"STILL"
M-1474F
The second single from the Commodores' platinum album "Midnight Magic" is now available.

"SAIL ON"
S-1466F
The first single from the Commodores' platinum album "Midnight Magic" is a smash!

Back to back classics.
Only from the Commodores
On Motown Records & Tapes
EDITORIAL

The Gift Of Giving

We at Cash Box applaud the efforts of NARM in developing an industry-wide “gift-giving” campaign slated for the first quarter in 1980. The continued aggressiveness by NARM executive vice president Joseph Cohen and his staff are directing industry perspectives in the proper direction.

The gift campaign is designed to promote albums and tapes as personalized and inexpensive gifts. The program is not unlike a generic campaign recently conducted by the floral industry.

We applaud NARM’s insight into timing by starting the program after the Christmas season.

Cohen pointed out that interference with labels’ specific programs and to avoid tying the gift concept to holidays where the main considerations. We agree with this philosophy that gift-giving should be a year-round campaign.

While it has taken too long to get some kind of industry program together, we believe that it is never too late for the initiation of such a plan.

Cash Box not only supports this concept, but we offer whatever services we can to insure the success of this landmark industry campaign.

NEWS HIGHLIGHTS

- Adult contemporary radio flourishing as members of the post-war “baby boom” age group grow older (page 7).
- Second annual National Association of Broadcasters Radio Programming Conference held in St. Louis (page 7).
- EMI and Paramount Pictures cancel plans for joint venture involving their music divisions (page 7).
- RCA Records undergoes divisional restructuring (page 8).
- “Head Games” by Foreigner and “Dream Police” by Cheap Trick are top Cash Box Album Picks (page 17).
- “Let Me Know (I Have A Right)” by Gloria Gaynor and “Victim Of Love” by Elton John are top Cash Box Singles Picks (page 20).

TOP POP DEBUTS

SINGLES

79  BROKEN HEARTED ME — Ann Murray — Capitol

145 XII — Fatback Band — Spring/Polydor

ALBUMS

PO POP SINGLE

MY SHARONA The Knack Capitol

R&B SINGLE

DON’T STOP ’TIL YOU GET ENOUGH Michael Jackson Epic

NUMBER ONES

COUNTRY SINGLE

YOU’RE MY JAMAICA Charley Pride RCA

JAZZ

STREET LIFE Crusaders MCA

DISCO

COME TO ME/DON’T STOP DANCING France Joli Prelude

GREATEST HITS

Waylon Jennings RCA

YULIE HOMER| 79 10614 6
THE MOST VALUABLE PLAYERS!

PATTIE BROOKS
Party Girl NBLP 7156
Produced by Danny Sigler for Bandino Productions
Executive Producer: John Holmes

SANTA ESMERALDA
Another One-Bit NBLP 7175
Produced by Nicolas Skoury and Jean Manuel de Scarano

JOEY TRAVOLTA
I Can't Forget You NBLP 7176
Produced, Arranged and Conducted by John Davis

PLATYPUS
NBLP 7177
Produced and Arranged by Platypus for Duckbill Productions
in association with Bill Goldman Productions

J. MICHAEL REED
NBLP 7177
Produced and Conceived by Alvin A. Davies

LIGHTNING
NBLP 7178
Produced by Lewis Bernstein & Ralph Moss

7TH WONDER
Climbing Higher RRLP 9014
Produced and Arranged by Jerry Weaver

WESTSIDE STRAYTERS
Gershwin '79 EMI 301
Produced by Ales Simone

from Casablanca Record and FilmWorks
Music Majors.

**Shoes. Present Tense.** (6E-244)
Produced by Mike Stone.
Co-Produced by Shoes.
Stepping out in style—the brand new rush release from Shoes.

**Harry Chapin.**

**Legends of the Lost and Found.** (BB-703)
Arranged by Stephen Chapin.
The extraordinary secrets of ordinary people; a live,
two-record set from the master of the story-song.

**The Simms Brothers Band.**

**The Simms Brothers Band.** (6E-220)
Produced by Mike Stone.
Featuring the first single, "Back to School". (6E-220), from the debut album of
the hot new group from New England, now out to rock the world!

**Richie Furay. I Still Have Dreams.** (6E-33)
Produced by Val Garay.
Bittersweet ballads and pure, good-time rock and roll from
the man who wrote the first chapter in the soft rock sound of the seventies.

**Jan Hammer. Hammer.** (6E-232)
Produced by Jan Hammer.
New music and a new band from synthesizer virtuoso
Jan Hammer and the group Hammer.

**They’re in a class by themselves.**

**The September Release from Elektra/Asylum Records.**
Radio Industry Looks To '80s At NAB Programming Meet

by Mike Glynn

ST. LOUIS — Approximately 1,200 members of the U.S. radio community, in addition to several additional delegations from Australia, New Zealand, Mexico and Canada, met in St. Louis last week for the second annual National Association of Broadcasters Radio Programming Conference. Station representatives, including program directors, music directors, general managers and operations managers, gathered to talk with network executives, program syndicators, researchers and consultants for four days at Stouffer's Riverfront Towers, Sept. 9-12.

The conference organizers pronounced it a success, as registration was up by some 45% over the previous year and more than 25 exhibitors pitched their various products and services in booths adjoining the workshop and seminar rooms.

Some 20 hospitality suites were provided by the networks, rating services, research consultants, syndicators, creative production services and radio publications at Stouffer's Towers and the nearby Marriott Hotel.

After a brief cocktail buffet on Sept. 9, station reps moved over to the nine "Format Rooms," where programmers and network executives in informal dialogue with fellow radio personnel, providing an intimate forum for discussion. One feature of these sessions this year was the inclusion of a "No Format Format Room," hosted by William F. O'Shaughnessy, president of WVOX/WRTN, New Rochelle, N.Y., benefiting multi-format stations.

After brief introductory remarks Sept. 10 O'Shaughnessy, George Pimpton, writer-in-chief of the Paris Review and self-styled Walter Mitty of the sports world, gave the keynote address to conference attendees. He reminded them that "the responsible business community engaged in the music business.

Illegally Imported Product Said To Cost U.S. Record Industry Hundreds Of Millions

by Leo Sacks

NEW YORK — Hundreds of millions of dollars are being lost to the legitimate recording industry through the widespread importation of records and tapes specified for manufacture and distribution outside the territorial United States, according to law enforcement officials. However, American record manufacturers decline to discuss the subject. Therefore, it is difficult to ascertain the extent to which domestic record sales are being impacted by the importation of these goods.

Conversations with law enforcement officials who specialize in record piracy and with legal representatives of the recording industry have revealed that a steady flow of product from Europe, Canada, the Mid-East, the Far East, and the Caribbean has been finding its way into the American market at a rate that, many observers feel, will probably worsen in the next several months as U.S. record retailers feel the pinch of the recession.

The importation of Canadian-manufactured product poses the most serious threat to U.S. record sales today. Major Canadian distributors have clearly taken an aggressive role in the exploitation of product to their American counterparts, as evidenced by the growing amount of Canadian goods in the stores of many domestic retailers.

"More Than A Nuisance"

"The full impact is difficult to gauge, but it's more than just a nuisance," commented Jules Yarnell, special anti-piracy counsel for the RIAA. He said that as long as the Canadian dollar remains depressed, the record industry would see "a worsening of the situation because of the interests of unscrupulous dealers trying to sell goods for prices that are cheaper than those on the American market." A spokesman for the FBI's white collar crime section in Washington said that American retailers were generally in position to make approximatley 13-15% more money by selling product manufactured in Canada.

A source at the United States Customs Service and Immigration Enforcement Bureau in Washington, D.C., said officers had been of the opinion that the price of product from Canada was lower than that from the United States and that retailers had made a profit. He said that the United States government had also been involved in a program to bring Canadian goods into the United States, but it was unclear whether this program was successful or not.


Other seminars focused on automation, dealing with record company promotion people, management, do-it-yourself research and questionable lyrics.

Dwight Case, president of the RKO Radio Network, served as chairman of the steering committee for the conference, as well as moderator for the session on "Promotion & Contests - Small Markets." Case also chose and introduced the dinner-concert performer Tuesday night, Kenny Rogers. The choice of Rogers as performer was particularly apt, as the veteran singer and two-time Grammy award winner's music has crossed over to a number of different formats within the past year with two highly successful singles, "She Believes In Me" and "The Gambler." The audience of mostly programmers offered Rogers a warm welcome throughout his set, including two standing ovations.

Many of the major record labels were

(continued on page 21)
WEA Stresses Responsible Approach To Year-End Sales

by Alan Sutton

LOS ANGELES — "Realistic" was the watchword at Warner/Elektra/Atlantic Corp.'s third national sales meeting, which concluded on Nov. 11 and 12 at the Airport Hyatt hotel here.

In an 11-day cross-country tour of four cities, an entourage of some 40 key executives from WEA and its family of labels hammered the point home repeatedly — realistic analysis of market potential, realistic sales programs and realistic advertising and merchandising support.

In his opening address, delivered before more than 800 attendees at WEA's Post Fall Dealer Buy-In Programs in Chicago, the well-known Robert D. Droz, division vice president of RCA Records, U.S.A., who has responsibility for all U.S. commercial record activity, including artist and repertoire and marketing functions.

The second center is Music Service. Headed by Sidney E. Schwartz, division vice president of music service, the center will be responsible for RCA's record and tape distribution operations.

The third center is RCA Records International, headed by Arthur C. Martinez, division vice president, international. RCA's international operations are comprised of 14 subsidiaries and 29 licensees.

The fourth center is manufacturing, headed by Joseph M. McKee, division vice president of manufacturing, whose responsibilities include record and tape manufacturing operations.

New Position According to Summer, "Bob Fed's appointment and responsibility reflect the complement of an innovative concept to manufacturing and advertising, and additionally, extending the profit center concept to manufacturing is a change in our approach. My attitude toward manufacturing is that they must — as a matter of fact — become better sales and marketing people."

Droz, the CMO who has been the driving force behind the company's marketing programs, said, "We approach the balance of '79 with these concerns foremost in our minds."

WEA And Capitol Post Fall Dealer Buy-In Programs

by Ken Terry

NEW YORK — WEA and Capitol have released details of their fall dealer incentive programs. Like the programs which were previously announced by other labels (Cash Box, Sept. 15), these indicate a generally conservative approach compared to programs offered in past years.

The WEA deal, as predicted in Cash Box last week, involves 182 items, described by a WEA spokesman as the "cream of the catalogs of Warner Bros., Elektra/Asylum and Atlantic Records. There will be a five percent discount and extra dating on copies of these titles purchased Sept. 17 and Oct. 12. Dealers may only get those favorable terms on one order and may only qualify for the program if they are "current in their regular account." Back orders originating from the program will be carried and eligible for the program discount up to Oct. 26. On that date, remaining back orders will be cancelled.

Payment for all shipments made under the WEA program will become due in instalments. Half the payment will be due Dec. 10, 1978, and the other half will fall due Jan. 10, 1980. Accounts who make their payments by the 25th of each month will still be able to qualify for the normal two percent discount.

All authorized returns of product resulting from purchases made under this program will be credited to reflect the five percent program discount.

Capitol Offer

Capitol's program is very similar to WEA's. There will be a five percent discount (continued on page 32)


President Henry Droz called for industry-wide "self-examination" in order to avoid unnecessary merchandising and advertising heavy returns that plagued the industry for much of 1979.

"Sleighgult, retailing in poor cash flow, resulting in heavy returns, has been the domino story this year," said Droz. "In addition, our industry has been beset with spiraling cost increases in all major areas of recording, artist development, promotion, advertising, selling, distribution and merchandising."

"All of these events should certainly prompt some self-examination on the part of our industry," he said.

Key Question The key question facing the industry, according to Droz, is: "How do we maximize sales and minimize returns?" He said the answer lies in more effective cost controls and "realistic selling."

"Returns are a measure of our sales efficiency," Droz said, and we will be judged accordingly. We are concerned about returns, and will not idly watch continued abuses.

He went on to warn about labels offering excessive sales programs which have the net effect of merchandising load-related heavy returns purely for advertising dollars.

"We approach the balance of '79 with these concerns foremost in our minds."

Dealers Adapt To Co-op Ad Crunch In Differing Ways

by Charles Paikert

NEW YORK — Many of the nation's retailers faced with reduced co-op advertising budgets from major record companies are currently reassessing their advertising and promotional strategies and adopting a variety of approaches to fill the media gap.

Nearly all retail advertising executives surveyed by Cash Box stressed the need for dealers to create new and innovative promotional ventures. "Retailers are being forced to come up with better ideas to prove they can sell product," commented Jerry Sommers, advertising and promotional director for the 182 Overture chain, based in Milwaukee.

Besides promotions, among others, 12 promotion in which the chain gave away one new Led Zeppelin album to customers who bought four $7.98 or $8.98 list albums. The response was phenomenal," she said, "and it was something that we came up with ourselves."

Like most retailers surveyed, Sommers said that where co-op dollars had been cut, the chain took up the slack by spending in-stallational dollars. Sommers stated that specialized radio programs such as local "concert watch" program were the chain's top priority.

And although 1982 has developed a reputation for "image" advertising, Sommers maintained that "we are still stressing the importance of music and associate our brand with them. We feel that society has become so price-conscious that we can't afford not to advertise price." Sommers explained.

Other retailers, including Lou Fogelman, owner of the Los Angeles-based Music Plus, and Michael Martinez, president of the Orange-based Everybody's chain, said that the reduced budgets had affected their flexibility, although they were attempting to compensate by promotions.

"It had to be creative," Fogelman said, "when the dollars aren't there. You can't take on any extra projects, but at the same time you stand to lose your identity in the marketplace. You're being forced to radio only, while the newspaper budget gets hurt the most."

As one alternative, Fogelman said, Music-Plus is cross-promoting a Five and Ten Kronemarq train with a local clothing store October 28 to December 26.

RCA Records Recognizes Four Profit Centers

NEW YORK — The RCA Records Division has been organized into four profit centers, each of which will report to RCA Records president Robert Summer.

RCA Records, U.S.A. will be headed by Robert D. Fed, division vice president of RCA Records, U.S.A., who has responsibility for all U.S. commercial record activity, including artist and repertoire and marketing functions.

The second center is Music Service. Headed by Sidney E. Schwartz, division vice president of music service, the center will be responsible for RCA's record and tape distribution operations.

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For The Sept. 8 issue of Cash Box entitled "Cutouts, Overstocks Include CBS, A&M, Casablanca," may have given the erroneous impression that certain titles being offered by Sutter Distributors for $3.50 were "not cutouts or overstock albums."

Actually, these titles, which included records by Linda Ronstadt, Queen, and Olivia Newton-John were acquired either cutouts or overstock albums.

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Back To School Music
**New Faces to Watch**

Bonnie Pointer

With the release of her first solo album, Bonnie Pointer has come full circle. The Oakland-born minister's daughter who started performing in high school, continued after graduation to a career in teaching, but later high school and later inspired her sisters to join her to form the Pointer Sisters, is on her own again.

"I just had a few dreams of my own," Bonnie explains of her decision to leave the successful Pointer Sisters. "We talked about it a long time. I just felt that it would be best for me to be out on my own for awhile, to see what I could do.

What happened was her first solo LP, a self-titled effort, and the single "Heaven Must Have Sent You" on Motown Records. While the album drew attention to her solo debut, Bonnie's single is beginning to match the successes of her efforts with the Pointers. Originally picked up by the disco community, "Heaven Must Have Sent You" is currently #13 on the Cash Box Top 100 singles chart.

While Bonnie's single has been the highlight of her solo career so far, Bonnie also welcomes the other opportunities that have cropped up. "I haven't set any limitations on what I want to accomplish," she says. "I would like to become more of a songwriter and I like to dance. There is also a secondary somewhere in the distant future, too."

A multi-talented performer, Bonnie grew up listening to gospel and television soundtracks, the only music Reverend Elton Pointer would allow her daughters to hear.

The second youngest of the Pointer children Bonnie, nevertheless, had few doubts about her choice of career. "I've always wanted to be an entertainer," she says. "My parents didn't think anything would ever come of my ambitions and I was going to see it that way that worked.

In pursuit of this goal, Bonnie and her sister Anita and June went to San Francisco in 1969 to break into the music industry. Later joined by sister Ruth, the Pointers paid their dues with various opening acts, back-up assignments (including rock artists Elvin Bishop and Dave Mason at San Francisco's then-flourishing Fillmore West) and club dates until their big break in May of 1973.

Playing at Los Angeles' Troubadour, the Pointer Sisters were "discovered" when their dizzying ascent to the realm of pop stardom was underway.

Numerous commercial and artistic successes followed, highlighted on a personal level by a Grammy award in 1974 for writing the song "Fairytale" with Anita, and first prize in the Japanese Songwriters' Festival for "Sweet Stuff," a tune she co-wrote with Steve Winwood.

Bonnie is presently following up the success of "Heaven Must Have Sent You." Recently returned to Los Angeles following promotional appearances in Philadelphia, New York City and Denver, she is currently in the recording studio completing touches on her next album, as yet untitled.

Recorded digitally (as was her single), Bonnie's new LP contains "quite a few surprises" and will be released in October. A promotional tour, including both club and concert dates, will follow.

John Cougar

Moving solidly to the forefront of the post-Springsteen, city-gritty singer-songwriter is John Cougar. His self-titled debut LP released on the Phonogram-distributed Riva label, is making its mark on the album charts, while the single, "I Need A Lover," has already charted abroad.

Oddly, Cougar does not claim that his upbringing in tiny Seymour, Indiana, where he was born John Mellencamp, offered little real inspiration for rock and roll rebelle, "AM radio was great then," recalls Cougar, "with Eric Burdon, Mitch Ryder, and Motown. But that was all we had. And you couldn't get a record if it wasn't stocked in Sears and Roebuck. Seymour was so small that I had a friend who went to a record store not far away down the road and let me have a listen. It was just like royalty."

But by the time Cougar was 18, he was already making demo tapes at a local four-tracker studio, and after a couple of unproductive odd jobs, he submitted some demos to several music managers. This resulted in Cougar being taken on by Tony DeFries' Main Man firm, who introduced him to record engineer and manager David Bowie. This resulted in an album deal with MCA, which Cougar looks back upon as a throwaway second album which never left the can. Shortly thereafter, Cougar and DeFries parted ways, leaving Cougar with little but his new last name.

Despite this experience, Cougar soon again pacted for management with Billy Gaff. "I was in L.A.," recalls Cougar, "and my lawyer, who also worked with Gaff, introduced me. What I liked about Gaff was that he didn't have a need to get his hooks in me. He had already been highly successful and used his new act as a challenge to see if he could do it again.

Though "A Biography," Cougar's first single, was banned at Turner Broadcasting System's 12 Airs (and Rod Stewart was never released domestically it made waves in France, England and Australia. Where Cougar even hosted a TV show. Returning to America, he recorded his current album at Criterion Studios under the production auspices of the Albert Brothers, who have also produced Fireball, the Allman Brothers and McGuinn, Clark, and Hillman.

"What I liked about recording at Criterion," says Cougar, "is that there were no attitudes down there, like 'hey, we've done Aerosmith,' and I'm supposed to be impressed.'"

Today, Cougar's career is as successful as it has ever been. His performance at New York's Bottom Line is "with by some tough critics, and he will be doing a series of tour dates in the near future with Michael Stanley and Rick Nelson. Cougar is especially looking forward to his next recording project.

"Once I make a record, it's over. I've listened to repeat myself in my next album maybe twice. I'm always looking forward to my next album, and particularly to developing my skills as a songwriter. And I'm proud of the fact that people like Tina Turner and Pat Benatar have covered my tunes. They tell me that I've got hype myself, but I'm constantly the kind of talent I'd ideally like to be, I've just learned to get on my knees and crawl a little."

**Artist Profile**

Starship's Kantner Still Flying As Group Continues To Evolve

by Joey Berlin

NEW YORK — Despite changing times and myriad personnel changes, the Jefferson Starship lives on.

Only guitarist Paul Kantner remains from the founding of the Jefferson Airplane 14 years ago, but the 1979 model Starship is currently working on the group's sixth album (or the 18th, counting four separate reissues). The album will have a new lead vocalist, drummer and producer.

