There's a big call for Tyrone Davis!

The signal that Tyrone really had a hold on people came over his last album, which featured the Top-10 song "In the Mood."

Tyrone is going to maintain that Top-10 status with his new ballad "Be With Me." Countless stations have accepted its gracious invitation. And it's already #64 in Billboard, #62 in Cashbox, and #61 in Record World.

But "Be With Me" is only one of the hit tunes on the just-shipped "Can't You Tell It's Me" album. This record has a number of great person-to-person songs as well as music that'll burn up the party line.

"Can't You Tell It's Me" JC 36230
Definitely the new Tyrone Davis album. Featuring "Be With Me." On Columbia Records and Tapes.

Produced by Leo Graham.
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EDITORIAL

The Politics Of Extremism

The record business is based on extremism—from newly-created superlatives to the nadir of negativism. In simple terms, everything is either the best it has ever been or the worst, and that includes album quality, executive abilities as well as the overall financial picture.

But the realities of business in general—selling records as well as chlorine—that is the truth is somewhere in between stupendous and "in the garbage can."

Because of this black and white attitude by the industry, the consumer press perpetuates the particular momentum that is happening. Examples of this in practice are the years 1978 and 1979. In the former, the record industry could do no wrong and members of aboriginal tribes in Australia were coming to town to buy "Saturday Night Fever." Conversely in 1979, it has been continually reported that even the parents of recording artists were avoiding retail store.

Admittedly the record industry has been growing at a fantastic rate over recent years, but it has been a consistently "fantastic" rise. We believe that for the financial community to take the record industry seriously, we must represent ourselves in a more realistic fashion.

While we are dealing with an emotional product that generates an avalanche of admirers and adjectives, we are also working with bottom lines and figures that depend on consistency and credibility.

NEWS HIGHLIGHTS

- EMI agrees to new $360 million merger proposal by Thorn Electrical (page 9).
- International music people mingle at MUSEXPO (page 9).
- Odyssey Records retail chain files Chapter XI for debt relief (page 9).
- RCA Nashville's Free Flight label to be phased out (page 10).
- "Don't Do Me Like That" by Tom Petty & The Heartbreakers and Kenny Rogers' "Coward Of The County" are the top Cash Box Singles picks (page 22).
- "Freedom At Point Zero" by the Jefferson Starship and Bob Welch's "The Other One" are the top Cash Box Album picks (page 19).
Wayne Newton's Christmas album with traditional and new favorites. WY 201

- Four different Christmas cards
- Each a mini-album with its own personal message
- Four Christmas songs on an extended play record
- More than an ordinary card — it's also a gift
AT ELEKTRA/ASYLUM, WE HAVE EIGHTEEN SOUND REASONS FOR GIVING THANKS.

THE LONG RUN
Eagles
(5E-503)

CANDY-O
Cars
© 1979 THE CARS UNLIMITED, INC
(5E-507)

PRESENT TENSE
Shoes
(6E-244)

NIGHT
Night, featuring Chris Thompson
(P-3)

FIVE SPECIAL
Five Special
(6E-206)

LOVELINE
Eddie Rabbit
(6E-181)

THE BEST OF EDDIE RABBITT
Eddie Rabbit
(6E-235)

OOh, LA LA
Suzi Lane
(6E-207)

GAMMA 1
Gemma
(6E-219)
FAMILY TRADITION
Hank Williams, Jr. (E-194)

WHISKEY BENT AND HELL BOUND
Hank Williams, Jr. (E-237)

BEST OF FRIENDS
Lenny White (E-223)

STANLEY TURRENTINE BETCHA
Stanley Turrentine (E-217)

RICHIE FURAY - I STILL HAVE DREAMS
Richie Furay (E-231)

JUST BRUNI
Bruni Pagan (E-215)

ME AND PEPPER
Mel Tillis (E-236)

PIZZAZZ
Patrice Rushen (E-243)

DONALD BYRD AND 125TH STREET, N.Y.C.
Donald Byrd (E-247)

Album art from original paintings by Bruce Ratner. Courtesy of Company of Art, Los Angeles, California © 1979 Bruce Ratner

MUSIC FOR ALL SEASONS FROM ELEKTRA/ASYLUM RECORDS AND TAPES.

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EMI Agrees To New Merger Proposal By Thorn Electrical

by Richard Imamura

LOS ANGELES — Accepting an upgraded offer totaling approximately $380 million, the Board of Directors of EMI Ltd. of the UK has agreed to a merger proposal from Thorn Electrical Industries Ltd., one of Britain’s largest manufacturers of consumer products.

Under the terms of the offer, which also includes a name change to Thorn EMI Ltd. for the merged companies, Thorn will exchange 28 of its common shares, plus $130.00 of 7% convertible preference shares, for every 100 EMI shares outstanding. Based upon Thorn’s revised calculation of $3.25 as the value of an EMI share, the company will issue 31.1 million common shares and $115.8 million worth of convertible preference shares.

In addition, Thorn has indicated that its financial advisor, the Hambros Bank, will offer to buy back for $6.65 in cash each Thorn share to which EMI’s British shareholders “who accept the offer by Thorn become entitled.”

During October, Thorn’s first merger proposal with EMI was rejected on the grounds that the offer was too low (Cash Box, Oct. 27). At that time, Thorn pegged the value of an EMI share at $3.09, resulting in a total proposal of somewhere between $311-334 million.

Pending approval of the merger by EMI shareholders, Thorn has also announced its intention to invite Sir John Read, EMI chairman; Lord Dellont, EMI chief executive officer; and V. Bhaskar Menon, EMI chief executive in charge of music operations, to join the Board of Directors of the merged companies. In addition, Sir John will assume the post of deputy chairman.

EMI’s international music operations, which include the Capitol, EMI America and搏TArtists labels in the USA, will continue to operate in the Thorn EMI structure, forming a separate subsidiary with other existing Thorn interests.

(continued on page 32)

Odyssey Records Files Chapter XI
For Debt Relief
by Richard Imamura

SAN FRANCISCO — The 40-store Odyssey Records retail chain has petitioned for reorganization of debt under Chapter XI of the bankruptcy laws in a brief filed Nov. 6 with the U.S. Bankruptcy Court for the Northern District of California here.

The Capitol-bred chain, which has stores in Alaska, Arizona, Hawaii, Nevada, New Mexico, Utah and Washington, in addition to its California locations, was reportedly unable to come to terms with its creditors.

(continued on page 41)

CHAMPAGNE CELEBRATION FOR SERGIO FRANCHI — LAX Records had a champagne celebration recognizing Sergio Franchi’s first release for LAX. Franck, Rita Franck, George Albert, Cash Box president and publisher, Leo Goldstein, Jerry Goldstein, co-chairman, LAX Records, Steve Gold, co-chairman LAX Records, and Signe Gold

Int'l Music People Mingle At MUSEXPO

by Ken Terry

MIAMI BEACH, FL — MUSEXPO, which last week concluded its fifth annual convention here, has become an important meeting point for distribution and the international community. Music publishers and small record companies can often make good product deals at the convention, as well as expand their contacts around the world.

According to Roddy Shashuva, president of MUSEXPO, 2700 people from 42 countries attended this year’s convention which was held Nov. 4-8 at the Konover Hotel. In comparison, he said 2900 people from 39 countries came to MUSEXPO last year.

Like the 1976 MUSEXPO, this convention was attended by only a handful of top executives from major labels, but a number of U.S. record company presidents were represented, including Warner Bros., RCA, CBS, MCA, Millennium, RFC, Stiff and Beavarda.

Once again, music publishers formed the largest single group of conventionals. Yet, among the 140 exhibitors at MUSEXPO, there were also production companies, record labels, public relations and advertising firms, video companies, recording studios, music publications, radio syndicators, performing rights organizations, and even the Australian Trade Commission.

Business And Ideas

The diversity of the convention, which also attracted substantial contingents from Nashville and Hollywood, promoted a constant interchange of ideas and news. And just as important, a lot of those who came here this year were able to do business.

"I think we will come next year," said Peter Steyer, president of Discoverie".

Polygram Holds Return Ceiling Until March; RSO Is Exception

NEW YORK — Polygram Distribution has decided to push back across-the-board import price changes from the previously announced return ceiling from Jan. 1 to March 1, 1980. The Polygram policy will, however, be implemented swiftly at any area.

John Peisinger, president of marketing development for Polygram, said the decision was made in response to "concern expressed by our agents that their own internal systems could not be adjusted fast enough" to meet the original Jan. 1 deadline.

Peisinger stated that Polygram still "feels very strongly about the program. We feel it’s ultimately going to be for the mutual benefit of us and our accounts, and we want to give it every opportunity to work. In effect, we’re giving the accounts a two-month break-in period."

Peter Steyer, a West German company, en-compassing a label, a production firm and a record distributor. Steyer, who was at MUSEXPO for the first time, had sold the U.S. Canadian and Polish rights to a cover of "Flip, Flop and Fly" by Chuck Herman & Hony Tonk. He had also bought the West German rights to a single by American country singer Bobbi Robinson, as well as the rights in his own country to a Polish disco record.

Henry Hadaway, managing director of the U.K.-based Satril Records, was also pleased by his visit to MUSEXPO. For four years, he said, he had been trying to interest a certain U.S. label executive in the American distribution deal for Satril. During that period, a Satril recording group, Godtio, had several hits in Japan. Although

Dept Named New President Of PIR

NEW YORK — Larry DeP has been named the new president of Philadelphia International Records.

DeP, who was formerly vice president of finance for the firm, will report to Kenneth Gamble. Gamble, who had held the positions of president and chairman of the board for PIR, will now function only in the latter capacity.

In an exclusive interview, Gamble told Cash Box, "We have been a long-awaited moment at Philadelphia International. I think that Larry is extremely qualified for the position, and it will give myself and Leon (Huff) more time to create.

"Most of my attention will be given to the production of a broader range of artists in the studio," said Gamble. "We’re working with some new, exciting writing talent. On another level, we’ll be investigating the areas in which Philadelphia International can diversify, both related and non-related to the music business.

DeP told Cash Box: "My goal is to continue the success that we’ve been having. One of Philadelphia International’s greatest strengths has always been its strong creative base any my priority will be to beef up our promotion, marketing, merchandising and advertising so that the results of our creative efforts are followed through to the maximum."

DeP outlined some additional goals. "We will continue to develop new artists which are considered the lifeblood of the business. We will also sustain the success of those artists with whom we’ve already achieved success. Finally, we are interested in artists who have already achieved a measure of success outside our organization so that we can take their careers to even higher plateaus."

SATRIL has U.S. rights to only one Godio album. The American executive was impressed when he heard a tape of that LP at MUSEXPO. And he has invited Hadaway to visit him on the west coast. Now it appears that Hadaway may be able to close a deal with this label within a couple of months. Several attenders said they had come to MUSEXPO to scout out deals which might be completed at a later date. For example, Atlantic’s and Tippol. A was looking for subpublishers outside the U.S. "An important part of my thinking is to start situations here and finish them in New York," he said.

"Audio/Visual Event"

Naturally, MUSEXPO was not equally valuable for everyone who attended it. Lou Stenberg, vice president of operations for Trans American Video, the video arm of Merf Griffen Productions, felt that the Europeans weren’t interested in an L.A.-based facility, and that MUSEXPO should be "more of an audio-visual event." He also suggested that Miami was a relative

NightRAGLE GETS GOLD — Windsong Recording artist Maxine Nightingale was feted at a party celebrating her gold record for "Lead Me On." Pictured standing are (l-r) Jim Bego, RCA west coast branch manager; Bob Read, divisional vice president U.S.A., RCA, Pires, American A&R division manager and promotion, Windsong, A1 Teller, president, Pires, American A&R division manager and promotion, Windsong, Nightingale; Denny Diante, vice president, A&R, Windsong; Gene Armond, vice president, promotion and sales, east coast, Windsong; Patricia Krugitz, promotion, RCA, Nightingale’s manager; and Bill Mehann, sales manager, RCA Los Angeles. Pictured kneeling are (l-r) Chuck Thagard, division vice president, national field promotion, RCA; Larry Palmacci, director, marketing, RCA, Nightingale’s manager; and Ron Lee, director, national promotion, Windsong.
Indie AVI Bows 23% Return; Other Labels Holding Firm

by Alan Sutton

LOS ANGELES — AVI Records' announcement last week of a 23% returns policy comes at a time when branch and independent label owners alike are taking a hard look at a situation estimated to have cost the record and tape industry $200 million over the past year.

AVI, an independent based here with 22 distributors around the country, becomes the first indie to adopt a ceiling on returns. However, the move does not appear to signal a trend among independents, following the lead set in recent months by CAPS and RCA and A&M and Associated Labels.

Effective Nov. 1, AVI distributors will accrue a 22% returns allowance — plus 1% for defective records — for all LP and tape purchases. Distributors will receive return figures, expressed in percentages and dollar amounts, as part of regular monthly statements.

Distributors will return product three times annually according to the following schedule:
- For sales July 1 through Dec. 31, return requests must be made by Feb. 25 for shipment by March 30.
- For sales Jan. 1 through March 30, requests for May 25 for shipment by June 30.
- For sales April 1 through June 30, requests for Aug. 25 for shipment by Sept. 30.

Any accrued returns that are not processed according to schedule will be cancelled. All returns must be in standard box lots: i.e., 45s, 25s or 100s, LPS, 25s, and tapes, 30s. Defective products will be processed by a special receiving depot.

All 7" singles and Christmas products are exempted from the 23% ceiling and are 100% returnable. Returns will be calculated on a last-in, first-out basis taking into account the original purchase price.

NASHVILLE — Free Flight Records, launched in January of this year as a pop label from RCA's Nashville division, is being "chased out," according to label sources.

Jerry Bradley, vice president of RCA's Nashville office, stated, "In view of the current economic situation in the industry, it is simply not feasible to continue operating Free Flight at this time."

There are five acts on Free Flight, according to Bradley, and decisions will be made in the future as to which acts will be absorbed on the RCA parent label and which will be dropped. Acts include FCC, Barco, Mac MacAnally, David Brinett and Peter Fosdy.

Bradley stated that some records had been sold on Free Flight acts and some chart success had been gained, but declined further comment on why the label would fold after less than ten months of operation.

The status of Tony Brown, manager of west coast A&R for Free Flight in Los Angeles, and regional field staffs in Dallas, Atlanta, Chicago and Cleveland has not yet been determined, according to a label spokesman.

A CAPITOL DEAL FOR HOLLAND — Los Angeles-based singer Amy Holland recently signed an exclusive worldwide recording contract with Capitol Records. Holland is currently in the process of cutting her debut album with producers Michael McDonald and Patrick Henderson. Pictured here after the signing, in the back row, are (l-r): Don Zimmermann Capitol/EMI America/United Artists Records Group president, and Bruce Garfield, Capitol national A&R director, seated are (l-r): Michael McDonald, Amy Holland, and Patrick Henderson.
"Still," the second single from the Commodores' "Midnight Magic" LP is #1. Four weeks ago, "Sail On," the first single, was #1.

No wonder "Midnight Magic" is double platinum and still sailing on!

On Motown Records & Tapes
NEW FACES TO WATCH

The Sports

Perhaps more than most rock singer/songwriters, Steve Cummings owes a great debt to the radio, and the rock and roll music that medium brought him.

It’s appropriate, then, that “Who Listens To The Radio” should be the first single to crack the American pop charts for the 26 year old Cummings and his band, The Sports.

Cummings credits long hours of listening to the radio while working in his parents grocery store in Melbourne, Australia with spurring his interest in rock and roll. He then became an avid record collector and developed a special interest in American rockabilly.

But his taste also included the great British rock groups of the 60’s, especially the Kinks and the Beatles.

Although he started composing songs when he was 15, Cummings never played in a rock band while in high school. “I was too scared,” he recalls, “and besides, I didn’t know anyone else who played any instruments.”

But while Cummings was in Swineburne art school in Melbourne the Sports began to break, first casually, and then more seriously. Eventually, the group settled on six members. Cummings, bassist Rob Gledhill, guitarist The Lexington, and drummer Paul Hitchins; keyboard player Jim Lang, and guitarist Martin Armitage.

The Sports built up a following in Melbourne. Cummings says, by playing “obscure classics like ‘Red Hot’ and our own material of short, sharp little pop songs that no one else was doing at the time.”

From Melbourne, the group branched out to Sydney, and in 1977, international manager Fredi D’Angelo recalls, “two guys who followed the group up came and offered to pay the recording costs for us to cut an EP.”

The offer was accepted, and the result was “Fair Game,” which received lavish (and unexpected) praise in the English music trade journal, New Musical Express.

Rock entrepreneur Dave Robinson was among those who heard the disc, and he subsequently approached the group to open for Graham Parker and The Rumour when that group toured in Australia.

The pairing was so successful that The Sports returned to England with Parker and toured with him there, and then came back to Australia, where they signed a deal label with Mushroom Records. Their debut album, “Reckless” did so well in Australia that the King of Pops Awards named The Sports Australia’s best new group of 1978.

The Sports had also teamed up with producer Mark Perry, and at the end of 1978, they came up with “Who Listens To The Radio,” which garnered the group widespread air play and sales in England and Australia.

In 1979, The Sports signed deals with Sire Records in England, and Arista Records and Home Run Management in the United States. The whole process, according to Cummings, “has taken us a bit by surprise. We never foresaw it.” The Sports upward spiral of success has continued, as their Arista debut album “Don’t Throw Away The Gift” contained five chart material from their first two Australian albums, recently entered the Cash Box Album Chart at #17 with a bullet.

