For thousands of years man had dreamed about going to the moon. But only one man can claim to be the first. His name is Neil Armstrong, and on July 21, 1969 he inscribed a permanent place for himself in history.

On October 4, 1957 the Soviet Union amazed the world by launching Sputnik I, the first artificial Earth satellite. The race into space had begun with another dramatic first and the rest is history.

Her first #1 Adult/Contemporary hit, I Never Said I Love You, cleared the way and with the incomparable Hal David and Archie Jordan writing the songs on her album, Orsa Lia is breaking through.

On May 29, 1953 Edmund Hillary accomplished what countless others had failed to achieve. He led a successful expedition to the summit of Mt. Everest. He did it because it was there, but more so to be the first.

The title song, Send A Little Love My Way, is the first single and it's making waves. The album is high altitude rock that's perfectly timed to take off.

He pointed to the stands with his mighty bat and thrilled baseball fans the world over by becoming the first man in history to hit over 60 home runs in a single season.
EDITORIAL

After The Boom . . .

There are some fairly obvious signs of one way in which the record labels are dealing with the industry-wide recessions. Until recently, only two albums in the history of the Cash Box Pop LP chart have debuted at the #1 spot. Now, in as many months, two have bowed at the top spot last month's Led Zeppelin and this week's Eagles LP.

Both groups have been away from the recording studio for quite some time. Their sudden reemergence, along with numerous recent and forthcoming releases by other past platinum-sellers such as Donna Summer, Stevie Wonder, the Village People, Gloria Gaynor — to name only a few — can hardly be a coincidence.

More likely, the sudden glut of top releases suggests that the labels have decided to heat up a sluggish industry with an injection of superstar product.

Apparently this strategy is working. A recent article in The Wall Street Journal listed convincng facts and figures which pointed to just such an upward turn in sales.

While Cash Box applauds the Eagles' and Led Zeppelin's stunning chart performance and welcomes the return of better days for the industry as a whole, one caveat should, we feel, be mentioned.

Flooding the market with superstar product is only a stop-gap remedy against recession and will inevitably perpetuate the boom and bust cycle which has characterized this year.

And as the gift-giving season approaches, the temptation to put out even more records will grow stronger. It is a temptation which should be resisted for the benefit of everyone involved.

A healthier and more sound economic policy is one in which albums by superstars would be released at roughly even intervals throughout the year.

Cash Box strongly recommends the sort of planning that resists short-term financial windfalls, planning that promotes long-term stability and healthy, continued growth.

THE INTERNATIONAL MUSIC RECORD WEEKLY

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THE INTERNATIONAL MUSIC RECORD WEEKLY

NEW HIGHLIGHTS

- Black artists and promoters clash over venues (page 7).
- Kenny Rogers, Willie Nelson and Barbara Mandrell win top honors at CMA awards ceremony (page 7).
- "Tusk" by Fleetwood Mac and "Reggatta De Blanc" by The Police are the top Cash Box Album Picks (page 15).
- "No More Tears (Enough Is Enough)" by Barbra Streisand and Donna Summer and "Rock With You" by Michael Jackson are the top Cash Box Singles Picks (page 20).

TOP POP DEBUTS

SINGLES

ALBUMS

POP SINGLE

SAIL ON
Commodores
Moton

R&B SINGLE

(Not just) KNEE DEEP
Funkadelic
Warner Bros.

COUNTRY SINGLE

FOILED BY A FEELING
Barbara Mandrell
MCA

JAZZ

STREET LIFE
Crusaders
MCA

NUMBER ONES

POP ALBUM

THE LONG RUN
Eagles
Asylum

R&B ALBUM

OFF THE WALL
Michael Jackson
Epic

COUNTRY ALBUM

GREATEST HITS
Waylon Jennings
RCA

DISCO

DON'T STOP 'TIL YOU GET ENOUGH
Michael Jackson
Epic
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<thead>
<tr>
<th>No.</th>
<th>Title</th>
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<th>Weeks On 10/13 Chart</th>
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<td>SURE KNOW MINE</td>
<td>KISS (Casablanca CB 2205)</td>
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<td>8</td>
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<td>46</td>
<td>BROKEN HANDS</td>
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<td>50</td>
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<td>DREAMING</td>
<td>BLONDE (Crystal CHS 2379)</td>
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<td>4</td>
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<td>55</td>
<td>HALF THE WAY</td>
<td>LIONEL RICHIE (Columbia C-11087)</td>
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<td>56</td>
<td>GOOD TIMES</td>
<td>CHIC (A&amp;M FM-2184)</td>
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<tr>
<td>57</td>
<td>NO MORE TEARS (ENOUGH IS ENOUGH)</td>
<td>LIONEL RICHIE (Columbia C-11125)</td>
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<tr>
<td>58</td>
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<td>DREAM POLICE</td>
<td>POV (EMI/Epic E-80774)</td>
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<tr>
<td>62</td>
<td>LET ME KNOW (I HAVE A RIGHT)</td>
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<td>63</td>
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<td>CHARLIE DANIELS BAND (CBS CBS 80700)</td>
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<tr>
<td>64</td>
<td>DO YOU THINK I'M DISCO</td>
<td>STEVE DALE (Columbia CBS 1132)</td>
<td>85</td>
<td>2</td>
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<td>65</td>
<td>LADIES NIGHT</td>
<td>KOOL &amp; THE GANG (MCA MCA-41107)</td>
<td>85</td>
<td>2</td>
</tr>
</tbody>
</table>

**12" Available For Sale**

- Exceptionally heavy radio activity this week
- Exceptionally heavy sales activity this week

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

**CASH BOX Top 300 Singles**

**October 20, 1979**

- **RAINBOW CONNECTION**
- **COOL CHAPPY**
- **DO I LOVE YOU**
- **BETTER LOVE NEXT TIME**
- **DAMNED IF I DO**
- **NEED A LOVER**
- **LITE RIVER BAND**
- **GET UP**
- **WE DON'T TALK ANYMORE**
- **STARRY EYES**
- **ARMS OF LOVE**
- **IN THE STONE**
- **AFTER THE LOVE HAS GONE**
- **CRUSIN'**
- **SINCE YOU LEFT ME**
- **MAIN EVENT/FOOT STOMP**
- **REMEMBER (WALKING IN THE SAND)**
- **YOU'RE ONLY LONELY (Ice Age)**

**CASH BOX Magazine**

- **Roma (Rockstein)** (BMI)
- **SAD Eyes (Careers)** (BMI)
- **Journey (Island)** (BMI)
- **MURPHY (Sugar Hill)** (BMI)
- **You're Only LONELY (Ice Age)** (BMI)

**CASH BOX Magazine**

- **Rainbow Connection**
- **Cool Chappie**
- **Do I Love You**
- **Better Love Next Time**
- **Damned If I Do**
- **I Need A Lover**
- **Little River Band**
- **Get Up**
- **We Don't Talk Anymore**
- **Starry Eyes**
- **Arms Of Love**
- **In The Stone**
- **After The Love Has Gone**
- **Crusin'**
- **Since You Left Me**
- **Main Event/Foot Stomp**
- **Remember (Walking In The Sand)**

**CASH BOX Magazine**

- **Roma (Rockstein)** (BMI)
- **Sad Eyes (Careers)** (BMI)
- **Journey (Island)** (BMI)
- **Murphy (Sugar Hill)** (BMI)
- **You're Only LONELY (Ice Age)** (BMI)
The first single from the Commodores' platinum album "Midnight Magic" is on top and still sailin' on!

On Motown Records
Cash Box News

Cash Box News

Country Music Awards Show Hands Out A Few Surprises
by Don Cusic

NASHVILLE — On Country Music's finest night, amid all the glitter and glam of sparkling stage backdrops and prime time network television, Willie Nelson, wearing blue jeans, a cowboy shirt and his hair in a braided lock, won the prestigious CMA Entertainer of the Year award, Oct. 8.

Following Nelson several years after he had made a huge swirl in the industry by leaving Nashville, moving to Texas, letting his hair and beard grow, and breaking the so-called "established way of doing things" in country music. It was a fitting tribute for Nelson to receive that honor from the CMA after the organization had been accused of ignoring the "outlaw movement" in country music that had resulted in gold and platinum record sales and country music reaching a new and bigger audience primarily through artists like Nelson and Waylon Jennings.

Another unexpected honoree was Charlie Daniels, known for years in southern rock circles as one of their kings of boogie, who walked off with three awards: Single of the Year for "Devil Went Down To Georgia." and Instrumentalist of the Year and Instrumental Group of the Year for the Charlie Daniels Band. Daniels is another outstanding example of the relaxed boundaries of country music and the recognition by the CMA of the diverse elements within country music.

The other big winner was Kenny Rogers, who hosted the show and walked away with three awards: Male Vocalist, Album of the Year for "The Gambler," and Duet of the Year with Dottie West. Rogers had been nominated in five categories, tops of any of the nominees.

It is ironic to note that those who have received a great number of nominations at the CMA show have not made the "clean sweep" as always predicted. Last year's Entertainer of the Year, Dolly Parton, is an example here, as is Waylon Jennings from several years back and Rogers this year.

The Statler Brothers "won back" their award as Vocal Group of the Year. Last year, the Oaks won the award, breaking the Statler's six-year winning streak.

Other award winners included Don Schlitz, writer of "The Gambler," for Song of the Year, Barbara Mandrell for Female Vocalist.

Hank Snow and Hubert Long were inducted into the Country Music Hall of Fame. Long, inducted in the Leceseste category, was a key executive in country music, one of the founders of the CMA and a noted publisher and talent agent. Snow, the Canadian native who is best known for his composition, "I'm Movin' On," was approaching his fourth year at RCA. Snow was presented by long-time friend and cohort Chet Atkins.

Artists who performed on the show included host Kenny Rogers, Dave and Sugar, Larry Gatlin, Crystal Gayle, Ronnie Milsap, Anne Murray, Willie Nelson and Leon Russell, the Georgia Boys, Dolly Parton, Ray Stevens and the Statler Brothers.

The 1979 CMA Awards show was produced by Robert Precht and Tony Jordon with Irving Waugh, executive producer; Walter Miller, director, Donald Epstein and Marty Rapawy, writers, and Bill Walker, musical director.

As Sales Tool, LP Graphics Receive Qualified Praise
by Frank Sanello

LOS ANGELES — Retail chain executives, label merchandising executives and graphic artists all agree that while it is the music that ultimately sells an album, the graphics on that album do contribute to sales.

Studies have shown that albums are often impulse items, and the executives and graphic artists surveyed emphasized the pivotal role a catchy album cover can play in such impulse purchasing.

A "very substantial number of sales are essentially impulse-oriented," Butterfly Records president A.J. Cervantes says. "Therefore, covers in particular as well as any other type of in-store stimulus can have a tremendous impact on sales."

Just how much impact is a matter of debate. Although there are no statistics correlating sales with album graphics, John Cabak, head art director at Motown, estimates that cover artwork may account for "25% worth of sales. Graphics do help sell an album, but if the album is good and gets a lot of airplay and word of mouth, people are going to buy it whether it's a good or bad cover."

Echoing this sentiment, Gribbitt art director Paul Gross says, "Music is the No. 1 seller. But a good record with a bad cover could go unrecognized because of the huge number of releases. People will always listen to it regardless. The packaging whether they're buying LPs or toothpaste."

Ben Karol, president of the New York-based King Karol's retail chain, maintains a downplayed effectiveness of album graphics. "Album art has a minimum amount of importance. Our album cover is so unusual that it calls attention to itself, it might get looked at instead of being glossed over." D. J. Eye-Catchers, like Gribbitt's art director, Karol believes an eye catching cover is mandatory in a store filled with albums. "There are thousands of records in a shop, and the customers can be overwhelmed. Many

Cash Box/ October 20, 1979

www.americasradiohistory.com
**NEW FACES TO WATCH**

**Shoes**

The youthful Elektra/Asylum quintet known as Shoes had from the small Illinois bedroom in which they lived, the bop and the pristine pop-rock could hardly be considered small town. Since the band's informal beginnings in 1974, when brothers John and Jeff Murphy first got together with high school buddy Gary Kieble to write and play as a trio, Shoes has incorporated an international range of influences into its music, from The Beatles to The Byrds to David Bowie.

However, from the first homegrown results, with Mike Stone assisting, "The Present Tense," the band has steadfastly preserved the raw immediacy of its sound and direction.

"We're real conscious of the fact that there is good deal of slick, polished music on the market today," said singer/guitarist Gary Kieble. "But it's so sterile and we've always tried to avoid that."

Actually, it was the rough, he raw newness of their first self-produced and marketed album in 1976. "Black Vinyl Shoes," which was recorded in the Murphy's living room on a four-track, that brought them critical acclaim. By that time, the trio had added drummer Skip Meyer to complete the unit. Despite the press raves and an offer to record a single for the L.A.-based Bomp label, the boys were still stuck in Zion work.

"After 'Black Vinyl Shoes' we got the reviews and thought, 'Oh great!'" bassist/vocalist John Murphy stated. "We were putting things on hold until the Bomp single came out. That's when we moved over to an eight track studio and started putting new demo tapes together, playing a few gigs there and there the pay the bills."

That meant wandering into the cold Midwestern winter to gig at local clubs and discos, playing up to live sets a night for the doorfake or even "auditioning", a full evening just to get the chance to return for a paying engagement. Despondent but undaunted, Shoes continued to send out its demos as the band earner to the deft lab scene around Chicago and Milwaukee.

"In Chicago, people have a very definite idea of what they want their music to be and sound," noted John Murphy. "Slyx, Red Speedwagon. Kansas people see that as Midwestern corporate rock and that's not what we're about at all."

A reprieve came in the form of Ken Buttie, Elektra vice president of promotion, who flew out to Chicago shortly after hearing "Black Vinyl Shoes" for the first time. Sure he had a lot of local distribution in England by that time and it was selling beautifully on the small PVC label, depending on the group.

"When we saw the limo pull up to the house with the Elektra people we were a bit freaked," John Murphy said. "They asked us if we could come to California the following week."

Shoes was immediately signed to a long-term deal with the label and the members promptly quit their jobs to prepare for a trip to England to record "Present Tense" at the Mushroom Studios in London with Robin S. Stone assisting on the production of the album.

As the band preps for its first real tour, which is scheduled to begin sometime early next year, Jeff Murphy said, "The well is deep with songs for our next LP."
Infinity’s First Year Features ‘Rising Star,’ Pope LP

Divine, Blue Steel and Rupert Holmes,” Markoff concluded.

Boostered by the success of Spyro Gyra’s “Mornin’ Dance” LP, which spent an extended period of time at or near the top of Cash Box Jazz chart and was recently certified gold, Infinity’s first year was also highlighted by two striking innovations — the “Rising Star” and the Pope album.

The “Rising Star” album

Introduced with the Sept. 14 release of Richard Stiep’s “Holiday In Hollywood” album (Cash Box, Sept. 8), the “Rising Star” concept featured a list price of $5.98 for the first 75,000,000 units. Implemented in conjunction with MCA Distributing Corp. (Infinity’s distributor), the “Rising Star” concept was designed to aid in the breaking of new artists by offering a lower-than-normal list price.

“As soon as the program was developed, we jumped on it,” Markoff recalled. “We felt that one of our strong points as a company was our creativity and our ability to be innovative without having to go through a lot of corporate red tape. We had the flexibility to try interesting new promotion and marketing concepts and we were very pleased to have been given the opportunity to be the first in the industry to come up with the ‘Rising Star’ concept."

The Pope Album

Nevertheless, one of Infinity’s biggest stories of the year was the recent release of the album “Pope John Paul II Sings At The Festival Of Sacrosong.” Released Oct. 1 (Cash Box, Sept. 29), Infinity had negotiated the rights to the album from Pope Paul, and pledged a “major portion” of the proceeds from the sales to the Pontifical Mission Society.

“We are anxious to get on with our second year,” Markoff concluded, “because we’ve laid the groundwork during the past 12 months. We can look forward to second albums from our groups. We very much look forward to the next Spyro Gyra, the next New England, the next TKO and the next Dixon House. This gives us much more ammunition than we had a year ago.

“We now have a roster of artists who aren’t new anymore, but are established. We have something to build upon and that makes the prospect of the coming year very exciting for us.”

Butterfly Label Implements Complete Reorganization Of Pop Promo Staff

LOS ANGELES — In a major staff reorganization designed to reinforce and strengthen the pop promotion staff, six people were named this week to new positions at Butterfly Records.

Heading the list of staff moves is John Davis, who was named to the post of marketing vice president. Davis moves over from his previous position as the label’s promotion vice president.

Other appointments included John Heathfield as national promotion director, Thom Williams as creative services director, Karen LaFont as national secondary promotion director, John Resnick as national retail promotion director, and Pamela Plant as production director.

Among the product the new personnel will be working are two projected mid-November releases, a 12” single by Cheryli Dichter entitled “Here Comes My Baby” and a two-record compilation album entitled “The Best Of Butterfly.” To be released by MCA Distributing, Dichter’s single will be the label’s second “rock-disco” effort, following Bob Martin’s “Super Rock.”

The compilation album — featuring songs by Tuxedo Junction, St. Tropez, Bob Beverly, Désirée McCann, THP Orchestra, Blackwell and Great Tour — will be marketed on the retail level as a Christmas gift package and through the label’s direct mail arm, Multi-Media Marketing.

The label will employ special packaging, including special vinyls for promotional copies, which will be given away as a limited edition collector’s item. The album will list for $8.98.

Butterfly president A.J. Cervantes also announced recently that the label had finalized licensing deals for Germany, Austria, Switzerland and Japan. A three-year agreement with Metronome Musik of Hamburg was effective Oct. 1 and covered the European territories, and an existing deal with King Records of Japan was extended for two more years.

First Kiss Inks With The Bug Music Group

LOS ANGELES — First Kiss, Jack Nitzsche’s publishing company, will be administered by the Bug Music Group. The composer of “Needles and Pins” and “Gone Dead Train,” Nitzche also penned film scores for “One Flew Over The Cuckoo’s Nest,” “The Exorcist,” and “The Exorcist” performance.” First Kiss plans to publish the film scores to “When You Comin’ Home Red Rider” and “Hurtin.”

Bauer Public Relations Relocates L.A. Offices

LOS ANGELES — Shelly Bauer Public Relations relocated its Los Angeles offices to 1918 Cerro Gorda St. The phone number remains (213) 462-6374.

