Mass Production
"ROTATION" IS THE HOT NEW SINGLE FROM RISE.
PLAY IT IN VERY HEAVY ROTATION.
FROM HERB ALPERT AND A&M RECORDS & TAPES.

Produced by Herb Alpert & Randy Bullock. Associate Producer Andy Armer.
EDITORIAL

Taping Advantage

Over the course of the past few months, the off-the-air taping issue has caused a wide rift in relations between the radio and record industries. The record labels have viewed radio's broadcasting of new hit albums in their entirety as an unconscionable breach of faith which undercuts retail sales while radio has countered with the belief that its first responsibility must be to its listeners and, ultimately, the bottom line.

Recently, one label head issued a public statement imploring radio to desist in this practice while, this past week, the heads on nearly every major record company signed an unprecedented collective statement appealing to radio to cease exacerbating the already severe home taping problem by playing new releases in their entirety without commercial interruption.

In a timely move, RKO Radio president Dwight Case released an open letter to the two industries last week stating that, as of this month, it would no longer be the chain's policy to continue to play entire albums, "or work to promote the practice within the broadcast industry."

We at Cash Box applaud Case's move to heed the pleas of the record labels and thus preserve the close relationship which has always existed between the two industries. By taking this important first step, it is hoped that RKO's example and encouragement will be taken to heart by its brothers in radio.

NEWS HIGHLIGHTS

- Poor cassette fill attributed to manufacturing crunch (page 7).
- Radio stations intensify push to boost Arbitron ratings (page 7).
- Label heads issue appeal to radio PDs to stop programming entire albums (page 7).
- RKO president Dwight Case responds to home taping issue (page 26).
- Cash Box salute to AMOA (Page 27).
- "Journey Through The Secret Life of Plants" by Stevie Wonder and "Rod Stewart's Greatest Hits" are the top Cash Box Album Picks (page 19).
- "head games" by Foreigner and "Rotation" by Herb Alpert are the top Cash Box Singles Picks (page 20).

TOP POP DEBUTS

Singles

60 HEAD GAMES — Foreigner — Atlantic

ALBUMS

13 DAMN THE TORPEDOES — Tom Petty & The Heartbreakers — Backstreet/MCA

POP SINGLE

HEARTACHE TONIGHT

The Eagles

ASYLUM

R&B SINGLE

LADIES' NIGHT

Kool & The Gang

De-lite/Mercury

COUNTRY SINGLE

HALF THE WAY

Crystal Gayle

COLUMBIA

JAZZ

Street life

Crusaders

MCA

COUNTRY ALBUM

KENNY

Kenny Rogers

United Artists

R&B ALBUM

LADIES’ NIGHT

Kool & The Gang

De-lite/Mercury

DISCO

Ooh, La La/HARMONY

Suzi Lane

Elektra

NUMBERS ONES
The Sports.

DON'T THROW STONES.

Featuring the hit single, "Who Listens To The Radio." Now breaking...everywhere!

On Arista Records and Tapes.

ARISTA
Rufus & Chaka

MASTERJAM

MASTERMUSIC by The MASTERCROUP Produced by The MASTERMAN

A NEW COLLECTION OF SWEET & TASTY SOUNDS BY RUFUS & CHAKA

Produced by Quincy Jones
Director: Chaka
Assistant: Jahnsen
At a champagne reception, the party celebrated the group's platinum-selling albums which were produced by Ted Templeman. Pictured above standing are (l-r): Manager Noel Monk; Mo Ostin, Warner Bros. president and board chairman; Edward Van Halen; Carl Scott, Warner Bros. vice-president and director of artist development; David Roth of Van Halen, Russ Thyrel, vice-president and director of promotion; Benita Brazier, product manager. Pictured in the bottom row are (l-r): Mike Anthony and Alex Van Halen of the group; vice-president and A&R producer Ted Templeman; Lou Demas, vice-president and director of sales; Clyde Bakkevo, vice-president and director of product management; Ted Cohen, national artist development manager and Tom Ruffino, vice-president and international director.

Radio Stations Intensify Push To Boost Ratings For Arbitron

by Mark Albert & Richard Imamura

LOS ANGELES — Various contests, advertisements, giveaways and special programs are highlighting the activities of radio stations throughout the country during November, as the Arbitron Fall ratings period (Oct.-Nov.) draws to a close.

While many of the radio stations surveyed insisted that it was "business as usual," that no special effort was being made to boost the listenerhip during the ratings period, the type and scope of the promotions are greatly under way and is nonetheless impressive.

Topping the list is the "Livin' On Easy Street" contest sponsored by WLS/Chicago, the nation's biggest Top 40 station. Featuring a grand prize of "everything you need for a year," the contest will be in effect for some time after the conclusion of the ratings period, says PD John Lasher.

"Promote Big All Of The Time"

Noting that WLS had given a house away in a contest prior to the ratings period and that any increases in the station's ratings during this time are simply a competitive reaction to the promotional efforts of its rivals, Genron adds that it "promote big all of the time. Everything specifically designed for the ratings period is hype and not a true reflection of what you're doing."

This sentiment was echoed by WSB/Atlanta PD George Fisher, who says, "It's been our philosophy that we don't do anything special for the ratings period.

Radio's encouragement of home taping is an unprecedented collective statement, the presidents of nearly all the major record companies last week appealed to the radio community "to stop fostering the home taping of recordings" by broadcasting new releases in their entirety without commercial interruption. "The body of the manufacturers' statement reads as follows: "Radio stations increasingly are encouraging listeners to tape commercial recordings off the air. Especially key new releases of major artists—sometimes even in advance of the public release date. Such stations pre-announce times for such new-release airplay and even schedule these programs free of commercial interruptions. Some go a step further with paid newspaper ads listing the song titl.."

Label Heads Issue Appeal To Stop Programming Entire New Albums

by Ken Terry & Mike Gunn

NEW YORK — In an unprecedented collective statement, the presidents of nearly all the major record companies last week appealed to the radio community "to stop fostering the home taping of recordings" by broadcasting new releases in their entirety without commercial interruption. "The body of the manufacturers' statement reads as follows: "Radio stations increasingly are encouraging listeners to tape commercial recordings off the air. Especially key new releases of major artists—sometimes even in advance of the public release date. Such stations pre-announce times for such new-release airplay and even schedule these programs free of commercial interruptions. Some go a step further with paid newspaper ads listing the song titles and bases for comment or denied being able to hold the pipeline, a Cash Box survey revealed that many stations owned by major groups are operating at peak capacity, while independently-owned stations are operating at a tremendous loss."

Unavailing For Comment

While spokesmen for the major record companies were quick to respond for comment or denied being able to hold the pipeline, a Cash Box survey revealed that many stations owned by major groups are operating at peak capacity, while independently-owned stations are operating at a tremendous loss.

Unavailing For Comment

While spokesmen for the major record companies were quick to respond for comment or denied being able to hold the pipeline, a Cash Box survey revealed that many stations owned by major groups are operating at peak capacity, while independently-owned stations are operating at a tremendous loss. An over-arch of effort to foster home taping signifies the livelihood of the recording industry. It translates the income of vocalists and musicians. It worsens the already high risk of making recordings and supporting new artists. It ignores rights and fair deals to artists. The success of the recording industry is a significant economic factor; it translates to the American way of life and to the American standard of living. It is a significant source of American pride and it is a significant source of American culture. It is a significant source of American innovation and it is a significant source of American opportunity. It is a significant source of American community and it is a significant source of American identity.
AFM, Manufacturers Pact On Two-Year Wage Contract

by Leo Sacks

NEW YORK — A tentative settlement was reached Oct. 26 between the American Federation of Musicians (AFM) and representatives of the major record distribution organizations for a new Phonograph Record Labor Agreement. The pact, which is subject to ratification by the 6,200 members of the AFM whose average personnel income from the recording industry exceeded $1,000 during 1978, calls for a 4% increase in all categories of wages for the first year of the contract and an additional 7% increase for the remaining 13 months of the agreement.

Terms and conditions covering the recording of chamber music, in addition to a new formula for symphonic and other "location" recordings, were also reached by the parties. Results of the balloting will be announced Nov. 27.

Victor Fuentealta, president of the AFM, said the negotiations were the most difficult that the Federation has experienced since the 1940s, "due to the severe slump that the record industry has been undergoing since the latter part of 1978." He said that representatives of the recording industry were "determined in their effort to seek changes in both the Special Payments and Music Performance Trust Fund, which would have eventually eliminated the latter fund and drastically reduced the contrib.

Apollo Theatre Closed By IRS

NEW YORK — The famed Apollo Theatre was closed last week by agents of the Internal Revenue Service for failure to pay approximately $46,000 in back federal payroll taxes from 1978 to the present.

The figure does not include employee taxes and social security monies generated from the recent concert appearances at the theatre by Bob Marley and the Wailers and the Parliament Funkadelic Revue, according to a spokesman for the collection division of the IRS. He indicated that it talks with the 253 West 125th St. Realty Corp. (the Apollo management firm) do not produce a settlement, the legendary concert hall will probably be sold at an auction.

Traub To Pickwick

LOS ANGELES — Fred Traub, vice president of purchasing at the Record Bar retail chain, will be joining Pickwick International to direct the company's Los Angeles-based firm. Tentatively, Traub is set to assume his new duties on Jan. 1.

Although there have been several names mentioned as Traub's replacement at Record Bar, no one has been confirmed as the new man in charge.

Performance Rights Hearings Planned

WASHINGTON, D.C. — Hearings on the controversial performance rights bill, H.R. 917, will begin Nov. 15 before the Kastemberger subcommittee. As reported (Cash Box, Oct. 13), proponents are seen to have a better than even chance of pushing the legislation through Congress. The bill, introduced last January by Rep. George Danielson (D-Calif.), got a boost this fall when 47 members of Congress signed on as co-sponsors. The RIAA, main supporter of the bill, will again lock horns with the National Association of Broadcasters over the performance rights issue and the proposed royalty rate.

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VILLAGE PEOPLE

Their newest hit single
"READY FOR THE 80's"
from their double album

Live and Sleazy

A 2-Record set including the new hits
"Ready For The 80's," "Rock & Roll Is Back Again," "Sleazy,
plus "Y.M.C.A." - "In The Navy" - "Macho Man"

Composed and Produced by JACQUES MORALI for CAN'T STOP PRODUCTIONS
Executive Producer: HENRI BELLOLO
from Casablanca Record and FilmWorks

Watch for their new movie "CAN'T STOP THE MUSIC" Soon To Be Released
NEW FACES TO WATCH

**Lauren Wood**

Lauren Wood is no stranger to the pop music scene. She was a member of the girl group Beneflip, which consisted of five female vocalists, and she has recorded two albums for Warner Bros., one in 1973 and the other in 1977. But now Wood, 21, is working as a solo artist, and with the support of her former fiancée and former bandmate, Billie Muffley, who is now her manager, Wood is making a comeback with a new album, which is currently in the works. The album, which is titled simply "Lauren Wood," will feature a mix of pop and country-influenced songs. The first single from the album, "The Way I Feel," was released earlier this year and has been well-received by fans and critics alike. Wood is currently working on the rest of the album, which is expected to be released later this year. Wood is excited about the new album and is looking forward to sharing her music with her fans once again.

**Nature’s Divine**

Nature’s Divine, in its brief recording career, has built a firm foundation for the future. The band’s music is a mixture of rock and roll and more conventional sounds, but the band’s sound is distinctly its own. The band’s recent album, "In Between," features a variety of styles, from rock to pop to country. The album was produced by Jimmie Lee, who has worked with a number of other popular musicians. Lee’s production style is known for its simplicity and raw sound. Nature’s Divine was formed in 1975 and has released three albums to date. The band is currently working on its fourth album, which is due out later this year. Fans of the band can look forward to hearing more of their unique sound and style in the future.

ARTIST PROFILE

Capt. & Tennille Make Move To New Label, Image And LP

by Marc Cetner

LOS ANGELES — "Make Your Move" is an apt title for the new album by the Captain & Tennille as the effort marks an era of change for the popular duo and their long-time producer, Bill McPherson. Since the beginning of 1979, the duo has switched labels from A&M to Casablanca, developed a new image and sound, and opened their own recording studio and taken over as their own personal management. The result is a string of successful performers at Casablanca — people who are real entertainers. And that’s great because that’s exactly what we want. This is a pivotal album for us as we try to break away from our old image and sound. We want to be fresh and innovative, and that’s exactly what we’re doing on "Make Your Move." This will be our first album with Casablanca, and we are excited to be working with the label and to be able to put our own stamp on the music. We are looking forward to seeing how this album will be received by our fans and critics alike.

**Captain & Tennille**

The result of that image change is a provocative new Casablanca album that shows a new side of the duo. Although the album is varied musically, the love relationship both negative and positive is the underlying theme of the LP. Whether it’s "Can You Be So Cold," "Ballad-Oriented," "Deep In The Dark," or pop/A/C sounding, "Do That To Me One More Time," the album is deservedly adult in nature. This is a pivotal album for us as we try to break away from our old image and sound. We want to be fresh and innovative, and that’s exactly what we’re doing on "Make Your Move." This will be our first album with Casablanca, and we are excited to be working with the label and to be able to put our own stamp on the music. We are looking forward to seeing how this album will be received by our fans and critics alike.

**McCartney Gets Special Award From Guinness**

LONDON — Paul McCartney, along with several other world record holders, was a guest at a tribute presentation ceremony held by Guinness at the Savoy Hotel on Nov. 17. McCartney was honored as a member of the Guinness Book of World Records for being the composer of the world’s most commercially successful single, "Hey Jude." The song has sold over 50 million copies worldwide and has been recorded by over 100 different artists. McCartney was also presented with a special award by Guinness for being the most successful recording artist of all time, having recorded the number one gold disc and being the world’s most successful recording artist.

To commemorate the occasion, Norris McWhirter, editor of the Guinness Book of Records, presented McCartney with a disc cast of rhodium, one of the world’s rarest precious metals. (Rhodium, in fact, is more valuable as platinum, with a current market price of 12 pounds 20 pence per gram.) The presentation was for the record "Your Move" by Moon featuring the Captain & Tennille. The disc is the 10th record to be held in the Guinness book of records and is the first to be made of rhodium. The presentation was held at the Savoy Hotel in London, where McCartney was also presented with a special plaque to commemorate his achievement.

**Sinatra Fete Set For NBC Special**

LOS ANGELES — A party commemorating Frank Sinatra’s first 40 years in show business will be held at Caesar’s Palace on Dec. 12, and will become an NBC television special to be presented on Dec. 14. The show, which will feature special performances by a number of famous entertainers, will also feature a special presentation of the classic Sinatra album "The Essential Sinatra," which marked the end of Sinatra’s career with Capitol Records. The special will be hosted by NBC’s Don Knotts and will feature appearances by such stars as Sammy Davis Jr., Dean Martin, and Jerry Lewis. The special will also feature a special presentation of the classic Sinatra album "The Essential Sinatra," which marked the end of Sinatra’s career with Capitol Records. The special will be hosted by NBC’s Don Knotts and will feature appearances by such stars as Sammy Davis Jr., Dean Martin, and Jerry Lewis. The special will also feature a special presentation of the classic Sinatra album "The Essential Sinatra," which marked the end of Sinatra’s career with Capitol Records. The special will be hosted by NBC’s Don Knotts and will feature appearances by such stars as Sammy Davis Jr., Dean Martin, and Jerry Lewis.

**ASCAP Workshop To Showcase Best Songs**

LOS ANGELES — The ASCAP Songwriters Workshop West will present SuperSingles II, a showcase of some of the best songs to come out of the ASCAP Workshop West over the past year. On Nov. 13, Coordinated by ASCAP songwriter Annette Tucker and ASCAP board member Arthur Hamilton, the showcase will be held at the Westwood Holiday Inn beginning at 7:30 p.m.
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On Motown Records & Tapes
Includes the single
"Send One Your Love" T-5403F

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Brief To Become ITA Executive Vice President

NEW YORK — Henry Brief has been elected executive director of the International Tape Association (ITA). He succeeds Larry Finley, who organized the ITA and has served as its executive director since 1970, effective Dec. 1. Finley will continue to serve the ITA as vice president of membership and as a member of its board of directors.

Brief, who has been executive director of the RIAA since 1960, said he was "delighted, excited, and ignited at becoming a part of an industry that embraces new technologies as well as the areas of communications and entertainment that have been a part of my life for so long."

Stanley Gortikov, president of the RIAA, said, "The RIAA Board of directors, and I, personally regret the pending departure of Henry Brief from the RIAA. For 19 years, he has provided valued contributions and has added significantly to the scope and strength of our organization. We wish him well."

From 1952 to 1960, Brief was the television, radio, and hi-fi editor of Home Furnishings Daily. Prior to that, he was news editor and announcer for WEGK in Poughkeepsie, N.Y.

Alantic To Issue Six

NEW YORK — Atlantic Records will release six new albums on November 7. They are: "Emerson, Lake & Palmer in Concert," "Terry" by Turley Richards, "Just A Touch of Love" by Slade, "Same Goes For You" by Leif Garrel, "Drums and Wires" by XTC, and "Extensions" by Manhattan Transfer.

EXECUTIVES ON THE MOVE

Heck
 Jacobs Leaves GRT — GRT Corporation has announced that Robert D. Jacobs has resigned as president, chief executive officer and director citing "irresolvable differences" with the Bankruptcy Court as his reason for the resignation. GRT filed a petition for reorganization under Chapter XI of the Federal Bankruptcy Act on July 17, 1979. The Court has appointed John E. Healy, director of corporate credit since November, 1978, as the current operating officer.

Scheider
 Hock Appointed At Arista — Arista Records, has announced the promotion of Randy Hock to the post of director, west coast promotion. Prior to this appointment, he was Arista's regional director of west coast album promotion. He held his position since July 1978, and prior to that he was the label's San Francisco-based local promotion manager.

Currie
 Schneider To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of Eileen Schneider to associate director of publicity/west coast for the firm. Prior to joining Phonogram/Mercury, she was associate director of west coast publicity for Columbia Records in Los Angeles.

Lapinski
 Currie Named At EMI/USA — EMI America/United Artists Records has announced the appointment of Bob Currie to manager, A&R, east coast for the label. He was previously a professional manager, east coast for Screen Gems/EMI Music, a position he held from 1977 to the present.

Leveille Named
 The Sunshine Group, has announced that Cathy Leveille has been appointed general manager. She began working for the company 18 months ago in an administrative capacity. Later she was appointed vice president of Scully Music/(ASCAP) and Orange Bear/(BMI) publishing companies.

Gottlieb
 Gottlieb At TCA — Gerald Gottlieb has been appointed president of the American Tape Corporation, a subsidiary of VideoVision, Inc. (O.T.C.). Most recently he has been involved in the music recording and film production aspects of the entertainment industry. He is the former president of Visual Dynamics Corporation and prior to that headed his own advertising and graphic arts agency. American Tape Corporation has been in the audio tape field since 1966. It is principally engaged in the custom duplication of 8-track and cassette audio tapes.

Foster Jons Sun — Micki Foster has joined Sun Records in the marketing/promotion division of the Nashville-based label and has been promoted to marketing manager for the western United States.

EMI/USA Promotes Keep — EMI America/United Artists Records has announced the promotion of Kathy Keep to manager, A&R administration, for the label. She was previously A&R administrator with the firm.

WILL MUSIC FEEL GOOD IN THE FUTURE?

"This is just the beginning...I do believe Pages are destined for greatness." Jonathan Little, WISM Madison.

"FUTURE STREET."
**JAZZ ALBUM PICKS**

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| **A TASTE FOR PASSION (A&M SP 3722)** | 11/4 |
| **FEEL IT (A&M SP 4703)** | 9/28 |
| **ONE ON ONE (A&M SP 3922)** | 13/19 |
| **THE WORLD WITHIN (A&M SP 3923)** | 25/3 |
| **AN EVENING OF MAGIC (A&M SP 3924)** | 12/19 |
| **MINGS (A&M SP 3925)** | 16/17 |
| **NEW CHAUTAUQUA (A&M SP 3926)** | 17/27 |
| **CARRY ON (A&M SP 3927)** | 18/33 |
| **B.C. (A&M SP 3928)** | 18/33 |
| **EUPHORIA (A&M SP 3929)** | 15/16 |

**HAVA NA JAM — Various Artists — Columbia P2 36180 — Producers: Bert DeCoteaux & Mike Bernike — List: 13.98**

Taped live last March at the Kari Marx Theater in Havana, this two-record set features some of CBS' finest musicians jamming with their Cuban counterparts. Stan Getz turns in some splendid sax solo work, as does Woody Shaw on trumpet, improvising another inspired contribution. This is the second album to be released from the three-day concert.

**BLUE MONTREUX — II Warren Herbst, Michael Brecker, Randy Brecker, Mike Mainieri, others — Arista AR 8425 — Producer: Mike Mainieri — List: 7.98**

The Arista All Stars play a handful of tunes in this live recording, somewhat anticlimactic but still a treat to see. Two of the best are "Don't Look Back," with a sizzling solo by Brecker, and "Altamira," featuring Mainieri on vibes.

**JIMMY KNEPPER IN L.A. — Inner City IC 6047 — Producer: Lew Tabackin — List: 7.98**

It's time we stopped thinking of Jimmy Knepper for granted. Here is an album of a scant half-dozen tunes showing every aspect of the trombonist with background by some of the greatest musicians on the scene: Shelly Manne, drums, Roger Kellaway, piano, Monty Budwig, bass, and Tabackin on reeds. The music is straight ahead and swinging, the way jazz was meant to be played. It's tough to pick best tracks, but uptempo originals, "The Maestro" and "Blind Date," take first place, with the standard, "My Old Flame," close behind.


A unique album by any standard, this recording by Anthony Braxton ventures far into the avant garde... instead of relying on harmonic or thematic reality. Braxton's solo improvisation is composed of an idea of "conceptual grafting," which results in an astonishing range of rhythmic structures, sounds, and dynamics.

**LIGHT AS A FEATHER — Asymuth — Milestone M-9089 — Producers: Asymuth and Joe Leibson — List: 7.98**

Recorded in Brazil by four talented musicians, this disc is a textural delight. A seemingly endless variety of exotic percussion devices are tastefully blended together with the uniquely spaced out crescendos of the synthesizer. The Flora Purim-Stanley Clarke penning title track is an ethereal standout, while the disc's finale, "Jazz Carnival" should be a disco favorite.

**COTTONTAIL — Carol Sloane — Choice CRS 1025 — Producer: Gerry McDonald — List: 9.98**

Another of the sounds like No. 3 albums recorded in her living room, the latest by singer Sloane is a joy. The title tune has a duet of Jon Hendricks lyrics about an errant rabbit written to the Ellington melody and the Ben Webster solo contained in the 1940 recording. The other tunes on the LP also showcase the pianist to the test. Among them are "Baby Don't You Quilt Me Now" by Jimmie Rowles, "Can't We Be Friends," and two difficult opuses, "Some Other Spring" and "Jackie," a Hampton Hawes melody with lyrics by Anna Ross.
20th Century-Fox Cuts Records And Publishing Losses

LOS ANGELES — Twentieth Century-Fox reports net earnings for the third quarter ending Sept. 30, at $19.6 million, or $2.39 per share. These earnings compare with $14.4 million, or $2.26 per share, for the same period of 1978.

The corporation's records and music publishing divisions showed reduced losses in both the third quarter and first nine months of 1979, compared to similar periods in 1978. Quarter losses were reduced to $40,000, down from last year's $3.8 million for the same period. For the first nine months of 1979, losses totaled $605,000, compared to $5.9 million for the same period of 1978.

The conglomerate reported net earnings of $46.5 million, or $5.64 per share, for the first nine months of 1979, down from its earn-

ings of $51.4 million, or $6.43 per share, for the first nine months of 1978.

Third quarter revenues in 1979 totaled $189.5 million, up from 1978's $161 million. Total revenue for the first nine months of 1979 was reported at $506.2 million. This figure compares with $491 million for the same period in 1978.

Feature film sales to television and syn-
dication by the company's "M*A*S*H*" TV series gave 20th improved third quarter results, but earnings over the nine month period of 1979 remained lower than the same period the previous year.

Sharee Forms P.R. Company

LOS ANGELES — Kyo Sharee, former press and artist relations manager with Capitol Records, has formed Kyo Sharee Ent. The new company will deal with p.r. representation, consultation and manage-

ment involving film, television and music.

Among the first clients for Sharee's firm are Academy Award composers Al Kash and Joel Hirschhorn, in addition to EMI Videographics, Inc., which is led by president Gary Darnall.

Kyo Sharee Ent. is located at 140 South Elm Dr., Suite One, Beverly Hills, Ca. 90212. The telephone number is (213) 858-2906.

For The Record

Rosalind D. Blanch's correct title is vice president, merchandising planning, CBS Records.

Leon Named VP, East Coast Opns., For A&M Records

LOS ANGELES — Michael Leon has been named to the newly-created post of vice president of east coast operations for A&M Records.

Leon formerly held the position of direc-

tor of east coast operations for the label. Prior to that, he was assistant to the president in Los Angeles for nine months. Leon

joined the company three years ago as a promotion representative in New York.

In his new position, Leon will assume new responsibilities in coordinating the ac-

tivities of the A&R department on the east coast.

Willenson Named VP Of Video Programming For RCA Corporation

NEW YORK — Seth M. Willenson has been appointed to the position of staff vice presi-
dent, "SelectaVision" VideoDisc programs, for RCA Corp.

Willenson, who will be responsible to Herbert S. Schlosser, executive vice president of RCA, will be responsible for plan-

ning and acquiring program materials for video discs and for their marketing and distribution.

Willenson, who joined RCA in April 1979 as director of feature film programs, was previously with Films Incorporated for six years, most recently as vice president of feature distribution.

Michael Leon

INGA SIGNS WITH RCA — Inga, former lead singer for two German rock bands, Atlantis and Frumpy, has signed a solo recording contract with RCA Records. Her debut album, produced by Richard T. Bear, will be released this month. Pictured is Inga Bear, and Robert Summer, presi-
dent of RCA Records.

INFORMATION

EAST COASTINGS

A RECORD-BREAKING DINNER — A record $800,000 was secured last week by the United Jewish Appeal-Federation of Jewish Philanthropies Joint Campaign at their 14th annual dinner-dance for the music industry. This year's honoree was Columbia Records Group President Walter Yetnikoff, who told the audience that the sum total of the eve-

ning's receipts symbolically represented "all the monies that our grandparents have saved in their 'penny nickels' over the years." (A 'penny nickel' is a traditio-

tional Yiddish recto found in the home.) Some of the CBS artists in attendance included Art Garfunkel, Sarah Dash, Charlie Daniels, Patrick Hernandez, James Taylor, and Ann and Nancy Wilson, while Bruce Spingsteen and Barbra Streisand telegraphed their congratulations.