RECORD PROFILE

‘Rapper’s Delight’ Climbs To Top Of Cash Box B/C Chart

by Charles Palikert

NEW YORK — In an age when corporate-owned record companies spend many weeks and many thousands of dollars on extensive publicity and promotional campaigns for new records, the success of Sugar Hill Records’ “Rapper’s Delight,” a virtually unpublicized and unpromoted 12” disc by an unknown group from New Jersey-based Sugar Hill record label, has become the number one song on the Cash Box Top 100 Black Contemporary Hit Chart.

“The Rapper’s Delight,” by the Sugar Hill Gang, which lists at $4.98, is a “rap” record, where three DJs (Guy O’Brien, Michael Wright, and Henry Jackson, talk over a repetitive disco music track. The record was produced by Sylvia Robinson for her Sugar Hill Records label and is being distributed through Roulette Records. Robinson, a veteran R&B writer and producer, has scored hits “Shame, Shame, Shame” by Shirley & Co., “Pillow Talk,” recorded by herself, and “Love On A Two Way Street” by the Moments.

Robinson claims the record has sold over one million copies, which would make “The Rapper’s Delight” the largest selling 12” disc in the history of the music business. However, Sugar Hill’s sales figures have not been certified by the RIAA. Sugar Hill plans to release an album by the Sugar Hill Gang before Thanksgiving. Robinson said, and, she added, The Sugar Hill Gang have been signed to go on tour as an opening act for George Clinton’s Parliament/Funkadelic troupe.

There was virtually no promotion or press attention for “Rapper’s Delight.” Robinson stated, “We had some help,” she said, “but it was a record that didn’t need any real promotion. We mailed copies out, and once the singles went out, the air, the phones lit up. We also had phenomenal reaction from the discos. In fact, in our few times before a major radio station went on it.”

WESL in St. Louis was the first station in the country to put the record in regular rotation, and according to station PD Jim Gates, “It went to number one in four days, and it got to the point where we were playing it once an hour. It was requested that much.

Cross-over in N.Y.

WKTI-FM, New York, was another early supporter of "The Rapper’s Delight” (continued on page 22)

Bee Gees Deny Magazine Story
Claiming Breakup

LOS ANGELES — In a collective statement, Barry, Robin and Maurice Gibb of the Bee Gees firmly denied a story appearing in the Nov. 27 issue of US magazine that claimed that the international music group would be disbanding, “it is not true, other than what is written in the headlines to sell magazines,” the Bee Gees stated. It’s sensationilized journalism at its best. The story is not true.

Continuing, the Bee Gees disclosed that they are currently working on a variety of projects, in addition to working on a new studio album. Barry will produce Barbra Streisand’s next album; Robin will be producing Jimmy Ruffin, and Maurice will write some of the music for the RSO film, ‘The Fan, as well as pursue an acting career.

As a group, the Brothers Gibb have also scheduled a tour of Europe and Japan for September and October of 1980.

Rogers Selected To Host Grammy Awards

LOS ANGELES — The National Academy of Recording Arts and Sciences (NARAS) and Pierre Coffelette Productions have announced that United Artists recording artist Kenny Rogers has been selected to host the 22nd annual Grammy Awards, Feb. 27, 1980, on CBS-TV. The awards program will be held at Los Angeles’ Shrine Auditorium.
Cash Box / November 17, 1979

Top 40 Disco

1. OOH, LA, LA/HARMONY
   2. NO MORE TEARS (ENOUGH)
   3. BAD DADDY OF THE YEAR
   4. LADY'S NIGHT
   5. E=MC2 (ALL CUTS)

The Duncan Sisters

6. NOVEMBER, OUR EIGHT-
   7. DEPUTY OF LOVE
   8. THE DUNCAN SISTERS (ALL CUTS)

Steve Salmacia

9. DANCING ALL OVER

10. Pop Muzik +

11. Janice McClain

12. HOLLYWOOD/DANCE

LITTLE BOY BLUE

WE ARE JAMES

Wagner Bros. (LP)

13. WEAR IT OUT

STARGARD (Wagner Bros.)

14. MOVE ON UP

IN THE WAKE OF MY CAZA

15. WHEN YOU TOUCH ME+

PANOA GARDEN (West End)

16. LOVE INSURANCE

RCA (LP) 12" (LP)

17. LET ME KNOW (I HAVE A RIGHT)

SILATY (Payward) (LP)

18. COME TO ME/DON'T STOP DANCING

FRANCE JOSUE (Payward) (LP)

19. ROCK IT

20. MR. BIG SHOT (ALL CUTS)

THE SIMON 8 (Payward) (LP)

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Fantasy Garage, Location Unknown—It's being billed as the largest disco in L.A. (5,000 people) and the mood is that the club will be the hottest in town. Scheduled for Dec. 20 opening, Fantasy Garage will be an after hours, private disco and it won't serve alcohol! Spokespersons for the mystery club, which is owned by the Trocadero West Corp., insist that the lack of liquor licenses and permits to the success of "dry" discos such as 12 West in NYC and San Francisco's Trocadero Transfer, (no relation to Trocadero West.) In addition to a huge dance floor, the club will also house a record shop, jewelry boutique and a store that sells "fantasy toys and games." One of the main attractions will be a way which has helped Studio One hold on to its popularity for years. An electronic signboard will announce the song the DJ is spinning. When the mystery is announced, the dance floor will erupt. Spokespersons insist it isn't a publicity ploy, but simply a means to prevent curious seekers from descending on the club which is still under construction.

New Wave Rocker Goes Disco—Virgin/Atlantic recording artist Noel joked the D.A. offices of Cash Box recently to discuss her new 12" single, "Dancing Is Dangerous." In the course of the interview, Noel revealed a rather unusual background for a heavy disco artist. Only a few months ago, she was discovered while playing keyboards in a new wave band at Madame Wong's, L.A. premier showcase club for punk rockers. Virgin producers Ron and Russell Mael taught her act, and with a little production wizardry, transformed her style and sound into disco. Shortly thereafter, Noel found her new self touring England and Scotland. L.A.-based, Noel will soon be off to NYC and Boston discos and radio stations. The LP featuring "Dancing is Dangerous" is scheduled to be released in the spring. Another wave artist, dressed as a lady, says she was discovered by a Deborah Harry color and cut her hair. The personable singer is also in a hot fashion line.

Donna Wins Big At Pool Awards—Donna Summer was a quick triple winner at the Poolside Awards in Hollywood, held last weekend at the Point Racing. "Enough" was not enough" apparently as Summer was named top female artist, with her single, "Bad Girls/Hot Stuff," and LP "Bad Girls" collecting top 12. "It's Hot" was the top country LP and "It's Hot" was the top country single.

Eaton's够了

Vertigo/Relight

1979

Janice McClain

Smack Dab In The Middle

Janice McClain—Warner/RFC

10

R&B

Steve Salmacia

Left On Me

Keep On Making Me High

Detroit

New York

Love Potion

New Orleans

Al Pays

New Orleans

Love Potion 9

New York

R&B

Steve Salmacia

Chico

Chicago

Jackson

San Francisco

Sam 

Dr. Frank

Philadelphia

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Bill Skoole

Boston

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Ricky Richardson

New York

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Chuck Parsons

Baltimore

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Phil Lawrence

Jackson

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Phillip Ware

You're The Best Thing

Vertigo/Relight My Fire

Prince—Warner Bros.

R&B

Steve Smith

Los Angeles

One Way Ticket

Eruption—Arloa
**Records Boost MCA Revenues**

LOS ANGELES — Due to increases in revenue from the records and music publishing division, as well as increased revenue from licensing and distribution, MCA Inc. has had its second highest third quarter revenues, net income and earnings per share in its history.

MCA’s records and publishing division showed a 21.2% revenue increase for the third quarter of 1979 compared to the same period last year. Conversely, the division suffered an operating income loss of 204.3%, compared to the third quarter of 1978.

For the nine-month period of 1979, the record and music publishing division rose 30.4% in revenues compared to 1978. However, the division experienced losses in operating income, down 162.3% from last year’s figure.

Compared to the same period last year, MCA’s net income for the third quarter 1979 experienced a decrease of 7%. For the three-month period of 1979, net income was $40.9 million versus last year’s third quarter showing of $44.3 million. The net income share for the third quarter of this year were $1.75 compared to 1978 third quarter earnings per share of $2, another 12% decline.

Revenues for the third quarter of 1979 were $322.4 million, representing a 16% decline from last year’s third quarter revenues of $326.4 million. Average shares outstanding were 23.3 million versus 23.2 million.

During the first nine months of this year, income prior to extraordinary income was $95.5 million, compared to last year’s $95.3 million, representing a 1% fall off. Earnings per share before extraordinary income were $4.05 compared to $4.10, a drop of 1%. Net income was $134.2 million versus $95.3 million, a rise of 41%. Earnings per share totalled $5.75 compared to $4.10, another increase of 44%.

**Nero Named As Music Director For Philly Pops Orchestra Ensemble**

LOS ANGELES — Pianist/composer/arranger Peter Nero has been named as musical director and principal conductor for the Philly Pops Orchestra and his debut with the 70-member ensemble will be Nov. 25 and 26 at the Academy of Music in Philadelphia. The opening concerts will be all-Gershwin programs and will be performed in tribute to the late Arthur Fiedler, former conductor of the Boston Pops Orchestra, with whom Nero performed and recorded many of Gershwin’s songs. Nero is a two-time Grammy Award winner and has both a million-selling single and album to his credit.

**Josephson 1st Quarter Revenues Drop 5.2%**

LOS ANGELES — Marvin Josephson Assoc., Inc. reported revenues of $9,065, 700 for the first quarter of the 79-80 fiscal year, down 5.2% from the 78-79 first quarter. Earnings, which totalled $611,100 for the quarter ended Sept. 30, were down 30.7% from the same period last year.

**Coco Records Moves**

NEW YORK — Coco Records has moved its offices to 1733 Broadway, New York, New York, 10019. Phone number remains (212) 582-6886.

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**EXECUTIVES ON THE MOVE**

Samuels Named at Motown — Bud Samuels has been appointed national pop promotion director for Motown Records and its affiliated labels. Prior to joining Motown he was Pacific southwest promotion director for ABC Records, and before that he was with a management consulting firm in San Francisco.

RCA Names DuMong — The appointment of William DuMong as director of distribution for RCA Records and an affiliated label was announced. Prior to joining RCA Records, he had been operations manager for A&M Records. Before joining A&M in 1978, he had been associated for five years with the Warner-Elektro-Atlantic Corp.' Ring to Phonogram, he is an MGM ap-

**Ze And Charisma Move**

NEW YORK — Ze Records has moved its offices to 154 West 57th St., NYC 10019. New phone number is (212) 245-7233.

Charisma Records has also moved its offices. The firm’s new address is the 33rd floor of 810 7th Avenue, New York. Phone number is (212) 399-3942.

Brunow, Vance Named 20th-Fox Music VPs

LOS ANGELES — Barbara Brunow has been appointed vice president of contract and copyright administration and Ron Aaron has been named vice president of creative at 20th-Century-Fox Music Publishing.

Brunow previously served as manager of the contract and copyright department. Her responsibilities will now involve the complete coordination of all department functions relative to the execution of songs and catalogs signed to the publishing company. Prior to joining 20th-Century-Fox Music, Brunow held posts in the copyright license divisions of MGM and Capitol Records.

Vance previously served as director of the creative department prior to his new position, being directly involved in the signing of several of the publishing firm’s own composer/artists to various major labels. He has previously worked with ABC Music Publishing and the Masked Announcer Production company.

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**SPARS Elects Board, Holds First Convention**

NEW YORK — The Society of Professional Audio Recording Studios (SPARS), an organization composed of 30 of the nation’s leading recording studios, held its first national convention here last week at the Waldorf Astoria. Highlights of the convention included the adoption of bylaws and the election of a board of directors.

The convention included an in-depth review of the merits of Program Meter versus Volume Unit Metering. The seminar was conducted by a SPARS technical committee headed by Robert Litfin of Regent Sound Studios in New York and featured presentations by Harry Tullman of the American Broadcasting Company.

Other seminars included “Multi-Track Tape Machines for the ’80s,” “The Critic’s View of Recording Studios,” “Economic, Financial, and Legal Observations of Recording Studio Administration” by Joseph Tarsia of Sigma Sound Studios in Philadelphia was elected president of the organization and David Teig of Atlantic Studios in New York was elected secretary-treasurer.

The new board of directors and regional vice presidents includes Robert Litfin of Regent Sound Studios, Mac Em-

**‘Bolero’ Gets A Boost**

LOS ANGELES — Ravel’s classical “Bolero” is currently enjoying a popular resurrection due to its inclusion in the seduction scene of Blake Edwards’ comedy film, “10.” Particular scenes from the film out- leads, the soundtrack has been in demand since the release of the film. Warner Bros. Records plans to release a specific single version of “Bolero,” lifted from the soundtrack.
JAZZ ALBUMS

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<td>BROWNE SUGAR</td>
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<td>14</td>
<td>ANGEL OF THE NIGHT</td>
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<td>15</td>
<td>A SONG FOR THE CHILDREN</td>
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<td>AN EVENING OF MAGIC</td>
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<td>17</td>
<td>CARRY ON</td>
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<td>MINGUS</td>
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<td>EUPHORIA</td>
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JAZZ ALBUM PICKS

AMERICAN GARAGE - Pat Metheny Group - ECM-1-1155 - Producer: Pat Metheny - List: 8/98


Cash Box/November 17, 1979

www.americanradiohistory.com
Songwriters Bow In ASCAP Show
by Marc Ceten

LOS ANGELES — Supersons II, a showcase featuring live performances of the best songs of 1979's ASCAP Songwriters Workshop West, will be held in the Tudor Room of the Westwood Westin Inn on Nov. 13. In addition to the 13 song show, Dino Fekaris, lyricist and co-producer of such hits as Peaches And Herb's "Reunited" and Gloria Gaynor's "I Will Survive," is slated to be the event's special guest speaker, and he and his wife, Jamie, will sign copies of his book, "Music Publishing: Business Publishing and budding songwriters on subjects related to the art of songwriting.

Supersons II is an outgrowth of the Songwriters Workshop West, which is run by noted songwriter Annette Tucker and ASCAP board member Arthur Hamilton. The symposium, which is totally funded by the ASCAP Foundation — the society's educational wing, is its fourth year and more than 700 students have passed through the workshop which meets in two concurrent ten-week sessions throughout the year.

Boothe Springsteen LPs Seized In Jersey
NEWARK — Federal authorities here have been ordered to seize bootleg record albums from a Union County record distributor in connection with a suit filed last week in Federal Court by Bruce Springsteen against the Atlantic Records Corp.

The suit, which seeks $500,000 in damages, charges that a man identified as Brian Rogers of Union County has for several years illegally recorded and tapes to bootleg record shops in New Jersey. Under an order signed by U.S. District Court Judge Vincent P. Buino, U.S. marshals were authorized to seize material involved in the case from Rogers home. The suit charges Rogers with copyright violations and seeks a full accounting of the proceeds from the sale of the bootleg product. In addition, Springsteen and Atlantic Records plan to pursue the permitting of the destruction.

Rocket On The Move
LOS ANGELES — Rocket Records has moved from Beverley Hills to 3459 Cahuenga, Los Angeles 90068. The new number is (213) 851-1985. John Reid Enterprises will also be in the same building.

Feminist Boycott Of Warner Group Ends
NEW YORK — Women Against Violence Against Women (WAVAW) and the National Organization for Women (NOW) have officially ended their 35-month old boycott of the record subsidiaries of Warner Communications (WCIC) containing the companies' use of violent images in record advertising.

In a policy statement, David Horowitz, office of the president for WCIC, stated, "The WCI record group opposes the depiction of violence, against women or men, on album covers and in related promotion.

This policy expreses the WCI record group's opposition to the exploitation of violence, sexual or otherwise, in any form. Although this policy is subject to prior contractual restriction where applicable, the WCI record group has chosen to strongly discourage the use of images of physical and sexual violence against women in these cases as well.

A spokesman for WCI, Joan Howarth, said the organization "commends the WCI record group for formally announcign this advertising policy. We anticipate that it will have an important impact on advertising policy throughout the record industry, as well as in other industries, and on the media industry as a whole."

Howarth added, "By publicizing this policy, WCI is acknowledging that the commercial use of violent images that trivialize and victimize women is irresponsible in light of the epidemic proportions of real-life violence against women, most particularly rape and domestic battering. Of course, WAVAW's pressure on the record industry will continue, because this is an industry-wide problem. We do look forward to increased receptivity from other companies as a result of the step taken by the WCI record group."

'Star Trek' Movie Set For Cross Promotion
NEW YORK — Famous Music, Bantam, Pocket and Ballantine Books, and CBS Records will join in the promotion of "Star Trek — The Motion Picture," which is scheduled to open December 7th in theatres across the country.

The book publishing companies will release as many as 34 related "Star Trek" books prior to and after the making of the movie. CBS will release the soundtrack to the film composed by Jerry Goldsmith and published by Famous.

Salafia Forms Vision Sound Audio in N.J.
NEW YORK — Vision Sound Professional Audio, Inc. has been formed by Michael Salafia. The firm will specialize in equipping recording audio facilities and in providing audio recording systems for music industry professionals.

Vision Sound is located at 110 Grand Ave., Englewood, New Jersey. The phone number is (201) 871-4101.