EXECUTIVES ON THE MOVE

Gormley Appointed At A&M — A&M Records has announced the appointment of Mike Gormley to the post of assistant to chairman John J. Porter. Gormley joined A&M in May 1976, as director of communications, and he will retain that position.

Reichenbach To RCA — Chuck Reichenbach has been appointed director, national promotion, for RCA Records. He comes to RCA after five years with Janus Records where he most recently served as midwest regional manager.

Ginochio Promoted At RSO — Vic Ginochio has been promoted to national singles director in the sales department of RSO Records. A member of RSO’s sales staff for a number of years, he moves up from the position of west coast marketing manager, working from RSO Records’ Los Angeles office. Prior to that, he was midwest marketing manager for the label, based in Chicago.

Midogram Openes Office — Midogram Records has announced the opening of its new west coast office headed by Steve Ostrow, west coast district manager. The new office address is: Midogram Records, 8833 Sunset Blvd., Suite 308, Los Angeles, CA 90069. The temporary phone number is (213) 659-8811.

Rogers Promoted At Arist — Arist Records has announced the promotion of Melani Rogers to manager, national publicity. She has been with Arist for three years, and most recently was publicity coordinator. Prior to joining the label, she was with the publicity firm of Setters & Roskin.

WEA Appoints Newman — Warner/Elektra/Atlantic Corp. has announced the appointment of Pamela Newman as the single’s action specialist for the sales territory covered by the Boston Branch. She joined WEA in August 1978. After serving an apprenticeship in the warehouse, she was transferred to the promotion/radio station service department in April 1979.

Gorfin Promoted At Infinity — Bethany Gorfin has been named as director of production services at Infinity Records. She has held the post of manager of production services for the past year. Prior to joining Infinity, she served in various positions at Arist A&M Records.

RCA Records Names Two — The appointment of Joanne Feltman as manager, contract administration, business affairs, and Leslie Miller as manager, contracts, business affairs, RCA Records has been announced. Feltman comes to RCA Records from Atlantic Records where from 1978 to the present she was director of business affairs.

Miller joins RCA Records with seven years of paralegal experience with law firms specializing in record industry practice.

Lott Joins Arist — Arist Records has announced that Roy Lott has joined the Arist Law Department as an attorney. For the past three years he has been a member of the Wall Street law firm of Lord, Day & Lord.

Marshall Named At RCA — Basil Marshall has been named black music product manager at RCA Records. He joined RCA Records as a sales representative in March 1973. In 1978, he was promoted to manager, national black music field merchandising.

Stessel Appointed ATE/P/A — Epic/Portrait/Associated Labels, has announced the appointment of Larry Stessel to director, merchandise, west coast, E/P/A. Since February 1979 he has served as national E/P/A promoter.

Prior to joining E/P/A, he was manager, college promotion CBS Records.

CBS Names Levitt — Mark Levitt has been appointed to assistant copy director, advertising for CBS Records. Since joining CBS Records as a staff copywriter in 1976, he has formulated a host of innovative campaigns in print, radio and television for numerous artists.

Denney Named At Arborton — Thomas F. Delaney has been named Arborton cable services marketing manager. The majority of Mr. Delaney’s employment experience is in the cable area. Prior to joining Arborton, he was employed by Exxon Corporation where he spent the last year as marketing consultant.

Infinity Music Set To Publish Screamers’ Songs

LOS ANGELES — Infinity Music International has entered into an exclusive worldwide co-publishing agreement for compositions written by Infinity Records rock group Screamers.

Wilkinson, Webb Form New Pinball Records

LOS ANGELES — John C. Wilkinson and Art Webb have formed Pinball Records. New offices for the label are located at 9601 Wilshire Blvd. in Beverly Hills, CA and the phone number is (213) 271-2463. The first act signed to the new label is the Chicago-based band Krystal. Wilkinson remains as president of the motion picture production company, Maximum Productions.
THE STATLER BROTHERS

COUNTRY MUSIC ASSOCIATION'S VOCAL GROUP OF THE YEAR 1979
New York NARM Regional Meeting Slated For Oct. 22

NEW YORK — More than 300 record industry members are expected to attend a NARM regional meeting at New York's Sheraton on Oct. 22. The 20th in a series of 22 NARM regional meetings (meetings in Philadelphia and Washington will follow on Oct. 23 and 24) this conference will be attended by an unusual number of industry leaders.

Following a keynote address by Barrie Bergman, president of NARMA and president of The Record Bar retail chain, there will be an audio-visual presentation and a panel on merchandising. Herb Goldfarb of Record Shack will be the moderator, and panel members will include Herb Dorfman of Bee Gee Distributors, Roy Imber of TSS/Record World, George Levy of Sam Goody, Leonard Silver of Transcendent Record Sales, and Jay Sonin of the Record Hunter.

Bill Karo of King Karo Records will lead a program on advertising in New York on radio and in newspapers. Featured in the radio segment will be WELJ account executive Mary Ellen Kiley and morning disc personality Jim Kerr. John Campi of the New York Daily News will cover opportunities in newspaper advertising and promotion.

After the luncheon featuring a speech by Manhattan Borough president Andrew Stein, there will be manufacturers' panel. To be moderated by David Rothfield of Korvettes, the panel will include Harry Anger (Wyder), Larry Gallagher (RCA/ASL), Michael Lushka (Motown), Leonard Scheer (Arista), Gary Markoff (Infinity), and Paul Smith (CBS).

Among the topics to be discussed by the manufacturers' panel are the current economic atmosphere in the recording industry; steps that are being taken by each label to deal with the soft business climate; cassette tape packaging and merchandising; the effects of industry cutbacks on new artist development; and methods by which merchandisers can assist in artist development.

Jules Yarnell, special counsel to the RIAA, will speak on the piracy problem in an address entitled "The Great American Record and Tape Robbery."

Atlantic/Cotillion Appoints Smith VP Of Promotion

NEW YORK — Everett Smith has been appointed vice president of promotion for Atlantic/Cotillion Records. Smith, who will report to Henry Allen, president of Cotillion, will oversee the planning and execution of all promotional activities for R&B product released on Atlantic, Cotillion, Arco, and Curb labels.

Prior to his promotion, Smith, who began his career with his own custom label, Debris, has had the opportunity to work in the record business under many different circumstances. He has developed one of the country's top independent sound systems (The Backlot of 20th Century Fox) and has been a key figure in the promotion of a number of R&B acts.

New Summer LP Tops Casablanca Releases

LOS ANGELES — Donna Summer's new two-record package, "On The Radio—Greatest Hits, Volume I & II," highlights Casablanca Record and Filmworks' October release schedule. Other featured albums that will be shipped in October are "Make Your Move" by Captain and Tennille and "Stei! The Night" by Cindy Bullens. The release also features albums by Bad News Travels Fast, Tony Rallo and the Midnight Band, Mike Heron, Persia and Loose Change.

Charles Renwick

Renwick Elected VP of SESAC

NEW YORK — Charles Renwick, vice president of the NBC Radio Network, has been elected vice president of SESAC. He will administer the company's broadcast and general licensing divisions. The appointment became effective Oct. 1.

Renwick first joined NBC in 1975 as director of station services for the company's AM News and Information Service. He was named director of NBC Affiliate Relations in June 1977 and was elected vice president of Affiliate Relations in January of this year. Prior to joining NBC, he worked for the Storer Broadcasting Company for 16 years.

Commenting on Renwick's new position, A. H. Prager, chairman of SESAC, said, "Mr. Renwick brings with him an expertise of our industry which will be an invaluable asset to our firm in our expanding efforts to service SESAC licensees throughout the world."

Pickwick To Distribute Video Software Lines

NEW YORK — Pickwick International will introduce a selection of theatrically-oriented video cassettes, including major motion pictures, in the next two months to as many as 50 retail outlets nationwide. Cash Box has learned. Video discs may also be included in the offering.

According to a high-level source at the company, the program will be promoted as "Video Works" and will include both Beta and VHS configurations of video cassettes. The source indicated that the testing would be monitored in several U.S. markets "in a highly controlled laboratory situation to learn about the nature of this developing opportunity as opposed to validating a national marketing plan."

The source added that he was not sure whether the initial batch of video products would be sold only through Pickwick's Musicland stores. "There's still some uncertainty about that."

It could not be determined at press time whether Pickwick had contracted with MCA Distribution or with Philips, which developed the only currently available video disc player, to distribute the video discs.

The program, if successful, may eventually be a national one, with Pickwick to become a major source of video distribution.

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This is The Mac's most adventurous LP to date, and it will probably be six months before people really get to take in all the creativity of this two-LP set. Oddly produced and a million dollars in the making, it represents a bold step into the avant-garde from a band that most people thought was on the verge of musical suicide. The patented Mac sound is still intact, but Lindsey Buckingham's interesting arrangements and Mick Fleetwood's primordial drum work are the keys to the music here.


Ms. Larson serves up another fine example of earthy California rock on her second Warner LP. Her pure, un-self-conscious vocals are in top form on a variety of styles on this LP. However, like contemporaries Raitt and Ronstadt, she is at her best on ballads like Lowell George's "Trouble" and Beebop Bopper's "Daddy." The classic on the album, and probably Top 40 hit, is a duet with Michael McDonald entitled "Let Me Go, Love." Other top cuts on this Ted Templeman produced album include "Just In The Nick Of Time" and "Rio De Janeiro Blue." DANCIN' AND LOVIN' — Spinners — Atlantic SD 1926 — Producer: Michael Zager — List: 8.98

With new producer Michael Zager at the helm this classy R&B unit jumps feet first into the dance floor. There is plenty of rhythm kick, but the Spinners inject just the right amount of mellow soul into the disco. Vocal dynamics, as usual, are the order of the day, and "Body Language." "With My Eyes" and the funky "One, One, Two Two, Boogie Woogie" are the key cuts on the vocal group's latest adventure. For disco, pop and R&B lists.

XII — Fatback — Spring/Polydor/1-6722 — Producer: The Fatback Band — List: 7.98

Fatback is still going strong after seven LPs, and its latest is an uptempo funk album that should really get folks on their feet. Bill Curtis' voice is smooth and affecting, and it's supported nicely by the bottom heavy sound of this stellar octet. The top tracks on this outing are streamlined funk cuts like "You're My Candy Sweet" and "King Tim III (Personality Jock)." The lilting ballad, "Love In Perfect Harmony," is the tour de force on this LP.

A TASTE FOR PASSION — Jean-Luc Ponty — Atlantic SD 19253 — Producer: Jean-Luc Ponty — List: 7.98

This fine French musician takes us on another jazz-rock voyage with his soaring violin on "A Taste For Passion." Many of the songs on this album, although played with a musical fury, have a calming effect on the listener. However, the title tune and "Life Cycles" are classic examples of Atomic jazz. Ralph Armstrong on bass and Joaquim Lievan on guitar are the standouts in a fine working band that follows the jazz vocalist of Ponty's iconic work. This LP should garner attention from AOR and jazz programmers.

A CHRISTMAS TOGETHER — John Denver & The Muppets — RCA AFL 1 — 3461 — List: 7.98

This LP is guaranteed to tickle the yuletide ears of any Denver, with his natural floating vocals, is the perfect foil to the humorous harmonies of such stellar performers as Miss Piggy, Kermit The Frog and Fozzie Bear. While the album won't exactly set the Top 40 charts on fire, it should make for some great holiday moments with the little ones. "Little St. Nick" and "Twelve Days Of Christmas" are the most fun on the album.

UNLEASHED IN THE EAST — Judas Priest — Columbia JC 36179 — Producers: Judas Priest & Tom Allom — List: 7.98 — Bar Coded

Judas Priest has been around for nearly a decade now. They will not go away and do not even attempt to. A live package, then, seems to be in order at this stage in their career (they do seem to be constantly on the road). Live LPs seem to have a two-fold purpose: One, to attempt a vinyl rendering of a stage show and second, to serve as an informal greatest hits package. This release succeeds beautifully on both counts.

SPECIAL VIEW — The Only Ones — Epic NJE 35199 — Producer: Robert Ash & The Only Ones — List: 7.98 — Bar Coded

The Only Ones popped up about a year ago on the London punk circuit and glommed onto a contract which eventually resulted in healthy sales stateside via the import bins. Can the U.S. find room for these deserving boys now that their official American debut has been released? One would hope so; the tight, yet warmly human instrumentation packs an unfiltered exuberance and the vocalizing of Peter Perrett may even remind a few of Tom Verlaine.


Even at the onset a majority of groups considered as "new wave" tend to be so over-produced and studio processed that what was once an aggressive stance quickly becomes Boston with hall the overdubs. The Members, on the other hand, sidestep this pit-fall completely. Lyrically and musically these Londoners have something to say and the sheer weight of their collective talents forces instant recognition.


The Police was one of the first punk/new wave bands to reach the Top 40 in America, and its tough rock/reggae sound is still commercial and tasteful. Andy Summers' West Indian guitar riffs and Sting's intriguing high pitched vocals make this album another collection of classy rock 'n' roll. There are plenty of torrid rockers and clever lyrical twists on the disc, and the top tracks are "Message In A Bottle" the title cut and "Walking On The Wire".


This is a classic 2-LP collection of the very best from the man behind the shades. Anyone who doubts Hunter's crafty cockney inclinations will today's new wave movement should give a listen to "One Of The Boys" or "England Rocks." This album. There are plenty of B-side collectables as well as some unreleased gems, and this is a must for fans as well as those who are unfamiliar with this fine performer's vast body of material. Hokkies classics like "Marionette" and "Saturday Gigs" are also included on the AOR must.


The Canadian songbird's offerings has always been staples on soft rock and adult/pop radio stations, and this album is full of songs that should follow suit. Once again, the string sweetened ballads are about love lost and found, and Murray delivers each tune with that "pure as the driven snow" vocal style. The albums most engaging cuts are David Loggins' "You've Got Me Torn On 'N Tn" and Jesse Winchester's "Winning The War." BACK ON THE RIGHT TRACK — Sly And The Family Stone — Warner Bros. BSK 33053 — Producer: Mark Davis — List: 7.98

The band's first outing as they started on their own band, by avoiding the disco trend and sinking their teeth into some funky R&B meat on the meat comeback album. His "everybody is a star" lyrics and those funkier cuts on this album are more than that on this album than in past efforts, but "Remember Who You Are" is a Sly classic if there ever was one. Other fine cuts on the album include the title cut, "It Takes All Kinds" and "I'm A Wacko." HIGHWAYMAN — Glen Campbell — Capitol SOO-12008 — Producers: Glen Campbell — List: 7.98 — Bar Coded

Glen Campbell continues to use his impressive set of folk oriented talents on his latest effort. His powerful vocals are an excellent vehicle for such fine lyric oriented songs as Jimmy Webb's "The Highwayman" and Tommy Stuart's ode to Elvis "The Last Time." However the fast paced ballads of pianist Michael Salmotherman take the limelight here, and Campbell interprets them beautifully. For pop and AOR listening.

MARCH — April Wine — Capitol ST-12013 — Producers: Myles Goodwyn & Nick Blagona — List: 7.98 — Bar Coded

This is April Wine's second Capitol release and it totally makes good the forceful promise exhibited on their last one. The emphasis is on boogie oriented material and bone crushing rockers. It will be the album of the year for those who are into lesser coliseum acts their tendency is to include eye brow raising melodio fords best exemplified by their full-blooded harmonizning which skims over rock solid guitar chordning. For AOR and rock music.


Ray lends that ever so soulful voice to such classics as Rodgers and Hammersom's "Some Enchanted Evening" and Mercer and Arlen's "Blues In The Night," and it turns out to be his best album in years. All of the songs on the album are extended versions of the originals and his bluesy Georgia style makes each song more effective. Two modern day standards, Manilow's "One Of These Days" and Mentor Williams' "Drift Away" are prime cuts.

BURN — Melios Moore — Epic JE 36128 — Producer: Peter Belotte — List: 7.98 — Bar Coded

Moore's volatile vocals shimmer as never before on "Burn." However, Peter Belotte's production is nice and Thor Baldursson's drumming is a bit heavy-handed. As the other factors that should make this album her most successful to date. Disco inspired like the title cut, "Night People" and "I Don't Want To Lose Your Love." But stick with the club hits. Disco programmers will pop this on the turntable right away.


While fans will be taken aback at first by this jazz great's voyage into the steady rhythm kick, throbbing bass, out-front vocal world of disco, they will be pleased with the results. "This Is Crusader gives the dance the music a light jazz lift on the first side. The second side of the LP is devoted to some stellar jazz/fusion compositions with Henderson's sliding trombone leading the way. "Monte Carlo" and "So In Love With You" are the beat tracks on the album.
Allen Willis and the composer have understandably enough become associated with disco. "I like disco. I'm really glad that it's brought back strings and melody, even though I think my lyrics are a bit too sophisticated for it."

Allen Willis

"I'm really not a disco writer, though. My songs tend to be slow ballads. I've never written an up-tempo song. In fact, all my demos had to be speeded up," she reveals.

In addition to such frankness, Willis possesses a deadpan, off-the-wall humor that not only adds a biting edge to her lyrics, but makes her a great conversationalist as well.

Ask the composer what her ultimate career goal is and she replies, "I want to be a permanent square on the Hollywood Streets." She reflects pseudo-seriously for a moment, then corrects herself. "No, really I want to be the host on the most hostile talk show imaginable."

Perhaps, but the release of her upcoming album will determine if she is to become the next Joe Pino or a recording star.

Producer Kolotkin

"It's been a good year for songwriter Allen Willis, who has penned three Top Ten songs this year for such diverse artists as Earth, Wind & Fire and Maxine Nightingale."

Kirkwood, research manager.

On "The New York Times" chart; "Inherit the Wind," says of her hearing other Allee..."

On her recent success, the curiously headstrong artist declares, "All I got out of it was a second garage. No house, no property." She then points out the fact, which a group of songwriters are trying to do something about, that composers only get 2 or 3 cents from every dollar sold of record. He says he's going to split with that publisher and all the people who wrote the song with you.

At present, Willis, who lives in Los Angeles, where she calls a "relief of the 50s," complete 10 pairs of saddle shoes, pink flaminigos on the lawn, a Howdy Doody marionette and teen idol paraphernalia, is planning to cut her own album as an artist.

It is all she's capable of, because a new session LP, and her career. "Too many writers, after they have one or two hits as a composer, rush into the studio to record their own work. I'm working against a timetable which sees to it that before I go into the studio.