Following the recent departures of Grace Slick and Marty Balin, the voices of the Airplane-Starship who had left and returned to the group before, some thought the Starship might throw in the towel. But according to Kantner the depletions just meant that it was time for another regrouping.

"When Marty and Grace left the band, we had to face and deal with it," says Kantner. "But the band has been evolving ever since the Airplane manically split apart while I was making my first solo LP. Blows Against The Empire," in 1970. But the musical core is the same.

"The group still has that family feeling that's always been there, that same feeling of people united versus the world. More than when Marty and Grace were going through the ends of their traumas about leaving."

There are new people involved with the band, even if the spirit remains the same. Several months ago, former Journey and Frank Zappa drummer Aynsley Dunbar climbed aboard the Starship. And after a substantial search for a new vocalist, Mickey Thomas, formerly of Elvin Bishop, was selected.

"Ainsley brings a harder edge to the band, and we'll be featuring him up front on the new album," indicates Kantner. "And after all our singer auditions no one else hit us with the immediacy we got from Mickey."

"And he was more laid back. Our version of rock 'n' roll is harder and he can really rock." New Producer

The new Starship album will also feature a new producer, Ron Nevoes. Nevoes was the second choice for the Airplane's August 1968, a fact the group discovered only after selecting him for the new album. The basic tracks are finished and it's a different direction than we've taken in the last four years," Kantner notes. "I've written some of the material as have Pete [Scars-

Almost 400 Titles Listed In CBS Midline Series

by Ken Terry

NEW YORK — CBS Records has released a complete catalog of its first 400 titles, including both American and international releases, that are currently available. The catalog is priced at $7.98, which now carries a list price of $5.98. Among them are selections by most of the big names on the CBS roster, as well as albums by lesser-known artists. Every category of music is featured in the list.

Although product by some very big stars is being reduced to $5.98, not all of their catalog is necessarily being priced at that level. For example, the only Chicago albums included in the midline are "V"-"VI," "VII," and "VIII," and "X." And, while Billy Joe's "Piano Man" "Street'sile Serenade," and "Turnstiles" are all priced at $5.98, the still charting LP, "The Stranger," remains at $7.98 and Joe's most recent LP, "52nd Street," carries an $8.98 list.

Among the best-known names on the list...

BMA Reception — Executives of the Black Music Association were recently feted by officials of the Country Music Foundation in Nashville at the Foundation's Library and Media Center in Nashville. The BMA reps discussed the Foundation's non-profit hall of fame and country music library. Pictured above (l-r) Earle Atlar, Steve Wonder, Glenda Gracia, executive director, BMA; Bill Ivey, executive director, Country Music Foundation; Diane Johnson, the foundation's deputy director and Kenneth Gamble, Philadelphia recording executive and producer and BMA president.
16,000,000 PEOPLE HAVE HEARD

THE AMITYVILLE HORROR

The Original Motion Picture Soundtrack From The Amityville Horror

September 28 - in 850 theatres nationwide!
Copyright Office Sets Hearing Date On Mechanicals

WASHINGTON, D.C. — The Copyright Office will make its position known on the controversial subject of mechanical license royalties at a hearing set for October 19. The long-awaited Copyright Office decision will aim to resolve questions left hanging since the last formal meeting in December, 1978.

The conflicting demands of the RIAA and the National Music Publishers Association, argued by Stanley Gorkin for the record industry and Leonard Feist for music publishers, will be laid bare.

Moonlight Formed By Ahern, Baister

LOS ANGELES — Paul Ahern and Mel Baister have formed Moonlight Management and Productions, a full service company for recording and performing artists. Moonlight’s first signing is the Simms Brothers Band, a seven piece group on the Elektra/Asylum label.

The Westport, Connecticut based company will handle personal management and international tour coordination for its artists, and will arrange Boston’s debut tour of Europe. The company will also coordinate tours for international acts coming to America.

Ahern, who formerly worked as the national promotion director for Asylum Records, currently manages Boston. Prior to co-founding Moonlight, Baister was vice president of international artist development for Leber-Krebs management.

VP Post At WEA Goes To Falstrom

LOS ANGELES — Jerry Falstrom has been named a vice president at Warner-Elektra-Atlantic Corp. The announcement was made at WEA’s Awards Dinner held recently in Los Angeles.

Falstrom had been with CBS-TV for five years before joining WEA in February of 1977. He was named controller in July, 1978 and will continue in that position.

“we are fortunate to have within our organization men of such stature who may be called upon to assume the more demanding executive responsibilities required to meet the challenges of the ’80s,” said Henry Droz, president of WEA, in making the announcement. “I look forward with optimism to the role Jerry Falstrom will play as part of a top management team dedicated to sustaining WEA’s influential position in the music industry in the coming decade.”

Shoes Debuts LP On Elektra/Asylum

LOS ANGELES — Elektra/Asylum artists, Shoes, debuts the “Present Tense” LP Sept. 18. Shoe members are Jeff Murphy, John Murphy, Gary Klebe and Skip Meyer.

McHugh Named Manufacturing VP For RCA Label

NEW YORK — Joseph J. McHugh has been appointed vice president, manufacturing, of RCA Records. McHugh, who will report to Robert D. Sumner, president of RCA Records, will be headquartered in Indianapolis, Indiana. McHugh, who has been with RCA for 13 years, has for the past three years been on assignment in Europe with direct responsibility for establishment of a picture tube manufacturing facility. From 1973 to 1976 he was manager, manufacturing, with responsibility for color television tube manufacturing at RCA Corporatio's Scranton, Pa. facility.

RCA Will No Longer Distribute Bethlehem

NEW YORK — RCA Records is in the process of terminating its distribution arrangement with Bethlehem Records, a jazz reissue label owned by Cayre Industries. Cash Box has learned.

RCA has distributed 30 of the label’s 200 catalog titles since November of 1978. According to a spokesman for Cayre, the titles were released primarily on “test basis,” and both parties had expressed “second thoughts” about the agreement. He declined to say whether Bethlehem had found a new distributor for its catalog.

RCA/Salsoul

The spokesman added that the dissolution of the arrangement would not affect RCA’s relationship with Salsoul Records, which is also owned by Cayre Industries. An RCA spokesman could not be reached for comment.

NARM Scholarships May Go To Spouses

NEW YORK — For the first time in the twelve-year history of the NARM scholarship program, spouses of employees of NARM member companies will be eligible for scholarship consideration.

In addition, new NARM scholarships have been raised to $6,000, or $1,500 for each academic year.

The scholarships are awarded on the basis of financial need to academically talented students. Winners are selected by a committee of NARM members, chaired by William G. Owen, vice president of the University of Pennsylvania.

October 31 is the final date for submission of applications for the 1980 program. Member companies may call the NARM office at 609-795-5555.
Lovin' always raises a little bit of Hell.
"Shake Hands with the Devil."
A new Kris Kristofferson album.

Kris Kristofferson sings very special new songs all about loving. And he means it all, 'cause he wrote most of them himself.

Kris Kristofferson.
"Shake Hands with the Devil."
On Columbia Records and Tapes.
**Hayden's Label's Scores With First Release, A&R Tactics**
by Frank Sanello

LOS ANGELES — Since CBS A-Tomp-Mick label had a #1 hit on the discos charts earlier this year with its first release, Patrick Hernandez, "Born To Be Alive", it seems reasonable to quiz Tom Hayden, co-president with Mike Stewart of A-Tomp-Mick, about his theories and practices of A&R.

Asked what guidelines he gives his A&R department, 25-year-old executive categorically replies, "I am the A&R department. He clarifies that while A-Tomp-Mick personnel make recommendations to the promotion department do have input, the final say-so on artists' signing and promotion is his.

Both general and specific criteria, pragmatic and theoretical ideas are considered when signing an artist, Hayden says.

The Hernandez choice illustrates the more practical side of Hayden's A&R practices. When the decision was made to buy the U.S. and Canadian rights from Aquarius, "Born To Be Alive" was already the #1 hit in France, with 2 million units sold.

The label's next release, Diva Gray & Oyster's "Saint Tropez", is currently #17 on the French charts.

**Formula For Success**

Buying European hits at first all seem like a logical and surefire formula for success — until one realizes that many of Europe's biggest recording artists have belly-flopped on U.S. shores.

The real reason Hayden prefers to go with European hits is even simpler: "I like to buy them because I know what they sound like. I have the master in my hand, and except for the language, I know what the finished product will be.

It costs a few more dollars to buy a hit, but it's wise to buy an established hit than to pay an established and expensive producer to record what you hope will become a hit," he adds.

In theory, Hayden looks for an artist who is capable of going out and touring, somebody people can relate to. We hate to promote a fictitious star group," the young exec also hopes "I have an open enough mind to recognize a trend and spot a new sound.

Dissatisfied with the A&R decisions he saw made when working for other labels, Hayden admits to having had a secret desire to form his own label and make his own A&R decisions. He is quick to point out, however, that his A&R and promotional choices have sometimes also been wrong.

Missed Movement

"I turned down an offer to promote Claudia Barry's "Boogie Woogie Dancin' Shoes."

I thought the record too fast to be placed in the clubs. I didn't realize that the single was the spearhead of the fast beat movement which later took over the clubs," he says.

Although A-Tomp-Mick's first release and success were in the disco field, Hayden and co-president Mike Stewart do not plan to go with that sound exclusively. In fact, Diva Gray & Oyster will be geared toward Top 40 and R&B stations. "We won't go after disco exposure. Hayden states, "until we've had a crack at Top 40."

**Denise Of Disco**

Also, as head of an independent promotion firm responsible for moving product of numerous labels, Hayden disagrees with those who predict the imminent demise of disco based on the current drop in disco sales. "Disco is part of the record business, and disco has slowed down just like everything else. If disco is dying, then so are pop and R&B. As long as there are disco- and other oreas and to promote it companies will continue to release disco product."

Hayden also sees a solid future for disco (continued on page 5).

**Eagles Tour To Begin Oct. 8 In Providence**

LOS ANGELES — Elektra/A&S recording group the Eagles will begin a concert tour of the east and midwest on Oct. 8 in Providence, Rhode Island. Nine more shows in six other cities will follow, winding up with an Oct. 21 date in Richmond, Ohio. Additional tour dates will be announced shortly.

The tour will coincide with the release of the Eagle's new LP on E/A, "The Long Run."

**STORM SIGNALS FROM MCA**

— Rock group Storm, a high energy quartet, have signed with MCA Records and will release their debut LP, a self-titled effort, this week. Pictured are (l-r): Randy Phillips, Storm co-manager; Mike Stewart, MCA A&R vice-president; Ruth Carlson, MCA product manager; David Devon, Storm; Bob Siner, MCA Records president; Jeanette Chase, Storm; Leer Stevens, Storm; and Ken Ellen, Storm co-manager.

**JOHANSEN AT PALLADIUM — Blue Sky recording artist David Johansen performed at the Palladium in New York, where he featured selections from his latest album, "In Style." Pictured (l-r) are: Johansen, Ellen Foley, Cleveland International Records manager and Gino Schiavoni, director of national promotion for CBS Associated Labels.

Hamisch wears the tune, and James Mtume and Reggie Lucas both appear with "a Best Of Southside Johnny album. The title cut is a previously unreleased live version of "Havin' A Party." Dee Dee Bridgewater is in rehearsal for the 1980s Radio Hour, slated to open on Broadway early next month.

George Townshend, best known for his song "My Generation" is a part of the upcoming "Nothing's Gonna Stop Me Now." The Who's LP, "Tommy," has been released with live action and a song called "I'm Just Like You."

ROZZY STORM; Denny Rosencrantz, recently released his latest album, "Chasing The Sun." Theatre.

The Fabulous Thunderbirds, one of New York's most highly touted new waves bands, have been signed by Stiff Records. "Kick Me Hard." Their latest album, "Red Eaton," features an old Rosemary Clooney song, "This Old House." Blue Angel, the latest discovery of Allman Brothers manager Steve Massarsky, is attracting serious label attention after several east coast showcases, including one at Trax last week.

**NEWS**

Denny Seiwell, the former bassist for Yes, has forsaken his "American Pie" songwriting and turned to roots music. "Don't Let Me Be Lonesome Tonight," has been released on Epic Records. This LP features the voice of a "1980s Radio Hour" announcer, Ronni Storm, Denny Rosencrantz, a member of the Allman Brothers Band, and B.B. King.

**EAST COASTINGS**

**ROCK STARS TO LEAD ANTI-NUKES MUSIC RALLY** — The folks at MUSE (Musicians United For Safe Energy), who are sponsoring a series of benefit concerts at Madison Square Garden from Sept. 19-22, are hoping to cap the weekend with a hugely rated at the Battery Park City landfill in New York on Sunday afternoon. Sept. 23. Details and appearance from the city still have to be ironed out, but MUSE hopes that its show will feature the likes of Jackson Browne, Gil Scott-Heron, Graham Nash, Jane Fonda, Ralph Nader and other activists and musicians. The show, which could attract up to 200,000 people will be broadcast on a national network featuring televi- sion news shows and T-shirts and passing the hat. A fourth show has been added to the MUSE bill at the Garden, this one on Sept. 22 with appearances by Tom Petty and the Heartbreakers, Cars, Bob Dylan, Tom Petty, Ronnie B. Taille, and Gill Scott-Heron. There are also plans underway to put on a fifth show Sunday night at the Garden, and negotiations are still ongoing for rights to record the landmark concerts. While insiders get all the breaks, including tape, MUSE has set aside several hundred seats at each concert for the music industry at $100 per ticket. Media reports may be ordered by calling Susan Stroyin at 691-5422.

**NEWSEY CRUISE** — Some important folk people are taking a new Olivia Newton-John — John Travolta movie with music by ELO. Stephanie Mills will sing a theme song, "Ready?" for the upcoming Burt Reynolds movie, "Starting Over." Marvin Gaye is set to make a guest appearance on a new album with a "Best Of Southside Johnny album. The title cut is a previously unreleased live version of "Havin' A Party." Dee Dee Bridgewater is in rehearsal for the 1980s Radio Hour, slated to open on Broadway early next month.

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ROY CLARK
GATEMOUTH BROWN
featuring
STEVE RIPLEY (Producer)
AIRTO MOREIRA
TONY GARNIER
JIM KELTNER
GARLAND CRAFT
THE MEMPHIS HОРNS
THE MUNDANE WILLIS SINGERS
**Carter And White House Host Afternoon Of Gospel Music**

by Don Cusick

WASHINGTON, D.C. — Gospel music came into its own Sept. 9 when the President and Mrs. Carter hosted an old-fashioned Gospel Singin’ at the White House. It was the first time Gospel music has ever enjoyed a “Day” at the White House, and more than just a day, the event proved to be a life-time achievement for those involved in Gospel music.

It was a perfect day for a Gospel concert, boasting bright sunshine for the more than 800 guests who attended the three-hour event.

**BMI Announces Royalties Up For 2nd Half Of 78-79**

LOS ANGELES — Broadcast Music, Inc. (BMI) announced “substantial royalty increases” for its affiliates during the third and fourth quarters of the 1978-79 fiscal year. Royalty payments were up for the period — Jan. 1-June 30 — due to “healthy licensing increases” and a continued stress upon operating efficiency,” according to BMI senior vice president Theodora Zavlin.

While the organization declined to provide dollar amounts, significant increases were registered over the figures that last year contributed to a record $56.4 million paid to BMI members.

Specifically, areas in which payments increased during the third and fourth quarters included increased payments to television themes of network prime time shows in excess of 26 weeks. Fourth quarter payments accounted for these same increases to themes of such shows broadcast in excess of 13 weeks.

**Olson Named Top Manager ’79 At Pickwick Confab**

LOS ANGELES — Wayne Olson of the Des Moines branch was named “Operations Manager of the Year” for Pickwick International at an executive meeting held recently at Brainerd, Minn.

In addition, Pickwick president C. Charles Smith presented the “Best Operating Master Branch” award to the Des Moines operation, and Pickwick vice president of operations Tom Wortmann awarded the “Best Operating Satellite” title to the Chicago branch.

The awards highlighted a four-day inter-annual meeting of the company. One of the world’s largest music wholesale/retail operations.

**Bottled Up**

CURRENTLY preparing for their first west coast tour, MCA recording artists The Bottles have more than a few memories of their recent LP release.

The label refused to remove the bar coding symbol from the back cover of their new LP, Earth, Sky, and Sea, which ruined the photos that took for the jacket according to the artist. So now Capitol will release the LP Oct. 8 — without bar coding.

**FILM NEWS**

Cheech & Chong begin filming their next movie, Oct. 8. “Cheech & Chong Go Hollywood” will be a behind-the-scenes comedy about rock ’n’ roll, coal miner’s daughter.”

**TV NEWS**

The Cars, the hottest item, will be appearing on the “The Late Late Show” with Johnny Carson.

**COMING RELEASES**

Sept. 24 is the shipping date for the Eagles’ “The Long Run.” Sounds like the Knack has his debut album and judging from their recent Amphi-theatre dates, should be a winner.

“Chevy Chase” is reportedly cutting his first record at Crimson Studios L.A. With Friarmays/Heider in Hollywood, final mix has begun on the last Little Feat album. Record companies are waiting with bated breath for the long-awaited “Devil’s Daughter.”

The next album to be released is the Rolling Stones’ “Red and Blue” which has been taken over by a team of band members and the late group leader’s friends. At L.A.’s Kitchen Sync studio, all group the Orchids and lead act the Popsciles are tracking with producer Kim Fowley. “Young and Restless” TV star David Hasselhoff is also tracking there.

**THE LOCAL SCENE**

L.A.-based groups seem to be the hottest item in A&R circles these days, so here’s a couple of up-and-coming acts on the scene in southern California.

The Makers is a new wave rock band that played the Troubadour and the Ford Theatre last week and scored a lot of potential. They’ll be appearing at the Blue Mountain tonight.
HEAD GAMES — Foreigner — Atlantic SD 29999 —Producers: Roy Thomas Baker, Mick Jones and Ian McDonald — List: 8.98

“Head Games” is Foreigner’s third album, and, once again, the sextet has come up with a winning package of torrid formula rockers. Lou Gramm has one of the most powerful and appealing voices in rock, and his gutty style sounds better than ever here. The LP is chock full of potential hits with a consistent bat- tering ram of melodic hard rock songs in this platinum band’s latest collection. “Dirty White Boy,” “Seventeen” and the title cut are among the barn burners on this LP.

KENNY — Kenny Rogers — United Artists LWA-979 —Producer: Larry Butler — List: 8.98

Kenny Rogers’ warm, smoke & whiskey voice is one of the most engaging in popular music today. “Kenny” will stop people from thinking of him as only a country artist and make them realize that he is truly a mass performer. There are several uptempo acoustic-flavored songs on the LP, and most of the lyric content has to do with love lost and found. His sensitive, world- weary vocal on a lilting orchestrated ballad, “You Decorated My Life,” is one of the magic moments.


Johnston possesses one of the most recognizable voices in modern day music, as his grizzly vocal shadings graced such dooey Bros. classics as “Listen To Th3 Music” and “Long Train Runnin’.” His first solo LP finds him in the company of The Memphis Horns and Little Feat, and singing in top notch R&B form. Johnston’s funky blue glasses rhythm power most of the tracks on this outstanding LP. “Outlaw,” a lilting rocker, and “Man On The Stage,” a Southern flavored smoker, are the standouts.

STRATEGY — Archie Bell & The Drells — Philadelphia International JZ 36096 — List: 7.98 — Bar Coded

This classic R&B act sounds as good on the new album as it did in the days of “Tighten Up.” The Houston quartet sails through a set of class rhythm and blues songs — uptempo numbers and jazz-flavored workouts. A Lot of stellar session players join in on the set and Michael Pendicin’s sax solos are sheer poetry. “You’re The Only One” and “How Can I,” two shimmering ballads, and the smoke ‘n’ jazz cut are the LP’s standouts.

TWO SIDES TO EVERY WOMAN — Carolee Carter — Warner Bros. BSK 3375 —Producers: Lance Quinn & Tony Bongiovi — List: 7.98

The title of this, her second album, seems to be apt. On one hand, her own personal roots are hardcore C&W, while on the other she has gained a certain amount of notoriety by rubbing shoulders with such king-pins of Britain’s new wave faction as The Rumour, (husband) Nick Lowe and Elvis Costello. These two apparently divergent factors make for an amazingly creative musical amalgam that works so well that it’s hard to believe that the two genres were ever at loggerheads with each other.