Cachet Re-Releases Mouskouri Single
LOS ANGELES — Cachet Records has re-released the Nana Mouskouri single "Roses Love Sunshine," to be accompanied by an exclusive worldwide publishing agreement with the songwriters/EMI Music AG. Nana is a former member of Three Dog Night and will be signed at the signing are (l-r): Nana, Brian Green, professional manager for the band, and Ralph Itzickson, co-producer with the band. The band plans to tour the States early in 1980. The Flying Burrito Brothers are back, with a record on the Regency label, titled "Live From Tokyo." The concert was recorded in May 1978, and Sneaky Pete Kleinow and Skip Battin are featured. Here's an odd pairing: both working at Sunriver Recording Studios in Chardon, Vermont are Gino Soccolo and Aro Guthrie. West Coast North best album on Flying Fish has been produced by Graham Nash. Allen LeWinter, director of national promotion for Kirsner Records, has announced his engagement to Sandy Cohen.

EAST COASTINGS

MAIL THAT WE GET . . . Zeke and Jake Carey, the original Flamings, want to take legal action against touring groups who are using the Flamings name. . . . Ron Stevens and Joed Grinde, writers for the "WKRP in Cincinnati" show, are coming with their own comedy album. They've also helped Houston disc jockey Kenny Miles write a Jimmy Carter spoof record called "Tighten Up." Available on Brown Noise Records. . . . There's gotta be a great market for this in the music biz, after all, it's "for those who love to live with rock and roll." . . . "The Outsiders" offer up a CD of their new album to "The Outsiders" on 415-885-0760. Sony's Givens/Cash Box Box/November 17, 1979
LATIN PICKS

CARA DE GITANA — Enrique Lynch Orchestra — Al Records - 1971 — No Producer
Again the orchestra of Enrique Lynch stands out on this album. Veteran bandleader Lynch has numerous albums to his credit but here he outdoes himself with this magnificent orchestra in mambro, sambas, soul, cha cha and Latin disco. The music in this album has commercial appeal and very tasty arrangements for a big band. The vocals are excellent. The best cuts are “Cara De Gitana,” “Kuya-Ku-Cha,” “Flip,” “Estas Luquipado” and “San Juan.”

ELADIO JIMENEZ — Nuestra 103 — Producer: Harry Maldonado
Multi-talented vocalist Eladio Jimenez debuts with this beautiful album of love songs and dance rhythms. Great back¬
ing by the orchestra is demonstrated on all cuts. Among the best selections are: “Humo Extranjo,” “Duena De Amor,” “Puedo Estar Contigo,” “Presuposicion,” “Porque Te Em¬penas” and “Mira Donde Va.” Without a doubt this album should go high on the charts in Puerto Rico.

LATIN BEST SELLERS

CHICAGO SALSA
1. Solo — Willie Colon/La Fuerza Latina
2. Siembra — Willie Colon/Ruben Blades — Fania
3. En Cuba — Tipica 73 — Fania
4. Con la Salsa — Julio Jaramillo — Fania
5. Tipica Ideal — Coco — Venture
6. Bobby Valentín — Branco
7. Luis Ortiz — LA Comedia
8. Oscar De Leon — Tico
9. Ray Barretto — Tico
10. Machito 74 — Philips

MIAMI SALSA
1. Solo — Willie Colon
2. En Las Vegas — Gran Combo — Combo
3. Eternos — Cruz/Pacheco — Vaya
4. N.Y. City Salsera — Orquesta Busy — Cocina
5. Conjunto Universal — Jaco
6. Crossover — Fania All Stars — Columbia
7. Oscar De Leon — T.H.
8. Alfredo De La Fe — Croollo
9. Dandy’s Danny — LP — Ventura
10. Su Sup — Salsa — Plataforma
11. Pacheco/Casanova — Fania
12. En Cuba — Tipica 73 — Fania
13. Red Hot — Montuno Santamaría — Columbia
14. Pacheco — Willie Colon/Ruben Blades — Fania
15. Tito Puente — Tico
16. Orquesta Aragon — Barborro
17. Ray Barretto — Fania
18. Chegar Amérga 76 — Tico
19. Louie Colon — El Sonido

NEW YORK SALSA
1. Solo — Willie Colon — Fania
2. Pacheco Y Casanova — Fania
3. En Cuba — Tipica 73 — Fania
4. Con la Salsa — Julio Jaramillo — Fania
5. Tipica Ideal — Coco — Venture
6. Eternos — Cruz/Pacheco — Vaya
7. Siembra — W. Colon/R. Blades — Fania
8. Bobby Valentín — Branco
9. Con la Salsa — Plataforma
10. Ray Barretto — Tico
11. Su Sup — Salsa — Plataforma
12. Pacheco/Casanova — Fania
13. Alfredo De La Fe — Croollo
14. Dandy’s Danny — LP — Ventura
15. Oscar De Leon — T.H.
16. Tito Puente — Tico
17. Orquesta Aragon — Barborro
18. Ray Barretto — Fania
19. Chegar Amérga 76 — Tico
20. Louie Colon — El Sonido
Los Angeles — While the rest of the industry seems to capitalize on the power of artists' greatest hits only during the gift-giving holiday season, one rack jobber has made a year-round practice of promoting its catalog of old and "not so old" classics. Called "Golden Oldies," by the Minneapolis-based Lieberman Enterprises, these hits of yesteryear are prominently displayed with backing cards at all the accounts which Lieberman services. They deserve this kind of prominence since this single program accounts for more than one per cent of Lieberman's entire nation-wide sales.

Like the rest of Lieberman's inventory, the Golden Oldies are run on a computer-ticket program which allows for easy replacement and reordering.

The decision on what to place in the Golden Oldies racks is based on a number of factors, according to David Gohl, Lieberman's national Golden Oldie buyer for the past year.

"We use sales figures for 45s singles from the Lieberman chain. When we purchase a single from a label, our purchase is based on both national sales and regional sales. We're flexible. If a record is doing well, say, New Jersey, but not particularly well anywhere else, we will include that record in our Golden Oldie New Jersey racks."

The Golden Oldie program also solves some practical problems, especially those involving distribution. Lieberman cuts down on reorders at busy racks by transferring surplus product from slower racks to the faster sellers.

"Elvis, while those two hits are the present best sellers, one artist who predates the disco era remains the all-time golden oldie sales champ, Elvis Presley."

EXCELLENCE AWARDS — The Film Ad

Awards Board recently honored composers Carol Reichardt and Paul Simon, for their song and scores in the "Mighty Quinn." The board is an international group which promotes better motion pictures and TV programming. Shown in the center, with Conners and Ragland is Elayne Blythe, board presi-

ELSIS — The number one hit is Elvis. And "Jailhouse Rock" is the biggest of those, says Gohl.

ARMATINGP ED BOWS — Los Angeles — Prior to the album release, A&M has come out with an EP featuring four songs by Joan Armatrading. Entitled "How Cruel," the 12 3/3 1/3 rpm disc has a list of $4.98. The four tracks on the record are "Rosie," the title track, "He Wants Her" and "I Really Must Be Going."

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"NEW ON THE CHARTS is a valuable tool that is used daily by our entire A & R staff. We always find the information accurate and up-to-date." — Vice President of A & R — Epic Records

"NEW ON THE CHARTS is used by all our professional staff as a handy up-to-

date directory of the artist, label and producer. With producers changing so often and on occasion when you have several producers on one album, New On The Charts eliminates much of the time and guesswork involved."

The Graphic, a music business information service, is a compilation (complete with addresses & phone numbers) cross-referencing information about producers, artists, booking agents, managers, record labels, publishers & song titles of the latest singles and albums to appear on your favorite pop charts.

For Information Call or Write:

1501 BROADWAY, N.Y.C., 10036
TEL (212) 921-0165
Bob Welch is a musical parable of the proverbial George S. Gilbey. A bona fide rockabilly songwriter in a tuxedo world.” Welch and his music, well into his third release now, showcases the man as a “tuxedo in a brown shoe world.” “The Groovin’ Pig” is the best track of a very smooth and sound that’s often avoided by lesser rockers in favor of cliched audience pandering. Bob Welch, on the other hand, simply minds wearing good clothes on both his clothes horse body and on his personable musical product.

LIVE FROM NEW YORK — Gilda Radner — Warner Bros. HS 3320 — Producers: Various — List: 8.98
This album features Gilda Radner performing live off-air from the primest of the Not Ready For Prime Time Players. Radner proves that she is one of the most gifted comedienne to come down the pipeline since the 1960s. This live album is proof as these three musicians extraordinaire serve up old classics like “Knife Edge” and “Pictures At An Exhibition” with style and gusto. Spending time on both the recording and live versions, Diner’s performance is simply divine.

REVIEWS

THE FISH THAT SAVED PITTTSBURGH — Various Artists — Lorimar SZ 36303 — Producer: Thom Bell — List: 7.98 — Bar Coded
This is a surprisingly good soundtrack album, and it’s no wonder. Thom Bell is the mastermind of the LP as he wrote, produced, arranged and conducted all the songs on the album. The Sylvers turn in a fine performance with “Mighty Mighty Pies” as do The Four Tops with “Chance Of A Lifetime.” The real pleasures on the album, however, are the Stylers, and the Stylers turn in No One Does It Better and Bell’s and James’ treatment of the title tune.

CLOSE ENOUGH FOR LOVE — Peggy Lee — DRG Records SL 51131 — Producer: Hugh Fordin — List: 7.98
For more than 25 years, she has been one of the most revered singers in pop music. Her lazy, sultry voice is, once again, in peak form on “Close Enough For Love.” A fine jazz band led by string arranger Herb Geller accents Lee’s instantly recognizable interpretation.

EXTENSIONS — Manhattan Transfer — Atlantic SD 19255 — Producer: Earle Refin — List: 7.98
This is a varied collection of songs and vocals. Some songs are done in a more straightforward manner than others. This is a great album for anyone who enjoys vocal music.

LOVE LITE — Shadow — Elektra 6E-233 — Producers: Williams, Beck & Willis — List: 7.98
This album contains some of the most beautiful love songs ever written. The songs are performed by a variety of singers, including Shirley Bassey, Dusty Springfield and Tom Jones.

LONELY DANCE — Various Artists — EMI List: 7.98
This album is a tribute to the late George Michael. It features a variety of artists, including Elton John, Whitney Houston and Boy George.

This is a collection of classic rock and roll songs arranged in a new way. The album features artists such as The Rolling Stones, The Who and The Kinks.

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NATIONAL VIDEO ACADEMY FOUNDED — The National Academy of Video Arts and Sciences announced its formation and held its charter meeting at the Video Expo in New York Oct. 16. The membership of the Academy will consist primarily of independent video producers, and its primary focus is to provide a forum for the exchange of ideas and information among producers. The Academy will also serve as an umbrella organization for the industry, providing a single voice for the profession.

ALBERT TOUR — A&M artist Herb Alpert made a whirlwind tour of Atlanta, New York and Chicago to thank those responsible for making his "Rise" LP a hit. Alpert also did press interviews, TV and in-store visits during his peregrinations. Pictures above are (l-r): Nancy Alpert, retail manager, Disc-O-Mat, New York; Herb Alpert; Emme Campagna, vice president, A&M; and Allen Bailey, general manager, A&M.

New Ass'n. For Retailers Formed By Webb In Philly

by Aaron Fuchs

PHILADELPHIA — Bruce Webb, owner of Webb's Department Store, has formed a new organization for record retailers, the Independent Record Retailers Protective Association. (IRRPA). In a nationally circulated letter to retailers, Webb wrote that "the IRRPA was held April 21 in Philadelphia as a watchdog organization to right the wrongs that affect the livelihood of the independent record retailers and to see that all are treated fairly by the industry. Never before have the record retailers organized themselves as a lobby. "IRRPA," the letter continues, "is about changing the unfair and discriminatory practices that are prevalent nationwide in the industry. We are asking all record retailers in the United States to join hands." According to Webb, IRRPA will address itself to the issue of unfair pricing practices. "How is it possible," asked Webb, "for some stores to be able to sell records cheaper than we are able to buy them for?" Fluctuating return policies, and the withholding of deletion lists from small retailers, were other issues the new organization would address, Webb said.

"I want it to be clear," he stated, "that we are not like NARM or the BMA who have not been able to represent the retailers to the manufacturers on the bottom line dollars and cents issues."

IRRPA will select people from its charter in various cities, "Webb continued, "to present issues to the manufacturers, to lobby where discriminatory laws are in effect, and to boycott records and/or manufacturers when and where necessary."

WARNER AMEX SETS DATES FOR MANAGEMENT PROGRAM

NEW YORK — The Warner Amex Management Certification Program will hold its first session in Atlanta January 21-25 at Century Center, an educational facility.

Subsequent workshops in 1980 are scheduled for Chicago (April 21-25), Los Angeles (June 16-20), and Philadelphia (August 11-15). The first Rack jobbers Management Certification Program will be held April 21-25 in Philadelphia. There will be no fee involved in attending this session. The second Rack jobbers program will be held May 19-23 in Phoenix. The third Rack will be held September 19-23 in Minneapolis.

 그리드워크 오디오 리뷰

CARLO CURLEY GOES DIGITAL — Chalfont-SDG 393 — Producer: Brian R. Culverhouse — Dist: Discwasher Group — List: 15.00

This digital recording of the Allen Digital Computer Organ is a challenge for both audio equipment and your neighbors if you live in an apartment building. Compositions by Mozart, Charles-Marie Widor and Gabriel Pierné are included, but it is the Bach clavier works that steal the show. "Fuga Minor" that fully reveals the awesome majesty and dynamic range of the digital organ on this disc. Recorded in a massive, acoustically superb hall, the extremely low noise level of the digital process can really be appreciated. As notes reverberate and decay for almost seven seconds.

THE GOOD LIFE — Discwasher-DR-004-D — Producer: Jeffrey Weber — Distributor: Discwasher Group — List: 15.00

On this Soundstream digitally recorded disc, four talented jazz artists come together on a digital recording. Several artists will be famous for their jazz skills, such as Smith on piano, Frank Capp on drums, Barney Kessel on guitar and Monty Budwig on bass sound as though they have played together for a longer time, but this recording captures them jamming happily together for the first time. From a spirited up-to-tempo arrangement of "Somewhere My Prince Will Come" to the beautiful solo piano performance of Marin Hammerslough's "What I Did For Love," this disc can be enjoyed for both technical and musical quality.
In-store promotions are a key strategy for record stores to attract customers and drive sales. This issue of American Radio History highlights an in-store promotion for the new music label MUPPETS, which is part of the Disney empire. The promotion includes a contest where customers can win LPs and other prizes by purchasing MUPPETS albums. The store is also offering free concert tickets to those who purchase the new album.

Another in-store promotion mentioned in the issue is a contest for customers to win a $25 record store gift card bysubmitting their favorite songs and artists. The winner will be chosen by a panel of judges, and the prize will be awarded during the store's grand opening.

In conjunction with the promotion, the store will also be giving away several hundred prizes to customers who spend $50 or more on CDs and LPs. These prizes include MUPPETS posters, T-shirts, and a variety of other exclusive items.

The store is also planning a special event for customers who spend $100 or more on CDs and LPs. This event will feature a live performance by a local band, as well as a chances to win tickets to upcoming concerts and other exclusive prizes.

In addition to these promotions, the store is also offering a variety of other services and amenities to make the shopping experience more enjoyable for customers. These include a wide selection of CDs and LPs, a comfortable seating area, and a knowledgeable staff to assist with music recommendations.

Overall, these in-store promotions and services make the store an attractive destination for music lovers and audiophiles alike. By offering a variety of exclusive items, prizes, and events, the store is able to create a sense of excitement and anticipation for customers, as well as a sense of community among the music community.

Cash Box/November 17, 1979
TOM PETTY & THE HEARTBREAKERS
(Backstreet/MCA-MCA-41138)
Don't Do Me Like That (2:40) (Skyhill Publishing Co. Inc. - BMI) (T. Petty)
The first single off of Petty's new hot-selling album bounces along to a rock steady, engaging beat, bopping hook, staccato guitar chords with lively production. Making a heavy chart debut this week, this track should establish Petty and crew as a solid pop singles group. Retailers, this comes in a picture sleeve with a great un releasable B-side.

KENNY ROGERS
(United Artists-UA-13277-Y)
This sentimental story-song from the "Kenny" LP promises to be the C&W smash of the year, with its sense of pathos and western melodrama. Already receiving heavy pop adds and entering the charts this week with the highest debut, it will also be a big crossover record and a heavy sales item.

SANTANA
(Columbia-1-11144)
A wailing electric guitar opening sets the scene for this highly commercial, pop-rock effort from Santana's new "Marathon" LP, as the hard, solid rhythm section propels the cut behind the bluesy rock vocals of lead singer Alex Ligertwood. McGovern's dramatic coloratura makes this ideal for A/C, pop and disco play.

MILLIE JACKSON & ISAAC HAYES
(Spring/Polydor PD 2036)
Do You Wanna Make Love (3:55) (MCA Music, a div. of MCA, Inc. - ASCAP) (P. McCann)
This Jackson and Hayes duet from "The Royal Rappin's" LP is a smoky cover of the Peter McCann hit, with soft instrumental backing leaving the focus on the oft humorous tradetions between two black artists who are among the most outstanding and top selling on or off B/C radio.

MIERILLE MATHIEU
(Ariola 7775)
A Man And A Woman (a lover, a friend) (3:26) (Paul Anne Music Inc. - BMI) (P. Anka)
Mathieu, a top-selling international recording artist, applies her high, quivering vocals to this Paul Anka number, which he also produced, and the results are a stunning ballad that is only slightly marred by her faint accent. She continues the chorus with the power of a Streisand. For A/C, pop lists.

DINIE TYLER
(RCA PB-11763)
I Believe In Your Sweet Love (3:04) (Scott-Wolfe Songs/Prince of Wales Music Publishing, Inc. - ASCAP) (P. Scott, S. Wolfe)
Welsh Ms. Tyler's vocal style has often been compared to Rod Stewart's and not without justification. Here, her raw warblings are applied to a melody that is uncannily similar to some of Stewart's early work. AOR and pop should check into this one.