Unhappy Debut

Her caution is based on past experience. A few years back, her debut album on Epic, "Childstar," had some of the most covered songs in recent memory. At that time, Willis was named to Esquire's annual "Heady 100" list due to a poor showing in LP sales. Allen ended up checking hats at an improv/singers' showcase club in New York.

There, she suffered the emotional injury of hearing other musicians perform cuts off "Childstar." "No one knew who I was," she says of her tenure behind the coat and hat check counter. "I'd get these furs jammed in my face and a quarter tip. Then the same people would go up on stage and sing "Childstar," I'd think to myself, 'I should be playing Carnegie Hall, and I can't even get a gig in a dump like this.'"

In all, she estimates she put in two serious years hanging coats. "Her present reads more like the typical success story of Hollywood, where she now makes her home. After four welfare-ridden years, I sold 'Lead Me On,' 'Got You On My Mind,' and 'God Knows,' within three weeks," she says.

Of her musical style, Willis says, "You can tell she's a songwriter, a mile away. They deal a lot with new bands and deals. "I think I've been 'Lead Me On' based on a personal trauma."

With the success of Earth, Wind & Fire's latest LP, which Willis co-wrote all the songs for, the composer has understandably become associated with disco. "I like disco. I'm really glad that it's brought back strings and melody, even though I think my lyrics are a bit too sophisticated for it.""

Like Ballads

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### JAZZ ALBUMS

<table>
<thead>
<tr>
<th>#</th>
<th>Artist/Producer</th>
<th>Title</th>
<th>Year</th>
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<td>John McNeill</td>
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<td>1988</td>
<td>N/A</td>
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### JAZZ JAM PICKS

- **ALSHAM** by Bob James
- **IKARUS** by Stan Getz
- **THREE AMIGOS** by Wes Montgomery
- **IT'S ONLY LOVE** by Francy Boland
- **A GOOD TIME AT THE GROVE** by Fred Anderson
- **A NIGHT AT THE GROVE** by Frank Wright
- **JAZZ AT THE AMPHITHEATER** by Ornette Coleman
- **JAZZ UP MY DAY** by Coleman Hawkins
- **JAZZ IN THE GARDEN** by John Coltrane
- **JAZZ IN THE PARK** by Thelonious Monk
- **JAZZ IN THE SQUARE** by Duke Ellington
- **JAZZ IN THE TOWER** by Miles Davis
- **JAZZ IN THE TUNNEL** by Frank Sinatra
- **JAZZ IN THE WOODS** by Charlie Parker
- **JAZZ IN THE ZONE** by Art Tatum

### JAZZ LIBRARY

- **JAZZ AT THE GROVE** by Stan Getz
- **JAZZ IN THE GARDEN** by Ornette Coleman
- **JAZZ IN THE PARK** by Frank Wright
- **JAZZ IN THE SQUARE** by John Coltrane
- **JAZZ IN THE TOWER** by Miles Davis
- **JAZZ IN THE TUNNEL** by Art Tatum
- **JAZZ IN THE WOODS** by Charlie Parker
- **JAZZ IN THE ZONE** by Frank Sinatra

### JAZZ NIGHTS

- **JAZZ AT THE GROVE**
- **JAZZ IN THE GARDEN**
- **JAZZ IN THE PARK**
- **JAZZ IN THE SQUARE**
- **JAZZ IN THE TOWER**
- **JAZZ IN THE TUNNEL**
- **JAZZ IN THE WOODS**
- **JAZZ IN THE ZONE**

### JAZZ PICKS

- **JAZZ AT THE GROVE** by Stan Getz
- **JAZZ IN THE GARDEN** by Ornette Coleman
- **JAZZ IN THE PARK** by Frank Wright
- **JAZZ IN THE SQUARE** by John Coltrane
- **JAZZ IN THE TOWER** by Miles Davis
- **JAZZ IN THE WOODS** by Charlie Parker
- **JAZZ IN THE ZONE** by Art Tatum
DISCO BREAKS

TIDAL WAVES IN THE POOLS? — Columbia Records' new pool servicing policy continues to make waves at some of the largest and most influential pools in the country. As reported earlier in Disco Breaks, Columbia has instituted a new servicing program whereby the label sends a limited number of copies to the pool, which in turn is expected to distribute the copies to select members. Based on the initial feedback from these DJs, the label then decides whether or not to service the pool with copies for its entire membership. That's the way it is supposed to work. However, various pool presidents, including...

For The Record's Judy Weinstein, BADDa's Jon Randazzo and A.J. Blair of the Southern California pool, find themselves in a bind trying to implement this policy. Says Randazzo, "I have only 10 initial copies available to me. I'll soon find myself with 30 friends and 95 enemies." During a recent conference call, the three pool heads came up with a solution, which Columbia promotion director, Vince Pelaggi, has yet to respond to. They suggest that Columbia send one copy to each pool, and at their weekly meetings all the members can listen to the product and give their immediate feedback on the marketing potential of the record. "I can call Vince back right away," Weinsteins says, "and give him all the information he needs. This will save the confusion and paper work of trying to track down 30 DJs and their opinions. I respect Columbia, and appreciate Vince's attempt to put some order into the glorification of product that's been coming out. But I can't randomly hand out to a limited number of members." At press time, Pelaggi was unavailable for comment.

DUELING DIVAS — The new Donna Summer/Barbara Streisand duet, "No More Tears (Enough Is Enough)," which ships a 12" from Casablanca Oct. 15, is sure to be the #1 hit of the year. According to the 12" jacket cover artwork, which hints at the Byzantine politics that govern top arts industry parties, as belts Casablanca's premier recording star, Donna gets first billing on the cover. But the gorgeous, back-to-back photos of the two women places Barbara first. The apparent compromise does not end there, however. Barbara appears to be about two inches taller than Donna, so no one who has met the two knows that Summer is at least a head and a half taller than the petite Streisand. Wonder if Barbara's Columbia LP, which also contains the single, will give Barbara top billing, but show Donna physically dominating her? Paul Jabara, who co-wrote the current release, and scored earlier with Streisand's "Main Event" and Summer's "Last Dance," should be persuaded to cut his own album performing all his hits which other artists have covered. The oft-Oscar winning, however, may just be too busy, so he is planning to tape an ABC variety special in January with Cheryl Ladd and himself performing his disco opera, "The Third Album," in its entirety. In the album, "The Third Album," in its entirety.

HOT SPOTS — A new disco club The Garage recently opened in Las Vegas a disco throw away from the Strip. Designed by former B.E. & L.A./Casablanca designer Matley, the premises feature gay dance features spartan black Hi Tech walls, naked bulbs, hubcaps and car bumpers suspended from the ceiling. Michael Bailey, a member of the Nevada Disco DJs Asso., spins at the disco, which has a disco floored dance floor. The Mother Lode opened its doors Oct. 10 at the site of the former Rascals in L.A. The new stand up bar, which sports a country & western motif, is owned and operated by Buzzy Heisserman, who also runs L.A.'s The Eagle, an establishment favored by local promo reps for breaking new product. Look for a mid-November opening of the Bond disco in Manhattan at 45th & Broadway. Richie Kazor, who reportedly left Studio 54 because of pressure to spin more rock 'n roll product, will DJ at Bond's. The former New York, New York DJ, But Bevans will be spinning at the new Planet Club, which is scheduled, appropriately enough, for a Halloween release.

PROGRAMMERS PICKS

DONNA SUMMER & BARBRA STREISAND — No More Tears (Enough Is Enough) — Casablanca NBD 20199 DJ — 12" & Promo

If it was baseball, it would be Sandy Koufax pitching to Hank Aaron. If it were baseball, it would be Scarlett playing Vivid's greatest hits. But this is pop/disco, and the two musical forms' leading exponents, Barbara and Donna respectively, go to flush on how what is unequivocally the hottest release of the year. Extra heat is supplied by co-producer Giorgio Moroder and choreo co-director Paul Jabara, who has duplicated the format of his "Last Dance" in an oh-so-slow ballad intro followed by a multi-BPM explosion. Not surprising, since the single is a sneak listener of the press screening of the film on the studio lot Oct. 11. The most instrumental recording, produced and engineered by McKinley Jackson, is scheduled, appropriately enough, for a Halloween release.

REVIEW

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TOP 40 DISCO

1. DONT STOP TIL YOU GET ENOUGH — Michael Jackson (Epix — 12"
2. COME TO ME/DO N'T STOP DANCING — Francis Joli (Prelude — 12"
3. OOH, LA, LA/HARMONY — The E.L.O. (MCA — 12"
4. MOVE ON UP/UP UP UP (Mind Over Matter) — MCA — 12"
5. POP MUSIK — M (Sire — 12"
6. KEEP INSURANCE FRONT PAGE — Panorama/RCA (RCAC — 12"
7. THE BREAK — (JAN) (MCA — 12"
8. PUT YOUR FEET TO THE BEAT — The Bitchette $isters (Casablanca — LP)
9. WHEN YOU TOUCH ME — TAANA GARDNER (Warner Bros. — 12"
10. LADIES NIGHT — BOOGIE /BAND (A.Q.M. — 12"
11. FANTASY — BRUNI RAGAN (L.I. — 12"
12. E=MC2 (ALL CUTS) — GIORGIO /Casablanca — LP
13. FOUND A CURE — ASHWOOD & SIMPSON (A&M — 12"
14. DUNCE ALL CUTS — FANTASY (LP)
15. ROCK IT — (LP) — CASABLANCA (Casablanca — LP)
16. STREET DOCTOR — JUANITA FOXWORTH (MCA — 12"
17. GREEN LIGHT /POW WOW DANCE — DJ(12"
18. GROOVE ME — FERN KINNEY (T.D. — 12"
19. THE BOSS /NO ONE GETS THE PRIZE — DONNA ROSS (Movin'—LP)
20. MR. BIG SILHOUETTE /ALL CUTS — THE SHAW ORCHESTRA (Polydor — LP).

DISCO MUSIC INSTITUTE — 155 West 56th Street, New York, N.Y. 10019

10/13

11. TO TELL YOU — BERNIE MIDDLEMAN (Cinderella — 12"
12. TAKE A CHANCE — QUEEN SATAN(HELLA — 12"
13. HOLD ON I'M COMIN' — LADY VERVE (Cinderella — 12"
14. ONE WAY TICKET — JIMMY RUSHING (Cinderella — 12"
15. DANGER — (B.T.R. — 12"
16. HOLLYWOOD /DANCE LITTLE BLUE — BONNIE JO MCDONALD (Cinderella — LP)
17. REVENGE /MUSIC REVANCHE (Atlantic — LP)
18. SEXY THING — BOB O'MARA (Butterfly/MCA — 12"
19. I DON'T WANT TO BE A FREAK — DYNASTY /Sire (RCAC — 12"
20. DAT DON'T GO — JAZZ HABIES (Polydor — LP — 12"

10/14

1. THIS IS HOT — KAMAL STANDLEY (EMI America — 12"
2. LET ME KNOW (I HAVE A GLOOMY GHETTO (Polydor — 12"
3. DEPUTY OF LOVE — OLDDOM BAND (Stiff/Epic — 12"
4. WEAR IT OUT — STARGARD (Warner Bros. — 12"
5. I'M IN LOVE — FAT LARRYS BAND (Stiff/Epic — 12"
6. HOW HIGH — COSMOS (Sire — 12"
7. KEEP IT MAKING ME HAPPY /PARTY DOWN — UNIQUE (DJM — 12"
8. SISTER POWER /LOVE POTION — SISTER POWER (Epic — 12"
9. WHEN YOURS 81* — GENE CHANDLER (Polydor — 12"
10. CATCH THE RHYTHM — TERRY WOOLEY (Warner Bros. — 12"

Concluding Views On Radio's Future Arise At NRBA Meet

(continued from page 4)

ions will have a 10 to 15-foot disc atop their roofs with multiple program sources coming in simultaneously.

Shelly Gratin, vice president and director of operations for ACR stations in the Century Broadcasting chain, said the marketing focus us aimed at college students within the traditional 18-34 demographic.

The "model programming" approach was discussed by Lee Abrams, partner in Kent Burkart in the Burkart-Abrams consultant firm. Abrams said the model means "holding onto the segment of music, narrowly programmed to a large audience." He said, however, that on radio is "because the younger dem... where is the money...? He noted further that the reason older Americans aren't better served by radio is "because the younger demos are where the money is." But others on the panel argued that now there is more programming directed to older tastes than ever before.

Several panelists noted the resurgence of live radio, including news/talk formats, and its expansion on AOR radio. "Block programming" will continue to be important for AM, they noted, providing the listener specific reasons to tune in. Country music formats on AM will continue to be largely "invis... FM competition...according to the panelists.

What about the possible addition of 2,000 stations if the FCC moves to open up the spectrum? "We have to market ourselves better," said Kent Burkart. "The money is available for us and the economy will grow with us."

However, Martin Taylor presented the hardships in a slide show following the panel. The '80s will be "the video decade," he said, with a negative impact on radio from cable TV, videocassettes, videodiscs, large screen TV and radios with built-in TV audio. The biggest challenge: "Innovation. Radio is the most personal, medium and the one able to generate station loyalty," he concluded.

Deregulation Panel

A key topic throughout the convention was radio deregulation, and specifically the current FCC-allowed rate of deregulation to open the marketplace to the industry. During a heated panel discussion on the issue, frustration was focused at Andy Schwartzman, director of the Media Access Project, a citizens action group. Schwartzman pressed broadcasters that interest groups will block total deregulation. "Sure there are petty annoyances," he said, referring to the complex ascertainment and logging requirements. "But in exchange for the opportunities the broadcast industry has, the regulatory requirements aren't too severe." Broadcasters were quick to contradict Schwartzman's appraisal that the system needs "relatively minor tinkering rather than wholesale change.

Jim Gabbert, president of K-101 Radio in San Francisco (and former president of the NRBA), argued that the current FCC proposals for deregulation do not go far enough. Gabbert scored the "nonsens... involved in ascertainment in local communities and said, "I know better what my market needs than the guys in Washington do."

 факты, Не Реторик

FCC Broadcast Bureau deputy chief Frank Washington urged the NRBA members to "give us the facts -- not rhetoric" to help the commission in the rulemaking process.

Speaking for House Communications Subcommittee chairman Jim Florio, Harry (Chip) Shooshan urged "a separate solution for radio, split from TV, in the matter of deregulation. He warned, however, that "an industry that comes before Congress and asks for deregulation and then turns around and files against adding stations on the spectrum, won't be favorably received."

ASCAP To Present A Theatre Workshop

NEW YORK -- ASCAP will present a Theatre Workshop, conducted by award-winning Broadway composer Charles Strouse.

The workshop will be held Tuesday, November 27, at the licensing societies New York headquar... In addition to an analysis of the participant's material, the workshop will feature special guest speakers encompassing all areas of the theatre.

Writers interested in applying for the Theatre Workshop are requested to send a resume and cassette tape, marked with name, address and phone number and containing two samples of their work. Entry deadline is November 10th.

If the promoter's absence was unintentional, does this mean that the UBCP was in agreement with the BMA?

Black artists have a moral obligation to support blacks who are professionally qualified," said Gruffy. "If they don't, there has to be a demonstration of unrest. Everybody would prefer to talk business, but if you can't get the guy to the table, then there should be some other way. Whatever gains the promoters have made so far have come from applying pressure.

At press time, George Woods was unavailable for comment.

A&M To Release New Police 45, LP Oct. 17

LOS ANGELES -- A&M Records will be releasing the second album by the rock group The Police, entitled "Regatta De Blanc," and the first single from that LP, "Message In A Bottle," in the U.S. Oct. 17. The single has already been added, as an import, to a number of AOR playlists here, following its release in England. Both the album and the single have already risen to #1 on the British pop charts. The Police have already had a Top 40 hit here with " Roxanne," off of the "Outlandos D'Amour" LP.

The B-52's Join BMI

LOS ANGELES -- B-52 group members Keith Strickland, Ricky Wilson, Cindy Wilson, Fred Schneider and Kate Pierson have signed with BMI as writers and publishers. The Warner Bros. artists self-titled debut LP features the single, "Rock Lobster."

honorees -- At a recent banquet in Beverly Hills, top Capitol prom... was awarded gold record plaques. Pictured above are (l-r): Craig Lambert, AOR Promotion Manager of the Year; Steve Meyer, National Pop Promotion Manager; Mike Steele, District Pop Promotion Manager of the Year; Bruce Wendell, Vice President, Promotion; Capitol; Rusty Moody, District R&B Promotion Manager of the Year and Don Mac, National R&B Promotion Manager.

Black Artists, Promoters In Head-On Clash Over Venues

(continued from page 3)

Verdine White, Betty Wright, Stevie Wonder, Bobbi Humphrey, and Dexter Wansel -- The second part of the statement called for the development of a code of professional ethics and business conduct for concert promoters. The proposed code would include the input of the steering committee, the rest of the BMA, and the United Black Concert Promoters.

To show how the BMA was seeking to improve change, Gamble introduced panel member Louise West, co-chairperson of the Black Entertainment Lawyers Association (BELA), a recently formed BMA division. West explained that one of BELA's priorities would be to invite suits against venues and promoters that were engaged in exclusive contracts, and that BELA's services would be available to all BMA members.

Opportunism Charged

During a question and answer session that followed, Gamble was asked if the UBCP's actions stemmed not from philosophical differences with the BMA, but from opportunism. Gamble replied, "I... anything.

In an exclusive interview, Dick Gruffy, president of the UBCP, later told Cash Box, "I'm basically in total agreement with the BMA, and I'm sorry that my absence was misconstrued. We were not trying to embar... the BMA. I had other business to attend to and I thought George Woods (chairman of the UBCP) was coming. He's right there in Philadelphia and he's chair... I'd made it known that I wasn't going to be there."

GETTING BUTTERFLIES OVER 81 -- Butterfly Records recently celebrated its first 11 disco record with Destination's "Move On Up. The jubilant execs pictured seated are (l-r): A.J. Cordon, Butterfly Records president; Karen LaFont, Butterfly national secondary promotion; Dee Joseph, Butterfly vice president; Elton Ahi, Destination's producer and manager; and Larry King, MCA Records vice president of promotion. Shown standing are (l-r): Thom Williams, Butterfly director of creative services; Norman Kunin, Butterfly vice chairman; John Resnick, Butterfly national retail promotion, Don Sorkin, vice president of publishing for the label; John Davis, Butterfly vice president of marketing, and James Heathfield, Butterfly national promotion director.

