"Forever" is Rex Smith's brand new album, the successor to the million-selling "Sooner or Later" and the gold single "You Take My Breath Away." Once again, Rex sings about falling in love, and being in love, like nobody else in the world.

Rex Smith, till the end of time.
On Columbia Records and Tapes.
EDITORIAL

Holiday Retailing '79

With Thanksgiving behind us, we are officially into the holiday retailing season and that time of the year which all retailers, including record merchandisers, depend upon for volume sales. An informal survey of several retailers found business on the upswing already, with hopes high for matching past holiday sales figures.

But, the key to success during this particular season is aggressive merchandising. Constant and creative advertising, unique product sales and innovative attention grabbers are not only recommended, but required activities this holiday season. The record industry is fighting for a shrinking dollar, and with proper promotional methods, can hold its own in the battle.

Records continue to be an unparalleled entertainment value, but this phrase never gets beyond the offices of industry personnel. The consumer, who currently does not agree with this statement, must be convinced of its veracity. The industry has taken steps to offer incentives on new artists or certain catalog by reducing list prices, but more people than students of the trade must be aware of these new programs.

While the NARM Gift-giving campaign is not slated to start until early next year, it is not too early to think of industry-wide promotion. Include holiday artwork on print and TV ads to remind buyers that records are ideal presents. It is also important for clerks at retail to push for that second or third album sale, which adds up to profit at the end of the season.

The Gift of Music. May it be personal and profitable.

NEWS HIGHLIGHTS

- WEA announces new return policy (page 7).
- Copyright Tribunal releases results of blank tape survey (page 7).
- Label, retail execs coping with informal advertising cuts (page 8).
- A&R departments signing fewer disco artists (page 8).
- "The Long Run" by Eagles and Journey's "Too Late" are the top Cash Box Singles Picks of the week (page 20).
- "ELO's Greatest Hits" and "Live Rust" by Neil Young & Crazy Horse are the top Cash Box Album Picks of the week (page 15).

TOP POP DEBUTS

SINGLES

THE LONG RUN - Eagles - Asylum

ALBUMS

NIGHT IN THE RUTS - Aerosmith - Columbia

NUMBER ONES

POP SINGLE

BABE Styx A&M

R&B SINGLE

LADIES' NIGHT Kool & The Gang De-Lite

COUNTRY SINGLE

COME WITH ME Waylon RCA

ONE ON ONE Bob James & Earl Klugh

COUNTRY ALBUM

KENNY Kenny Rogers United Artists

DISCO

NORTH MORE TEARS (ENOUGH IS ENOUGH) Donna Summer/Barbra Streisand Casablanca
...
EAGLES
THE LONG RUN

FIRST THE ALBUM,
NOW THE SINGLE.

ANNOUNCING... A very special two-part INNERVIEW of the Eagles... in celebration of their Long Run... Jim Ladd hosts Don Henley and Glenn Frey during the weeks of November 26th and December 3rd. Check local listings for the exact time and date of this special INNERVIEW with the Eagles. Produced by Bill Levey.
CASH BOX®
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A Special Year End Issue

Highlighting:

The Record Industry of the '80's
1980 New Faces to Watch
Direction of the New Technology
The '80's in Reviews
Poll Award Winners

Issue Date Dec. 29, 1979 • Deadline Dec. 19, 1979
For further information contact J.B. Carmicle (212) 586-2640
Jim Fisher (213) 464-8241 • Jim Sharp (615) 244-8898
Camille Compasio (312) 863-7440
www.americanradiohistory.com
GOLAND PLATINUM FOR THE COMMODORES — Motown Recording artists, the Commodores, received double gold records for singles "Still" and "Sail On," and at the same time were recipients of a platinum album for their current album "Midnight Magic." Pictured are: kneeling Walter Orange, and Milan Williams of the Commodores; standing (l-r) Miller London, national sales manager; Mike Lushka, executive vice president of marketing, Lee Young Jr., vice president, business affairs; Shelly Berger, vice president, artists relations; Lionel Richie and William King, the Commodores, Skip Miller, vice president, promotion; Ron La Pread, the Commodores, Don Ellis, executive vice president of creative services; and Benne Ashburn, Commodores' manager.

CRT Home Taping Survey Reflects Current Public Mood
by Joanne Ostrow

WASHINGTON, D.C. — Who is taping what kind of music at home? How much and how often? A survey conducted for the WEA (Warner-Elektra-Atlantic Corp.) has revealed some startling figures. The survey was commissioned by the Copyright Royalty Tribunal was released last week and the findings won't cheer industry executives. Among the highlights, based on a nationwide sample of 1,500 people over 14 years of age (at least 500 of them teenagers):

- Rock music is by far the most common type of music taped at home.
- LPs are the most taped; of those who tape music, 40% tape mainly parts of albums, 35% tape entire albums and 14% tape singles.
- Those who tape frequently are more likely to tape from radio or TV than from borrowed sources.
- Only 7% of respondents are classified "frequent music recorders," taping over 10 hours of music in an average month.
- Live performances are seldom taped. Only 9% of respondents, or 21% of those who tape music, have taped a live musical performance in the past year.

Perhaps the only good news for the industry is the overall low frequency of taping music. Slightly less than half the households with audio recording equipment — eight-track, cassette or reel-to-reel — used equipment at all during the past year.

Buying Habits
The buying habits of the taping public are quite inestimable in music business chiefs. Blank tapes are a major purchase item (between one and five a month), and most music tapes spend between $5 and $20 a month on pre-recorded tapes or records. Seven percent buy more than 10 blank tapes a month.

Taping And Purchases
As expected, taping is a heavy influence on their purchases. A key finding of the study is that "seventy percent of the music tapes say they would have purchased the last record or prerecorded tape if they had been unable to tape it." In other words, every tape they make is an album the industry isn't selling.

Still, the frequent music tapes spend the most money on prerecorded music (62% spend more than $10 an average month). Of those who buy two or more blank tapes a month, 30% spend $11 to $20 on prerecorded music and 26% spend between $21 and $50.

It is safe to conclude that most music tapes are building music libraries, that is, returning to the home taping market. The survey included a large percentage of the field staff and a number of A&R people.

WEC: Offering Dealers Bonus Incentive For Lower Returns
by Alan Sutton

LOS ANGELES — Warner-Elektra-Atlantic Corp., in a letter to its accounts accompanied by statistical examples, last week unveiled a new return policy that is markedly different from return guidelines previously posted by CBS, Polygram and RCA.

The WEC policy, which takes effect Dec. 31, is unlike the other major distributors' programs in that it does not include a ceiling on returns. Instead, WEC has established a returns "credit" based on gross purchases and a returns "charge" for all return authorizations (RA).

In the case of retailers, the returns credit will be 9%. Wholesalers will receive a 1% credit, while for combination wholesale-retail operations these percentages will apply according to the percent of involvement in each category. All credit calculations will be included on the customer's regular invoice.

Additionally, a returns charge of 5% will be deducted from the value of all credit memos issued for authorized returns.