BLUE STEEL
(Infinity, 50,044)
Shark (2:20) (Tarka Music Co. - ASCAP) (D. Twilley)
Blue Steel adds a hard southern rock edge to this cover of this Dwight Twilley Oklahoma rockabilly number, with a battery of electric guitars kicking off this tailor-made tune for AOR. From the "No More Lonely Nights" LP.

SPYRO GYRA
(Infinity, 50,041)
Jubilee (3:55) (Harlem Music/Crossseyed Beary Music - BMI) (J. Watl)
Spyro Gyra turns in a funky followup to its gold "Morning Dance" single, as hard, popping bass leads neatly into another of Jay Beckenstein's organically melodic horn figures. Slightly more eclectic than "Morning Dance," this rock tune will garner good pop and plenty of jazz interest.

IAN GOMM
(Stiff/Epic-95,080)
This highly accessible Stiff artist follows up his Top 25 "Hold On" single with this pumping pop-rocker. A song to be played on the Top 40 format.

TOWER OF POWER
(Columbia-1-11157)
No Time For Love (3:17) (Michael Jeffries' Music - ASCAP) (M. Jeffries, D. Copeland)
The second single off of TOP's "Back On The Streets" LP is a lushly produced, melodic number tailor-made for A/C, pop and rock radio.

MAUREEN McGOVERN
(Warner/Curb WDS 49129)
Can't Take My Eyes Off You (3:38) (Saturday Music, Inc./Seasons Four Music Corp. - BMI) (B. Gould, B. Creager)
McGovern follows up her "Different Worlds" single with this disco-flavored re-working of the Four Seasons hit, with an ever-present horn section blasting its way through its ear-catching hooks and choruses. McGovern's dramatic coloratura makes this ideal for A/C, pop and disco play.

MILLY JACKSON & ISAAC HAYES
(Spring/Polydor 2036)
Do You Wanna Make Love (3:55) (MCA Music, a div. of MCA, Inc. - ASCAP) (P. McCann)
This Jackson and Hayes duet from "The Royal Rappin's" LP is a smoky cover of the Peter McCann hit, with soft instrumental backing leaving the focus on the oft humorous tradetions between two black artists who are among the most outstanding and top selling on or off B/C radio.

MIREILLE MATHIEU
(Ariola 7775)
A Man And A Woman (a lover, a friend) (3:26) (Paul Anne Music Inc. - BMI) (P. Anka)
Mathieu, a top-selling international recording artist, applies her high, quivering vocals to this Paul Anka number, which he also produced, and the results are a stunning ballad that is only slightly marred by her faint accent. She continues the chorus with the power of a Streisand. For A/C, pop lists.

DINIE TYLER
(RCA PB-11763)
I Believe In Your Sweet Love (3:04) (Scott-Wolfe Songs/Prince of Wales Music Publishing, Inc. - ASCAP) (P. Scott, S. Wolfe)
Welsh Ms. Tyler's vocal style has often been compared to Rod Stewart's and not without justification. Here, her raw warblings are applied to a melody that is uncannily similar to some of Stewart's early work. AOR and pop should check into this one.

BLUE STEEL
(Infinity, 50,044)
Shark (2:20) (Tarka Music Co. - ASCAP) (D. Twilley)
Blue Steel adds a hard southern rock edge to this cover of this Dwight Twilley Oklahoma rockabilly number, with a battery of electric guitars kicking off this tailor-made tune for AOR. From the "No More Lonely Nights" LP.

SPYRO GYRA
(Infinity, 50,041)
Jubilee (3:55) (Harlem Music/Crossseyed Beary Music - BMI) (J. Watl)
Spyro Gyra turns in a funky followup to its gold "Morning Dance" single, as hard, popping bass leads neatly into another of Jay Beckenstein's organically melodic horn figures. Slightly more eclectic than "Morning Dance," this rock tune will garner good pop and plenty of jazz interest.

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**Weather**

**Cool Glasscock For Mayor** — On Oct. 29, Duane Ingalls Glasscock, clone-air personality at WBCN/Boston, announced his write-in candidacy for Mayor of Boston. He also unveiled a fifteen point campaign platform that included the abolishment of capital punishment in favor of tarring and feathering, a year off from school for kids between eighth and ninth grades to see what the real world is like, the reorganization of the New England Telephone system so all phone numbers would be changed twice monthly, the distribution of supplies to anyone who needs them provided they come to a distribution center with someone from a different race than they, the closing of all discos and nuclear plants and a personal 1-2-1-1 number from the Boston Red Sox. Locked in a professional life and death struggle with Charles Laquidara of the same station (a recent Boston Globe Reader's Poll showed Laquidara as the favorite local personality and Glasscock a strong #3 in that category), Glasscock held a press conference hoy, which was attended by some 400 fans who braved the rainy elements, but alas, the few write-in votes he received were not enough to get him elected.

**Beautes Tour Jackets** — Many stations have kept their listeners glued to the dial by airing the Beatles All Through WMR radio special produced by Capitol Records. The show, written, produced and directed by John Lennon, Capitol promotion manager, Barbara McGee, contest winner, and James Thomas. WRRB, assistant PD.

Saturday night featuring Sinatra's music, remixed and reedited to rock.

**More in Promotions** — WDCD/DC(101)/Washington, in a project co-produced with Epic Records, is offering a three-cut EP featuring Molly Hatchet, Cheap Trick and David Werner. The EP contains $1.10. 10,000 copies of the EP were pressed using long lasting tapes, and 100% of the proceeds will go to the Special Olympics. In addition, WDCD will provide matching sums for each EP sold. KMEU/San Francisco recently completed the Sammy Hagar "Street Music" promotion campaign for their radio stations, which culminated in giving away a red, 1979 Pontiac Trans Am, a duplicate to Hagar's own car.

KOFM/Oklahoma City has given away $3,101.11 so far during the station's Cash Stash contest. The winner of the KOFM/Pepsi Mystery House Contest won a trip for four to Disneyland in Orlando, Fla.

**For Your Information** — Looks like Rupert Holmes may be on his way to the first top 10 single. "Escape" (The Pina Colada Song), which moved from 41 to 25 on the Cash Box Top 100 Singles Chart, is the most active radio record this week with strong sales action reported in most regions of the country. Seems everytime KJUH/Los Angeles plays "I Do Believe In You" by Pages, the switchboard lights up with requests from people to hear it again. The group just finished a tour of West Coast stations and the single was added this week at KFLI/Los Angeles, KNOW/Austin, and is already on WISM/Madison, KPAM/Portland and KSLY/San Luis Obisbo to name a few. The three must-added adds on FM this week were "Hydra" by Toto, "The Fine Art of Surfacing" by the Boomtown Rats and ZZ Top's "Deja Vu." The Pat Metheny Group is proving to be one of the more successful jazz crossover groups with its new ECM LP "American Garage" coming in 1st this month added out of the box.

**Syndication Indicators** — Guest personalities have been set for the remainder of November on "Star Trak," Westwood One's nationally syndicated rock news and interview radio show hosted by Candy Tusken. Scheduled guests are: The Lockwood/Buckingham of Fleetwood Mac, Tommy Shaw of Styx, Bonnie Raitt, Nicolette Larson, Moon Martin, Boomtown Rats and Chicago. . . . Golden Egg's Future Previews Jan. 7, 1980. The package of ten three-minute features weekly will spotlight the performers of the years ahead. This week's installment features Bob Skemer, NPM was founded to give recording studios, ad agencies, TV and radio stations, audio visual departments and cable TV companies a contemporary background music program production company, who will create the world of the future. They have written three songs and are being retained by Egmont and Roy Sonderling, most of the Sonderling stations will be assigned to Viacom International. Sonderling, is charged with the promotion of Viacom Stock worth $28 per share or cash.

**LOUISVILLE VISITOR** — During a recent visit to Louisville, United Artists' Kenny Rodgers stopped by WAKY and chatted with the staff. Pictured above are (l-r) Mike McVay, WAKY general manager; Michael Davis, president of U.A.E.M., Kenny Rogers and George Francis, WAKY vice president and general manager.

**Watermark, Inc.**

**Taps Davis** — LOS ANGELES — Michael Davison has been named senior vice president, sales creative for the L.A.-based radio syndication firm. Watermark, Inc. Prior to his appointment, Davison had been with Golden West Radio for the past nine years. Watermark provides programming to a weekly basis for over 1400 stations world-wide.

**Carrus Elected** — LOS ANGELES — Following a recent board of directors meeting at Progressive Communication Corp.'s headquarters in New York, Gerald Carrus has been elected president of the corporation. Progressive owns WBCN-FM, Boston; KOME-FM, San Jose and WYVI-AM, Jacksonville.

**Kingsley Appointed To Serve On CMA Board** — LOS ANGELES — Bob Kingsley, host and producer of the "American Country Countdown" radio show, has been appointed to the board of directors of the Country Music Assn. Kingsley has been the producer of the internationally air-distributed show for over 250 countries around the world since 1974.

**Metromedia Reports Third Quarter Gains** — NEW YORK — Metromedia has released its financial report of the third quarter of 1979. Compared to the third quarter of 1978, this year's net revenues were up 13%. Operating income rose by 20%. Net income was up 34%, while per share earnings climbed by 33% and per share cash dividends paid rose 40%.

**TM Pres. Long resigns** — LOS ANGELES — Jim Long, president of the TM company, has announced his resignation effective Dec. 31, 1979. He has agreed to become a consultant for the company.

Patrick S. Shaugnessy, vice president and general manager at KIQO/Los Angeles for the last six years, has been tapped to long's position as president of the TM companies.

**Rapper's Tops Cash Box Chart**

(continued from page 1)

"It started out as a grass roots phenomenon in the city," stated Paul Zaronke (known to radio listeners as J.D. Holiday), the new program director for the station, "but our sales reports and research shows that the record has crossed over to white teens in the suburbs as well." Zaronke said he feels the record ex-presses a street feel, "extreme," but added that he viewed "The Rapper's Delight" primarily as a novelty record.

Not Novelty

However, Robinson disputed this viewpoint. "I don't think it's a novelty record," she said. "Rapping has been going on for some time. Kids rap over records all the time, and it's done at disco's. I think it's a way for people to escape. You may say it's nonsensical but it's not really." Joe Fisher, PD at WRBD in Ft. Lauderdale, Fla., commented: "it's definitely a grass roots type of song. People in the streets have never gotten away from it. And when somebody put it out, it just comercialized, it was a natural to be a hit."
FM STATION REPORTS - NEW ADDS/HOT ROTATION

KRT-FM - ABU DHABI - SAM ARNOLD
KYY-FM - ROCHESTER - BONNIE REIGEN
ADDS: Inmates, ZZ Top, Toto, Houston, ZZ Top, ZZ Top.
KYS-FM - DAMASCUS - DON WARD

KZONE-FM - SALERA - KEVIN MILLER
KZEL-FM - SAN ANTONIO - FRED BECK

TOTO - HYDRA
ADDS: Fabulous Poodles. ZZ Top. ZZ Top. ZZ Top. ZZ Top.

THE BOOMTOWN RATS - THE FINE ART OF SURFING - COLUMBIA
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

FABULOUS POODLES - FUNKY PARIS EPIC
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

STEVE WONDER - JOURNEY THROUGH THE SECRET LIFE OF PLANTS - TAMLA/MOTOWN
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

THE INIMATES - FALLOUT POLYBLYR
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

FM STATION REPORTS - NEW ADDS/HOT ROTATION

KZEL-FM - KDF - KBPI
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

KZEL - KDF - W50 WODF
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.

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KZEL - KDF - W50 WODF
ADDS: ZZ Top. ZZ Top. ZZ Top. ZZ Top.
The air is alive with the sound of Gary Moore.
"Back on the Streets" for the first time, in his solo debut.
New dimensions in guitarism, on Jet Records and Tapes.
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<td>In The Eye Of The Storm</td>
<td>Outlaws</td>
<td>Arias</td>
<td>87*</td>
<td>Leaving Soon, Lights, Miracle Man</td>
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<td>28</td>
<td>28</td>
<td>4</td>
<td>Present Tense</td>
<td>Shoes</td>
<td>Electric</td>
<td>73*</td>
<td>Too Late, Now And Then</td>
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<td>Hydra</td>
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<td>Columbia</td>
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<td>Shape Of Things, Kickin' The Kans, Experiments</td>
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OUR COMPETITORS SWEAR THIS KIND OF DIGITAL QUALITY IS STILL THREE YEARS OFF.
Almost everybody admits digital recording will someday be the ideal way to make records. With a Sony PCM-1600 system, you can stop waiting for that someday to happen. And start recording now.

IN THEORY, ALL DIGITAL SOUNDS TERRIFIC. IN REALITY, SONY ACTUALLY DOES. If your ears are even in semi-reliable condition, you’ve no doubt been exposed to incredible amounts of digital audio hype.

"The most dramatic change in audio since flat records," says one prestigious audio publication. "At last... perfect sound reproduction," notes another.

So instead of dwelling on how digital can improve the sound of your recordings, we’d rather dwell on how Sony—and only Sony—has finally made digital performance live up to its promise.

"WE’D LIKE TO DEDICATE THE NEXT FEW NUMBERS TO THE SONY ENGINEERING DEPARTMENT."

In order to convert regular audio signals into digital, the Sony PCM-1600 digital recorder uses a pulse code modulation system developed and perfected by Sony engineers.

The same people who have been behind virtually every audio and video breakthrough since the late 1940’s. Consequently, the dynamic range of the two track PCM-1600 is greater than 90dB.

Frequency response is 20 to 20kHz.

The total harmonic distortion of the PCM-1600 is inaudible over the entire audio spectrum.

There is no measurable wow and flutter.

And because the PCM-1600 puts binary code on tape instead of audio signals, it's not susceptible to tape hiss or print-through; there’s no need to subject your music to noise reduction equipment or realign your recorder for bias and equalization.

EDITING PROBLEMS HAVE BEEN FADED OUT. Since the PCM-1600 works in conjunction with two Sony video recorders, a standard Sony video editor, the BVE-500A or the new DEC-1000 will fill your every editing need.

DROP-OUTS HAVE BEEN DROPPED. Based on a technique used by computers (where the loss of a single bit of information could mean millions), Sony engineers have created an ultra-sophisticated digital correcting code that can actually restore "dropped out" information.

And considering that Sony video recorders are virtually immune to this problem in the first place, the chances of it plaguing your sessions are all but negligible.

DIRECT-TO-DISC QUALITY WITHOUT DIRECT-TO-DISC LIMITATIONS. Because digital quality doesn't deteriorate from one tape generation to another, the PCM-1600 lets you make generation after generation of lacquers, all with direct-to-disc quality—but without any limitation on the number of lacquers you can press.

And if you use the digital format for distribution to your foreign affiliates, you're guaranteed that your last digital master will be absolutely identical to your first.

SONY INTRODUCES TWO NEW WORDS TO THE DIGITAL VOCABULARY: AVAILABLE NOW.

Unlike other digital equipment, the PCM-1600 is actually available for delivery today. Not six months from now. Or "when we finally get all the bugs out."

PCM-1600's are currently being used by well-known recording stars, and are already in operation at Polygram, CBS, Spectrum Sound and Digital Recording Services in Los Angeles, and Digital Recording Systems in Philadelphia.

A FEW SONY DIGITAL ADVANTAGES YOU CAN’T HEAR.

Besides the quality and reliability Sony equipment is legendary for, we've set up a 24-hour digital hot line to service our customers.

We’re prepared to provide as much technical expertise and engineering assistance as only Sony possibly can.

And we intend to continue our exhaustive research in digital audio—and share future insights with the growing Sony digital family.

If you'd like more information about any facet of Sony digital equipment, contact Roger Pryor at (415) 467-4900.

You may think you've heard a lot about digital in the past. But until you've heard Sony, you haven't heard anything yet.

SONY DIGITAL AUDIO

We've never put our name on anything that wasn't the best.
SOUTHWEST

RICHARD & JANE RODGERS, 29 to 5. — L. Adkins, 29 to 14. — Octagon, 14 to 1 — B. Robinson. EX-ALABAMA.

TOO MUCH LICKERIE — 1976

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AFL-CIO Opposes Radio Deregulation

(continued from page 10)

lifting government controls from radio, they see it as a procedural roadblock and a more effective way to block deregulation.

Specifically, the motion asks the FCC to hold hearings and consider the release of several documents on radio deregulation primarily requested by citizens groups, to extend the period of time by which the FCC could act on a tentative decision is announced, and to rescind the proposed inquiry and rulemaking until certain hearings are held.

"Radical Remedy"

By writing the FCC's notice, the groups argue that FCC policy will cost jobs and money, avoiding tangents and better focusing on the issues. Beyond complicated issues like the size of the channel, the groups resent what they call the FCC's radical departure from the current regulatory framework. The FCC's proposal would eliminate any regulation designed to make radio licensees responsive to local community needs, they argue. It would lift the current regulations requiring broadcasters and airwaves to meet the requirements of the public interest.

Int'l Music People Gather At MUSEXPO

(continued from page 9)

Carlo Bixio of Italy's Trends Connexx, which specializes in music soundtracks, but is now expanding into rock and pop, added, "I'm very impressed by MUSEXPO, the way it is organized and how it brings the American record people. He was able to make three or four deals for Haitian artists, which he plans to make deals," stated Feinberg. However, he added that he had made some contacts at MUSEXPO which might prove useful later on.