SEETHING
LITTLE RIVER BAND (Capitol P-4789)

Cool Change (3:56) (Screamin' Gems — EMI Music Inc. — BMI) (G. Shorrock)

The second single off of LRB’s “First Under The Wire” LP is a soft, thought-provoking ballad, opening with a well-defined piano line and building to a full-blown orchestrated chorus. A warm sax break is one of the highlights here, along with LRB’s reknowned high harmonies. Top 40 and A/C add will mount rapidly on this track.

SHOES (Elektra E-46557)

Too Late (3:42) (Shoelaces — BMI) (G. Kiebe)

The first single from Shoes’ E/A debut LP “Present Tense” rings with the spirit of ‘60s rock ‘n’ roll, as an insistent drum base provides the support for the foursome’s delicious harmonies, ivy-gate guitar refrain and slicing lead guitar riffs. Pop, AOR programmers won’t be sorry they put on these Shoes.

GENYA RAVAN (20th Century-Fox TC-2430)

Steve . . . (3:29) (Fox Fantare Music Inc./14th Floor Music Inc. — BMI) — 20th Century Music Corp./ASAP Music Publishing, Inc. — ASCAP) (Ravan, Taylor)

Ravan adds a touch of the Four Seasons together with a dash of ‘50s do-wop on the way to make an infectiously off-beat first outing from the “And I Meant It” LP. Production is top-notch. AOR, don’t pass this one up.

CHICAGO (Columbia C-111124)

Street Player (4:15) (Balloon Head Music — ASAP) (D. Seraphine, D. Wolinsky)

Chicago is once again to its old horn-dominated sound after an ambitious attempt to move more into a rock mode on its last single. written and sung by new member Donnie Dacus. This new track has the familiar Chicago sound, led by Danny Seraphine. Jazz percussions are the highlight here.

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A WHALE OF AN EFFORT — For the benefit of the Greenpeace Foundation of America, KSNF/San Francisco sponsored the 1979 Greenpeace Skatathon on Oct. 6. Weather conditions diminished the overall participation, but compared to last year's proceeds of $18,000 ($4,000 of which was donated by Graham Nash), this year's event raised a total of $40,000. Lending a helping hand were members of the KSNF staff as well as Paul Sanderson, founder of "The Beach" and Barry Melton from "The Fish Street Scene" — KLOS/Los Angeles program director Danny's friend Neil Bogart, president of Casablanca Records and FilmWorks, Inc., and personal manager Jeff Wald put together the entertainment for L.A.'s second Skatathon, which was held Oct. 13-14. Unusual votes of confidence aired on KLOS from WBCN/Boston and from Eric Idle of Monty Python. Some of the bands that participated were The Naughty Sweeties, The Kats, The Bots, The Pink Wows, and other groups.

HAPPY BIRTHDAY — KTOI/San Francisco is celebrating its 23rd year on the air beginning with a 52-hour radio special on Oct. 19 that chronicles 25 years of American History reflected in the music of its youth. The special, "The History of Rock and Roll," was produced by Drake-Chenault and narrated by Paul Drake.

OUTDOOR PROMOTION — Inner City Broadcasting Corp. of New York is concentrating an outdoor advertising blitz on buses and the subways of the city, where it is felt that the lion's share of its WBLS affiliates audience can be reached. Ads on stickers are the components of WBLS's fall campaign.

STATION TO STATION — Who says people in San Diego don't rock 'n roll? On Oct. 5, KRPN commented Foghat Friday by kicking out the jams with two or three Foghat songs every hour. In addition, a contest winner selected each hour was given three of the band's albums including the latest, "Boogie Motel.

WFYR was the official information station for Chicago's second annual A.L.S. Mammoth Music Mart, which produced a station for Chicago's second annual A.L.S. Mammoth Music Mart, which put together the entertainment for Chicago's second annual A.L.S. Mammoth Music Mart, which put together the entertainment for L.A.'s second Skatathon, which was held Oct. 13-14. Unusual votes of confidence aired on KLOS from WBCN/Boston and from Eric Idle of Monty Python. Some of the bands that participated were The Naughty Sweeties, The Kats, The Bots, The Pink Wows, and other groups.

BOBIE THE MOO — Bobie the moo was on the air today. This is the first time Bobie has been on the air. It has been an incredible day for Bobie. She has met a lot of people and has had a great time. She is looking forward to the next day of being on the air.

WAKY/Louisville is now affiliated with Accuweather, Inc., and the American Information Radio Network, which is a service of AOC News with 178 correspondents in 87 cities around the world. WAKY WFQM George R. Fries, jr. calls Accuweather "simply the best, most accurate in-depth weather service available." Steve Nick's of Fleetwood Mac has donated two royal Afghan puppies to the roster of star items to be offered in KWSF's Celebrity Auction starting Oct. 17 for the benefit of The Children's Hospital of Los Angeles. WERC-AM and WXXM-Birmingham became the 700th affiliate of Associated Press Radio, the radio news network of The Associated Press.

Jingles — KJU/Los Angeles has added jingles to its sound for the first time in four years. The jingles were put together by Tuesday Productions, which has created packages for some 250 TV and 200 radio stations. KJU's program director Chuck Martin, who was in the studio to oversee every aspect of the production, said that the jingles sound big and they're full of energy. We've gotten nothing but compliments since we started using them.

BASEBALL FEVER — This year's October classic belongs to the cities of Pittsburgh and Baltimore. Along with everything else connected with the World Series, there is also a World Series Beer Bet between WPEZ/Pittsburgh and WCAO/Baltimore. Seems Kelly Randall of PEZ made the wager with Pete Nelson of CAO. If the Pirates win, the PEZ staff will win a case of National Bohemian and if the Orioles take it, the folks at WCAO will win a case of Iron City.

SYNDICATION INDICATIONS — Mick Jagger, Genesis, Joe Jackson, Boston and Dire Straits are some of the names currently available. Bobbie has highlighted the guest lineup of "Off The Record," a syndicated Westwood One rock interview show, hosted by Mary Turner of KMET/Los Angeles.

NEW JOBS — David Benson was recently named music director of WMET/Chicago. Before joining WMET in 1979, Benson served as program director at WHIB/MA and before that was an air personality at KGB-FM in San Diego. Jim Woodyard has been named general sales manager for ABC radio stations. Woodyard will be responsible for the editorial content as well as the presentation of the new RKO Radio Network's demographic news product.

Mary White has joined WEED Wecken Corporation as director of station relations. KKTX/Atlanta Longview will launch the new station in February.

Mark Albert resigned as program director of KTHZ/San Diego. Also coming to KTHZ is Gene Knight, of WXK-KF, who is stationed at KQK in San Diego.

Consultant Tackles Disco At NRBA Meet, Feels Radio Is Facing Washout

WASHINGTON, D.C. — "Like lemmings to the sea," radio programmers joined a stampede to disco formats, said consultant John Parikhald, and now they're experiencing all of its faddishness, according to John Parikhald, vice president/director of Joint Communications in Toronto and former student of Marshall McLuhan.

"The record companies don't do research, they are faddish and they're now abandoning disco," as the future, Parikhald predicted that disco will "transform and adopt rock elements" and influence other musical styles.

RKO Radio Live Via Satellite

LOS ANGELES — The RKO Radio Network, utilizing satellite technology, went on the air via Western Union's Westar I satellite. The network transmissions were led to the 12 RKO Radio owned and operated stations which are located in eight major U.S. markets. The live feeds consist of three-minute newscasts fed hourly on the half-hour and 90 second lifestyle features fed at fifteen minutes past the hour.

In addition to the daily news and lifestyle feature feeds, the RKO Radio Network will provide exclusive stereo-produced music specials to all affiliates. The two-hour specials feature major artists, groups, and music events that will be fed to affiliate stations every other month.

SBN To Build Radio, TV Facilities In Iraq

LOS ANGELES — A contract to supply, install and maintain a radio/TV broadcasting system for the Conference Palace in Baghdad, Iraq, has been awarded to a partnership called SBN Euro Consortium. Comprised of Sanolikki, Oy of Finland, Robert Bosch GmbH of Germany and Neve Electronics of the UK, SBN's project will include audio sound controls in the main auditorium, two radio studios, three commentator's booths, a TV studio, a master control room and an audio dubbing room.

GROOVE ME — In the course of a recent stay in L.A., TK/Malaco recording artist Fern Kinney visited with KGB radio program director Sherman Cohen. During the same trip, Fern also performed her current "Groove Me" disc single on TV's "Dance Fever."
### SOUTHWEST

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(continued on page 26)
### POP RADIO ANALYSIS

#### REGIONAL ACTION

**EAST**
- **Most Added**
  - 1. **NO MORE TEARS (ENOUGH IS ENOUGH)** — Barbra Streisand and Donna Summer — Columbia/Casablanca
  - 2. **PLEASE DON'T LEAVE** — LaVern Wood — Warner Bros.
- **Strongest**
  - 1. **STILL** — Commodores — Motown

**SOUTHEAST**
- **Most Active**
  - 1. **HEARTACHE TONIGHT** — Eagles — Asylum
  - 2. **YOU DECORATED MY LIFE** — Kenny Rogers — United Artists
  - 3. **BABE** — Styx — A&M
- **Tusks**
  - **1.** Fleetwood Mac — Warner Bros.

**SOUTHWEST**
- **Most Added**
  - 1. **YOU'RE ONLY LONELY** — J.D. Souther — Columbia
  - 2. **IF YOU REMEMBER ME** — Chris Thompson — Planet
- **Strongest**
  - 1. **TALK THE LONG WAY HOME** — Supertramp — A&M

** MIDWEST**
- **Most Added**
  - 1. **NO MORE TEARS (ENOUGH IS ENOUGH)** — Barbra Streisand and Donna Summer — Columbia/Casablanca
  - 2. **PLEASE DON'T LEAVE** — LaVern Wood — Warner Bros.

- **Most Active**
  - 1. **HEARTACHE TONIGHT** — Eagles — Asylum
- **Tusks**
  - **1.** Fleetwood Mac — Warner Bros.

**WEST**
- **Most Added**
  - 1. **NO MORE TEARS (ENOUGH IS ENOUGH)** — Barbra Streisand and Donna Summer — Columbia/Casablanca
- **Strongest**
  - 1. **STILL** — Commodores — Motown

#### SECONDARY RADIO ACTIVE

- **Radio Active Singles**
  - 1. **HEARTACHE TONIGHT** — Eagles — Asylum
  - 2. **BABE** — Styx — A&M
  - 3. **YOU DECORATED MY LIFE** — Kenny Rogers — United Artists

- **Secondary Radio Active**
  - **Most Active**
  - 1. **HEARTACHE TONIGHT** — Eagles — Asylum
  - 2. **YOU DECORATED MY LIFE** — Kenny Rogers — United Artists

**Radio Active Singles**
- 1. **HEARTACHE TONIGHT** — Eagles — Asylum
- 2. **BABE** — Styx — A&M
- 3. **YOU DECORATED MY LIFE** — Kenny Rogers — United Artists

**Secondary Radio Active**
- **Most Active**
  - 1. **HEARTACHE TONIGHT** — Eagles — Asylum
  - 2. **YOU DECORATED MY LIFE** — Kenny Rogers — United Artists

### POP RADIO ANALYSIS

#### MOST ADDED RECORDS

- **1. NO MORE TEARS (ENOUGH IS ENOUGH)** — Barbra Streisand and Donna Summer — Columbia/Casablanca
- **2. PLEASE DON'T LEAVE** — LaVern Wood — Warner Bros.
- **3. STILL** — Commodores — Motown

- **Cool Change — Little River Band — Capitol**
- **Most Active**
  - 1. **BABE** — Styx — A&M
  - 2. **HEARTACHE TONIGHT** — Eagles — Asylum
  - **Tusks**
  - **1.** Fleetwood Mac — Warner Bros.
Tenor Great Rollins Scales
New Spiritual, Musical Peaks

Tenor saxophonist Sonny Rollins was in his element Monday night at the Montalvo Hotel, where he performed to a sold-out crowd.

Rollins, who is known for his innovative approach to the saxophone, mesmerized the audience with his virtuoso playing.

His performance was a testament to his unmatched skill and creativity, and he received a standing ovation from the audience.

The Montalvo Hotel is one of the few remaining venues in the city that offer intimate performances by world-renowned artists. Rollins's show was a rare opportunity to see a true legend in action.

Rollins's music is a blend of jazz, blues, and classical elements, and his performances are always a sight to behold. His ability to improvise and create music on the fly is truly remarkable.

Watch a clip of Rollins's performance at the Montalvo Hotel below:

[Video link]

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Cash Box/October 20, 1979
National Quartet Convention Boasts Increased Attendance In Nashville

by Don Cusic

NASHVILLE — The annual National Quartet Convention was held last week in Nashville, with a slight increase in attendance over last year. Industry veterans of this convention praised the event for being "smoother and better organized, with better sound for better talent," as a large number of soloists, trios, quartets and gospel acts performed during the five nights. Approximately 6,000 attended the nightly singings, with the crowds growing steadily larger as the week progressed. As the groups inside Municipal Auditorium sang, the area outside in the lobby was filled with booths for record companies, groups, magazines and even a store that sold everything from albums, tapes and songbooks to belt buckles, T-shirts, greeting cards, jewelry and novelty scenes.

The first night saw J.D. Sumner and the Stamps do their last official gospel show, as well as performances by the Chuck Wagon Gang, Florida Boys, Blackwood Brothers, Hinsons, Rex Nelson Singer and Carl Tilton & the Mid-State Bluegrass Singers.

The second night saw the Cathedral Quartet, Johnny Cook, Dixie Echoes, Dixie Melody Boys, Jerry & The Singing Goats, Teddy Hutfman & the Gems, The Kingsmen, Hovie Lister & The Statesmen, The Speers and The Tennesseeans.

The third night featured performances by the Kenny Golli Family, Hemphills Live Family, Becky Fender, Dixie Echoes, Blackwood Brothers, Hovie Lister & The Statesmen, The Norths, and Sego Brothers and Nervs.

Johnny Cook, the Couriers, Eastern In-

registrations, Kingsmen, Rex Nelson Singer, Lulu Roman, Southmen and Speers performed on Friday night and the final night, Saturday, saw performances by Wendy Bagwell & The Sunlighters, Blackwood Brothers, Couriers, Dixie Echoes, Dixie Melody Boys, Jerry & The Singing Goats, Hinsons, Teddy Hutfman & The Gems, Lesters, Hovie Lister & The Statesmen, Kingsmen, Scenic Land Boys and Max Smith & The Encores.

The event was representative of a wide cross-section of gospel music, including performers, industry personnel and fans all mingled.

Next year's event is slated to begin Sept. 30 and run through Oct. 4.

SPENCER WELCOMES BARFOOT — Hal Spencer (l), president of Manna Music, has announced the appointment of Phil Barfoot to the position of director of choral publications, as well as to an exclusive songwriting agreement. Barfoot's first project with Manna is the worship-oriented musical, "In His Presence."

Registration Information Announced For Gospel Music Week Festivities

NASHVILLE — The fourth quarterly meeting of the Gospel Music Association's board of directors in Washington, D.C., yielded registration information for the second annual Gospel Music Week, to be held in Nashville at the Opryland Hotel, March 23-26. This includes the 11th annual Dove Awards.

A registration fee of $100 allows participation in all Gospel Music Week seminars, workshops, shows and concerts and the Dove Awards banquet. 


Sparrow and its subsidiary, Birdwing Records, has been incredibly successful with its series of children's records. This album, complete with cartoons and lyrics on the inside of the cover, should be another winner. The music sounds like a broadway musical and has a bouncy, sing-along quality about it.

TROY JESUS — Troy Ramey & The Soul Searchers — Nashboro 7213 — Producer: Jim Stiepel — List: 7.98

Honeytree has consistently been a singer/songwriter whose musical talent and spiritual message have been right on. She rocks out a little more than usual on this album, but there's enough of the acoustic stuff to keep the old following happy. Best cuts are "The Pilgrim," "Bebeth," "Righteous Rock and Roll," and a cute "Go To Church."
Week 1/12 of Chart
39 LEGEND 47
40 WE SHOULD BE TOGETHER 47
40 I DON'T LET ME CROSS OVER 38
41 REFLECTIONS 38
42 CRASH 37
42 ALL AROUND COUNTRY 37
44 COLORED GLASSES 36
45 WHEN I DREAM 46
46 THE BEST OF THE SATRÉL BROTHERS 45
46 THE BEST OF BARBARA MANDELL 37
47 BEST OF JACKY WARD... 37
47 KEEP IT THAT WAY 35
50 MAKIN' MUSIC 50
50 RONNIE LEE 52
50 WOODY GOSIN 52
55 EVERY TIME TWO FOOLS COLLIDE 57
55 ARE YOU SINCERE? 57
55 JAYSON 56
55 BEST OF VERN GOSSIN 56
56 ALL OF THE YEAR'S WINNERS 56
56 LARRY GATLIN'S GREATEST HITS 60
56 RIGHT OR WRONG 61
56 I'M NOT SO LONE 60
61 KEVIN 62
61 SKETCHES 62
61 BEST OF EMERY HARRIS 55
62 THE SOUND OF A PIECE OF 63
62 REBORN 64
62 LAUGHING & CRYING 63
62 THE LONELY MAN'S DREAM 64
62 COUNTRY 65
62 RANCHER'S LAMENT 65
62 THE SONG OF A LONELY MAN 66
62 SMOKE AND UPPER HILL 66
62 FORTY YEARS OF 67
62 SWEET MEMORIES 67
64 TIE THE NOODLE 74
64 ROUND AND ROUND THE DANCE 74
64 SWEET MEMORIES 75
64 KEEP ON TURNING 75
64 THE BEST OF THE WESLEYE 75
64 ALL AROUND COUNTRY 75
64 SONGWRITERS HALL OF FAME 75
64 ASCAP Fetes Biggest Country Music Year At Awards Gala

NASHVILLE — An audience of over 700 top songwriters, recording artists, music publishers and record producers filled the ballroom of Nashville's Opryland Hotel for the 16th annual Country Music Awards Banquet of the American Society of Composers, Authors and Publishers (ASCAP). The music licensing organization, celebrating its 65th anniversary, enjoyed its greatest year to date in country music as ASCAP president Stanley Adams and southern regional executive director Ed Sheehan presented plaques honoring more than a hundred ASCAP Country Chart hits.