WHO WERE YOU? — Two of last week's Halloween parties recalled segments of the

Who's new movie, "Quadrophonia," which has just opened here. At the Mudd Club, where Roger Daltrey, John Entwistle, and Kenny Jones sprayed beer at photographers, Mods dressed in sport jackets and jeans or plastic mini-skirts and see-through party dresses danced frenetically to the 50's sounds of the Yardbirds, Stones, Kinks, Shangri-Las, and Who. While vintage video clips of the groups from the old 'Shindig' series were screened. If the scene at the Mudd Club resembled the dance at the beginning of "Quadrophonia," then WKTU's party at Xenon recalled the Mod dance in Brighton that preceded the Big Bumple.

In contrast to the go-go dancers who performed at the Mudd Club, the Xenon party featured tights, lace, and male dan-

cers, as well as the usual procession of costumed vampires, goblins, ghouls, witches, animals, and other bizarre creatures that make the rounds every year at this time.

BET has confirmed that "The New York Rocker," a new series that ran for 13 episodes last year, will return to the air on BET. The show will bow on Jan. 5. The series features a 1,045-degrees East side from Andy Schwartz, Movers Manhattan, and Denny Luell, Kuhl.

LISTEN TO THE ROCKERS — One new rock act that has caught the ears of most rock and roll critics is Wet Wet Wet, whose most recent single, "Sunny," has been making the charts recently.

IF YOU'RE LOOKING FOR A GOOD CLEAN ROCK AND ROLL RECORD FOR THE BOOK, THIS ONE'S IT — Bill Mayne, KPAM Portland.

They Will Play Pages. (continued on page 43)
**SINGLES BREAKOUTS**

**Camelot** — National
BAR-KAYS
CAPTAIN & TAYLLENE
JOHN COUGAR
CRIMES
DJ HOOK
YVONNE ELIMINE
RUPERT HOLMES
KERMIT BROWN
BRENNON CRUELLA
LAUREN WOOD
All Record Service — Oakland
CABLE
CAMDEN
M. JACKSON
PEACHES AND HERB
STEVE WONDER
Waxx Maxine — Washington
AC/DC
BLACKFOOT
KODOL AND THE GANG
LITTLE RIVER BAND
PABLO CRUZ
J.C. JOHNNY
STEVE WONDER
LAUREN WOOD
Lieberman One-Stop — Dallas
HERB ALPERT

**ALBUM BREAKOUTS**

**Korvettes** — National
AD/DC
ANGELA BOULLER
JOE JACKSON
JEFFERSON AIRPLANE
ET ON JOHN
KIRK OF THE GANG
BARBRA STRASSER
DONNA SUMMER
OUTLAWS
VILLAGE PEOPLE

**Peaches** — Dallas
ATLANTA RELAY SECTIONS
BAR-KAYS
CHICAGO
CONCERTS
Knights
BOB JAMES & EARL KLUGH
BARRY MANILOW
JIMMY JENKINS
BARBRA STRASSER
DONNA SUMMER

**Chicago One-Stop**

**Chapter 1**
AL HUDSON
LAKE EIDE
BILLY BRENTON
SOUTHERN EXPOSURE
VILLAGE PEOPLE
DETER WANG

**Lieberman One-Stop — Denver**

**TOM PETTY & HEARTBREAKERS**

**Record World, T.S.S. — Northeast**

**ANTHONY BELL**
BUZZCOCKS
CAROL KELLY
GEOFF REID
TIM CURRY
JEAN-LUC PORTY
DONNA SUMMER

**Chicago** — New Orleans
BAR-KAYS
CARLA BULLOCH
RONNIE BOYD
STEVE FORRESTER
JOE JACKSON
MARLEYS & WALTERS
MOTEL
TOM PETTY & HEARTBREAKERS
BARBRA STRASSER
DONNA SUMMER
OUTLAWS

**Tape City** — Atlanta

**Record Theatre** — Cleveland

**Handelman — National**

**Heroes**

**Columbia** — New York

**Cassette World** — San Antonio

**TOM PETTY & HEARTBREAKERS**

**TOUR SINGLE BREAKOUT OF THE WEEK**

**STEVE WONDER**

**WHATS IN-STORE**

**TAPE NEWS** — As part of its "Full Color Sound" fall advertising campaign, Sony has announced special marketing for its entire line of HFX and HFF tapes. In promoting the HFX, a ferric oxide tape, the company will be offering a shrink-wrapped carrying case free with the purchase of the three cassettes packaged inside. Descriptive information will be printed on the front and side panels of the case. In addition, Sony is featuring the HFX cobalt-iron tape in high-volume burners in its retail stores, which will be available in all of the chain's stores.

**MCA/INFINITY PROMOS** — The new Elton John album was the subject of a major marketing push by MCA and the Korvettes chain. The campaign, which ran from Oct. 17-28, included in-store displays, radio advertising and a "Shrink Wrap" tape giveaway. Approximately 1,000 copies of John's previous hits. The promotion also utilized various window displays and in-store displays to spotlight the LP. "Infinite Records is currently conducting a 'Give Your Ears a Fall Tune-Up' effort, highlighted articles on 'Lia, Rupert Holmes, Blue Steeple, and Spyro Gyra, Dobie Gray and Chromium. The objective of the push is to expose new and developing talent on the label, as well as the established performers. A display mobile of their "Ears" has been developed for in-store use.

**POLYGRAM PUSH** — The Tower chain of stores throughout California has dubbed November "Polygram Month" and will attempt to fully merchandise its current product. Displays, step downs and special posters have been provided, along with radio and print support. The promotion on the vinyl labels will be featured on special labels will be featured on special displays in the record department.

**FATHERS AND SONS** — Various activities have been reported recently by the Indianapolis-based Father's and Sons office. A fund-raising photo contest was conducted on Oct. 20 at the Karma West store in which a scene similar to the latest LP cover was recreated in the outlet. Each contestant then posed for a photo in a large wicker chair. The first prize of $100 went to the "funniest dressed" person. Anyone entering the contest received a free Barry White tape which was given to all customers who held a contest card. The contest card was held during October including the Karma chain and other local stores. There was a $150 first prize for the most creative and imaginative display. Prepackaged display kits were provided to all accounts. Finally, the Karma chain was selected by WEA and Marantz to participate in their stereo sweeps. A $2100 stereo system will be awarded following a drawing held at Father's and Sons in early November.

**ITALIAN BREAKOUTS** — The Music Business News has been participating in a chain-wide drive for the new Jim Messina LP. The campaign, which was inspired by the artist's visits to several of the outlets last month, features original graphics, special "We Believe in T-shirts worn by employees, as well as a special sale price for the album. The promotion is timed to coincide with the Oct. 17 release of Messina's new album, "The Last Minute." The Outlaw Records label in Pennsylvania is conducting a Hall & Oates "X Static" raffle in which they will be giving away AM and FM radios in their three Pittsburgh stores. "Zebra, Austin held a contest tied in with a Radio & Fashion in-store on Halloween day. A costume contest took place with Fashion selecting the winner of a $50 gift certificate to a local clothing boutique. In another Oct. 31 contest, Peaches, Columbia awarded a free Cheap Trick "Dream Police" LP to anyone dressing like one of the group members. The best costume winner was worth a cash prize of $50. The promotion is timed to coincide with the worldwide sale Foreigner promotion. In November, the station's appearance at L.A.'s Roxo on Nov. 15, "The Outsider" LP has been promoted in conjunction with the release of the" "Tape News.

**CUSTOMER QUEUE OF THE WEEK** — "Sir, can you tell me if this big tape or this little one fits into my new car tape player?"

**REGIONAL BREAKOUTS:**

**New Prince and Bar-Kays selling strongly in the South**

**New Sports LP getting most of its sales in the East**

**latest LPs' by Bob Marley and Tom Petty doing particularly well on the East and West coasts**

**WORLDWIDE**

**ENDS AND ODDS** — Peaches, Philadelphia having a storewide supersale this week.

**National Report** — The following new records are doing especially well at the Century III Mall, Pittsburgh.

**TOP SELLING RECORDS**:

**ELTON VICTIMIZES NEW YORK** — RCA recording artist Elton John, whose new LP is called "Critic of Love," recently played for eight nights at the Palladium in New York. Given backstage (f-l-r) are: Leon Teils, southeast director of special projects for MCA, Barry Goodman, New York local promotion manager for MCA, Steve Alex of the Jalt Records; Ben Bernstein of Korvettes, Tex Weiner, New York sales manager for MCA; John; Dennis Bernstein; and Harold Fein, regional product manager for MCA.
POINTS WEST

ARIOLA SHAKEUP — Some 16 employees were fired at Ariola recently. According to sources at the label it appears that Ariola Germany which the company had too many employees for the amount of product the label has on the market right now. Although Arista and Ariola are owned by Bertelsmann of Germany, a merger of the two labels under one name seems questionable because it would mean that Clive Davis’ label would lose its identity to Ariola Eurodisc.

HATS OFF — Congratulations to Bryn Brindenthal at E/A for earning her new vice president of public relations stripes, and to Eileen Schneider, manager of west coast publicity for Columbia Records, who has left the label to become the west coast publicist for Mercury Records.

THE SECRETS IN THE SECRET LIFE — That lovely scent on Stevie Wonder’s “Secret Life Of Plants” LP will no doubt drive many fans into drug stores and head shops to find its identity, but its not likely that anybody will come up with the exact fragrance. Keith Harris, who assists the Wonder man in promotions and international affairs created “Stevie’s Secret Scent,” which is all floral—composed of various herbs and spices. Harris explained that he tried standard scents like roses and lilacs, but they were either too strong, too weak or smelled like bathroom aerosols. He finally decided on inventing a scent that was not easily recognizable. He certainly came up with it . . . The lovely garden lime color album jacket and its mother in cryptic inside was designed by Margot Nahas of Vignon Nahas Vigon who also designed Fleetwood Mac’s “Tusk” jacket. However, the concepts, ideas and colors were the branchenchild of Harris and Motown art director John Calabka. The Braille on the front cover describes the flower design above it. Perhaps the most intriguing part of the beautiful package is Nahas inside illustration which recreates the theatrical music of the album visually. The album is centered around creation and evolution (notice the growth pattern from the volcano to the birds and bees, to the crossing across the ocean on an African blanket, to the paper airplane and ultimately to the airplane). The labeling translates into “A Journey Through Life and the Indian symbol is mantra for magic. Why can’t it be everlasting? SWEETIES SOIREE STYMIED — The Naughty Sweeties, local L.A. favorites, were half way through their set at a champagne block party in the parking lot across the street from Elektra/Asylum headquarters on Oct. 30 when a suspicious package was de- served upon the rock ‘n roll stage and pulled the plug on the proceedings. The group had sailed through a set which included “Black Cadillac” and “Goldilocks Destroys New York,” and were in the middle of their most noted song, “Alice” when the plug to the P.A. system was pulled. The band, which has been signed to E/A for a singles deal, and an enthusiastic crowd of about 200, seemed to know the song word for word and finished singing the tune sans amplified sound. The showdown was called on account of loudness.

ACTION JACKSON — The latest in a plethora of benefits organized by conservationist rocker Jackson Browne was held Oct 29 at the Arlington Theatre in Santa Barbara. This time the concert was held in support of the Western Gate Indian Reservation, which is located near Point Conception. A liquefied natural gas plant is being built on the Indian’s sacred ground, and Browne and other members of the California rock fraternity raised their voices, acoustic guitars and some money to try and stop the plant’s completion. Roger McGuinn, Crosby Stills and Nash, and Eagles’ Don Henley and Joe Walsh played for the worthy cause. Henley and Stills wore their “Walsh For President” buttons proudly during the show. Don’t be surprised if a large benefit for the Cambodians, starring a similar line-up, is held in the next month or two.

AT THE YMCA — Although Village People respectedely declined hosting the affair, the Hollywood V/KRTK 10K Run” was held Sunday Nov. 4. Casablanca recording duo The (continued on page 38)

LAX Records Launch Label In Conjunction With MCA

LOS ANGELES — Steve Gold and Jerry Goldstein’s L.A. International Records was officially launched Oct. 26-28 when the label’s staff in addition to representatives from MCA Records, which distributes the label, met at the Continental Hyatt House Hotel in Los Angeles, titled the “LAX Weekend,” the company took this opportun- ity to present new product, showcase new talent and explain the philosophy of the company.

Bob Siner, president of MCA Records, gave welcoming remarks which paved the way for Gold who elaborated on company philosophy. Goldstein discussed newly signed artists and the marketing strategy while the regional staff was introduced to the attendees. Eddie Levine, president of LAX Records, also gave opening remarks. Recently organizing the field promotion and marketing department with Levine, Al Edmondson introduced Earl Seliers, east coast regional, Ed Warner, southwest regional and Emmett Garnier, midwest regional. Fiesha Dimitros will be based on the west coast and serve as promotion coordinator in addition to handling special projects. Jack Gibson, from the Jack The Rapper upsheet, was the keynote speaker and gave a talk about early radio and how it had changed. His candid “tell it like-it-is” at- titude drew a standing ovation from the attendees.

Black Radio
The program also included a panel dis- cussion on black radio entitled “Black Radio In the ’80s” with a panel consisting of Bill Speed, Radio and Records; J.J. Johnson, KDAY air personality; Jim Maddox, vice president and general manager, Anatro Radio Group, and Ed Wright, ex- ecutive vice president, of the Black Music Association.

The backdrop of the 3-day meeting was the showcasing of recently signed acts to the label. New product from Pressure, Giant, and The Whitney Family was played and the group Ason performed for several hundred people attending the closing event. New product from MCA artists War managed by Gold and Goldstein was also previewed. Other acts signed by the label include Blood, Sweat and Tears, The Funkadelics and Yutaka Yokoura.

Edmonson, vice president of L.A. in- ternational, organized the events.

Bomp Re-Releases Single By E/A’s Shoes

LOS ANGELES — Bomp Records, the Los Angeles-based independent label specializing in power pop and new wave, has re-released a single recorded for the company by new Elektra Records act Shoes. The single, “Tomorrow Night” b/w “Okay,” was produced in Dec. 1977 by the group in conjunction with Bomp president Greg Shaw and originally released last summer. Bomp’s distributors include Progress (Cleveland, Detroit, Chicago and Buffalo), Tone (Miami) and Sunshine (New York and Chicago).

Columbia Pictures To Host Movie For Radio

LOS ANGELES — Columbia Pictures will host a press junket from Nov. 30-Dec. 2 to Austin, Texas on behalf of the film, “The Electric Horseman.” Singer Willie Nelson, who co-wrote the score and directed Sydney Pollack will also attend.

Purpose of the junket will be a screening of the film and other promotional activities for various music and program directors from the nation’s country music stations.

WHAT WILL MUSIC SOUND LIKE IN THE FUTURE?

“It’s a perfect sounding record for the ARB. Fits in all day parts.” —Shawn McNamara, KHJ Los Angeles

“It's a perfect prog rock record for sounding out the ballad oriented AM” —Steve Davis, WXWW-FM Birmingham

“It's an outstanding record. Sounds great on the air.” —Doug Erickson, KIMN Denver

WHERE THE FUTURE FEELS GOOD

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“It's an outstanding record. Sounds great on the air.” —Doug Erickson, KIMN Denver

WASHINGTON, D.C. — A group of about 200 people gathered on Oct. 10 at the Washington Post to listen to a panel of experts discuss the future of music. The panelists included music industry executives, technology experts, and radio programmers. The discussion was moderated by Mark Plummer, the Washington Post’s music editor.

The panelists discussed a variety of topics, including the influence of technology on the music industry, the impact of digital distribution, and the role of radio in shaping the future of music. One panelist noted that the rise of digital distribution has changed the way music is created, recorded, and distributed. Another panelist argued that radio has a unique role to play in shaping the future of music, as it is often the first place that new artists are heard.

The discussion was well-received by the audience, who asked a variety of questions. The panelists offered a range of insights and predictions for the future of music, and the session was a valuable addition to the ongoing conversation about the future of the music industry.

The event was sponsored by The Future Group, a research firm that focuses on the future of media and entertainment. The Future Group has been conducting research on the future of music for several years, and this panel was part of their ongoing efforts to understand the evolving music landscape.

The Future Group has also published a report on the future of music, which can be found on their website. This report offers a detailed analysis of the current state of the music industry, as well as a projection of how it is likely to evolve in the coming years.

In conclusion, the Future Group panel on the future of music was a informative and engaging discussion. The panelists offered a range of insights and predictions for the future of music, and the event was a valuable addition to the ongoing conversation about the future of the music industry.

Cash Box/November 10, 1979

Mysterious synthesizer settings, and rhythms from India, Africa and Japan are an integral part of the long awaited LP by the wonder man. The album is more or less an attempt to write the story of evolution, and he expresses the changes beautifully. There is something for everyone in this avant-garde musical opera, although three months before people really begin to appreciate the greatness of the awesome work. The album should be listened to at one sitting.


The second LP finds this group of stellar studio musicians maturing into one of the finest and most cohesive units in rock. "Hydra" is more adventurous than the first album, and while the band still has a great knack for pop hooks it sinks its teeth into some fine excursions into progressive rock. Toto's keyboard-oriented compositions are given the perfect vehicle in a band that seems to own every Hollywood recording studio. The title cut and "St George And The Dragon" are top tracks.

MAKE YOUR MOVE – Captain & Tennille – Casablanca NBLP 7188 – Producer: Daryl Dragon – List: 7.98

The Captain & Tennille have a new more sensual image and sound on their debut for Casablanca. This is the first time they use guitar and outside musicians extensively, and the new additions work beautifully. Tom Scott's sax interjections are of special note. The discocified "How Can You Be So Cold" and two fine Tennille penned ballads, "Love On A Shoestring" and "Deep In The Dark" highlight the album.


The LP contains seven remixed, discarded versions of the legendary Sly's greatest hits, and the cuts stand up well out of the mix beautifully. The original Sly vocals and the horn parts are untouched, but handclaps, percussion, popping bass lines and sundry other embellishments have been edited and remixed by John Luongo, "Dance To The Music", "Everyday People" and "Stand" sound a tad stronger than the other four cuts. For a variety of formats.


Stewart tries another "Knock On Wood" with "The Letter" on this album, and she succeeds admirably. The bright English production accentuates the mountains of synthesized percussion on the LP, and it also augments Stewart's scorching vocals. The title cut, "He's A Burglar," and "Step Into The Love Line" are good examples of Stewart's vocal prowess, but "The Letter" will be the one that shows her and the dance floor.


History may be repeating itself here. In 1966 the aura of the British invasion was given a swift kick in the pants when Australia's Easybeats grabbed the #1 spot for a time. It's now 1979. "New wave" (or possibly "nouveaux British Invasion") has become an undeniable force to be reckoned with. Enter The Sports, also from down under, armed with a killer album and a re-mixed single that's equally as potent as their predecessor's product yet with a "modern world" edge to it.

INSIDE IS LOVE – Leon Ware – Fabulous 8500 – Producer: Leon Ware – List: 7.98

Ware delivers a respectable R&B effort with "Inside Is Love," and the LP finds him in a laid back groove. The band is a slick, classy rhythm and blues unit and Ware's light, silky voice is backed beautifully by the Waters and Melissa Manchester. The best cuts on the album are "What's Your Name," "On The Island" and "Club Sashay." R&B and A/C programmers will want to spin this in the late evening.


Mancini has composed some memorable theme music for the soundtrack to this male opus. The album is a slick, classy rhythm and blues unit and Ware's light, silky voice is backed beautifully by the Waters and Melissa Manchester. The best cuts on the album are "What's Your Name," "On The Island" and "Club Sashay." R&B and A/C programmers will want to spin this in the late evening.


Ocean Records' in-house producer and chief songwriter Paul Sabu steps forward on this LP and reveals himself as a rock 'n' roll-discio wild boy. Nick Bozzo's infectious bass lines and the strings of Davido's Gang drive these dancin' cuts, but it's Sabu's growling vocals that are the most appealing factor here. "Rockin' Rollin'" and "We're Gonna Rock" should be hot ones in the discos.

The pink glossy cover is a good visual metaphor for the sound Stewart has opted for since the days of his Borstal boy rowdiness with The Faces. Melody ballads and thoughtful lyrics about love lost and won are scattered among a variety of material here. Stewart's foggy, throaty vocals are as recognizable as the leggy blondes he escorts in public. There are a lot of class in one of rock's more distinctive treasures. "Magpie May" 'Tonight's The Night" and "Sailing" still sound best.


A certain musical magic seems to happen whenever Rufus and Chaka get together, and "Masters" is another mover. Chaka's passionate vocals are in top form on the LP, and Rufus proves once again that it is the cream when it comes to finding out jazz/funk musicianship. The super clean production is courtesy of Quincy Jones, and "Body Heat," "What Am I Missing" and "Heaven Bound" are the leaders of the pack here. R&B and dance programmers will consider this LP.

TEAR ME APART – Tanya Tucker – MCA – List: 7.98

Tanya's vocals are ballisier than ever on this superb rock 'n' roll effort. Her silver throat is powerful, emotional and downright gritty on the album, especially on cuts like the title tune, "Crossfire Of Desire" and "By Day By Day." Although she can't stop rocking this time around, Tanya does inject some fire into ballads like "Somebody Must Have Loved You Right" and "I've Never Said No Before." This album contains a passel of possible hits and she is turning out to be a true 4/4 vamp.


This purveyor of pop adult, sugar candy hits has finally released his first solo album, and as expected the LP is perfect product for the every day housewife. His melodic almost David Gates like love songs are surrounded by sweet strings and a suitable mellow band. His engaging, sincere vocals are at their finest on "Heart To Heart (Person To Person)," and "Where were You When I Was Falling In Love?"


This is for last year's "A Toni For The Troops" read "after the boom is over there'll still be the rats." A more perceptiblecdy malevolent has yet to be spoken. Looking tentatively into the future with the strength of this release it would appear that Bob Geldof and crew are destined to be available in record bins for at least another decade beyond the current crop of new wavcs. The creativity displayed in this, their third album, is simply too good to be true; almost criminally so.

RATHER BE ROCKIN' – Tantrum – Ovation 1747 – Producer: John Ryan – List: (you pay me) 7.98

Tantrum, three girls, four guys: the possibilities are end- less. The first release last year was put out with a noteworthy promise and caused enough sales reports for them to crack the infamous LP charts. "Rather Be Rockin'" is destined to jilt the initial happy fans and launch these deserving people on their way to across the board success. The hooks and heaviness displayed here cut through the haze like a laser and the distinctive fem vocal adds a fresh edge to the proceedings.


Patrice continues to develop that harmony laden, funk/jazz sound she started with her last album. Most of the tracks are perky, piano oriented tunes and steered by bassist "Ready" Freddie Washington. Her soul searching, emotion filled vocals sound best on "Settle For My Love," "Givin' It Up to Givin' Up" and "Let The Music Take Me." R&B and jazz programmers should take an interest in Ms. Rushen.


The sixties is a graveyard full of rotting corpses and restless spirits awaiting musical resurrection. By far the most interesting case of grave robbing has now been committed by The Inmates on this, their debut album. The immediate dead giveaway is the fastmoving, guitar trencio (a pre-feedback amp setting that was a mainstay on Vox "Super Beatle" equipment) running rampant through the album's tunes which are reminiscent of (but more polished than) the birth of R&B rock.

A CLASSIC EYESLING – Tony Banks – Charisma CA-1-2207 – Producers: David Hentschel & Tony Banks – List: 7.98

The days of the "pro- rock keyboard hero" appear to be over currently. The image of a mortal man surrounded by a veritable machine made devices amidst a cloud of dry ice smoke have to be replaced by a sudden jumper crop of Vox Phantoms and bottom of the line Farfisas. Tony Banks' first extracurricular solo outing away from Genesis forms to neither pigeonhole. Taste and restraint are the order of the day.

www.americanradiohistory.com
**SINGLES TO WATCH**

**THE BEACH BOYS** (Caribou/Lorimar A29 9031)
Those veteran purveyors of fun, sun 'n surf music continue to mine the same vein which made them such a hit act on this single from the "Americana" soundtrack LP. Love and Jardine combine vocals for this zesty pop outing.

**BARRY WHITE** (20th Century-Fox TC-2433)
How Did You Know I Was Me? (3:37) (Ba-Dae Music, Inc. — BMI). (R. Coleman)
Berry-White's bass profusion is well-mixed and over-dubbed on this thickly-textured, orchestrated track, with female vocals perfectly placed on a trade-off at the song's close. A big bass beat manages to complement the brass and strings nicely. Pop, dance and B/C radio, take note.

**ONE WAY FEATURING AL HUDSON** (MCA-MCA

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Berry-White's bass profusion is well-mixed and over-dubbed on this thickly-textured, orchestrated track, with female vocals perfectly placed on a trade-off at the song's close. A big bass beat manages to complement the brass and strings nicely. Pop, dance and B/C radio, take note.

**ONE WAY FEATURING AL HUDSON** (MCA-MCA

**ставлен мне с виниловым макетом**, which made them such a hit act on this single from the "Americana" soundtrack LP. Love and Jardine combine vocals for this zesty pop outing.

**SINGLES TO WATCH**

**THE BEACH BOYS** (Caribou/Lorimar A29 9031)
Those veteran purveyors of fun, sun 'n surf music continue to mine the same vein which made them such a hit act on this single from the "Americana" soundtrack LP. Love and Jardine combine vocals for this zesty pop outing.

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LIVE ROCK BROADCAST — Atlantic Records, DII Broadcasting and Patab Brewing Co. are sponsoring the Nov. 15 Foreigner concert in Atlanta, to be broadcast simultaneously on 175 stations in the U.S. plus outlets in Canada, the U.K., France, Italy, Germany, Japan and Australia. Billed as the largest live rock radio broadcast in history, the Armed Forces Radio Network will also carry the concert bringing the total estimated listening audience to 25 million. The broadcast hook-up will be provided by AT&T’s Long Lines System, and AT&T’s satellite system will relay the concert to the rest of the world.

CITY BOY LIVE — In support of their LP, “The Day The Earth Caught Fire,” City Boy has been the subject of several live concert broadcasts. WBCN/Boston aired the group’s performance live from the Paradise Ballroom on Oct. 22 and the next day WLIR/Long Island aired the concert live for WLS/New York listeners. WLIR/Long Island continues to be the only live concert broadcast from the Bottom Line Oct. 25 and WMWR/Philadelphia has taped a performance to be aired at a later date.

NOTICE! DECEASED — A sticker on Steve Martin’s latest album “Comedy Is Not Pretty,” warns potential listeners that the LP contains language that may offend some people. On Oct. 4 KINK/Portland aired the entire album, uncut and uncensored for its audience. The station’s program director, Mike Bailey, reported that “a week before we played the album, we announced at regular intervals that it contained questionable language and concepts that listeners might consider objectionable, and if any way they thought they or members of their families might be offended, please do not listen.” George Carlin’s “seven words you’ll never hear on radio” may need to be revised, for the positive response to KINK’s efforts may open the doors to future broadcasting of this nature, provided enough warning is issued in advance.