Production companies were faced with a similar challenge as BMI's Executive Director, Michael Goldman, who was attending the conference. He said that he had no idea what he would be able to make deals, "I didn't plan to make deals," stated Feinberg. However, he added that he had made some contacts at MUSEXPO which might prove useful later on.

Expansion

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EMI Agrees To New Thorn Bid

(continued from page 5)

The EMI board's action of Thorn's proposal marks the apparent end of speculation as to the company's future following the disclosure of significant financial reverses during the 1978-79 fiscal year. In the music division alone, a 22% drop in takings was recorded over the final six months of the 1978-79 fiscal year led to losses totalling $13.8 million.

In addition, EMI's medical electronics and educational media units both showed losses. However, Thorn, EMI's largest shareholder, has said that the company's medical electronics operations are set to become profitable again by the end of the year.

However, the preliminary statement of EMI's Thorn Bid, EMI also suffered significantly, with 78-79 reverses bringing the division's total losses to approximately $56 million during the past two years.

Following the disclosure of the 78-79 setbacks, Paramount Pictures of the USA proposed a merger of music operations for approximately $154 million in July, and the proposal was accepted in October. Both offers were rejected by EMI.

However, in a statement issued by Thorn following the EMI board's action of the Thorn Bid, the company will now turn to other proposals. The revised terms for the Thorn Bid are reportedly closer to a merger valuation of $75 million.

Peters Int'l To Issue Papal Documentary

NEW YORK—Peters International will release a new documentary film commemorating the recent trip by Pope John Paul II to Ireland. The film, "Pope John Paul II," is produced by the Irish National Broadcasting Service (Radio Telefís Eireann) and the Pope's trip was filmed in "Down and Clonmacnoise, Galway, Knock, and Limerick" by "Telefís Eireann." The film, "Pope John Paul II," will be made available to Catholic charitable organizations, the Catholic Charities will donate proceeds of the sale's album to a Catholic charitable organization. The album will take place on November 11, 1979.
TOP 75 A L B U M S

Attraction Between Country Music And International Scene Growing

by Don Cusick

NASHVILLE — Nashville and country music are becoming a presence in Europe for the international market, as evidenced by two individual announcements made this past week.

First, the Tennessee tourism department has hired a public relations firm, Cochrane Communications Ltd. in London, to represent the state in bringing tourists to Tennessee. Gavin Cochrane, head of the firm, spent ten days in Tennessee during the first part of October, visiting various cities and locales.

Cochran noted that the country music industry in Nashville and Elvis Presley's home in Memphis were two of the top attractions for Europeans wishing to visit Tennessee. The third top attraction was the Jack Daniels distillery.

Contacts will be made primarily with package tour operators in Europe originating tours to the United States. Tennessee has become a "gateway" city with flights both leaving and arriving directly from Europe.

An announcement was also made last week that a delegation from the People's Republic of China is scheduled to visit the United States, with the purpose of acquainting themselves with the industry.

Chai Zemin, the Chinese Ambassador to the United States, will be heading the trip which could result in a tour of China by country music artists during 1980. The trip is being coordinated in Nashville by Frances Preston of BMI, Joe Talbot of Joe Talbot & Associates and Irving Waugh, Tennessee Commissioner of Tourism in conjunction with Jim Free, special assistant to President Carter.

British Country Music Association Holds Annual Awards Ceremony

NASHVILLE — The British Country Music Assn. will hold its Annual Awards Presentation Nov. 26 at the Hilton Hotel in London. An Awards dinner will open the evening at 7:30 and a concert will be held at 8:45 with a cabaret to cap off the festivities.

Nominees

The nominees for 1979 are as follows:


Single of the Year — "I'll Said You Had A Beautiful Body," the Bellamy Brothers; "Tulsa Time," Eric Clapton; "Don't Take It Away," Conway Twitty; and "Talking In Your Sleep," Crystal Gayle.

British Artist of the Year — Poacher, Little Ginni and Room Service, Mustang, The Hillriders, and Jenny Shell and Country Shack.

International Artist of the Year — Boxcar Willie, George Hamilton IV, Johnny McBryde, Barry Carroll, Baker and Kenya Smokey


Marketing Campaign of the Year — David Anthony Promotions for Poacher; has become a strong focus for Boxcar Willie, the United Artists for Billie Jo Spars' "Singles Album," K-Tel for "Images," Don Williams, and EMI Various Artists, "Country Life."
THANKS TO THE WRITERS OF THESE 1979 AWARD WINNING SONGS!

* "BLUE BAYOU" Joe Melson/Roy Orbison  
* "BREAK MY MIND" John D. Loudermilk  
* "THAT'S WHAT MAKES THE JUKE BOX PLAY" Jimmy Work  
* "FADED LOVE AND WINTER ROSES" Fred Rose  
* "FOREVER ONE DAY AT A TIME" Eddy Raven  
* "JUST BETWEEN US" Mickey Newbury  
* "LOVE SONGS JUST FOR YOU" Marsha Gayle Barber  
* "TWO LONELY PEOPLE" Tom Benjamin/Ed Penny

THE 1979 NASHVILLE MILLION-AIRS

"BLUE BAYOU"  Roy Orbison, Joe Melson  
"BONAPARTE'S RETREAT"  Pee Wee King/Redd Stewart  
"COLD, COLD HEART"  Hank Williams  
"HALF AS MUCH"  Curley Williams  
"I CAN'T HELP IT"  Hank Williams  
"I CAN'T STOP LOVING YOU"  Don Gibson  
"I LOVE YOU BECAUSE"  Hank Williams  
"I'M SO LONESOME I COULD CRY"  Hank Williams  
"JAMBALAYA"  Hank Williams  
"JEALOUS HEART"  John D. Loudermilk  
"LAST DATE"  Floyd Cramer  
"OH, LONESOME ME"  Don Gibson  
"THE BLUES"  Melvin Endsley  
"TENNESSEE WALTZ"  Pee Wee King/Redd Stewart  
"THEN YOU CAN TELL ME GOODBYE"  John D. Loudermilk  
"THERE GOES MY EVERYTHING"  Dallas Frazier  
"TILL I KISSED YOU"  Don Everly  
"WHEN WILL I BE LOVED"  Phil Everly

"YOUR CHEATIN' HEART"  Hank Williams

2510 Franklin Road, Nashville, Tenn. 37204 • Phone (615) 385-3031

www.americanradiohistory.com
JUDGES FOR SONG FESTIVAL FEITED — The first Music City Song Festival has come to a successful conclusion with a grand prize winner selected. Following an initial entry period, a compilation of songs was presented, a banquet was held to honor the judges of the contest. Pictured here are (l-r): King Edward Smith, WSCL; Alison Brockman, MCSF, Searcy Hall, WHOS; Lou Shriver, WXRL; Michael Lloyd, Bob Cole, KOKO; Dale Turner, WSAI; and Maggie Cavender, Nashville Songwriter’s Assoc. International.

384 Songwriters Reap Cash Prizes At The First Music City Song Festival

by Jennifer Bohler

NASHVILLE — A grand prize of $10,000 was awarded to a Tennessee man last week in the first Music City Song Festival competition. Byron Stallings emerged as the winner from a field of thousands of songwriters throughout the United States and other parts of the world.

Winning Song

In addition to the prize money, Gallimore will also have his winning song, “No Ordinary Woman,” recorded in Nashville by the Grand Prize winning vocalist, Barbara Johnson. The single will be released in December by Little Giant Records.

Gallimore’s song will also be included in a compilation album of Festival winning songs released for release in January, by Little Giant. Mick Lloyd, vice president of A&R for the label will produce the LP and single.

A total of 384 award winners were selected by a panel of 18 judges Oct. 27. Three places in three different categories were awarded, as well as 25 fourth places in each of the categories. Categories, winners and prizes are as follows:

Song Competition — Grand Prize, Byron Gallimore, $10,000, Honor Mention, Bobby R. Cox, $3,500, Third Prize, Nancy Clapper $1,500 and Fourth Prize, 25 winners, $200 each.

Lyric Competition — Grand Prize, David Horney, $7,500; Second Prize, Marsha Kash, Weinfied, $2,500; Third Prize, Don Wolfe, $1,000 and Fourth Prize, 25 winners, $100 each.

Vocal Competition — Grand Prize, Barbara Johnson, $1,500, Second Prize, Carolyn Sue Howard, $750, Third Prize, Charles Hoskins, $350 and Fourth Prize, 25 winners, $50 each.

Also, 100 Honorable Mention winners in each of the categories will receive certificates of achievement, and Grand Prize and Second place winners will be awarded the opportunity to record a winning song and a winning lyric which will be set to music. The single will be released and distributed by Little Giant.

A panel of 18 judges, including CashBox Nashville Director Jim Sharp, participated in final judging activities Oct. 27. Numerical votes were tallied by an independent certified public accountant, and the judge’s decisions were announced at a banquet that evening.

Donation

At that banquet, an announcement was made that a portion of the monies collected for the festival would be donated to the Nashville Songwriter’s Assn. International and to the Federation of International Country Air Personalities (FICAP).

In addition to the 1979 Country Competition for amateurs, the Music City Song Festival has a gospel competition for both professional and amateur songwriters, lyricists and vocalists under this time. Other categories include entries for both professional and amateur songwriters, lyricists, and vocalists as well as amateur vocalists and piano and guitar players.

PBS Network Showcases Tribute To Bluegrass Music With Special

NASHVILLE — Bluegrass music, which has not enjoyed the fruits of the recent success of country music, will receive a real boost in the arm the first week in December when a 90-minute special will be aired on the PBS network.

Viewers Reaction

The Public Broadcasting network decided to film the program and use it as a fund raising program after seeing the viewer reaction to the Grand Ole Opry special, which was broadcast live from the Grand Ole Opry last summer. The Opry telecast proved to be one of PBS’ most watched programs ever.

The show was filmed on Nov. 8 at the Grand Ole Opry house in Nashville and was hosted by Tom T. Hall. The show featured Grandpa Jones & Family; Jim & Jesse and the Virginia Boys with Charlie Collins, Ray- mond Fairchild, Wallace & Wayne Crow; Wilma Lee & Carol Lee Cooper, The Clinch Mountain Boys, Del McCoury, Michael Coleman and Marty Stewart; Buck White and the Down Home Folks; Mac Wiseman, Jannico Jacoby, The Seldom Scene and Bill Monroe and The Bluegrass Boys with James Monroe and his band.

The show is being produced by Bob Boatman with Al Nelson the writer.
REVIEW


This is a double album of gospel songs from a country music legend. Most are self-penned, although there are a number of other noted songs, such as “Gospel Boogie” and “He’s Alive.” All done in Cash’s inimitable style, this collection is a highlight of his career and will be a highlight in any record collection. Best cuts include “What On Earth,” “When He Comes,” “I’m a Newborn Man” and “I’m Just An Old Chunk Of Coal.”


Margo shows herself to be stretching out both musically and in sexy poses on this album. A real treat as it contains 12 songs instead of the usual 10. Best cuts include “The Shuffle Song,” “I’d Rather Be Sorry,” “Night Flight,” and “He’s Linn.” This is a versatile album from an artist who has proven herself success-ful on the country charts.


This is a solid country album by a relatively unknown artist who seems destined for some attention and success. There’s a good selection of songs here with a wide range of material being represented. Best cuts include “They’re Writing Your Name On The Walls Again” Sally,” “Roy Rogers” and “Crazy Arms.”

KENNY ROGERS (United Artists UA-1327-Y)
Coward of the County (4:18) (Roger Bowling, BMI/Sleepy Hollow, ASCAP) (R. Bowling — B. E. Wheeler)

A great record that will add to the collection of standards Kenny already has. A story song that delivers the big punch both musically and lyrically. Look for this to be another landmark in Rogers’ phenomenal career.

JOHNNY RODRIGUEZ (Epic 9-50808)
What’ll I Tell Virginia (3:10) (Hall-Clement, BMI) (B. McDill)

The combination of the voice of Rodriguez, the songwriting of Bob McDill and the production of Billy Sherrill is nearly impossible to beat and that’s the combination on this record. The song and production are great and Johnny delivers this Spanish flavored num-

ber in hit fashion.

SINGLES TO WATCH

EDDY RAVEN (Dimension DMS-003)
Sweet Mother (2:38) (Milene Music, Inc. ASCAP/Acuff-Rose Publications, Inc. BMI) (Eddy Raven & Sanger D. Shafer)

EDDY ARNO LD (RCA PB-11752)
I've Ever Had To Say Goodbye To You (3:05) (Angel Wing Music ASCAP) (Steve Gibb)

BOBBY G. RICE (Sunset S102)
You Make It So Easy (2:04) (Blue Moon Music ASCAP) (Earl Conley)

SUSIE ALLANSON (Elektra E-4665)
I Must Be Crazy (3:08) (Hall-Clement Publications BMI) (Bob McDill)

CHARLIE MCCOY (Monument 45-292)
Carolina Morning (2:24) (Mountain Music BMI) (Don Jackson)

JERRY WALLACE (Door Knob DK-9-116)
You've Still Got Me (2:42) (Chap “N” Dale Music Pub./Jerry Wallace Music ASCAP) (Harry Shields)

RONNIE SESSIONS (MCA 41142)

JERRY REED (RCA PB1164)

ROGER YOUNG (Dessa 78-6)
It's A Hurtin' Situation (2:21) (Daydreamer Music, Inc. BMI) (Rose Convington)

ARNIE RUE (NSD-32)
Rodie-Odeo-Home (2:59) (Hikkit Music/Arnie Rue Pub. BMI) (A. Amar u)

DENNIS SMITH (Adonda AD-79021)
California Calling (2:35) (Crispy Lane Music ASCAP) (Daniel Willis — Bill Wence)

Pain and agony decend upon the breakfast table in ROGER YOUNG’S new single on Dessa . . .

“IT’S A HURTIN’ SITUATION”

Writer: Rose Covington
Publisher: Daydreamer Music (BMI)
Producer: Royce G. Clark & Bill R. Jones

©1979 Dessa Records
Recorded at Hilltop Studio, Madison, TN
MURRAY MEETS LOCAL STATION REPS — After performing two sold out shows at Nashville’s Front Row theatre, Capitol Records artist Anne Murray took a little time to say hello to area radio people. Pictured with Murray (l-r) are: J.R. Bill Colley, PD, WSLR-Akron; Rex Ryan, PD, WNYN-Canton; Don Dempsey, MD, WSLR-Akron; and Jack Pride, Regional Promotions, Capitol, Nashville.
Some of the finest songs Dottie has ever recorded have just arrived.

**Special Delivery** LT-1000

The new album featuring the single, “You Pick Me Up (And Put Me Down)”
Benson Looks At Gospel Market, Sees Healthy Future For Company
by Don Cusick

NASHVILLE — In a restructuring move at the Benson Company, Bob Benson has resigned as president and John T. Benson III, who held the title of chairman of the board, has taken over the offices and duties of the president.

When asked about his recent move and whether it was permanent or temporary, John Benson noted, "I think I have eight to ten years of a good productive life left here. I'm certainly not ready to retire to the front porch. I am excited about this challenge and want to be more involved with the artists and their careers. I have committed to a lot more travel and am looking forward to making this company move." Benson also stated that he would hire a president again some day but not in the foreseeable future.

Musical Direction

Looking at the Benson Company musically, John Benson has growth and progress in view for the future. "Musically, we will continue to commit ourselves to traditional, MOR and contemporary with the hope of signing more acts and having the current acts selling more records."

When asked about why the company sold the Gaither catalog, Benson admitted, "I really don't have a good answer for it. It boils down to the fact that another label has them now and the end was in sight for our sales. Also, Gaither had an option in his last contract to buy back his masters so we used that option as a way of concluding the recording relationship."

"I'm trying to put some fiscal responsibility at the head of this company," said Benson. "The bottom line is an ugly word, but it's got to work." Benson also expressed a conservative approach towards expansion, noting that he will be careful not to outgrow the Benson Company financially. "We've never had the capital of the major labels," said Benson, "and that lack of a big cash flow has probably held gospel back.

In discussing the popularity of gospel music, Benson noted, "We often talk about gospel music today being what country music was ten years ago and that gospel music can be as big as country music. But when you challenge people to clean up their acts with songs of conviction and sincerity of those will never be as great as 'let your hair down baby behind closed doors.' The New Testament says we're peculiar people and peculiar people aren't ever going to be the mass of people. We may always be ten years behind country music and we'll catch up in the future and be a force."

In discussing the recent economic problems, Benson noted that his company has managed to 'keep up with inflation' and hasn't experienced a decline in business like some secular labels.

Benson is committed to his company and the future. "Commenting on a family business, he concluded, 'Whatever your father was committed to, you're probably as committed to it. The goals of my grandfather and father were not the same as mine but we are all committed to the Benson Company's growth and representing and encouraging a philosophy and lifestyle.'"

Light And Lexicon Report Significant Increase In Income For This Year

LOS ANGELES — A significant increase in business has been reported by Light Records and Lexicon Music according to Larry Jordan, executive vice president. Figures released by the firm, which is involved exclusively with Christian music, show that revenue from Lexicon and Light annually has increased 40% over last year while income for Lexicon and Light jointly has increased 25%.

"Every month in 1979 has been ahead of last year, with some months showing significant increases," stated Jordan. "Last year at this time we had completed 26 projects, while this year we have completed only eight."

Jordan also announced the additions of Gary McCartney, Carl Hepler and Paul McLaughlin to the staff. All three will report directly to Carl Seal, vice president, publishing.

Girard Completes Australian Tour

NASHVILLE — Chuck Girard has returned from a second tour and a half week tour of Australia and New Zealand. Promoters in Sydney, Australia have dubbed that concert as one of the best presentations ever given there.