Producers winning multiple awards included Ray Baker, Larry Butler, Pat Carter, Tom Collins, Biren Farley, Buddy Killen, Eddie Kilroy, Bob Montgomery, Billy Sherrill, and Bill Walker.

Artists winning multiple ASCAP Awards this year included Bill Anderson, John Anderson, R.C. Bannon, Glen Barber, Bobby Borchers, Glen Campbell, Kenny Dale, Janie Fricke, Crystal Gayle, Don Gibson, Mickey Gilley, David Houston, The Kendalls, Crissy Lane, Zeke Lehr, Louise Mandrell, Mary K. Miller, Ronnie Milsap, Anne Murray, Kenny Rogers, T.G. Sheppard, Margo Smith, Peggy Sue and Dotte West. The Country Music Award was presented to veteran songwriter Johnny Marks. Marks' credits include "I Heard the Bells on Christmas Day," "Rockin' Around the Christmas Tree" and the legendary "Rudolph the Red-Nosed Reindeer." In past years, this special award for contributions to the world of country music went to such distinguished figures as Mother Maybelle Carter, Lefty Frizzell, and Mel Tillis.

CMA AWARDS HIGHLIGHTS — Among the many honors given at the Oct. 8 gala in Nashville were (k-l) Willie Nelson, Entertainer of the Year; Hank Snow being inducted into the Country Music Hall of Fame; Chet Atkins, and Kenny Rogers, Male Vocalist...

(CMA Awards highlights continued on page 34)
MCA would like to say Congratulations, Barbara
We love you!

Country Music Association's female vocalist of the year.
The #1 single "Fooled By A Feeling"
When Don Williams plays the United Kingdom, you never know who might show up during his recent two-week sell-out stint, the cowboy attracted quite an impressive host of rock ‘n’ rollers to his concerts. Eric Clapton caught his show in Brighton, performing half the set and singing harmony with Don on stage. Jeff Beck was also in the audience that night.

At the Festival Hall in London, Albert Lee sat front and center. Williams’ great popularity in England is substantiated by the fact that during that tour, his appearance at Bingley Hall in Stafford was only the second show in history to draw a 7,000 plus capacity crowd for a one-man headliner date at the venue.

The column would like to take this opportunity to congratulate all of the winners and nominees of this week’s Country Music Awards, as well as tip our hats to the production/direction team of Bob Precht and Walter Miller, plus all of the other people involved with the awards show for putting together an excellent special. Congratulations CMA for another fine year.

SPECIAL SATURDAY NIGHT FIGHTING — The dancing man of Saturday Night Fever, John Travolta, will soon be dancing his way into the hearts of moviegoers once again. By this time the unlikely three-piece suit and slick disco moves. Travolta, donning boots and a cowboy hat, will be demonstrating his skills at such honky-tonk dances as the Texas Shuffle and the Cowboy Joe when he attempts to answer the age-old question, can an urban cowboy find happiness at Gilley’s night club? For the answer to this and many more fascinating questions, keep an eye open for the movie Urban Cowboy.

The old gridiron will be Jacky Ward’s stage Oct. 27 when he performs the National Anthem before the Ole Miss Vanderbilt football game.

Crystal Gayle has been named Female Vocalist of the Year by the American Truckers Benevolent Association. And talk about stilt competition, when Gayle kicked off her fall tour Oct. 5 in Chicago, who should be down the street but Pope John Paul II — with SRO, no less. But Crystal got her share of glory that night too — with two sell-out shows.

STUDIO TRACKS — Jack Clement Studios has been the site of quite a diverse selection of recording artists lately. French recording artist Eddy Mitchell spent the first week of October recording a rock album. Mitchell has recorded six albums using Nashville studios and musicians. His latest effort will feature Kenneth Buttry, David Briggs, Russ Hicks, Mike Leach, Charlie McCoy, Dale Sellers, Reggie Young and the Lee Jane Singers.

In the Young: ‘Un Studio recently, Willis Alan Ramsey was working on the soundtrack for the film Muskat Love, which stars Robert Blake and Barbara Harris. Ramsey also wrote and produced a new song, “Earth Swing,” on Take Three’s upcoming Jazz guitar. It is also recording in Young, ‘Un, as Jerry Reed.

SIGNINGS — Writer/artist Barbara Wyrick has signed an exclusive publishing agreement with Intersong Music (ASCAP). Bobby G. Rice has signed an exclusive booking agreement with Bob Bean Talent. Jack Blanchard and Misty Morgan have signed with Autumn Hill Records. Their first release on the label will be a cover of “Somewhere in Virginia In The Rain” and “Cotton Blossom.” Singer Linda Marlene has signed a management and record production contract with the Music Management Company of Burnaby, British Columbia. She will record her new album in Nashville’s Woodland Studios.

There’s a new production/management/agency talent in town that goes by the name of Music Row Productions. Created by Roger West, the offices are located at 11 Music Circle South, in the SESAC building.

Country disco seems to be the latest thing, and not to be outdone by other clubs, the hall of Fame Motor Inn in Nashville has added new in the country entertainment to its Sound Track Lounge. Music man Gus Barba will be spinning the well-blended mixture of country and contemporary discs.

ONE MORE TIME — Tom Grant’s picture ran last week, now let’s get a little information on him. The Republic artist recently taped a one-hour television special titled Superstars and New Faces of the 80s. Hosted by Jimmie Dean, the show was filmed at the Aladdin in Vegas. Joining Grant were Freddy Fender, Jim Stafford, Hoyt Axton and others. Rumor has it that a major network may pick up the show.

During an extensive tour that covers 25 major markets throughout the southeast, southwest, west and midwest, Marty Robbins took time out to film a segment of Austin City Limits on Oct. 8.

Marty Robbins

SPECIAL AWARDS — Maggie Cavender, center, was presented a special award by BMI at the annual Nashville Songwriters Association banquet. Flanking the executive director of the Songwriter’s Association are Ed Kremlin, left, president of BMI and Frances Preston, vice president and head of BMI’s Nashville office.

ASCAP Fetes Biggest Country Music Year At Awards Gala

(continued from page 28)

country-swinger pioneer Bob Willis, and his honor Beverly Briley, former Mayor of the Music City.

The multi-media audio-visual presentation that accompanied the award presentation included a special regional director Merriel Littlefield, and directed by Judy Gregory, director of Washington, D.C. branch.

In addition to award winners who came from around the world to attend, guests included Georgia’s Lt. Governor Zell Miller, a member of Norma, Mayor Richard Fulton. Along President Stanley Adams, ASCAP board members Sidney Herman, Gerald Marks, Irvin Z. Robinson, Wesley Rose and Mike Stewart were present for the festivities.

Other Attendees

Also attending were members of the Country Music Association, as well as Paul Marks, ASCAP managing director, Paul S. Adler, director with you, Louis S. Weber, assistant to the president and director of broadcast licensing and custom publishing, Karen Sherry, director of public relations, membership representatives Jim Gianopulos and Lisa Schmidt, and ASCAP Recorded Music Licensing director.

Attending from the west coast were Michael Gorfaine, western regional director for reperitory, Todd Braden, western regional director for representatives Jim Gianopulos and Lisa Schmidt, and ASCAP Recorded Music Licensing director.

Over 100 chart hits were honored during the course of the music licensing organization’s ceremony. The complete list of winners is as follows:

‘Talkin’ In Your Sleep’ Top Song At BMI Awards

NASHVILLE — One hundred-fifteen writers and 66 publishers of 83 songs have been presented with Broadcast Music, Inc. (BMI) Citations of Achievement in recognition of outstanding works, in the country and western field, as measured by broadcast performances for the period from April 1, 1978 to March 31, 1979. The awards were presented June 23rd in ceremonies in Nashville on Oct. 9 by BMI President Edward M. Cramer and Frances Preston, vice president of BMI’s Nashville office.

The 10th annual Robert J. Burton Award was given to “In Your Sleep,” by Roger Cook and Bobby Wood, and to Chriswood Music and Roger Cook Music, publishers. The award, honoring the late BMI President, is an electric guitar plaque mounted on a brass pedestal. It is presented each year to the writers and publishers of the most performed BMI Country song of the year.

Billy Sherrill was the leading writer/artist winner with 10 songs. His works were: “I’ll Always Love Your Way,” followed by Bob McDill, Dolly Parton, Ben Peters and Rate Van Hoy with three awards each. Steve Earle, Stevie Wonder, Loretta Lynn, and Wayland Holyfield, Curly Putman, Eddy Rabbitt and Even Stevens received two awards each.

Four Song Winner

Tree Publishing Company, Inc. was the leading one-song publisher with 10 citations, followed by The Welk Music Group with eight awards, P.Gem Music Publishing Co. with five and Allege Music Corporation with four.


American Cowboy Music Company; Ben Peters Music, Duchess Music Corporation, First Generation Music Company; Peer International Corporation; Peso Music, Rightsong Music, Inc.; Shade Tree Music, Inc., Stigwood Music, Inc. and Window Publishing Co., Inc. each took two awards.

Ten of the songs honored by BMI were published in 1975 and two appear for the first time. A 12th year award was presented to the EMP Company for “By The Time I Get Home,” written by Robert Stigwood and Mike Chapman. “For The Good Times,” written by Kris Kristofferson and published by Buckhorn Music Publishing, Inc., received an award for the first time.

Second Year


(continued on page 34)

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Cash Box/October 20, 1979

www.americanradiohistory.com
THE COUNTRY MIKE
WHN’S LEE ARNOLD TO HOST MOST NETWORK’S "KENNY ROGERS SPECIAL" - WHN/New York’s midday air personality Lee Arnold will host a two-hour program featuring the words and music of Kenny Rogers that will be broadcast on Sunday, Oct 21. The "Kenny Rogers Special," produced for the NBC Network, will also air on stations throughout the country on Thursday night. Arnold will also host the show, which is based on an interview he conducted in Florida during Rogers recent tour. Rogers recently won four out of five categories of the "4th annual WHN Listeners’ Choice Awards" and has appeared on WHN as a guest deejay and in live concerts. He was nominated for five of the five categories he was nominated for during the 1979 Country Music Awards — winning the Male Vocalist of the Year, Vocal Duo of the Year with Dottie West, and Album of the Year.

PROGRAM/MUSIC DIRECTOR PROFILE — Dugg Collins, PD/MD for KZIP/Amarillo, has been in the broadcasting industry for the past 20 years. Collins began in radio with KCTX/Children’s Texas in 1969. He has worked in country radio ever since, except for a short time with KBQX/Dallas in 1981, at which time it was a rock station. This past September, Collins celebrated his 11th year in the KZIP radio market. In 1986, as the PD/MD for KJJZ and this last year as PD/MD for KZIP. Collins was selected by the Country Music Association’s "DJ of the Year" for Medium Markets for 1979. In 1980, Collins was a member of the KLKJ, KBPT, KQXT, and KXYZ. He has also been involved in various concert promotions during the years.

Dugg Collins

The Black Brothers, Epic artist Bobby Borchers, RCA’s Racy Bailey and recording artist Jim Chesnut. "The free day in the country" is WUBE’s annual appreciation party for its listeners in Cincinnati. This year’s 30,000 music fans broke all previous records for attendance.

HAPPENINGS AT WAFI — According to WAFI/Fayetteville MD Tim Williams, Mike Kirchen replaces Terry Jordan as the PD of that station. Jordan left for WFLB, which is also located in Fayetteville. Williams also announced his new job, a move for the station.

Tim’s new position is a part time, air personality at KERE/Denver, according to operations manager Jay Hoffer. Cooper has been in the Denver market for over 11 years, having been affiliated with WBN, KBRT, KBCO, and KXXV. He has also been involved in various concert promotions during the years.


country music

JOHNNATHAN AND TERRY RHODES recently befell the other on which National League team would go to the World Series, the Cincinnati Reds or the Pittsburgh Pirates. The winner got two cases of the winning city’s beer, which in Cincinnati washepied and in Pittsburgh was Iron City. Also there was a trip involved to the winning team by the loser to do the winner’s morning show so that the winner could go see the 1979 World Series. So Jim Scott is in Pittsburg doing the Johnathan and Terry Rhodes morning show while they are attending the 1979 World Series.

PROGRAMMERS PICKS

Mike Carta
WIL/St. Louis
You’re My Kind Of Woman — Jacky Valenti — MCA

Cathy Hahn
KLAC/Los Angeles
My World Begins And Ends With You — Dave & Sugar — RCA

Doug Brannon
KCBU/Tucson
Walkin’ The Floor Over You — Ernest Tubb — Cachet

Morgan Hellbent
KRAM/Las Vegas
Mississippi — The Charlie Daniels Band — Epic

Dianne Brennan
WBAM/Montgomery
Lovin’ Starts Where Friendship Ends — Mel McDannel — Capitol

Paul Adams
KBET/Reno
Good Time Charlie’s Got The Blues — Red Steagall — Elektra

Dugg Collins
KZIP/Amarillo
Sad Eyes — Randy Conner — Cherry

Willis Williams
WLAS/Jacksonville
Lovin’ Starts Where Friendship Ends — Mel McDannel — Capitol

Dave Beadles
KSSS/Colorado Springs
You Are Always On My Mind — John Wesley Ryles — MCA

Bill Perkins
KRTS/Springfield
Tell Me What It’s Like — Brenda Lee — MCA

Jack Wilkerson
WSDS/Ypsilanti
You Are Always On My Mind — John Wesley Ryles — MCA

Dennis Buckey
KGA/Spokane
I Hate The Way I Love You — Johnny Rodriguez And Charly McClain — Epic

Bob Nyles
WHO/Orlando
You Pick Me Up (And Put Me Down) — Dottie West — United Artists

Bill Warren
KNOE/Monroe
Buenos Dias Argentina — Marty Robbins — Columbia

Mike Malone
WYDE/Birmingham
You Pick Me Up (And Put Me Down) — Dottie West — United Artists

ASCAP Fetes Biggest Country Music Year At Awards Gala

(continued from page 2)

Handcuffed To A Hearth Rob — Charly McClain/Mercury Music

I Love You — Charly McClain/Mercury Music

I’ve Got A Picture Of You On My Mind — Loretta Lynn — MCA

Never Knew A Heartache — Bobbie Gentry — MCA

You Decorated My Life — Kenny Rogers — United Artists

My Own Kind Of Hat — Merle Haggard — MCA

I Cheated Me Right Out Of You — Moe Bandy — Columbia

You Show Me Your Heart (And I’ll Show You Mine) — Tom T. Hall — RCA

I’d Rather Go On Hatin’ — Joe Sun — OVation — 32 Reports

Moe And Joe Play Radio — Moe Bandy and Joe Stampley recently played guest DJ’s at WHN Radio in New York prior to their concert at the Lone Star Cafe, which the station broadcast live. Pictures are (l-r): Alan Coleman, WHN air personality; Bandy, Ed Salamón, WHN PD; Stampley, and Pam Green, WHN MD.
SESAC Presents Top Awards

NASHVILLE — SESAC presented its top awards for musical excellence in 11 categories to leading songwriters,词曲作家, publishers, and music users at its 15th annual Awards Presentation, held at the Woodmont Country Club in Nashville on October 11.

The festive evening got underway at 8 pm with more than 500 key industry leaders, inc. including record company artists, writers, publishers and music execs, witnessing the presentation and joining the SESAC familia's salute to its writers and publishers.

Paul Heinecke Citation

Highly regarded was the presentation of the Paul Heinecke Citation of Merit, the firm’s highest honor named after its founder, to WSM’s “Grand Ole Opry,” in recognition of its role as America’s most continuous radio show and its unsurpassed leadership over the past 54 years in the promotion of country music. The award was presented on only four previous occasions.

Past winners include the Country Music Association: The Honorable Winfield Dunn, former WSM announcer Hubert Long and Irving C. Waugh, former president of WSM, Inc.

During the festive evening that ‘Talkin’ In Your Sleep’ Top BMI Song

continued from page 2

Kenny Dale (Capitol P-4788)
Sharing (9:10) (House of Gold, BMI) (S. Pippin – J. Slate)

She’s Gone (2:39) (Gary S. Paxton, BMI) (J. Paxton – C. White)

Dicky Lee (Merry Hill 57005)
He’s An Old Rock ‘n’ Roller (3:30) (Jack and Bill, ASCAP) (J. Stevens)

Big Al (SACAP 337-57005-78)
I Ain’t No Fool (3:20) (A) (Galileo/Metaphor, BMI) (A. Downing)

Jim Reeves (RCA RH-11737)
How, Oh I Miss You Tonight (2:10) (Bourne, ASCAP) (B. Davis – J. Burke – M. Fisher)

Ray Emmett (Phoenix PXR 139)
LOVE ME (2:19) (B. Martin – D. Morrison)

Tina Norgard (Sargent SG-2017)
Tell Me A Warm Lie (2:59) (Coal Miners, BMI) (T. Beatty – Barbara Hyder)

Frank Ifield (Warner Bros. WBS 49095)
Yesterday Just Passed My Way Again (2:58) (Acoustic Rose, BMI) (D. B. Rades)

REVIEWS

FOR JUSTA DONNA – Upton Warner – Warner Bros. – BSX 3377 – $1.19

Donna’s newest album shows her flexing her vocal chords on a variety of tunes and styles. She seems to enjoy recitations and has several on the album, including her single “Daddy,” as well as a treasured oldie, “Walk On By” which sounds like a heartbreaker.

Other winners are “Can’t Do The Lovin’” and “Let’s Try To Fall In Love Again.”

Primo, Donna


Dennis Williams is not to be confused with the Beach Boy of similar name. This one is a singer/songwriter in Nashville and he works with his family. He is a commercial success and his songs are LP虽然的和有趣的故事。如果你喜欢这个歌手的声音,你会喜欢他。”

Hall Of Fame Inductees Announced

(continued from page 29)

songwriting team that wrote “When I Stop Dancing” and “I Could Only Win Your Love” and others.

Wayland Holyfield won the President’s Award from Patsy Bruce, after which Bruce delivered the President’s message to the approximately 500 people in attendance. The master of ceremonies for the evening was Ralph Emery and guest speaker was Bill Lowry, publisher from Atlanta and head of the Lowry Group.

Bruce presented Rev. Dorsey with his award. Ed Bruce presented the Lounin Brothers with theirs. Pee Wee King presented Elvie McWilliams with hers and John and L. Doudremant made the presentation to Joe South.