For your information — Polygram Records has put a sticker on Millie Jackson’s forthcoming double album, “Live and Uncensored At The Roxy,” advising listeners that the language may be too explicit for broadcasting. NBC Radio Network’s scouts have informed the station that all feature Barry Manilow the weekend of Nov. 9-11 “Warner Bros. is going to issue the Jimi Hendrix versions of ‘The Little Drummer Boy,’ ‘Silent Night’ and ‘Auld Lang Syne’ for radio only. The ‘Silent Night’ album, released almost a week ago, is the Inmates’ ‘First Offence.’ “Are you ready” by Atlanta rhythm section and Pablo Cruise’s ‘Part Of The Ensemble’ have been very positive, to the Buggies’ single “Video Killed The Rock Star.” A song about the demise of hero-like icons like the Lone Ranger and Green Hornet when TV came on strong in the early 50’s. The tune was #1 in the UK.

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RADIO STATIONS Intensify Push To Boost Ratings For Arbitron

(continued from page 7)

only We do things year round. The timing of our contests is basically determined by our advertisers — they call us up when they have things to give away...

Nevertheless, Fisher notes that WSJ is currently involved in a variety of projects that include a just-completed contest where a listener who tuned in during the show “LIVE” on 1010 AM and called John bomber received an autographed album. In the “ITHAT” premium which in the end was $200 worth of jewelry and a $250 gift certificate for the station’s store. The contest started two weeks before the end of the month. A contest featuring a $500 gift certificate for a jewelry store, a $500 gift certificate for a restaurant, and a $500 gift certificate for a clothing store is currently running. In addition, the station is also running a contest where listeners who send in the most creative Valentine’s Day card designs will receive a $100 gift certificate for a local restaurant. The cards will be judged by a panel of judges who will choose the winners based on creativity, originality, and artistic merit.

KISI-AM To Adopt Religious Format

LOS ANGELES — In early December KISI-AM/Los Angeles will drop its adult contemporary format and switch to a contemporary religious format. The move is expected to include the addition of religious programming and the removal of secular programming. The station will also change its call letters to “KCCF” and will begin broadcasting from a new studio located near downtown Los Angeles.

Cash Box/November 10, 1979

www.americanradiohistory.com

21
HOTS: Blondie, WLVO-FM
ADDS: Boomtown
WMMS-FM
HOTS: Fleetwood Mac, Blondie, Tom Petty, Shoes, Police, Cars, Headboys, Eagles, Cheap Pablo Cruise,
ADDS: Alda
Dylan,
ADDS: Toto,
HOTS:
ADDS:
ADDS: Steve Forbert, Headboys, Cindy Bullens, Tom Petty, Head East
WKLS-FM — RICH PIAMANO
ADDS: Tom Petty, Steve Forbert, 38 Special, Sports
ADDS: Jethro Tull, Cheap Trick, Stevie Ray V Urg, Rob Grill, Santana, Shoes
WKQX-FM — LED ZEPPELIN — LUKE JOHNSTON
ADDS: Steve Forbert, Headboys, Cindy Bullens, Tom Petty, Head East
HOTS: Blondie, Eagles, Mac, Hatcher, Bob Dylan, Cheap Trick, REO Speedwagon, SammyHagar. Fleetwood Mac, Foghat, Gamma, 1994, Outlaws, Jethro Tull, Styx
WLPL-FM — BALTIMORE — KRIS PHILLIPS
ADDS: Santana, April Wine, Toto, Pat Benatar, Atlantic RH Section
ADDS: AC/DC, Led Zeppelin, Foreigner, Eagles, Styx, Knack, Santana
WAAL-FM — BINGHAMTON — DICK BASCOM
ADDS: Toto, Head East, Pablo Cruise, Horlais, Tanya Tucker, Richard Lloyd, Inmates, Starjets, New Mithr, (imo)
WBCN-FM — BOSTON — TONY BERARDINI/KATE INGRAM
ADDS: Alda Reserve, Isabelle Neuville, Aural Exciters, Duncan Browne, Steve Forbert, Bob Marley, Pablo Cruise, Spinners, Starjets, Buggles (45), Specials (45), Steve Wonder (45)
WMMR-FM — CLEVELAND — LEO/JOHN ORTMAN
ADDS: Boomtown Rats, Inmates, Tanya Tucker, Angie (45)
HOTS: Eagles, Led Zeppelin, Styx, Fleetwood Mac, Neil Young, Foreigner, Cars, Kenny Loggins, Cheap Trick, Bob Dylan
WLGV-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER
ADDS: Gamma, Rick James, Blondie, Inmates, Tamir
HOTS: Eagles, Styx, Led Zeppelin, Fleetwood Mac
ADDS: Contours — CHARLIE PALMER
ADDS: Pablo Cruise, Head East, Tanya Tucker, Atlantic Rh Section, Waylon Jennings, Tatum, Indina, 2520 13
HOTS: Eagles, Fleetwood Mac, Cars, Journey, Styx, Knock, Jimmy Buffet, Santana, Blondie, Bob Dylan, Cheap Trick, Molly Hatcher, Led Zeppelin
KEZ-FM — DALLAS — TOM OWENS/DOUG MILLER
ADDS: Toto, Boomtown Rats, Steve Forbert, Head East, John Cougar
HOTS: Led Zeppelin, Fleetwood Mac, Cheap Trick, AC/DC, Robert Palmer, Cars, Styx
WKFR-FM — DENVER — FRANK CODY
ADDS: Inmates, Pablo Cruise, Atlantic Rh Section
KFMI-AM — DENVER — IRA GORDON
ADDS: Jimmy Messina, Boomtown Rats, Catfish Hodge, Inmates, Outlaws, Duncan Browne, Cobble Min, Band, Pablo Cruise, Naughty Sweets (45)
HOTS: Fleetwood Mac, Rupert Holmes, Eagles, Live Wire, Charlie, Bob Dylan, Joe Jackson, Jimmy Buffet, Steve Forber, Motels
WAXF-AM — DETROIT — ERIC GOLDBERG
ADDS: Inmates
HOTS: Led Zeppelin, Eagles, Foreigner, Styx, Fleetwood Mac, Cheap Trick, AC/DC, Santana, Bob Dylan, Foghat
W-1 — DETROIT — MARK MCEWEN
ADDS: Outlaws, L. Shanker, 38 Special, Bob Marley, Pablo Cruise, Tantrum, Gary Moore, Bobby Roberson, Bob James/Earl Kugh
HOTS: Steve Forber, Big Foot, Garland Jeffrey, Biff, Band, Dave Edmund, Van Morrison, Joe Jackson, Tom Petty, Ian Gomm, Southside Johnny, Only One, Nick Love, Sinceros, Alda Reserve, Cheap Trick, Brand X, Dirty, Joe Pon, Gent' N' Tears
KZEL-FM — EUGENE — PEYTON MAY/CHRIS KORAVICK
ADDS: Inmates, Bob Marley, Head East, Atlantic Rh Section, Pablo Cruise, Tanya Tucker, Johnny Of Dance Band, In, Boudoir, George Jones
WQFM-AM — FT. LAUDERDALE — MICHELE ROBINSON
ADDS: Pablo Cruise, 38 Special, Bob Marley, Inmates, April Wine, Now, "Rocky Horror Show," Jimmy Messina (45)
HOTS: Led Zeppelin, Eagles, Fleetwood Mac, Cheap Trick, Tom Petty, Foreigner, Foghat, B-52s, Joe Jackson, Shoes, Kenny Loggins
WCCQ-AM — HARRISBURG — SCOTT STONE
ADDS: Jefferson Starship (45), Blend, Cindy Bullens, Steve Wonder (45), Atlantic Rh Section, 38 Special
KLO-FM — HOUSTON — SANDY MATHIS
ADDS: 38 Special, Inmates, Atlantic Rh Section, Bugs Henderson
HOTS: Led Zeppelin, Eagles, Cheap Trick, Fleetwood Mac, Foreigner, Blondie, Point Blank, Supertlamp, Police, Judas Priest, Jethro Tull, Karla Bonoff
WBLM-FM — LEWISTON/PORTLAND — JOE ZIAI
ADDS: Horizons, Inmates, Pablo Cruise, 38 Special, Richard Lloyd, Peter Green, Buggles (45)
HOTS: Cheap Trick, Fleetwood Mac, Blend, Bonnie Raitt, Shoes, Santana, Joe Jackson, Jimmy Buffett, Bob Dylan, Blondie, Cheap Trick, Tucky, Foreigner, Cars, Tom Petty, Bob Dylan
KNAC-FM — LONG BEACH — PAUL FURH/DERESE WESTWOOD
ADDS: Fabulous Furry, Foreigner, The Cars, Peter Frampton, Bryan Adams, "The Room"
HOTS: Led Zeppelin, Talking Heads, Cars, Neil Young, Cheap Trick, Foreigner, Bob Dylan, Joe Jackson, Police, Tom Petty, Jethro Tull
WBAI-FM — LONG ISLAND — MURPHY CURLEY/BERNIE BERNARD
ADDS: Atlantic Rh Section. 38 Special, Jean-Luc Ponty, Pablo Cruise, Head East, FM, Inmates, Alter Reserve, Boomtown Rats (45), Steve Wonder (45)
FM STATION REPORTS - NEW ADDS/HOT ROTATION

WLR-FM - LONG ISLAND - DENIS McNAMARA/LARRY KLEINMAN
ADDS: Pearl Harbor & The Explosions (45), Pretenders (45). Burma, Paramore, "Inmates, "Rocky Horror Show." Jorma Kaukonen, Buzzcocks, 4acey (45), Bob Marley, Richard Lloyd, Peter Galatly, Addis Redd, Zoso, KZOK-FM.
HOTS: Police, City, Sinceros, Led Zeppelin, Eagles, NRBO, Van Morrison, Cars(old), Simms Brisk, Knick.

KMET-FM - LOS ANGELES - JACK SNYDER
ADDS: April Wine, 38 Special, Joe Jackson, Judas Priest, Outlaws, Tom Petty.

KXKX-FM - LOS ANGELES - MICHAEL SHEEKEY

KZQZ-FM - WASHINGTON D.C. - ARMANDO CHIANTI/BRAD STEWART

WKBX-FM - LAS VEGAS - ALAM SNEED
ADDS: Head East, Pablo Cruise, Toto, Gene Cohn, Tanya Tucker, Inmates, Atlanta Rhythm Section, Beat, Horst, Sonny Rollins.

WPXM-FM - NEW YORK - MEG GRIFFIN

ZETA-FM - MIAMI - BOB DAVIS
ADDS: Duncan Brown, Outlaws, Pablo Cruise, Cindy Bullens, Tantrum, Buggles (45).

WIZX-FM - PARKERSBURG - LARRY SCHUSTER
ADDS: Duncan Brown, Outlaws, Pablo Cruise, Cindy Bullens, Tantrum, Buggles (45).
ADDS: Eagles, Fleetwood Mac, Foreigner, Cheap Trick, Jethro Tull, Eagles, Cheap Trick, Blue Steel, Citadel, Brian, Gimme, Brilliance, Jethro Tull, Funk, Jimmy Buffet, Shoes, Blue Steel, Richie Furay, Cars, 38 Special, Kenny Loggins, Interview, Molly Hatchet.

KROQ-FM - PASADENA - RICK CARROLL/LARRY GROVES
ADDS: Bob Marley, Pablo Cruise, Buzzcocks, Horslips, Skids, Now, Boomtown Rats, Inmates, Atlanta Rhythm Section.

WIOO-FM - PHILADELPHIA - HELEN LEICHEN
ADDS: Johnny's Dance Band, Pablo Cruise, Cheap Trick, Head East, Cindy Bullens, Atlanta Rhythm Section, Steve Wonder, Toto, Inmates, Richard Lloyd, Lloyd, Jorma Kaukonen, Buzzcocks, 4acey (45), Bob Marley, Robert Palmer, Robert Palmer.

KXKX-FM - PORTLAND - ARMANDO CHIANTI/BRAD STEWART
ADDS: Bob Marley, Pablo Cruise, Buzzcocks, Horslips, Skids, Now, Boomtown Rats, Inmates, Atlanta Rhythm Section.

WEB-FM - SAN FRANCISCO - MARK COOPER
ADDS: Tanya Tucker, Inmates, Boomtown Rats, East, Fabulous Poodles, Atlanta Rhythm Section, Cruise.

KZAM-FM - SEATTLE - MARION SEYMOUR
ADDS: Ian Matthew, Toto, Bob Marley, Duncan Brown, Karla Bonoff, Jorma Kaukonen, Peter Green, Peter Green, Peter Green, Peter Green.

KZOK-FM - SEATTLE - ARMANDO CHIANTI/BRAD STEWART
ADDS: Bonnie Raitt, Steve Forbert, Atlanta Rhythm Section, Inmates, Boomtown Rats, Toto, Head East, Gary Moore.

WREM-FM - SPOKANE - LARRY SNIDER
ADDS: Hounds, Peter Green, Headboys, Live Wire, Duncan Brown, Cindy Bullens, Bob James, Earl Klugh, Italiano, Melissa.

WOUR-FM - UTICA - TONI STAR/ROBIN SHEVIN

WHSF-FM - WASHINGTON D.C. - DAVE EINSTEIN

WAAF-FM - WASHINGTON, PA - PAUL LEMIEUX
ADDS: Boomtown Rats, Inmates, Head East.
ADDS: Blondie, Cheap Trick, Cars, Eagles, Fleetwood Mac, Foreigner, Joe Jackson, Jethro Tull, Led Zeppelin, Molly Hachet, Alan Parsons, Bonnie Raitt, Santana, Styx.
PARSON, Project, 27 to 20 — B. Dylan, 24 to 19 — Blondie, 22 to 16 — I. Gomma, 21 to 17 — ELO, 15 to 10 —

WRCF — ALCANTARA — GARY KIRK, PD
4:1 — Eagles, JUMPS: 20 to 27 — R. Fury, 24 to 21 — T. Johnson, 26 to 22 — C. Thompson, 23 to 19 — E. Leven, 21 to 17 — B. Streisand & Sumner, 15 to 11 — R. Holmes, 10 to 5 — Captain & Tennille, 10 to 6 — J. Souther, 8 to 5 — E. Fury, 2 to 1 — R. Millas, 20 to 16 — M. Murray, 13 to 9 — B. Coolidge, 8 to 4 — R. Holmes, 6 to 2 — Captain & Tennille, 5 to 1.

Z3Z — ATLANTA — DALE O'BRIEN, MD
4:1 — Styx, JUMPS: 27 to 23 — A. Murray, 24 to 19 — C. Gaye, 19 to 16 — L. Wood, 15 to 12 — R. Holmes, 14 to 10 — Dr. Kermit, 13 to 9 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WACO — BOSTON — SCOTT RICHARDS, MD
11 to 8 — Eagles, 10 to 8 — Styx, 8 to 6 — Commodore, 7 to 5 — Styx, 6 to 4 — Commodore, 5 to 3 — Styx, 4 to 2 — Commodore, 3 to 1.

WDRY — HOUSTON — BOBBY CHRISTIAN, MD
10 to 7 — Eagles, 8 to 5 — Styx, 6 to 3 — Commodore, 5 to 2 — Styx, 4 to 1 — Commodore.

WCRX — HAGERSTOWN — WALTER OATES, PD
To - Sun, 27 to 24 — ELO, 29 to 23 — B. Streisand & Sumner, 26 to 22 — R. Millas, 21 to 17 — E. Fury, 18 to 14 — R. Holmes, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WKBK — KNOXVILLE — JIM ROBERTS, MD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WHDC — LAUDERDALE — JIM HOLMES, PD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WQXK — CHICAGO — BILL BOSHER, MD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WXQZ — DALLAS — DICK WILKINS, PD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WYXK — LA JOLLA — JIM CROWLEY, MD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.

WXZC — LEXINGTON — PAUL SEBASTIAN, MD
ADDs: Foreigner, 26 to 22 — AC/DC, 24 to 21 — P. Cruise, 20 to 16 — Supertramp, 18 to 14 — K. & C. Sunshine Band, 14 to 10 — Captain & Tennille, 11 to 7 — Styx, 9 to 6 — J. Souther, 7 to 3 — E. Fury, 2 to 1.
# Regional Action

## EAST

<table>
<thead>
<tr>
<th>Most Added Record</th>
<th>Artist</th>
<th>Album</th>
<th>Genre</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>ESCAPE (THE PINA COLADA SONG)</td>
<td>RUPERT HOLMES</td>
<td>INFINITY</td>
</tr>
<tr>
<td>2.</td>
<td>BABA O'RONI</td>
<td>LONG ISLAND BROTHERS</td>
<td>TANGENT</td>
</tr>
<tr>
<td>3.</td>
<td>SEND ONE YOUR LOVE</td>
<td>STEVIE WONDER</td>
<td>TAMLA/MOTOWN</td>
</tr>
<tr>
<td>4.</td>
<td>JEFFERSON STARSHIP</td>
<td>GRUNT/RCACO</td>
<td>TM</td>
</tr>
<tr>
<td>5.</td>
<td>TAKE THE LONG WAY HOME</td>
<td>SUPERTRAMP</td>
<td>A&amp;M</td>
</tr>
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## SOUTHEAST

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</thead>
<tbody>
<tr>
<td>1.</td>
<td>WHAO, WBBG, WGCL, WGSN, WBBQ, KOPA, WTIC-FM</td>
<td>SMOKEY ROBINSON &amp; THEخمس</td>
<td>TAMLA/MOTOWN</td>
</tr>
<tr>
<td>2.</td>
<td>WYKE, WBBG, KOPA, KFRC, WTIC-FM</td>
<td>ELTON JOHN</td>
<td>CAPITOL</td>
</tr>
<tr>
<td>3.</td>
<td>KBOB, WYKE, WGCL, WGSN, WBBQ</td>
<td>ELTON JOHN</td>
<td>CAPITOL</td>
</tr>
<tr>
<td>4.</td>
<td>WYKE, WBBG, WGCL, WGSN, WBBQ</td>
<td>ELTON JOHN</td>
<td>CAPITOL</td>
</tr>
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<td>5.</td>
<td>WYKE, WBBG, WGCL, WGSN, WBBQ</td>
<td>ELTON JOHN</td>
<td>CAPITOL</td>
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## SOUTH AFRICA

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<th>Album</th>
<th>Genre</th>
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<tbody>
<tr>
<td>1.</td>
<td>WE WANT TO TALK ANYMORE</td>
<td>CLIFF RICHARD</td>
<td>EMI AMERICA</td>
</tr>
<tr>
<td>2.</td>
<td>WACO, WWOX, WWWW, WYDE</td>
<td>GEORGE MASON</td>
<td>WEA</td>
</tr>
<tr>
<td>3.</td>
<td>WACO, WWOX, WWWW, WYDE</td>
<td>GEORGE MASON</td>
<td>WEA</td>
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<td>WEA</td>
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<td>WACO, WWOX, WWWW, WYDE</td>
<td>GEORGE MASON</td>
<td>WEA</td>
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</thead>
<tbody>
<tr>
<td>1.</td>
<td>WABC</td>
<td>BARRY MANILOW</td>
<td>JONI MITCHELL</td>
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## Radio Active Singles

1. **BABE** - STYX & A&M
2. **BOB** - BARRY MANILOW & A&M
3. **SHIPS** - BARRY MANILOW & A&M
4. **STILL** - COMMODORES & MOTOWN
5. **YOU'RE ONLY LONELY** - J.D. SOUTHER & COLUMBIA

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## Secondary Radio Active

1. **NO MORE TEARS** - B. STREISAND & SUMMER & COLUMBIA/CASABLANCA
2. **DO THE LONG WAY HOME** - SUPERTRAMP & A&M
3. **PLEASE DON'T HALO** - RUPERT HOLMES & TANGENT
4. **SEND ONE YOUR LOVE** - STEVIE WONDER & TAMLA/MOTOWN
5. **THAT'S THE WAY** - SMOKY ROBINSON & THE FIVE | TAMLA/MOTOWN

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# Analysis

**1. EAST**
- **Most Active**
  - KMMC 20-16, KMJC 20-10
  - KMJC 15-9, WABC 15-10, WJDX 15-10
  - WABC 15-10, KMJC 15-9, WABC 15-10

**2. SOUTHEAST**
- **Most Active**
  - WYKE, WBBG, WGCL, WGSN, WBBQ, KOPA, WTIC-FM
  - WYKE, WBBG, WGCL, WGSN, WBBQ, KOPA, WTIC-FM
  - WYKE, WBBG, WGCL, WGSN, WBBQ, KOPA, WTIC-FM

**3. SOUTH AFRICA**
- **Most Active**
  - WACO, WWOX, WWWW, WYDE
  - WACO, WWOX, WWWW, WYDE
  - WACO, WWOX, WWWW, WYDE

**4. WEST**
- **Most Active**
  - WABC, KMMU, WBAB, WCBS
  - WABC, KMMU, WBAB, WCBS
  - WABC, KMMU, WBAB, WCBS

---

# Most Added Records

1. **ESCAPE (THE PINA COLADA SONG)** - RUPERT HOLMES & INFINITY
2. **BABA O'RONI** - LONG ISLAND BROTHERS & TANGENT
3. **SEND ONE YOUR LOVE** - STEVIE WONDER & TAMLA/MOTOWN
4. **JEFFERSON STARSHIP** - GRUNT/RCACO
5. **TAKE THE LONG WAY HOME** - SUPERTRAMP & A&M

---

# Secondary Radio Active

1. **NO MORE TEARS** - B. STREISAND & SUMMER & COLUMBIA/CASABLANCA
2. **DO THE LONG WAY HOME** - SUPERTRAMP & A&M
3. **PLEASE DON'T HALO** - RUPERT HOLMES & TANGENT
4. **SEND ONE YOUR LOVE** - STEVIE WONDER & TAMLA/MOTOWN
5. **THAT'S THE WAY** - SMOKY ROBINSON & THE FIVE | TAMLA/MOTLA/MOTOWN
WHEN THE NAME OF THE GAME IS PROFIT, THE NAME OF THE SLOT IS SEEBURG!

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1979: A Year Of Progress

The 1979 AMOA Exposition will reflect another year of progress for the association and for the coin machine industry. This will be manifested in the content and quality of the numerous exhibits that make up the show and in the various new services AMOA has incorporated into this year’s convention agenda. There’s the annual Industry Seminar, a regular event each year, plus two mini seminars and a state association conference, all geared to inform, educate and assist operators in improving their business practices. As declared by AMOA president Wayne Hesch, “Most operators are very concerned about future profitability.” During his term of office a great deal of emphasis has been placed on education. Aside from the exposition program, AMOA has provided service instruction via its frequent mechanics schools held throughout the year and the popular Notre Dame Seminar.

Visiting the convention exhibits will be more exciting this year than ever before, not only because of the various celebrity-themed-machines that add surprise “guests” at exhibits, but also because exhibiting firms seem to be doing more in the way of special lighting effects and other decorations to enhance their displays. Convention-goers will be captivated by an exciting array of music and games equipment, much of which is being premiered especially for them.

This past year AMOA has been preoccupied with the pressing problem of the Copyright Royalty Tribunal’s location list ruling. At last year’s convention this was a very heated topic. The association established a Legal Action Fund to finance its campaign and there will be a special desk set up at Expo ’79 to accept contributions to this very worthy cause. There are other problems on the horizon, including the impending rate review, so the association will be channeling a great deal of time and effort into legislative campaigns.

In the months ahead operators will be called upon to assist AMOA in its legislative efforts, both personally and financially, since the association’s prime concern is to represent and protect the operator.

While there are many who will come to the convention armed with questions about various problems facing the industry at this time, the aura of excitement and anticipation will still prevail. What’s more, this year’s Jukebox Awards presentation will be telecast by NBC-TV, which means, despite adversities, the industry has come a long way.
Welcome From Association President Wayne E. Hesch

AMOA has moved forward on many fronts during the past year — intensifying the Copyright fight, developing new services, improving the annual Exposition, planning future projects. In all of this it has been my privilege to serve with countless numbers of dedicated people who have been responsible for these accomplishments. Many thanks to our loyal members, the board of directors, our AMOA staff, and those in the industry at large who have come to our aid.

Our primary goal has been to remove a regulation of the Copyright Royalty Tribunal requiring music operators to submit location lists. This regulation became effective in November, 1976 and AMOA immediately challenged it. We are now at the Federal Court of Appeals level and we may have to go all the way to the U.S. Supreme Court to reach an equitable decision. A Legal Action Fund was established to support this action. In excess of $80,000 has thus far been received toward our goal of $250,000. As you can see, we need the support of everyone. This location listing requirement could change the entire operator approach to our industry as we now know it.

Another direction the AMOA has focused on this year has been education. Most operators are very concerned about future profitability. This was evidenced by the unprecedented huge turnout for the AMOA Notre Dame Seminar. A panel of three very qualified operators presented solutions to operating challenges, in addition to the advice of Notre Dame professionals. The response was terrific. We will continue with this format in 1980. The positive response from operators for more information has sparked the idea to hold two extra seminars on Saturday and Sunday mornings during our annual exposition. I hope all of you will take advantage of these shirt sleeve sessions.

AMOA has always tried to help state associations. This year we have added a new direction for state associations by having a special seminar during the Exposition which makes for an exchange of information and ideas. State associations have been very important in combating local and state legislation, and since regulations are

The 1979 Exposition provides more services for the operator than ever before. The core of the Exposition is the trade show of exhibits from both the U.S. and abroad, and of course this is the principal service of the Exposition. But we are using all free time, that is when the exhibit floors are not open, to provide services which we think will be of value to the operator. We urge you to take advantage of these services, and we also extend a cordial invitation to distributors and exhibitors.

Beginning Thursday afternoon, there will be a Conference of State Associations for the exchange of information on the subject of state association development. Industry related organizations are invited to meet on Thursday, if they wish. Friday morning is the Exposition Seminar on the all important subject of the economy. For the ladies there is a luncheon and program at noon. On Saturday there is a mini seminar in the morning. The General Membership Meeting Brunch is at 11:30. Sunday morning there is another mini seminar. Sunday night is the Gala Banquet and Stage Show.

We are proud of our distinguished list of exhibitors, most of whom will have engineers and technicians on hand to answer questions. We urge you to consult the directory of exhibitors in the back of the (convention) program for booth numbers, product information, personnel, addresses. Next to the directory is a floor plan of the exhibit rooms and registration area. The directory and floor plan will help you find your way around this fascinating show of coin-operated games and music, one of the great shows of its kind in the world. We urge you to visit the exhibit floors frequently and systematically.

If you work this show carefully, if you take advantage of all that it has to offer, we are sure that you can become more proficient in your business. Make every hour of every day count by seeing and learning from this once-a-year event, you'll be glad you did!