MOVIN ON — Vicki Sue Robinson — RCA AFLI-3080 — Producer: T. Lice — List: 7.98

Vicki Sue returns with another disco album, and her vocals are more energetic and emotional this time around. While Robinson is the star on this LP, T. Lice’s compositions, arrangements and production work vareg on occasion. Robinson w rings the drama out of a ballad like “Can’t Ac- cept The Fact,” and lets her voice soar on the title cut and “Hope Your Feelings Are Like Mine.

RUNNERS IN THE NIGHT — Desmond Child & Rouge — Capitol ST-11999 — List: 7.98 — Bar Coded

This theatrical rock band brings the dramatic feel of a contemporary Broadway musical to vinyl with “Runners In The Night.” Desmond Child’s sophisticated vocal style is equally matched by the haunting harmonies of Rouge (Mena Vidale, Myrain Valle and Diana Grassei). The band’s sophisticated singing style is augmented by a hard rocking musical group led by guitarist G.E. Smith, bassist John Siegler and drummer Jerry Marotta. For AOR and Top 40 lists.


Forget Deep Purple. Whitesnake has. The stylistic similarities are minimal now at this point in the band’s career. Whitesnake only embodies the undying rock spirit that was Deep Purple. Remaining instead for an air tight total band feel, this album is an aggregation of divergent soloists. The end result is superb; vibrant vocals from David Coverdale, guitar work with a noteworthy quiet strength from Bernie Marsden and, of course, there’s Jon Lord, who seems to be content now to simply supply rock steady rhythm keyboards.

YOU’RE THE ONE — Rory Black — Chrysalis CHR 1233 — Producer: Booby Ell — List: 7.98 — Bar Coded

Black’s soulful, sensual vocals are in top form on this fine disco-oriented outing. The music is rife with walking bass lines, hand claps punctuating horns and sophisticated string fillis. The inimitable Don Renaldo supplies the vibrant horns and strings. The title kit, a guaranteed smash in the disco and an X-rated disco Inferno entitled “Please Put Out The Fire” are the top tracks on the LP.

DREAM POLICE — Cheap Trick — Epic FE 35773 — Producer: Tom Werman — List: 8.98

This rock ‘n roll-popsicle of a band made Budokan a hopping thing with its live LP, and “Dream Police” should keep the Tricksters on top of the rock heap for some time. The band has it all — neat hooks, great looks, two kooks and the adolescent appeal. This beautifully produced LP is more fun than the back seat at the local drive-in and “Writing On The Wall,” “I Know What I Want” and “Need Your Love” are the long awaited albums rock ‘n’ joys.

FLIRTIN’ WITH DISASTER — Molly Hatchet — Epic JE 36110 — Producer: Tom Werman — List: 7.98

When the first Molly Hatchet album came out a year ago, they anticipated that it would eventually bust out of Florida, escape itself in the charts for 32 weeks and very quietly turn gold. “Flirtin’ With Disaster” now proves the record company’s faith and the band’s success. Full-lit guitar boogie workouts guaran- teed to skin an alligator at ten aces and barbed wire vocalizing all but bury the term “mellow.”

THE MOTELS — Capitol ST 11996 — Producer: Carter — List: 7.98 — Bar Coded

The Motels is one of the most popular bands on the LA club scene, and Marshall Chapman and his boys have finally found their way onto wax. The band’s hard pumping, volatile new wave style exudes the sound and feel of the sensual Los Angeles night air. Jeff Jourard’s hot ax licks and Michael Goodroe’s bass pulsations are the perfect vehicle for the passionate vocals of vamp Davis. “Total Control,” “Kix,” and “Ponk Reggae” are the ones to listen for on this LP.

THE BEAT — Columbia NJC 36195 — Producer: Bruce Bot- nick — List: 7.98 — Bar Coded

This fine San Francisco quartet has come up with a starting debut effort. The band incorporates brash new wave sensibility with the spirit of British Invasion rock. The result is one of the most intense rock ‘n’ roll packages of this year. There is much youthful exuberance in the Beat’s music, but the sound is rawer and more gut level than many of its slick contemporaries. Look for this band to become one of the sleeper acts of 1980. Key cuts are: “Work A Day World,” “Let Me Into Your Life” and “You And
Adult Contemporary Format Expands With ‘Baby Boom’ (continued from page 7)

program director, Don Kelly, took a sociological tact in looking at his new audience.

"The 25-34 demographic, as psychologists and radio consultants claim, are not only the latest trend, but also the people who have been around long enough to be firmly established in their careers," said Kelly. "They are also the people who don't own much yet. So, they are buying everything now. It's the 'Me Generation' theory—Me first, I want it now. Whereas, after 49, they want to save the dollars."

Untapped Market

According to Kelly, the 25-34 age group represents an assemblage of people that record companies have ignored for a long time from standpoint of trying to generate sales, but might be pliable on both market and music research.

One radio station that relies on both these methods of research is KCBG/San Diego, which began adapting an A/C format in January of this year. The former Top 40 uses the RIAm one day, and also calls various record stores and communicates with a large network of radio stations across the country.

"We boil all the research down into San Diego. We gear our music to the community's taste," said Charlie Brown, KCBG's PD. "San Diego is really Dubuque, California. It is a big city that still is a little town. The people here are radio conscious, and are also into fund raising and sports. Involvement means something here."

Importance of Lively Air Personalities

Besides gearing his programming at his city's specific wants and tastes, Brown also stressed the importance of lively air personality and the role they are involved in helping to create.

One example of how this was done recently was in the survey of the top 25 listening to the station. The first 50 listeners were found to be 25-34 years old, and the station decided to put a new personality on the air.

"We have been putting out new personalities for the past two years," said Brown. "It is the most successful format, and we have seen a steady increase in audience since then."

The station currently has 15 personalities on the air, and Brown said that they plan to continue this trend.

A/C is a very successful format, but it is still a difficult concept to grasp.

Misunderstood Format

"It is one of the most misunderstood ideas in radio," said Halper. "A lot of station's call themselves A/C when they are pretty much Top 40 stations that don't play Led Zeppelin," commented Halper.

"Then there are the stations that play nothing but "25-34" music that haven't changed from the old line MOR station because they wanted to get younger listeners without alienating the older ones. That is how A/C was originally envisioned—a middle of the road station between the top 40 music of the years and the MOR music of the 70s."

King Seattlev is different from many of the A/C stations in that it is a Top 40 station. However the station reflects another growing trend in the country because it directs its format at an adult audience who have simply grown older.

"The other audience just won't go for the teen sound anymore," proclaimed Cook. "It seems like the young people are growing up and enjoying older music, too."

With WFLI, there are a little older now, and that dictates that the station mature with its listeners.

A/C is different from what it used to be.

The change is not that apparent, it's just approaching the thing with a little different promotion and a little more realism. We'd play what we considered to be the Top 30 records in town without blatantly playing any hard stuff."

Cook explained that WFLI, like many of the stations that were surveyed, had been targeting their format to the 25-34 age group for the past two years, and that was the day, and that news was playing a larger role.

"Priorities change when you're in your twenties," said Cook. "You want a station that plays music, but also allows you to find out what's happening. That is where we position ourselves."

Donna Halper, the music director at WDHQ/Boston, has listened to the Billboard's A/C format since the mid-80s, and has experienced the old line adult format and the newer A/C format. "I grew up listening to WDHQ, but as my mother and father listened to the sounds of Frank Sinatra and Peggy Lee."

"I grew up listening to WDHQ, but as my mother and father listened to the sounds of Frank Sinatra and Peggy Lee, I grew up listening to WDHQ, but also stressed the importance of the station's taste."

DHQ/HQ has been the highest Arbitron ratings in Boston in the last two decades, according to Halper, who maintains that the station's target audience is "25-30," said, "because A/C is a very successful format, it is still a difficult concept to grasp.

CASH BOX/September 22, 1979
WHATS IN-STORE

PRO-BUDGET - With the advent of several labels offering lower list prices on catalog and debut new releases, retailers should be gearing up for the change, and prepare to utilize the situation to the utmost advantage. Lower lists should result in lower prices. While the buyers may know the overall savings and advantages, the customers should be made aware of the widespread savings being offered. A small investment in colorized stickers to be placed on these albums, and associated with a centralized price sign will let the customer know that an automatic gesture, and price comparisons are rarely done due to a common base price. If the savings are pointed out, customers will search them out to stretch their dollar into a multi-purchase. Placing the lower lists in with regular catalog will increase the visibility of both. However, special sections, or even a comprehensive listing of the register of the albums could prove to be helpful. Regardless of how they are merchandised, inventories will prove more accurate if these albums are clearly marked or sectioned.

NEW STATE OF THE ARTS - To keep within a "high quality at low price" policy, Pacific arts has announced a "special terms discount" while the industry continues to raise prices. The dealer has the option to buy any Pacific Arts LP or tape for $2.99 in comparison to its regular $3.65 on a $7.98 list. (Other lists are discounted proportionately.) The special $2.99 discount carries with it a billing policy of 29 days. Defectives will be replaced, but no overstock can be returned. If the bill is not paid within 29 days, the cost escalates to the regular $3.65 and the dealer has no rights to the discount privilege. Distributors also have the option of buying larger quantities, and splitting the charge at $2.99 and $3.65 with the bill dating to apply and 29 and 60 days respectively. Distributors should then pass along the savings to their accounts proportionately. According to Kenneth M. Nau, president of Pacific Arts, the plan is coming into effect to make it economically feasible to offer lower prices. Without free goods and extended billing used as an incentive to buy, the plan should also help cut returns since no minimums are placed on quantities. And if, or whether are placed sensibly, 29 day billing should also speed up cash flow in an industry bogged down in extended credit, countless cases of accounts being put on hold, and general bad feelings and power struggles that follow.

FALL TAPE PROGRAMS - Blank tape sales, especially of the high quality variety, are increasing and doing better than ever. Various tape manufacturers are gearing up for expansion, and fall buying programs are being announced and/or are now in effect. Here is a brief rundown.

MAXELL CORP. - In the reel-to-reel department, Maxell has begun their "Real Great Deal" promotion. With the purchase of three reels of tape, the customer is given a free metal take-up reel. In-store merchandising ads of all sorts are being offered. Also, due to the boom in car stereo sales, Maxell is teaming up with Jensen Sound Labs to offer a free U.D-C-90 cassette to any customer who auditions a Jensen automotive receiver at participating dealers. No purchase is necessary, but customers must present a special coupon to be taken from ads placed in five metropolitan areas. Cleveland, Dallas, D.C., Worth, Houston, Washington, and Atlanta. Maxell is also celebrating its 10th anniversary in October. Parent Company, Hitachi-Maxell Ltd. has announced a 25% increase in profits over the last fiscal year and expansion plans with a new plant in Conyers, Ga. and added manufacturing capacity in Japan.

TDK ELECTRONIC CORP. - TDK has announced stepped up programs to support its recently improved D audio cassette. National media plans are in the works, and local dealer plans are being offered. Locally, customized ads for co-op are being featured along with various merchandising materials. The TDK D will be offered in various promotion packs at unit free goods on 2- and 4-packs, plus in a blister-pack premium deal which gives consumers to be taken from ads placed in five metropolitan areas. Cleveland, Dallas, D.C., Worth, Houston, Washington, and Atlanta. Maxell is also celebrating its 10th anniversary in October. Parent Company, Hitachi-Maxell Ltd. has announced a 25% increase in profits over the last fiscal year and expansion plans with a new plant in Conyers, Ga. and added manufacturing capacity in Japan.

CUSTOMER QUOTE OF THE WEEK - "No paper rolls? What kind of record store is this anymore?"

REGIONAL ACTION - Nature's Divine single in the south as well as Detroit... Chicago single still doing best in Memphis and Nashville... Dave Edmunds single still strong in the west... J.D. Souther single starting in the west... Deniece Williams single strongest in the south... Recent album picking up a lot of small investment... And The Yachts selling in L.A. ... 7th Wonder LP looking good in New England... Molly Hatchet LP is starting immediately in the south... and The Fabulous Thunderbirds are huge in Texas... marty sobol

THEY MEAN IT - 20th Century-Fox recording artist Genya Ravan recently visited the offices of ViQ-OQ FM in Philadelphia to promote current LP, "I Am Mean It!" At the station, she met Island recording artist Robert Palmer. Shown above (1-1) are Alan Meis of Island Records, Alex Demmers and Ed Scaky of ViQ-OQ FM. Palmer and Ravan. Josh Harrold, director of national album promotion for RCA Records, and Dave Parks, vice-pres-ident of promotion for 20th Century-Fox Records.
SINGLES

SINGLES REVIEWS

GLORIA GAYNOR (Polydor PD 2021)
Let Me Know (I Have A Right) (3:12) (Perren-Vibes Music, Inc. — ASCAP) (D. Fekaris, F. Perron)

This is Gaynor's best so far: "I Will Survive." Powered by her exciting voice and the insistent disco beat, this cut, from the "I Have A Right" LP, due shortly, is a mature and sophisticated effort, with no loose ends. Gaynor is among the cream of the crop in disco, and this new effort should confirm an even wider acceptance of her music.

POINTER SISTERS (Planet P-45906-A)
Blind Faith (3:45) (G. Rafferty, J. Egan)

Written by the Stealers Wheel duo, "Blind Faith" continues the Sisters' move into the pop-rock covers field, where they should be gathering gold records for some time. Classy vocals, complete with pop shoo bops, and boogie-woogie piano ride the solid rock beat to a powerhouse finish. A Top 40 natural off the "Priority" album.

THE WHO (Polydor PD 2022)
5:15 (4:51) (Townshend)

From the soundtrack of the upcoming film "Quadrophenia," this is typically good Who music. With all of the tracks from the original "Quadrophenia" studio LP re-worked, except Keith Moon's drum tracks, this cut features the "big rock" sound that has made the group famous. Who lovers everywhere will gobble this up. Should score big on both Top 40 and AOR.

ELTON JOHN (MCA MCA-41126)
Victim Of Love (3:18) (British Rocket Music — ASCAP) (S. Levyc, J. Ru)

A saucy mixture of syndrums, cracking synthesizer effects, and a jumpy bass line enhances John's building vocals on this first single off of the upcoming "Thunder In The Night" LP. Thor Baldurson's arrangements bring the cut into the eurodisco/pop vein, almost guaranteeing international hit status.

THE WHO (Polydor PD 2022)
5:15 (4:51) (Townshend)

From the soundtrack of the upcoming film "Quadrophenia," this is typically good Who music. With all of the tracks from the original "Quadrophenia" studio LP re-worked, except Keith Moon's drum tracks, this cut features the "big rock" sound that has made the group famous. Who lovers everywhere will gobble this up. Should score big on both Top 40 and AOR.

POINTER SISTERS (Planet P-45906-A)
Blind Faith (3:45) (G. Rafferty, J. Egan)

Written by the Stealers Wheel duo, "Blind Faith" continues the Sisters' move into the pop-rock covers field, where they should be gathering gold records for some time. Classy vocals, complete with pop shoo bops, and boogie-woogie piano ride the solid rock beat to a powerhouse finish. A Top 40 natural off the "Priority" album.

CHARLIE DANIELS BAND (Epic 9-50768)

Coming on the heels of the group's biggest hit, "The Devil Won't Die To Georgia," this single off "Million Mile Reflections" should get a lot of attention from pop, country and AOR stations. A kind of redneck blues-rock number, "Passing Lane" features a wily lyric hook and the band's usual strong instrumentation.

JOHNNY MESSINA (Columbia 1-11094)
New And Different Way (3:30) (Jasperella Music — ASCAP) (J. Messina)

The first single off Messina's long-awaited solo LP, "New And Different Way," mixes lilting Latin rhythms and jazzy keyboard work. Well-employed horns also complement the smooth vocals, strangely reminiscent of Stevie Wonder. Lopians and Messina fans won't be disappointed and pop, soft rock and A/C programmers should welcome Messina back with open arms.

THIRD WORLD (Island IS 49059)
Always Around (3:56) (Island Music — BMI) (J. Jarrett)

The second single from "The Story's Been Told" LP. This R&B-flavored ballad embodies the gradual transformation of Third World from a localized reggae success to mass appeal. With only a faint hint of the raw reggae that first broke the band, this ballad could score with Top 40 and B/C.

ENGLAND DAND JOHN FORD COLEY (Big Tree BT 17600)
Caught Up In The Middle (4:01) (Cold Zinc Music — BMI) (J. Coley, B. Gundy)

The third release from the "Dr. Heckle & Mr. Jive" LP finds the duo returning to an easier, MOR-ish pace, building from a pop/jazz base to a bouncy, up-tempo bridge. Simple guitar soloing stands out here. For a number of formats.

HOT CHOCOLATE (Infinity INF 550, 033)
I Just Want What You're Doing (3:58) (Finchley Music — ASCAP) (Brown, Connor, Hinsley, Olive)

Error! Brown and company have come up with another irresistible cut for pop, B/C and disco formats. Clever funk touches abound, complementing the excellent use of horns and synthesizers. This one should work equally well on the car radio and the dance floor.

SIMMS BROTHERS BAND (Elektra E-46529)
Back To School (3:32) (Flexible Music — BMI) (R. Sabino)

As you may gather by the title, this sweet little pop-rock tune is right in season and the charging rhythm section and solid harmonies could appeal to adolescents and young adults alike. More than a novelty, this is right for AOR, pop.

NOEL POINTNER (United Artists UA-X1311-Y)
For You (A Disco Concert) Part 1 (3:56) (Olive Tree — ASCAP)

More disco-flavored than full-blown disco, this smooth cut from the "Feel It!" LP has the professional and sophisticated sound that can result when a jazzman plays pop. Pointer is a fine jazzman, playing with typically top-flight sidemen.

ORLEANS (Infinity INF 550, 036)
Forever (2:33) (Lucid Music — BMI/Orleansongs — ASCAP) (B. Leinbach, M. Mason, L. Hopper)

This easy-going ballad about the nature of friendship has pop and A/C potential. Smooth acoustic guitars and an emotional vocal track highlight the spare production on this one.

WAYLON JENNINGS (RCA PB-11723)
Come With Me (2:59) (First Lady Songs — BMI) (C. Howard)

This strong ballad from Waylon, with help from Jessi Colter on vocals, will be a big country record and could cross to pop as well. Jennings has a hard-nosed cowboy/outlaw reputation, but here he shows his sensitivity and tenderness.

ERUPTION (Anola 7757)
One Way Ticket (3:35) (Robert Mellin Music Publishing Corp. — ASCAP) (Hunter, Keller)

This is the original version of the disco cut featured on the "Leave A Light" LP and 12" club disc. The lively voice of lead singer Precious Wilson, simple lyrics and a lighter bottom end than needed for club play could spell crossover.

BILLY FALCON (United Artists UA-X1322)
Girls (2:50) (Songs of Manhattan Island Music Co., div. of Whitehaven Pub. Corp. — BMI) (B. Falcon)

This throbbing rave-up from Falcon's self-titled LP features pummeling drums from start to finish, '50s influenced boogie-woogie piano and Falcon's strident vocals. The unique combo of styles here makes this an offbeat pop, AOR choice.

RICHIE FURAY (Asylum E-46534)

Furay has been through several changes since his departure from Poco a few years back and this cover of "The Young Rascals' hit leaves one a bit mystified, as it is almost a note-for-note copy. Nevertheless, pop A/C programmers should give this a spin.
Record Execs See No Recession In The Music At NAB Radio Conference
by Mike Glynn

ST. LOUIS — Three key executives from major record labels spoke frankly of the repercussions of the industries' eating disorders in the first half of the year and addressed themselves to the radio-related problem of off-air taping in a panel moderated by.John Gallagher, WAAF/Worcester, Mass. 

In order of their appearance, the speakers were: A Visit With the Country's Top Record Companies, Sept. 11 at the NAB Radio Conference in St. Louis. The panel luncheon, moderated by Bill Green, publisher of "The Green Report," contained general statements from Bob Feld, dividing director of Radio Records U.S.A., Bruce Lundvall, president of CBS Records Division, and Bob Sherwood, president of Mercury Records. They then fielded questions from programers, who complained of the service problem (also hotly discussed at a previous workshop, "How to Deal With Record Promotion People") lack of records, the problem of 'babies,' the lack of albums for breaking acts and the communication problems between the two industries.