CONWAY TWITTY (MCA 41135)
Happy Birthday Daughter (Butterfly, BMI) (H. Howard – C. Morgan)

Heavy Tears (2:31) (Tree, BMI) (J. Haft)

CONWAY COMES with a two-sided record. Side one is a ballad with a beat and side two is a syrupy funky piece with some slide guitar and Conway stretching out.

CHARLEY PRIDE (RSA-57007)
Missin’ You (2:26) (P-M. BMI) (K. Fleming-D. Morgan)

Heartbreak Mountain (2:42) (Rox Tense/Big Swing, BMI) (G. McCray)

Two-sided record on RCA’s Pickwick label. Big, shabby, slower, more easy paced number with powerful lyrics. Side 2 is a vintage Pride, up-tempo with his sound firmly entrenched.

THE WALTHER STATE (Mercury 57007)
Nothing As Original As You (2:21) (American Cowboy, BMI) (D. Reid)

Permed by the lead singer, this is a totally original concept — a country love song with the nation’s capital as the backdrop. You’d have to pass a law to keep the Statlers out of the charts.

JOHNNY RODRIGUEZ & CHARLY McClain (Eric 9-57091)
I Hate The Way I Love It (3:19) (Song Doctor/Big Hair, BMI) (A. Aldridge)

This is the first teaming for this duo and it sounds like a pairing that will be able to SLIDES OF THE MONTH

Walt Cravens: From Cover Story (Joplin, Mo.)

Eddie Lebaron: A Song Of Change (Baton Rouge, La.)

Shelby Wray: Hits Of The 80s (Savannah, Ga.)

Mike Best: Tornadoes Of Texas (Lubbock, Tex.)

Rev. Jacky Lewis: Best Of The 90s (Memphis, Tenn.)

Chet Smith: The Best Of The 90s (Shreveport, La.)
CBS MOVES INTO HOME VIDEO MARKET — With the recent reorganization of the CBS Records division into the CBS Records Group, CBS Home Entertainment, the division responsible for the sale of music, film, and television products utilizing the new communications technologies," according to Walter Yentikoff, president of the CBS Records Group. No specifics were offered by CBS as to the scope of its new division and a president of New Ventures or date of introduction has yet to be named. However, Yentikoff indicated that the new division will deal with audio and television programming. It is significant that CBS is the only entertainment conglomerate to place its home video wing under the control of a record division. As Yentikoff stated, "Getting into home video has proven to present things visually, and part of this thing will certainly be our own artists in a visual presentation.

SONY SWAPS TECHNOLOGY WITH N.V. PHILIPS — Sony Corp. and N.V. Philips recently agreed to swap technology in various areas, including laser-based audio and video technology. Philips, under its U.S. affiliates North American Philips and U.S. Philips Corp., has already marketed its video disc system jointly with MCA Inc. under the Magnavox brand name. Currently, Philips is planning its own video disc system, but an introduction date has yet to be announced. Sony has also demonstrated its own optical systems for both video and audio discs. The alliance between the two corporations is expected to be a giant step toward standardization and compatibility between audio and video-disc systems. As Sony’s and Philips’ products are planned to be interchangeable. In addition, Sony should also benefit from the recent IBM-MCA pairing, as products from that joint venture will also be compatible with Philips’ technology.

HOME VID TAPING DECLARED TAPABLE — In other Sony news, the corporation was declared the winner recently in a law suit brought about by MCA/Universal and and Walt Disney Studios to prevent Sony from manufacturing and selling its Betamax home video recorder (Cash Box, Oct. 13). Home video taping of over-the-air free broadcasts was not considered to be in violation of the Federal copyright law revised in 1976, in the opinion of the presiding judge. However, the ruling does not affect taping of pay programs or tapes unless outside the home. The decision is being applied.

GREEN LIGHT FOR STV — The rapid expansion of subscription TV (STV) has been assured by a recent FCC ruling relaxing the standing law limiting one STV outlet per market. The decision does not affect the rule barring STV from markets with less than four TV stations.

VIDEO PREDICTIONS FOR THE ‘80S AND BEYOND — At the annual conference of the Broadcast Financial Management Association recently, Harold Vogel, an entertainment industry consultant and director of Merrill, Lynch, predicted that about 14 million video discs will be sold during the next decade, split evenly between audio and video discs. Dick Blank, CBS predicted that cable penetration during the ‘80s would be about 40% of all TV homes, while Vogel offered a more conservative estimate of 33%; representing 25 million homes in the U.S.

VIDEO DISCS VS. VIDEO-TAPE — VideoDisc, a new medium, has been developed for prerecorded records. Recently opened Video-To-Go, the first in a series of retail video outlets to be opened in key U.S. cities. In addition, VideoVision has purchased the American Tape Corp., a custom audio tape duplicator, and Radiant Corp., owner of a large catalog of master recordings.

VIDEO GOES STEREO — Vidtronics Inc. of Hollywood has become the latest video post-production house to incorporate "state-of-the-art" stereo capabilities with the opening of its new studio designed and built by Sierra Audio Corp. Jerry Kurtz, president, states, "The new audio studio is designed for the 1980s and beyond. Stereo TV is everywhere,..."

VIDEO CLIPS — Warner Bros., recently shot new artist Prince as well as Island recording artist Robert Palmer. The Palmer shoot was done during a live concert at the Capitol Theatre in Passaic, New Jersey for Warner Cable TV. More material is now being planned by the label for a possible cable TV special. CBS has just completed its 100th Gaye videos and they should be ready shortly... Cassius has completed a Cher film, in addition to two Village People films for both international and domestic use. Concert footage for the new films will be wrapped up for a fourth film, and C.B., who is on a tour of the West Coast of the U.S. has just completed a video for the Alvin Brothers' "Fat To The Beat." The film is being handled by Jon Roseman Productions... in other Roseman news, the production firm has also finished work on a Kinks special for HBO, part of which was shot live at a concert in Providence, Rhode Island... Kramer/Rocklin Studios is doing a commercial for Cassius’ Woody Allen LP. The production concern is also editing The Tubes recent L.A. Grease Theatre concert and a piece for Fleetwood Mac’s "Tusk" LP, which will be used for promotional purposes... Riches & Rubinstein recently shot Chocolate City recording act Cameo in N.Y. and films on the label’s L.A. studio. A film on A&M’s Joan Armatrading, shot live in Boston, has been completed and will be used for international promotion. The film was co-produced and directed by the label’s Claire Baren. A get well wish goes out to Peter Rubinstein, who was hospitalized recently after he was hit up and shot in Los Angeles... Spencer Davis, formerly of the Spencer Davis Group, will be moving into video work very shortly with an L.A. based production group. He is currently producing his new band, "L.D.," and will record a single for the label... in addition, B.S. Bloomfield’s recently presented a ‘new wave fashion’ videotape at The Kitchen Center for Music, Dance, and Video, integrating new wave music with the new ‘fashion trend.’

DIGITAL DISC DEVELOPMENTS — Discwasher has just released ’The Good Life’ by the Paul Smith/Bob Bencini Jazz Quartet. Out soon on RSO is Songs From The Final Days of The Frankie and Johnny Loggins/Hotlum album, and 'Redeye' a jazz rock disc with Michael Melovin, Discwasher is now distributing Chalfant/Baresse Sarabande digital discs; two London Symphony recordings, Morton Gould conducting ‘Old American Symphonettes and Digital works of Prokofiev, Rachmaninoff, Tchaikovsky and Mussorgsky. AudioTechnica recently released Tchaikovsky’s ‘1812 Overture’ with the Cleveland Orchestra and ‘Naturally’ with Mel Lewis and the Jazz Orchestra, both digital discs on Telarc. A film of Paladino’s film The Little Nell on Telarc, a direct disc, ‘The Manne We Love’ on Toshiba-EMI, and an advanced analog Umbrella disc: Boss Brass... DIRECT-TO-DISC CONSIDERATIONS — Crystal Clear Recordings will be releasing a rock album, ‘Play It Loud’ by the S.F. group Stoneground in November; ‘Flamenco Direct’ with Carlos Montoya around Christmas; and a Laurindo Almeida disc, ‘New Direction’, in January... mike giynn & dennis garrick

Time-Life Video Introduces New Line Of Music-Oriented-Programs

NEW YORK — Time-Life Video, a distributor of music-oriented cassettes to the home entertainment market, will offer video programs featuring Devo, the Kinks, Grace Jones, Barry Maniow, and Peter Tosh to retail outlets across the country in the very near future," according to Sam Suez, director of entertainment programming for the company. The films, which are currently marketed through the Time-Life Video Club, are available in both Beta and VHS configurations. Other films in the catalog include programs starring the Cars, the Police, Robert Gordon, and Neil Young’s "Rust Never Sleeps." Concomitant with its marketing plans, Time-Life Video has been contracted by Hurrah, the popular rock disc-here-to, to initiate an exclusive showing of its video catalog at the club beginning Oct. 16. Twenty-five color television sets, ranging in size from 14 to 21 inches, will be placed in the walls and ceilings of the West Side club. Concert, concept, and feature films, as well as promotional shorts leased or sold by various record companies to Time-Life, will be synchronized to the club's sound system.

"Other Avenues" — "Our primary thrust is to the home market, but we are finding other avenues to expose the films," commented Suez, "Our association with Hurrah is an experiment to see how we can apply the concept of the home entertainment market to such environments as rock-discs, concert halls, and colleges. It’s just another way to promote ourselves and showcase what we have to offer on video cassette."
Merchandising

What's In-Store

TAPE NEWS - TDK has announced a major marketing campaign this fall for its D audio cassette series. Utilizing the talents of recording artist Steve Wonder, the Amazing Machine promotion will concentrate on intense media and print advertising. The cassettes will be promoted on the retail level through dedicated multi-packs and polybags. A "Stack Your Deck" and Steve Wonder poster promotion will also be available as well as in-store window streamers, counter-cards and floor displays. Another big push is planned by JVC Corporation in conjunction with 3M. This effort will be aimed at increasing consumer awareness of metal-tape superiority over conventional tapes. Customers who compare recordings at JVC outlets will qualify for a weekly giveaway of a $1,500 metal cassette deck.

In addition, all JVC metal decks sold will include a free 46 minute Scotch Metalite cassette. B.O.C. 3000 and 3900 models will be the first to receive the new metal format customer. SAC-90 cassettes are being sold in the New York area through mail order ads in the Times and other newspapers. Sold in boxes of ten for $2.59 per tape, as compared with the generic article retailing at $5.99, the cassette differs slightly in appearance, and greatly in sound quality. The company is now taking steps to alert consumers to the fraud.

NEW ONE-STOP - Cardinal Export Corp. has opened a domestic one-stop, which will serve the entire east coast. Operating out of Long Island City, New York, the plant occupies some 37,000 square feet of space. It is planning to offer a full popular catalog with same day delivery on most items. The outlet will also offer items such as radios and cameras, which could be sold in record stores. Video tapes and videocassettes will also be featured.

BUTTERFLY PROMOS - Butterfly Records is currently engaged in some national and local promotions. Nationally, in addition to a display contest for its roster of artists, there is also a Travel Juncture competition in progress with the grand prize to be a 1963 Cord sports car. Locally, the company is helping to kick off the opening of a dance record concession at Music Plus, Hollywood on Oct. 12th. The outlet has expanded its floor space 25% to accommodate the new section called Disco Plus. Butterfly is bringing in a mobile disco along with artists Bob Mc Gillip and Destination for the in-store festivities. All Butterfly product will be on special during this promotion.

GOLD AND MORE GOLD - CBS Records has dubbed this month "Rocktober" in the Northwest, where it has begun a campaign timed to coincide with tours by Judy's Priest, Molly Hatchet, the Clash and R.E.O. The major thrust of the push will involve a "Precious Metal" display contest in which the most creative spotting of these rockers will result in some major awards for the winning stores. First prize will be one ounce of gold bullion; while the runner-up outlet will be presented with two ounces of silver. Third prize will be one ounce of silver...Cavages, Buffalo recently ran a promotion for Polydor Records' Rainbow in which the grand prize was one ounce of gold. The contest was held along with a successful in-store where some 500 patrons attended.

B and B Plus, Columbus, Lynchburg, Richmond, Martinsville, Oct. 6. Regis, the same day at Sound Warehouse, San Antonio. Charlie Daniels at Sun Records, Terre Haute in early October, drawing over 600 people...Dr. Demento, at Peaches, Philadelphia, Oct. 6, where the artist broke tradition by pushing his entire face into cement, replacing the usual hand-print with a nose-print...An in-store promotion for Oct. 27 at The Bottles at Tower, El Toro where the artists will host a Spin-the-Bottle game, with the prizes to be kisses from group members...Clay is one of the objects of a Ring Toss, where patrons will attempt to throw large hula hoops around them.

Customer Quote of the Week - "Young man, can I please see your complete catalog of one record-dedicated record albums..."

Ends and Odds - Great American Music is opening a new 8,000 square foot outlet at Brooklyn Park, north of Minneapolis, around Nov. 1. Tower, Seattle is now holding a storewide sale at its four outlets, with two Raleigh bicycles to be raffled off in each store...Peaches, Dallas holding a week-long tent sale in its parking lot in which all their cut-outs will be featured at reduced prices. Spec's, Miami awarding two Bee Gees tour jackets in each of its local branches to coincide with the group's recent appearance in the area.

A Real Big Brother - Country artist Kenny Dale visited Austin during his current tour to headline at a benefit for the local Big Brothers & Sisters Organization. Before the concert, the Capitol recording artist dropped in at the Sound Warehouse store, where he signed copies of his latest album "Killed By The Heart." A donation for the benefit, from Sound Warehouse are (l-r): Pat King, Capitol's regional Country promotion manager; Kenny Dale; Dan Cooper, Dale's manager and Skip Smith, Capitol sales representative for Austin.
URBAN TO CONTEMPORARY

TOP 75 ALBUMS

LAX RECORDS WILL SURPRISE YOU — Steve Gold and Jerry Goldstein’s L.A. International Records will have its first annual meeting Oct. 25-28 at the Continental Hyatt in Los Angeles. The label will have meetings throughout the three days that will announce new signings, product presentation and staff appointments. Jack Gibson will be the keynote speaker. Al Edmondson, vice president of the label will be organizing the conference.

PROGRAMMERS PROFILE — Doc Foster, program director at WSOK in Savannah became interested in radio when he was in his junior year of college. "All during the time I was in school it was planned that I would be going to medical school, but I was very interested in football. I had played football because my coach for tennis, my tennis coach was afraid I would get hurt, so he talked me out of playing football. Because of my interest I eventually became a member of the team, and the play-by-play announcer, Manny Clark, who also was the program director at WGV in the major stations in Charlotte where I attended school." Foster spent 8 years at WGV, where he was in for a short while before he went to WSOK, where he has been for the last two years. Foster says, "Though I attended a radio workshop course to learn about broadcasting, in addition to Manny Clark, Slack Johnson who was an air personality at WVGI really helped me to learn the majority of what I know about broadcasting.

LINDA CLIFFORD IN THE RIGHT NICHE — Clifford has found a sound that fits perfectly with her vocal ability. Her latest release "I Just Wanna Wanna" is a change from the disco-oriented material she has been doing, but has a fluid danceable and listenable sound.

ARTISTIC ACTIVITY — Lou Rawls will co-host "The Lou Rawls Parade of Stars," where top celebrities will make appearances. The show is being done in conjunction with Amusements Broadcasting Corp., who donated $200,000 to help raise $3 million for the United Negro College Fund. This $200,000 will serve as seed money for the multi-million dollar fund raising effort that Rawls will involve himself in. Rawls will also be involved in a radio feature that is scheduled to air to over 150 stations in 198. The new stations in which the label will be using a track from Smokey Robinson’s album "Where There’s Smoke" as their theme during the forthcoming basketball season for all televised games. The cut is to be used is called "Get Ready..."

RADIO ACTIVITY — The National Association of Broadcasters has again asked the U.S. Court of Appeals not to allow the FCC and The Equal Employment Opportunity Commission to exchange information about broadcasting and employment practices. The NAB feels that this practice is intimidating broadcasters in following their rights to court hearings on discrimination complaints. The NAB has established a minority Executive Council replacing The Minority Advisory Committee. The council members are Eugene Jackson, National Black Network; Edward O. Romero, general manager of KBN in Denver; Ragan Henery, president Broadcast Enterprises Network; Edward Gomez, president and general manager of WLOO in Louisville and Pierre Sutton, general manager of inner City Broadcasting. The council president is Eugene Jackson, says, "This is the first time the NAB will have an advisory committee composed of minority owners and managers which will provide input to the board and staff at the top level.

Frankie Crocker has made some additional staff changes at KUTE in Los Angeles as Lon Thomas and Lee Bailey have resigned from the station. Crocker has yet announced who will take their places.

Sheridan Broadcasting Network (formerly Mutual Black Network) held its second regional songwriter meeting in Jackson, Miss. Oct. 10-11. The two-day meeting was held at the Downtown Holiday Inn, where there was an excellent tour of programmers, general managers and air personalities from the area. The workshops and panels discussed broadcast legislation, sales and employment practices. On hand to answer questions about some of these topics were Jerry Boulding, program director of KDIA in Oakland, Ragan Henry, president of NABOB and president and executive director of The Black Enterprise Network, and Keith Adams, national program director for Black Enterprise Network. The regional meetings are held in depth talk about radio deregulation, whereas Henry’s speech centered around the activities of NABOB. Boulding gave a searing speech about programming black radio in the Black Enterprise Network. The council resolution for the upcoming election is six of its twelve members for an additional year. For the sake of continuity, the council has decided not to change members every two years as it has been doing previously. Paul Downs, general manager at WRAP in Norfolk, represents the council.