Harold Heyer, Dock Ring: co-chairman

EXPO '79 SCHEDULE OF EXHIBIT HOURS AND EVENTS

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday, November 8</td>
<td>3:00 PM to 5:00 PM</td>
<td>Conference of State Associations (Parlor A, 3rd flr.)</td>
</tr>
<tr>
<td></td>
<td>8:30 AM to 10:00 AM</td>
<td>Mini Seminar * (Room 415)</td>
</tr>
<tr>
<td></td>
<td>10:00 AM to 5:30 PM</td>
<td>Registration Desk Open</td>
</tr>
<tr>
<td></td>
<td>10:00 AM to 6:00 PM</td>
<td>Exhibits Open</td>
</tr>
<tr>
<td></td>
<td>11:30 AM to 1:00 PM</td>
<td>Membership Brunch (Boulevard Room)</td>
</tr>
<tr>
<td>Saturday, November 10</td>
<td>8:30 AM to 10:00 AM</td>
<td>Mini Seminar * (Room 415)</td>
</tr>
<tr>
<td></td>
<td>10:00 AM to 5:30 PM</td>
<td>Registration Desk Open</td>
</tr>
<tr>
<td></td>
<td>10:00 AM to 6:00 PM</td>
<td>Exhibits Open</td>
</tr>
<tr>
<td></td>
<td>11:30 AM to 1:00 PM</td>
<td>Membership Brunch (Boulevard Room)</td>
</tr>
<tr>
<td></td>
<td>9:00 AM to 9:00 PM</td>
<td>Cocktail Hour</td>
</tr>
<tr>
<td></td>
<td>10:00 AM to 1:00 PM</td>
<td>Banquet Show (Grand Ballroom)</td>
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<tr>
<td>Sunday, November 11</td>
<td>8:30 AM to 10:00 AM</td>
<td>Mini Seminar * (Room 415)</td>
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<tr>
<td></td>
<td>10:00 AM to 3:30 PM</td>
<td>Registration Desk Open</td>
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<tr>
<td></td>
<td>10:00 AM to 4:00 PM</td>
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<tr>
<td></td>
<td>6:00 PM to 7:00 PM</td>
<td>Cocktail Hour</td>
</tr>
<tr>
<td></td>
<td>7:00 PM to 9:00 AM</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Hospitality Suites Open in Evening</td>
</tr>
</tbody>
</table>

*Subject: "Delegation of Authority."

A Salute To The Operator

The operator is one of the hardest working of businessmen. He is largely misunderstood by the outside world and sometimes not fully appreciated for what he is in his own. He puts in long hours, he is out in all kinds of weather, and even travels long distances in his work. Whether he heads up a large firm or is half of a mom-and-pop operation with a ring of keys on his belt and driving a pick-up truck, he still must be knowledgeable about a number of things if he is going to succeed.

The operator must be a capable administrator, have a knowledge of bookkeeping, maintain bank and finance company relations, understand depreciation schedules. He must administer an office, supervise a shop and have technical know-how, a small operator is his own mechanic. He must be a good salesman. He must have a feel for public relations and demonstrate interest in the welfare of his community. He must maintain good relations with his elected officials. And finally he must comply with a multitude of federal, state, county and city regulations. The operator is a combination of specialized knowledge, hard work and willingness, and he is what this industry is all about.

During this very active year, it has been my privilege to work with and learn from one of the experienced operators in the business — President Wayne E. Hesch. Nobody has worked harder and more effectively to serve the operator's needs. We should all make it a point to thank him for his efforts to make AMOA a more effective association, not only for the operator, but for the whole industry.

Fredrick M. Granger
Executive Vice President

Jukebox Awards

LOS ANGELES — The AMOA Jukebox Awards presentation telecast, originally scheduled to air on NBC-TV Thursday, November 15, has been moved back to Tuesday, December 4, according to association executive vice president Fred Granger.

Granger also said that the entertainment portion of the annual AMOA Awards banquet, which will originate from the Conrad Hilton Hotel in Chicago, will be included in the telecast but that the actual awards presentation will be filmed at another location, probably Las Vegas.

Telecast Re-set

Tony Orlando, K.C. & The Sunshine Band and Crissy Lane will provide the entertainment at the Nov. 11 awards dinner, with additional talent still to be announced.

Bob Stivers Associates, of Hollywood, Calif., will produce the event, which is being shown over television for the first time this year. Hirsh de la Vega, who has produced shows for many years, will be working closely with Stivers Associates and as a consultant to Granger.

Take Advantage Of Expo '79 Services
There’s nothing passive about this jukebox. Everything about Techna has been designed to attract more sales. To make your jukebox operation more profitable than ever before.

Techna’s compelling exterior contours and illuminated graphics extend around all three sides to make it strikingly conspicuous from every vantage point. A new elegantly styled slim cabinet means you can set Techna anywhere.

Techna maximizes play time, too. Any time. Because Hit Tracker enables you to program Techna to serve you best. Rock-Ola’s exclusive Bonus Play adds playing excitement. During inactive periods, Techna draws attention by playing a complimentary record. And only it can compute and display the top 3 location hits, a location proven feature that stimulates uncertain players and challenges others to push their own favorites into the top 3.

Techna reflects the proven success of other Rock-Ola space age designed programmable jukeboxes, which have already dramatically increased operators’ profits.

And Techna is dependable. Engineered and crafted by Rock-Ola, world recognized for trouble-free operation.

Want to get the most profit out of your jukebox? Put Techna in. And let the future pay off now.
CASH BOX INTERVIEW

Nick Allen Says Court Should Rule Promptly On List Issue

Under the new copyright law, which went into effect on Jan. 1, 1978, jukebox operators are required to pay an annual licensing fee of $8 per box. A much more controversial provision of the licensing procedure, and one which operators — through the AMOA — have been vigorously opposed to, is the Copyright Tribunal's insistence that they furnish the agency with detailed information concerning the location of their boxes. For over a year now, AMOA has been fighting the location list requirement in the courts on the grounds that it represents an invasion of privacy and places an unreasonable administrative burden on operators. To get an update on the status of the association's ongoing litigation, Cash Box recently spoke with AMOA legal counsel Nicholas Allen.

Could you bring us up to date with AMOA's legal effort against the Copyright Tribunal's location list requirement?

As you know, we started that suit back in late October of last year. And during a hearing at that time, the District Court denied our application for an injunction — temporary restraining order. Then on Feb. 22, the District Court ruled against us on a temporary injunction, and we appealed. The appeal is now pending. We filed our brief in the appeals case near the end of July, the government filed their answering brief last Monday (Oct. 15). We are now in the process of preparing our reply brief.

The central issue, of course, is the location listing. Which we are opposing all the way. We asked the Tribunal to reconsider this location listing requirement; and also to consider an alternative if they did not withdraw their requirement that at least they treat what is filed confidentially ... and not to release it publicly or to ASCAP and our other opponents. The Tribunal did accede to our confidentiality request and put out a policy statement that they would not release what we filed, they would only release such information from the filings that they believed would be useful to copyright owners in determining their royalties.

Actually, the Tribunal did come a long way in our direction in that confidentiality issue. However, the operators who followed this felt it was not sufficient, so that really they should not be required to file a location list in the first place. Having to file one in the first place would subject them to the risk of misappropriation of their information, something of course they were very sensitive about in the jukebox business and something that they really did not want to allow to happen.

So the lines are drawn on that very fine point — whether there should be any location list at all, or whether there should be location lists that the government agency would protect. That's where we are in our lawsuit. We have put it in very strong terms that requiring location lists in this situation where the lists themselves are so sensitive, that information is so sensitive, it may be a violation of the operator's constitutional rights to run their business without govern-

(continued on page AMOA-16)

Nicholas Allen
Bally teams up with the HARLEM GLOBETROTTERS and creates pinball excitement around the world!

- New Front Door Programming
- Four Free-Throw In-Line Drop Targets and Saucer award points, special, and multiple bonus up to 5X.
- Slam Dunk Target awards points and opens Free Ball Gate. (Possible extra ball and special awarded if certain conditions are met.)

- Top Basket Globe Saucer Feature with memory and recall spot center micros to G-L-O-B-E and reset by repeated sequence specials.
- Extra flipper for extra ball control.
- 3 coin entry drop.
- Convertible to add-a-ball.
- 3 or 5 ball option.

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This survey was compiled from questionnaires sent to operating companies coast to coast. It is indicative of operating trends throughout the country but is in no way an absolute method of measuring these trends. This feature cannot be reproduced in any way without the expressed permission of the editors of Cash Box.

Average number of coin-operated phonographs purchased annually by individual operating companies ....... 20
(Compared to last year, this figure reflects an increase in purchases of new phonographs; 50% of the responding operators said they bought the same amount of new machines this year as last year; 25% said they bought more and 25% reported their purchases to be less than last year.)

Average weekly music gross ......... $40
(This figure compares exactly to last year's report. Our survey also revealed taverns to be the most profitable locations for jukeboxes with restaurants and lounges tied for second place; and fast food spots and discos reported sporadically.) When asked how long a phonograph is kept on the route, 50% of the operators said seven years, and this percentage is considerably less than last year's; 30% said between eight and ten years; 20% said five years. The survey revealed that a larger number of operators are keeping their machines on the route for longer periods of time.

The predominant pricing on phonographs continues to be 2-2.5%, as indicated by the majority of responding operators. A small number, however, did report straight quarter play on anywhere from 20% to 40% of their routes.

Our survey revealed that 75% of the operators secure locations by contract, with the term running from 3-5 years.

"Do you lease jukeboxes to locations?" was another question we asked. 65% of the operators said "no;" the 35% who reported that they do lease said the weekly charge varied, depending upon the age of the machine. The figure ranged from $15.00 to $40.00 per week.

Weekly Record Purchases
Our poll revealed that operators purchase new records at the rate of three per machine per week. Depending upon the number of machines on the route this figure could range from between a total of 150 to 1500 on a weekly basis, which serves to emphasize the operator's significance in the singles market. One operator, with a sizeable phonograph route, reported purchasing over 3000 records per week!

Programming Singles
In programming their jukeboxes, 35% of the operators rely on a routeman to select the singles for their machines; 35% reported that they make the selections themselves; one-stop was the next most prevalent choice and a small percentage said the responsibility is handled by an employee-programmer, route supervisor or general manager.

We asked operators to list in order of importance the five most useful sources as guidelines in selecting new records. Here are the findings:

1. Trade magazines
2. Personal selection
3. Location requests
4. Local radio station charts
5. Promotional material

This lineup compares exactly to last year's survey.

Operators were asked if phonograph collections this past year were more than last year, the same, or less, 65% reported collections to be the same as last year. 30% reported an increase, 5% reported collections to be lower than last year.

Promoting Phonograph Play
In response to the question "What do you do to promote more play on your phonographs," the consensus of opinion is that when a jukebox is properly programmed, cleaned and well maintained, no additional promotion is needed. Operators seemed to agree that colored title strips are also very effective promotional tools; "the right records in the right location" was one suggestion; another said "be sure the routeman stresses the new records that are added;" one operator gives volume rebates to good locations for promotions, another noted the importance of filling requests, and most who responded to our survey seem to agree that a jukebox stocked with records patrons want to hear will get the most play.

Location Commissions
50/50 continues to be the most widely used commission split, with 65% of the operators reporting it; however, 25% report 60/40 (operator's favor) either exclusively or on a portion of their routes and a small percentage reported an increase, 5% reported collections to be lower than last year.

AMOA-14)
State Assn. Reps Ready For Confab

In addition to marking the 31st anniversary of the AMOA Expo, this year's convention at the Conrad Hilton in Chicago signals the first time a state association conference will be held in conjunction with the event. Representatives from six prominent state associations are eagerly anticipating the conference in hopes that the meeting will improve and further communications between state associations, according to a recent Cash Box survey.

While all of the representatives polled said they hoped to set up a continuing dialogue between state associations and increase membership, some said they were eager to discuss such specific subjects as taxation and the copyright royalty law.

"Out of the Thursday session (Nov. 8) our state association hopes to exchange information regarding legislation," said Paul A. Corey of the 94 member Ohio Music and Amusement Association.

Corey said he expects more than 60 operators from the five year-old association to attend the convention and maintained that state associations "have a great story to tell, and they are not telling it well." He urged distributors, manufacturers and operators to work arm-in-arm and promote the leisure time industry as a whole.

"Many of our members are constantly contributing games and phonographs to such worthy causes as the blind and the Boy Scouts, and creating scholarship funds," stated Corey. "It should be told to the public, but it's just not being brought forth. The raison d'etre of our state association is to put the industry in the best possible light."

Walter Maner, president of the Music Operators of Michigan, hopes that the one-day state association conference will be a learning experience for existing state groups as well as states that don't yet have an operating association. The Michigan assembly has been in existence since 1973 and has 110 operator members, of whom 45 will be on hand at the AMOA.

Maner said he was looking forward to the seminars at the regular convention as well as to the state association conference. "It is extremely helpful to get together with other associations because we share so many of the same problems," said Maner. "From a proper exchange of ideas we can better understand the problems all operators face."

While all of the state associations in the survey communicate with operators through newsletters and their own state conventions throughout the year, the AMOA allows for direct communication with other state groups. One association that is capitalizing in this fashion is the North Carolina Coin Operators Association.

"In addition to discussing such ideas as taxation, increasing membership and what successes the different associations have had and seeing new equipment, I hope to promote and gain contacts for our 1981 trade show which will combine North Carolina and South Carolina," said Milton Hobbs of the North Carolina association.

The North Carolina Coin Operators Assn. is 15 years old but has doubled its memberships only since 1973 when it came

(continued on page AMOA-30)
The world's most popular sport provides the play theme for "Atari Soccer." Offering two or four-player action, Atari's new video game sports many other features, including add-a-coin and multi-language options.

Atari's "Asteroids" video is one or two-player adventure game featuring the factory's new Quadrescan system. The action is intense and unpredictable as players attempt to destroy oncoming asteroids and enemy saucers.

A unique triple sound option and futuristic curved flippers are the key features of Williams' four-player "Time Warp" pinball game. Available with an optional dollar coin chute, it is a pinball enthusiast's dream.

"Fire One" is the latest video game from Sunnyvale, Calif.-based Exidy, Inc. One or two players can test their skill against a variety of enemy warships. It's "torpedoes away" for exciting coin machine action.
Left: Country-pop star Dolly Parton is the latest celebrity to be immortalized by Bally's Pinball Division. The factory's newest four-player model includes all the inimitable sights and sounds of the one and only "Dolly."

Right: From Gremlin Industries comes "Head On," a challenging video driving game that introduced the MultiPhase concept to the industry. Now available in one or two-player models, it spells fun from the word "go."

Above: Like every Midway game, "Submarine" is a winner for all locations. This single-player, electromechanical game features the explosive sounds and skill-challenging action of an authentic battle on the high seas.

Center: "Super Speed Race" is one of a trio of exciting new video games from the Midway factory that are sure to attract players of all ages. Its realistic controls and sound effects should pull in plenty of coins.

Above: Midway's "Phantom II" is an air combat video game featuring fast action and scintillating flight patterns as the players attempt to battle and destroy enemy planes. This single player model is one of a kind.

Left: The popular television show provides the play theme for Gottlieb's new four-player pinball game, "The Incredible Hulk." The backglass artwork depicts the amazing transformation from man to beast.
1979 Jukebox/Games Route Survey

(continued from page AMOA-10)

Jukebox Games Route Survey

Games

<table>
<thead>
<tr>
<th>Game</th>
<th>Estimated Weekly Gross</th>
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<tbody>
<tr>
<td>Pool Tables</td>
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<tr>
<td>Pin Games</td>
<td>$51.00</td>
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<tr>
<td>Video Games</td>
<td>$41.00</td>
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<tr>
<td>Shuffle Alleys</td>
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<tr>
<td>Soccer Tables</td>
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<tr>
<td>Cocktail Tables</td>
<td>$21.00</td>
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<tr>
<td>Puck Hockey Tables</td>
<td>$21.00</td>
</tr>
<tr>
<td>Shuffleboards</td>
<td>$20.00</td>
</tr>
</tbody>
</table>

Popularity Chart

According to operators surveyed, the five most popular games in taverns are pool tables, pin games, video games, shuffle alleys and soccer tables; the most popular games in restaurants and other locations where food is served are pins and video games; in arcades or other off street locations, video games and pins.

Play Pricing

Straight quarter play on flippers rose again this year with 60% reporting it (as opposed to 50% last year) and 40% using 2-25c. Shuffle alleys also reflected an increase. 75% of responding operators are using straight quarter on shuffle alleys and 25% report 2-25c.

The Machine Purchase Graph

When asked about new game purchases this year, 90% of the responding operators said they bought more new equipment this year than last and 6% said they bought the same amount but no one surveyed reported buying less equipment!

When asked about used equipment 65% reported buying “less than last year,” 15% said they bought the same amount and 10% said they bought none.

Queried as to how long various machines are kept on the route, responses averaged out to 4 years for pins; 7 for shuffle alleys; 3 for video games; 6-10 for pool tables and 4 years for cocktail tables, with one operator saying “as long as we can.”

General Trade Information

This year’s survey further established the popularity of electronic pinball machines and their wide acceptance in the trade but also revealed the prevalence of electromechanical machines as well. We asked operators to note the percentage of electronic versus electromechanical pins on their routes and, with the exception of two operators who reported “100%” electronic, the results averaged out to 65% electronic and 35% electromechanical.

50% of the operators polled said they operate cocktail table pinball games, ranging anywhere from one to a total of ten on their routes.

(continued on page AMOA-33)

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Nick Allen Says Court Should Rule Promptly On List Issue

(continued from page AMOA-8)

The annual licensing fee of $8 per jukebox comes up for review in January. Do you have any idea how the Tribunal will rule on this issue?

We would like the Royalty Tribunal's decision to reflect the condition of the industry at that time. We think this could well mean a decrease because jukebox collections are not on the upswing. Maybe games machines torture. I don't think we should consider that jukeboxes are producing more or that the jukebox industry itself is on the increase. Quite the contrary, we are very definitely going to come in and ask them to take another look at the economic conditions of the jukebox industry—not in terms of an increase, but possibly in terms of a decrease.

AMOA has established a Legal Action Fund to pay the costs of its ongoing litigation. Do you have any estimate on how high the court costs might run?

It has cost about $25,000 to this point. We're not through the first appeal process. We estimate it could cost $100,000 or more. But consider also there are other variations that could happen. In this case the appellate court may say the district court should take another look and develop facts about this or that or the other thing, and so remand it back for a full scale hearing. That's the contingency we are preparing for, and if this thing should go all the way to the Supreme Court, it could cost even more. So it would take a minimum of $100,000 and the maximum, heaven only knows.

But let me say this about the litigation: We think we are in a good posture. We think we have raised the issues that are necessary for a decision right now. We think the facts have been presented fully as far as the litigation itself and feel we are entitled to a judgement in our favor at this time.

A lot of figures have been bandied about concerning the number of operators that have complied with the licensing requirement of the law. According to your records, how many jukeboxes have been registered?

We're relying on the Copyright Office for those figures because we don't have any way of calculating ourselves. We heard from the Copyright Office the other day the figure is about 132,000 now, as compared to 134,000 a year ago. My own reaction is that it is pretty consistent. I mean by that—in the business trend of these times, more and more people are acquiring other businesses, so the acquisition of smaller businesses by larger ones may well account for the drop in the reported number. Do you have any thoughts on this?

Welcome, AMOA and visitors from abroad!

Pay us a visit and see why

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Kenny Rogers

The past two years have been a whirlwind of success for Kenny Rogers. A Grammy for Best Male Vocal (Country) for "Lucille" was presented to Kenny in 1977. The Academy of Country Music awarded him Male Vocalist of the Year. Single of the Year "Lucille," Album of the Year "Kenny Rogers" and Song of the Year "Lucille" honors. The Country Music Association named Kenny and Dottie West Duo of the Year for their collaboration on the highly successful "Everytime Two Fools Collide" album.

And now Kenny has struck gold again with "The Gambler," his new United Artists Records album. "The Gambler" has shipped gold, making it Kenny's fourth gold album in the past year. "Dayside Friends," "Kenny Rogers" and "Ten Years of Gold" have already reached gold status for Kenny, with his Ten Years of Gold collection also earning him a platinum album.

The recent release of "Making It With Music," a literary collaboration with music journalist Len Escand, rounds out a prolific year for the man who began his career at the age of 19. It was then that Kenny decided to leave his home town of Houston, Texas. With a hit single under his belt ("Crazy Feeling.") Kenny packed up, determined to pursue a career in the music business.

What followed was a stretch as a member of the Bobby Doyle Trio. In 1966 he moved on to join the New Christy Minstrels. A year later Kenny, Mike Settle, Terry Williams and Thelma Camacho left the Minstrels to form The First Edition — a rock band typical of the psychadelic 60's.

The group pushed on to national stature on the heels of hits like "Just Dropped In To See What Condition My Condition Was In."

"But You Know I Love You.", "Ruby (Don't Take Your Love To Town)." "Tell It All Brother."

"Heed The Call."

"Ruben James."

"Something's Burnin." The band moved progressively away from the hard, acid-tinged rock of the time and closer to the more mellow country sound with each successive release. When the group finally disbanded and Kenny set out on his own, the progression towards country music was complete. He signed with United Artists Records and Nashville producer Larry Butler.

The new combination proved to be fruitful as the two scored with "Love Lifted Me," "Homemade Love," "Laura" and "While The Feeling's Good." Then came Kenny's version of "Lucille," which propelled him to superstardom. A Grammy, a long list of awards and invitations to host the "Tonight Show" followed.

Guided throughout his career by Ken Kragen — his personal manager — Kenny is a compulsive worker, touring most of the year. When not on the road or in the studio, he can be found in his Los Angeles home with wife Marianne Gordon, a regular on the syndicated television series "Hedonia."

Their home includes a 50' x 20' fish pond, stocked with some 115 Koi carp. Kenny is also an active athlete. He's considered a first-class tennis player. He has sponsored a celebrity tennis match for charity in San Diego, and each year he stages a celebrity softball game in Las Vegas for the benefit of the Nevada Special Olympics for the Mentally Retarded.

One of the most successful artists in the pop and country fields, Kenny should enhance his position with "The Gambler," an 11-song package of moving emotions that range from the Universal Amphitheatre's Lone Star Track to the softer "She Believes In Me." Also included is "San Francisco Mabel Joy," written by Mickey Newbury, a longtime friend of Kenny's who wrote "Just Dropped In To See What Condition My Condition Is In." for The First Edition.

Donna Summer

In the beginning both Rolling Stone and Newsweek scoffed and called disco a noisy, short-lived fad. Both magazines have now had a U-turn and put Donna Summer and celebrations of disco on their covers.

The music magazines were also less than quick in acknowledging the ever-growing power of this surging music.

The final indicator for Donna Summer and her style came in the same week in April when the Motion Picture Academy of Arts and Sciences named the song she sang in "Thank God It's Friday," Paul Jabara's classic "Last Dance," the Best Song of the Year.

The music industry honored Donna with a shower of awards in the last year. She garnered the prestigious Grammy award as Best Vocalist-Discio Music, while her "Live and More" LP was named Favorite LP-Disco and "Last Dance" was named Favorite-Single-Disco.

At this years NARM convention, "Live and More" was named Best Selling Album by a Black Female Artist as well as Best Selling Album by a Female Artist, which tied with Barbra Streisand's "Greatest Hits Volume II."

What this flotilla of kudos documents is that Donna Summer has become a major force in pop music, a superstar who shines more brightly with each new release.

Her "Bad Girls" LP is a giant step in a career that has already been marked by leaps. In its sweep of 15 songs — eight of which Donna had a hand in writing — she and her producers, Giorgio Moroder and Peter Bellotte, embrace new stylistic changes. They explore melodic ballads while other cuts add a rock-tined edge to their solid sound.

"Hot Stuff" opens the album with a raunchy pulse highlighted by the guitar of Jeff "Skunk" Baxter, an original member of Steely Dan and now with the Doobie Brothers. A bouncy, '30s, dixieland feel infuses "Love Will Always Find You," while on "Our Love," Donna's steamy vocal, a gospel/R&B chant over swirling synthesizers, finds its roots in her very first singing experiences.

The funny, get-on-up beat of disco still reigns supreme on "Bad Girls" but now serves as a foundation for many stylistic variations, from the hook-laden "Walk Away" to the album's poignant title track, "Sunset People."

Side three offers a change in mood with a suite of ballads that not only displays Donna's voice as emotional and sensual, but also shows her skill as an evocative songwriter. From "On My Own Again," which opens the side describing romance as "a gambler's chance" to the rock-influenced closing cut, "My Baby Understands," Donna describes the array of emotions in songs written in a unique and tantalizing way.

The many facets of Donna Summer's career continue to multiply. She is without a doubt one of the most important female singers to emerge in the '70s. As her recent Side One LP proved, she has become one of the great performers of our time.

Her recent hit, "Thank God It's Friday," will not be her last film appearance. Last spring and summer, Donna was on a long, world-wide, cross-continental tour.

AMOA-20
Cash Box/November 10, 1979
CASHBOX COIN MACHINE

AND MUSIC: THE BEST OF BOTH WORLDS
Commodores

"Midnight Magic," the Commodores' ninth album on Motown Records, not only reinforces their acceptance on the music charts, but also marks the beginning of the group's second decade together.

The Commodores are comprised of lead vocalist Lionel B. Richie, Jr., who also plays saxophone and piano in addition to composing much of the band's material; Walter "Clyde" Orange, who shares lead vocal chores with Richie as well as supplying the rock steady drum work for the sextet; keyboardist Milan Williams, who is an electronics whiz, receiving an electrical engineering degree at Tuskegee Institute;

lead guitarist Thomas McClary, who hails from Orlando, Florida and provides the tasty textures of the group's guitar work, as well as handling lead vocals on "Sexy Lady," and William Atwell King, Jr., trumpet player, percussionist and the choreographer who designs all of the band's silky stage moves.

1978 was the most award-winning year to-date for the sextet from Tuskegee, Alabama. "Three Times A Lady" was acclaimed in every part of the world, from Great Britain where they received three Blues & Soul Awards, to the U.S., where they were presented with the American Music Award for Best Pop Song of the Year. "Three Times A Lady" album from which it came, was equally acknowledged by both the industry and consumers, having gone gold or platinum in Holland and New Zealand, selling in excess of 4,000,000 copies in the United States alone. The "Greatest Hits" album which followed showed overall popularity with almost equivalent sales.

A 90 city U.S. tour in the same year garnered the band with "Easy," hit #1 in 1978. With the three years of chart-topping 'soul' singles and albums. At the same time, they drew the attention of easy listening audiences. With "Three Times A Lady," introduction to the classical field came easily with Maestro Andre Kostelanetz rendition of the tune with the Philharmonic Orchestra. Further praise came from ASCAP in Nashville with the Songwriter Award for the same tune.