By contrast, CBS and RCA have set blanket returns allowances for all customers of 20% and 22% respectively, while under the Polygram setup the allowance varies from 18% to 22% based on customer classification.

Other differences:
- There are other differences between the four programs. Singles are excluded by all four branch operations and are guaranteed, but new and developmental artist product is guaranteed only by CBS, Polygram and RCA.
- Under the Polygram and RCA programs, return requests must be submitted by label group. There are no such provisions in the WEC and RCA plans. Defects are included in the return guidelines for all four distributors.
- According to executive vice president Vic Faraci, customers who keep their returns down stand to make money under the WEC setup. He pointed out that the returns credit will more than offset the returns charge; it returns fall below predetermined "break-even" levels (18% for retailers, 22% for wholesalers and 20% for hybrids).

"We feel there is no question that people will earn a lot on our program in 1986," he said. "When you look at the numbers, the net result is the more accounts buy, the more they sell and the more they earn. Taking a hypothetical example, if a retail account had gross album and tape purchases of $100,000 and returns of $14,000, subtracting the returns charge ($14,000 $ 5% = $700) from the returns credit ($100,000 x 9% = $900) results in a net credit to the account of $200.

Another key feature of WEC's program, Faraci said, is its simplicity. "We didn't want to create reams of paperwork for people," he said, "so we kept it simple. They (accounts) don't have to keep any kind of records. We do all it. Every single transaction, whether it is the invoice or credit memo, clearly indicates where they stand with us on a day to day basis.

We have no restrictions, no time limitations, there is no minimum unit requirement. It is a very simply stated program, designed to sell records. And that's why we're all in business — to sell profitably.

Customer Response
Retail and rackjobber response to WEC's new return directive was generally
Label, Retail Execs Coping With Inventory Cutbacks On New Artists; Economy Blamed

by Mike Glynn and Frank Sanello

LOS ANGELES — Recent reductions in stock inventories of many artists are being attributed to the present soft economy by major retailers and rack jobbers across the country, according to a Cash Box survey.

In general, retail and rack account executives stressed that in order to deal with such economic conditions, they have become increasingly cautious and selective in making purchasing decisions, additionally increased handling costs for returning unsold goods was stated as a major factor in limiting inventories.

While retail and label executives surveyed pointed out that a wide range of acts were affected by the reductions, it was acknowledged that stock of new artists was limited most severely.

Retail and rack accounts emphasized that limiting inventories on product by new artists should not be construed as retaliation against labels which have instituted returns policies, such as CBS, RCA, Polygram and, most recently, WB.

Pointing out the fact that most of these policies do not affect returns of new artists’ product, they unanimously stated that such measures were merely a reaction to the sluggish economy.

“We’re selling less volume, period,” says John Cohen, president of Disc. a 36-store chain based near Cleveland. He adds, “It’s not necessarily a case of only stocking fewer new artists.”

Economists in general attitude toward the economy. Integrity president Lee Hanstone says, “Business is soft generally, and we can’t afford to be wrong any longer.”

No Volume Concern

While major retail label sales and marketing executives concurred that racks and retailers have limited inventory product by many new artists, the primary concern at this point is getting the best possible coverage in the greatest number of retail outlets for new artists’ product rather than worrying about volume.

“A diligent use and spread of product is really the key at this point with new artists,” says Stan Marshall, vice president of sales for Elektra/Asylum Records.

“We’re looking for the best possible coverage with the least amount of returns,” Record companies, in the last few years have jammed product out there and it’s been one of the illnesses which has plagued the industry.”

Another current problem for the labels in gaining retail coverage for new artists is the proliferation of records which are in the market for the holiday season sales.

Some record companies, such as Columbia, are “cutting” retail inventories, in effect, they will not release new artists’ product after September because of heavy competition from the superstars.

“Where could a lot of these new artists go with all these heavies out there now?” We developed this philosophy in all fairness to the first quarter of next year, senior vice president of Chrysalis. “We want to give all of our artists, new or established, the best possible shot we can.”

Reduced Handling Costs

Apparantly, while most major labels haven’t been severely hurt by the cutback in retail inventory, many executives recognize that the shorter retail lead is due to increased costs in shipping and handling.

A&R Execs Veer Away From Signing Pure Disco Groups

by Ken Terry & Aaron Fuchs

NEW YORK — A Cash Box survey of leading A&R executives has revealed a definite bias against signing any more disco acts. Due to the increasing trend away from disco radio formats, say the executives, it is becoming harder to get airplay on disco records, and fewer disco artists are crossing over to the pop market.

“You could end up with a Top Five disco record in the country and sell 50,000 units,” commented Kenny Buttice, vice president of A&R for Elektra/Asylum Records. Similarly, Denny Rosencrantz, vice president of A&R for MCA Records, noted that sales of 100,000 aren’t enough to satisfy the “tremendous” investment required to get a new artist off the ground.

“You have to have someone who you think can be a star,” he said.

Even in the palmy days of disco earlier this year, stated Rick Stevens, Polydor’s chief, his label was looking mainly for acts with crossover potential. But the concept of the ‘disco explosion,’ he said, has turned into picking up records that had a disco base but were really more soulful. And these records were at the Top 40 radio level to that kind of product.”

When disco was dominating the charts, recalled Stevens, the clubs were providing an alternate exposure medium to break a record or to really start a record. So, instead of having a tremendous concentration of 30 people plus independents trying to break some secondary or tertiary market and to move it on to a big club hit, there will be a sudden you found yourself with a big head start, because major market stations like U.S. and WKTU would react to that what was being played in the clubs. Essentially, you could go to the New York disco pool get four or five key clubs on your record, and if the initial reaction was positive, you’d get airplay from that and the rest of the country would reflect what those clubs were playing.

But the situation has changed radically, Stevens noted. “Right now the reality in radio — our prime exposure medium is that they’re not particularly interested in format disco records. Many stations are rebelling against the idea of playing a disco record, except the ones they have to play, like the Donna (Summer) and Barbara (Streisand) record.”

Hit Songs

The Summer/Strand and duets point out an interesting wrinkle in the current status of disco. If someone comes along with a song that sounds like a hit, a label will probably sign them, whether or not the music is called ‘disco.’ “I think that pretty much

RCA Trims Staff At Its Indianapolis Plant

NEW YORK — RCA Records has laid off about 15 salaried employees and an unspecified number of hourly employees at its Indianapolis pressing plant. A label spokesman said that the trimmed staff had been “reduced to trim overhead in the manufacturing operation.” He added that levels of hourly employees at the pressing plant are seasonal phenomenon.

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Lakeside's debut album, "Shot of Love," was right on target with the singles "All The Way Live" and "Given In To Love."

Now Lakeside's shooting up the charts again with, "Rough Riders," another album of highly danceable pop-funk certain to keep Lakeside stampeding deep into 1980.