On the move — Earnest L. James, vice president, general manager of WOVW is back from his trip to the middle east with Rev. Jesse Jackson. . . . Chris and Freddie Perren are off to Las Vegas for Peaches & Herb’s opening at the Riviera Hotel.
1. (not just) KNEE DEEP
2. LADIES' NIGHT
3. DON'T STOP 'TIL YOU GET ENOUGH
4. I JUST WANT TO BE GAME
5. RISE
6. THE RAPPER'S DELIGHT
7. I DO LOVE YOU
8. FIRECRACKER
9. BETWEEN YOU AND ME
10. SAIL ON
11. COME ON COMMODORES
12. COME GO WITH ME
13. SO GOOD, SO RIGHT
14. FOURSTORM
15. I JUST CAN'T CONTROL MYSELF
16. SING A HAPPY SONG
17. DIM ALL THE LIGHTS
18. CRUSIN'
19. STRATEGY
20. BETCHA Didn't KNOW THAT/PLEASE DON'T GO
21. (LET ME PUT) LOVE ON YOUR MIND
22. STREET LIFE
23. IT'S A DISCOTHEQUE NIGHT (ROCK "N" DOLLY)
24. STILL
25. GOOD TIMES
26. WHAT CHA GONNA DO WITH MY LOVIN'
27. MORE THAN ONE WAY TO LOVE A WOMAN
28. YOU GET ME HOT
29. KING TIM II
30. DON'T LET GO
31. THE BOSS
32. LOVER AND FRIEND
33. "WELCOME TO THE PARTY"

**ALPHABETIZED TOP 10 R&B (INCLUDING PUBLISHERS AND LIENS)***

- **No. 1**: "Fire On The Street" / "Keesh" / ASCAP
- **No. 2**: "Oh Baby" / "Trixie" / ASCAP
- **No. 3**: "Got To Be Funky" / "Dennis Dodd" / ASCAP
- **No. 4**: "Stop It" / "Game" / ASCAP
- **No. 5**: "Joy" / "Johnny Mathis" / ASCAP
- **No. 6**: "Love Is Here" / "Kool & the Gang" / Kool & the Gang
- **No. 7**: "No One Else Can Love You" / "Bobby Womack" / ASCAP
- **No. 8**: "Another Love" / "ッド" / ASCAP
- **No. 9**: "Ain't That Funky" / "B.B." / ASCAP
- **No. 10**: "Got To Be Funky" / "Dennis Dodd" / ASCAP

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<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Weeks</th>
<th>Positions</th>
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<td>1</td>
<td>Barry White</td>
<td>&quot;Can't Get Enough of Your Love&quot;</td>
<td>Atlantic</td>
<td>15</td>
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<td>The Rolling Stones</td>
<td>&quot;Let's Spend the Night Together&quot;</td>
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<td>Stevie Wonder</td>
<td>&quot;You've Changed&quot;</td>
<td>Tamla</td>
<td>11</td>
<td>1-20</td>
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<tr>
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<td>The Isley Brothers</td>
<td>&quot;It's Your Thing&quot;</td>
<td>T-Neck</td>
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<td>The Miracles</td>
<td>&quot;I Second That Emotion&quot;</td>
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**REFERENCES**

- American Radio History
- Billboard
- Cash Box
- Music Business Weekly
- Variety

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**NOTES**

- **Positions** indicate chart position in the Billboard magazine.
- **Labels** indicate record label.
- **Artists** indicate recording artist.
- **Titles** indicate song title.
- **Weeks** indicate number of weeks the song was on the charts.

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**ABBREVIATIONS**

- BMI: Broadcast Music Incorporated
- ASCAP: American Society of Composers, Authors, and Publishers
- R&B: Rhythm and Blues
- Pop: Pop
- Soul: Soul
- Funk: Funk
- Disco: Disco

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**AUTHOR**

- Andrew Hamlin

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**SOURCE**

- American Radio History
- Billboard
- Cash Box
- Music Business Weekly
- Variety

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Johoy Rodriguez has been associated on an "normal basis with Latin Percussion Inc. since December 16, 1963. He has joined the record division, Latin Percussion Ventures Inc. where his responsibilities, in addition to recording and record production, will include promotion and international product placement.

Rodriguez, known to his closest friends by his nickname, "Dandy," has been a top player since the mid-sixties. His 1963 session for the Columbia LP "Tito Puente at the Cafe," his first with the band "Mambo Kings," has become a jazz standard. The studio recordings of his group "Salsa)" have been highly successful. Rodriguez currently plays bongos with the Tito Puente Orchestra at a time when this band was at its peak of popularity.

He has worked with many leading names in Latin (now frequently referred to as Spanish) music: Tito Rodriguez, Eddie Palmieri, Ray Barretto, Joe Cuba and is currently the leader of the band Tipica '73.

Rodriguez has been one of the significant forces to bring about a cultural exchange between the Latin musicians of Cuba and America, and plans are under way to bring together, under his direction, some of the founding fathers of Cuban music.

His first effort for the Latin Percussion Ventures label was the album 'Dandy's Dandy,' a unique blend of traditional and jazz elements.

One of the most liked persons in his profession, Rodriguez has the ability of uniting diversified talents to create unique recordings, as evidenced by the highly successful 1979 European tour of the Latin Percussion Jazz Ensemble which consisted of Tito Puente, Carlos "Pataco" Valdez, Sal Cuevas and Eddie Martinez. Rodriguez will again serve as music director of this group during his upcoming tour of Japan during December, 1979.

Sept. 13 will stand out as an important day in the life of Tito Puente. It was the day he and his band took off for Washington, D.C. to perform at the Second Annual Con-
NUMAN GOES GOLD — Beggars Banquet artist Gary Numan was recently presented with gold discs for both his current single, “Cars,” and LP “The Pleasure Principle,” at a party after his second show at London’s Hammersmith Odeon. Pictured here at the presentation are (l-r) Numan, Martin Mills, director of Beggars Banquet, Mike Hitchens, WEA director of Alperton operations, and Nick Austin, director of Beggars Banquet.

INTERNATIONAL DATALINE

Canada

TORONTO — The New Music Magazine, the CHUM-financed consumer rock publication, has ceased publishing after just more than a year in the marketplace. Its demise once again opens a void in the rock press in Canada. Advertising revenues dropped to a point where the magazine was losing substantial amounts of money each month.

CBS is reportedly preparing “unique” campaigns for the second Battered Beggars disc, “Cigarettes,” on their newly acquired Bomb label. Also in the works, on the Basement Records mid-price budget record line, under the aegis of Attic Records (another CBS-distributed label), is an effort from the Numbers CBS is also taking quite well with a video-marketed Englebert Humperdinck album, “Especially For You.”

Lisa Dal Belo is preparing her first for Capitol. Harlequin is ready with its first for CBS. The hard-rocking Winnipeg band should make quite a splash commercially, if their concert show is any indication.

The Secretary of State, David Macdonald, has indicated he is in support of legislation for the consideration of Canadian content regulations for TV and will encourage the CRTC to weaken the strict limitations, particularly in view of the advent of satellite transmission. The retailing situation seems to be exasperating in the downtown core, with a handful of new stores opening this past summer on Yonge St. Also on the rise is the proliferation of delete (cutout) stores like Charlie’s and Cheap Thrills. They’re doing brisk business.

On the concert scene... Two nights of Fleetwood Mac from Nov. 25-26. Two nights of Billy Joel in Oct. & Oates playing a rare club date at the El Mocambo, Dec. 5-6. Spyro Gyra making their first indoor appearance here Oct. 29. Bruce Cockburn’s next disc will be recorded with the ECM masters and will likely be issued everywhere but Canada on that label. Cockburn, a venerated folkster, scored his first major AM hit here.

France

PARIS — After a long vacation period, the French recording industry is getting very active again. Rivera LM, Leo Masst’s new label that is distributed by Barclay, is getting richer. They just released Daniel Balavoine’s new album and the original soundtrack of the movie Clair de Fumée. “Reggae For It Now.” Bill Lovelady’s new Barclay single has been adopted for the French Radio network RTL and looks like a sure success. Barclay has opened the season by rewarding those who contributed to 1970’s business. Henri Beltole and Daniel Beltole received gold records for their successes with Patrick Juvet and the Village People. After the success of “Last Night,” Juvet

INTERNATIONAL BESTSELLERS

Argentina

1. Rimto Callante — Donna Summer — Casablanca
2. Ring My Bell — Eddie Money — Reprise
3. Palacio — Julio Iglesias — CBS
4. Ballarina — Gino Sorbello — WEA/EMI
5. Chiquitita — ABBA — RCA
6. Da Ya Think I'm Sexy — Rod Stewart — WEA/EMI
7. Born To Be Alive — Patrick & Sue Tillem — Music Hall
8. Tu Me Distete Amor — Los iracundos — RCA
9. El Show — Caritas Bala — Microton
10. Heart Of Glass — Blondie — Phonogram

Australia

1. My Sharona — The Knack — Capitol
2. I Was Made For Lovin You — Kiss — Casablanca
3. Up There Cazaly — Two Man Band — Fable
4. Born To Be Alive — Patrick Hernandez — CBS
5. Gold — John Stewart — RSO
6. Don’t Bring Me Down — The Cars — Night — Planet
7. Some Songs — Richey — RIC
8. We Don’t Talk Anymore — Cliff Richard — EMI
9. I Don’t Like Mondays — Boomtown Rats — Mercury

Canada

1. Get The Knock — Capitol
2. Discovery — ELO — Jet
3. Slow Train Coming — Bob Dylan — CBS
4. In This Through The Out Door — Led Zeppelin — Swan Song
5. Dynasty — Yes — CBS
6. S.O.P. — J.J. Cale — Shelter
7. First Under The Wire — The Little River Band — Capitol
8. Breakfast In America — Supertramp — A&M
9. English History — John English — Mercury
10. Bombs Away Dream Babies — John Stewart — RSO

By Kirk LaPointe

TORONTO — After months of speculation about its financial solvency, GRT Records of Canada Ltd. appears on the edge of collapse.

Under the draining economic burden following the demise of the firm’s American operations earlier this summer, and unable to negotiate a reciprocal manufacturing deal to continue its well-iled branch distribution system in this country, the firm is expected to shut its doors before the end of October.

Supposedly officials at both companies declined to confirm reports, it is expected that GRT’s domestic record label, Magnum, will be sold to WEA Music of Canada Ltd. Among the label’s Canadian commodities are Dan Hill, Prism and Moe Koffman. One executive at GRT, although hesitant to confirm what have become widespread restrictions within the music community this past week, told Cash Box, “It’s definite. We can’t sustain ourselves any longer. We’re almost licked in the business. Our credit line is at an end.”

Another GRT executive stressing that “nothing has been signed yet or done about the company,” told Cash Box by phone. “We’re just going through the economic pangs of losing our U.S. operations.”

Ironically, the Magnum move to WEA would reunite the label’s artists with the former president of GRT, WEA’s executive vice president, Ross Reynolds. It was Reynolds in the later part of the decade who put together the label in Canada following international careers for Hill, Prism, Klaatu and others. His departure last year, in the eyes of some, signaled an end of the firm’s aggressive posture in the market.

In a phone interview Reynolds says the move to WEA by Magnum is “just a wild rumor at this stage. I don’t want to fudge, but I can comment one way or the other on the matter right now.

Trapped in the middle of the muddle are the label’s artists, both on Magnum and the distributed labels. Malcom Glassford, manager of FM, a Canadian progressive music band whose last disc on Passport went gold in Canada, says the label dilemma has stalled the group’s second album release in Canada.

Glassford maintains his act has an escape clause in its contract, and is presently shopping around for another deal. Dan Hill is reportedly preparing a disc for January release. Officials from other Canadian firms reportedly in the running for the Magnum label were unavailable for comment.

NEW AUSTRALIAN OFFICES — WEA Records Ltd. of Australia recently opened a new administration and distribution complex in Crows Nest, Sydney, Australia. The project was totally financed by WEA Australia. Pictured at the opening are (l-r) Paul M. Turner, WEA Australia managing director, and Phil Rose, WEA international executive vice-president.
CRIA September Awards Include 3 Triple Platinums

LOS ANGELES — Triple platinum album awards — signifying a minimum of 300,000 local sales for Burton Cummings’ “Dream Of A Country Kind” (CBS/CANON), Cheap Trick’s “At Budokan” (CBS) and Trooper’s “Hot Shot” (MCA-CANON) topped the September certifications of the Canadian Recording Industry Association (CRIA). Additional certifications included two double platinums, three and 13 golds for albums, and four platinums and four golds for singles.

Double platinum album awards (200,000 local sales) were given to Dire Straits’ “Communique” on Polygram and Ange Aarsenault’s “Libre” on SPPS (CANON), while Arnie’s “Greatest Hits” on All-Powerful; Aquarium (CANON), Kris Kristofferson’s “Me and Bobby McGee” on CBS and Sweet Peapes’ “Le Lac de Com” on London qualified for platinum album awards (100,000 local sales).

Singles awards were led by platinum certifications (75,000 local sales) to Bob Geldof’s “Do They Know It’s Christmas?” from Supertramp’s “Logical Song” on A&M; qualifying for gold certifications (75,000 local sales) were the Bee Gees for “Love You Inside Out” on Polygram; another Bee Gees’ hit “Jive Talk” from Supertramp’s “Logical Song” on A&M; and Cheap Trick for “I Want You To Want Me” on Epic.

Norman Cheng

Cheng Named To Head Polygram Of SE Asia

LOS ANGELES — Norman Cheng has been named to head all Polygram recording operations in the southeast Asia region, an area that includes Hong Kong, Singapore, Malaysia, Thailand and the Philippines.

Cheng, who joined the company in 1970, assumed the new task in addition to his current responsibilities as head of Polygram Hong Kong and Polygram Singapore.

On commenting about his appointment, Cheng said: “The southeast Asia region is growing rapidly as a market and repertoire source. I am very happy to have been entrusted with this new challenging responsibility and firmly believe that Polygram will continue its fast expansion in the region.”

SIM Hi-Fi Expo Draws 120,000 Buiffs To Milian

LOS ANGELES — Over 120,000 people visited the 13th annual SIM Hi-Fi expo, held recently in Milan, Italy. The leading in musical instruments, hi-fi sets, equipment for radio/TV broadcasting and discotheques, video systems and recorded music, more than 20,000 buyers from around the world also inquired many business deals at the expo.

Top prizes, the GOLD SIM and TOP FORM, were awarded for the best hi-fi designs present. TOP FORM prizes were awarded to the pre-amplifier Image II by Cybernet Electronic (Japan), the 3700 DD Goldman (France), the 1000 tape recorder by Akai (Japan), the 2000 X 3000 mini-system by Pioneer (Japan) and the Concord head by Ortollon (Denmark).

The Netherlands

Top Ten 45s

1. I Don’t Like Monday’s — Bobbitts Ratson — Phonogram
2. Don’t Do It — Billie Jo Spears — Mercury
3. A Brand New Day — The War Stars — EMI
4. Quitera — Ray Price — Capitol
5. Willem — Willem Duyan — Phonogram
6. What’s Wrong With This Picture — Chihuahua — Capitol
7. We Don’t Talk Anymore — Chillie Richard — EMI
8. The Rebel R „D „R — The Who — Pye
9. Sail On — Commodores — EMI
10. Don’t Stop ‘Til You Get Enough — Michael Jackson — EMI

International Bestsellers

INTERNATIONAL BESTSELLERS

TOP TEN 45s

1. I’ll Eat You — Boney M. — Hansa/Ariola
2. We Don’t Talk Anymore — Ray Price — EMI America
3. Angel Eyes — Ray Price — Polygram
4. Video Killed The Radio Star — Buggles — Polygram
5. Don’t Stop ’Til You Get Enough — Michael Jackson — Epic
6. Love’s Gonna Hold Me On — Boney M. — Hansa/Ariola
7. Money — Flying Lizards — Virgin
8. Pleasure Principle — Gary Numan — Beggars Banquet
9. My Way — Frank Sinatra — RCA
10. You’re My Heart, You’re My Soul — Frank Sinatra — RCA

United Kingdom

TOP TEN 45s

1. Message In A Bottle — Police — A&M
2. Dreaming — Blondie — Polygram
3. Cars — Gary Numan — Beggars Banquet
4. Whatever You Want — Status Quo — Polygram
5. Angel Eyes — Roxy Music — Polygram
6. Video Killed The Radio Star — Buggles — Polygram
7. Let’s Spend The Night Together — The Rolling Stones — Polygram
8. Love’s Gonna Hold Me On — Boney M. — Hansa/Ariola
9. Money — Flying Lizards — Virgin

West Germany

TOP TEN 45s

1. El Lute — Boney M. — Hansa/Ariola
2. We Don’t Talk Anymore — Ray Price — EMI America
3. Oh Boy — Racey — Rak/EMI
4. Mary Had A Little Lamb — Kiss — Casablanca/Bellaphon
5. I Don’t Like Mondays — Bobbitts Ratson — Mercury/Phonogram
6. Munich — C.C. Catch — Polygram
7. Danny And The Juniors — Michael Jackson — Epic
8. Don’t Bring Me Down — ELO — Jet/EMI
9. Peter Max — Peter Max — Ariola
10. Moskau — Dschungel Khan — Jupiter/Ariola

INTERNATIONAL DATINGE

(continued from page 3)

has launched a new single, “Swiss Kiss And French Pillow Talk” on Barclay.


The famous discotheque Palace had the new Ran Boys Band performs on Sister Sledge on Oct. 14. The Yellow Magic Orchestra is scheduled for Oct. 22. Sonodisc has announced the release of their new album titles: Includes “Selecta De Stee,” “The World of Coupe Clou’e,” “Jake Solo” and “Lo Monde de Myan Makeba.”

To celebrate the 11th year of his success, Johnny Hallyday’s hits will be included on a recording album being produced by Phonogram. Title will be “Disc d’Image de Johnny Hallyday.”

dilek kc

United Kingdom

LONDON — A new record company called Roberst Records Ltd. has been founded by Carl Music resident Freddie Blonskiock and co-director Mike Collier. The first release on the new label will be “Cost Li Vie” by New Day, scheduled for Nov. 9. It will be distributed and marketed by CBS, with a blaze logo. The new deal is for UK and Eire only at this stage. Tom Petty and The Heartbreakers have signed a long-term worldwide recording contract with Backstreet Records, a new music owned company headed by 27-year old American Danny Bramson. Bramson is currently running the company’s Universal Amphitheatre in Los Angeles.

As winter approaches, Liberty/UA artist gerry Rafferty is off to Montserrat in the Mediterranean to record his new album. While Polytoris’s Gloria Gaynor is possibly assured of another monster single, “Let Me Have The Right To Love” by CBS, has been released Oct. 5 as the follow up to the classic “I Will Survive,” which hit #1 here for four weeks. Mickey Jupp, who recently signed a worldwide recording deal with Chrysalis Records, has his first LP on the label. "Making a Scene" was released Sept. 10. “Lived Long Distance” Romancer.


Eddie moves this week see Brian Shepherd appointed to the board of EMI Records (UK) along with Nick Payne. The recent promotion of EMI Records GRD A&R Dept., while Payne is financial controller of EMI.

nick underwood

West Germany

MUNCHEN — EMI Records is planning to heavily back the German rock group Scorpions, whose “Loverdrive” LP is currently in the middle of an intensive promotion. The record company’s senior manager of EMI Records GRD A&R Dept., while Payne is financial controller of EMI.