The Commodores are not only superstars in the music business, but in the business of music as well. From the inception of Commodores Entertainment Corporation, the members of the group have played an active role in their own business affairs, a unique phenomenon that has been proven effective by the growth and longevity of their success. All facets of their operations are handled in-house and they have found the time to educate themselves in the areas of finance and investment.

The Commodores are scheduled to perform a 1979 World Tour that includes the United Kingdom, Australia, New Zealand, South America, Western Europe and the Far East, where the group can satisfy the fans who have consistently supported their albums and singles since "Machine Gun."

1980 has a great deal in store for American fans including a national tour and the probability of a major feature film (the first is "Thank God it's Friday."), and a Commodores television special.

Crystal Gayle

Moving this year from United Artists Records to Columbia Records, Crystal Gayle continued her success story. Since that time, she has recorded a new album on Columbia, "Miss The Mississippi" (featuring the single, "Half The Way"), and a United Artists compilation entitled "Classic Country" - both of which have been met with the expected reaction - hot sales. A young veteran, Gayle has a long history in connection with hit records. The younger sister of the incomparable Loretta Lynn, Gayle has had success enough to merit her own top billing.

In 1977, Crystal was presented with the "Outstanding Female Vocalist" award by the Country Music Association, and the Country Music Association's annual Crystal Awards ceremony. Her "Outstanding Female Vocalist" for the second consecutive year.

Combining pop, country and blues, Crystal is an artist whose country feel is apparent, yet because of her vocal and instrumental tastes, her own style is hard to categorize. Crystal was born in the small eastern town of Paintsville, Kentucky where singing immediately became a part of her life since all four brothers and three sisters were involved in music. At the age of four, Crystal and her family moved to Wabash, Indiana where she actually took her first taste of performing live. It was during her high school years that she performed in church, for charities and other civic organizations.

After graduation, Crystal signed her first recording contract with Decca Records, now MCA. Her first single, "I've cried (The Blue Right Out Of My Eyes)" hit the top twenty on the country charts and when it was re-released in 1977, it moved high on the country charts again.

In January 1973, Crystal signed with United Artists Records. Her first UA single, "Restless," received heavy airplay and was a country chart item. Through the success of "Restless," Crystal found herself performing in many of the top nightclubs across the country.

Now she's working constantly, traveling from one city to the next. Crystal and her husband Bill, (who is studying law) now live in Nashville. Although Crystal is quite a homemaker, most of her spare time is spent in the studio and trying out new musical ideas.

Crystal's first album, "Crystal Gayle," contained three country hits, "Beyond You," "Wrong Road Again" and "This Is My Year For Mexico." Her second album, "Somebody Loves You," contained more of the same, including the hits, "Somebody Loves You" and her first #1 country hit, "I'll Get Over You."

Crystal's third work, entitled "Crystal," showed crossover activity to the pop market and included the hits, "One More Time," "Do It All Over Again" and "Never Miss A Real Good Thing.

Crystal's fourth album, "We Must Believe in Magic" is her best seller to date achieving platinum status in February 1978. Her recent success is due in part to a strong crossover into the pop stream of music. Her hit single off the album, "Don't Make My Brown Eyes Blue," went platinum.

"Versatile John Conlee can serenade you country-style, grow you a tomato, talk to you in rock 'n' roll — or even put you six feet under."

John Conlee

"Rose Colored Glasses." With his dogged determination to make his dreams come true, John Conlee pried the lids off several careers, learning to do all of them very well in a short time.

His early years were filled with farm chores around the family home in Versailles, Kentucky. The family managed the crops and animals on about 400 acres, but even before he was nine years old, Conlee had time to get guitar lessons and hang out around a local radio station. A close friend convinced Conlee that the funeral business was a secure career, so he entered high school, and he became a licensed embalmer. Six years later, however, he still had an "itch" to chase his dream, and that meant getting back into music. After working a while at radio stations around home, he packed his bags and headed for Nashville, the top town in the land and songs often come together. It was here that the former undertaker from Kentucky met a disc jockey from Missouri named Dick Kent and a fellow who was molding the songs of their souls into music for the masses. Kent coached Conlee in his songwriting and introduced him to Jim Fogel's song of MCA Records Nashville operation. Fulfillment of Conlee's dream was still three years away, but the wheels had started turning. He worked on his songs after putting in time as a morning DJ on a Nashville radio station, and the city started watching him. Finally, it all came together. Conlee became a recording artist for MCA Records and again, this was no more than his producer and named Dick Kent his manager. Soon the world was listening to a "new" singer who wore "Rose Colored Glasses." With a talent, enthusiasm and artist who knew he had his dream, became his reality.

"Rose Colored Glasses" hugged the top spot on the Houston radio station charts for more than 11 consecutive weeks. It reached the Top 5 on the national trade charts and sold more than 250,000 singles, quite an accomplishment for a new country artist.

Conlee left his DJ job to put all his energy into his new career. Years of songwriting and weeks of studio work went into his debut album, naturally titled "Rose Colored Glasses." The unique style of Conlee which exudes an honesty many persons find immediately captivating is displayed in every song. His songwriting skills are beautifully exhibited in four of the songs and the rest are gems from the finest Nashville poets, including Dave Loggins, Doodle Owens and Raf Vanfou.

Although his success in the music business has enabled him to pursue the career of his dreams, Conlee is determined not to let fame or money change his personality and values. Since he plans to keep licenses current for both his funeral and radio skills, it's not likely he'll ever forget where he has been — or want for a future.
Blondie

Currently riding high on the charts with the single "Dreaming" and the LP "Eat to the Beat," Chrissie Hynde, recording group Blondie, is a band that has been tagged with a variety of labels—from primal punk to sex rock to disco pop.

The punk/new wave moniker came shortly after the band's first few gigs at such New York punk strongholds as CBGB's and Max's Kansas City. At that time, the group consisted of Deborah Harry (who many still believe to be Blondie) on lead vocals, Chris Stein on guitar, Jimmy Destri on keyboards, Clem Burke on drums and bassist Gipientone, who has since been replaced by Nigel Harrison. Guitarist Frank Infante then joined the group later on. Although their image may have been fashionably English mod, with some of their songs lyrically outrageous, the band now dodges the rock classification ball.

"In the beginning, the image was more conscious than the music. The music was just basic...pop, not really much more naturally. Originally, everybody thought we were punk, which is just one part of new wave presently refers to just a time period, where a lot of younger artists were coming up and experimenting with new music. There are a lot of negative elements in punk rock which we have always tried to avoid," reflected Stein.

Sex Appeal

Nevertheless, Blondie's Harry's sexy appeal as frontperson and the small but fervent cult audience of new wave fans the group class as a Ridicoulract in is in responsible for getting the band its first recording contract with Private Stock Records. The first Blondie album, simply titled "Blondie," was released in December 1976. After a brief tour of the United States, both solo and backing up David Bowie and Iggy Pop, the band left its first English tour in mid-1977, meeting with scant success. The band then switched labels from Private Stock to Chrisyals and took off for a second tour of England, which was more widely accepted. When the band came back for an extensive trip of Europe, Australia and the Far East, they had their first English hit, "Demis," from their first Chrisyals album, "Plastic Letters."

"We couldn't believe it," stated Harry. "We came back to England seven months after the tour and we had a hit record. We were very excited about the country."

The "Plastic Letters" album gained a considerable amount of attention for the group throughout Europe but it failed to make a substantial impression on American record buyers. In early 1978, Blondie made its debut tour of Japan and embarked on its second tour of Europe and its third trip to England, returning to the United States in March for its only second national tour. When the third Blondie LP, "Parallel Lines," was released later that year, it took off in England and Europe, predictably, long before it garnered heavy sales and airplay here.

We're pleased with the success but we sort of take it for granted," said Stein. "The music world has stagnated during the 70s so it's easier now to do something good. We really didn't produce "Heart of Glass" to have it be a disco success at all. We just did it as a variation to make for some diversity on the album. The song was actually written around 1974 and the melody line has been exactly the same ever since. We originally played it in a garage band and then we just made it into a disco beat."

Such a disclosure lends credence to Blondie's claim that the band has really been working in the same music direction from the beginning, and that the press has always had a tendency to focus more on Harry's looks than the songs themselves.

Rick James

After one double platinum album, "Come Alive," and one triple platinum album, "Bustin' Out of Seven," a sell-out national tour and a multitude of prestigious awards, there is no denying an established hit maker. If further proof were needed, there's now his new Motown album, "Fire It Up."

Since he burst upon the music scene with his chart-topping debut album in 1978, Rick's unique brand of funk music—a blend of rock, rhythm & blues and disco—has won the acclaim of audiences and critics alike.

Singer, musician, writer, composer and arranger—Rick James is a consummate performing artist, his "hands-on" instrument, a role which is so much more than that of simple producer of a Rick James album, but which he stresses the debt he owes to former co-producers, Motown veteran Art Stewart. The "James factor" doesn't stop there, however. When "Livin' Large," a single from his second album, "Mind over Matter," was released in 1980, it was the first single release from an album, is traditional Rick James at his funk best.

As before, Rick's vocals are supported by a group of truly inspired musicians and singers. Backup vocalists include Rick's doted on girls and the Waters Sisters (on loan from Arista), while instrumental backing is provided by the Stone City Band and the Funk Funk Horns. Danny Lemelle's saxophone solos on "Come Into My Life" and "Sommery Love" are particularly impressive. Such his previous LP's, "Fire It Up" features Rick himself on a wide variety of instruments. He plays harpsichord, guitar, piano, and percussion instruments such as drums, timpani, and timbales.

What then, is Funk Punk? According to Rick, "It's stretching out, it's rebellious, it's sexual. It's dancing music from the way it's whatever you want it to be, but it speaks the truth and it's about me."

Rick's breakthrough in Motown N.Y. Rick knew that he was slated for musical stardom. He started playing in local R&B bands in his early teens, but his talent was not immediately recognized. He had joined the Navy Reserve at fifteen, but when Uncle Sam called, Rick opted to cross the border north to pursue his musical career in Canada.

Settling in Toronto, Rick broadened his musical roots by forming a group called the Mynah Birds with three other unknown white musicians. Neil Young (later of Buffalo Springfield, and Crosby, Stills, Nash & Young), Gilde Mcillion (founder of Stepus- penwolf) and Bruce Palmer (who also joined Buffalo Springfield).

Rick officially joined Motown as a staff writer and had some success penning tunes for groups such as Bobby Taylor and his Vancouvers, the Temptations, the Dave Mvelettes and the Originals, but feeling unfulfilled as a writer, he returned to Canada to form "White Cave," an eight-piece jazz-rock funk band. The group recorded an album for MGM and toured with B.B. King in the U.S., times which are remembered by Rick as "some of my most musical experiences."

It was after signing on with Motown in 1978, however, that Rick's career really took off.

In the spring of '79, the Rick James Stone City Band Magical Funk Tour set out on a summer month week which communicated fans everywhere, and the group played to sell-out crowds at concerts from Chicago to Miami.

"Music For UNICEF" officially launched the International Year of the Child with the spectacular network prime-time television special, "A Gift of Song." The "Music For UNICEF" Concert assembled an all-star cast in an unprecedented and rare musical presentation. "Music For UNICEF" received the coveted GRAMMY Award for "Best Special Album of the Year Award, The Bee Gees donated their hit single, "Too Much Heaven," to the fund. "Too Much Heaven." to the fund.

1979 also marks the publication of the Bee Gees' only authorized biography, "The Illustrated Bee Gees." The book, by Barry, Robin and Maurice as told to author David Leaf, traces their humble childhood in England to their eventual superstardom and includes many rare and personal photographs from the group at various times in their career. The book was released in March of this year.
MEMORANDUM

TO A.M.O.A. MEMBERS

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HANK WILLIAMS, JR. WHISKEY BENT AND HELL BOUND E-46535
RED STEAGALL GOOD TIME CHARLIE'S GOT THE BLUES E-46527
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AMOA Convention Relocating To Las Vegas In '82

CHICAGO — The 1982 AMOA convention will be held at Caesar’s Palace in Las Vegas Oct. 31-Nov. 5. As explained by the association's Fred Granger, these dates include time for set-up and dismantling of exhibits, however, the show itself will run on Wednesday, Thursday and Friday of that week.

Earlier plans had called for the exposition to remain in Chicago and move into the new Chicago Hilton, which is under construction on Wacker Drive. When it was learned that the new hotel would not be ready by 1982, consideration was then given to sites outside of Chicago.

In announcing the 1982 plans, Granger noted that the association's board of directors discussed future sites during its annual meeting this past April and seriously considered either remaining in Chicago or moving the show to New Orleans or Las Vegas in 1982. Following a detailed study and subsequent visits by Granger to New Orleans and Las Vegas, the board authorized a special committee to look into the matter and make the decision. The members of this committee are AMOA president Wayne E. Nims (chairman), Don Van Brackel, Robert E. Nimis, James I. Murlins and Leoma W. Ballard.

The committee selected Las Vegas because more favorable dates were available, according to Granger. The convention will remain at the Conrad Hilton in Chicago through 1981 and long range plans call for AMOA’s return to the new Hilton in Chicago upon its completion.

OMAA Convention Set
COLUMBUS — The Ohio Music and Amusement Assn. has scheduled its 1980 exposition and convention for May 16-18 at the Columbus Hilton Inn.

As announced by Dennis R. Higgan, president of the state association, a committee to handle details for the convention has been appointed consisting of Tommy Thompson of Tora Music (chairman); James J. Hayes of Gem Music and Larry Van Brackel of A. Van Brackel & Sons. Paul A. Corey will coordinate the event.

(continued from page AMOA-7)

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(312) 895-4372
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Money plan for 1980 by Game Plan.

PINBALL GAMES... SLOTS — a full line of winners that are sure money-makers for the coming season.

GAME PLAN continues to give you the play action units that are high volume earners with built-in reliability. Be sure to see us at the show for a preview of profits.

AMOA BOOTHs 37, 38, 57, 58
WESTROOM

'S79 Route Survey

(continued from page AMOA-16)

the route: noting that they are placed in such locations as clubs, restaurants and lounges. The estimated weekly earnings of these units was reported as $30.00.

When asked to report on new locations added to the route this year, 75% of the ops reported that new additions were "good," 25% reported they were "satisfactory."

In response to our queries on tournaments, 75% reported some participation (as opposed to 30% last year) which reflects a decided increase in the popularity of these events; the most widely accepted being pool and football as second and pinball as third.

Attesting to the merit of national and state associations, the majority of operators polled said they are members of both AMOA and their local state associations.

When posed the hypothetical question "if you could only operate one type of machine which would it be?" the answer most frequently given was "Space Invaders" which marks a rare occasion in the history of our survey when a machine was mentioned by name rather than "type" and serves to further emphasize the phenomenal success of this Midway piece. However, 25% of the ops said pool tables; 15% pinball machines.

A new subject covered this year was the Susan B. Anthony dollar, which drew mixed responses from operators. 50% said they approve of the coin but some complained that it is not being circulated enough. Are locations using it? Again, 25% said yes. Are you doing anything to promote it? 25% answered yes, by "purchasing equipment that will accept the new coin," seeing to it that locations are supplied with it, and one operator reported placing purchase signs at the machines to encourage patrons to use the Susan dollar.

Operators were asked "What are the most irritating things about the operating business?" Here are some of the comments we received: "local, state, federal regulations; taxes and fees," "poor quality of machines and parts availability," "night and weekend service calls," "giving too much commission to locations," "long hours," "loans and gifts," "inflation," or, as one operator stated, "the inability of operators to realize they must improve their percentage above 50/50 to maintain profitability."

The following are some of the comments made in response to the question "What can factories do to improve equipment and service to operators?" "improve quality control; require minimum parts stock by distributors," "provide warranty and service bulletins to operators," "expedite parts shipments," "give faster turnaround on warranty work," and "initiate more rigid inspection procedures."

Here's a sampling of what operators feel distributors can do to improve their service: "better parts inventory," "check out machines before delivery," "board exchange service," "hold more service schools and get all service tips to operators as fast as possible," and "expedite parts delivery on current games.

"What do you feel lies ahead for the music and games business?" was the final question we asked and the majority of operators expressed optimism in their comments.
Belam-Florida Is Added To Kaye’s Distributor Network

STAMFORD, CONN. — The Irving Kaye Co. announced the appointment of Belam-Florida Corp. as a factory distributor. As pointed out by the company, the southern Florida territory is already a strong Kaye market and with Belam handling the factory’s products on an exclusive basis both firms are “looking forward to a very rosy future.”

In commenting on the appointment Bill Currier, sales manager at Kaye, noted that “Murray Kaye’s aggressiveness and strong product knowledge has made his organization one of the most viable coin machine distributorships in the country and we are very proud to have him on our team.”

Florida operators are invited to view the Kaye products in Belam’s Miami showroom where a substantial inventory will be maintained at all times.

Fernandez Named VP, Int’l Sales, At Mondial Corp.

NEW YORK — Suren D. Fejsian, president of Mondial Commerical Corporation, announced the appointment of Joseph G. Fernandez as vice president of international sales. Fernandez, who is fluent in Spanish and other languages, assumed his duties on Nov. 1 and will attend the AMOA exposition in Chicago with other executives of the Mondial staff.

Fernandez has an extensive background in international sales with particular emphasis on the Caribbean, Latin American and South American markets. This, said Fejsian, is in line with Mondial’s policy of continuous expansion into key markets. “We feel that with the addition of Mr. Fernandez we can better serve our ever expanding list of customers in these areas,” he added.

Arnold Kaye and Bruce Antonio of the Irving Kaye Co. recently returned from an extensive tour that took them to various Kaye distributors in the Far Eastern countries and culminated with a very successful showing of the company’s equipment in the Bally exhibit at the Japan Trade Show.

The “Silver Shadow” model pool table was a tremendous hit with the local operators who viewed it at the show, according to Arnold Kaye.

Among the highlights of the tour was a visit with American Pool Leisure Centers, the new Kaye distributor in Hong Kong. Their pool centers, which are highly decorated and cater to the white collar segment of the population, are enjoying a great deal of success.

“It was a very enjoyable and rewarding trip,” Kaye said. “Our industry’s representatives in the Far East are gentlemen of the highest caliber and we look forward to a mutually gratifying future with them.”

Bally Unveils SDS System

CHICAGO — At the 1979 AMOA Expo, Bally Corp. will debut its new SDS system which is an on-line casino slot operations program. The new Bally product has the capability of automatically monitoring and reporting slot machine status to management and casino floor employees.

SDS offers numerous conveniences, including reporting capability which can immediately alert personnel of unauthorized activity.

One way SDS accomplishes this task is by the issuance of identification cards to key personnel who thereby control access to each machine. Such IDs give the carrier the right to collect, check and monitor performance.

Added Security

An additional security feature involves the system’s ability to record each access further explained that the service support for the new casino system has been exceptionally good, which is appreciated in the field.

Technically the new system has demonstrated superior reliability in the field, according to Atari. Frank Ash of Active Amusement Co. in Philadelphia told the factory that, “our service department reports fewer failures on the new monitor and that it is easier to work on. We are pleased with its performance.” Bill O’Connor noted that the technicians at his Dallas distributorship said, “Atari’s Quadrascan monitor is the best of the X-Y type monitors from a serviceability standpoint.”

The factory advised that the new video system enhances the performance of Lunar Lander from the player’s standpoint as well. The “X-Y” monitor has added another dimension to games,” commented Ira Belteiman of C. A. Robinson & Co. “Lunar Lander is a more sophisticated game that players will pay more to play less time. The new monitor facilitates a greater amount of video detail and makes it a better game.”

The detail and depth created by the new system enhances the game. Noted Frank Ash, “it seems to give the game a new perspective that players like.” Joe Robbins of Empire in Chicago called Lunar Lander “Atari’s best game since Football. Reports show Lunar Lander is holding up technically, it’s really a winner.”

A.M.A. Distributors Sponsors School On Rock-Ola and Gottlieb Products

NEW ORLEANS — To assist operators in the Louisiana and Mississippi areas in maintaining and servicing the latest Rock-Ola phonographs and Gottlieb pinball machines, A.M.A. Distributors, Inc. sponsored a 4-day service school, Oct. 2-5, at the Fountain Bay Club Hotel here.

Robert E. Nims, president of the New Orleans-based distributorship said a total of 85 operators and service personnel from the firm’s two-state marketing area attended the sessions.

The two-day Rock-Ola school, Oct. 2-3, was conducted by the factory’s Bill Findlay and service engineer Shuja Haque with assistance from Andrew LeBlanc. The presentation focused on the audio- mechanical and electronic aspects of the company’s new solid state microprocessor phonographs including the “Mystic” model 478 and the “Max” model 477. About 35 persons representing 17 operating companies attended these classes.

Gottlieb’s school, Oct. 4, which was repeated the following day, attracted a total of 50 employees of 20 operating firms. The classes were conducted by George Ottschack, Gottlieb’s service engineer who reviewed solid state design and operation with heavy emphasis on on-location troubleshooting procedures and repair techniques for the new Gottlieb solid state pinball machines “Topolino” and “Genie.”

The various sessions were held daily from 9:00 a.m. to 4:00 p.m. in the hotel’s Pelican Room and lunch was served to all students during the four-day course.

A.M.A. Distributors, Inc. has been a Rock-Ola authorized distributor since 1959 when the New Orleans based firm was established by Nims. A.M.A. took on distribution of the Gottlieb line within the past year, according to Nims.
Before you decide — look inside!

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Dolly

Front door programming
1) Skill Shot Superstar Multi-Valued n-line drop targets with 2x, 3x and 4x Bonus Multiplier that lite spinner for extra points.
2) Dolly Parton saucer, drop targets, and left targets light center playfield O-L-L-Y P-A-R-T-O-N for points, special and replay
3) Right center ball exit rollover scores points and returns ball to plunger for extra play
4) Popular Dolly Parton hit, “Here You Come Again” coin chute door

Making her pinball debut with Bally

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Telephone: (312) 860-6400
**Regional Programming Guide**

**Polygram Sets Holiday Campaign**

NEW YORK — Polygram Distribution Inc., in association with Harmon Kardon, Altec Lansing, and the Eagles, has developed a major trade and consumer promotion for the holiday season called "The Sonic Energy Sweepstakes" to be mailed to 15,000 retailers last week. Invites consumers to participate in a contest in which they can win one of the eight albums featured in the program. The albums include "Bee Gees' Greatest Hits," "Steely Dan's Greatest Hits," "Eagles," "Little River Band," "Kool & The Gang," "The Pointer Sisters," "Little Feat," and "The Eagles." The contest will be promoted heavily in both local dealer co-op advertising and in national media, including People, USA, and Rolling Stone. The contest prize is a "Sonic Energy System" consisting of a Harmon Kardon Citation series components. Three second prizes and five "Sonic Energy" prizes will be awarded. 

**Sire Reorganizes Promotion Dept.**

NEW YORK — Richard Sargent has been promoted to the position of vice president, national promotion for Sire Records, the New York office of Sire's west coast office. The label has also named Josh Blardo as product development/promotion manager and Jim Volz as promotion marketing. Blardo will work closely with Susan Emi, Sire's director of secondary markets, and Volz as co-vice president of album promotion and marketing. "I believe Josh and Jim will contribute significantly to the promotion and marketing of the Sire catalog," said Emi.

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**T.K. Trims Staff**

LOS ANGELES — Last week, T.K. Records announced plans to restructure the company's internal operations and management. The move would include trimming personnel. This week more details are available on what that reorganization entails. Most significantly, T.K. has closed down its entire L.A. operation. Russ Regan, who headed the office here, will continue his association with T.K. in a new position that will include management of T.K.-distributed label, Fabulous Records. Some regional promotion representatives, though, who were previously too much in the public eye, will also need to go. In New York, T.K.'s regional promotion head, Steve Jurs, who has been involved in the labels' layoffs on temporary cash flow problems. In particular, he cited the new Cell Be single, which has already received reorder requests, as evidence of both the company's financial health and cash flow difficulties.
Points West

Captain & Tennille hosted and shot off the gun that began the race down Hollywood Blvd. About 1000 people turned out for the KRTH-CBSaasu, sponsored event which was supported the Hollywood YMCA.

Milk & Cookies Rock — Those Gabbago Baba Hey boys, The Ramones, recently hosted a college press conference at the Tropicana Hotel where milk and cookies were served. No one was reported, but the foursome did announce that its new album was entitled "All That Way" and that it would be released in early February. Although the group in the album, another milk and cookies band, the Cowgirls, is currently in the process of returning to the rock club circuit. The mid-sixties rock band, famous for such hits as "Hair" and "Indian Lake," has changed its image quite a bit since its clean living days. In a recent show at Blackies bar in L.A. the group debuted a new song, "Cocaine Drain." Little Susie is now 20 and fronts the band along with brothers Bob and John.

Studio Tracks — Spencer Proffer is in at the Pasha Music House in Hollywood producing O'Keeley & The Pulse for Polydor. Billy Thorpe is doing some guest guitar work on the album. Polydor recording group Buckley is at Pasha cutting a second LP with Ronn Price and Larry Brown producing. Brown is also mixing the next Paradise Express for Fantasy. Ahmad Jamal is in at Cherokee Recording Studios working on his next 20th release. Michael Stewart is producing, Ian Mclagan is doing the final mixing of the new Mercury album at Cherokee. The Pointer Sisters are currently at Cherokee doing back up vocal work on Suzanne Jone's Mercury album. Bobby Manuel is producing. Teena Marie is back in the studio and working on her second Motown LP with producer Dick Rudolph.

Upcoming Releases — Robin Scott, alias 'M,' was in at Amigos studios in Burbank for one mysterious day the week of Oct. 21 to mix his new album. He then hopped on a plane and headed back to Europe in a cloak of mystery. The author of the avant garde pop/disco hit, "PapMuPi" will have his debut LP, "New York, London, Munich," released on Warner Bros. in late November. Epic will release a greatest hits package by nimbl fingered Jeff Beck and Hear's new "Bebe Le Strange." LP in February. Thin Lizzy lead Phil Lynnott, who has put out two volumes of poetry in England, will be releasing his first solo LP in early 1980. Although the band seems like it loses members every time it goes out on tour, Thin Lizzy remains a recording entity and will release another album shortly. Bonnie Raitt, Linda Ronstadt, Eagles, Waylon Jennings, Mickey Gilley, Jimmy Buffett, D.J. Souther and Michael McDonald have compositions on the soundtrack to the upcoming Irving Azoff produced film, "Urban Cowboy." The soundtrack to the "Electric Horseman" will be released by Columbia in early December.

On The Road — After a successful Japan/Australia tour, Santana will kick off its tenth anniversary tour on Nov. 16 in San Diego. J.D. Souther began a national tour Nov. 1 at the Old Waldorf in San Francisco. Sammy Hagar kicks off a midwest tour at the Palace Theatre in Cincinnati on Nov. 13. Iggy Pop and The WHO will appear at the Stardust Ballroom in L.A. on Nov. 30.