Featuring the single "Pull My Strings" YB-11746

Produced by: Dick Griffey, Leon Sylvers and Lakeside
Executive Producer: Dick Griffey

Manufactured and Distributed by RCA Records
When Polydor/Radar Records released the debut album by The Inmates last month, progressive programmers quickly appreciated it for its role in avant-garde rock. To begin with, the album, called “First Offence,” makes a persuasive argument for the group’s songwriting talent and their brand of tight, mid-60's style rhythm-and-blues in the hallowed tradition of the Rolling Stones. Also, their exciting covers of such R&B classics as Don Covay’s “Three Time Loser,” Arthur Conley’s “Love Got Me,” and The Standells’ “Dirty Water” further enhance the band’s impact. In addition to six cuts from the album Cash Box’s number one most added LP the week of its release.

Peter Gunn, the group’s principal songwriter and lead guitarist, explains that, while the band’s “policy” will always be geared to developing original material, “it was important to us to cover good songs that have stood the test of time. These were songs that weren’t manufactured, in the studio in written to please a particular market. They were recorded by artists who wanted to please themselves, and that was okay.”

Bill Hurley, the group’s lead vocalist, surmises that “the reason programmers in the U.S. are latch-hitching onto the band is because of the type of music we play hasn’t been heard here since the mid-60’s, when the Stones and others were popular. It’s the spirit of the new wave, people were looking for something fresh. That’s what R&B is all about — it’s music, music straight from the heart.”

The Inmates formed in the summer of 1977, when Gunn, Hurley, and rhythm guitarist John Bull, who were part of a band called the Flying Tigers at the time, began playing support dates on the London club circuit with John Bull, who was drumming for The Wild Angels. “The climate for R&B wasn’t right,” Gunn recalls. “It was still the theme of the Seventies and it was particularly adverse to it. Just that we didn’t feel like playing that type of music. One good thing that can be said about the punk movement, though, was that it blew away the sick-sounding bands of the mid-70’s, who were making the same formulated music that made them successful in the first place. It was music that had simply run its course.”

Once the group achieved headline status on the London club scene, they performed an unadvertised college gig outside of London that was attended by a journeyman from the New Musical Express. The piece interested Andrew Lader, director of A&R for Radar, who signed the band to the label in May of this year. Their LP, which was recorded during the summer, was produced by Vic Maile at Jacksons Studio in Rickmansworth, England, and features The Rumour’s brass section on several cuts.

The Inmates, who derived their name from a snippet of dialogue in the film “Jailhouse Rock,” recently completed their first major tour, which was billed as the “Good Behavior” tour. They are tentatively set to perform at New York’s Riker’s Island, and a tour of the West Coast begins in December. “We’re prepared to give our audiences more excitement than they’re ordinarily used to,” Gunn insists. “No tricks, trills, or dry ice. Just back to the basics.”

### Prince

Prince is somewhat of a wunderkind on the contemporary music scene. At the tender age of 19, he is already an accomplished multi-instrumentalist, producer, arranger and composer. With last year’s “For You” LP and his current self-titled LP to his credit, Prince is now enjoying his first hit single, the rhythmically sensuous “I Wanna Be Your Lover,” which is currently building at #3 on the Cash Box B/C singles chart and recently crossed over to pop.

The son of a jazz bandleader in Minneapolis, when his father began his musical career at the age of seven by starting to play the piano. Since his mother was a singer for his father’s band, he was constantly surrounded by music and rapidly began to pick up bits and pieces of songs. However, Prince soon felt musically cloistered in Minneapolis and, oddly enough, turned to the television for inspiration. “It was hard absorbing a lot of musical influences at the time,” he says in reserved Prince. “I stopped buying records when I reached 11 because they always made me really frustrated. So a lot of the music I picked up was from television.”

After one unsatisfying lesson, Prince decided to teach himself how to play, spending numerous hours in his room, honing and developing his musicianship to the point where he became adept at playing virtually any instruments he needed at the time. “It was an outlet for his prodigious skills and decided to form a band while at Bryant Junior High School. The band, Grand Central, changed its name to Shampagne when he and the other members graduated to Central High School.

When Prince decided to make his first demo tapes in a small local studio, he was introduced to synthesizers. His affection for the versatile electronic instrument grew increasingly, to the point where its sounds now permeate much of the material on his LPs. “I like synthesizers because I can’t play the trombone,” says Prince wryly. “I don’t like horns very much and you can’t bend notes on them like you can on a synthesizer.”

Armed with his demos, Prince and his manager, since-departed, travelled west and immediately received offers from four major record labels. According to Prince, landing a record contract was easy in comparison to persuading label execs to allow him to produce his own album.

“Hey, I’ve gotta go in and then they watched me play all the instruments and produce. First they said yes, and then they changed their minds. I had to go through the whole thing again to convince them I could do it.”

He pointed out that it was originally “out of necessity” that he cut the “For You” LP by himself, since he hadn’t put together a band at the time. He liked the results, though, and so did his label, Warner Bros. “For You” yielded a B/C radio hit, “Soft And Silky & Wet.” That allowed him to repeat his solo effort on “Prince.”

Now, after assembling a band of fellow Minneapolis musicians, Prince is taking his show on the road for the first time. “I feel comfortable with this band because I think they know where I’m going,” Prince confidently states.

### The Inmates

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### Prince
He's Never Looked Better

Kenny Rogers
“Coward Of The County”

Produced by Larry Butler

Don’t miss a great hour in American Television
KENNY ROGERS and the AMERICAN COWBOY
CBS-TV • November 28th - Check local listings

On United Artists Records and Tapes
Management: Kraven & Company
Caldwell Named New VP At WEA

LOS ANGELES — Henry Caldwell has been appointed WEA’s vice president of black music marketing.

In making the appointment, WEA president Henry D'Orazio said: “We are especially proud of the progress which has been made by WEA in the area of black music marketing and look to continue that progress. Hank Caldwell’s extensive background in all phases of record marketing and retailing, plus his proven administrative abilities will provide WEA the decisive and creative leadership which is essential to our black music marketing programs.”

Caldwell has been active in the recording industry for the past 17 years. He began in 1966 working as a sales clerk and was promoted to store manager after his first six months with the company.

He joined Stark Records in 1964 as Cleveland branch manager. Several years later he was named vice president in charge of retail operations for North America.

In 1976 Caldwell joined WEA as eastern regional black music merchandising representative. Six months later he was named to the position of national director of marketing for special markets for Atlantic Records.

Caldwell will be headquartered at WEA’s headquarters in Burbank, Calif.

Berson Appointed VP At Record Bar

LOS ANGELES — Ed Berson will assume the post of vice president of purchasing for the Record Bar record chain in January. Berson will replace Fred Traub, who is leaving to become vice president of merchandise procurement for Pickwick International.

Berson, a 20-year veteran of the record business, has been national sales marketing director for Capricorn Records and general manager for ABC Records and Tapes.

V.M. Publishing Opens

LOS ANGELES — V.M. Publishing has been formed by Joel Wertman and Mark Wertman. The publishing/production firm has been expanded from Jomark, a Canadian publishing company which is responsible for a number of hits in Canada and England.

