Shoals Sound partners John Hardin, David Hood and Roger Hawkins along with Punch Andrews helped produce the forthcoming album by a Bob of a different color. Detroit's own Bob Seger. The feel of the music is a different thing with Seger, who also recorded "Back in '71." "Beautiful Loser," "Night Moves" and "Stranger in Town" at the Muscle Shoals Sound Studios. Where another artist might pull a musician or throw a band out of a groove, Seger stays right in the pocket and drives the band along," mentioned Beckett. "He handles the "first take" session with his own. He sings with the band on every cut, which makes everybody feel like more of a unit. That's important to us. Some artists who don't stay right with the song can slow or speed the band up and his musicians end up second guessing him. That can be a problem."

Beckett's Beginnings
Although Beckett is currently in the limelight as a producer, he began his career as a musician on the Southern club circuit. He was playing with a band in Pensacola Florida when he ran into a disc jockey named Don Schroeder. Schroeder asked Beckett to come to Muscle Shoals to play on a session. Producing, Beckett obliged, and found himself recording with the Muscle Shoals Rhythm Section—Jimmy Johnson (guitar), David Hood (bass) and Roger Hawkins (drums). That particular session yielded James and Bobby Purify's "I'm Your Puppet."

"The song became a million seller," reflected Beckett. "And after that, the more I stayed in the studio, the more I loved it."

Beckett was also enthralled with the sound of his new found Muscle Shoals friends. Obviously, the feeling was mutual as, after two more visits to the Alabama studios Beckett was asked to be the production manager. Subsequently, he became an integral part of the sound that powered many of the great records of the Muscle Shoals Sound era. In the Spring of 1969, the four Southern musicians pooled their resources and opened the Muscle Shoals Sound Studio. Beckett was the first producer at the studio and co-production of a Mel and Tim single with Roger Hawkins. The song, "Starting All Over Again" was a Top Ten hit.

"That was our first time out as producers. We cut an album, and then a second album, and about that time Stax folded. So I spent a while settling down and evaluating the whole picture of what I learned and what I wanted to do next. Then I met Peter Yarrow."

Beckett co-produced a Yarrow solo album, and then produced a song by one of Yarrow's background singers. The artist was Mary MacGregor, the song was "Torn Between Two Lovers" and Beckett had his first number one hit.

Wexler's Influence
Although Beckett was coming into his own as a producer, it wasn't until he started working with producer Jerry Wexler that he feels his career really started to flourish. I had known Jerry from studio sessions, and then he came and asked me if I'd help him produce the Sanford-Townsend album," enthused Beckett. "I was so excited, I would have done it for nothing. Just the chance to work with him would have been enough payment."

"Working with Jerry is comparable to the pupil working hand-in-hand with the master. I am totally in awe of his accomplishments in music, and my working with him has been the most valuable source of musical knowledge that I have ever received."

While Beckett acts as a producer, arranger and keyboard player on his projects with Wexler, he has a long list of player-production credits as part of the Muscle Shoals Rhythm Section as well. Some of those credits include works by: The Rolling Stones, Paul Simon, Cat Stevens, The Staples Singers, Art Garfunkle, Boz Scaggs and Phoebe Snow.

Due to lack of space and the availability of studio time, The Muscle Shoals Rhythm Section relocated its studios to a larger building in Muscle Shoals area in May 1978. The new studio, where both the new Bob Dylan and Bob Seger albums were recor-
ded, took more than a year to renovate. The complex now houses two studios, Muscle Shoals Sound Records, two publishing companies — Muscle Shoals Sound Publishing Co., Inc. (BMI) and Formula Music, Inc. (ASCAP), the house production company, staff offices and kitchen and recreation facilities for artists using the studios. Long range plans for expansion of the studios include a mastering lab, so there will be the technology on the premises to take a recording all the way to the mastering stage. The new facility is like a dream come true," explained Beckett. "Not only does it keep you working as a musician for outside acts, we have a new freshness as a result of the new people coming into work here. Good producers offer good ideas and inspiration."