Marc Cetner

Jazz

Price and the Rock Band, and "The Vocal Group Album," which is Vol. 8 of the "Roots of Rock 'n Roll" series.... Expect the following never-before-released items from Sleepell-Chase: "Bud Powell: Trio at the Golden Circle, Vol. 3." Kenny Dorham's "Short Story," Dexter Gordon's "King Neptune," and Jim Bryant/Bruck Kaminisky's "Green Leaves." DRC has a new Peggy Lee called "Close Enough For Love," the first song from the singer in some time. Columbia offers "One On One" from Bob James and Earl Kugh (Tappan Lee), Jean Carri's "When I Find You Love" (Philadelphia International), and "No One Home" by Lalo Schifrin (Tabu). From Choice comes Benny Avanos' "Shadow Box," Sal Masca's "For You," Jimmie Rowles' "Paws That Refresh," Joanna Bracken/Eddie Gomez 'Prism," and Carol Sloane's "Cotton Tail." International DateLine: The National Academy of Television Arts and Sciences announced today that a jazz special, "Oscar Peterson's Canadiana Sula," produced and directed by Durwood King, has been nominated for an International Emmy. The awards ceremony will be held in New York Nov. 15. An album of the music has also been released on Pablo Records.

Arnold Jay Smith

Label Heads Appeal To PD's


RKO's Case Responds

In response to the controversy of the home taping of entire albums from radio broadcasts, and to a direct plea by top record company executives to stop this practice, RKO radio president Dwight Case expressed his company's intentions in an open letter to the radio and record industries. The letter reads as follows:

For quite some time now...

The record industry has been plagued by home taping of albums, resulting in a significant loss of retail sales. While radio is ultimately concerned with ratings...not record sales...we still remain sensitive to each other's problems.

Therefore, effective Thursday, November 1, 1979, it will be RKO Radio company policy that we no longer play albums in their entirety, or work to promote the practice within the broadcasting industry.

Our goal as programmers do not always coincide with those of the recording industry. However, we feel that we do not subscribe to the philosophy of "victory" no matter how much it costs. It is our belief that we can work together to agree on ways to discontinue this practice as well.

MCA Records; Joe Smith, Elektra/Asylum Records; Irwin Steinberg, Polygram Record Group; Robert Summer, RCA Records; D.H. Tolier-Bond, London Records, and Don Zimmerman, Capitol-EMI Records.

The initiative for the statement came from the Recording Industry Association of America (RIAA). Stanley Gorlork, president of the RIAA, commented, "The fact that we did this underscores the importance that these two business executives in the industry attach to this problem. This is not a declaration of war against radio; it is merely a statement from these executives asking radio to desist from airing hit albums in their entirety. We're not coming out with implicit threats against radio.

Similarly, Jerry Moss, chairman of MCA Records, stopped short of suggesting any concrete steps that might be taken if the situation is not rectified. "We think we want to let everyone know how we feel on this subject," he said. "If the radio chains have spoken to us at this point they are going to desist from this policy of playing entire albums without commercial interruptions. If they don't, then of course we'll have to go on to the next step, whatever that may be." Both Gorlork and Moss noted that the technology for encoding records with a signal to inhibit home taping is simply not available yet. "We don't rule out the fact that it will happen," said Moss, "but at this point we believe we've exhausted much of the research on that particular technology. About four or five years ago, &M gave a good deal of money in grants to several universities to develop technology along these lines, but we never received any workable solution. On our own, we've asked the people to see what they can do at our studio here, and our own research has continued.

Provoication To Privacy

Alan Livingston, president of 20th Century-Fox Records, commented, "There is not much that we can attempt to do in this situation, although we are working closely with the RIAA and its plan to halt what we, in essence, consider to be a provocation to piracy. If, through our own promotion people, we can talk to radio and ask them to halt the flagrant abuse, we will. However, at this point we are working directly with the RIAA.

Bob Sherwood, president of Phonogram Inc., pointed out that radio stations can hurt themselves by airing whole albums at once. "If the consumer even slightly likes Led Zeppelin, for instance, why do they have to listen to a radio station to hear it if they can get it on tape? It's self-defeating from that standpoint. If you give them the whole album without commercial interruption and they tape the whole thing, they turn off the radio so they can still listen to the tape, which is a major as counterproductive as anything radio could do.

"The solution is that you feature the album, playing perhaps two or three cuts at a time. If you rotate the order that you play the cuts in over a frequent period of time, you can expose the entire album, get some listener response, and settle on the tracks you want to key on. That makes sense. Radio's got to look at what it's doing to itself. I think — and more than anything else, what it's doing to this industry and allowing to be done to this industry..."

Several radio programmers — all at FM...
Producers/Publishers Speak Out On Lucrative Nashville Business Haven

NASHVILLE — Nashville has long been known as a haven for music publishers and writers. In many respects, the backbone of the music business in Nashville is the publishing industry — this is where new talent is often found, where new songwriters are found and developed and generally, this is where it all really begins. Within the publishing world, generally, a number of individuals have worked as producers, as well as publishers, and a number of publishing companies have formed production companies within their organizations to produce their own writers as well as writers who don’t write. It is here that the music business has been established. To the producer/publisher, on the other hand, usually looks at the production and publishing venture as a good business. It used to be nothing was ever said about us,” said Tom Collins. “That’s because nothing was happening here. Now, since we’re having success with our songs as a publishing as well as a production standpoint, people are talking.”

Confronted with the question of whether producing and publishing goes hand in hand, Collins, who heads up Pi-Gem publishing as well as producing such acts as Jim Ed Brown, Helen Cornelius, David Wills and Sylvia, stated, “I think the way things are today in Nashville, publishing and production go hand in hand.”

 Begins With A Song

Collins added that “the whole basis of this business is the song. No producer is going to turn down a hit song and no producer will close his door to that. Your duty is to go out and be with the people who criticize a production/publishing situation as a ‘closed shop’ don’t know the producer involved.”

Collins also noted that the people who seem to do the most criticizing are the ones who don’t get off their duff and make things happen.

Buddy Kilian, president of Tree and producers of acts such as Bill Anderson, T. G. Sheppard, Ronnie McDowell, R.C. Bannon and Louise Mandrell, echoes Collins statement about being open to outsiders. Said Kilian, “I’m not dumb enough to deliberately turn down a hit song if we don’t publish it. It’s ridiculous to think we’d close our doors to outsiders and publishers.”

Collins added, “If you check carefully, you’ll see that on the artists I’ve produced, there have been a number of outside songs recorded.”

Both executives agreed that they view their publishing operations as a chief source of songs; however, as Kilian notes, “Even with all the work that Tree has (approximately 100) we can’t find all the songs we need.”

No Limits

Collins said that “when I was in publishing only, we didn’t have that many songs recorded. I think it’s good business to be a producer and although I have cut a number of Pi-Gem songs, I never limit myself to just our company’s songs.”

Bob Montgomery is another producer/publisher, heading the House of Gold publishing companies and producing such acts as Susie Allison, Kenny Dale, Razzzy Bailey and Lobo, stated that “some of the biggest records I’ve produced have been outside songs. My record speaks for itself — our publishing company had 23 chart records this year and I only produced seven of those. Also, on two of those seven records, I sent the songs to someone else first and they turned them down, but I believed in them so much I cut them.”

Two Hats

Montgomery also stated he wears “two hats. You have to get the best songs as a producer for your artist and you have to develop writers and songs for acts as a publisher you don’t produce.”

In a survey of some of the top publishing execs who don’t produce, most agreed that with few exceptions, the producer/publisher were generally open to outside material although the song had to be a “great” song for a single and not a “good” song for an album cut. Although no producer was willing to admit publicly that they felt frustration pitching songs to the producer/publisher but also admitted that the successful producer/publishers have always been open to an outside song and that if the publishing organization was organized and equipped properly, the production arm was good business.

SHEPPARD FETED AT PARTY — T. G. Sheppard was recently treated to a surprise party when his song “Cash Box” went to #1 on Cash Box Country Charts. Pictured at the Jack D. Johnson offices in Nashville are (l-r) — Jack D. Johnson, T. G. Sheppard, Ray and Andy Wickham, vice president at Warner Bros., Nashville, Sonny Throckmorton, writer of the song; Sheppard; Byron Binkey, television producer; Buddy Kilian, president of Tree Publishing and Sheppard’s producer; and Judith Newby, vice president, Jack D. Johnson Talent, Inc.

Cash Box / November 10, 1979
Four Of The Reasons Why Our Country Is The Best Country In The World.

- **Hank Williams, Jr.**
  - Whiskey Bent and Hell Bound (E.427)
  - Rockin' the family traditions.
  - Produced by Jimmy Bowen
  - Featuring the single, "Whiskey Bent and Hell Bound" (E.45315)

- **Mel Tillis**
  - Me and Pepper (E.236)
  - Always the Entertainer of the Year.
  - Produced by Jimmy Bowen
  - Featuring the single, "Blind in Love" (E.46536)

- **Eddie Rabbitt**
  - The Best of Eddie Rabbitt (E.453)
  - Ten songs, ten number 1 hits.
  - Produced by David Malloy

- **Roy Head**
  - In Our Room (E.254)
  - Still treatin' you right.
  - Produced by Jimmy Bowen
  - Featuring the single, "In Our Room" (E.41934)

On Elektra Records and Tapes

[www.americanradiohistory.com](http://www.americanradiohistory.com)
**REVIEWS**

**CHARLIE RICH** (United Artists UA-X13525-Y)

You're Gonna Love Yourself In The Morning (2:37) (Combine — BMI) (Donnie Fritts)

This Donnie Fritts' song is a minor classic and Rich's cut should bring it the attention and success it deserves. A strong, solid ballad, delivered as only the "Silver Fox" could do it.

**RAY PRICE** (Monument 45-290)

Misty Morning Rain (3:23) (Almarie — BMI) (Don Chappell)

Ray Price has the smooth, easy style to deliver this gentle ballad perfectly. The strong chorus should make it popular with radio listeners.

**GAIL DAVIES** (Warner Bros. WBS 49108)

Blue Heartache (1:56) (Lizzie Lou — BMI) (P. Craft)

Gail steps out with a bluegrass flavored number written by Paul Craft that is catchy and filled with sweet harmonies. The record is short and upholds Gail's reputation as an artist to watch.

**FREDDY WELLER** (Columbia 1101149)

Go For The Night (2:34) (Buzz Canon — ASCAP/Young World — BMI) (B. Canon-Weller)

An up tempo song with a strong feel and good chorus about the frustrations of everyday life and the release the night can give you. An excellent record that will get requests.

**HELEN CORNELIUS** (RCA JH-11753)

It Started With A Smile (3:05) (Pi-Gem — BMI/Chess — ASCAP) (H. Cornelius-J. Konnee)

A lush ballad that begins with just Helen and a piano and builds strongly. Helen is one of the finest singers in country music. This record will let listeners know she can do it on her own.

**GLEN CAMPBELL** (Capitol P-4799)

My Prayer (2:37) (Seventh Son — ASCAP) (M. Smootherman)

Culled from his "Highway Man" album, this ballad brings forth a potent message from Glen who, as usual, sings it in his fashion.

**DONNA FARGO** (Warner Bros. WBS 49093)

Preacher Berry (4:21) (Prima-Donna — BMI) (D. Fargo)

Donna has had a lot of success recently with self-penned numbers that feature a recitation and a strong chorus where she sings. This is no exception here and the message should make it a hit again.

**JEANNE PRUETT** (IBCJ 005)

Back To Back (2:43) (Scott-Ch & Brandy — ASCAP) (J. McBee-J. Pruett)

This song has a punch to it, both lyrically and musically and should put Jeanne back on the charts prominently. Nice hook in the chorus.

**SINGLES TO WATCH**

**BOBBY HOOD** (Chute CR 0009)

It Takes One To Know One (3:11) (Blackwood Music Inc./Fullness Music — BMI) (Jerry Fuller)

**BOBBY VINTON** (Tapestry TR 002)

Make Believe It's Your First Time (3:27) (Music City Music, Inc. — ASCAP) (Morrisson-Wilson)

**GLENN SUTTON** (Mercury 57009)

The Football Card (4:01) (Flagship Music Inc. — BMI) (Glenn Sutton)

**SANDY POSEY** (Warner Bros. WBS 49104)

Black Is The Night (3:40) (Amy's Mom's Music/Heavy Duty Songs — ASCAP) (Sandy Posey Robinson)

**JOEL HUGHES** (LS LS-175)

Tenamock Georgia (3:34) (Lisa Music — ASCAP) (J. Cunningham)

**AMY** (Decade DC-101791)

Band Of Gold (2:49) (Blackwood and Gold Forever — BMI) (R. Dunbar/E. Wayne)

**JERRY ABBOTT** (Texasville TEX-8679)

Over You (2:59) (Valance Enterprises/Pantego Sound — BMI) (J. Abbott/G. Pierce)

**CHARLIE ALBERTSON** (Hilltop HTS 144)

She Was Charlie's Pride (2:17) (Debdenve Music, Inc. — BMI) (Even Stevens)

**OL'T'S IN TOWN** — Tom T. Hall — RCA AHL-1-3495 — Producer: Roy Dea and Tom T. Hall — List: 7.98

This album is vintage Tom T. at his finest, singing straight country songs with the lines as only he can write them. The only complaint here he didn't write is James Taylor's "Old Habits Don't Die". Hard proving OL'T has excellent taste in other writer's songs as well as his own. Bass tracks include,"Girl You Sure Know How To Say Goodbye," "The Old Side of Town," and "I Left You Some Kisses On The Door."

**WHAT GOES AROUND COMES AROUND** — Waylon — RCA AHL-1-3493 — Producer: Richie Albright — List: 7.98

Muscally, this is probably one of Waylon's best efforts ever with superb songs enhanced by tasteful production and Waylon's distinctive vocals. Each cut is a gem with the best being, "I Ain't Living Long Like This," "If You See Her," "Ivy Tower," the single "Come With Me" and the superb "Another Man's Fool." Waylon continues to ride high on all formats.

**MY VERY SPECIAL GUESTS** — George Jones — Epic 35544 — Producer: Billy Sherrill — List: 7.98

This long awaited album from country music's premier singing talent features special guests Waylon Jennings, James Taylor, Emmy Lou Harris, Linda Ronstadt, Tammy Wynette, Willie Nelson, Johnny Paycheck, Elvis Costello, Dr. Hook and Mavis Staples contributing songs and vocals on the tracks. This should bring Jones the recognition he deserves as a powerful musical force.

**ME AND PEPPER** — Mel Tillis — Elektra 6E-236 — Producer: Jimmy Bowen — List: 7.98

In case you're wondering, Pepper is the horse pictured on the cover. He does not sing or play on this album, however this does not stop it from being a fine example of Tillis' singing and playing prowess. Best cuts include the single "Blind In Love" as well as "Uplift All The Way," "Fooled Around And Fell In Love" and "Black Jack. Water Back."


Moe is a rare breed — a country artist who sings true, hard country music. He pulls no punches musically and this album is once again a delight for the mainstream country fans. Best cuts include "I Cheated Me Right Out Of You," "Gonna Honky Tonk Right Out On You," "We Start The Fire," and "Man Of Means." If albums could fit on jukeboxes, this one should be there.

**WHISKEY BENT AND HELL BOUND** — Hank Williams Jr. — Elektra 6E-237 — Producer: Jimmy Bowen

Hank Jr. seems intent on celebrating life as a wild, woolly, hell raising experience. From the title cut onward, it seems he's living and singing about the darker side of life. Best cuts include "(I Don't Have) Anymore Love Songs," "Old Nashville Cowboys" and The Conversation," sung with Waylon Jennings, which seems to tie the album together thematically.

**IN OUR ROOM** — Roy Head — Elektra 6E-234 — Producer: Jimmy Bowen — List: 7.98

Roy Head has a powerful voice, and combined with the production talent of Jimmy Bowen and some great songs, he emerges with a fine, well-balanced album. Each cut shows diversity with the best including "Isn't The Size Of The Wave," "In Our Room," "Believe Those Love Songs" and "Silence On The Line."

**FROM THE HEART OF HOUSTON** — David Houston — Derrick DRC 1002 — Producers: Ray Baker and Tillman Franks — List: 7.98

Houston's debut album for his new label features an impressive line-up of Nashville session players, as well as a diverse batch of songs that cover everything from country blues ("The Lovin' Kind") to honky tonk ("Best Friends Make The Worst Enemies.") Houston's vocals are quite adaptable to each of the influences, but his country heart really shines on "Faded Love and Winter Roses."

**VARIOUS INSTRUMENTAL SOUNDS SNOW-STYLE** — Hank Snow — RCA AHL-1-3511 — Producer: Hank Snow — List: 7.98

In this attractive instrumental package of 20 old favorites, Hank Snow demonstrates why he is a 1979 inductee into the Country Music Hall of Fame. The songs encompass a variety of musical genres. All of the guitar work on the LP is done by Hank Snow, with the exception of bass, compliments of Chet Atkins. A definite must for guitar buffs.

JUST A LITTLE PINCH — When you are one of the hottest performer/songwriters of the year, you can persuade people to do things like try a little snuff. Here, Charlie Daniels (I persuade(s) (I) Joe Sullivan, Sound Seventy Productions, Frances Preston, vice president of BMI, and Del Bryant, director of performing rights, BMI, to take a little dip. The group was together celebrating a new long-term writer and publisher agreement between Daniels and BMI.**
Juke Box Operators Important Part Of Country Music Sales

by Jennifer Bohler

NASHVILLE — Juke boxes have long been fundamental outlets for records, particularly country records. It is estimated that 70%-80% of country singles sold are sold to juke box operators, and there are from 450,000-500,000 juke boxes across the nation. From Nov. 3-11, the Amusement and Music Operators of America (AMOA) is holding its annual meeting in Chicago.

Label marketing strategists are well aware of the potential of juke box exposure, and agree that juke boxes are an integral part of the country music business.

Importance Of Juke Boxes

"Juke boxes mean everything to us. They are the difference between making a hit record and not making a hit record," said Dave Wheeler, director of national country sales with RCA, Nashville. "You people call a lot of one-stops and base your charts on sales (the Cash Box Country Singles Chart is based on sales as well as juke box sales). if one-stops that do a large percentage of juke box business are not called, then we're not going to get the reports. It's as simple as that. Our sales pattern is largely juke box oriented."

"Juke boxes mean a great deal in the way of exposure," said Chic Doherty, vice-president of marketing, MCA, Nashville. "It's like radio, if you hear it (a record) on a juke box, you are more apt to buy it. It's a great vehicle. We really go after that, particularly in country. Sometimes juke box sales are 20% to 60% of the country singles sales that you do get."

Radio And Juke Boxes

Although he agrees that juke box exposure does account for sales on the consumer level, Stan Byrd, national sales promotion director, Warner Bros., Nashville, feels that the greatest exposure of a record still comes through radio.

Radio is what makes people familiar with a record," said Byrd, who cites Emmylou Harris and Donna Fargo as particularly strong in juke box sales. "They're just not going to play a selection on any juke box that they're not familiar with. Where a record becomes a hit is essentially a combination of radio and juke box exposure. The idea is to get the song on the radio so people will hear it and like it. The juke box operator puts it in his box and it draws quarters. When it does that, he keeps it on his box. If it doesn't draw quarters, he takes it out."

Key Element

"Juke box operators do try to be early on a record," Byrd added. "They take pride in buying a record the first week of its release. They are a key element of our business, and I wish we had the secret of making every record we give them the type of record that would pull tremendous amounts of quarters. Then they would put every record we released into their box."

Besides a vehicle to exposure, Roy Wunsch, director of marketing, CBS, Nashville, sees the juke box as an important instrument in gauging the viability of a record in the marketplace. Juke box operators, specifically those dealing in country merchandise, seem to be most attracted to the more traditional country product. Promotion men offer exposure.

"Juke boxes from a country standpoint are largely honky tonk. They are in country locations where they listen to beer-drinking or crying songs," offered RCA's Wheeler. "I tend to think there are some juke box operators that specialize in a lot of country locations, or have a lot of country locations as part of their route," said Wunsch. "And I think that a lot of the traditional artists. George Jones for instance, and Mac Bandy, are very strongly accepted from a juke box standpoint."

Specialties

"I tend to think that the traditional song and artist that's known for his traditional music is many times automatically put into a country location because of name familiarity and name value."

Leaf Records Issues Jim Norman Album

NEW YORK — Leaf Records, a new record company, will release its first record by country artist Jim Norman, in November. The company, whose executive vice president is Randall Weeks, is located at 815 Tristam St., Post Office Box 1297, Hurst, Texas 76053, (817) 268-3276.

CASH BOX HONOREES — During the week of the Grand Ole Opry Birthday Celebration, Cash Box presented its awards for the year honoring country music artists and executives. Pictured above (l. to r.) are: Paul Smith and Frank Mooney of CBS, Jim Sharp, Cash Box, Charly McClain, Mel Albert, Cash Box, and Rick Blackburn, CBS; (r.) Korro Wilson, Sharp, Con Hunley, Andy Wickham of Warner Brothers and Albert; (r.) LeRoy Sather and Irv Woolsey of MCA, Sharp, Jerry Glower, Albert and MCA's Neil Hartley.

Backstage with Kenny Rogers and Dottie West are Pati Bryant, Woods, Dottie West, Kenny Rogers, Jennifer Bohler, Cash Box, and Jerry Seabolt. (c.) Paul Smith and Rick Blackman of CBS, Sharp, Charlie Daniels, Albert and Frank Mooney; (r.) Albert, Jim Halsey and Diana Pugh.

The Country Column

LOLLIPOP PHANTOM LOOSED ON DJs — Last week 4,600 DJs across the nation were stricken with a baffling ailment — candy coated tongue. Circumstances surrounding the curious event are identical in each case. The jock went to work, as was his habit, each day, but on this particular day, he or she received via the U.S. postal service an innocent looking package. Little did the unsuspecting person know that in that package was a sugar nidden lollipop, notorious for leaving a candy coating on the tongue. All fingers point to one culprit — the "Phantom of the Opry," Ronnie Prophet, who is rumored to be hiding out in the bellfries of the old Ryman Auditorium.

Earl Thomas Conley is sporting a new look these days, which isn't exactly what he set out to do when he trusted himself to a friend with hair clippers. Seems a combination of too much patching and the wee hours of the morning caused Conley to lapse into a temporary state of "who cares?" Next thing you know, he was sound asleep in a barber chair, with a happy-go-lucky barber who decided to take matters into his own hands and shape the new image of a well-groomed, beardless Conley. Oh well, so much for a beard that took years of careful cultivation. The Oak Ridge Boys will be rockin' in the New Year when they make a special appearance on Dick Clark's "Rockin' New Years Eve Show." Besides the Oaks, Blondie, the Village People, Chic and co-hosts John Schneider ("Dukes of Hazzard") and Ernie Moran ("Happy Days") will be appearing on the 90-minute show.

This exposure should help the Oaks cultivate a whole new crop of fans.

DRINKING HIS WAY TO FAME — Have you ever noticed the number of drinking songs Eddie Rabbitt has released? The Women's Christian Temperance Union has recently sent Rabbitt a rather spirited letter, taking him to task for the lyrical content of quite a few songs Rabbitt's released. Oh well, what can you say?

The new Johnny Cash double vinyl was shipped to last week, and there seems to be some confusion on the marketplace about the album. No, it is not a greatest hits package. It is, as Cash describes it, the album "I've wanted to do all of my professional career." The package is a mixture of Cash-penned tunes and some covers that have never been recorded by Cash before. So look for it in a classy black cover with gold lettering.

April/Blackwood's Charlie Monk was surprised last week with a birthday party. But he was even more surprised with the selection of gifts he received. Well, actually there was really no selection. Charlie, what are you going to do with all those socks!?

ASCAP celebrated its 65th anniversary recently. In tribute to the organization's work, the Department of Braille Systems for the state of Tennessee prepared and presented braille copies of the ASCAP Hit Songs Book to Society president Stanley Adams, as well as to various blind ASCAP members and libraries for the blind.

But there's still more in the machinery department. Hank also saw fit to buy a second airplane, a 1979 GMC pickup truck and an International Diesel tractor for working on the farm. One more bit about Hank! His autobiography "Living Proof," co-written with Michael Bane, is now out on the streets. And Hank will be joining the illustrious cast of the rock & roll comedy movie, "Roadie."

STUDIO TRACKS ... Ronnie McDowell and producer Buddy Killen are in Nashville's Sound Town recording the follow-up single to "Little David Wilkins and producer Eddie Kilroy are in Nashville's Fireside Studio. Tom Pick and Roy Shockley are sharing technical duties."

Hank Williams' original Drifting Cowboys are still hard at work on the road. They are scheduled to make a special appearance with the 50-plus member New Orleans Pops Orchestra July 11-12, 1980. The Cowboys will also make a combined appearance with Bob Wills' Texas Playboys in Midland, Texas June 21. In early May, the Cowboys will appear in Germany, France, and the United Kingdom.

Jennifer Bohler
AWARD WINNERS — In the Oak Ridge Boys’ dressing room during the CMA convention are Duane Allen, Jim Sharp, Cash Box, Joe Bonsall, Bill Golden, Richard Sterban, Patti Bryant and Mel Albert, Cash Box and kneeling, Don Cusic, Jennifer Bohler and Ken Woods of Cash Box. (c) Cusic, Jeannie Kendall, Albert and Royce Kendall; (r) Sharp, Irby Mandrell, Tom Collins, Barbara Mandrell, Jim Foglesong, Albert, and Woods. During the week of the Grand Ole Opry festivities, country music artists and executives were honored with Cash Box awards.

Sharp presents Hank Williams, Jr. with his award; (c) Mae Boren Axton, Sharp and Elroy Kahaneck receive the award for Jeremiah Records; Sharp, Tree executives Don Gant, Donna Hiley, Buddy Killen, and Jack Stapp and Cusic. The Cash Box Awards honored both country artists and executives in several categories.

Shown above, (l) Sharp, producer Tom Collins and Albert; (c) Sharp, MCA’s Irv Woolsey, Fogelsong and Tony Tamburrano; Albert (r) Woods, Joe Galente, Jerry Bradley, Sharp.

Pictured above, (l) Sharp, Skip Stevens, Robert John Jones and Brien Fisher of Ovation, Albert, and Mike Radford of Ovation; (c) RCA’s Jerry Bradley, Woods, Charley Pride, Cusic, Joe Galante of RCA and Sharp; (r) Warner Bros. recording artists the Bellamy Brothers with Sharp in the center.

Show above with RCA artist Razzy Bailey (c), are Sharp, (l) and Cusic; Ernest Tubb recives his award on stage from Albert; songwriter Bob McDill and Cusic.
He's living proof of a family tradition. And his new single is rocking the country charts ... again.