象征性的关系

The label executives stressed the "symbolic relationship" between the radio and recording industries. "We are looking for creating new artists, lauding radio for their part in establishing many new artists this year and saying that they do not see a downturn in pricing.

Lundvall candidly stated that "a lot of record label presidents feel that the record business was recession proof" until last year.

"We were spending more time with the accountants than with the artists," noted Lundvall bluntly of the record industry's refutation over the past few months. "Bill said we are rapidly beginning to see things turn around."

Indicating that he hoped the labels learned a lasting lesson from the sales decline, Lundvall somberly said, "I hope that record company executives like myself are not prone to amnesia."

Sherwood emphasized that the tape of music off the radio has robbed the record industry of millions of dollars and that the numbers are increasing. "Any problems which we will have will be explained. Sherwood of the tape problem, noting that tape stealing "ventures money" from the record companies. "I personally feel that our biggest problem is communication," continued Sherwood, said of the gap between the two there has been a serious lack of it!" We've been walking all with you."

With Babies

Sherwood also stressed the need for help from radio with many of the new acts. "You naturally want to play the hits but we need your help with the 'babies,' the puppets.

Commenting on pricing, Bob Feld said, "I just don't see pricing going down. It's impossible to avoid inflation.

As A/C programmers bemoaned the fact that they were breaking the records, while the credit and the coveted gold records were going to the major Top 40 outlets, Feld took a hard line, reflecting the feelings of his fellow panelists.

"I think that the gold record syndrome is terribly overworked," pointed out Feld. Sherwood, addressing himself to the question of why the credit still goes to Top 40 said, "We are still an industry of labels and the label for A/C is that it appeals to an older audience and is generally not a large buyer of records."

 Vitality In Music

Perhaps the most sobering and positive comment came from Lundvall, who noted the "vitality" in the music of many new artists and encouraged the need for all types of music on the airwaves.

"There is no recession in the music. I don't think we can take the attitude that any musical form is dead."

Radio Industry Looking To '80s

(continued from page 21)

represented at the conference and a repeat of last year's luncheon panel of top executives from the four major companies allowed for comments and discussion from both the programming and record industry standpoint. A Visit With the Country's Top Record Companies. The luncheon drew some heated comments from both the station representatives and concerns of both industries and the need to work in concert with each other. (See separate story on "The Music Makers" session.)

Other highlights of the conference included a multi-media presentation and luncheon session, "Birth Of A Jingle," led by Otis Conners, president of Otis Conners Productions in Dallas. Tex. With a 35-piece orchestra, including singers, Conners went through a step-by-step display of the creation of the "Let's Make The Music Together" campaign for the Wet Sox's "Wet Sox 7-14, Outlaw in Portland, Ore., and KMPC-AM in Los Angeles.

The underlying theme of the conference was the future of radio in the 1980s with one career counseling session for PDS entitled "Where Will You Be In '83?" and the WEEDECK Debuts Two New Radio Shows

LOS ANGELES — On October 1, an LA-based radio syndication firm, WEEDECK Corporation will air over 200 stations with Charlie Turner's "Inside Rock & Country Report," with host Ron Martin. WEEDECK was founded by Martin and Lloyd Heaney.

Cash Box/September 22, 1979
**FM Station Reports - New Adds/Hot Rotation**

**TOP FM ROTATION**

<table>
<thead>
<tr>
<th>TW</th>
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<th>WKS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<td>In Through The Out Door</td>
<td>Led Zeppelin</td>
<td>Swan Song</td>
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<td>Evening, Fool, Holegord</td>
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<td>6</td>
<td>Candy-O</td>
<td>The Cars</td>
<td>Elektra</td>
<td>3</td>
<td>Let's Go, All I Can Do. Night Spots, Title, Dangerous</td>
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<td>3</td>
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<td>13</td>
<td>Get The Knack</td>
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<td>Capitol</td>
<td>2</td>
<td>My Sharona, Selfish, Good Girls, Let Me Out</td>
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<td>5</td>
<td>12</td>
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<td>Columbia</td>
<td>11*</td>
<td>Gotta Serve. Way Of Thinking, Wake Up</td>
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<td>Island</td>
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<td>Bad Case, Jealous</td>
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<td>9</td>
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<td>Neil Young</td>
<td>Reprise</td>
<td>12</td>
<td>Powderfinger, Welfare, Black, Sail Away</td>
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<td>11</td>
<td>5</td>
<td>Lost Budget</td>
<td>The Kinks</td>
<td>Aria</td>
<td>25</td>
<td>Superman, Galion Of Gas, Emotion, Falling, Title</td>
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<td>8</td>
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<td>15</td>
<td>Labour Of Lust</td>
<td>Nick Lowe</td>
<td>Columbia</td>
<td>22*</td>
<td>American Squirm, Cruel, So Fine, Skin Deep, Switchboard</td>
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<td>9</td>
<td>9</td>
<td>23</td>
<td>First Under The Wire</td>
<td>Little River Band</td>
<td>Capitol</td>
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<td>Nine Lives</td>
<td>REO Speedwagon</td>
<td>Epic</td>
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<td>In Thee, The Storm, Teardrops, Dr. Music</td>
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<td>Ian Gommez</td>
<td>MCA</td>
<td>125*</td>
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<td>Capitol</td>
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<td>Evolution</td>
<td>Journey</td>
<td>Columbia</td>
<td>30*</td>
<td>Lovin'</td>
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**KWJ-FM - BIGGINGTON - DICK BACSO**


**WBCN-FM - BOSTON - TONY BERARDINI/KATE INGRAM**


**WRLX-FM - BALTIMORE - KRIS PHILLIPS**


**WEAF-FM - CLEVELAND - RAY HENRY**

ADDs: Jimmy Buffet, Charlie, Elton Foley. Kiss, Molly Hatchet.

**WPLX-FM - COLUMBUS - NICK COOK/IRA GORDON**

ADDs: Cheap Trick, Foreigner, Molly Hatchet, Roky & the Expos. 1994, Roky Music (45), Roky Music (45).

**WXRT-FM - CHICAGO - BOB GELMS**


**KWIN-FM - CLEVELAND - STEVE TEABER/STEVE RUNNER**

ADDs: Foreigner, Blue Steel, Tubehead Army, Moon Martin. 1994, Foreigner, Charlie Daniels Band, Knack.

**KZZW-FM - CLEVELAND - KID LEJOHN GORMAN**

ADDs: Foreigners, Judd, City Boy, Molly Hatchet, Marshall Chapman, Robin Lane (45), Cher & Marie Currie (45), Boomtown Rats (45). 1994, Foreigner.

**WLXN-FM - BALTIMORE - BILL NOSAL**

ADDs: Foreigner, Blue Steel, Tubehead Army, Moon Martin. 1994, Foreigner, Charlie Daniels Band, Knack.

**KZE-FM - DALLAS - TOM OWENS/DORIS MILLER**

ADDs: Hounds, Molly Hatchet, Rory Gallagher, City Boy, Foreigner.

**KDFK-FM - DENVER - FRANK CODY**


**KFML-AM - DENVER - NICK COOK/IRA GORDON**

ADDs: Yachts, City Boy, Roky & the Expos. Foreigner, Blue Steel, Live from Fuji (45)

**WABX-FM - DETROIT - ERIC GOLDBERG**


**WFXC-FM - DETROIT - MARK McEWEN**


**WLKJ-AM - ELEIGN - TOM MARKER/WALLY LEISINGER**


**KZML-FM - EUGENE - PEYTON MAYES/CHRIS KOVARI**


**KXFM-AM - FARMINGTON - BILL NOSAL**


**KXKJ-FM - HOUSTON - SANDY MATHYS**


**KXZK-FM - KILLEGROVE/SHORT- JIM HODD/DAL SANDERS**


**www.americanradiohistory.com**

Cash Box/September 22, 1979
FM STATION REPORTS – NEW ADDS/HOT ROTATION

**#1 Most Added**

**FOREIGN – Game Headline Atlantic**

- **WBLM-FM** – LEWISTON/PORTLAND – JOSE DIAZ

**#2 Most Added**

**FOREIGN – Mix FM LPS**

- **WSM-FM** – NASHVILLE/ NASH – JIMMY DURANTE

**#3 Most Added**

**FOREIGN – FM LPS**

- **WMMS** – CLEVELAND – ROSEMARY MCCARTHY

**#4 Most Added**

**FOREIGN – FM LPS**

- **KROQ-FM** – LOS ANGELES – GARY WHEATLEY

**#5 Most Added**

**FOREIGN – FM LPS**

- **WBLM-FM** – SALEM/MAINE – JIMMY DURANTE

**#6 Most Added**

**FOREIGN – FM LPS**

- **WTMS-FM** – TALLAHASSEE – FRANKIE VOWANS
KELLY — TULSA — RAY LIVINGSTON, PD.

WCEK — ACRON — CRAIG JOHNS, PD.

WGCN — BOSTON — BOB CANADA, PD.

REGIONAL PROGRAMMING GUIDE

SOUTHWEST

KNOW-FM — AUSTIN — Lenny White, MD.

K-VO — DALLAS — MIKE REY, PD.

KFLS — DALLAS — HARRY NELSON, PD.

KILT — HOUSTON — BILL YOUNG, PD.

KAY — LITTLE ROCK — JAC k RANDALL, PD.
2-1 — Atlanta Symphony. JUMPS: 17 To 14 — Sniff 'N Tears, 24 To 13 — H. Alpert, 15 To 12 — Doobie Bros. 11 To 8 — Commodores, 7 To 5 — Little River Band. ADDS: Wings. K. Rogers.

KPGM — OKLAHOMA CITY — CHUCK MORGAN, PD.
2-1 — Commodores, 40 To 34 — Lobo, 39 To 33 — M. MacGregor, 38 To 32 — D. Summer, 36 To 30 — J. Warner, 28 To 22 — A. Alpert, 20 To 14 — H. Alpert. 12 To 8 — Doobie Bros. ADDS: Wings. K. Rogers.

KSO — ST. LOUIS — PHIL IRONS, PD.

KOKK — ST. LOUIS — LEE DOUGLASS, PD.

KTXS — SAN ANTONIO — MIKE SCOTT, MD.

KEEL — SHreveport — HARRY CLARK, MD.


A/C Format Gains Popularity

"We're gearing up news that is of interest to the people in the Twin Cities," said Danny Carpenter, the program director at KSTP. "We also have a talk line every night at 10 p.m. and broadcast the hockey game as well."

Like several of the other A/C stations that were wound, KSTP made a slow transition from Top 40 to A/C. "We decided to research the demographics and see where we play," said Carpenter. "I guess what we have is an adult Top 40, as we are playing Manilow and Anne Murray as well as The Beach Boys and The Beatles."

KSFM/Sacramento is different from the other stations in the survey in that it was an AOR. However, as of Sept. 14 the Northern California station became an A/C PD Jeff Goff explained that the "parking lot" of program directors, cited revenues as the primary reason behind the format change, but still made a case for the music.

"The format being a freeform AOR was extremely specialized, and there were too many stations that are specializing in our market," said Lucien. "So, the market was wide open for a mass appeal radio station."

The 24 plus market is where the biggest money is made, and changing the format is now situated. However, the music is going to be the most important thing here, and we'll give the public whatever it wants.

As the A/C format continues to flourish, it is evident that stations are specializing less, and aiming their formats at the larger, older and wealthier demographics. It is also apparent that the 25-49 demographic is welcoming the shift to full service radio, as it wants news and information, sports, talk shows, and live air personalities are playing a more prominent role in the adult contemporary format of today.

**Hearing Date Set**

Publishers, center on how much record companies are going to have to pay songwriters in order to record their copyrighted songs. But complicated accounting methods have slowed previous attempts to settle the dispute.

At the last hearing 10 months ago, a panel of record industry spokesmen agreed to a one-year limit on reserve funding to offset-set returns during the interim regulations. ARA spokesmen still are calling for the "generally accepted accounting principles" (referred to as GAAP) would cause overpayment of royalties by the comprehensive licensed record company. In its testimony, NMPA has argued that the ARA's "fair approach to protect copyright owners. The hard-fought battle will presumably be ongoing as the Copyright Office presents a conciliatory solution.
Gospel Day Held At White House

Speer Family, the Trio and James Cleveland Each act was given 10 minutes to sing. MC duties were shared by Charlie Monk, Thurilow Spurr and Tramaine Hawkins, who each took turns introducing the acts. Among the 800 guests at the event were members of Congress, the Cabinet, and White House staffers, as well as members of the board of directors of the Gospel Music Association. About 500 were involved in Gospel music throughout the country.

The event was initiated by the Gospel Music Association several years ago and came together this year when GMA president Jim Myers, chairman of the board, Francis Preston, executive director Don Butler and members Ed Shea, and Hal Spencer made a concerted effort to have the event held in Washington. The final decision came from the President, who is himself a long-time fan of Gospel music, and the White House, which has presented a series of concerts spotlighting various forms of music — including classical country, jazz, black music and rock.

The guest list was drawn up by the GMA, which sought to have all of the best of Gospel music represented, as well as those individuals who have contributed significantly to Gospel music through the years.

Messianic Looks To Expand Distribution

NASHVILLE — Messianic Records, gospel music label based in Philadelphia, has announced possible plans to expand its distribution program into Israel. South Africa and the Far East. The company is also considering adding several groups and solo artists to the label. If added the artists will probably be recording albums within the coming year.

Gospel Notes

The Cruse Family is now with the Benson Company and in the studio with Joe Hufman. The Wall Brothers, another Benson group, plan to be in the studio recording in September, around the same time as their concert with B.J. Thomas in Nashville at the Opry House. Don Gallant has just completed a Christmas album set for release this year. Also the Smooth One will be going on a special Christmas tour with Bridge during the month of December. Bridge’s new album, “Bridge Building,” has just been released. Amy Grant recently flew to Hawaii where she performed at a concert. Her mother and siblings went along to soak up the sun and surf. Amy will return to college after the Hawaiian trip. Meanwhile, back in the career department, her second album has passed the first i sales and she was recently seen on national TV on the Billy Graham Crusade filmed in Nashville last summer.

Mike Warnke is in the midst of a heavy touring schedule that will include a week at the Caribou and speaking to a concert of guys in Great Falls, Montana.

At Marty McCall’s recent wedding, Marty and the rest of Fireworks set up outside the church and performed for about 45 minutes after the service. They didn’t want to have to hire a band, huh?

RobertPosted: this is extremely well with this new album gaining wide radio acceptance. Things are going so well that Ron Elder is now looking for a house and Steve Chapman is looking for a daughter.

Looks like the Mercy River Boys will soon be singing at colleges — a ministry they had hoped would open up for them.

The PBS Special on gospel music hosted by Tennessee Ernie Ford was repeatedly recent and folks got to see the Happy Goodman Family and Mickie Fuhrman again. Pretty Micki, a Louisiana Hayride regular, said she received a call record out on Gaither and the Happy Goodman Family are scheduled to go into the studio to record their new album soon for a possible November release.

Japtzel Pascal of the Rev Nelson Singers was recently named Queen of Gospel Music in the Singing News Fan Awards. Quite an honor for the young lady.

Some sad news — Uria LeFeve, a dominant figure in gospel music for a number of years, died recently in Atlanta.

The Lewis Family, who have got to be among the finest bunch of bluegrass pickers, just celebrated their 25th anniversary on television. Good job and God Bless. They recently performed at an outdoor concert at PTL’s Heritage Village Amphitheatre in Charlotte, N.C. McSpadden then headed to Alexandria, Indiana, where he began a two-week rehearsal with the Bill Gaither Trio.

The Blackwood Brothers have begun work on a new TV show that is set for syndication in early 1980.

don cusic

Cash Box/September 22, 1979
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**Seminar Boasts New Date; Special Added Attractions**

By Jennifer Bohler

NASHVILLE — With the date of the talent buyers seminar (Oct. 8-10) moved to coincide with the week-long celebration of country music in Nashville (Oct. 9-13), registrants for the seminar can expect an increase in activities and a greater exposure to country music talent.

One of the most appealing aspects of the date change is that for the first time the CMA Awards show will take place during the seminar (Oct. 8), allowing seminar registrants the option to attend. Also, the seminar will take place exclusively during the week, rather than the weekend, which is usually a busy time for talent buyers.

One problem we had in the past was that by scheduling the seminar on the weekend was that much of the talent we wanted to showcase was already booked, and the talent buyers could not leave their own weekend functions — their auditions and fairs — and had to be there to take care of their own business,” said Joan Dixon, one of three CMA coordinators for the seminar, which will be headquartered at Nashville’s Radisson Hotel. Helen Farman and Toby Cannon share coordination activities with Dixon.

“More Buyers”

“By scheduling the seminar during the day, more buyers are free to attend, there is a greater number of artists available to showcase, and this year, the participants will be able to attend the awards show,” Dixon added. “We are trying to show these talent buyers as much country music music as possible and scheduling the seminar around the awards show is helping us to achieve that.”

A full schedule of activities has been planned for registrants, including discussions on a variety of relevant topics, workshops, talent showcases, a major label showcase and of course the CMA Awards show.

The three-day seminar will kick-off Monday, Oct. 8 with registration, and carry on Monday night with the Awards show.

Tuesday’s agenda will feature opening ceremonies from 9:00-9:30 and include several topical discussions and workshops throughout the day. The first discussion is titled “Changing American lifestyles: Implications For Marketing Strategy,” and will feature speaker Dr. Roger Blackwell of Ohio State University.


The major topic for Wednesday morning is "I Can't Make It — My Bus Ran Out Of..."
What goes together as natural as Royce and Jeannie?

The Kendalls with a Bullet!

"I Don't Do Like That No More"

b/w

"Never My Love"

A Brien Fisher Production

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THE COUNTRY MIKE

MALRITTE BROADCASTING PROMOTES RAMBALDO – Malrite Broadcasting has promoted Rick Ramblele, general sales manager of WHK/Cleveland, to the general sales manager’s position at WUHF-TV. Malrite’s new independent television station in Rochester, New York. Lonnie Gronex, who is currently the national sales manager at WHK, will replace Ramblele as general sales manager of WHK. Ramblele joined Malrite at WHK in 1973 as an account executive and was subsequently promoted to local sales manager in November, 1977. He then became general sales manager in December, 1978. Gronex began his broadcast career in 1966 and within one year was promoted to the national sales manager’s position. Gil Rosenwald, vice president and general manager of WHK, commented on Gronex’s new position by saying, “Mr. Gronex has certainly proved his capabilities in both sales and management and I am confident the transition will be a smooth one.”

PROGRAMMERS PROFILE – Charlie Douglas, the all-night trucker’s show host at WWL/New Orleans, is a broadcast veteran of 27 years. Charlie began his broadcasting career in rock radio in the early fifties. He was with the McClendon Broadcasting chain for three years and jocked for them at stations KTSI/San Antonio KLIF/Dallas, and KEEL/Shreveport. In 1958, Charlie went back to San Antonio to program KONO before moving on to WKBW in Buffalo, NY, to program that station. He later went on to program WINZ/Miami, MIL, and KFRC in Houston. Charlie was the first CMA Jock of the Year for a major market station. He also has been the only air personality east of the Mississippi to win the Academy of Country Music Jock of the Year. Charlie has been with 50,000 watt WWL/New Orleans for the past ten years hosting the all-night trucker’s show at the station.

Morgan Hellbent has taken over the music duties at KRAM/Las Vegas from Johnny Steele who is stepping down from that position because of outside interests. Morgan came to KRAM as the 7:00 midnight jock at the station. He is now the afternoon drive air personality and takes his music calls Monday through Thursday from 12-2. KERE/Denver recently held a Labor Day promotion at the station. While other radio stations offered their listeners a chance to win a disc jockey for a day, KERE went one better by going right to the top. A lucky listener won the services of general manager Don Waterman and operations manager Jay Hoffer to work at his/her home for a day. The two made themselves available to wash cars, vacuum, serve food and other household tasks. Listeners were asked to tell, in 25 words or less, why KERE is the best country music station around. The winning entry was judged on originality and best expression of ideas. Jay Hoffer did say that he doesn’t do windows.