V.M. will be developing their Canadian-based singer/songwriters in the U.S., as well as signing U.S. talent. The new offices are located at 6430 Sunset in Hollywood.

Taylor Joins Clark

LOS ANGELES — Rick Taylor will join the Clark Group as partner and head of the firm’s new music division. Taylor is currently business manager for Phonogram/Mercury’s the Bar-Kays, EM’s Kuck, MCA’s Denise LaSalle and RCA’s the Memphis Horns.

Kileen Named CPR Of Creative Operations

LOS ANGELES — Dennis Kileen has been appointed to the position of vice president, creative operations, CBS Records International, west coast.

In his new position, Kileen will be responsible for all areas of CPI’s creative marketing on the west coast, encompassing product management, press & publicity, promotion and A&R, and direct liaison with the New York creative operations staff on behalf of west coast artists and managers.

Kileen has been with CBS since 1975. His most recent posts have been director of creative operations on the west coast for CPI, and prior to that, marketing director for CBS Disques, France.

Showalter Named VP For CBS, Inc.

NEW YORK — Joan Showalter has been named president of publishing for CBS, Inc. Showalter, who will report to Haskell P. MacCoy, v.p. vice president, administration, had been vice president, compensation and benefits, personnel, since November 1977.

Showalter joined CBS in 1967 as director of recruitment and placement, and in April 1977 was named vice president of recruitment and placement.

Non-Profit Organization Exempted By IRS Ruling

WASHINGTON, D.C. — Non-profit organizations that record and distribute contemporary, symphonic and chamber music in the U.S. may be exempt from the Internal Revenue Service last week.

Exemptions

Recordings which fall under the IRS ruling are music of limited commercial value and music sold mostly to libraries and educational institutions. The ruling covers new works of unrecognized composers and neglected works of established authors.

The IRS noted its decision has no effect on artists', composers' or publishers' royalties.

EXECUTIVES ON THE MOVE

EXECUTIVES ON THE MOVE

Caldwell Named New VP At WEA

Los Angeles — Henry Caldwell has been appointed WEA's vice president of black music marketing. Caldwell has been active in the recording industry since 1966, working as sales clerk and store manager for several years. His hire continues WEA's focus on essential marketing programs.

Berson Appointed VP At Record Bar

Los Angeles — Ed Berson, a veteran of the record business for 20 years, has been named VP at Record Bar. Berson will oversee purchasing for the record chain. He succeeds Fred Traub, who is moving to a position at Pickwick International. Berson's background includes national sales marketing at Capricorn Records and ABC Records.

V.M. Publishing Opens

Los Angeles — V.M. Publishing, a new publishing/production company, has been formed by Joel Wertman and Mark Wertman. The company is responsible for the successful Canadian artists and will focus on developing Canadian-based singer/songwriters in the U.S.

Taylor Joins Clark

Los Angeles — Rick Taylor will join the Clark Group as partner and head of the firm's new music division. Taylor has experience as business manager for several top artists.

Kileen Named CPR Of Creative Operations

Los Angeles — Dennis Kileen has been appointed to the position of vice president, creative operations, CBS Records International, west coast. His role will involve independent projects and working with CBS.

Showalter Named VP For CBS, Inc.

New York — Joan Showalter has been named president of publishing for CBS, Inc. She will oversee the routines and operations of the company's music publishing aspects.

Non-Profit Organization Exempted By IRS Ruling

Washington, D.C. — The IRS has exempted non-profit organizations that record and distribute contemporary, symphonic, and chamber music. The ruling affects the status of songs produced by artists and composers, and may have implications for the music industry.

'Rose' European Tour Set For MIDEM '80

Los Angeles — The European premiere of the 26th Century Fox film 'The Rose,' starring Atlantic recording artist Bette Midler, will be held at MIDEM '80 on Jan. 20.
NOW MORE THAN EVER MIDEM’ 80 IS A MUST

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maximize your contacts while minimizing your travel

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5767 professionals - 51 countries
Fame Elections

Together, placed involved. Those people buying designed stores. These cross retailers to toys the promotional albums Dec.

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BY THE MONTH

FAME

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the ABC-TV Special

She will be held

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ELO'S GREATEST HITS — Jet FZ 36310 — Producer: Jeff Lynne — List: 8.98 — Bar Coded

This dynamic greatest hits package covers the symphonic rock band's tracks from 1973-78. Mastering engineer Bubba's bi-modal sound posed all the tunes, and the gritty early days numbers like "Ma-Ma-Ma Belle" and "Showdown" still rank as Electric Light Orchestra classics, and contrast nicely with the more acoustic flour of "Rockaria" and "Turn To Stone." Lynne has always composed rock songs with a classical sensibility, and the string concept has continually brought a "strange magic" to the group's material.

GREATEST HITS VOL. 2 — ABBA — Atlantic SD 160009 — Producers: Benny Andersson & Bjorn Ulvaeus — List: 8.98

This is the second "greatest hits" package from the pop genius called ABBA; there will, no doubt, be more. The fourteen tracks contained herein cover all the albums "ABBA," "Arrival," "The Album" and its latest "Voulez-Vous." This en-core grab-bag of stellar singles and key album cuts (minus "Honey Honey") is a brilliant summation of a group that is undoubtedly on the brink of even bigger breakthroughs in the future.


This album is a fine final tribute to the late great Lowell George. The slide guitarist's influence on rock 'n' roll touched artists as diverse as Linda Ronstadt and Led Zeppelin, and the five songs he penned for this album, especially "Sailin' Shoes" and "Kokomo," rank among some of his best work. The LP produced in its final stages by the band has a decided "Satin Shoes" flavor, and Lowell is most likely slammed down proudly on his mates. AOR should love this one.


Walden is one of the most refreshing and uplifting R&B singers to come along in sometime. His career was predictably paced by a nuclear rock/R&B band led by guitarist Corrado Rustici and bassist T.M. Stevens. The album has little filler, and the cuts like "Shoulda Swung Ya?" "Lovin You Madly" and the title tune should keep the record at the top of the B/C charts for months to come.

PLAY IT AS IT LAYS — Alicia Bridges — Polydor PD-1-6219 — Producer: Steve Buckingham — List: 7.98

Bridges is mostly known as a disco artist but her command-commanding vocal style fits a variety of other styles as well. The gut wrenching "What Would You Do If Your Heart Stopped Beating Tonight?" recalls Bowie at his most emotional and the lilting "Stardisch" finds Bridges at her most angelic. "Under The Cover Of Darkness," "Cheap Affairs" and the title tune are the album's highlights, and the Tower Of Power Horns give the material an added punch. For a variety of lists.