Greenberg: 'Bonnie From Missoula' (continued from page 10)
"When another artist might pull a musician or throw a band out of a groove, Seger stays right in the pocket and drives the band along," mentioned Beckett. "He handles the "first take" session with his own. He sings with the band on every cut, which makes everybody feel like more of a unit. That's important to us. Some artists who don't stay right with the song can slow or speed the band up and his musicians end up second guessing him. That can be a problem."

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EXECUTIVES ON THE MOVE
(Skirtland Promoted At A&M — A&M Records has announced the promotion of Sue Strickland to office coordinator/publicity. She had held the post of receptionist and office manager for one year.

Changes At Sound Seventy — Steven J. Greil has been elected chairman of the board of directors of Sound Seventy Productions, Inc., named general manager of The Sound Seventy Corporation, and retains his position as executive vice president of the latter company. Robert L. Stewart, vice president of artist development for Sound Seventy Management, Inc., has been named president of Sound Seventy Productions, Inc. Greil, who joined the Sound Seventy group six years ago, was elected vice president of Sound Seventy Productions in 1975, and was named president of the Sound Seventy staff in June, 1975, as The Charlie Daniels Band road accountant. He was named director of special projects for the Sound Seventy Corporation in 1977 and was in charge of vice president/artist development for Sound Seventy Management last February.

Barrow Named — Emergency Records/Roy B. Promotions, has announced the appointment of Joel Barrow as special projects coordinator. He will also handle public relations with all projects that come under the heading of Roy B. Promotions. Prior to his joining Emergency, he was a contracted artist to Columbia Records.

Walsh Named — William J. Walsh has been named comptroller of Aribbiton Company in Laurel, Maryland. He joins Arbitron from the Service Bureau Company where he was manager of general accounting. The Service Bureau Company and Arbitron are both subsidiaries of Control Data Corporation.

RCA FETES KENNY — RCA Records recently hosted a party for singer Gerard Kenny at the Mayfair Music Hall in Santa Monica, Ca. to celebrate the release of his debut LP, "Made It Thru the Rain, Made It Thru the Rain." Showed at the party (l-r): Chuck Thapard, division president of national field promotion for RCA Records, David Forman, manager of regional promotion for the label; Kenny; and Vicki Leben and Hank Zarembski, Los Angeles field promotion representatives for the label.

BMI HAS JUST MOVED ITS STAND

BMI HAS JUST MOVED ITS STAND

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BMI HAS JUST MOVED ITS STAND

BMI HAS JUST MOVED ITS STAND

BMI HAS JUST MOVED ITS STAND

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Cash Box/August 25, 1979 45

www.americanradiohistory.com
August 25, 1979

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<td>RICKIE LEE JONES (Warner Bros. BSX 3299)</td>
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<td>DEVOTION</td>
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<td>LOOK SHARP!</td>
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<td>JOURNEY (Atlantic FC 3009)</td>
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<td>DO IT ALL</td>
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<td>WINNER TAKES ALL</td>
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<td>ONE FOR THE ROAD</td>
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<td>JUST A GAME</td>
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<td>ANOTHER TASTE</td>
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<td>IN THE PUREST FORM</td>
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<td>71</td>
<td>GREATEST HITS</td>
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<td>I WANNA PLAY FOR YOU</td>
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<td>2 HOT!</td>
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<td>THE JONES GIRLS</td>
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<td>YOU'RE NEVER ALONE WITH A SCHIZOPHRENIC</td>
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<td>STAY FREE</td>
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<td>HIGHWAY TO HELL</td>
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<td>CANDY</td>
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<td>NILS</td>
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<td>McFADDEN &amp; WHITEHEAD</td>
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<td>BOP TILL YOU DROP</td>
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<td>WE SHOULD BE TOGETHER</td>
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<td>SOONER OR LATER</td>
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<td>THE RECORDS</td>
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<td>BORN AGAIN</td>
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<td>DO YOU WANNA GO PARTY?</td>
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<td>ROCKETEERS (Arista UA -LA 356)</td>
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<td>BLONDIES HAVE MORE FUN</td>
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</table>
When BARBARA MANDRELL sings, we listen... and "JUST FOR THE RECORD" will say the things you'll love to hear.

PRODUCED BY TOM COLLINS. AVAILABLE ON MCA RECORDS & TAPES.

FEATURING THE SINGLE "FOOLED BY A FEELING"