THE KSSS FREE DINNER FOR 74 OF YOUR FRIENDS — This was the theme of the KSSS/Colorado Springs Mr. Steak Chuckwagon Dinner Promotion held recently. Listeners were encouraged to stop into the Mr. Steak restaurants in the Springs and register. A random drawing was held and the six semi-finalists were interviewed on the air and asked how they were going to go inviting 74 friends over for the chuckwagon dinner. On the final day of the contest another drawing was held and the winner received the chuckwagon dinner in their backyard. KSSS provided the free entertainment with a country music band.

Congratulations to the new Cash Box reporters. They are WQKY/St. Petersburg and WCKX/Detroit. Joe Patrick is the PD/MD for WQKY, Bill Ford is the PD and R.T. (Bob Griffin) is the MD for WCKX.

county mike

Mike Corbin
KLL/Lubbock
I'd Rather Go On Hurlin' — Joe Sun — Ovation

Mark Anderson
WTMT/Louisville
Come With Me — Waylon Jennings — RCA

Albert Cox
KOUL/Corpus Christi
You're My Kind Of Woman — Jacky Ward — Mercury

Morgan Hellbent
KRAM/Las Vegas
You Decorated My Life — Kenny Rogers — United Artists

Don Walton
KDFI/Wichita
Goodtime Charlie's Got The Blues — Red Steagall — Elektra

Jay Phillips
WJGS/Jackson
Should I Come Home (Or Should I Go Crazy) — Gene Watson — Capitol

Bill Warren
KNOE/Monroe
I'd Rather Go On Hurlin' — Joe Sun — Ovation

Bud Forte
WWVA/Wheeling
Come With Me — Waylon Jennings — RCA

Joel Raab
WEIP/Pittsburgh
My Own Kind Of Hat — Merle Haggard — MCA

Terry Wunderlin
WGBK/West Palm Beach
Come With Me — Waylon Jennings — RCA

Scott Seiden
WQGT/Savannah
You Decorated My Life — Kenny Rogers — United Artists

Randy Carr
WNRM/Ann Arbor
Come With Me — Waylon Jennings — RCA

Steve Gary
KOKE/Austin
You're My Kind Of Woman — Jacky Ward — Mercury

Lynn Waggoner
KEBC/Oklahoma City
Goodtime Charlie's Got The Blues — Red Steagall — Elektra

WKDA Scores With Sounds

NASHVILLE — WKDA Radio in Nashville has hit an all-time ratings high for its coverage of the Nashville Sounds season. The Sounds, a class AA Southern League team, has received nine points, including Conway Twitty, Jerry Reed, Carl Smith and Richard Sterban of the Oak Ridge Boys, this year set a modern day attendance record for the minor leagues, boosting attendance in excess of half a million fans.

This season WKDA headed up a five-station network sending the Sounds all over the middle Tennessee area. Ratings with the Sounds dropped nine points, and the staff at WKDA is now saying, “baseball been beddy boudy good to WKDA.”

New Label Promotes Controversial Topics

NASHVILLE — A new label in town, Pro-Life Records, has been formed to help promote and distribute product covering ‘controversial subjects and issues only.’ The label’s first release, the “No Nukes National Anthem,” was written by David Heavern and performed by Bill Whitehouse. Heaven is known for furnishing the recent Tinny Tim tune, “Tip Toe To The Gas Pumps.”

Waylon Gets Platinum

NASHVILLE — Waylon Jennings latest RCA release, “Waylon’s Greatest Hits,” has been certified platinum by the RIAA, which signifies sales of more than one million units. Released in March, the album achieved gold status in early May.

WFAI CELEBRATES 61 POSITION — After the ARB ratings came in, WFAI in Fayetteville, N.C. found itself in the healthy position of being number one in morning drive, and an overall number two in the Fayetteville market. Pictured in the 31-year-old station are (l-r): Danny Highsmith, WFAI general manager; Denny McGuire, morning drive personality; Tim Williams, WFAI MD, and Terry Jordan, WFAI PD.
TO: THE TRADE

SUBJECT: Country Music Special

Advertising deadline: September 28, 1979
Issue date: October 13, 1979

CASH BOX is country music . . . and the most widely read trade in Nashville. Week in, week out, CASH BOX is #1 — especially during Country Music week. And the 1979 CASH BOX COUNTRY MUSIC SPECIAL is the advertising vehicle that is read first by industry folks from around the world.

Last October, the CASH BOX COUNTRY MUSIC SPECIAL set a new industry standard in terms of size and depth of coverage. This year’s blockbuster issue will be even better. Among the highlights:

★ A salute to Country Artists past, present and future.
★ The CASH BOX Annual Country Music Awards.
★ Country Music: The Year In Review.
★ Up-to-date listing of Artist Managers and Booking Agents.
★ Label-by-label summary of company activities.

CASH BOX COUNTRY MUSIC SPECIAL 1979. A complete report on the year in country music. The one the industry turns to first. Don’t miss this advertising closing date and be left out of the most important issue of the year. Reserve ad space now by contacting:

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J.B. Carmicle
1775 Broadway
N.Y., N.Y. 10019
(212) 586-2640
THE COUNTRY COLUMNS

CASH TO LEAVE CBS? — Reliable sources have informed Cash Box that Johnny Cash has not yet renewed his recording contract with Columbia Records, which places his 20-year plus year relationship with the label in some jeopardy. Cash is reputed to be considering offers from several labels, including MCA, Mercury and CBS. Meanwhile, he is still taking care of business, presently in the midst of filming a Christmas special in and around his birthplace of Dyess, Arkansas.

Ovation artist Sheila Andrews will be making her first trip to Germany in October, where she will make her debut appearance on that country's top music show, "The Top Pop and Country Show." Scheduled to tape on Oct. 3-4, she will perform a couple of songs in a rare and treated appearance. Stevie Wonder guested at the Grand Ole Opry last weekend (Sept. 8) during the Black Music Association's board meeting in town. Wonder performed the classic, "Behind Closed Doors," for an emotional tribute.

To welcome Ed Benson to the position of associate executive director of the CMA, that organization last week hosted a wine and cheese reception. Numerous industry executives turned out to greet Benson and the new CMA staff.

Johnny Cash

CLARK SUES FOR CARSON — MCA artist Roy Clark recently donned the hat of guest host when he took over Johnny Carson's seat for 90 minutes of the "Tonight Show." Clark, who is no stranger to "Tonight Show" regulars, treated the audience to a little bit of his guitar pickin' and a lot of his personable wit. Pictured during the taping are Ed McMahon (l) and Clark.

MELODY DIXON — Hanging around the Cash Box offices last week were producer and composer Roy Dixon and his wife, singer/songwriter and engineer, Gayle Dixon. Dixon's recent work for Elektra Records includes the album "Old Mexico," which has received major acclaim and has sold over 100,000 copies in the midwest.

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Seminar Boasts New Dates

Gas" and includes speakers Dick Blake, Dick Blake International; Sonny James, pianist; Louis Messina, Pace Concerts; Cliff Wallace, Von Braun Civic Center, Huntsville; and moderator Joe Sullivan, Sound Seventy Corporation.

Festivals

The closing topic for Wednesday afternoon is "Aspects Of Putting Together A Major Country Festival," and will be panelized by Mervyn Conn, Wembley Festival; Neal Gunn, Louisiana Superdome; Glenn Reeves, Wheeling Jamboree, and moderator Bob Bobich, Milwaukee Summer Festival.

A variety of workshops are scheduled for both days, as well as three art exhibits, coordinated by Sonny Neel of the William Morris Agency, and co-chairman Jim Halsey and Don Romeo.

Tuesday’s luncheon showcase will feature Ronnie McDowell, Cristy Lane and Con Hunley. An evening cocktail reception/showcase will feature T.G. Sheppard, The Gates, and Billy "Crash" Craddock. And finally, one more luncheon showcase will feature John Conire, Louise Mandrell and R.C. Bannon and Big Al Downing.

Showcases

Registrants will also be able to take in a major label showcase this year. Scheduled for 6:30 Wednesday night, CBS Records will host one featuring Lynn Anderson, Charly McClain, The Charlie Daniels Band, Larry Gallin, Crystal Gayle, Johnny Duncan, Moe Bandy and Joe Stampley and Janie Frick.

Dixon related that the response thus far to the seminar has been good. Total registrants for last year’s event reached 300, and at this time, half of that number has registered. "It is still a little too early to tell," Dixon says, "but I feel the response so far has been good. There is every indication that this will be our most successful seminar ever."

NMPA Slates Meeting For Oct. 16 In Toronto

NEW YORK — The National Music Publishers Association will meet October 16 at the Four Seasons Hotel in Toronto, Canada, marking the first time that the trade organization has met outside the United States.

NMPA directors are scheduled to attend a music publishers association led by the organization’s president, Matt Heff.

Leonard Feist, president of the NMPA, commented that the Toronto meeting recognizes Canada’s important role in the international music scene and the close relationships between our two music publishing communities and our nations.

Stevens Group Moves

NEW YORK — The Richard Stevens Communications Group Ltd. has relocated to 485 Fifth Avenue, N.Y., N.Y., 10017, telephone (212) 986-4900.

1979 Entertainment Tax Institute

Professionals in the entertainment industry have become aware that tax problems which they encounter personally or on behalf of a client are unique and not common to other business enterprises. The 1979 Entertainment Tax Institute assembles a group of the nation’s leading entertainment tax authorities to focus on the issues currently confronted by accountants, attorneys, business managers, personal managers, agents, executives of record companies, studios and networks, and private investors.

Among the topics explored are planning techniques and practical solutions to such problems as:

• Estate planning considerations unique to entertainers
• Subchapter S. deferred compensation and personal holding company problems

Program Chairmen:
Daniel Alet, Esq., Alet & Short, Los Angeles
Arnold D. Kassoy, Esq., Rosenfeld, Kassoy & Kassoy Special luncheon speaker scheduled.

Program Faculty:
Daniel Alet, Esq., Alet & Short, Los Angeles
Ronald L. Blanc, Esq., Bell & Manella, Los Angeles
Robert C. Boffa, Esq., Rosenfeld, Meyer & Susman, Beverly Hills
Robert E. Gibson, Esq., Armstrong, Hender & Barnett, Los Angeles
Arnold Kassoy, Esq., Mutual Film Corporation
Bruce S. Ross, Esq., Schwartz, Altschule & Grossman, Los Angeles
George F. Short, Esq., Alet & Short, Los Angeles
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Points West

Lagoon Sept. 25 and the Starwood Sept. 28-29. And up from Orange County, Ashwood is starting to perk up some ears as well. Ashwood works in the Cheap Trick/The Knack power pop mold and has been building up a following as far north as the Sunset Strip. The group can be seen at the L.A. County Fair Oct. 19, Cuckoo’s Nest Sept. 28-29 and the Troubadour Oct. 8. Elle will also play the L.A. County Fair on Sept. 24. Sylvester comes to the Greek Sept. 30.

On the Road — Providence, Oct 6 is the opening date for the Eagles U.S. Tour. The last he’s on to Boston, Bloomington, Ind., Ann Arbor, Lexington, Pittsburgh, and Richfield (Ohio). Van Halen’s first L.A. Forum appearance sold out in one hour. The date is Oct. 7. Robert Palmer will play mostly colleges on his tour, which began Sept. 15 at the University of Iowa. He will play the Santa Monica Civic Nov. 4.

A Taste Of Honey begins a 49-city tour with the Jacksons beginning of next month. Karla Bonoff will stick to colleges for most of her next tour, beginning Oct. 3. Karla will stay in the east and midwest, hitting the west coast on a second leg after Thanksgiving. Wayne Newton will begin a four-city mini-tour in Atlantic City Oct. 18-24. Peter Allen will make his L.A. stage debut at the Huntington Hartford Theatre Sept. 28. His show, “Peter Allen — Up In One,” recently completed a sold-out engagement at the Bitemore in N.Y. Genes’ Phil Collins will play with Brand X when the group begins its American tour Sept. 20 at the Old Waldorf in San Francisco. John Klemmer will play the Golden Bear in Huntington Beach Sept. 28-30. Black Oak Arkansas plays the venue Oct 6. Former Door lead guitarist Robby Krieger’s new band, Red Shift, debuted at Madame Wong’s in L.A. last week.

Not On The Road — Album sales may be on the upswing, but some concert promoters are still going through rough times. For example, Day on the Green #4, set for Sept. 15 at Oakland Coliseum, has been cancelled. Foreigner, The Cars, Foghat and Bram Tchakovsky were scheduled, but Foreigner and Foghat didn’t get their albums out in time and school’s starting and the tickets just didn’t sell. Alton Price has cancelled his entire U.S. tour, but not because of slow ticket sales. Price has returned to England where he is recovering from an attack of pleurisy. He’ll reschedule when his health permits.

Short Takes — With the release of the new Who movie, "Quadrophenia," the mod craze has hit British fashion circles again. And this time the Who has someone everyone and announced that they’ll be putting out their own line of clothing before Christmas. Maybe they should name their clothing line after one of their albums. How about "The Who Sell Out?" The sixth annual Helen King Festival of New Music is slated for Sept. 29 at the Wilshire Ebell Theatre in L.A. For more information contact Billy James at (213) 463-7178. Congratulations to artist manager Michael Lippman and his wife Nancy on the birth of their baby boy, Nicholas Daniel Lippman.

Joey Berlin
**DISCO BREAKS**

**RCA TESTING NEW WAY TO SERVICE POOLS** — Chicago’s Independent Record Services and a few other pools will be serviced by RCA in an ingenious way. In the wake of cutbacks to various pools, RCA has come up with a plan to conserve, and it will send only one of its U.S. mastering technicians that particular record is being recorded. Chicago market, RCA will then service the pool with a copy for each of its 50 DJ members. The RCA strategy plan was motivated by the realization that the disco market is becoming more specialized and regional. 

**EXPERTS AGREE** — Markets are very different; these regions react more quickly to current records. New York remains the stronghold of hardcore disco and black music. The midwest and west coast favor rock ’n roll flavored disco. King cites Edwin Starr’s “Mac Daddy” as an example of a single which was very popular in the midwest, but fared poorly in NYC. “I welcome the rock ’n’ roll crossover into disco,” King adds. “I think it will have a big impact on those artists who are not used to the dance scene more often, where he has been most successful.”

**LARRY LEVAN OFF CARACAS** — Larry Levon. DJ at Paradise Garage in New York is off to Caracas. Venezuela to spin at a club there called City Hall. Levon will留下 Sept. 24, and will stay until the third week of October. This is the third time he has been invited by the club to spin, since he opened the club last March. Levon says he will also be seeking to bring some artists into the club. Some of the people that will be guest DJs at Paradise Garage in his absence will be Larry Patterson, T. Scott, Phil Smith, Rich Kazzie and Allen Dodd.

**SPASHLES IN THE POOLS** — The Tampa Bay Disco Pool has chosen a site of its Sept. 20 pool party to be held at Smugglers in the Circle. BADA has not decided where to hold its monthly meeting yet, but the pool’s George Ferren, former Oil Can DJ, says the new Music Hall is a good bet. Ferren also reports that last month the pool received a recorded amount of new product. “I think it’s a good sign of BADA’s stability — especially in light of recent threatened cutbacks. The labels have apparently wised out of products that weren’t doing their job, and we weren’t one of them.”

IN PERSONS — Debbie Harry of Blondie will throw a shower (1?) for Grace Jones at Paradise Garage Sept. 24. . . . Soccer appears at Hampton Ark for the Mr. Long Island contest. Les Mouches reopened Sept. 12 with Stephanie Mills and the Ritchie Family guesting. On Sept. 22, 3rd Party, featuring a Probe, followed the West early morning — by BSO’s Jeanne Shloetz Hallway will bow later this month.

**TUXEDO JUNCTION** — On its next visit to L.A., the Ritchie Family will tape segments of Merv Griffin, “Rock Concert” and “Midnight Special,” in addition to a demand return on “Dinah”. Warner/RFC artist Boris Midney, whose first LP for this label is “Caress”, has an unusual background for a disco personality in that he is a Soviet defector who formerly played the saxophone for the Moscow State Orchestra. Midney fled to the U.S. because the saxophone is considered a decadent instrument of Western imperialism in his homeland. Wonder what the New York Times thinks of Grace Jones? . . . Having recently left the Howard Bloom Agency, David Salidor has formed D.I.S.C.O. with partners Tom Silverman and Bob Small. The firm’s first assignment will be doing publicity for Judy Weinstein’s For The Record Pool, 1500 revelers fillied Nowark. N.J.’s Zanibar disco to capacity as DJ Larry Martinez spun for the club’s opening party Aug. 31. The firm that designed the Paradise Garage’s sound system did the same for Zanzibar. The light-show was conceived and executed by the people who do the same at Regine’s: Copacabana, Emerald City and New York, New York. Artists performing included Tasha Thomas, Bill Nichols, Kool and the Gang and Francie Simone. The party was broadcast live on WNJN in Union, N.J. The panel at a recent songwriter’s panel held at L.A.’s Inmaculate Heart College included (continued on page 45)

**PROGRAMMERS PICKS**

- **TONY SMITH**

- **STEVE DARDAR**
  - Fantasy: “The Right Time” (Entire LP)

- **LEON WAGNER**
  - One Way Ticket: “Eruption” (Entire LP)

- **PAUL CURTIS**
  - I Don’t Want The Night To End: “Love Affair” (Entire LP)

- **GARY TIGHE**
  - San Francisco: “Boys Will Be Boys” (Entire LP)

- **BOBBY SMITH**
  - Charlotte: “Put Your Feet To The Beat” (Entire LP)

- **SCOTT TALARICO**
  - Ft. Lauderdale: “I’m Gonna Love Me Again” (Entire LP)

- **KEN JASON**
  - Los Angeles: “I Don’t Want To Be A Freak” (Entire LP)

- **STEVE MILLER**
  - M. Sire/W.B.: “Love Affair” (Entire LP)

- **BILL STOKKE**
  - Boston: “Love Is Comin’ On” (Entire LP)

- **DANNY KRIVIT**
  - New York: “I’ll Tell You” (Entire LP)

- **FRANK LENNOX**
  - Philadelphia: “I Don’t Need No Music” (Entire LP)

- **KEVIN MILLIS**
  - Washington DC: “I’ll Tell You” (Entire LP)

**DISCO REVIEWS**

- **M — Pop Muzik — Warner/Sire DSR 8887 — 12” — Promo**

  One of the most original disco cuts ever, probably because of its unusual blending of ‘60s British rock with the “synthesized” sound of eurodisco. Relentless kick drum makes this a compelling dance piece. Still, there’s a lot of sophistication built into the evening. “Pop Muzik” could be the vanguard of the much-anticipated crossover of pop music into disco. Time: 4:58

- **KOOL AND THE GANG — Ladies’ Night — DSR-3913 — 12” — Promo**

  A solid disco B-side that should be a hit. Solid backup ingenues (especially the female into one of the big band era. Heavily orchestrated with a lot of reliance on percussive and bass. Horns punctuate rich vocals. An early evening warm-up number for the disco crowd. Time: 6:38

- **ISAC HAYES — Don’t Let Me Be Lonesome — Promo**

  Hayes brings his masterful arranging and production style to this on-so-much a disco number. “Don’t Let Me Be Lonesome” is perfect for the “slage” period of the night. Everyone at the disco wants to take it easy. A first rate performance with a lot of electronic highlights. Definite crossover potential to pop, which is of course where Hayes comes from. Time: 12:49

**TOP 40 DISCO**

- **1. COME TO ME/Don’t STOP DANCING — Kool & The Gang (Ft. Lauderdale, FL)**

  3: 8

- **2. FOUND A CURE — (Who’s Afraid?)**

  11

- **3. THE BOSS/No ONE GETS IT — Early Morning**

  12

- **4. THE BREAK — KAT HANDOUT (FL)**

  7

- **5. GROOVE LIGHT/Pow WOW — The Gang**

  9

- **6. MOVE UP/UP UP UP — Destination (Buddy Ma/C.A.C.)**

  12

- **7. GET UP AND BOOGIE — PEDRO JAMES (Brooklyn, N.Y.)**

  12

- **8. DON’T STOP TIL YOU GET ENOUGH — Michael Jackson**

  7

- **9. LOVE INSURANCE — Front Page (Paradise/MCA)**

  12

- **10. THIS TIME BABY — Bruce Pagay (Electric — A.M.)**

  6

- **11. FANCY — Bruce Pagay (Electric — A.M.)**

  15

- **12. PUT YOUR BODY IN IT/You CAN GET OVER — Warwick Mills**

  9

- **13. OPEN UP FOR LOVE — 20th Century-Columbia (L.P.)**

  14

- **14. STAND UP — SIT DOWN — 20th Century-Columbia (L.P.)**

  16

- **15. OH LA, LA/HARMONY (PRAIRIE LANE)**

  22

- **16. HERES COMES THAT SOUND AGAIN — Spin (KIDM)**

  10

- **17. SEXY THING — Bob & The Boppers**

  21

- **18. PUT YOUR FEET TO THE BEAT — Pop Muzik**

  25

- **19. CAN’T LIVE WITHOUT YOUR LOVE* — Larry Levan**

  20

- **20. KISS ME AGAIN* — Harry Davis**

  13

- **21. WHATCHA GONNA BE — The Gang**

  12

- **22. I GOT THE HOTS FOR YA* — The Gang**

  26

- **23. RISE* — L-R-R (USA/C.A.C.)**

  27

- **24. POP MUKIZ* — (Bruce R. W.)**

  36

- **25. BORN TO BE ALIVE — Patrick Hernandez (Greece — 12”)**

  24

- **26. IM GONNA BE YOUR LOVE AFFAIR — Cindy & The Angels (Ocean — 12”)**

  33

- **27. WHEN YOU TOUCH ME* — Tasha Thomas (Entire LP)**

  1

- **28. ON YOUR KNEES — Grace Jones (Island — 12”)**

  34

- **29. HANDS DOWN* — Dan Hartman (Blue Sky — 12”)**

  35

- **30. WHEN YOU’RE READY* — Harvey Mason (Entire LP)**

  37

- **31. LADIES’ NIGHT* — Koil & The Gang (De-Lite — 12”)**

  1

- **32. ROCKET INC. (Cassplanza — 12”)**

  1

- **33. HOLD ON IM COMIN’* — ABN (Entire LP)**

  1

- **34. BAD GIRLS (ALL CUTS) — I.R.S. (LP — Calla)**

  29

- **35. NEVER GONNA BE THE SAME* — I.R.S. (Entire LP)**

  30

- **36. I WANNA TESTIFY/Can YOU FEEL IT* — Bobby Smith**

  31

* — Compiles from authoritative resources and an expanded top disco programming article, *Billboard*, available for processing.