THE VERY DAB — Fingerprint — Virgin INT V 2119 — Producers: Fingerprint — List: 7.98

Up until now (U.K.) Virgin's best kept secret, Fingerprint already has a sizable following in the states due to their scene-stealing debut tour as Rachel Sweet's back-up unit and a handful of cherished imported singles and EP's. Group king-pin Jimmie O'Neil and his three other co-horts have finally found the album which has already given rockdom The Sensational Alex Harvey Band, The (Bay City) Rollers, Nazareth and The Average White Band. A really great new wave band had to come out of this multi-flavored cauldron and Fingerprint is it.

A DIFFERENT KIND OF CRAZY — Head East — A&M SP 4795 — Producer: Jeff Glixman — List: 7.98

Head East are one of the forerunners of a handful of journeyman mid-to-heavy-tempo rock bands that came out of somewhere between New York and Los Angeles. Their music is singularly unique in its honest, straightforward approach, uncluttered rock 'n' roll that hits the spot like a punch to the gut and smokes and satisfies. Head East have this quality sewn up tight. Its latest album is different, yet another brand of American rock would be hard to find indeed. For AOR formats.

THOUGHTS — Opus 7 — Source-SR-27000 — Producers: Marlin McNichols & Ed Smith — List: 7.98

This classy R&B act introduces the "hustle" alter ego on the first song of its new "Thoughts" LP, "Hustle." The septet has a smooth "Walking In Rhyme" style that gets breezer as the album plays on. Sam Hamlin's satiny lead vocals power the group's sound. "Dancin' To A Love Song," "Hey Big Brother" and "The Way You Move Me" are the high points here. For R&B and pop lists.

LOVE IS BACK — Love Unlimited — Unlimited Gold JZ 36130 — Producer: Barry White — List: 7.98 — Bar Coded

While he does no singing on this LP, the Godfather of soul (Barry White) seems to loom over every cut. The trio has an almost soulful/Beautiful Music approach to its material and the breathy breathy vocal style works best on "I'm Givin' You A Love (Every Man Is Searchin' For)." "When I'm In Your Arms Everything's Okay" and "If You Want Me, Say It." The Love Unlimited strings deserve special mention here. R&B programmers should go for this one.

LIVE RUST — Neil Young & Crazy Horse — Warner Bros. 2AX 2296 — List: 13.98

While Neil Young and Crazy Horse have never been the epitome of light rock band, the group plays gritty, fuzzy tone rock better than just about anyone around. Of Neil serves up some chestnuts like "When You Dance I Can Really Love," and "This Old Grey Goose," and perfect classics, and contrast nicely with the more acoustic flour of "Rockaria" and "Turn To Stone." Lynne has always composed rock songs with a classical sensibility, and the string concept has continually brought a "strange magic" to the group's material.

GREATEST HITS 1972-78 — 10C — Polydor PD-1-6244 — Producers: Gouldman, Stewart and 10C — List: 8.98

This group in various configurations has been doing shitting its for over several progressive bubble gum for more than seven years now, and the album is a testament to its position as one of the wackiest and wittiest British pop ensembles ever to cross the Atlantic. Whether one prefers loony tunes like "Life's A Miserestone" and "Rubber Bullets" or a lush, plaintive love production "I'm Not In Love," the album is an old friend for AOR.

BROADWAY MAGIC — Various Artists — Columbia JS 36282 — Various Producers — List: 8.98 — Bar Coded

This is a fabulous concept for an album and hopefully the first in the many similar packages. The album is one musical showstopper after another and contains songs that encompass the entire spectrum of Broadway originals from Ethel Merman's "Everything's Coming Up Roses" to Andrea McArdle's "Tomorrow." Other songs that still sound as fresh as opening night 1972, "Chances Are." This album is something of a tribute to the great songs and the great performers.


The "Joe's Garage" saga is finally complete. Chief protagonist Joe, along with the Greek chorus presence of the "Central Scrutinizer," continues his flying Dutchman journey through the land of the dead. As always, Zappa's style islauf, love and sex. Hence the omnipresent cautionary sticker on the shrink wrap. Truth is, this culmination of over a decade's work seems to have been a journey in the pursuit of an environment to play his guitar in... he does which unlike anyone else has before or ever will.


Ayres and his smoothly timbered funk machine is back with "No Stranger To Love." Ayers' mellow moving voice is the album's focal point, and his fluid keyboard and vibe work is miles away from his wilder jazz days. However the improvisational themes of his roots are still present. "What You Won't Do For Love," "Shack Up, Pack Up, It's Up (When I'm Gone)" and "Don't Hide Your Love" place the LP...

PRESSURE — MCA-3195 — Producer: Ronnie Laws — List: 7.98

This is the perfect album for a lazy Saturday afternoon sax breaker. The mellow sax floats on top of the light keyboard/rhythm-guitar-oriented compositions. The band stays mellow but moves in and out of funk throughout the album, and the male/female harmonies are fittingly airy. "Stay Together" and "My Love" stand out, and the rest are the best cuts on this nicely crafted jazz/crossover entry.

NO MORE INTERVIEWS — John Mayall — DJM-29 — Producers: John Mayall & Jon Stronach — List: 7.98

Suddenly, amidst all the Xmas record release hub-bub, a new John Mayall album appears to remind us that it wasn't always like this. British R&B needed a champion back then so John Mayall became it. With "No More Interviews," Mayall illustrates that the belt he won in the rock arena still rides well on his California tanned body. Taste and integrity are the order of the day and the track "Wild New Lover" is worth the price of admission alone. For AOR and R&B formats.


This is a great improvement over the band's first LP as its contemporary, straight-ahead flavor, and the group's sound. "Dancin' To A Love Song," "Baby You Dance" and the rest are the best cuts on this nicely crafted jazz/crossover entry.

GARRISON AND VAN DYKE — ATCO SD 38-119 — Producer: Skip Ewing — List: 7.98

This is a respectable debut album by a duo that favors a straight ahead rock stance. Van Dyke's gravel vocals are somewhat reminiscent of Eddie Money, and by the next LP he will have put out songs with an even greater conviction. Van Dyke's lyrical contributions to Garrison's guitar heavy music are filed with a wry wit. The best songs on the album are "Can't Make It Alone Tonight," "Mental Madness," "Gruiser" and "City Sunset.

Cash Box (December 1, 1979)
Phrases and sentences extracted from the document include:

- "Onstage at the Agora," a one-hour show of groups taped in concert at the Agora are currently being peddled for overseas and domestic syndication by Fremantle International, a New York-based syndicator.

- The two new Agora Ballrooms will be located in Reseda, California, in the Reseda Mall, and in Hallendale, between Miami and Ft. Lauderdale. The clubs, which will be owned by WJKW-TV, are being designed by Cesar, Door Productions, are scheduled to open before Jan. 1.