Eddie moves this week see Brian Shepherd appointed to the board of EMI Records (UK) along with Nick Payne. The recent promotion of EMI Records GRD A&R Dept., while Payne is financial controller of EMI.
DANCE (FOR YOUR BOOGY) Communications with Technologies, the latter a manufacturer of audio equipment, are sponsoring the aftcastle of dance contests in 21 markets, culminating with finals at Paul Anka’s Jubilation disco in Las Vegas Jan. 7. At each of the 21 contests, which will kick off at Manhattan’s Melon’s disco Nov. 15, the first prize winners will be among the innovators in artificial and stereo equipment from Technologies. Other prizes from the co-sponsors include clothing and jewelry. Grand prize is $4,000 worth of stereo equipment.

SPLASH OF THE YEAR: Chicago’s Independent Record Services, headed by Paul Weisbrot and co-director Stuart Kahn, is now an official pool and charges its jocks membership fees. Elektra, Polydor, TD Columbia, Emarc and other labels recently agreed to service their artists to the pool, the “innovators” in artificial and stereo equipment from Technologies. Other prizes from the co-sponsors include clothing and jewelry. Grand prize is $4,000 worth of stereo equipment.

HIT COMES THE SUN, VILLAGE PEOPLE AND JANE FONDA — To promote the Campaign For Economic Democracy’s solar energy program, Jane Fonda will host a Halloween party Oct. 31 at the Hollywood Palladium, featuring appearances by Can’t Stop The Music co-stars the Village People, Olivia Newton-John and Valiere Perrin. VP Records should note that the group’s performance will begin promptly at 30 p.m.

DISH — Despite a bout with the flu, independent promoter and all-around nice person Jane Brinton will fly from L.A. to New York Oct. 17 to visit her recently opened NYC office, which is being run by Friedman has left his Peno duties at Casablanca’s New York offices, explaining, “It was time for a change.” Friedman, who plans to take a couple weeks off before deciding on his career plans, was credited by a colleague as being one of the first to realize the clubs’ potential for promoting product... 

Wfics and KUTE continue to showcase DJs demonstrating their art with scheduled appearances (on KUTE) by Studio One's Mike Lennox Oct. 19-21; the first all-disco show in a major Vegas casino personality Wolfman Jack. “Dj party” includes performances by France Joll, Tuxedo Junction and the Jerry Nista Disco Rollers, recently featured on the season premiere of TV's "Chips." Scott Sternberg is producing. Thirty L.A. area DJs took a cruise on a schooner off the Southern California coast Sept. 29. The trip, which was billed as “Destination Unknown,” was co-sponsored by butterfly records and Brinton & Co. Says one participant, there was no music or record or promotion talk. We just relaxed in the sun.” After the afternoon cruise, promoters and DJs adjourned to the “Mother of all” indoor concert held at the Park Observatory.

PERSONS — Lolita Holloway is tentatively scheduled for a return appearance at Chicago discos some time in November. Sylvester may also hit Chicago next month to promote the show’s live performance last summer at the San Francisco opera house... The busy Windy City was visited by Bruni Pagan Oct. 8. Escorted by reps from the I.R.S. pool, Pagan dropped by to say hi to Phoenix Dj Carlos Perez and disc jockey “boogity bastardy” single currently occupying the #1 spot on the Cash Box disco chart... Stephanie Mills will be honored as the “Best Up And Coming Female Disco Artist of 1979” Oct. 14 at the Washington, D.C. Armory. Edwin Starr will make a guest appearance since his next album “Dance” single at the Probe of the Southern California disco DJs Assn., monthly meeting. She takes her act to Studio One Oct. 13.

NEW STUFF — Dan Heatman’s LP “Relight My Fire” on Blue Sky features a duet with Lolita Holloway on the title track... Alli James Wells爆炸 with his “Explosion” album... From Sausalito look for Instant Funk’s “Witch Doctor” LP shipping Oct. 15 and Martha High’s “12 Showdown” out three weeks. The recently released “How High” album by Barrence Whitfield & The Savages features Peaches & Herb’s “12” Rollin’ Skatin’ Mate on VGP/MVP/Pooler will get an initial tryout at the discs before being promoted on R&B and pop radio... Ocean Records co-chairman, Marc Kreiner and Tom Cossete, will launch an extensive advertising and promotional campaign to herald the debut of producer/songwriter artist Paul Sabu’s self-titled album. Look for it Oct. 22. New from Warner Bros. is the Prince 12”, “I Wanna Be Your Lover.”

Inga’s been called a lot of things. And they’re all true.

Order this album today, there could be a law against it tomorrow.

Between 1977 and 1980, ASCAP's biggest country music year was 1979.
Gottlieb & Co. Introduces Its Newest 4-Player Flipper, 'The Incredible Hulk'

CHICAGO — "It's an incredible game," said Tom Herrick, Gottlieb marketing vice president, referring to the company's new 4-player solid state pinball game, "The Incredible Hulk." "It would be hard to find a more timely or topical theme for a flipper game in the fall of 1979," he continued. "Marvel's famous comic book character has a steady following of millions of Americans and the television show of the same name has continuously been in the Top Ten."

The backglass artwork, framed in rich magenta, features an eye-transfixing series of illustrations transforming man to beast; and the new Gottlieb "tailed" sounds offer the operator the choice of starting arcade sounds or a musical Bach-like cascade of notes with easy playfield control.

The game's new "spotting" feature, in connection with four top rollovers, can advance the bonus multiplier 2, 4 and 5 times. Hitting all 7 drop targets lights the "C" in the A-B-C feature. When the player combines the A and B ball shooters with knocking down the set of drop targets, it adds a 5,000 point bonus and lights the 'special'. Also, there are three stationery targets and by hitting all three, the player lights the extra ball rollover.

'The Incredible Hulk,' combines all of the elements of a high-earning flipper," concluded Herrick, "a contemporary

THE JUKE BOX PROGRAMMER

1. HEARTACHE TONIGHT EAGLES (Asylum E-46545-A)
2. TUSK FLEETWOOD MAC (Warner Bros. WBS 49077)
3. VICTIM OF LOVE ELTON JOHN (MCA 41126)
4. BABE STYX (A&M 2188)
5. BROKEN HEARTED ME ANNE MURRAY (Capitol P-4773)
6. DREAM POLICE CHEAP TRICK (Spit-5-5774)
7. DREAMING BONNIE (Cryovials/CBS 02379)
8. 5:15 THE WHO (Paydirt PD 2022)
9. I NEED A LOVER JOHN COUGAR (Mercury R-202)
10. CONFUSION ELECTRIC LIGHT ORCHESTRA (CBS 1595064)

TOP NEW COUNTRY SINGLES

1. BLIND IN LOVE MEL TILLIS (Epic E-46536)
2. COME WITH ME WAYLON (RCA 11723)
3. YOU SHOW ME YOUR HEART TOM T. HALL (RCA PB-11712)
4. MY OWN KIND OF HAT MERLE HAGGARD (MCA 41132)
5. WHISKEY BENT AND HELL BOUND HANK WILLIAMS JR. (Epic E-46525)
6. A RUSTY OLD HALO HOYT AXTON (Jermaine J-1001)
7. SEA OF HEARTBREAK LYNN ANDERSON (Columbia 11024)
8. I'VE GOT A PICTURE OF US ON MY MIND LORETTA LYNCH (MCA 41109)
9. THE COCAINE TRAIN JOHNNY PAYCHECK (Epic E-50777)
10. I'LL SAY IT'S TRUE JOHNNY CASH (Columbia 11-110)

THE TOP NEW R & B SINGLES

1. IS IT LOVE YOU'RE AFTER ROSE ROYCE (Whitney M-4949)
2. RRRRRROCKS (Epic/Soul E-46534)
3. DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA 41102)
4. DIN'T DO THE DOG CREME D'OCCO (Venture V-112)
5. COME TO ME FRANCO JOLI (Phal R-4001)
6. DON'T LET THE MAC HAYES (Phal RD-201)
7. RAPPER'S DELIGHT THE SUGAR HILL GANG (Sugar Hill SH-542)
8. DO YOU LIVE WHAT YOU FEEL RUFUS AND CHAKA KHAN (MCA 41131)
9. A SONG FOR THE WHISKEY WILLIE NELSON (Capitol P-4774)
10. IN THE STONE EARTH WIND & FIRE (ARC/Columbia 11-110)

TOP NEW DISCO SINGLES

1. COME AND GET IT ON SOCCER (Salsoul ST-2089)
2. THIS IS NOT PAMALA STANLEY (EMI America S400-9143)
3. HOW HIGH COGNAC (Salsoul ST-2096)
4. IT'S CALLED THE ROCK EDWIN STARR (20th Century M-4232)
5. YOU CAN GET OVER STEPHANIE MILLIS (20th Century M-2427)

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Cleveland Coin Expands Branch
OHIO — As part of a continuing program of expansion, Cleveland Coin International recently added 10,000 square feet of space to its facility in Columbus. The additional footage will provide larger showroom space and increase the technical capabilities at the branch.

A Special Projects Division has also been formed to “investigate and develop new areas within the perimeters of the coin machine industry,” according to Ronald A. Gold, president of Cleveland Coin. “There are exciting developments in the wings with respect to this new division,” he added.

Gold recently embarked on a tour of South America to investigate opportunities in the coin machine industry. His itinerary will include stops in Chile, Brazil, Argentina and Uruguay. During this trip he is scheduled to address trade groups in Chile and Argentina.

Ken Anderson, Game Plan Vice President Of Marketing, Brings Banker's Saavy To Job
(continued from page 44)

the possibility for new product development.

New locations are opening up to absorb the new products. Anderson observed that since he has worked with pinball cocktail tables, he realized the existence of untapped locations, that the market was expanding, and the business elevated in the public eye. The operator could now buy a coin machine for just a few dollars and sell it for a profit in his bar.

In this era of growth, Anderson lavishes praise on the distributor. He's the pulse of the business. He must handle the sale of the product, get it to the operator, and make sure it is working properly. Anderson observes that the distributor is the key to the success of the business.

As he looks to the future, Anderson is optimistic. He believes that the coin machine industry is on the verge of a major expansion, and that there are many opportunities for growth.

Overstocking

Amidst this optimism, Anderson recognizes dangers to the business. With his banker's sense he advises careful scrutiny of open lines of credit for financing, and he fears overproduction. "With overproduction the distributor is stuck, and in the end it will affect the manufacturer. A cash flow problem would result. To avoid overstocking and a stagnant inventory Anderson suggests, the operator should pick and choose a piece of equipment, be selective, prospect, market, expand beyond the usual location, test equipment, and only take money makers."

How does Anderson view the future of the industry? Some of the snarls seem unavoidable. "The industry runs in cycles. The operator and manufacturer have a tremendous thirst for a particular game. The manufacturer responds to that thirst. A year later a new machine comes on the market and cannot change quickly enough. He still saturates the market before he can pursue new opportunities." Nevertheless, certain safeguards against saturation can be provided. "The future will require a closer management of product development by the manufacturer and of purchasing by the distributor and operator. The manufacturer will have to do more field testing, pre-test games on the distributor level. Without a core test team it is hard to provide. Poor games must be identified during this testing period."

I've been. You may fight hard as competitors, but there's a mutual respect. It's a stimulating business.

Martin To Test Record
LOS ANGELES — Mandi Martin, a member of the Organization Of Women In Music, will attempt to top her own world record of playing 216 hours of pinball, by playing for 500 hours (21 days). She is attempting the pinball marathon in support of the City Of Hope, which will establish a pediatrics research fund in her name.

CALIFORNIA CLIPPINGS

Exidy's new "Fire One" is now on location in Tokyo. Pete Kaufman, Howell Ivey and Lila Zintler will be leaving on Oct. 16 for the annual JAA show, which is set for Oct. 19-20. Additionally, the three will have a tight schedule with distrists as they will be finalizing plans for Exidy's own independent distribution in Japan and Europe. Many European distributors will be attending the JAA, because the event has become almost as big as the AMOA. Meanwhile, back in Sunnyvale, the manufacturer is sample shipping "Fire One" and "Side Track" prior to the AMOA. Both pieces will be in full production during the convention when Exidy will be debuting four new games.

C.A. ROBINSON IS EAGERLY awaiting the arrival of Baily's "Harlem Globetrotters." The week's shipment delay has created a great deal of anticipation on the part of the distro's operators. However, according to Hank Tronica, Stern's new "Meteor" has picked up the slack and is already being sold out to be one of the best sellers on the market today. Well, the news has finally resounded from Pico Blvd. Yes, David Heath is the name of Andrea and Sandy Bettleman's new bopping baby boy. Cash Box sends its felicitations to the proud parents and to grandma Leah and grandpa Al as the new bundle will most assuredly carry on the legacy of the Bettleman family.

INDUSTRY CALENDAR

Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.
Oct. 14, Deutsche Wurlitzer Distributors Meeting, Hotel Croatia; Dubrovnik, Yugoslavia.
Oct. 25-28, 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.
Jan. 18-20, Music Operators of Minnesota, site to be announced.
Mar. 14-15, AMOA Notre Dame Seminar, O'Hare Hilton, Chicago.
May 16-18, Music and Amusement Assn., Inc., annual conv., Host Farm, Lancaster, Pa.
June 5-7, Music Operators of Texas, Flagship Hotel, Galveston.

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Cash Box/October 20, 1979

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HUMOR

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CLASSIFIED Ads Close WEDNESDAY
ON Dinosaur and Long Beach Arena are pleasers, with a 10-foot high display of pyrotechnics. Amazingly, they didn't announce the arrival of the band until they were on stage, and the audience, which was invited through radio, responded with an enthusiastic round of applause.

The audience, which was electrified by the pyrotechnic display, was even more excited when John Young, the lead guitarist for AC/DC, put on a show that was as impressive as anything else on the evening's program. Young proved himself to be an accomplished musician, playing both electric and bass guitar with ease and style.

Brand X

Brand X, the ROXY, L.A. — Since recording its first LP, "Unorthodox Behavior," the ROXY, L.A. has continued to impress audiences with a unique sound that combines rock and jazz elements.

While conceding that such displays are effective, Lenny Bove, a manager for the Record World chain, feels that it is hard to determine just how effective they are. Besides, he says, "In-store record plays a lot more product."

Another creative services vice president, A&M's Jeff Ayeroff, stresses the importance of a good impression of music itself. "If you can make a record on the floor that's interesting, you've got the potential to sell the record."

Sex Sells

A.J. Cervantes tackles the subject head on. "I agree with using sex to sell product as long as it's aesthetically appealing and in good taste." He cites mainstream television and radio ads as examples of how sex can be used effectively.

He cites one instance where Butterfly did not exactly follow this dictum. "The Blackwell cover about a year ago was too extreme. It showed two girls frolicking in the nude. That hurt us with radio sales." But he adds, "If Detroit can sell autos with sex, why not use it for a much more serious-oriented medium like music?"

Even a random sampling of album graphics shows that most labels answered that question in the affirmative quite a long time ago.

D.I.S. FORMED — Tom Silverman and David Salido have formed D.I.S. Publicity, an independent publicity firm that is devoted to disco performers, producers, and managers. The company is located at 1641 Third Ave., N.Y., N.Y. Telephone (212) 734-2326. Shown above (l-r) are: Silverman, Salido, and Bob Smal, who will work with the company on an independent basis.

Praise For Album Artwork

(continued from page 7)

people like to browse, with nothing particular in mind. A good cover can catch their attention. More bullsh!t on the subject, Peaches executive vice president Richard Diamond states, "Graphics are extremely valuable. The cover attracts the attention of customers, you sell records."

Just how that attention is drawn is the business of label vice presidents in charge of creative services, and not surprisingly, they have done a lot of thinking on the subject.

"The cover should give an indication of what's going on inside. It should convey an impression of the music itself," according to Pat Sciliano, creative services vice president at Jet Records. He mentions Gary Moore's album as an example of this interplay between musical content and graphic style. "Gary is a rough English rock 'n' roll guitar player. We used a close face shot of him looking mean.

Artist Identity

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Anonymous Problem

Although anonymity is an obvious problem with a new artist, Ayeroff does not believe in putting the picture of an unknown on the front of the jacket. "If you have five pictures or six, non-famous guys, you're competing with yourself. They may not look alike, but to the public they do."

He illustrates his point by mentioning new artist Joe Jackson's "Look Sharp," album, which features two white pointy noses looking just that.

Inevitably, in-store displays incorporate album artwork. Several objects featured on ELO's "Discovery," graphics, including the treasure chest, dagger and gem containing the band's logo, were lifted off the jacket and turned into mobiles, six-foot stand-ups and other items for in-store promotion.

However ubiquitous their effectiveness may be, in-store displays must work, if the current proliferation of them is any indication.

"Sure they help," Ben Karol says. "We who live in this business 24 hours a day tend to forget that those who aren't in the business don't know what is going on, what is new, what is available, what is hot. In-store displays and displaying the jackets help draw attention to the product."

While conceding that such displays are effective, Lenny Bove, a manager for the Record World chain, feels that it is hard to determine just how effective they are. Besides, he says, "In-store record plays a lot more product."

AC/DC

AC/DC have finally achieved headlining status in the States, and if its recent Long Beach Arena gig was any indication, they have the potential to do it again. The band opened in Los Angeles, with the coronation of the king of heavy metal riff rock. Playing selections from its "Let There Be Rock" LP, the band proved once again that it is Australia's most appealing heavy metal group.

Primitive, abnormally loud and unrelenting, the group blasts out a sound that makes the average prog rock band blush. With White Album, AC/DC have established themselves as a force to be reckoned with.

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EAGLES
THE LONG RUN

THE NEW ALBUM ON
ASYLUM RECORDS AND TAPES
PRODUCED BY BILL SZYMZYK
FOR PANDORA PRODUCTIONS LTD.
CONTAINING THE SINGLE.
"HEARTACHE TONIGHT."

FALL TOUR 1979

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Management: Irv Azoff and Front Line Management

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SHE'S SOLD MORE RECORDS THAN ANY OTHER FEMALE SINGER IN THE WORLD.

AND THAT'S THE TRUTH.

Her first English recording. Available in fine record stores everywhere October 15.

PRODUCED BY PAUL ANKA
From Ariola Records & Tapes