— Cash Box September 22, 1979
Announcing the new Bob McGilpin LP "Get Up" (12"")
Featuring the great hit singles "Sexy Thing" and "Get Loose" (12" vinyl)
On Butterfly Records and Tapes. Where else?
**Black Contemporary**

**THE RHYTHM SECTION**

**KEEP AN EYE ON — Adanna Records, currently a small independently distributed label based in the Los Angeles area. Jim Williams is the president of the five-year-old company, which reportedly may be receiving some very substantial funding in the near future. Look for Barrett Strong to interface with a very hot ballad that will appeal to the ladies listening to your radio station. Bruce Sperling has been instrumental in placing the tune, which is with a yet unnamed record label.**

**PROGAMMER'S PROFILE — Frankie Stewart, PD at WRAP in Norfolk. Va. for the past five years, has been in radio for 12 years. Stewart started in radio while he was still in high school at WENZ in Richmond. After a year, he left the station and went to WRAP in Norfolk. Where he stayed for five years. And then decided he was being paid too much. There came a major market, so he went to WDAS in Philadelphia to work with Jimmy Bishop. Chris Turner, who was the PD at WLOK in Memphis, asked Stewart to work with him. So Stewart left WDAS. He only enjoyed the southern hospitality for a short while. When Chris informed him that he was leaving WLOK to program WHAT in Philadelphia, and he wanted Stewart to come with him. Back in Philadelphia again, this time Stewart stayed for two years, and decided that the fast pace of the major market was getting to be too much. So he returned home to WRAP. Recognizing that disco skating was becoming a fast five even years ago. Stewart has been extremely involved in the four disco skating rinks in his area.**

**set-up shows and contests. He presently has skaters that will be appearing in upcoming skating moves, and says that when most of the recording artists come to town, one of the first things they want to do is go disco skating.**

**RADIO ACTIVITY — The National Association of Black Owned Broadcasters meeting slated for Sept. 19-20, will have panels dealing with issues of major importance to minority broadcasters. A few of the sessions will have heavy spotlight on services Be Made More Responsive to the Needs of Minority Broadcasters? Included on that panel will be FCC Commissioners Tyrone Brown and Joseph F. Fogarty, John Dimling, vice president research and development to the four other recruiters, and the audience measurement industry. “Is There Life After Disco for Black Broadcasters,” is a panel that will include LeBaron Taylor, vice president black music marketing. CBS Records and Kenny Gamble, chairman of Philadelphia International Records. The National Association of Recording Radio Stations of Minority Broadcasters” will feature Len Matthews, president of the American Association of Advertising Agencies. Charles Ferris, chairman of the FCC, will address the opening day luncheon and Ragan Henry, president of the organization, and then decide the second day. The ABC television broadcasting company has invested $1 million to help start the Minority Broadcast Investment Corporation, which is a MESBIC program that will lend funds to minorities purchasing television, radio or cable facilities. The radio facility is headed by the Salvation Army 4. The organization, presently has $4 million which it will lend to minority broadcasters. What's AM in Norfolk, Va. has changed its format to what is called “Urban Contemporary.” Dave Hake, who previously was at WBQ in Indiana, is the program and music director. Frank Halison, who was formerly at WRAP in Norfolk, is the music assistant and mid-day host. They will make the third black oriented format in that market. WQR will day-part the product, playing crossover hits during the day and the basic R&B product in the evenings.**

**ARTISTS ACTIVITY — RCA recording artists Rufus with Chaka Khan will release their first single on that label next Friday. The single is called “Do You Love What You Feel.” The album entitled “Masterjam” will be released the last week of October. The album was produced by Michael Jackson, who is at present atop of the charts with his latest effort. Reports have his album definitely in the same category as the Jackson LP, so look for the single Chaka Khan is now in New York recording her next solo album. Peaches and Herb opened the show for Sammy Davis Jr. at Caesars Palace last week in Las Vegas. The duo will be returning to Las Vegas to co-headline with Wollman Jack, who is doing a disco show at the Riviera Hotel. Expect a new single from the threesome in about two weeks.**

**DONNY HATHAWAY SCHOLARSHIP FUND FORMED — Being an avid fan of the late Donny Hathaway, Dick Grifft, president of Solar Records, has organized a Donny Hathaway Scholarship Fund, in conjunction with Howard University. As a kick-off for the fund, Solar recording artist Carrie Lucas has written lyrics to the music track of "That Christmas," making a new single entitled “A Song For Donny.” The single has been released this week, and was recorded by the Whispers. All proceeds from the single will be given to the late singer/producer's wife and children, and each year a scholarship will be awarded to a gifted music student in Donny Hathaway's name.**

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**TOP 75 ALBUMS**

1. "No One's Bitchin'" (ARC/Columbia, SD 16003)
   - Week 3, Chart 3

2. "Peaches & Herb" (Tamla/Motown, SD 16111)
   - Week 5, Chart 19

3. "Your Lovers" (TK, TK 510)
   - Week 7, Chart 32

4. "Bad Girls" (Columbia, SD 16240)
   - Week 9, Chart 35

5. "The Boss" (MCA, MCA 1073)
   - Week 11, Chart 50

6. "18" (EMI, EMI 5209)
   - Week 13, Chart 52

7. "Rainbow Connection" (RCA, RCA 33681)
   - Week 15, Chart 54

   - Week 17, Chart 56

9. "Hearts On Fire" (Epic, Epic FE 37544)
   - Week 19, Chart 58

10. "I'll Be Your Lover" (Columbia, Columbia, SD 16003)
    - Week 21, Chart 60

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**Long-Term Top 40**

1. "The Boss" (MCA, MCA 1073)
   - Chart 50

2. "Take It Home" (A&M, A&M 311)
   - Chart 52

3. "Hearts On Fire" (Epic, Epic FE 37544)
   - Chart 54

4. "I'll Be Your Lover" (Columbia, Columbia, SD 16003)
   - Chart 56

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**PROGRAMMER'S PICKS**

- Joe Fisher, WRNB/Ft. Lauderdale
- Dancin' — Sherman Hunter
- TK

- Alfonzo Miller, KACE/Los Angeles
- King Tim III — Fatback Band
- Spring/Polydor

- Reg Henry, WXEL/Now Orleans
- Glide — Pleasure & Fantasy

- Ty Miller, WEEL/ กรสิน
- Don't Let Go — Isaac Hayes
- Polydor

- Alvin John Waples KKT/Los Angeles
- Singing A Song About You — Triple S Connection — 20th Century/RCA

- Steve Crumbley, WILD/Boston
- I Found Love — Denice Williams — ARC/Columbia

- David Lombard, WVOL/Nashville
- I Found Love — Donice Williams — ARC/Columbia

- Joe Tamburro, WDAS/Philadelphia
- Let Me Know — Gloria Gaynor — Polydor

- Ron O'Jay, KDDO/Denver
- I Wanna Be Your Lover — Prince — Warner Bros.

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**Cash Box** September 22, 1979
6:30 — Weather Report — ARC/Columbia PC2 36030
Producer: Josef Zawinul — List: 13.98
This is one of the best jazz albums to come out in some time. Weather Report — Zawinul, Jaco Pastorius, Wayne Shorter and Ferté Eriske — reaffirm their position as one of today's best jazz groups with this two-record set featuring three live and one studio side. The live sides, recorded during the group's fast American tour, cooks, and the studio side introduces some hot new songs, especially "Brown Street."

Done in the traditional small band/jazz club style, "ELM" is a fine showcase for the talents of Richard Beirach on the acoustic piano. Backed by George Mraz on string bass and Jack DeJohnette on drums, Beirach demonstrates that the days of the acoustic trio are far from over. Top cuts are the two longest, "So Near, So Precious" (11:30) and "Snow Leopard" (12:25), plus the title track.

Pass and Jackson are outstanding players who, in this LP coexist with remarkable success. Ray Brown and Mickey Roker are on hand to help out and the seven tune program is laced with all the players by classic jazz meetings. Jazz albums don't happen all that often but here the artists not only meet but interact with exceptional results.

MUST STOCK — Audiofidelity's fall release includes four jazz offerings. Frank Wright's "Kevin, My Dear Son," Alan Silva's "The Shout (Portrait For A Small Woman)," NOAA's "Ole" and "Always" by Hazel Scott. The first three LPs are on the Columbia label, while the fourth is on the tiny Montreux/Everygreen to help conceivably the most South/Evergreen has released "Jazz" by the Billy Taylor Trio. Recorded during a 1977 performance at the University of Texas in Austin, the tapes were originally heard on National Public Radio's Jazz Alive series. Timeless, high-quality in every respect, this impressive release features Marion Brown's Quartet's "La Piaceta," Eddie Marshall, "Dance Of The Sun" with Bobby Hutcherson and George Cables, "Meditation" by George Coleman & Tete Montoliu, "Eastern Rebellion III" with Cedar Walton's group, the "Jams Are Coming" with Johnny Griffin and Art Taylor; "In Out And Around" by Mike Nock's Quartet with Mike Brecker, and "East Winds" by Walt Barr.

Fall releases from Sackville include "Kansas City Hustle" by Jay McShann, "The Fabulous Bill Holman Big Bang" and "Of Blues And Dreams" by Anthony Davis. New from Dreamstreet Records: "Coincidence," by Harold Danko with Frank Tiberi, Tom Harrell and Rufus Reid. Other new items of interest: "Product" by Brand X on Passport, and "Hidden Treasure" by Andy Narel on Inner City (see review below). HEEHEEERE'S SONNY — Milestone recording artist Sonny Rollins will appear on NBC-TV's Tonight Show on Monday, Sept. 24, with guest host Bill Cosby. In what is sure to be one of television's finest musical interludes, Rollins will perform a solo saxophone segment — a concept specialty of his that was among the highlights of the Milestone Jazz-stars' fall '78 tour. Rollins' appearance on the Tonight Show follows close on the heels of a recent Los Angeles Times article by jazz critic Leonard Feather in which Cosby was quoted as saying that he would like to see a jazz player of Rollins' caliber perform on the popular late-night TV show.

MORE WOMEN IN JAZZ — Once again, the MMO Music group (Inner City, Classic Jazz, Choice) has launched a special campaign featuring Women in Jazz. The promotion is being supported by a pre-paid and variable display material for retailers, a poster sampler LP and an national advertising campaign. Seventeen albums are featured including LPs by Helen Humes, Joanne Brackeen, Irene Kral, Helen Merrill, Teddy King, Urszula Dudzik, Mary Lou Williams, Abigail Washburn, and Toshiko Akiyoshi.

BRIEFLY NOTED — Jack Kleininger's Highnotes of Jazz begins its seventh season at NYU's Loe Student Center on Oct. Kicking off the new season will be Arnett Cobb, Buddy Tate, Eddie "Cleanhead" Vinson, Ray Bryant, George Duvivier and Panama Francis. Ray Barretto will be the special guest "Breezin'" — Michael Franc's "Art Of Tea" and "Sleeping Gypsy," Al Jarreau's "Live Look To The Rainbow," (WB), Jean-Luc Ponty's "Imaginary Voyage," "Cosmic Messenger" and "L'Atiqo" (Atlantic) and "Paradise" by Grover Washington, Jr. (E) are a few of the exciting '79 year-end marketing program. The campaign, which runs from Sept. 17 through Oct. 12, includes a 5% discount, extended dating and other dealer incentives. Roland Vasez and Jeff Lorber kicked off the series at the Tonight Show at the Anson Ford Theatre. Other artists slated to appear in the series include Jakob Magnusson (Oct. 7), Toshiko Akiyoshi/Lew Tabackin (Oct. 14), and Supersax (Oct. 28). The Assn. for the Advancement of Creative Musicians, the Chicago-based voice for avant-garde music, will celebrate its 14th season with an international festival Oct. 5-7. Scheduled to perform during four concerts at Thorne Hall on Lake shore Drive are the following AACM groups: Leo Smith's ensemble, Adegoke Steve Colson & the Unity Troupe, Air, Mwata Bowden & Olaty Rita Warren quintet, Douglas Ewart and George Lewis, Michael Richard Abrams, Vand Harris & the Intuitive Research Beings, Kahil El'Zabar & the Ethnic Heritage Ensemble, the Chicago's all-star orchestra... Upcoming at the Avenue jazz concert series is the Ron Matthews Quartet and the great Spanish pianist Tete Montoliu... Chico Freeman and his tenor sax cooked through a week at Fat Tuesday's in NYC.
The producers of the New York Salsa Festival received the Madison Square Garden Gold Ticket at a special presentation last weekend.

The concert producers, Ralph Mercado and Ray Aviles, were given their Gold Ticket award prior to the second and final night of the week-long event to be held this week, Sept. 2, by John Golden, assistant to the president, production.

The Garden Golden Ticket, awarded to music entertainers who have attracted more than 100,000 people to concerts at the Garden, has previously been awarded to such entertainers as Frank Sinatra, Fats Domino, and the late Gene Krupa.

Bob Dylan, Richard Nader's Rock & Roll Spectacular, Queen, Rod Stewart, and Barbra Streisand have also been ticketed.

Malcolm Forest will begin mixing his new production on Sept. 15. This album, consisting of four previously unreleased tracks, will include international hits by Malcom Forest and will be released to Latin American markets.

Davey Dubs, the producer of the New York Salsa Festival, was pleased with the results of this year's event and expressed his hope for continued success in future years.

Sigla - Level artist recorded, consisting of a twelve cut album, is scheduled to be released in late October. This is the first release from Sigla's recent Miami recording project.

Hector Lavoe's new album, "Recordando A Felipe Pireira," has been released this week and is available in stores nationwide. Lavoe's voice is described as "rich and soulful," and the album is described as "a touching tribute to a beloved friend."
EMI’s Lopez Calls On Disc Industry To Be Aggressive During Recession

by Nick Underwood

LONDON — Echoing a theme that has been gaining currency recently, EMI managing director姗姗 Lopez called on the music industry to overcome the current worldwide economic slump with positive and aggressive measures.

The future of the record industry, and particularly EMI Records, is bright and the current prescience of doom and doomsday are alarmist and quite unnecessary,” Lopez told label personnel at their annual sales meeting last week in Coventry. “We are competing with many other products, other than for the leisure market and the only way to succeed in this market place is to offer the public the best of the highest possible artistic standard.”

Lopez went on to say that the key to full recovery would rest on record companies to adjust to changing public tastes and the economic instability of the market, yet maintain the highest artistic quality possible. “Our commitment to artists and repertoire,” Lopez emphasized. “And we will not be deflected from this even if it means a fluctuation in our market share.”

Lopez measured the sales, distribution, marketing, press and promotion personnel gathered at the conference that EMI had already prepared plans for major changes within the structure of the company. However, he did add that the company would “always be prepared to alter its direction to fit in with the dynamic nature of the record business.”

Summing up, Lopez emphasized that survival in the world-wide economic slump would hinge on the industry’s ability to carry out its own plans. “The time has now come when an institution of its ability, its confidence and its efficiency,” Lopez stated. “The drive for internal efficiency has got to be foremost in the minds of record companies throughout the world.”

ABBA’s ‘Greatest Hits’ Tops August List Of Canadian Certifications

TORONTO — WEA recording group ABBA led the Canadian Recording Industry Assn (CRIA) certifications for August with their LPs receiving a quintuple platinum award, three double platinum, one platinum and a gold album — heading a list that also included two triple platinum, five double platinum, three platinum and a gold album for singles, and one platinum and three gold awards for singles.

On the other side of the first-ever concert tour of North America (beginning Sept. 13), ABBA received a quintuple platinum certification for 500,000 units sold for their ‘Greatest Hits’ LP, double platinum (200,000 units) for ‘Voulez-Vous,’ ‘The Album’ and ‘Arrival,’ plus a platinum (100,000 units) for ABBA.

Receiving triple platinum awards (300,000 units) were the LPs “Parallel Lines” by Blondie on Capitol and “Macho Man” by the Village People on PolyGram, while double platinum certifications went to Donna Summer’s “Bad Girls,” PolyGram’s Cheap Trick’s “Live At Budokan” on CBS, Nana Moskouri’s “Roses and Sunshine” on Capitol, the Jackson’s “The Gambler” on Polygram on Capitol and “Hot Shots” by Trooper on MCA (CANCN).

Platinum LP awards went to Carroll Baker’s “Hollywood” on RCA (CANCN), “Dynasty” by Kiss and Suzi Quatro’s “If You Knew Suzi” on PolyGram, while gold albums went to8 Summer’s “Hot Stuff” on PolyGram, while gold recognition (75,000 units) went to Rex Smith’s “You Take My Breath Away” on CBS, Braul et Frachette’s “Les P’tits Coeurs” on MCA and Kiss’ “I Was Made For Lovin’ You” on PolyGram.

ITALIAN BESTSELLERS

Argentina

MELBOURNE — Terry Britten, producer of Cliff Richard’s current UK chart single “We Don’t Need Another Hero,” and his partner Mike Robertson, whose “Bang Bang” single is doing big business in the UK and Europe, have produced and provided material for the debut album of Perth vocalist Christie Allen. Allen, who migrated from England at the age of 12, spent several weeks in London recording the album at Mayfair Sound Studios. Titled “Magic Rhythm,” the LP is to be released later this month on Britten, it might be remembered, was a member of the 60s Australian band The Twilights, whose lead singer Glenn Shorrock now front’s the Little River Band.

Two country singles, “Amanda” by Waylon Jennings (RCA) and “She Believes In Me” by Kenny Rogers (UA) are the subjects of a strong promotional drive by Imagen.