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Jazz

**TOP 40 ALBUMS**

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<tr>
<th>#</th>
<th>Album Title</th>
<th>Artist/Musician(S)</th>
<th>Label</th>
<th>Weeks On Chart</th>
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<tr>
<td>1</td>
<td><strong>A Song For Shirley</strong></td>
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<td>Epic</td>
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<td><strong>The One</strong></td>
<td>Aretha Franklin</td>
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<td><strong>The Entertainer</strong></td>
<td>Wayne Shorter</td>
<td>Blue Note</td>
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<td><strong>We're In Love</strong></td>
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**JAZZ ALBUM PICKS**

- **The Best Of Herbie Hancock** - Columbia JC 36309
  - Producers: David Robinson & Friends, Inc. and Herbie Hancock
  - **Loel Of The Night**

A collection of Hancock's greatest hits from his funk period and a must for Hancock fans. Driving beat of "Don't It" track contains synthesized vocals. "Thought It Was You" is a more mainstream offering and should make this album appeal to a wider jazz audience. Samba rhythms reflect eclectic nature of all Hancock's work. Playful bass suffuses "Chameleon," the title of which underlines the versatility of the instrument.

- **Have You Heard?** - Malid & Hersey & The Year of the Ear - Arista-Novus AN 3016
  - Producer: Malid & Hersey
  - **List: 7.98**

For his second Arista/Novus effort composer/arranger/keyboards Hersey has assembled a lush percussion. Except for one cut, he wrote all the music here, arranging the selections as a kind of suite. Overall, the LP is ambitious in scope, containing harmonies and rich in tonal textures. Exceptionally soloists abound, including trumpeter Stanley Davis on the title track, trombonist Tim Sessions on "Your Voices Like Wind On A Mountain Top," David Moss on atmospheric tuned percussion on "Des Montanas," and Hersey on the place.

- **Levels Of Consciousness** - Babalu A & Phenomena - Arista Novus 170 - Producers: Allen G. Pitman, Phil Crescenzo and Members of Phenomena
  - **List: 7.98**

Soul and funk join jazz on another electric offering from this San Francisco-based group. "Thailand Stick" track may just produce in listeners the euphoric state alluded to in the title. "It's That Simple" is anything but, as William Murphy shines on a dynamic flute solo. Soprano sax occupies highlightnig treatment on several cuts, most notably on "Merely A Suggestion."

- **Blame It On The Mail** - "We're introducing more jazz to more people this way," says editor Phillip Payne of Time-Life Books and Records, whose "Giants of Jazz" mail-order only series just marked its first anniversary. It was on Nov. 6, 1978 that Time-Life mailed its first recorded set of Louis Armstrong recordings. Payne told PW that the series has since been reintroduced some listeners to jazz and acquainted others anew. "What Time-Life is after is not the "teeny-bucks," but adult dollars. "We're selling a lot of jazz," Payne happily stated. And they continue to do so ... by mail. The boxed sets, beautifully mounted with complete biographical and historical data, as well as title-by-title musical analyses, are published in book-like releases by such artists as Duke Ellington, Billie Holliday, Bix Beiderbecke, Benny Goodman, Coleman Hawkins and Jack Teagarden. Becoming available soon will be: Sidney Bechet (January), Benny Carter (February), Earl "Fatha" Hines (March), and a guitar package (June). Generally, the multi-record boxes are issued every six to eight weeks. "I can't work faster than that," Payne laments. "There are so many artists I would like to see out there." Strangely enough, some of the selections on the disks were overplayed or, at times, obscured by the artists themselves, who felt they were unsatisfactory. In at least one instance (Goodman), certain selections were included against his wishes. The series is available through Time-Life Records, Time-Life Building, 541 North Fairbanks Court, Chicago, Ill. 60611.

- **Disk Bits** - Atlantic Records has released a single, "Beach Girl" b/w "Sunset Drive" from Jean-Luc Ponty's latest album, "A Taste For Passion." Singer Joe Desiré has recorded his first album in almost 25 years, "I'll Remember Suzanne," to be released by Inner City. Sonny Rollins' pianist, Mark Soskin, is in the studio for Prestige with the likes of Harvey Mason and Sammy Figueroa for his first solo effort. He wrote the charts for the Orrin Keepnews-produced album. Mark has arranged for Bobbi Humphrey and has played with Billy Cobham and the Columbia Jazz All Stars ... Milestone's latest McCoy Tyner collection is called "Passion Dance." It's a combination of solo and trio tracks culled from an open-air concert in Tokyo in 1978.

- **You Had To Be There** - B. Dalton Bookseller celebrated its first anniversary with a week-long book-signing party featuring the likes of Eubie Blake and Dizzy Gillespie. In addition, at the store located near Rockefeller Center, there was a month-long jazz festival, including Annette Claudio, Al Anderson, Bob Cunningham, Ra Carson, Hilton Ruiz, Johnny Hartman, Andy Bey, Widespread Depression Orchestra, Barry Harris, Jimmy Cobb, Cal. Villa, Hugh Lawson, Don Pale, Roy Haynes, and, at a party for the benefit of the New York Public Library, Jackie Paris & Anne-Marie Moses. The print ad gave the address as "5th & Swing St.," the latter having been officially changed from 55th St. last June. Gillespie, whose book "To Be Or Not To Bop" was being autographed at Dalton's, appeared on the Tonight Show with Johnny Carson to plug it. He played a "Moanin" (with the band's noses buried in the music) and was asked to do an encore, during which he played "Hand Dance," sans trumpet, with the band more-or-less ad-libbing their parts. And then, would you believe it, he took a solo on it and told some stories. If performers faltered, so the scheduled showing of three Polish films under the aegis of Voice of America commentator Wilus Conover could not take place. But that did not deter the guests at a recent Songwriters Hall Of Fame gathering. With Gillespie (again) on piano and voice, Joe Bushkin on piano and Walter Bishop, Sr. and Jr., singing and playing, the bustled gig turned into a spontaneous jazz romp.

- **Who's Where** - Soundscapes continues with the unusual. Besides music, the innovative jazz loft has been presenting lecture/demonstrations. Last month, it was Sun Ra, and on December 9 at 3 pm, it will be Archie Shepp in a lecture entitled "Afro-American Theatre and the Afro-American Musical Tradition." Also coming up at Soundscapes: the Decoding Society with Byrd Langston, "an exhibit by jazz photographer Charles Stewart (December 14) ... the Lennie Tristano Jazz Foundation will present pianist Connie Crothers in concert at Carnegie Recital Hall on Dec. 9. The SLE (Lupus) Foundation will present a special evening called "We Remember Teddy" at the Grand Ballroom of the New York Hilton on Dec. 16. Fri llll... for December looks like Larry Harrison (4-8).

(continued on page 54)
SOUND VIEWS

EMI TO ANNOUNCE ENTRY INTO HOME VID MARKET — Although an official announcement is forthcoming, sources say EMI, the parent company of EMI Videograms, a wing of EMI, Ltd., will be making its entry into the U.S. home video software market shortly. EMI Videograms has been engaging in market tests since late last summer (Cash Box, Aug. 11) and will now release a program of selected recordings from the Ealing Comedies. According to Gary Darnell, president of EMI Videograms, all of these films are targeted for the “30-plus demographic,” which currently comprises the bulk of the VCR-buying public.