Tour Plans

Girard, who is planning a third tour of those countries for either late 1980 or early 1981, felt the tour succeeded on many levels. "Not only were we pleased with the attendance at concerts," Girard said, "but the Lord moved greatly as we saw lives affected positively for Jesus."

Farrell Debut Cuts On "Life Song" Show

NASHVILLE — Bob Farrell recently made a guest appearance on one of the top Christian radio shows, "Life Song." With show host Drew Barlow, Farrell played several cuts from Farrell and Farrell's second album, "A Portrait Of Us All," soon to be released on the New Face Label.

"Best Show"

According to Barlow, "The combination of Bob and Jayne (Farrell) with their new tunes made Sunday's broadcast one of the most successful in Life Song's history."

Word To Release Douglas Christmas LP

NEW YORK — Word Inc. will release "The Mike Douglas Christmas Album" in November. The album features the single, "Happy Birthday Jesus." Douglas, the talk-show host, will perform the single on his television program Dec. 3

TOP 20 ALBUMS

1. LOVE ALIVE II
   WALTER HAMMES & THE LIFE CENTER CHOIR (Liberty LS 5773)
   $1
   WORKED HARD
   REV. JAMES CLEVELAND & SALOMON INTERNATIONAL CHORUS (Savoy 7024)
   2
   WORKED HARD
   1
   "I DON'T FEEL NOWAYS"
   REV. JAMES CLEVELAND & SALOMON INTERNATIONAL CHORUS (Savoy 7024)
   2
   WORKED HARD
   1
   "CHANGING TIMES"
   MIYOTT LE TROUS (Owen 237)
   3
   WORKED HARD
   1
   "LEGENDARY GENIUS"
   (Nashboro 1083)
   3
   WORKED HARD
   1
   "THE FOUNTAIN OF LIFE"
   JOY CHOIR (Grapevine 9324)
   5
   WORKED HARD
   1
   "WHAT A WONDERFUL SAVIOR I'VE FOUND"
   DONALD VAL & THE VOICES OF DELIVERANCE (Savoy 5005, 1025)
   6
   WORKED HARD
   1
   "LOVE ALIVE II"
   WALTER HAMMES & THE LOVE CENTER CHOIR (Liberty LS 5773)
   8
   WORKED HARD
   1
   "PUSH FOR EXCELLENCE"
   VARIOUS ARTISTS (Myrrh MSB 6617)
   9
   WORKED HARD
   1
   "TRY JESUS"
   (Canyon 7133)
   10
   WORKED HARD
   1
   "EVERYTHING WILL BE ALRIGHT"
   REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Liberty LS 5773)
   11
   WORKED HARD
   1
   "IT'S A NEW DAY"
   JAMES CLEVELAND & THE SO. CAL. COMMUNITY CHOIR (Savoy SEL 1025)
   17
   WORKED HARD
   1
   "COME LET'S REASON TOGETHER"
   FLORIDA VASS CHORUS (Savoy SEL 1025)
   12
   WORKED HARD
   1
   "DON'T GIVE ME SOMETHING TO HOLD ON TO"
   (Savoy 1430)
   13
   WORKED HARD
   1
   "YOU LIGHT UP MY LIFE"
   MACCRAE SOUTHERN CHORUS (Savoy SEL 1025)
   14
   WORKED HARD
   1
   "FROM THE HEART"
   REV. CLAY EVANS (Nashboro 1083)
   15
   WORKED HARD
   1
   "EVERYTHING WILL BE ALRIGHT"
   REV. CLAY EVANS (Nashboro 1083)
   16
   WORKED HARD
   1
   "THE GOSPEL KEYNOTES"
   SALUTE PAUL BAYLEY (Nashboro 7217)
   7
   WORKED HARD
   1
   "PRAISE THE LORD WITH SINGING"
   REV. CLAY EVANS (Nashboro 7217)
   2
   WORKED HARD
   1
   "GOSPEL FIRE"
   KEYNOTES (Nashboro 7217)
   19
   WORKED HARD
   1
   "THINK OF HIS GOODNESS"
   JAMES CLEVELAND & THE CLEVELAND SINGERS (Savoy SEL 1448)
   20
   WORKED HARD
   1

GOSPEL
Indie AVI Bows 23% Return, But Labels Stand Firm

(continued from page 10)

Under the new policy, distributors will have to fill out special inventory forms and forward them to AVI on the 1st and 15th of each month. The reports must be current to be eligible for return authorizations.

When contacted by Cash Box, several independent distributors handling the AVI line indicated they “wouldn’t have to worry” about the 23% ceiling. One distributor, for example, noted that indie labels traditionally have had some form of restrictions based on the cyclical nature of the business.

Although Motown was unavailable for comment, Paul ”Bucky” Soyer, representing independent labels including Aristas, Chryslers and T.K. Records, expressed differing approaches to the problem of returns.

Sal Licata, senior vice president at Chryslers, said he did not foresee any change in the label’s returns policy in the immediate future.

Similarly, T.K. Records chief Henry Stone said that although returns this year are running ahead of a year ago, the labels “working triple hard internally to see that records are not overshipped.”

While noting that settling a ceiling on returns is “a move in the right direction,” Elliot Goldman, senior vice president of Aristas Records, said the problem is under constant study by the label.

“Certainly it’s in the realm of possibility that we will do something in this area,” according to Goldman, “if we feel the move will have some substantive impact on a positive nature on our distributors and our salespeople.”

He pointed out that an across-the-board returns percentage will have a different impact on a young, independent company than it will on a major label with a vast catalog of albums.

“My concern in looking at the things that have been done by some of the major companies is that they have enormous catalogs, and to the extent you are talking about an overall label returns percentage, the amount of catalog they move out over the course of the year gives the individual retailer an enormous cushion against which to shake the percentage. But on a young label like we that has mostly new product, I think the institution of a return percentage might have a greater immediate impact and we have to measure that to make sure that we either do it in a way that’s fair or not.”

Continuing, he said, “Let’s say that a major sells 5 million units of that catalog kind of product where the store owner knows he’s really not going to return any of it, he’s buying what he needs. He knows what his sales pattern is over the last four or five years on that product, and he knows it’s going to sell. So if he buys that much every week and he’s suddenly on a 20% returns basis, he has a million units that he can use for returning other product.”

“But if you move to an Aristas, which is a young company, it doesn’t have an enormous catalog, there isn’t that kind of cushion. Suddenly the institution of a return percentage becomes much more restrictive on an individual basis than it does for a large company that has a catalog.”

“So as much as I like the institution of a returns percentage as a concept, I really have to be careful and measure it to see what exactly its impact will be on our sales and the marketplace.”

ODYSSEY RECORDS Files Chapter XI

The financially troubled chain also is involved in several suits over allegedly unpaid bills. Pickwick International ($164,000), the GRT Corp. ($250,000) and Record Merchandising of Los Angeles ($56,395) are all in various stages of the bankruptcy court.

BMI Gives Award To PBS Shows’ Producer

NEW YORK — In celebration of the International Year of the Child, Broadcast Music, Inc. (BMI) has awarded a special citation to Children’s Television Workshop creators of “Sesame Street,” and “The Electric Company.”

The presentation, in honor of the 10th anniversary of Sesame Street, was made on Oct. 17 in New York.

THE STATES UNITED AT THE ROXY — Touring the country in support of their self-titled debut LP, Chryslers recording group The States recently appeared at Los Angeles’ The Roxy as special guests of Hall & Oates (RCA). Pictured in the back row are (l-r) Chryslers national sales manager, Rob Schicker and Barry Scott of the band, Linda Steiner, Chryslers national director of artist development and Roger Watson, Chryslers national A&R director. Pictured in the front row are (l-r) Doug Shayler, The States’ manager, Sal Licata, Chryslers senior vice president, Jimmy Wilkins, Butler Ger- mano, Stephen Chandler and Jimmy McDonnell of the group and Chris Wright, co-chairman of Chryslers Ltd.
JACKSONS TOUR IN TROUBLE — Principals of The Black Promoters Survival Council based in Atlanta are organizing a national campaign against Leonard Rowe, present promoter of the Jacksons World Tour. The organization, which is headed up by Hosea Williams, will be placing trade advertisements explaining what they say were unscrupulous tactics in obtaining the tour. They are also seeing to it that Ticket outlets in some cities where the Jacksons plan to appear, putting up posters, giving out leaflets and buying radio spots, and local and national print advertising in several newspapers. Also involved in the Alliance is another promoter, Lew, who said "We're going to let the Jacksons' management, gave them $20,000 for them to appear in Gary, Indiana and they never showed up or returned the money.

PRIME PROGRAMMER — Brute Bailey, program director at WIGO in Atlanta says, "My initial goal in life was to be a career military man, but after I was sent to Vietnam for the third time I changed my mind. Through Bailey's seeing he was always known to be the man with the music, his interest did not swing toward broadcasting until he was stationed at Fort Benning, Georgia. I remember listening to Paul "Fat Daddy" Johnson as a child in Maryland, and being somewhat influenced simply because I thought he sounded good. I had acquired a great deal of stereo equipment, but because I could get it very inexpensively so people always called on me if there was a party or for service. From that I evolved into doing disco clubs, and with some persuasion I started working at WOKS." After being a part-timer at that station for over a year, Bailey felt that he wasn't really learning about the business of radio because the style of WOKS was very free, so he went to WOLS, which was a golocal market station in that area. Bailey looks upon his stay at this station to be one of the more rewarding radio experiences he had. "Bill Paris, who now programs the UCB chain, was consulting that station when I went there. He hired David Tate, who was very involved in the business side of programming and that taught me a great deal." Bailey returned to WOKS as its program director, and his stay with the station for a year and a half. From there he went to WBOP in Pensacola, Florida, which was going through some management changes. When his station's format changed from R&B to a Top 40 format, he couldn't get a job at the station; "I had been going to the management of WIG in Atlanta. When asked about future plans for himself, he said, "There seems to be such a need in the industry for good black programmers to program black radio stations that I want my involvement in that area. If it is possible that I can pass on some of the knowledge that I have learned from other PD's, that is the issue that is uppermost in my mind."

RADIO ACTIVITY — The National Association of Broadcasters is publishing a book called Getting What You Bargained For. The book is a multi-volume series of articles for broadcasters and producers. The publication gives a general discussion of contract law and has sample forms of employment agreements, talent contracts, studio and tower leases, performance releases and advertising contracts. The book is also a guide to consulting and Royalty buying radio stations. Also involved is the National Association of Broadcasters' Guide to Contracts and Royalties. There are plans to continue this book as an annual publication.

ARTISTS — The Commodores have been invited to tour China as part of a cultural exchange program which is expected to happen sometime next year. A new album from War, will be released in two weeks, entitled "War, The Music Band II." The first single from the album will be "Don't Take It Away" which is a sequel to the group's special long version of the group's earlier hits "The World Is A Ghetto" and "Night People." The compilation has been re-mixed into a very interesting version. Tied into a very extensive marketing campaign for the album, look for the singles, "We Believe In War" and "War To The World" to show up everywhere... L.A. International Records will release its first product in two weeks; a new group called Giant, which features a coming together of such well known artists as Carlos Santana, and Lee Oskar, will debut. That label will also be releasing "Pressure," a band created by Ronnie Laws.}

**PROGRAMMERS PICKS**

<table>
<thead>
<tr>
<th>J.J. Jeffries</th>
<th>KSOL/San Francisco</th>
<th>Pump It Up — Fever — Fantasy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joe Fisher</td>
<td>WRBD/ Ft. Lauderdale</td>
<td>I Want You Here With Me — O'Jays — Phila. Int/CBS</td>
</tr>
<tr>
<td>Steve Woods</td>
<td>KDAY/Los Angeles</td>
<td>Peanut Butter — Twenty-five featuring Lenny White — Elektra</td>
</tr>
<tr>
<td>Butterball Jr.</td>
<td>WILD /Boston</td>
<td>Special Lady — Ray Goodman, and Brown — Polydor</td>
</tr>
<tr>
<td>Sondra Roberts</td>
<td>WJPC/Chicago</td>
<td>Haven't You Heard — Patrice Rushen — Rhythm</td>
</tr>
<tr>
<td>Eddie Jordan</td>
<td>WUSD/Hartford</td>
<td>Haven't You Heard — Patrice Rushen — Elektra</td>
</tr>
<tr>
<td>Linda Haynes</td>
<td>WWRL/New York</td>
<td>You Know How To Love Me — Phyllis Hyman — Arista</td>
</tr>
<tr>
<td>Doug Blakely</td>
<td>WUFO/Buffalo</td>
<td>Angel Of The Night — AngeloftheNight — Arista</td>
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**TOP 75 ALBUMS**

The Rhythm Section
**BLACK CONCERT HISTORY**

### MOST ADDED SINGLES

1. PARTY PEOPLE - PARLIAMENT - CASABLANCA
2. WHAT'S THE NAME OF YOUR LOVE? - THE EMOTIONS - ARC
3. GIMME SOME TIME - NATALIE COLE & PEABO BRYSON - CAPITOL
4. I WANT YOU HERE WITH ME - THE O'JAYS - PHILADELPHIA INTERNSHIPS
5. SEND ONE YOUR LOVE - STEVIE WONDER - TAMLA
6. WITCH DOCTOR - INSTANT FUNK - SALSOL

### MOST ADDED ALBUMS

1. MASTERMAD - RUFUS & CHAKA - MCA
2. THE CHANGING OF THE GUARD - STARDAY - WARNER BROS.
3. A NEW COMMENCEMENT - I, IMAGINED YOU

**HERE'S MY LOVE - CONDA CLIFFORD - RSO**

**TWICE THE PEACE - PEACHES & HERB - POLYDOR**

**YOU KNOW HOW TO LOVE ME - PHYLIS HYMN - ARISTA**

Some way, heavenly, give a little more.

---

**BLACK RADIO HIGHLIGHTS**

- WQOK - ATLANTA - DOUG HARRIS PD

- WWIN - BOSTON - DON BROOKS PD

- WJCH - CHICAGO - JAMES ALEXANDER PD

- WBNM - CHICAGO - JEROME HOUSE PD

- WYGN - CLEVELAND - CHARLES TURNER PD

- WYON - CLEVELAND - CHARLIE CONNOR PD

- WRBZ - DENVER - RON O'JAY PD

- WKLD - FT. LAUDERDALE - JOE FISHER PD

- WGRP - DETROIT - GEORGE WHITE PD

- WKND - FT. LAUDERDALE - EDWARD JORDAN PD

- WMJQ - PHILADELPHIA - BERNIE MOODY PD

- WULV - LOUISVILLE - ULALO REED MD

- WDEA - MEMPHIS - RON KING PD

- WAWA - MILWAUKEE - KING JAMES PD

- WDM - MILWAUKEE - CHARLES HODAR PD

- WYLD - NEW ORLEANS - JAY JOHNSON PD

- WEXL - NEW ORLEANS - REGGIE GRAY PD

- WWL - NEW YORK - LINDEY HAYES PD

- WKIA - OAKLAND - JERRY BOULDING PD

- WWSB - PHILADELPHIA - JOE TAMBURO PD

- WZOL - SAN FRANCISCO - J.J. JEFFRIES PD

- WZUR - CHARLOTTE - HARRIS PD

- WZBZ - NEWARK - REGGIE GRAY PD

- WZON - NEW YORK - HENRY HUTSON PD

- WZGC - NEW YORK - JODY RAY PD

- WZM - NEW YORK - LINDY JOHNSON PD

- WZLX - NEWARK - REGGIE GRAY PD

- WZLV - NEWARK - REGGIE GRAY PD

- WWV - NEW YORK - LINDEY HAYES PD

- WSGT - NEW YORK - LINDY JOHNSON PD
PIRACY CONVICTION IN ARGENTINA

by Kirk LaPointe

TORONTO — As evidenced by a recent conviction in Montreal, the Canadian music industry is the victim of "toothless" laws in its efforts to combat tape piracy in this country.

A year ago, the Quebec Court of Sessions, was the only contested tape piracy case in this country. Not wishing to assume the court costs, most other accused merely plead guilty and take the meager fines. In all cases, the pirated tapes are销毁.

The most recent conviction involved Greek repertoire licensed to EMI, London, 1,207 cassettes were ordered destroyed.

The problems, most evidently, stem from the fact that the Copyright Act, CRIA and others in the music industry have made proposals to the federal government on possible revisions, and Green Paper was issued 18 months ago. But since then, six studies have been commissioned by the government to further study the necessary changes.