INTERNATIONAL BESTSELLERS

Top Ten LPs

1. Music For UNICEF Concert — various artists — Polygram
2. La Carpa Del Amor — soundtrack — Polygram
3. Super Disco, vol. 2 — various artists — RCA
4. Voulez-Vous — ABBA — RCA
5. Reveries — Richard Clayderman — Toshiba
6. Emotions — Julio Iglesias — CBS
7. Cantanino, vol. 3 — various artists — CBS
8. Hit Sounds, vol. 3 — various artists — CBS
9. Breakfast In America — Supertwist — MCA & EMI
10. Todos Los Dias De Dia — soundtrack — CBS

Top Ten 45s

1. Chiquita — ABBA — RCA
2. Da Ya Think I’m Sexy — Rod Stewart — WEA/EMI
3. De La Madrigha Azul — Pedro Fernandez — CBS
4. Paixao — Franco Simone — Microfon
5. Tragedy — Bee Gees — RCA
6. Hoyaat — Hoyaat It’s All A Holiday — Boney M — RCA
7. Ring Me Bell — El Amor De Mi Vida — Camilo Sesto — MCA
8. Sibarito — Guadalupe Loaeza — RCA
9. Born To Live — Patrick & Sue Timmel — Music Hall
10. Born To Love — Paul & Ben Lovett — Fiction

Top Ten LPs

1. The Kinks — The Kinks — Capitol
2. The Who — Who — RCA
3. The Rolling Stones — Let It Bleed — RCA
4. The Beatles — Abbey Road — Capitol
5. The Beach Boys — Pet Sounds — Capitol
6. The Who — Tommy — RCA
7. The Cars — Candy Store — Capitol
8. The Eagles — Desperado — Asylum
9. The Doors — Sugar Daddy — Capitol
10. Aerosmith — Night In Siberia — RCA

Top Ten 45s

1. Born To Be Alive — Patrick Hernandez — CID
2. Got To Be Real —ki Te — RCA
3. Por Mujeres Raros E Tule Quiere — Jana Herony — RCA
4. Nena — Chico — RCA
5. La Pardinga — Luis Alberto Lopez — CID
6. Atre Parede Que Fol Songo — Fabio Tio Maia — Odeon
7. Ring My Bell — Anna Ward — CBS
8. Learning To Fly — Randy Brown — RCA
9. I’d Rather Hurt Myself — Randy Brown — Tapearc
10. The End Of The World — Randy Brown — CNT

Brazil

Top Ten LPs

1. Chula — Boca — Continental
2. Gal Tropical — Gal Costa — Polygram
3. Gallo Galo — Gal Costa — Polygram
4. Momentos — various artists — K-Tel
5. Luiz E Nara — Luiz E Nara — Polygram
6. Alibi — Maria Bethania — Polygram
7. A Selecao Brasil — Gal Costa — Polygram
8. Chelo De Raza — Sabato — Copacabana
9. Lady Laura/Café Da Manha — Roberto Carlos — CBS
10. Channon D’Amour — various artists — CBS

Top Ten 45s

1. Chula — Boca — Continental
2. Gal Tropical — Gal Costa — Polygram
3. Gallo Galo — Gal Costa — Polygram
4. Momentos — various artists — K-Tel
5. Luiz E Nara — Luiz E Nara — Polygram
6. Alibi — Maria Bethania — Polygram
7. A Selecao Brasil — Gal Costa — Polygram
8. Chelo De Raza — Sabato — Copacabana
9. Lady Laura/Café Da Manha — Roberto Carlos — CBS
10. Channon D’Amour — various artists — CBS
BLONDIE GOES TRIPLE PLATINUM IN CANADA

Chrysalis recording group Blondie was honored recently in Canada with a triple platinum certification (300,000 albums) for the LP "Parallel Lines" and a double platinum (300,000 singles) for the single "Heart Of Glass." Pictured standing are (l-r): Blondie members Chris Stein, Jimmy Destri, Deborah Harry, Clem Burke, Frank Infante and Nigel Harrison; and Capitol Records staffers (l-r) Larry Levine, Robert Zirankin and George Ursula.

Argentine Publishers Plan Seminar

by Miguel Smirnoff

BUENOS AIRES — The Argentinian Chamber of Music Publishers will hold a symposium on piracy, Oct. 30, at the Bauer Hotel in Buenos Aires.

Current, a panel discussion will be held by local authors and composers. Among the topics to be discussed will be:

"Piracy and the proliferation of 'cover versions' without authorization from authors and composers.

Promotion of Argentinean music in foreign countries, and

Imported music.

With the intent of "improving public con- sciousness regarding these problems," the Argentinian chamber has also invited similar publishers' organizations from Scandinavia and record producer societies from countries throughout Latin America.

Current is one of the main concerns to be discussed on the part of artists and composers will be the non-payment of royalties by producers. A topic that also has the full attention of SADAIC, the local artists' rights society.

WHERE IN THE WORLD

A&M recording artist Police and Wazmo Nariz (illegal/IRS) are currently on a 30-date tour of the UK that will last until Sept. 25. The Crusaders (MCA) are currently on a tour of Europe. The tour, which includes dates in the UK, Norway, The Netherlands, West Germany and France, will conclude Sept. 27.

A&M recording artist Joan Armatrading is presently touring the Australia/New Zealand area. The 20-concert tour will conclude Oct. 4 in Christchurch.

Atlantic recording group ABBA is currently on its first-ever North American concert tour. The tour, which includes both Canada and the USA, will conclude Oct. 7. A European tour, to include dates in Sweden, Denmark, France, The Netherlands, West Germany, Switzerland, Austria, Belgium, The UK and the Irish Republic, has also been scheduled for Oct. 19-Nov. 15.

Rhino_IRS recording group Monochrome Set is currently on a 20-concert tour of the USA. Beginning in NYC, the tour will wind up in west coast in early October.

MCA recording group The Who will play Madison Square Garden, Sept. 10-12. The band will continue its current North American tour, and the group will play The Forum in Inglewood, CA on Sept. 13 and also at The Cow Palace in San Francisco, Sept. 11.

A/E recording group the Eagles are currently on a tour of Japan and Hawaii. The tour, which includes dates in Tokyo, Osaka, Nagoya and Honolulu, will conclude Sept. 30.

MCA recording artist Elton John will be touring the USA from Sept. 19-Nov. 11. The 38-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-Oct. 10. Scheduled stops include Tokyo, London, Sweden, Austria, Norway, Spain, Portugal and Switzerland.

INTERNATIONAL BESTSELLERS

Canada

TOP TEN 45s
1. I Was Made For Lovin' You — Kiss — Casablanca
2. Born To Be Alive — Patrick Hernandez — Columbia
3. My Sharona — The Knack — Capitol
4. Ring My Bell — Anita Ward — CBS
5. Bad Girls — Donna Summer — Casablanca
6. Highlights Of Strings — Supertramp — A&M
7. Lead Me On — Maxine Nightingale — RCA
8. Got It — John Hout — RSO
9. The Logical Song — Supertramp — A&M
10. Mama Can't Buy You Love — Elton John — MCA

TOP TEN LPs
1. Breakfast In America — Supertramp — A&M
2. Get The Knack — The Knack — Capitol
3. Candy-O — The Cars — WEA
4. Discovery — ELO — CBS
5. Live At Budokan — Cheap Trick — CBS
6. In Through The Out Door — Led Zeppelin — Warner Bros
7. Bad Girls — Donna Summer — Casablanca
8. The Cars — WEA
9. Voulez-Vous — ABBA — Atlantic
10. Hot Shot — Trooper — MCA

New Zealand

TOP TEN 45s
1. Some Girls — Racey — EMI
2. Bright Eyes — Art Garfunkel — CBS
3. My Sharona — The Knack — Capitol
4. Pop Mutt — M — PolyGram
5. Sad Eyes — Robert John — EMI
6. I Was Made For Lovin' You — Steve Ellis
7. Lay Your Love On Me — Racey — EMI
8. Bad Girls — Donna Summer — PolyGram
9. I'm In Love With A Girl — Anita Ward — CBS
10. Boogie Wonderland — Earth, Wind & Fire — CBS

TOP TEN LPs
1. In Through The Out Door — Led Zeppelin — Swan Song
2. Fate For Breakfast — Art Garfunkel — CBS
3. Breaking America — Dave Edmunds — Sire
4. Get The Knack — The Knack — Capitol
5. Comuniche — Dire Straits — PolyGram
6. Dynasty — Kix — PolyGram
7. Discovery — ELO — CBS
8. Bad Girls — Donna Summer — PolyGram
9.Ｉ'm In Love With A Girl — Anita Ward — CBS
10. Candy-O — The Cars — CBS

United Kingdom

TOP TEN 45s
1. We Don't Talk Anymore — Cliff Richard — EMI
2. Bang Bang — Cliff Richard — EMI
3. Cars — Gary Numan — Beggar's Banquet
4. Angel Eyes — Tina Turner — CBS
5. Money — Flying Lizards — Virgin
6. When I Needed You Most — Jimmy Witherspoon — Island
7. Street Life — Crusaders — MCA
8. I Don't Like Mondays — Boomtown Rats — EMI
9. Who Can I Turn To — UB40 — Island
10. After The Love Has Gone — Earth, Wind & Fire — CBS

TOP TEN LPs
1. In Through The Out Door — Led Zeppelin — Swan Song
2. Fate For Breakfast — Art Garfunkel — CBS
3. Breaking America — Dave Edmunds — Sire
4. Get The Knack — The Knack — Capitol
5. Comuniche — Dire Straits — PolyGram
6. Dynasty — Kix — PolyGram
7. Discovery — ELO — CBS
8. Bad Girls — Donna Summer — PolyGram
9. I'm In Love With A Girl — Anita Ward — CBS
10. Candy-O — The Cars — CBS

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INTERNATIONAL DATELINE

(from continued on page 43)
to combine 3,000-seat hall dates with a few "special" dates involving more than 5,000-seat venues. "We're hoping to play places like the Roxy, the Whisky or the Starwood in L.A., but the dates are probably 3,000-seaters." And RCA has always been pretty honorable. Mel Iberman has put his neck out for us a few times, and I've got to like him. I'm not sure what he really thinks of us, but he's always let us go out on our own.

"That's the first five years, they were pretty awful to us, and we used to scare other bands away from signing with them," recalls Kantner. "But overall they've come through for us.

Kantner thinks the record industry is panicking now and panicking at the blame on the labels themselves.

"The record companies have always been panicking over every deal or company, they've had their prices up or cut them, they've had their priorities wrong, and now they're feeling the result."

Several years ago, dissatisfaction with the company business led Kantner and the rest of Airplane to form the Grunt label, which still serves today as the label of the Starship and occasional albums by group members or associates.

"We figured good karma would take care of everything, but it turned out to check the artwork, the pressing quality and other such fun, we chose music making over doing business," recalls Kantner.

From the start, Kantner and the rest of the Airplane-Starship seemed an unlikely couple. "I can see why," says Kantner. "Born on a Friday the 13th in San Francisco in 1965, the group has always been a mainstay of the counter-culture that grew out of the Bay Area in the 60s.

"Drugs have always been around to us," Kantner admits, "but we're not all a bunch of acid freaks. Acid was a neat thing, it was like being born again and made you aware of things that had been stifled. But you can only open that door so many times."

**Outer Space**

Now Kantner's experimental impulses are channeled into an interest in outer space.

"Getting out into space is my unfulfilled goal," he says. "It may seem out of the question now, but so did banishing a rock band to a festival about 10 years ago. The day we are to survive, we'll go out there. It's our new world, and there'll always be people wondering how we did it.

"We'd like to be the first group to play the moon, but getting there is not as important as making people appreciate what it's all about. Science fiction has been around for years, you can write about it, but you can't explain it. Most of what we know about space is probably available, anyway, as long as he insists he is, as he has always been, just one member of a democratic unit. I'm not the leader. Everybody contributes equally. We all get paid a salary and make equal contributions. I really enjoy being in a group when everyone is pulling in the right direction.

"Being in a group means allowing someone to be an asshole from time to time, and you get that latitude in a band. I used to get out on a limb and take chances because criticism from members of the group you trust prevents you from doing that over and over again.

Kantner says that although the departures of Sticks and Balin were somewhat traumatic, it is entirely possible either or both of them might come back if they can comfortably tell him they had to leave the band or not. We wanted him in the group, but couldn't deal with his alcoholism. We thought we could comfortably tell him we had to choose between him and the other things. We wanted him in the band, but we needed his full attention.

Kantner has also failed to get his attention focused on finishing the new album and rehearsing for the next Starship tour. In fact, both of them still have a lot more work to do to reflect on the longevity of his group and himself in a field where most artists seem to burn out in three or four years.

"There's a lot of people interested in it, and I was sitting around talking about what we've survived, how we've survived, and that we're still here," he says. "My whole life has been dedicated to dealing with the artistic by insulating it. I guess I'll just keep it up. I've never planned in advance, and there's no reason to stop now.

**Almost 400 Titles Listed In CBS Midline Series**

Almost 400 titles, representing over 150 artists, ranging in price from $3.98 to $17.98 are now available in the CBS Midline Series.

A CBS press release noted that the new line is being finalized in an agreement with Polygram Distribution Inc., and will be available exclusively at CBS stores, record and music specialty stores and music clubs.

"This new Midline Series initiative is designed to keep Polygram's catalog in the forefront of the marketplace," said CBS vice president of marketing, John Davis. "We are pleased to offer this new series of albums, which reflect the diversity of Polygram's artists and their music, at prices that make it affordable for music lovers everywhere."
AMOA President Discusses State Association Meeting

CHICAGO — This year AMOA will, for the first time, sponsor a state association conference in conjunction with the national association's annual convention and trade show Nov. 2-11 at the Conrad Hilton Hotel. The conference was conceived in response to requests from operators and state group members across the country, according to AMOA president Wayne Hesch, who has attended numerous state association meetings throughout the U.S.

On countless occasions, said Hesch, he was approached with questions about organizational procedures and other aspects of a state association's function. Hesch, who once served as president of the Illinois Coin Machine Operators Association, was often asked about how ICMA operates.

Because of the high interest shown by those already established groups who are earnest in their desire for improvement and others who are interested in organizing associations, Hesch and AMOA decided to provide a forum for discussion and the exchange of information. "In this way, individuals will have an opportunity to get together and talk to each other," Hesch said, noting that "state associations are becoming increasingly important" in view of various legislative issues and other problems facing the operator.

Committee Formed

Hesch appointed a three-member committee comprised of Mel Pearman of Ohio (chairman), Raymond R. Schroth of Oregon and Kem Thom of Illinois to conduct the conference. All of the men, he said, have considerable expertise in state association matters and are actively involved in their respective local organizations. Additionally, each of the three state groups in which the committee members are involved is distinctly different in operation and function to provide a broad spectrum for those who attend the conference.

The state association conference will be held on Thursday, Nov. 8. The AMOA board meeting is also being held this day, and since it is an all-day affair, the conference will proceed unencumbered and strictly on its own, as Hesch pointed out. Each of the three committee members will address the

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Atari Revamps Sales Force

SUNNYVALE — Gene Lipkin, president of Atari's Coin-Operated Games Division, announced the promotions of Frank Ballouz, Don Osborne, Howie Rubin and Sue Elliott. "These changes in Atari's sales organization will further strengthen the marketing efforts at Atari," said Lipkin.

Frank Ballouz, formerly national sales manager, has been promoted to marketing director and Don Osborne, formerly western regional sales manager, moves into the national sales manager position. Sue Elliott, who was functioning as the firm's international sales administrator, has been promoted to international sales manager. Osborne, now a coast-to-coast sales manager, has taken on a newly created responsibility of special markets and Tom Petit, sales representative, will also be increasing his sales territory, taking on additional distributor accounts.

In their new positions, all of these individuals will be expanding their functions within the marketing group and Ballouz will take total responsibility for sales and marketing, both domestic and international. In so doing, he will become more involved in the international aspect of the business and will also maintain overall management of the marketing department.

As national sales manager, Osborne will have responsibility for all domestic coin-op sales and will be working closely with all of the American and Canadian distributors. In addition, both customer service and technical support will be handled by Osborne.

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Empire Hosts Unveiling Celebration At New Livonia, Michigan Facilities

CHICAGO — What might easily be termed the coin machine industry's special event of the year took place Aug. 26 at 11998 Merrimac Road in Livonia, Mich., which is the new home of the Detroit branch of Empire Coin Machine Co. Inc. The occasion was an open house celebration to officially unveil the new 23,000 sq. ft. facility and the theme "distributability of tomorrow" was reflected not only in the unique decor and layout of the premises but also in the entertaining bill of fare, which completely captivated the more than 550 people in attendance.

The new building has a showroom of over 3,000 sq. ft., which is fully carpeted in dark blue, dimly lit and designed in a location-like setting for the display of games and vending equipment in their natural habitat. A separate room, equally attractive in decor and outfitted with a specially designed bandshell which accommodates a jukebox, houses music equipment. Among the star attractions here is the current Rock-Ola "Max" phonograph.

Contemporary Design

A combination of silver shading and stark white furnishings compliment the executive offices and conference room and special lighting is installed throughout. There are murals in the various sales offices and each salesman has a picture of himself on his door. The entire facility is contemporary in design and decor and uniquely attractive but also very functional, as was pointed out by branch manager Hank Heiser. A great deal of the work was done by members of the Empire staff.

As most guests who attended the Aug. 26 celebration commented, "This was not a run of the mill open house" where you stop in, have some refreshments, look over the premises and depart. Instead, the Empire staff went all out to provide a very entertaining program.

The emcees Folliers, written, produced and directed by Hank Heiser and starring members of the Empire staff, was the highlight of the day. There were dancers, skits, music, vocals, a "salute to the '50s" and a rewarding standing ovation for the talented cast. Heiser said it took him about four months to record the music for the show and each of the 22 staff at Empire contributed to the program. Among those who performed were Jerry Wuestenberg, and Bob Hage of the parts department, and salesmen John Brown. Keith Healey and Roger Boom (Boon) Harvey Area operator Vic Muscat deserves honorable mention for his "Annie" skit, as well as Tim Hornor, a professional disco dancing instructor, who formerly worked in Empire's parts department.

A salute to the game of the year, namely, Midway's "Space Invaders," was another highlight feature.

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THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. GOOD GIRLS DON'T THE KNOCK (Capitol F-4771)
2. DIRTY WHITE BOY FOREIGNER (Atlantic 3618)
3. FINS JIMMY BUFFET (MCA 4109)
4. BROKEN HEARTED ME ANNE MURRAY (Capitol P-4713)
5. YOU DECORATED MY LIFE KENNY ROGERS (United Artists UA-X135)
6. I'VE NEVER BEEN IN LOVE SUZI QUATRO (RSO RS 1001)
7. SURE KNOW SOMETHING KISS (Casablanca-MB 2953)
8. HOLD ON IAN GOMM (Stiff/Epic SG 0574)
9. GOTTA SERVE SOMEBODY BOB DYLAN (Columbia 1-1107)
10. HELL ON WHEELS CHER (Casablanca-NB 2208)

TOP NEW COUNTRY SINGLES

1. FOOLING BY A FEELING BARBARA MANDRELL (MCA-41077)
2. IN NO TIME AT ALL RONNIE MILSAP (RCA-PE 1089)
3. HEAT BALL OF FIRE RICK JORDAN (Capitol P-4705)
4. WHAT MORE COULD A MAN NEED TOMMY OVERSTREET (Epic E-45616)
5. HALF THE WAY CRYSTAL GAYLE (Columbia 1-11087)
6. HOT STUFF JERRY REED (RCA-MB 1169)
7. SAIL ON TOM GRANT (Republic REP-045)
8. COME WITH ME WAYLON (RCA-PE 11723)
9. HARPO C. SMITH (Imperial Bros. WSS 49308)
10. MY OWN KIND OF HAT MERLE HAGGARD (MCA-41112)

TOP NEW R&B SINGLES

1. LOVER AND FRIEND MIMIE RIBERTON (Capitol P-4761)
2. LADIES NIGHT KOOL AND THE GANG (De-Lite/Mercury DE-801)
3. CRUISSIN' SMOKY ROBINSON (TamlaMotown TM-134)
4. ANYTHING YOU'RE AFTER ROGER ROYCE (Whitfield/W BHI 4949)
5. DIM ALL THE LIGHTS DONNA SUMMER (Casablanca-NB 2201)
6. RRRROCK FOXY (shan-T K-DAX 5054)
7. I JUST CAN'T CONTROL MYSELF NATURE'S DIVINE (Atlantic E-207)
8. DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA 41102)
9. DON'T LET GO ISAAC HAYES (Polydor P-4701)
10. DOIN' THE DOG CREME D'COCOA (Venture V-112)

TOP NEW DISCO SINGLES

1. COME TO ME FRANCE JOLL (Prelude-PRL 8001)
2. WHICH THE BELL RINGS ELUSION (Whitney MB 1099)
3. COME AND GET IT ON SOCCER (EED-A 57-2069)
4. REACHIN OUT LEE MOORE (Source/MCA SDR-4106)
5. THIS IS HOW PATAMA STANLEY (EMI-America SPRO 9183)
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.