"WHISKEY BENT AND HELL BOUND"

From the album, WHISKEY BENT AND HELL BOUND

Produced by Jimmy Bowen.

On Elektra Records and Tapes.

Exclusive management

J.R. Smith
MISSISSIPPI QUEEN — Columbia artist Crystal Gayle recently performed at New York's Bottom Line. She has been touring in support of her first Columbia LP, "Miss The Mississippi." Pictured backstage are (l-r): Rick Blackburn, vice president of Nashville marketing for CBS Records, Gayle, Tom McGuiness, vice president of sales branch distribution for CBS Records, Paul Smith, senior vice president of marketing branch distribution for CBS Records, and Frank Mooney, vice president of marketing branch distribution for CBS Records.

MOST ADDED COUNTRY SINGLES
1. YOU KNOW JUST WHAT I'D DO/THE SADNESS OF IT ALL — CONWAY TWITTY & LORETTA LYNN — RCA — 47 REPORTS
2. HELP ME MAKE IT THROUGH THE NIGHT — WILLIE NELSON — COLUMBIA — 43 REPORTS
3. WHEN I'M GONE — DOTTYS — RCA — 22 REPORTS
4. UNTIL TONIGHT — JUICE NEWTON — CAPITOL — 21 REPORTS
5. TILL I STOP SHAKING — BILLY "CRASH" CRaddock — CAPITOL — 15 REPORTS
6. I'M COMPLETELY SATISFIED WITH YOU — LORRIE & GEORGE MORRISON — 4 STAR — 14 REPORTS
7. MISSING YOU/HEARTBREAK MOUNTAIN — CHARLIE DANIELS — RCA — 13 REPORTS
8. SHARING — KENNY DALE — CAPITOL — 13 REPORTS
9. I DON'T WANT TO loose YOU — CON HUNLEY — WARNER BROS. — 13 REPORTS
10. A LITTLE GETTING USED TO — MICKEY GILLEY — Epic — 13 REPORTS

MOST ACTIVE COUNTRY SINGLES
1. I'VE GOT A PICTURE OF US ON MY MIND — LORETTA LYNN — RCA — 51 REPORTS
2. WILLIAM & HELL BOUND — HANK WILLIAMS, JR. — ELEKTRA — 50 REPORTS
3. MY WORLD BEGINS AND ENDS WITH YOU — DAVE & SUGAR — RCA — 47 REPORTS
4. HAPPY BIRTHDAY DARLIN'/HEAVY HEARS — CONWAY TWITTY — 45 REPORTS
5. I'M SORRY HEELED ME — ANNE MURRAY — CAPITOL — 39 REPORTS
6. YOU SHOW ME YOUR HEART (AND I'LL SHOW YOU MINE) — TOM T. HALL — RCA — 39 REPORTS
7. I CHEATED ME RIGHT OUT OF YOU — MOE BANDY — COLUMBIA — 36 REPORTS
8. BLIND IN LOVE — MEL TILLIS — ELEKTRA — 34 REPORTS
9. TELL ME WHAT IT'S LIKE — BRENDLE LEE — MCA — 34 REPORTS
10. IF YOU LOVE ME — STEPHANIE WINSLOW — WARNER/CURB — 32 REPORTS

THE COUNTRY MIKE
TM SPECIAL PROJECTS RELEASES CLEAR CREEK — Clear Creek, a 24-hour radio special produced by Elektra Recording Artist Mickey Gilley, is the original Country Music Festival exclusively for radio featuring today's country sounds. There are over 50 artists appearing on the special, including Dolly Parton, Willie Nelson, Emmylou Harris, Waylon Jennings, Charley Pride, Mel Tillis, Jerry Reed and others. The package includes backstage interviews with Rederie/Denver operations manager Jay Hoffner is the consultant to Michael and Robert Lee of Brown Bag Productions, who produced the show. Ron Nickell, vice president of TM Special Projects, is in charge of the packaging and distribution of the program. Clear Creek has already been sold to radio stations in Miami, Chicago, WMZQ/Washington D.C., and WEET/Richmond. The idea for this special came from a pop project a few years back called Paradise Rising, also produced by the Denver-based Brown Bag Productions.

MUSIC DIRECTOR PROFILE — Bill Perkins, MD for KTIS/Springfield, has been in radio for the past five and a half years. Bill went to work right out of high school for KRMD/Osage Beach, Mo. in 1974 as an air personality and sales manager for the station. In 1975, he went to KJWP/Wayneville, Mo. as sports director doing play by play in the football and basketball programs in the area. Bill has his first class, which he got in 1975, after attending Elkins Institute in Dallas. He had been with KTIS/Springfield since 1977, when he began doing the all night show at the station. Bill then went to afternoon drive at KTIS and just recently became the MD at KTIS along with handling his midday air slot.

WDLW is a new 5.000 watt station in Boston that is programming country music 24 hours a day. Glenn Shields is the PD. Barry Goliver is handling the promotional chores of the station. The station address is P.O. Box 363, Boston, Mass. 02101. The telephone number is (617) 890-1400. This station should be added to your country mailing.

KRMQ PARTICIPATES IN GOAT-TYING CONTEST — KRMQ/Shreveport recently participated in the Louisiana State Fair Rodeo Finals in the goat-tying contest. KRMQ midday air personality, Dave Wimbish, won first place in that event while KRMQ PD/MD Tom Phifer took fourth place. Also, afternoon drive person, Jonathan Haze, recently was the ringmaster at the Circus Vargus on KRMQ night at the circus.

WHV/New York recently hosted United Artists' Cristy Lane and Warner Bros.' Big Al Downing as guest duets. Cristy was guest duet on afternoon drive air personality Mike Fitzgerald's show while Big Al gave away a new 5.000 watt car on an evening show.

WEED SPONSORS COUNT THE SONGS PROMOTION — According to WEED/Pittsburgh MD Barry Mardit, WEED is giving away eight Las Vegas vacations in its Count the Songs Contest. The object is to count the number of songs from starting point to finish and be able to tell the station the correct number of songs played during that time by calling or writing in on a postcard to the station. Listeners who call in are instant winners of prizes given away. All entries are placed in a drawing for the eight Las Vegas vacations.

The KECB/Okahoma City jock line-up, according to PD/MD Lynn Wegginner, begins with PM/MD Lynn Wegginner in the mornings from 6-9 followed by Al Hamilton with the 9-noon show. Dave Maldonado takes care of noon-3 while Jay Shankle is in charge of 3-6. Andy Rivers is the midnight air person with Carl Corruck doing the all night show at KECB.

THE COUNTRY MIKE

COUNTRY MIKE

PROGRAMMERS PICKS

Dugg Collins KZIP/Amarillo I'm Completely Satisfied With You — Lorrie & George Morgan — 4 Star

Albert Cox KOUL/Corpus Christi Help Me Make It Through The Night — Willie Nelson — Columbia

Cathy Hahn KLAG/Los Angeles Pour Me Another Tequila — Mickey Gilley — Elektra

Mary Sherwood WAXX/Eau Claire When I'm Done — Dottie — RCA

Lee Ranson WXCL/Peoria Smooth Talkin' — Jim Weatherly — Elektra

Don Walton KFDF/Wichita Rainy Days And Stormy Nights — Billie Joe Spears — United Artists

Terry Black KJJJ/Phoenix The Sadness Of It All/You Know Just What I'd Do — Conway Twitty & Loretta Lynn — MCA

Scott Seiden WQGT/Savannah Until Tonight — Juice Newton — Capitol

Dianne Brennan WBAM/Montgomery The Sadness Of It All — Conway Twitty & Loretta Lynn — MCA

Willis Williams WLAS/Jacksonville I'm Completely Satisfied With You — Lorrie & George Morgan — 4 Star

Mark Thomas WNRS/Ann Arbor Sarah's Eyes — Vern Gosdin — Elektra

Don Keith WJRB/Nashville You Know Just What I'd Do — Conway Twitty & Loretta Lynn — MCA

Joe Patrick WQYK/St. Petersburg A Little Getting Used To — Mickey Gilley — Epic

Tom Wayne WXRL/Reanoak The Sadness Of It All/You Know Just What I'd Do — Conway Twitty & Loretta Lynn — MCA

Cash Box/November 10, 1979
IS ROCK DYING?  - Former Studio S4 DJ, Richie Kaczor, who left the club in protest against owner Steve Rubell’s decision to introduce disco-fusion and rock music into the DJs’ playlist, may be returning to the studio. Rubell has told the club’s current DJ, Roy Thode, that it is no longer necessary to spin rock music. It seems that Rubell has been getting complaints from the DJ’s reps that the kids are not enjoying the music being played. Since Rubell was unavailable for comment at press time, reportedly has decided that DJ is just a fad. Kaczor’s return no doubt has something to do with Rubell’s changed attitude toward the dance music.

YES, SHE’S THE DJ - Susan Neale, who spins at New Orleans’ Club 411, has had a special T-shirt printed that says, “Yes, I’m the DJ.” Susan wears it at the 2500-capacity Club, which caters to “young executive types,” because “I was tired of being the black woman and being the black woman and if I knew what the bathroom was.” A spinner for two years, formerly at Zachary’s and Night Fever, the 24-year-old DJ is also Secretary of the New Orleans Spinners Union. When asked why she became a DJ, she said that she got tired of hearing new things and if she heard something she could spin. A DJ at the Clube, Susan used to go to the disco and watch New Orleans Record pool president Al Paez and Brian Burke spin. Interested in the art of spinning, Susan set up turntables at home and learned how to mix records. When she finished school, she went right into disc jockeying. As being a psychologist, she feels like she’s at the mood of the disco patrons and helps change their songs accordingly. Usually, she starts out the evening with pop or even early disco by spinning for the rest of the evening. She doesn’t seem to have caught on in New Orleans. Although unsure of her ultimate career plans, Susan says, “I’d like to stay in the recording business, but I don’t know what I’m doing.” The tunes most likely to cause a stampede to the dance floor at Club 411 this week are “every single song off the Fever LP,” according to Susan, and Giorgio Moroder’s “E=MC2.”

“THE PHONE” - Glory-Down’s DJ, Roy Abraham took time out from his busy promotional tour of NYC discotheques to call the L.A. office of Cash Box and discuss his forthcoming two record set on Fantasy Records.三位一体 of his “Living Proof” LP were taken live last spring at the Hollywood Palladium. The dance number, “Can’t Stop Dancing,” penned by Stivel, will be released as a 12” off the album. Numerous artists, most notably Barbara Streisand, have said they prefer studio recording over live performances. Stivel is not one of them. “I love performing live. It’s more exciting. I like getting off my audience’s vibe and getting into the rhythm. I don’t like being the slave to a studio microphone or to a producer.” The new LP is described by Stivel as an eclectic mix of disco, jazz, blues, rock ‘n’ roll and even some new wave. Of course, there is Stivel’s signature falsetto vocalizing. The performer recently returned from a shopping spree in Paris where he purchased a matching set of signed and numbered Salvador Dalí candleholders. They will be placed in Stivel’s feature chest which contains a variety of LP’s and 45’s, and a collection of posters and photos of his favorite artists, among which Stivel can keep it.” He says. After New York, Stivel goes to Los Angeles, where he will open for Dionne Warwick at the Circle Star Theater in San Carlos, CA., a suburb of San Francisco.

DISCO TAKES ON CLASSICAL - Don’t expect the conversation to be all business when you talk to producer Alec Costandinos, who recently debuted as an artist with his “Synthetic Orchestra” LP on Casablanca. First he wants to talk about the recent L.A. earth quake, which appeared to have had no effect on the people who make music. As the album has a reputation as a “Liverpool band,” The Lilly whites LP is a punning homage to Stravinsky’s “Spring” original. “The Pontius Pilate” cut features such surreal lyrics as “Pontius Pilate, Pontius Pilate, wash your hands and go ahead and do it.” The timbres of the renowned Orchestra of Los Angeles, including John Allard and Alan Jacobi. Jacobi also plays the flute on the record, and it is literally a 14-karat performance. Explains Costandinos. “Playing on a solid golden instrument gives you a sound like no other. And you have to use 14-karat gold. 14-karat is too soft, and 12 doesn’t produce as fine a sound.” Costandinos has no plans to make the LP a best-seller. The LP will perform (he plays the piano on the album) career. The 35-year-old Greek-Armenian bachelor left Cairo at the age of 18 to study economics in Paris. At 21 he dropped out of school and moved to Australia. Disliking the music scene there, he soon returned to France where he landed a performing contract with Barclay Records. Costandinos now works out of his Beverly Hills office and most recently finished producing Tony Raino’s “Burnin’ Alive” LP, also on Casablanca.

SPLOSHES IN THE POOLS - The Music Hall is the place, and Sylvester, Shy and Jeffy (continued on page 4)

REVIEWS

CHER — Singer — Casablanca NBLP 7184 — LP

Cher is back with a tasty concoction of MOR disco, soulful pop and a touch or two of big band. The up-tempo “Boys & Girls” stops just short of new wave, while “Hell On Wheels” should duplicate “Take Me Home” popularity in the discos. Cher’s mannish vocal style dooms this LP on its release day, and the whole gang is in R&B. The heavy beat and heavier horn work of the original’s proofs perfectly adapted to the equally heavy beat of disco. The seven discoed songs are “Dance To The Music,” “Sing A Simple Song,” “I Get High On You,” “Monday People,” “You Can Make It If You Try,” “Stand!!” and “This Is Love.” Remixed by John Luongo.

SPINNERS — Dancin’ And Lovin’ — Atlantic SD 19256 — LP

At the title accurately predicts we will be treated to this lushly orchestrated R&B flavored album. The Spinner’s smooth ensemble vocalizing meshes well with the eerie synthesizer, “Let’s Boogie, Let’s Dance” is the surprise hit of the album. It begins with a slow, mellow, Barry White-style intro, then gently segues into a medium BPM dance track. The group’s cover of “Working My Way Back To You” is a fresh and graceful and third act of the Frankie Valli hit.
EXECUTIVES ON THE MOVE
(continued from page 14)
Sony Names Marks — Jeffrey Marks has been appointed advertising manager of the Magnetic Tape Division of Sony Industries, a unit of Sony Corp. of America. He joined Sony a year ago, and was advertising manager for Sony Industries’ Business Products Division. Previously, he was data systems advertising manager for Philips.
Arista Names Johnsen — Arista Records has announced the promotion of Joyce Johnsen to manager, production services. She began working at Arista Records in January 1979 as tape manager. Before joining the label she was with HiLL Records (formerly Avco) for five years.

Poor Cassette Fill Attributed To Manufacturing Crunch
(continued from page 7)
Cassette duplicating facilities are enjoying “overflow” work farmed out by major manufacturers who cannot meet the production demands within their own facilities.
Frank Urbaets, manager of MCA’s Gloversville, New York pressing plant, produced figures that revealed the growth of cassettes from 30% of the firm’s work load in October 1978 to 42% of the work in October, 1979. “Our workers have been working six-day weeks and in some cases on holidays,” Urbaets said.
In addition, Urbaets revealed that the firm has stepped up its production pace from a one-shift day prior to the summer to a three-shift day by the summer’s end, which means that cassettes, as well as other LPs, are being manufactured around the clock.
Urbaets also revealed that MCA had, in fact, delegated its overflow work to several different independent facilities on the west coast.

High-Pressure Situation
Even among those independent facilities that are handling overflow work for the majors, the situation is one of high pressure. They’ve put impossible demands on us,” said Jerry Gottlieb, president of the Ridgefield, New Jersey-based American Tape Corporation. “The cassette tape business has exploded and everyone has gone crazy trying to fill the pipeline.”
The Canoga Park, California-based ARS Recording Services is another independent firm that has garnered record company overflow work for Capitol-WEA, and MCA. According to Bob Goldman, vice president and general manager, “We’ve been very busy even without the overflow work. In general, our cassette production, which was half that of eight-track last year, now slightly exceeds that of eight track, and WEA alone, for example, has given us 50% more work this year than last year.

Doubled Capacity
This is confirmed by Dave Goldstein, vice president of operations for the New York-based Preferred Sounds, Inc. “While we don’t do a great deal of overflow work, it’s increased dramatically within the past six to eight weeks,” said Goldstein, who listed RCA, Capitol & WEA among the firm’s accounts. “Within the past three months, we’ve had to double our capacity for cassette duplication.

Wesley Wood, chairman of the board of Candleight Music, Preferred Sound’s parent company, offered an assessment of the factors that led to the current crunch. “Business was soft for the majors for most of the year, and everybody held back with their releases. Suddenly, in the fourth quarter, everybody went bananas, and all simultaneously. This was compounded by the fact that the past six months has seen Ampex and GRT close their doors. These were two of the largest manufacturers, who between them accounted for the production of 300,000 units a day.

When you combine the absence of these operations with the fact that the majors had been laying people off all year and were understaffed, you have a situation of severe undercapacity in the business. So between the cassette explosion in general, and the fourth quarter explosion in particular, everyone’s gone crazy. Our firm is working three shifts now, and we are literally unable to accept any more work.”

Perkins Named Head Of Warp Factor One
NEW YORK — Ike Perkins, former east coast regional director for ABC Records and local Philadelphia promotion representative for Motown Records, has been named president of Warp Factor One, the production company for Salsoul recording artists Instant Funk. Warp Factor One is based at 1526 Walnut St., Philadelphia, Pa., 19102, telephone (215) 568-0500.

McCartney, wife Linda; Wayne Sleep, principal dancer for the Royal Ballet Company and the ballet record holder; Leslie Hill, EMI Records; Lord Delton, EMI chairman and chief executive. McCartney, Barry Saksing, EMI Films and Ken East. EMI McCartney also received a cake shaped as the Book of Records.

Grammies Entries
(continued from page 8)
doubt arose during the sessions, the selections were listened to by the screening panel before determining by majority vote where each should be assigned.
Some of the Grammy entries had already been screened by Recording Academy committees in New York and Nashville in the jazz, country, Latin, gospel, comedy, children’s and spoken word categories. Classical entries in all ten categories were also previously screened by a panel of experts in that field in New York.
Pre-nomination lists which include the results of all these screening sessions will be submitted early this month to the Academy’s Board of Governors for review and then to the Academy’s National Trustees for approval of categorization. All of the Academy’s voting members will receive lists of these approved entries in addition to their ballots in early December.
In January, the final Grammy nominations will be announced.
Second round ballots will be mailed, along with lists of all final nominations, to all voting members in mid-January. The results of these votes will determine the winners in all 58 categories, to be announced during the “Grammy Awards Show,” to be broadcast live from the Los Angeles Shrine Auditorium on Feb. 27 over the CBS television network.

Stations Push ARBs
(continued from page 21)

Advertising
In the area of advertising, most of the stations surveyed indicated that, for the most part, such things as TV spots, billboards and newspaper ads are being used during the ratings period, but not really at a rate more frequent than at other times in the year.
Finally, in the area of special programming, most of the stations surveyed indicated that nothing out of the ordinary was being done. Still, many of the stations did acknowledge that various syndicated programs like “The Beatles A-Z,” “The Rolling Stones A-Z,” the “Fantasy Park” concerts and others have been run during the rating period.
Other stations have even gone one step further, programming around original themes like Metromedia’s “Rocktober” and KTLK/Denver’s “Song Battles,” a round robin elimination feature pitting top hits against each other, with callers deciding which song will continue being played for the weekend.
One final note, however, was offered by KQDA-FM/Dallas PD Chuck Smith, who said, “We take the approach that we’re always being rated.”
### TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label(s)</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>DO YOU WANNA GO PARTY?</td>
<td>The Sunshine Band</td>
<td>I.A.M. SP-7400</td>
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<tr>
<td>2</td>
<td>TAKE IT HOME</td>
<td>The O'Jays</td>
<td>I.A.M. SP-7400</td>
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<tr>
<td>3</td>
<td>ROCK ON</td>
<td>Eddie Money</td>
<td>I.A.M. SP-7400</td>
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<td>4</td>
<td>ROUGH RIDERS</td>
<td>The Starpoint</td>
<td>I.A.M. SP-7400</td>
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<td>5</td>
<td>ONLY MAKE BELIEVE</td>
<td>The Spinners</td>
<td>I.A.M. SP-7400</td>
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<td>6</td>
<td>DIONNE WARWICK</td>
<td>Dionne Warwick</td>
<td>Spring/Polydor</td>
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<td>7</td>
<td>CRUSADERS</td>
<td>Crusaders</td>
<td>MCA 3094</td>
</tr>
<tr>
<td>8</td>
<td>FEEL GOOD</td>
<td>Isaac Hayes</td>
<td>Stax/Volt</td>
</tr>
<tr>
<td>9</td>
<td>ANGEL OF THE NIGHT</td>
<td>B.B. King</td>
<td>A&amp;M/RTD 4790</td>
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<td>10</td>
<td>THE BROADWAY SHOW</td>
<td>The Broadway Show</td>
<td>JZ 35575</td>
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<td>11</td>
<td>YOU DON'T MAKE BELIEVE</td>
<td>The Spinners</td>
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<tr>
<td>12</td>
<td>WINNER TAKES ALL</td>
<td>The Spinners</td>
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<tr>
<td>13</td>
<td>TENDERLY</td>
<td>Eydie Gorme &amp; Lennie Nievera</td>
<td>MCA 3094</td>
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<td>14</td>
<td>I'M A MAN</td>
<td>The Five Heartbeats</td>
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<td>15</td>
<td>ONLY ONE</td>
<td>The Four Tops</td>
<td>Motown 2579</td>
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<td>16</td>
<td>DOES YOUR NECKACHE</td>
<td>The Spinners</td>
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<td>17</td>
<td>MY LONE STAR</td>
<td>Johnny Mathis</td>
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<td>18</td>
<td>BACK ON THE BEAT</td>
<td>The Clash</td>
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<td>19</td>
<td>ONLY A WOMAN</td>
<td>Diana Ross &amp; The Supremes</td>
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<td>20</td>
<td>THREE TIME'S THE LADY</td>
<td>Doors</td>
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<td>21</td>
<td>IT'S NOT RIGHT BUT IT'S COMFORTABLE</td>
<td>The Spinners</td>
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<td>22</td>
<td>UNCLE JAM WANTS YOU</td>
<td>Funkadelic</td>
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<td>23</td>
<td>OFF THE WALL</td>
<td>Wings</td>
<td>Epic (FC 35745)</td>
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<td>24</td>
<td>IDENTIFY YOURSELF</td>
<td>The J. Geils Band</td>
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<td>MIDNIGHT MAGIC</td>
<td>Commodores</td>
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<td>26</td>
<td>STAY FREE</td>
<td>Al Green &amp; Lee Wilson</td>
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<td>27</td>
<td>RISE</td>
<td>Aretha Franklin</td>
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<td>28</td>
<td>SECRET OMEN</td>
<td>Cameo</td>
<td>Casablanca CCLP 2003</td>
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<td>29</td>
<td>WHERE THERE'S SMOKE</td>
<td>Toots and the Maytals</td>
<td>I.A.M. SP-7400</td>
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<td>30</td>
<td>XII</td>
<td>Art Back</td>
<td>Polydor SP-1-6723</td>
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<td>31</td>
<td>I'M IN LOVE WITH YOUR LOVE</td>
<td>The Spinners</td>
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<td>32</td>
<td>FIRE IT UP</td>
<td>Black Jack</td>
<td>Motown-G/Motown 829011</td>
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<td>33</td>
<td>DONNE</td>
<td>Donna Marjorie</td>
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<td>34</td>
<td>ON THE RADIO- GREATEST HITS - VOLUME II</td>
<td>Donna Summer</td>
<td>Casablanca NS-22791</td>
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<td>35</td>
<td>STREET LIFE</td>
<td>Chicago</td>
<td>Chicago Elo 9944</td>
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<td>DISCO NIGHTS</td>
<td>Various Artists</td>
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<td>FRANCE JO</td>
<td>Puff d'Lys</td>
<td>Epic SP-3741</td>
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<td>FUTURE NOW</td>
<td>Puff d'Lys</td>
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<td>WHAT CHA GONNA DO WITH MY LOVE</td>
<td>Stephanie Mills</td>
<td>Zon Music BAC-1583</td>
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<td>HEARTBEAT</td>
<td>Heart</td>
<td>Epic RS-1-1053</td>
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<td>41</td>
<td>DEVOUR</td>
<td>TG &amp; R-SP 4717</td>
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<td>ROYAL RAPPINS</td>
<td>Alliance Records</td>
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<td>43</td>
<td>IN THE BEGINNING</td>
<td>Nature's Divine</td>
<td>Arista ARL-2301</td>
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<td>SOON WE CHANGE</td>
<td>Barry White</td>
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<td>SWITCH IT</td>
<td>Motown-EMT 23737</td>
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<td>46</td>
<td>INJOY</td>
<td>Walt Harrison</td>
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<td>MINNIE</td>
<td>Minnie Riperton</td>
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<td>IN THE PUREST FORM</td>
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<td>LA DI DA</td>
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<td>RAINBOW CONNECTION</td>
<td>Peter Frampton</td>
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<td>51</td>
<td>FEEL FREE</td>
<td>Bobby Blue Bland</td>
<td>MCA-MCA 3157</td>
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<tr>
<td>52</td>
<td>BAD GIRLS</td>
<td>Doug Fiege</td>
<td>CBS-SP 223607</td>
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<td>53</td>
<td>DO YOU WANNA PLAY FOR ME</td>
<td>Stanley Clarke</td>
<td>MCA 3566</td>
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<td>54</td>
<td>SHE'S KILLING ME</td>
<td>Bruce Springsteen</td>
<td>Columbia JC 38610</td>
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<td>55</td>
<td>GET THE GIRLS</td>
<td>Pink Floyd</td>
<td>Epic (FC 35745)</td>
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<td>FEEL IT</td>
<td>The Jackson 5</td>
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<td>57</td>
<td>LOVE CURRENT</td>
<td>Jennifer Warnes</td>
<td>MCA 3157</td>
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### THE RHYTHM SECTION

**VERY HOT RUMOR IS — Jim Maddox**, vice president and general manager of the Amaturo Radio Group will be vacating that slot to involve himself in one of the bigventure is being considered, it is not yet certain what the project will be. The project will reportedly be financed by The Amaturo Radio Group, so he is not dissolving the existing relationship.