INFORMATION BESTSELLERS

Australia

TOP TEN 45s
1 Born To Be Alive — Patrick Hernandez — CBS
2 20 Grand — Meat Loaf — Epic
3 Hot Night at the Jetty — Meat Loaf — CBS
4 Unusual Suspects — Van Halen — CBS
5 I Was Made for Lovin' You — Kiss — Casablanca
6 Let's Get Ready — Vanilla Ice — Sire
7 My Sharona — The Knack — Capitol
8 Sheena Is a Rubber Baby — ELO — Jet
9 Goose Bumps — Christie Anne — Mushroom
10 Just Between You and Me — Dave Edmunds — Swing Song

TOP TEN LPs
1 The Long Run — Eagles — Asylum
2 Dynah — Dynah — A&M
3 Slow Train Coming — Bob Dylan — CBS
4 Albert King — Albert King — Capitol
5TASK — Fredwood — Warner Bros.
6 Back to the Blues — Led Zeppelin — Swan Song
7 Bop Till You Drop — Ry Cooder — Warner Bros.
8 Get the Knack — Capitol
9 Elton John — Capitol
10 Eat To the Beat — Blondie — Chrysalis

Canada

TOP TEN 45s
1 Pop Muzik — M — Sire
2 Sad Eyes — London Zoo — Mercury
3 Don’t Stop ’Til You Get Enough — Michael Jackson — Epic
4 Lead Me On — Maxine Nightingale — RCA
5 Rise — Herb Alpert — A&M
6 I’ll Never Love This Way Again — Dionne Warwick — Arista
7 I’ll Never Love This Way Again — Dionne Warwick — Arista
8 Salt Outta Commercials — Duran Duran — Island
9 Babe — Styx — A&M
10 My Sharona — The Knack — Capitol

TOP TEN LPs
1 Breakfast in America — Supertramp — A&M
2 Sheena Is a Rubber Baby — ELO — Jet
3 The Long Run — Eagles — Asylum
4 Get The Knack — Capitol
5 Elton John — Capitol
6 Eat To the Beat — Blondie — Chrysalis
7 I’ll Never Love This Way Again — Dionne Warwick — Arista
8 Voulez-Vous — ABBA — Atlantic
9 Candy-O — Iggy Pop — Elektra
10 The Cars — Elektra

TOP TEN LPs
1 We Don’t Talk Anymore — Cliff Richard — EMG
2 Baby — Boney M — Hansa/Ariola
3 A Walk in the Park — Nick Straker Band — Decca/Teledex
4 Boy Oh Boy — Racy — Racy
5 Don’t Bring Me Down — ELO — CBS
6 Bow Wow Thump — Hansa/Ariola
7 I Was Made For Lovin’ You — Kiss — Bellaphon/Casablanca
8 When You’re In Love — Dr. Hook — Capitol/EMI
9 So In Love — Pater Tealde
10 Das Lied Von Manuel — Manuel & Poniay — Polydor/DGG

Germany

TOP TEN 45s
1 Die Toten Hosen — Osten — Polydor/DGG
2 Einmal Zuhause — Hansa — Hansa/Ariola
3 Ich Liebe Dich — Hansa — Hansa/Ariola
4 Das Lied Von Manuel — Manuel & Poniay — Polydor/DGG
5 Triumpf der goldenen Stimme — Polydor/DGG
6 Wo Ist’s loh — Hansa — Hansa/Ariola
7 Die Schöne der Pappel — Ronny — K-Tel/Tealde
8 Rock Me — Hansa — Hansa/Ariola
9 Discovery — ELO — CBS
10 Dachschlange Khan — Jupiter/Ariola

TOP TEN LPs
1 Ich Liebe Dich — Hansa — Hansa/Ariola
2 Einmal Zuhause — Hansa — Hansa/Ariola
3 Die Schöne der Pappel — Ronny — K-Tel/Tealde
4 Triumpf der goldenen Stimme — Polydor/DGG
5 Das Lied Von Manuel — Manuel & Poniay — Polydor/DGG
6 Ich Liebe Dich — Hansa — Hansa/Ariola
7 Wo Ist’s loh — Hansa — Hansa/Ariola
8 Rock Me — Hansa — Hansa/Ariola
9 Discovery — ELO — CBS
10 Dachschlange Khan — Jupiter/Ariola

DER MUSIKMARKT

I “doubt whether anything shall be done before three or four years,” Robertson admits. “Until then, we’ll be fighting a losing battle. We don’t need toothless laws.”

The Royal Canadian Mounted Police (the national police force), usually assisted by CRIA, investigates possible illegal duplication instances. Proof-of-purchase evidence, or lack thereof, usually leads to most arrests. It is estimated some 8-10% of legitimate business is eaten away by tape piracy, bootlegging and home taping.

Most of the pirated tapes come into Canada through Singapore, says Robertson. With consultation with such international organizations as the IFPI (the international anti-piracy federation), there are continually several cases brought before the courts. But Canada is easy pickings for the tape pirate, the CRIA president says. “The court proceedings and bootlegs are often such good copies, they’re returned by the stores to the record companies for refunds.” Robertson concluded.

NIPPON COLUMBIA NET PROFITS JUMP 52.6%

TOKYO — Nippon Columbia Ltd. announced that net profits for the first six months of the fiscal year (April 1 to September 30) reached $12.9 million ($5.5 million) over the same period in the 127th term.

Corporation sales for the period from March 21 to September 30, 1979, total revenues for the company were 26.9 billion yen ($125.2 million), up 8.5% from the 127th term.

The remarkable profit turnaround was attributed to a surge in musical product sales. Record sales revenues for the period reached 11.6 billion yen ($51.3 million); while tape/audio sales revenues totalled 12.0 billion yen ($52.2 million).
FROM HAVANA TO TOKYO — Celebrating the release of Cuba’s trakere on the Victor label in Tokyo, recorded in Havana by Japanese technicians under the terms of a cooperative agreement between both nations, various dignitaries gathered at the Cuban Embassy. Also included in the agreement are future releases by Algo Nuevo and Conjunto Caney. Pictured are (l-r): Shoo Kaneko, Victor senior managing director, Ambassador Jose A. Menchero of Cuba and Saburo Watanabe, Victor president.

Ariola France Opens New HQ Complex In Paris

LOS ANGELES — Ariola France (Eurodisc) recently opened a new office complex in Paris. Under the direction of general manager Rene Cachex and Michel Poulin, co-general manager, the Paris offices will be the label’s new headquarters in France.

The new offices were established, in part, to handle Ariola’s planned upgrading of its French operations, which will include sales and distribution duties once the current distribution contract with WEA International expires in June 1980.

At this time, Ariola France has an internationally oriented roster that includes Amanda Lee, the Peter Jacques Band, J.J. Caile, Skye, Herman Brood, the Three Degrees and Angelo Branduardi, while Ariola/Hansa contributes Viola Willis and Charlie Fawn.

Future Plans

Long-range plans include the development of local French artists to complement the international cast. However, local acts will only be signed gradually until the company can gear up to a higher capacity.

Additional staffers at the new Paris complex include Virginie, Otis’ secretary, and Jacques Duchauvay, sales director.

‘Discoexpo ’80’ Slated For April in Genoa

LOS ANGELES — The Fiera Internazionale di Genova has announced that “Discoexpo ’80,” the third annual international market exhibition of records, tapes and music, will be held April 25-May 1, 1980, at the Genoa Fairgrounds.

Kaundina Joins Polygram Group Legal Department

LOS ANGELES — Peter Jerri Kaundina has joined the Polygram Group legal department in Hamburg as a general lawyer and will report to Dr. Manfred Kuhn, head of the Group’s legal department. In his new position, Kaundina will act as legal advisor to Polydor International and Polygram Record Operations Office II in his new function.

Joining the Polygram Group in 1970, Kaundina most recently was the head of the Deutsche Grammophon Gesellschaft legal department, a position he held since 1972. Burkard Rochitz has assumed Kaundina’s old position.

INTERNATIONAL BESTSELLERS

INTERNATIONAL DATELINE

ext from the German Phono-Akademie, many are not eligible to vote for both prizes.

German Ariola and the Czechoslovakian gramaphone records subsidiary Artists Victorphon are celebrating their 10-year business association. Hansa Records boss Hans Blume has personally sent out the new album by Aml Stewart, who has sold more than seven million records to date. The singer recently appeared on Disco TV ZDF, as well as the renowned program of Mike Luebeck's Musikladen. The Musikladen segment will be broadcast on Dec. 13 as the 50th anniversary of the show.

Arthur Walzeneger, a member board for Telec-Telfunkun-Decca Schallplatten GmbH, will be the fourth time he has appeared in the aktuell catalogue, which has already reached the million mark.

Also in November, the Quimbandera will release its first year anniversary by offering a series of recitals by important folk artists, including Happy Traum, Alain Giroux, Louis Belanger, and Monti Leufbner. This Spanish label lacks in heavy sales, it makes up for in spirit and energy. In support of the label, the quality and purity of the productions.

RCA is now distributing 20th Century-Fox in Spain. The promotion of Edwin Starr’s “L.P. P.P.Y,” a new LP, and album has been imaginative and effective.

Record companies here are making more and more use of television for mer- cial spots, and it’s paying off. After the success of Julio Iglesias’ “24 Gold Hits” of CBS, Ariola’s “Super Doble” various artist packages and EMI’s “Various Artists, Vol. 2” is a super-duper hit.

Spanish television has announced its representative for the next OTI festival. Ana Maria Lobo, who records for the Zafiro label, has been chosen.

The ECM label will soon be available in Spain. To be distributed by the Catalan label Edigsa, ECM product is eagerly antici- pated by jazz enthusiasts, who are ex- cited by the prospect of product by such renowned artists as Keith Jarrett, Jan Gar- barok, Egberto Gismonti and Paul Mollan.

Finally, CBS celebrated its 10th anniver- sary in this market with a gala dinner, presenting new product and giving gold records to Victor Manuel and Miguel Bose for their national and inter- national hits.

United Kingdom

LONDON — Swedish Euro-pop group ABBE broke CBS Records UK’s all-time sales record when its latest LP, “ABB’s Greatest Hits” (Vol. 1), shipped double platinum (600,000 copies) before its scheduled Nov. 2 release date.

The Billboard UK is due releasing a new album from Emerson, Lake & Palmer. Titled “In Concert,” the LP was recorded at Olympic Stadium in Montreal during the now-defunct group’s 79 USA/Canadian tour. Meanwhile, Elektra will release a double LP set culled from the recent five night special at New York’s Madison Square Garden by Musicians For Safe Energy (MUSE). Due in December, the LP, titled “No Nukes — The MUSE Concert For A Non-Nuclear Future — Live From Madison Square Garden Sept. 19-23, 1979,” should be a monster worldwide release.

RCA Records UK has released a new LP from M.C.A. Records president Ariola, and MCA International president Roy Featherstone, the new Ger- man进口 label, is due issuing a follow- up to the compilation, “The Breakthroughs, James Taylor, Carly Simon, Poco, Gill Scott-Heron, John Prine and Jesse Colin Young.”

MCA Records have announced that it will split up its own independent operation in Germany. Under the terms of the new agreement, the label is due issuing a division of its Record label, and Paul Mollan, CBS’s 10th anniversary license, commencing Jan. 1, 1980, in Beneux, France. Spain, Mexico and Brasil. MCA is also mounting a major campaign sur- rounding the release of a new LP from MCB, the definitive Euro-pop single, “Pop Muzik,” hit the American charts and is well on its way to 3,000,000 sales worldwide. The new M album is titled “New York, Lon- don, Paris, Munich,” and is set for release Nov. 30, following the 3.0 album, titled “Moonlight And Muzak,” which was released Nov. 9.

CBS is due releasing the first to have gone to independent distributors to handle the new release of Marianne Faithful’s new LP, “Broken English.” EMI, Island’s usual presser and distributor, refused to touch the album, objecting to one track titled “Why Dya Do It,” a sexually explicit poem by Heathcote Williams, Island managing director Tim Clark defended the cut, saying “it has absolute artistic integrity and is thus a vital part of the album.”

nick underwood
Debrities For Deleted Goods
Stir Widespread Controversy

below my cost if I want to make any money on it at all.

Immediate Orders

Lasky said that in most cases, a recall from a manufacturer prompts dealers to stop buying the affected product. But this particular situation occurred when Capitol Records announced in June that it was deleting five Paul McCartney albums. "I got immediate orders for all the LPs I had in stock, because most dealers knew that the product would not become available until Columbia re-released it," he said. "It was one of the first times I ever put out a deletion list and had nothing to return to the company.

Solic Zamek, vice president of the Los Angeles-based City One Stop, agreed that deadlines can be a major problem for a large distributor. "On the average, we just don't get enough time to notify our customers, check in their returns, and ship them back out to the distributor. But most vendors will cooperate with us and give us an extension on the deadline, which is good because it cleans up the street. And vendors have an obligation to clean up the street.

Obligation To Circulate Notices

However, not all distributors feel that they have an obligation to circulate manufacturers' deletion notices. Jerry Richman, general manager of Richman Bros., a Philadelphia-based one-stop, argued, "Why should I be the one to accumulate the returns when they could have been bought back?" On the other hand, Richman said that he has dealer's customers, but that's where his responsibility ends.

When Richman moderated the recent manufacturer's panel at the NARM regional convention in Philadelphia (Cash Box, Nov. 3, 1979), he urged the labels who employ deletion deadlines to abandon them, "I love the audience that if it's good for CBS, it must be good for everyone else, because CBS doesn't do anybody any favors," he said. Richman said that due to a lack of a unified industry standard on the matter, retailers who don't normally buy direct are marketing deleted LPs unintentionally at both regular and cutout prices. "This problem is creating hard feelings with many major dealers.

Phil Steinberg of P.B. One Stop in St. Louis concurred with Richman. "The logistics of the situation are just impossible," he noted. "We have 350 accounts, and everytime I send out a list, I'm inviting my customers to return every damn record on that list, whether they bought it from me or not.

'Sgt. Pepper'

Steinberg said an exception to this rule was the notice he received recently from RSO Records concerning the deletion of the "Sgt. Pepper" soundtrack. He explained that because the record's list price is $15.98, "I didn't think it was fair that my accounts get stuck with it.

Nonetheless, there are some distributors that do believe they have an obligation to circulate deletion lists for their own good. "We always back our accounts up -- big and small," said Stan Meyers, branch manager for the Skokie-based Sound Unlimited. "We mail each list at great expense because we want to keep our customers. We need them healthy, it's to our benefit for him to keep his inventory clean. Too much excess grief.

Atlantic Discount LPs
By Four 'Superstars'

NEW YORK -- Atlantic Records is offering a 5% discount on five of its current LPs as part of a year-end "Superstar" sales and marketing program. The albums include "In Through the Out Door" by Led Zeppelin, "Head Games" by Foreigner, "Risque" by Chic, "Highway To Hell" by AC/DC, and "The Muppet Movie." The label has made 2x2s, posters, and other merchandising materials available to support the program.

Momentum

"We've already established tremendous momentum with these LPs," noted Sal Uterano, vice president of sales for Atlantic, "and this national impact program will help us carry the momentum through the winter. Coupled with our November and December release schedule, we anticipate a very strong fourth quarter performance.

VANDERBILT UNIV. NASHVILLE -- Some people can do what they like. Robert Palmer has a recurring habit of proving that he is one of those people. Palmer has been on the brink of mass superstardom for at least a couple of years now, and a series of conflicts heralding the release of each album as the "one to do it for him" has either killed him or forced his fans to manhandle "the LPs of the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con- tour tour he seems to have been on for the past five or six years is definitely not hurting either. Palmer on vinyl is good, but ending con-
Rowe Unveils PhonoGraph Line At St. Charles Meeting

CHICAGO — Rowe International, Inc. introduced its new line of phonographs before a full assembly of factory distributors gathered at Pheasant Run in St. Charles, Ill. Oct. 22-23 for the annual Rowe meeting and new product showing.

Included in the lineup is the 200-series "Tempo," which is also available in a disco version with optional flashing lights; the "Prelude," which reflects a combination of classic and contemporary styling for placement in just about every type of location and the "Kentwood" console furniture style model.

The Tempo and Prelude models are completely redesigned in interior and exterior features, and are set on a solid base to give a pedestal effect. The frontal area has no horizontal surfaces where drinks can be placed, to help prevent spillage and maintain the appearance of the machine. The speakers and selection area are at the top, as well as the further enhancement. Rowe has backlit the title strip.

The models are equipped with a new, high powered speaker system for high volume levels, better tone quality and outstanding sound. As pointed out by Rowe, the system minimizes distortion, feedback, and other problems usually associated with high volume operation. The factory has also redesigned and simplified the pricing procedure to eliminate the necessity for charts, switches and calculations. The new system is a simple plug-in method.

Center Control

The "brain" behind the new Rowe machines is a central microprocessor that controls all functions via five circuit boards. Among the many benefits of this new arrangement is the capacity to play both sides of a record, if desired.

The popular "Memorec" unit has also been enhanced so that it will not only provide a tally of the most or least selected records but also will display total selections since last reset, number of plays on any individual selection and total money intake since the last reset.

To help stimulate play the machines are equipped with a new Most Popular Selection flashing display which advertises a particular location's biggest hit. When this button is activated the machine plays the location's biggest hits (from #1 on down) until credit runs out.

The machines are shipped with Rowe's five-year guarantee.

1980 Int'l Coin Show Slated For New York

CHICAGO — The second annual International Coin Machine Trade Show has been scheduled for the weekend of April 18-20, 1980, according to an announcement from the show's producer Ben Chiciof. The convention will be held in the New York Statler Hotel, which has been completely refurbished, Chiciof noted, and is now under new management.

Further information may be obtained by contacting the International Coin Machine Trade Show Co., Suite 1609, 250 W. 57th St., New York City 10019 or by phoning (212) 581-2031.

AMOV Holds 21st Annual Convention In Richmond, Va.

CHICAGO — The 21st annual convention of the Amusement and Music Operators of Virginia held Oct. 22-23 at Johnson's Midtown Lodge in Richmond. Among exhibitors displaying equipment at this year's show were Banner Specialty Company, Brady Distributing Company, General Vending, Peach State Distributing Company, Selco Distributing, State Sales, Tara Records and Amusement Emporium.

In addition to the trade exhibit a full program of business meetings took place, including a board of directors session during which the following new officers were elected: C. H. Hudson, president; C. E. Morse, first vice president; John P. Newberry, Jr., second vice president and Louis Corso, secretary-treasurer. New board members for 1980 include Arthur Bazaco, Bob Burner, John Cameron, Carl Coleman, Doug Golbert, R. W. Clud, Jim Donnelly, Harry Fako, Lewis Jones, Robert Minor, Ken O'Conner, Arnoff Pantelides, Mary Peery, Richard Peery, Jesse Richardson, Ed Shill, Tom Stanley, Claude Smith and Rex Whitney.