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

The operation of these games and the features thereon may be subject to state and local laws or regulations. It is not intended herein to solicit the sale of such games in any jurisdiction where the same may not be lawfully sold or operated.
Colette Weil Promoted To Manager Of Marketing Research At Atari

SUNNYVALE, CA — The promotion of Colette Weil to the position of manager of marketing research at Atari was announced by the firm's director of marketing, Frank Ballouz. Weil has been a part of the development of Atari's research program for the past two and a half years and has been a major contributor to the overall marketing strategy of the company. In her new position, she will have full responsibility for market research and marketplace research and analysis for inputs to the marketing decision process.

It was also announced that Mary Takatsuino and Linda Butcher have been promoted to marketing analyst positions, working in the research program. They are primarily responsible for the implementation of field testing projects as well as analysis of primary and secondary marketing data. As marketing assistants for the past year Takatsuino and Butcher have worked as part of the research effort. Interfacing with players to help Atari learn more about the target audience for games. They also have helped in the compiling and analysis of market information at the various levels of distribution.

Unique Program

The research program at Atari is unique to the industry in its use of advanced methodologies to evaluate products and the market. "In her new position, Colette's education and experience in marketing research will continue to be an asset to the company's growth," commented Frank Ballouz. "Together with Mary and Linda, she will be adding to our knowledge and understanding of the market. This will help in our development of new products and marketing strategies." He added.

The marketing research group at Atari has initiated in-depth industry surveys with distributors and operators as well as player studies. It has also implemented essential secondary research projects on legal restrictions, game location opportunities, and many other important subjects to the industry. The accomplishments of this research program have shown a positive impact on the overall marketing program. This function of analyzing and reporting market information will continue to grow and benefit Atari's evaluation and response to needs in the marketplace, as stated by the company.

INDUSTRY CALENDAR

Oct. 5-6, Amusement & Music Operators of Virginia, annual conv., Howard Johnson's Motor Lodge, Richmond.
Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.
Oct. 14, Deutsche Wurlitzer Distributors Meeting, Hotel Croton, Dobrovnik, Yugoslavia.
Oct. 25-27, NAMA national conv., McCormick Place, Chicago.
Nov. 9-11, AMOA international exposition, Conrad Hilton Hotel, Chicago.
Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.
June 5-7, Music Operators of Minnesota, sile to be announced.

Hesch Outlines State Assn. Meeting

(continued from page 46)

assemble, following which there will be a question and answer period. Stressing the advantage of attending this meeting before the show opens, Hesch said there will be plenty of opportunities for those attending to make new friends and meet new professionals. Sessions at lunch, dinner etc. during the course of the convention and there will be no conflict with the convention's exhibit hours.

Most of the opening session will be of some interest in forming a state association and to those who are looking for methods of improvement," Hesch said. "We want to give operators some ideas and suggestions they can take home with them."

Association Survey

At present AMOA is conducting a survey of state associations and intends to provide the results of the sampling at the convention. It will be attended by such state associations as the Utah, Montana, Oregon, Indiana, Kentucky, Louisiana associations. AMOA fully supports and encourages state associations," Hesch stressed, "and we feel that a strong network of state associations will enhance the strength of the national association."

This year AMOA also invited other industry related groups to hold meetings on the day prior to the convention's opening and this applies to arcade people, pool and coinop groups, etc. The national association will arrange for meeting rooms and interested parties should contact the convention headquarters at (312) 726-2810 for full details.

Hesch also said that the mini-seminars: another first this year, will be a very important asset at the 1979 exposition.

Empire Hosts Party

(continued from page 46)

The program was climaxd by a very lively soiree for the "Empire builders" at the Sheraton, held in the atrium. The guests were Gill and Joe Robbins who were called on stage to accept commemorative plaques. A most of the factories whose products are distributed by Empire were represented at the celebration and some provided prototypes of new equipment for display. Among those represented were: Atari, Automatic Products, Bally, Cinematronics, Exidy, Gottlieb, Allied Leisure, Midway, Stern, Moyer Dibine, Tourname, Scope, Vectorbeam, Irving Kaye, Valley and Rock-Ola.

Develop Your People

(Ed. note: The following "President's Message," prepared by James Prather, president of the Florida Amusement Vending Association, formerly known as Florida Amusement Merchandising Association, is on the way to the members of the state association's current newsletter under the heading "Develop Your People"

"I have the opportunity to receive a weekly report from Mr. Prather to print his comments for the benefit of our readers.

"Some supervisors run a one-person show, which hurts their companies over the long run. Sometimes it's because they suffer from a 'star complex,' sometimes it is simply because it has never occurred to them that there are ways to increase their own productivity and the company's. Here are three areas worth investigating.

Develop People. Explore their hidden capabilities. For example, for a person who you think might handle a tough job, give him a chance. Too often, employers are afraid to give employees opportunities. You never know what a person can do until you try him. So don't be afraid to let people try new things. Check if you can do the job yourself. But your employees are your asset. And keep in mind that the more things your people can do, the more work you can accomplish through them.

Save By Spending. Some operators overlook new equipment that could help them make more money. Others spurn their use because they have closed minds. They don't realize that new technology can mean higher productivity."

Look For New Ideas. Most successful operators stay alert for new ideas which can pep up their productivity. One practice might be called looking for "Dumb Deals." A good example is the "Empire Builders" who work each day, he thinks about one idea for improving his department. Some of the following may be the way in which he issues assignments.

"When there's no pressure on me to do anything and I think of a problem in a hurry," he says, "I can be more objective in my thinking and often I come up with an idea that will work better for our company."

Good, ambitious workers are not in such great supply that you can afford to lose them. But how can you keep on your team when you have no promotion spot for them at the moment? Advertise one top executive: "Give them rewarding projects whenever possible. Send them to conventions and seminars."

And don't forget the seminars and educational schools offered by your trade associations, such as FAVA, AMOA, and NAMA. Each organization hosts an annual convention/workshop/trade show that is rich with educational opportunities for not only yourself but your employees as well. An excellent example is the Digital Electronic School sponsored recently by FAVA in Winter Haven (Florida) that afforded members and their employees an opportunity to attend a nationally recognized seminar. Although an important asset, the seminar that it will again be offered in the fall. Remember, your employees are your business' most important asset. Develop them and you increase the worth of your business and yourself as well.
COIN MACHINE

VINTON HITS SINGER ONE-STOP — During a recent visit to Chicago, Tapestry recording artist Bobby Vinton stopped by Singer One-Stop For Ops and learned that his "Disco Polka" single is attracting a lot of jukebox play. Later in the day, Vinton visited another local one-stop, Lormar. Pictured (l-r) at Lormar are: Keith Medin, Lormar, Jerry Fratzin, Acme Music, Vinton and Lormar's Tony Ignoffo and Frank Scardino. Pictured (l-r) at Singer One-Stop are: Vinton; Gus Tantol, Sharon Casnocha and Marty Hirsch of Singer One-Stop, Les Reed of Progress and indie promo man Paul Gallia. The Chicago area has always been a Vinton stronghold.

CHICAGO CHATTER

On Sept. 10, Taito America Corporation moved into its new facilities at 1256 Estes Avenue in suburban Elk Grove Village, Ill. The new phone number is (312) 981-1000.

THE WEEKEND BALLY-MIDWAY SERVICE SCHOOL was about to get underway at Howard Johnson's as Cash Box went to press. Prior to the opening session the attendance count had reached about 112, as noted by the factory's field service manager Bernie Powers. Since a number of wives will be accompanying their husbands Bally planned a special program just for them — including a get acquainted cocktail party and a shopping tour of the famed Woodfield Mall, which is one of the largest shopping centers of its kind in the world. Margie Tumasz and Barbara Rude of Bally's executive secretarial staff will be serving as tour guides. The women will also be given a guided tour of the Bally plant facilities. Immediately following the school Bernie Powers will be heading for Arlington, Virginia to deliver a lecture to the Dept. of the Navy and Marine Corps. From there he'll be going to Charlotte for the No. Carolina state association convention. Bally has a two-day school set for Sept. 24-25, with Amie Aaerstagen conducting, at Monroe Dist. in Cleveland and an Oct. 3 session at Advance Automatic Sales in San Francisco. Looks like the new school schedule is off to a flying start.

DATELINE DES MOINES, Ia.: Chatted with Marshall Caras of Philip Moss & Co., who happily noted that August sales were better than average out there and the distrb's been experiencing a noticeable upsurge in sales of video games. As he pointed out, they're having a better run on all types of video models than they've had in some time. As for pins, they're anxiously awaiting another shipment of Gottlieb's "Totem" which is high on the bestseller list and the next two Gottlieb models are turning out beautifully. Marshall intimated that the Moss organization is about to unfold some very exciting plans.

MIDWAY'S SERVICE MANAGER Andy Ducay will be in Atlanta, Ga. Oct. 11 to conduct a factory service school for Greater Southern Dist. Co. On Oct 17-18 he will participate in a Bally-Midway school at Struve Distg. Co. in Salt Lake City, Utah.

EASTERN FLASHES

American Shuffleboard Co.'s Sol Lipkin, after enjoying a terrific vacation and lots of ocean fishing, is back at work, gearing up for fall. He's already received a number of calls for shuffleboard league and tournament information. Prior to preparing for the November AMOA convention, the American Shuffleboard crew will be in New Orleans displaying the factory's home product line at the National Park & Recreation show in October.

USING EQUIPMENT IS in big demand at the Shaffer Dist. branch in Macedonia, Ohio, as we learned from Tom Kindler. The high price of new games, he said, is causing operators to buy more used pieces so Shaffer's stock of these items is rapidly declining. "We've sold about as much total volume in used games as in new," he added. Tom also mentioned that August sales were considerably above last year's figure, but, on the other hand, the normal Fall buying of pinball machines is slightly below last year. Distrib recently held a couple of Rowe vending schools, with one session focusing on the factory's outstanding new bill changer.

A PRIME MOVER AT Betsyln in No. Bergen is the Rock-Ola "Max" phonograph. Ops seem to like the size, price, features — and everything else — about this new model. Jerry Gordon told us the Bally "Kiss" and "Paragon" pins have been doing extremely well. Other hits out there include Gremlin's "Head On," Exidy's "Crash," the newly arrived "Lunar Lander" from Atari, Vectorbeam's "Barrier," Cinematronics "Sundance" — and the still heavily backordered "Space Invaders."

CALIFORNIA CLIPPINGS

The 1979-1980 season of Friday lunches at C.A. Robinson started out with a bang as Al Betelman threw out the first Corned Beef sandwich (akin to throwing out the first World Series ball). The sandwich was cooked by operator Nat Klitnick who devoured it in record time. Seriously, the start of "Lunch And Refreshment" Fridays at C.A. Robinson was greeted with great fervor by a multitude of operators, arcade owners and other coin machine luminaries (including financial people and distrub suppliers). The C.A. Robinson secretaries took turns serving the guests as the sales staff showed off a great array of pins and video games — and took orders of course.

JOHN SCAVARDATA AT CIRCLE reported that he received a shipment of William's new "Tri Zone" and that sales are brisk. "The interesting sounds on the machine seem to be attracting a majority of the people," said Scavarda. "Superman," "Lunar Lander," "Head On" and "Crash," are all selling well at the distrub, and Scavarda commented, "It's really exciting when three or four manufacturers hit with something great at the same time.

PORTALE'S OSCAR ROBINS said that another shipment of Gottlieb's "Totem" has arrived and that the games are moving quite well. Robins mentioned that the things would be fairly slow, as with all distributors, as the AMOA draws closer.

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Breaking the Records — Virginia recording artists The Records recently performed at New York’s the Bottom Line. Picture of the performance are (l-r): Hugh Gower of the Records; Kurt Neinger, vice president of promotion, president of Virginia, and president of City. The performance was recorded on 22-23, and will be released on 22.

Hayden’s Label Scores With 1st
directed radio, despite the recent drop in ratings of some of the biggest all-disc radio stations. Directed radio is hurting in the ratings because so many former Top 40 stations have gotten into disco programming. They take listeners away from the older stations, which compete with the likes of KBZU that knocked out WKTU, not the kind of music WKTU was programming. WKTU had been the only Top 40 Station on the East Coast.

Promotion team of Hayden & Associates is a big booster of personal appearances by artists at discotheques. Disco artists are often faceless because so much of their exposure occurs at discotheques. Promotional appearances at discotheques — which range from complete live performances to lip syncing to simply saying hello to the D.J. — help the performer with his or her music, and hopefully with the face on the album in the retail record bin.

Quantitative Proof

That is the theory. Hayden offers quantitative proof that promo tours are effective in generating sales when they points to regional disco charts. “Just look at the regional charts for an area where an artist recently hit the disc,” he suggests.

For example, last week Herman’s Hermits took their ‘Let Me Take You Dancing’ to the clubs in L.A., the single jumped on the local chart at #22. He also cites Tasso Boudas as another artist whose career and sales have been boosted by personal promotion at discotheques.

The major thrust of the Hayden promo team, however, is sales and in-house efforts, is the club disc jockey.

“Let’s face it. The jock is the PD of his club. He can’t break or break a record. A lot of times, the first occasion you play a record, you’ll thin out the dance floor, but a good re-mix and a second playing just may bring them back in.”

Disc Pioneers

Like other disco promotion pioneers such as Mark Kreiner, who started out as a Marina Del Rey DJ, and Marc Paul Simon, who got into show biz as an aide to Esther Phillips, the 25-year-old Hayden did not begin at the top. He started by sending out club lists at 20th-Century-Fox Records seven years ago. Within six months, he was named creative director of artist relations. “It was a small, new company, and it was easier for a hard-working 19-year-old to get noticed. I had started out at, say, CBS, I’d probably still be sorting mail,” he says.

PR Firm Restarted

NEW YORK — The Tomorrow Today Publicity Company has been reactivated by Bubzy Leigh and Leona Faber. The company is located at 405 East 54th St., N.Y., N.Y., 10022, telephone (212) 532-3150.

WEA Stresses Responsible Approach To Year-end Sales

(WA) — Robin E. Worthington, director of the Year end sales campaign for WEA. The company’s year-end sales campaign is designed to boost sales of major artists, with the goal of achieving a 20% increase in total company sales.

Worthington emphasized the importance of responsible and ethical sales practices, stating that “WEA’s campaign is not purely driven by profit, but rather by a commitment to our artists and our fans.” He highlighted the company’s efforts to promote environmentally friendly packaging and sustainability initiatives.

Worthington also noted that WEA will be partnering with various organizations to support charitable causes, including the Red Cross and the Salvation Army. He stressed the importance of giving back to the community, while also advocating for the importance of supporting the music industry.

The campaign will feature extensive advertising and promotional efforts, including radio and television spots, social media campaigns, and in-store displays. Worthington emphasized the importance of collaboration with artists and their teams, stating that “we will work closely with our artists to create tailored campaigns that resonate with their fans and support their initiatives.”

Worthington concluded by stating that “WEA is committed to this approach, and we believe that it will result in a successful year-end campaign that benefits both our artists and our fans.”

WEA Presents 30 Branch Awards

LOS ANGELES — For the second year in a row, the Atlantic branch of Warner/Elektra/Asylum Corp. was named Branch of the Year during the recent series of WEA Fall 79 regional marketing conferences, held in San Francisco, New York, Chicago and Los Angeles.

Host of the conferences was WEA president Harry Brown. Brown manager Bill Biggs accepted the top branch honors in all, 30 awards were given.

At the New York conference, the New York, Boston and Philadelphia branches met to accept the following awards: Jim Wessels, Atlantic Rep of the Year; Barry Eisenberg, (New York), Sales Rep of the Year; Mel Kougil (Baltimore/Philadelphia) Sales Rep of the Year; Joe Bartusiak, Atlantic Manager of the Year; Fran O’Keefe (Boston), Buyer of the Year; D. Kimmel (Denver), Manager of the Year; D. Kimmel (Philadelphia) Manager of the Year; Mike Larson, Warner/Elektra/Atlantic Long Hay, Manager of the Year; Marvin Parker Los Angeles, Sales Representative of the Year; Ted Prins, Carolina, Atlantic Manager of the Year; and Paul Marrotta, Warner/Elektra/Atlantic Manager of the Year. Black Music and Michael Johnson, Warner Bros. Black Music Promotion Rep of the Year.

Cash Box/September 22, 1979

Worthington.
Service in New York added that Canadian product was not only being exported to the northwest territories, but also to England, France, and Germany at prices approximately 20-25% lower than those obtainable from manufacturers in those countries.

He added that importation of LPs from other areas of the world, such as the Philippines and Taiwan, appeared in more limited quantities here due to prohibitive shipping costs.

A U.S. Treasury Department spokesman told *Cash Box*, "When a foreign company is licensed to manufacture a record by an American record label, sometimes a certain number of records are pressed beyond the contracted amount and make their way illegally into other foreign markets. What we've tried to do in recent times is to improve our cooperation with foreign officials, and now we have cases pending with the RCMP, Scotland Yard, and authorities in Mexico." He said that in each case, there is evidence that the license violated its arrangement with the U.S. manufacturer without the copyright holder's permission.

The exfiltration of the import situation was dramatized last month when Customs agents, working through the Customs Service Bureau, said that while they could not discuss the specific nature of the investigation, new charges brought against the individuals would be "innovative in the copyright enforcement area." He declined further comment.

Law enforcement officials agreed that imported product which finds its way into an unauthorized territory is usually produced outside the country, with a certain number of records, generally 8% of the retail selling price. The local societies which collect the royalties are aware that they can probably be obtained on the secondary market by the American publishers. But records manufactured for sale in Canada should be restricted for sale there since they represent a substantial loss to American publishers.

Jerry Farber, the former Copyright Service Bureau, an administrative agency for intellectual properties, added that "If American publishers were to cooperate with each other and develop some of the importation. Since the mechanical rate in Canada is three-tenths of what it is in the U.S., American publishers would stand to gain 40% more money when their product is sold domestically."

The FBI spokesman in the white collar crime division said that his office now tries to combine felony statutes in conjunction with its copyright investigations so that greater penalties can be applied to willful copyright infringers.

He said, "If you look at the stored sound as an item of value," he said, "and if it equals 5,000 or more, under Title 17 of the Copyright Law, we'll prosecute copyright violations for which there's a real market."

Although there is some question as to the legal responsibility of the manufacturer when it is discovered that agents of a company told *Cash Box* that if legal action were to be undertaken in connection with the sale of Canadian product in the U.S., damages might be doubled in court. Acting on information that American handling of the merchandise because the holders of the copyright had not given permission for its product to be sold in this country. The attorney cited a case in the film industry wherein a licensee whose work had been overseas recently sued the manufacturer on the grounds that the copyright was not protected in an area where piracy existed.

In addition to the profit centers, staff responsible to the president include the following: Mel Liberman, division vice president of business affairs, who is responsible for worldwide contact management, including special product sales and marketing, and Herb Hellman, division vice president of public affairs; William O'Grady, division vice president of industrial relations; John Mangini, division vice president of finance; and Jonathan Walters, the staff vice president and senior counsel.

**RCA Profit Centers**

Both company and industry need — be dedicated to producing a very high quality of product. There's also a cost effect, and I want them to be in a position to reflect that cost effect fully to their users and stand as a profit center.

Why, as RCA changed its structure so that each section of the company is regarded as a separate entity? This is a function of RCA's growth in the past few years. Summer replied, "This profit center organization, supported by an experienced staff, is essential to dealing in a more effectively with a business that is larger and increasingly complex." Summer also noted that the restructuring would give him more flexibility to oversee the affairs of the whole company.

**WEA, Capitol Deals**

On 68 selected titles between Sept. 17 and Sept. 28, half of the payment will be due on Dec. 15, 1979, and the other half on Jan. 15, 1980.

One important difference between the Capitol and WEA programs is that the former involves several key new releases, including recent albums by The Knack, Moon Martin and the Little River Band. But Capitol is stressing the catalog "cream," including the Kenny Rogers catalog, Pink Floyd's "Dark Side Of The Moon," and selected titles by the Beatles and the Beach Boys.

**Cash Box** September 22-27, 1979

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**END OF PAGE 3**

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**END OF PAGE 5**
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