**PROGRAMMERS PICKS** — Hank Spann, program director of WBOK in New Orleans says, "I started my broadcasting career at this station, while I was still attending college," Spann met Larry McKinley, who was an announcer at WYLD, and they started discussing broadcasting. At the time, WYLD had no openings, so he went to WBOK, and was eventually hired as a weekend announcer. Graduating from the weekend slot, Spann became one of the top rated announcers in the city. "A very funny thing happened to me while I was at WBOK, just after we had received information that my ratings were highest in the city. The general manager decided that he would let me go because he said that I was hanging around with Larry McKinley too much. And an even more comical thing about the entire incident was the GM called another friend of his and got me a job in St. Louis." After Spann was in St. Louis for about a year, he got a call from WGN in Chicago. While on his way to Chicago, he stopped in Atlanta where I met Sidney Miller, who was in promotion with Capitol Records, Sidney told me that he had been trying to reach me because WABC in Atlanta had hired me to talk to the people at WABC, but I refused. But in three weeks, I found myself back at WAOK, where I spent the next three years." The next step in Spann's career was orchestrated by Jerry Bouliding, who heard him as he was passing through the city, and hired him as the program director at WNYL in New York, where he spent ten years. Spann cites Bouliding, Tony Taylor and Larry McKinley as people who most influenced his career in radio. Being one of the top announcers in New York, Spann received several awards from different organizations during his 10 year stay in that city. And though he is back home where he started he has certainly taken a step forward, by exercising his talents in another capacity.

**WHAT'S GOING ON IN CHICAGO?** — If you are having a special problem in the Chicago market, don't immediately throw away your bank that is because it is not true. The Chicago market is now suddenly becoming a special project for several labels who seem to be hard-pressed in understanding Chicago in particular seems to be doing less business, totally disproportionate from what it should be.

**VARIUS ARTISTS** - "We have really been gearing up with a lot of problems, it is going to be one of the problems in this market that other manufacturers may be having. However, I have noticed that probably because of different manufacturers' poises, that the stop-one is becoming more important.

There are nine black one-stops in the Chicago area, Ernie's, Gardners, Barney's, Colorite, Saunders, Fletchers, Joe's and two others in Gary. Though there are some rumors as to why there are all the problems in Chicago, one manufacturing rep said that the whole problem is that there are some credit problems within the black one-stop structure which are affecting product volume in the market. People who are purchasing product at a lower price and then shipping that lower-priced product into the Chicago market are also cited as a problem because it is the salesmen's job to be able to purchase it for in that area.

**ARTISTS ACTIVITY** — The group Chicago has a single called "Street Player" that is breaking out of the Detroit and Florida markets on black stations, and is not confused to be with the group Street Player, a group on Arista Records. Thelma Houston has a new album coming out in January called "Breakwater Cat," which will be on RCA Records.

**PROGRAMMERS PICKS** — Pam Welles KJMO/Houston I Wanna Wanna — Janice McGowan — Warner/RPC

Jay Johnson WYLD/New Orleans I Just Wanna Wanna — Linda Clifford — RSO/Curtain

Steve Crumbley WDLD/Washington I Pledge My Love — Peaches & Herb — Polydor (LP Cut)

Ron O'Jay KDKO/Denver Round, Round — Gary's Gang — CBS/Sam (Flip)

Joe Fisher WRFB/Lt. Lauderdale Just Because — Ray Charles — Atlantic

Most Added Singles

Send one your love — Stevie Wonder — Tammi

1. Waco — Atlanta — Doug Harris, Pd

2. Wiga — Atlanta — Brute Pd — 1D — Funkadelic

3. Wlwi — Baltimore — Don Brooks, Pd

4. Wfo — Buffalo — Doug Blakeley, Pd — 1D — Sugar Hill Gang

5. Wscc — Charlotte — Chis Turner, Pd

6. Wcfn — Cincinnati — Bob Pd

7. Wbmx — Chicago — James Alexander, Pd

8. Wjmo — Cleveland — Bernie Moody, Pd — 1D — Funkadelic
Jumps: 37 To 30 — Stewart, 29 To 28 — V. Burch, 26 To 35 — Commodores "St. "Funkadelic" Notes (new), 33 To 28 — Bar-Kays, 30 To 35 — R. James, 24 To 21 — M. Gaye, 22 To 15 — M. Jackson, 22 To 17 — Sugar Hill Gang, 19 To 15 — Nature's Divine, 18 To 11 — Commodores, 16 To 10 — Rufus, Chaka & Shabazz, 10 To 5 — Rose Royce, 11 To 5 — Switch, Add: S. Watson, Parliament, Emotions, Sun, Funkadelic, Faze-O.

9. Wdaa — Dayton — Lankford Stephens, Pd

10. Kdoo — Denver — Ron O'Jay, Pd — 1D — Funkadelic


13. Wqrl — Detroit — George White, Pd — 1D — Kool & Gang


Most Added Albums

Selected Album Cuts

Prince — Prince — Warner Bros.
Why You Wanna Treat Me So Bad When We're Dancing Close And Slow, With Swinging Love

Master Of The Game — George Duke — Epic
I Want You For Myself, Look What You Find

Love Life — Shadow — Elektra
Tell Me You Love Me, Brother

One On One — Bob James & Earl Klugh — Tappan Zee
I'll Never See You Smile Again, Kari

Survival — Bob Marley & The Wailers — Island
Wake Up And Live, Title
NEW YORK — Lorin Maazel will be ending his music directorship of the Cleveland Orchestra earlier than had been predicted. When it was announced several weeks ago that he would become director of the Vienna State Opera in 1986, the Cleveland Orchestra management said they expected him to remain at the head of their orchestra through the 1984-85 season. Last week, however, it was announced that Maazel would extend his contract as music director only through the 1981-82 season. After that, he will become conductor emeritus of the Cleveland Orchestra, leading the ensemble for four to six weeks a year through 1985. He will also continue recording with the Cincinnati Symphony Orchestra. Meanwhile, the management has commenced a search for a suitable replacement. No candidates have yet been announced.

Carlo Maria Giulini has signed a new five-year contract as music director of the Los Angeles Philharmonic, extending his tenure with the orchestra through 1984. Giulini receives exclusively for DG Seattle Opera and the Boston Symphony no longer have an exclusive recording contract with the Polygram labels. DG and Philips, according to an orchestra spokesman. Columbia Masterworks' Paul Myers confirms that Ozawa and the Bostonians have recorded Ravel's Sheherazade for Columbia, with Frederica Von Stade as the mezzo-soprano soloist. Also in the works is a recording of Ravel's "Hebrew and Greek Songs" with Von Stade and the Boston Symphony.

R.I.P. ROY HARRIS — Roy Harris, one of the leading composers of music with a distinctly American flavor, died October 1 in Santa Monica, Calif. He was 81 years old. Harris was the first American composer to appear on the Columbia Masterwork's label, with his Concerto for Clarinet, Piano and String Quartet (1927) was recorded. His most popular work was his Symphony No. 3. Premiered by the Boston Symphony under Serge Koussevitsky, this piece has been recorded both by the New Philharmonic under Leonard Bernstein's direction (Columbia MS-6303) and by the Philadelphia Orchestra under the baton of Eugene Ormandy.

SHORT TAKES — The Philips recording of Benjamin Britten's opera, "Peter Grimes," has been awarded the Prix Mon- dial du Disque by the jury of the 12th Mon-teux International Record Award. Friends and admirers of Lili Kraus in Fort Worth, who has been the only American to record Kraus's favorite Bruckner Requiem, have been waiting expectantly for this release.

(continued on page 40)
rockabilly classics with a "one-shot band" called the Hick Ups (featuring the rhythm section of the dBs — Gene Holder and Mitch Easter) at Club 57. Trans-Lux has changed its program to a "total experience," at the behest of the theatre chain's Judas Priest will host a "A new record label," according to a story on Nov. 4 at Benihana of Tokyo to celebrate the finale of the U.S. tour. And the rock and Roll Chapter of the Los Angeles Warhol's new book, "Exposures," explores his relationship with Eric's Susan Blond, who portrays a Beverly Hills housewife with a penchant for the party life in Paul Morrissey's as-yet-until new film. The silver-screened one who that Susan would make "A great publicist!"

PIX PARTIES WPIX threw a party last week to promote the new 25 years of Rock and Roll." Earlier this year, the station responded to the challenge of disco radio with a "format called "Elvis," which takes a Top 40 approach to programming rock and roll. The format, which was immediately established, is built around two album tracks by new and established artists, was instituted by program director Joe Plasek, who knew that the station's success would depend on its ability to satisfy listeners who like to dance. The station may not have the Arbitron numbers of a WLRS, for instance, but at the time of the move, it was unanimously recommended by the AFBM's international executive board.

Another benefit of the agreement, payment for regular session work would increase to $100, in the first year of the contract, to $146.81 in the second year, while special session work would pay $90.56 and $96.90 respectively. Three-hour symphonic music sessions would pay $193.92 and $207.49. The pact, he added, was met with "a great victory as a victory."

"The fact that blank cassette sales have more and more, it's also important that we want to premiere, to get past our..." Stated Tennille. "But, stations have taken radio stations more than a..." It was reported that radio stations in the..." He added that, so far, they haven't proven that they are hurt by off-air taping. The "fact that blank cassette sales are up on certain releases really is not enough proof, in my opinion."

Frank Holger, program director for WKLS-FM in Atlanta, noted that "record companies survive off of airplay from radio stations. And, interestingly enough, there are companies such as CBS which have outlets such as Pacific Stereo that encourage radio to stop and buy cassette players and tapes."

WKLS has an album hour at midnight, six days a week. Only one current album is featured per week, on the average. The rest, according to Holger, are catalogs LPs. Yet, when the album promotion only promotes its album hour for one day prior to the broadcast and doesn't advertise it in newspapers, the station has been successful in getting the number of people who listen to it. He suggested, perhaps some of these listeners are being prompted to buy albums. Our listeners have been able to telephone their favorite LPs, to see how many albums are sold not because somebody has heard the whole album, but because it has been featured."

She felt that the feelings of many broadcasters were swept away to going to "Nevada for head of Southern Broadcasting, which operates nine AM and FM outlets. "It's the station's percent of market share of com- mercial interruption," he said. "However, to take it a step further and suggest that the listener tape it is like biting the hand that feeds you."

Our stations haven't and won't that. We have some obligation to the record companies," certain don't get enough credit for radio for their efforts."

A No-Program option for the credit rate, which Cohen sees, involves potential problems with delayed mail. In particular, western members and prospective members have expressed fear that the credit card sales slips may take too long to reach NARM's headquarters in New York. Says Cohen, "Credit card sales equal cash. The longer they sit at the post office, the less money for participat..."

However, most of the NARM members who have already signed up for the program are universally boostisher about the realized 2.25% rate, which for them represents a significant reduction in the standard 4% which retailers currently get from their local banks.

Using the best local bank offered was 4%, unless we had an average transaction of $50 or more. How many retailers do you know who have a bank to the supervisory of operations for Midland, "but we never used credit cards. I attended the NARM meeting this September in Boston, heard about the program and decided to take a chance. We realized we'd get more cash flow. And the best local bank could offer us was 0.75% to take it more aggressively."

Midland Records, an 18-store chain in Rhode Island, was moved to join NARM in order to "get more aggressive with our program and for other reasons as well. "We've been a record chain for 10 years," Cohen said, "but we've..."

The recent president of Vine Records in Louisville, capsulizes the basic reason about the new program's popularity by saying, "Radios are less than what we're paying today. And anything that saves us money, 'we'll be happy to go..."

Holiday Tie-In As the holiday season approaches, NARM plans to tie in its bankcard program with the gift-giving program. This..." He says. "It's a way to..."

Another benefit to participating members will be the monthly "Merchant State- ment Summary of Bankcard Transactions," which will indicate the deduction for the month, note each transaction, the number of sales, total dollar volume and the total dollar volume by..."

Cohen estimates that $15 to $20 million additional sales will be generated by the bankcard program.

Rhino Releases Rock, New Wave LOS ANGELES — Rhino Records is releas...
New York Street Musicians’ LP Finds Audience in Paris by Dilek Koc

PARIS — The surprise of the year is a recent LP called “Stars of the Streets.” In it, the vibrant street music of our times has been captured live by producer Eric Duface. “Stars of the Streets” incubated for 18 months before it was hatched by EGG Records. Duface’s exclusive interview with Cash Box is a story shot with hope for those who have chosen to do their thing with a street beat and since.

Duface’s first encounter with New York street musicians came at the beginning of 1977. With winter barely over, they started to appear on street corners and in the parks, surrounded by averted crowds. At the time, Duface was working for Island Records at Carnegie Hall, and while cycling home evenings to the Soho district, the idea took shape to get this festive and phonological musical atmosphere on record.

Duface began researching Manhattan’s streets, squares and parks to discover the most original and the most representative musicians of this street movement, while a journalist friend, Mario Hariton of Punk magazine (now the Melody Maker) combed New York newspapers and libraries to see if there had ever been a previous outpouring of street music of similar significance.

The pair learned that apart from a documentary album recorded by Tony Schwartz for Folkways in the 50s, nothing else existed. They then gathered a dozen street musicians who were willing to take part, organized a recording team and obtained the necessary permits from the city. Financing was insured in the end thanks to a mortgage on some land in Connecticut that had been willed to Duface by his mother.

Three days of recording were set in July 1977 — the first in Central Park near the Delacourt Theater, and the other two under the Washington Square archway. The open air sessions took place in a festive, relaxed atmosphere with the friendly participation of hundreds of onlookers, tourists and police alike.

Then began the long wait. Despite the enthusiasm of all concerned and several favorable articles in the press, the New York record companies politely declined. “Too new,” “Too different.” “Not commercial enough,” “Doesn’t fit into our traditional circuit.”

Eighteen months later, Duface went to Paris and met Jean Fernandez, A&R vice president of Barclay Records, and the man responsible for the EGG label, Martin Davies.

An album deal was quickly negotiated, and Duface’s LP was released on EGG. Among the New York City street musicians featured on the album were Sugar Blue, Ewe Moon, the Scarecrow Gothic Singers, the group Tequila Mockingbird, Rod Hyten, the Fly By Night blues group, Astracanarva, Brian Slawson, the Mostly Mozart Trio, Victor Brady and the Streetmasters.

The irony of the whole matter is that Paris has given birth to what New York created — the Top Ten LPs

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<th>New York Street Musicians’ LP Finds Audience in Paris</th>
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<td><strong>International Data Line</strong></td>
<td><strong>Names</strong></td>
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</table>
| **Argentina** | BUENOS AIRES — CBS product manager Alberto Caldeiro recently signed a franchise agreement with Paco Lisboa, president of the independent Discos Heco Cuomo. Caldeiro’s future plans were not disclosed. Microfon vice president Norberto Kaminsky returned from a trip to Mexico, where he designated Maximo Aquirre as coordinator of the label’s dealings with Argentina. Radio has the option of MICROFON artists there, with the second option retained by Peerless. At this time, Cacho Castelo, Alde Monges, among others; while Peerless is releasing records by Carlos Torres Vila, Manolo Galvan and Katunga. | **París** — Umberto Tozzi visited Cash Box during his short visit to Paris, before leaving for London to promote his hit single “Gloria” with English lyrics (CBS). Bar- clay has collected the works of Charles Aznavour in a double album, “Aznavour en Public.” The two volumes cover the songs written by the singer from 1951-1972. A&M recording artist Peter Frampton, whose latest album, “Where Should I Be,” is expected to be released before the end of the month. | **Folkways** — Sugar Blue, the group Tequila Mockingbird, Rod Hyten, and the Fly By Night blues group have organized a manager, Gino Soccio and hi partner, Gheorghe Viva, to take over their contract with the label’s artists. | **Japan** — Toshiba/EMI signed a deal to produce a solid gold record of the latest single, “15 Primaveras,” Gold record with English lyrics by the Japanese singer from the famous Munga, among others; while Karel Gott, Vila, and Sergio Lama, among others, are being received in the USA. | **CBS** — The first annual list of the Top Ten LPs shows a return from the USA, where he had personal appearances in Los Angeles and New York with chanteuse Amelie Baller. Juarez will now finish the recording of “Del 80,” his new LP for EMI, which will be introduced to the market in a few weeks. | **More about CBS:** the premiere of the new Trio San Javier album had to be postponed due to the illness of one of the member’s families. The premiere had to be postponed because it was requested by the house at the Baulen Hotel, with the recording sessions under the supervision of Trio San Javier’s latest single, “15 Primaveras,” appears to be one of the hottest of the year, with sales reaching record heights. RCA’s duo Candela was the special guest on the highly rated Calabrosa TV show on Channel 11, and the diskry reported that there is unusual interest in the duo’s recordings in RCA affiliates in non-Spanish speaking countries. During 1979, RAC will release a Top 20 Golden record and plenty of media presence in this market. Phonograms’ folk group Los Arroyenos have been playing to SROs during all this year. With the release of their latest LP, has been extended to mid-December due to the current successes.

Music Hall awarded a gold record to chanteur Marcello Dupre at the plush nitery Bambesco. Several Music Hall execs were combing through the latest album of the singer, Giorgio Fiorello, and the man born head Jorge Portunen. | **France** | **Canada** | **Top Ten LPs** |
| **Top Ten 45s** | **Top TEN LPs** |
| 1. Este El Mi Regalo — Mario Mitlo — Microfon | 1. Ric Ottinger — Masaph Sada — Free Fight | **Germany** |
| 3. Dance — All 4 One — Weaker | 3. Ayo — Lil’ Kim — EMI | **Argentina** |
| 4. Born To Be My Baby — Patrick & Sue Timmel — Music Hall | 4. It’s So Easy — Wings — EMI | **Names** |
| 5. To Me Diede Amor — Los Torcales — RCA | 5. Elise — Patti LaBelle — R&B | **Germany** |
| **Top Ten 45s** | **Top TEN LPs** |
| 1. We Don’t Talk Anymore — Cliff Richard — EMI Electra | 1. singles Of Fantasy — Boney M — Ariola | **Canada** |
| 2. El Lute — Boney M — Ariola | 2. Ayo — Lil’ Kim — EMI | **Names** |
| 5. A Walk In The Park — Nick Straker Band — Teldec | 5. Portugal — Pato — EMI | **Argentina** |
| 7. So Beautiful — Peter Matfay — Teldec | 7. Don’t Bring Me Down — ELO — Jet | **Germany** |
| 9. I Was Made For Lavin’ You — John & Marnie | 9. singles Of Fantasy — Boney M — Ariola | **Canada** |
| 10. We Don’t Talk Anymore — Cliff Richard — EMI Electra | 10. singles Of Fantasy — Boney M — Ariola | **Names** |
| 1. singles Of Fantasy — Boney M — Ariola | 1. The Music Of America — Various artists — CBS | **Argentina** |
| 2. Boy Oh Boy — Raffi — EMI | 2. singles Of Fantasy — Boney M — Ariola | **Names** |
| 3. Ayo — Lil’ Kim — EMI | 3. Elvis Presley — RCA | **Germany** |
| 5. Portugal — Pato — EMI | 5. Portugal — Pato — EMI | **Argentina** |
| 6. singles Of Fantasy — Boney M — Ariola | 6. singles Of Fantasy — Boney M — Ariola | **Names** |
| 7. singles Of Fantasy — Boney M — Ariola | 7. singles Of Fantasy — Boney M — Ariola | **Germany** |
| 8. singles Of Fantasy — Boney M — Ariola | 8. singles Of Fantasy — Boney M — Ariola | **International Bestsellers** |
| 9. singles Of Fantasy — Boney M — Ariola | 9. singles Of Fantasy — Boney M — Ariola | **Argentina** |
| 10. singles Of Fantasy — Boney M — Ariola | 10. singles Of Fantasy — Boney M — Ariola | **Names** |

**INTERNATIONAL BESTSELLERS**

**Argentina**

**Germany**

**Japan**

**INTERNATIONAL BESTSELLERS**

**Argentina**

**Germany**

**Japan**
INTERNATIONAL DATELINE

Japan

TOKYO — RVC Records president Ichiro Okamoto announced the formation of Air Records, a new label for domestic repertoire. Designed to meet the changing circumstances of Japan's music industry, the name Air was chosen because, just as air is necessary for the body, music is necessary for the mind.

Musical conductor Herbert von Karajan and the Berlin Philharmonic Orchestra visited Japan for the eighth time, performing under the leadership of Toshiro Mayuzumi in Fumonkan Hall in Tokyo. At a press conference, von Karajan noted that "I'm very glad today to conduct Mahler's ninetieth time. At the concerts, I tried to present the results of years of accumulated experience to the Japanese audience. I think it's my duty to supply good music to every person in the world.

The 10th World Popular Song Festival in Tokyo will spotlight the latest and best in new pop music — 32 song entries from 20 countries — at the Nippon Budokan Hall in Tokyo from Nov. 11. The annual three-day event is sponsored by the Yamaha Music Foundation.

The Fair Trade Committee of the Japan Record Association has recommended that the Union of Record Dealers of Japan (URDJ) reverse its decision to stop issuing the so-called 11-seasons of service tickets to the UDJA dealers. Service tickets are similar to the purchase of a record or tape, which can be redeemed for new products. The usual rate is 10 service tickets for each new record or tape.

However, for the last five years, the UDJA has developed a number of campaigns to stop the use of service tickets, which, in effect, allow record dealers to offer consumers incentives in a market non-price competition is fixed by the government. After an extensive year-long study, the Fair Trade Committee concluded that such actions by the UDJA are contrary to existing fair trade laws.

WHERE IN THE WORLD

Atlantic recording artists Manhattan Transfer are currently on a tour of Sweden, France and the UK that will conclude Nov. 10.

Jazz veteran Lionel Hampton (Who's In Jazz) and his Jazz All-Stars are currently on a 30-day tour of 25 European cities that will conclude Nov. 12 in Gothenburg, Sweden. The group is currently a five-member group. The Netherlands, Germany, Switzerland, Belgium, the UK and Eire that will last until Nov. 15.

Scott Brothers recording artist Leif Garrett will embark on a tour of Japan on Nov. 22. To conclude Dec. 2, the tour will include Tokyo, Osaka, Fukukoa, Okiyama, Kanazawa and Nagoya.

Capitol recording artist Moon Martin is currently on his "Moon Over Europe Fall Tour '79" that includes stops in the UK, Belgium, The Netherlands, France, Sweden and West Germany.

Atlantic recording group AC/DC are currently on a tour of Europe that will conclude Dec. 21.
WANTED: Porous close cells, have you will it 1$ and string, Sand destruction and price to: Ethel Maryan, Box 441, S. 840, Winter Garden, Florida 32787

WANTED BY OPERATOR: used electronic Pin Games and Video Games in good condition at reasonable price, J.V. Banking Co.

CONVERSION CARTRIDGES

Las Vegas Golden Wheel.

Nashville.

Satisfaction guaranteed Quantity discounts.

WANTED: Pinball Back Alley

Boy. Lost Pool Tables.

Alley

Mirco Block Buster

Midway Maze

-4

SALE: Special Bingos

-3

DEPOSIT. GUERRINI VENDING.

Classifieds Ads Close WEDNESDAY

FOR SALE: Established distributing vending companies in Mid-Atlantic states. Retail operator, 200 machines in stock — and large amounts of coin-op equipment: Cent, Nickel, Quarter. Express service. Trade in welcome. 1-800-555-1234

WANTED FOR SALE:

10-20-20-30

TO 75

GOTTILEB: Vendors: Nashville, also Ticker Tapes. Stock markets. Also 1-800-555-1234.

FOR SALE:

NATIONAL WHITENBERG MODEL 400 FOOD VENDOR

-4

Nashville.

-4

-4

SALE: Special Bingos

-3

PREMIUM RING-THEALE" CANDY MACHINE — Vendo Van-Vend row Opened 1978, in excellent condition. Mr. H. Miller, 103 S. 3rd St.

FOR SALE: Have available a great quality of second hand electric mechanical pinball machines.


-4

SALE: Special Bingos

-3

FOR SALE:横渡府長みたこと品揃えVol. 1 (1-800-555-1234

SALE: Special Bingos

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FOR SALE: Open 200 units used pinball games. Gottlieb Williams and Bailey are all in working order.


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SALE: Special Bingos

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SALE: Special Bingos

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Sister Power of the performers at Badda's Nov. 12 "Segues" party. Music DJ Lester Temple will spin for the event, which is being billed as a red and/or black party. (Proper attire should be red and/or black.) Branches of the Pocono Pool in Philadelphia will be broadcasting with two performances. The Allen York, Pa. branch will host a bash at the St. John's Club in Easton, Pa. for branch members on Nov. 12 while in Wilkes-Barre, Pa. at the 25th Hour Club, Pocono's Scanton, Pa. branch holds its annual awards party. Guest DJs will be Frank Lembo of Ripley's and Frank Goodman of the Second Story, both Philadelphia clubs.

The National Record Pool conference, hosted by the Florida Record Pool, will take place Nov. 25-28 at the Eden Rock Hotel in Miami Beach. Two topics of discussion will be backups of pool servicing by labels and the re-emergence of rock as dance music. Registration for the event is $75. For more information, contact Bo Crane of the Florida Record Pool at (305) 665-2605. Members of the Garden State Record Pool recently took Ocean artist Louis Love to the Strawberry Patch and Savannah discs in New Jersey. The pair of New Orleans Christmas party Ray Caviano was escorted about the Windy City by I.R.S. president Paul Weisberg, during the RFC president's recent visit to Chicago area discs. Stuart Kahn, also of I.R.S., called the L.A. office of Cash Box to say that he enjoyed the "Running Free" paradise track off their "X-Static," LP, and has been taking the album, which is not disco-oriented, to DJs around town and asking them to give it a spin.

THE WILD AND THE INNOCENT — Capitol recording group The Motels are currently on tour in Europe. While in Berlin, the group taped "Muskadalen," a top German television show, and afterwards head Motel Martha Davis posed with Beate Midler, Wilton Pickett and Lene Lovich. Pictured (l-r) are: Davis, Midler, Pickett and Lovich.

THE KENNEDY SONGS — The John F. Kennedy Center for the Performing Arts has announced that approximately $200,000 will be spent for the development of an American music center that will mirror the cultural impact of the Kennedy Center. The center will be called the Kennedy Center Foundation and will be located in Washington, D.C.

WORLDWIDE DISCO BREAKS — In the interest of global connectivity, the following international discos are now playing the latest in dance-oriented music: The Temptations at the West Club in Paris, France; The B-52s at the M-22 Club in Berlin, Germany; and The Jacksons at the Disco Club in Moscow, Russia.

CLASSICAL CLIPS

Wes Montgomery, the jazz guitarist, has been named to the American Music Association's list of the 25 greatest jazz artists of the 20th century. Montgomery, who died in 1968 at the age of 31, is recognized for his innovative approach to the guitar and his ability to blend bebop and mainstream jazz styles.

CASH BOX/NOVEMBER 10, 1979
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<td>Van Morrison (Warner Bros. HS 2390)</td>
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<tr>
<td>72</td>
<td>LIVE AND SLEAZY</td>
<td>VILLAGE PEOPLE (Casablanca NBLP 2-7132)</td>
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<td>VAN HALEN</td>
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<td>Blackfoot (AEC SD-9117)</td>
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<td>YOU'RE ONLY LONELY</td>
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<td>WHAT CHA GONNA DO WITH MY LOVIN'</td>
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<td>PRESENT TENSE</td>
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<td>Tom Petty &amp; The Heartbreakers (MCA-3105)</td>
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<td>(Elektra E 62-219)</td>
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