The company is preparing a three-tiered market test, which includes national videocassettes released through Fotomat Corp.; mail-order sales through Time-Life Video; and retail distribution and sales through EMI-owned Capitol Records.

FOTOMAT DRIVE-THRU MOVIES IN HIGH GEAR — Fotomat Corp. announced its plans to open 300 drive-thru video cassette rental outlets in Los Angeles and Northern California, the national chain of 3,800 Fotomat stores will become outlets for videos which consumers can order through a toll-free telephone number. There are currently 135 titles in the Fotomat ‘Drive-Thru Movie’ catalog and most of the movies are supplied by the Paramount Picture Corp. To kick it off, a $1 million advertising campaign has been planned.

SRI STUDY FINDS HOME VID TECHNOLOGY A THREAT TO COMMERCIAL TV — The findings of a recent study undertaken by SRI International, formerly the Stanford Research Institute, pointed to the conclusion that commercial TV would be seriously challenged in the next decade by increasing consumer control of home television programming via the VCR and the video disc. Predicting that half of the households in the U.S. would have some sort of home video equipment by the latter part of the 1980s, SRI observed that the market will have doubled by the end of this early hardware purchasing period.

The study indicated that uncertainties exist, however, in regards to the diversity and attractiveness of initial software catalogs. Software shortages will significantly slow the development of home video down. It was noted, and the study determined that it will be essential to have an ample supply of programs produced and made available on a regular basis for the technology to remain viable.

ARBITRON, PVI ANNOUNCE STUDY JOINT OF ‘NEW ELECTRONIC MEDIA — Arbitron, Inc. and PVI have announced a joint study of the “New Electronic Media,” encompassing any use of the TV set “beyond conventional television broadcast.” Respondents making up the sample base of the study will keep diary cards at home for three months and an equal number of cable, pay-cable and non-cable subscribers will be selected to receive an 8-page attitudinal/life-style/NEM usage and reception questionnaire. The report, which is due in the spring of 1980, is expected to show the impact of local and regional pay and basic cable programming. Superstations, Satellite networks, and the like will be studied from the perspective of cable demographics and life style characteristics of cable viewers. Individual reports will also be filed on VCRs, video discs and two-way TV.

TAVIS CLIPS — Jon Roseman Productions is currently in pre-production on its second ‘visualalbum’, featuring Columbia recording group Toto’s new “Hydra LP.” The firm is also shooting Virgin recording act Shooting Star, as well as wrapping up editing of Blondie footage. Kramer/Rocklen Studios has completed a half-hour television special featuring A&M recording act, Force of Nature. The program, which was shot at the Greek Theatre in L.A., will be broadcast in Japan. The firm also signed a multi-year production agreement with Artist International Management’s Ricki Farr to co-produce its Tubes program for domestic cable and foreign TV sale. Compact Video Systems of Burbank recent released their “Electro Asylum” recording act Shoos for Telstar Video and Film Productions, Inc. and E.A. 3M Corp. has produced a series of ten instructional video cassettes for budding video producers entitled “The Sight And Sound of Video Production” for cable operators in VHS and Beta formats, as well as a 1/2 Mini U-Matic tapes, can be obtained with a 12-month cumulative purchase of $200 of “Scotch” brand helical tape, plus $20 to cover the costs of distribution and duplication, from 3M in St. Paul, Minn.

PFIZER INCREASES MAGNETIC MATERIALS MANUFACTURING — Pfizer Inc. announced that it will be making a capital investment of some $25 million into expansion of its production facilities (for more information on this Report, see page 43).

Audiophile LP Reviews

HORN OF PLENTY — Don Menza Sextet — Discwasher DR 005 D — (Lyrichord Magic) LP

Horn of plenty is an apt description for the driving, breath-defying tenor sax of Don Menza. Accompanied by five inspired musicians, Menza delivers a virtuoso performance on this digitally recorded LP. The contemporary renditions from the Ellington Band classics, “In A Sentimental Mood” and especially “Take The ‘A’ Train” are standouts. Meticulous care in both the concept and execution caused me to think how this LP would make a disc winner for the audiophile jazz lover.

NATURALLY — Mel Lewis and The Jazz Orchestra — Telarc DG-10044 — Producer: Robert Woods — Dist: Audio-Technica — List: $15.95

Big band jazz, with its sonorous brass sections, driving rhythms, and dynamic arrangements, is an exhilarating experience when heard through an adequate speaker system. As a bridge between the Dixieland era, when Mel Lewis was a young man, and the present, the leading jazz drummer Mel Lewis has this first big band digital recording sounds remarkably life-like. The band reproduces Thad Jones’ compositions beautifully with all their nuances of color and accent. The bass showcase ‘61st and Richmond’ and Thad’s last composition for the band “Easy Living” are favorites.

GTE Study Shows Consumer Interest In TV Stereo Sound

by Charles Paikert

NEW YORK — An exhaustive market research study sponsored by GTE Products Corporation has revealed that consumers are interested in TV stereo sound, according to industry sources. TV manufacturers will not be able to utilize stereo sound for at least another two years.

The study, conducted for GTE by the Gene Heil Group, a Connecticut-based research firm, showed that 97% of the respondents specifically mentioned that stereo sound would enhance their TV viewing. While one-third of the respondents felt that TV sound in stereo had no disadvantages, 20% did express a concern about the expected higher price of television sets equipped to receive stereo signals. Seventeen percent, mostly older people, were concerned with the perceived loudness of stereo TV.

After listening to a demonstration of TV stereo sound, 67% of the consumers surveyed said they felt the sound was the highest possible rating, and 50% said that they would want to watch more TV if they had a set with stereo sound available to them.

‘Concrete Evidence’

Horsl O. Heissard, market planning and development manager for GTE Consumer Electronics, hailed the study as “concrete evidence for those in the industry and government that shows the consumer desires stereo sound for TV. It’s the first major study of its kind,” Heissard said. and “it’s a convincing argument for the manufacture of TV sets with stereo capability.”

However, standards for TV stereo sound must be approved by the FCC before manufacturers can incorporate the stereo capability in their sets, and the commission is not scheduled to review any such standards before 1981.

The first step towards FCC approval of TV stereo sound will be a review of recommendations from the Electronics Industry Association. An EIA subcommittee on multichannel TV sound, chaired by Thomas Keller, director of engineering for WGBH-TV in Boston, is currently evaluating different proponents proposals for stereo sound.

In Evaluation Stage

“We’re in the technical evaluation stage now,” Keller said, “and we should begin field testing in early 1980.” Keller stated that his subcommittee is scheduled to present their report to the EIA’s Broadcast Television System Committee by the fall of 1980.

When asked how readily the FCC might approve the EIA’s recommendation, Keller replied, “A lot depends on the industry and how much they want it. It looks like the groundswell is building for high quality sound, and the GTE study is significant because it’s the first scientific documentation of the potential consumer interest.”