Speakers Topping the lineup of guest speakers at this year's convention was AMOV president Wayne Hesch, whose remarks focused on the national association's Legal Action Fund to finance AMOV's campaign against the CRT's location list regulation. Other speakers included Nick Allen, counsel for AMOA, who updated Virginia operators on the impending jukebox royalty review and New Union to propose bills now introduced to increase the royalty fee, and J. Edgar Pointer, counsel for AMOV, who discussed Virginia House Bill 1718 involving the gross receipts tax and also brought upers to date on the State Attorney General's opinion of the jitney Special Service

As a special service to members AMOV arranged for an Atari and a Stern Electronics service school to be held during the convention. Another added attraction this year was a Snooker Pool Tournament sponsored by Selco Distributing Co. and Dynamo Corporation, with trophies and cue sticks awarded as prizes and a Snooker table going to the AMOV member operating company that sponsored the tournament winner.

Saturday Banquet

Climaxing the event was the Saturday evening banquet and dance during which certificate of appreciation were presented to various officers and directors for their efforts in behalf of the association and to Mrs. Jack Cameron who served as convention chairperson. A 20-year continuous membership plaque was presented to State Sales in appreciation of their loyalty and support of the association throughout the past several years.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. NO MORE TEARS (ENOUGH IS ENOUGH) BARBRA STREISAND AND DONNA SUMMER (Columbia/CBS 1-11125)
2. BABE STYX (A&M 2160)
3. DREAM POLICE CHEAP TRICK (Epic/S 50774)
4. DREAMING BLONDE (Chrysalis/CSR 229)
5. WAIT FOR MARY (Atlantic/40-4099)
6. TAKE THE LONG WAY HOME SUPERTRAMP (A&M 2160)
7. COOL CHANGE LITTLE RIVER BAND (Capitol 47589)
8. ESCAPE (THE PINA COLADA SONG) RUPERT HOLLIES (Columbia/NY 50335)
9. HEAD GAMES FOREIGNER (Atlantic 3633)
10. JANE JEFFERSON STARSHIP (Grande/RCA 11-1750)

TOP NEW COUNTRY SINGLES

1. SEA OF HEARTBREAK LYNN ANDERSON (Columbia 1-11104)
2. I'VE GOT A PICTURE OF US ON MY MIND LORETTA LYNN (MCA 41129)
3. THE COWBOY TRAIN JOHNNY PAYCHECK (Epic/50777)
4. I'LL SAY IT'S TRUE JOHNNY CASH (Columbia 1-11103)
5. SQUEEZE BOX FREDDY FENDER (Geffen/CS 332-4084)
6. YOU'RE MY KIND OF WOMAN JACKY WARD (Mercury 57004)
7. MY WORLD BEGINS AND ENDS WITH YOU DAVE & SUGAR (RCA 11749)
8. HAPPY BIRTHDAY DARLING CONWAY TWITTY (MCA 11125)
9. YOU'D MAKE AN Angel WANT A CHEATING HEART THE GOON-S (Atlantic OV 11136)
10. PREACHER BERRY DONNA FARGO (Warner Bros WBS 40903)

TOP NEW R & B SINGLES

1. DON'T LET GO ISAAC HAYES (Polydor PO 30017)
2. DO YOU WANT WHAT YOU FEEL RUFS AND CHAKA KHAN (MCA 41120)
3. A SONG FOR DONNY THE WHISPERERS (Babe/RCA 11-17339)
4. ROLLER-SKATIN' MATE PEACHES & HERB (Polydor PO 2021)
5. I WANT YOU FOR MYSELF GEORGE DUKE (Epic 50792)
6. SOME ENCHANTED EVENING RAY CHARLES (Atlantic 3611)
7. BE WITH ME TYRONE DAVIS (Columbia 11318)
8. GOOD BUDDY SIMPSON (Warner Bros WB 40099)
9. I WANT YOU HERE WITH ME THE O'JAYS (Polydor Int'l/CBS 258-3726)
10. WITCH DOCTOR INSTANT FUNK (Cassett/RCA ST 51208)

TOP NEW DISCO SINGLES

1. YOU CAN GET OVER STEPHEN MILLS (60TH Century M 2427)
2. MOVE ON UP DESTINATION (Warner Bros WBS 40903)
3. DANCE FANTASY FREE LIFE (Epic 50785)
4. LOVE RUSH ANN MARGRET (Ocean/Aroma 75111)
5. WEAR IT OUT STARGARD (Warner Bros WBS 40906)
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A.M.A. PHOTO HIGHLIGHTS — A.M.A. Distributors recently hosted a luncheon seminar at the Fountain Bay Club in New Orleans for a select group of local operators. A key topic of discussion at the affair was the status of various state and federal laws affecting the industry. Robert E. Nims, president of A.M.A. Distributors, hosted the event. The guest speaker was Wayne Hesch, president of AMOA, who briefed those in attendance on the national association's legal action against the Copyright Tribunal's controversial location list last week. Another highlight of the event was a product showing featuring equipment from Rock-Ola, Gottlieb and Irving Kaye. Shown in the above photos are (l-r) Hesch addressing the luncheon crowd, Nims welcoming the participants, and a portion of the equipment on display promoting a single called "I Funky Love You" by The New People on GP Records. He said it's already hit in Italy and should do very well on American jukeboxes. Coming up soon is a new Vic Damone single on the Rebecca label — so, watch for it. For jukebox promo materials contact Ben at 157 W. 57th St., New York 10019.

A LARGE CONTINGENT from the eastern trade were in Chicago last week for the annual AMOA convention which was expected to be the biggest, most successful show in the association's history.

Industry Tribute To ARA's Fishman Raises $5.5 Million In Bond Sales

CHICAGO — A record outpouring of financial support for Israel's economic development was demonstrated here Oct. 24 at a national dinner honoring Williams S. Fishman, chairman and chief executive officer of ARA Services, Inc., a diversified services management company. The tribute resulted in purchases of $5.5 million in Israel Bonds and other securities.

The dinner was part of a nationwide effort by the Israel Bond Organization to provide Israel with urgently needed investment dollars through a $1 billion Economic Development for Peace Loan. This new issue (Sixth Development State of Israel Bond Issue) was launched last month to help Israel develop the Neger and undertake other projects essential for the implementation of the peace treaty.

Israel's Ambassador Ephraim Evron told the guests assembled at the Hyatt Regency Hotel they should not feel that the current international political debate in Israel would in any way deter the nation's efforts in search of a lasting peace.

He then presented his country's Prime Minister's Medal to Fishman and thanked him and the Bond Organization for the "tremendous contribution" they have made to the future of Israel.

Ambassador Evron also pointed to the government's acceptance of the recent Supreme Court decision on West Bank settlements and to public debate over the resignation of Moshe Dayan as examples of the democratic process in action in Israel.

Meyer Galfand, chairman of the Mack Company and dinner chairman for the testimonial, told the 600 representatives of the automatic merchandising, linen/laundry, periodicals distribution and health services industries who were present that Bond purchases were proof of the wholehearted support of the business community, both Jewish and non-Jewish, for Israel's progress toward peace and economic security.

Howard C. Miller, president of the CanTeen Corporation, Marvin Heaps, president of ARA Services and Alvin W. Cohn, president of CFS Continental, also participated in the program.

The $1 billion Economic Development for Peace Loan will help to provide investment dollars for the building of an entire new infrastructure in the Negev. Industries, jobs, roads, communications, transportation and energy, are to be provided at a cost estimated at billions of dollars. Some of the priorities for which Israel Bond dollars are needed include energy, water projects, telecommunications, and transportation.
CLASSIFIED AD RATE 25 CENTS PER WORD

Cash Home Sales. Lites FOR Williams Cascade. very much improved from look like BALLY multi-coin:
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WANTED: Pinball Back Glass. What have you? Will pay competitive prices. Email: Michael, Box 441, D. Brenton, New Jersey 07640.

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FOR SALE: Used and New Bally Bings, Bally Slot Machines, Bally Coin Operated Machines, Bally Coin Markets, Bally Show A Line, Home. Contact: WMS DISTRIBUTING 87 Boomsge Straet 269, West Palm, Beach FL. Tel: 455-9368.

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SALE: 200 Nashvilles. also Ticker Tapes, Stock Cabinets.arcadia 236569. 656-0574.

SALE: 500 jingles 45s, 100 different $3.50. Foreign orders also. Big Daddy Pinball, 16512 Colfax Ave, Sylmar, Calif. 91340.

SALE: Large selection of coin operated games, video games, coin operated, coin pusher, coin pusher, coin pusher, coin pusher. Location: Ready.
International Music People Mingle At MUSEXPO Confab

(continued from page 32)


Group Differences

The panels session revealed some of the differences between various groups attending the convention. For example, several of the producers on the music production panel faulted music publishers for sending them poor material. Jerry Goldstein of L.A. Records noted that publishers used to feel the pulse of the music business and that they could frequently offer a producer the kind of material he was looking for. But this is no longer the case, he said, and so the producer may end up writing an artist's material.

None of the publishers in the audience replied to this charge; but, in the publishing seminar, panelist George Gluck pointed out that the tendency of some producers to write their own material is a major problem for publishers. Apparently, no one on either side of that issue was listening to the other side.

There was also some mutual incomprehension between the publishers and the production panelists. Gluck said that the massive importing of American LPs, mainly cutouts and overruns, by foreign distriutors, was hurting the subscribers of the seminar on those records. He also noted that mechanical royalties in Europe are five times higher than in the U.S., which in his view, has led to "unfair competition" between American and European publishing companies.

Raised Rate

Lester Sill, president of Screen Gems/EMI Music, replied that there is a "remote possibility" that the U.S. mechanical royalty rate will be raised when the Copyright Tribunal meets next year. As for the production seminar, Sills claimed that this was a problem for the record companies themselves to solve with the music publishers. Herb Eiseman, president of 20th Century-Fox Music Publishing, added that, while it is not to European distriutors, American publishers cannot do anything about the dumping situation. In fact, said Eiseman, the U.S. publishers are "happy the records are selling," even at cut-rate prices.

Disco Controversy

There was also much discussion, both official and unofficial, about the future of disco. At the producers' seminar, Bob Montgomery pointed out that record companies, no longer interested in disco record sales, all want to hear about its new wave rock. Jerry Goldstein and Vince Montone agreed that rock and disco are separate realities. Herb Eiseman, president of the demise of disco; Montana claimed that the labels had destroyed it by imitating the disco "sound" until all their records sounded the same, while Goldstein maintained that disco had been ravaged by amateurs who didn't understand the record business.

The members of the disco panel, naturally were more optimistic about the future of disco. Nevertheless, they emphasized that there is a need to expand and develop the definitions of "disco" to include many kinds of danceable music. "Disco is a marketing term," said Ron Price of CBS Records; "Gees," commented Vince Aletti, vice president of A&R for Warner/Reprise Records. "We're expanding it.

The panelists displayed a good deal of resentment toward rock. Tom Silberman of Dance Music News said that many ex-AOR disco programmers don't have a sensitivity for the music, and Tom Hayden, president of Cahners Music Association, claimed that radio formatted by disco because the clubs provided an alternative avenue of exposure for new records. In Hayden's opinion, radio is too incidental a part of the backlash. Hayden added that disco has been unfairly blamed for the problems of the industry, that it "is very soft lately. The executives are looking for a scapegoat, and disco is it."

The media also came in for their share of criticism from the disco panelists. Silverman blamed the press for creating an "addiction," and Goldstein, director of disco marketing for RCA Records, felt that disco was "over-hyped" as the next big thing in the record industry by the media, who didn't know anything about disco, but just needed a cover story.

Taylor's comments concerned the contrast of black music to the bottom line of the industry. Noting that the black music (including jazz/progressive) has not suffered as a result of this year's economic downturn, Taylor stated that black music sales at CBS have actually increased during 1979, rising from 25% to 30% of expected revenues. "We could not survive at CBS, RCA, and a lot of other companies without the help of black music," Taylor concluded.

Video

Not much else of importance was discussed at the seminar. Grob urged record companies to use video cassettes more for marketing purposes, and an unidentified video image builder, Levine discussed the advantages of having an in-house creative video service. Grob, a label; Levine listed the advantages for a small label being distributed by a major; and Perry talked about the need for a separate company to handle distribution or production deal with a major record company. In addition, Levine suggested that video is an important future marketing tool for CBS, and Berg displayed slides of his award-winning video covers.

This reviewer noted the lack of substance in panels such as the A&R and creative services one, Shashoua pointed out that the seminars are really a bonus. "This is a market, an exhibition where people meet and do business," he said. "We're not a trade association."

BORN TO BE GOLD — Columbia recording artist Patrick Hernandez was recently presen- ted with a gold record for his single "Born To Be Alive." Pictured at CBS' New York offices are (l-r) Don Colberg, managing director of national promotion for Columbia; Hernandez; Claude Pellegrin, managing director of New York City/Mid-Atlantic; and Vince Pellegrino, associate director of disco marketing for Columbia

DISCO BREAKS

(continued from page 13)

celebrate its fifth anniversary at Club Manhattan in South Miami. In between gigs at the reviewed in this issue, the rock circuit was shredded with the Los Angeles based group of disco, "The Predators," featuring lead singer Joel Jerin. The band recently scored a hit with "Flowers," and Tony King, bassist; Tom Hayden, president of A&M Records; and the Hoyo-Jambo Cammeron, president of the Nevada Disco DJ Assn. France performed "Come To Me" and "Don't Let Go" at the Garage and was interviewed on KLAV Disco Radio 123 along with her producer Tom Green. The pool's promoters John Persson at the third program for this year. Sister Sledge and Apollo were also shut down above Camden, who spins at T.G.I.-Fridays in Las Vegas, the New Jersey's Garden State Record Pool plants a Dec. 10 Christmas party at the Zanzibar disco. disco artists are tentatively scheduled, but their names have not been announced.

NEW CLUBS — The intriguingly named Cinderella Rockefellla opens Nov. 12-14 with a series of concerts featuring Peaches & Herb, Gary's Gang and Evelyn "Champagne" King and sponsored by WDBAI which will broadcast the festivities. The disco is located in Atlanta Park, III, a suburb of Chicago. The Bond disco, which had been scheduled for an April 15 debut, will now open sometime in January. Richie Kaczor will spin at the NYC club, High Roller, a discotheque and roller rink with a capacity of 2,000, opened Nov. 6 with Richard Brezner spinning. Although it is not a new club, the Ride N Rock disco's music format is the Scotsdale. Ariz. club is going OOR, according to its DJ, Scott Thomas, who has a "rock top 20" following. It has three AOR radio stations in the city. Rock fanatics don't have a place to go and dance to rock music," Tuchman explains.

A new disco, 151, at the former site of Beverly Hills Club Elysee opens next week, with Jeff Bgaard at the turntable. During the day, Bgaard promotes records for Jane Brinton & Associates, but sees no conflict of interest in both spinning and promoting. "There could be different if I reported to the trades, but I don't. As it is," Bgaard says, "spinning allows me to keep up with the latest product, which in turn helps me as a promoter.

DISH — Michael Del Rey and David Price, recent guests on a "Teen Tycoon" segment of Merv Griffin's talk show, will attempt to duplicate the success of their Teen Night at Osko's by taking over promotion tasks for a new disco which will open at Southern California's Lion Country Safari next month. The teen tycoons (actually Del Rey has reached the ripe old age of 22, but Price is 18) have also been contacted by L.A.'s chichi private roller palace, Flippers, to host a teen roller disco party there on a weekly basis. Speaking of the roller skating craze, it now has its very own trade publication, a monthly called "Roller, Roller," based in Hollywood. Publishers Ron Hodkins and Francis Culbertson say the magazine will focus on the lifestyle surrounding the roller skating phenomenon, including fashion, music and celebrity skaters. An opportunity not to be missed: an American DJ is being sought to work for a year or longer in a disco in Italy. For more information, call Clyde Davis at (516) 643-4776.

Daniel Valenzuela will bring his mobile disco sound system into your Southern California living room, den, basement or wherever it fits. Contact him at (213) 388-4798. Jim Hudak of A&M called to say he was puzzled by a recent interview in Disco Breaks of the Don Armando 12", "Deept of Love." The review described the hit, currently at the #7 spot on the disco chart, as a slow, heavy beat number. Wrong. While the promotional presskit is accurate, the reviewer didn't read the fine print on the record and played the disc at 33 1/3 RPM. Surprise. "Deept of Love" is a multi-BPMer and should be played at the height of the evening, not at a slow moment, as suggested in the review. NYC promoters Michael Pareto, David Steel and Steve Stoff, along with visiting Los Angelena (Angelena?) Jane Bintin hit the nation's capital last weekend, where they dropped by the Clubhouse, Exile and Pier discos. A quick stopover near all three gave them an opportunity to visit with the discos there as well... Tee Scott will be Paradise Garage's guest DJ for the month of November.

Annie Smith of RSO off to Montego Bay in Jamaica for a nine-day vacation in order to "remember who I am," Smith deserves the respite since he has been taking on Shy, whose "Nightiday" is currently at the #24 slot on the disco chart, all over the country.

Frank anello
TOM PETTY AND THE HEARTBREAKERS

THEIR LONG AWAITED NEW ALBUM

"Damn the Torpedoes"

Produced by Tom Petty & Jimmy Iovine
Engineered by Shelly Yakus

Management: Elliot Roberts/Tony Dimitriades
WE BELIEVE IN WAR
THEIR NEW ALBUM
The Music Band

featuring the single "DON'T TAKE IT AWAY"

Produced by Jerry Goldstein with Lonnie Jordan in association with Howard Scott for Far Out Productions