Across The Board Interest

According to the conclusions of the GTE study, “The favorable ratings accorded stereo sound for television were not specific to any sample group, but were consistent across the various age, sex and income divisions — in particular, the respondents perceived its greatest contribution as the enhancement of musicals and concerts.

The study also noted that “respondents were most attracted to the totally self-contained unit which incorporated the speakers within the same component of the main television set.”

And, the study concluded, “In our experience, few new product ideas, especially of this magnitude, are so well-received.”

Videotape Imports Increase In 1979, Survey Indicates

NEW YORK — Unit imports of video tape recorders and players increased in the third quarter and first nine months of 1979, compared to the same period in 1978, according to statistics released by the Marketing Services Department of the Electronic Industries Association’s Consumer Electronics Group.

Totals

Video tape recorder and player imports rose 8.8 percent to 149,340 units in the third quarter of 1979, compared to 137,295 units imported in the same period last year. For the first nine months of 1979, imports of video tape recorders and players increased 8.5 percent to 407,338 units, compared to the 375,432 unit figure posted in the same period last year.
**SINGLES BREAKOUTS**

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**WHATS IN-STORE**

**TAPE NEWS — 3M’s Magnetic Audio/Video Products division has added the VHS and Beta Video cassette head cleaners to its 3/4 inch Mini-U-Matic line. Each new half-inch cassette head cleaner will contain three or six minutes of a specially formulated cleaning tape. According to the company, use of the cleaner is recommended whenever a recorded video picture appears snowy or unclear. The list price for these VHF and Beta format cassettes will be $22.95. They will be available nationally at authorized "Scotch" recording tape dealers.**

**MUPPET MADNESS — The recent "Muppet Movie" has spawned some creative activities from retailers and from Atlantic Records. Recently, the "First Annual Kermit the Frog Jump-off" was held at Lake Lafayette, near Kansas City, and was a big success, with some 250 toad participating. The event, which was co-sponsored by Atlantic, WHBO radio and the Lake Lafayette Water Company, was open to all frogs, pond-dwelling and aquatic animals. The first 50 persons to enter their pets won free soundtrack albums. On the retail level, the Record Bar at Lake Ball Ga, Georgia was the scene of some unusual utilization of "Muppet" display material. 2x2 dics were used to form a large brown frog "bottom cover and emulating a top cover were employed to build a large platform on which to place the bin. In addition, a large "Muppet" streamer was hung prominently in the store.**

**WARNER BROTHERS PROMOTIONS — Some chain-wide activity reported behind current Warner Bros. product. The four Oz stores of Atlanta, working with WKLS and WQXI-FM, recently held a "Savannah Night" Tom Johnston contest, in which entrants were required to complete an entry form which contained 17 "true-false" questions about the history of Savannah. A drawing was held among all perfect entries and the winner received an all-expense paid weekend trip to Savannah. Moreover, the Oasis stores of Pittsburgh will be holding a Foggy "Boogie Motel" party, Dec. 17 at the Arcade, a local club. There will be registration at each of the three outlets with fifty free passes awarded in each store. Warner Bros. has donated 150 keys, several of which will open doors in the rear of the club, behind which will be hidden the bar. The keys will be sold at a cost of $1.**

**ALBUM BREAKOUTS**

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**ENDS AND ODDS — A number of pre-holiday sales in progress, 1812 Overture, Milwaukee, is conducting its "Red Christmas Sale" with all album prices reduced. Radio Doctors, Milwaukee conducting its "Early Shoppers' Christmas Sale" highlighted by a special 12-page supplement running in the "Milwaukee Journal," the Wherehouse stores spotted a 75% stock reduction (in some cases gross prices were reduced $5.98 arix for 20-second LPs, or $8.98 arix for 12-ber LPs) on sales of all records for sale on their stores and all 3M's Magnetic Audio/Video products.**

**CUSTOMER QUOTE OF THE WEEK: "At these prices, how come there aren't two records in here?"**

**POINTE BLANK GET IN-STORE "AIRPLAY" — Members of MCA recording group Point Blank sign on to a "Retail In-Store "Airplay," during an in-store visit to Krackers Tapes and Records in Denver. The band was in town for a performance at the Rainbow Music Hall, co-promoted by MCA and radio station KAZY. Pictured behind the counter are (l-r) Karl Berkebile, Point Blank; Richard Weiner, Lieberman One-Stop manager; and John O'Daniel. Point Blank.**
JOURNEY (Columbia AE7-11888)

Too Late (2:57) (Weed High Nightmare Music — BMI) (S. Perry, N. Schon)

Journey hits full stride with this grandiose rock ballad from the “EVOLUTION” LP, as lead singer Steve Perry’s high vocals ring out above the crashing instrumental embellishments and air-tight harmonies. The perfect followup to the Top 20 “Lover, Touchin’, Squeezin’,” this record features the added bonus of two live cuts on the B side.

CHEAP TRICK (Epic 9-50814)

Voices (4:19) (Screen Gems — EMI Music Int’l) (BMG) (R. Nielsen)

Cheap Trick turns to a Beatlesque melody on its second single from the “Dream Police” LP and one would be hard pressed to tell the Tricksters apart from the Fab Four. Rick Nielsen has George Harrison’s weeping guitar refinements down pat and Robin Zander’s layered vocals, courtesy of Tom Werman’s crystalline production, evoke McCartney’s style. A delight for A/C pop.

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ROBERT JOHN (EMI-America P-8030)

Lonely Eyes (3:06) (High Sierra Music — ASCAP) (M. Piccirillo)

Although John’s last single, “Only Time,” had a short life, radio demanded this cut from his self-titled LP. A strong pop symphonic melody, developed with an engaging blend of keyboard electronics and strings, moves swiftly towards the powerful hook. Chorus mixes John’s falsetto vocals with straight-ahead singing. A delightful tune for pop and A/C.

RED SMITH (Columbia 1-11165)


The title track, and first single, off of Red Smith’s new LP is a lifting ballad, wherein acoustic guitar and a lush piano melody mesh nicely. While strings weave a glossy texture in the background, Smith’s plaintive vocals rise out on the strong crescendos. Perfect fare for pop and A/C lists.

PAUL McCARTNEY (Columbia 1-11162)

Wonderful Christmastime (3:48) (MPL Communications, Inc. by arrangement with Welbeck Music Corp. — ASCAP) (McCartney)

An interesting mix of echoed electronic blips and sleigh bells opens up McCartney’s holiday season delight. With a powerful hook to channel, at times building layer upon layer to create a unique choral effect. Sparse instruments lead the focus on McCartney’s, a Euro-pop carol.

JIMMY BUFFETT (MCA MCA-41165)

Volcano (3:37) (Coral Reeder Music/Kythe Sykes Music — BMI) (J. Buffett, K. Sykes, H. Dailey)

That good time buccaneer of the high seas utilizes the familiar Camelot, calypso rhythm for another one of his “devil-may-care” tracks as a followup to his Top 25 “Fins.” The title cut from his current LP, this one is flavorful and timely, with lots of offset references. Solid Buffet for AOR, pop and, oddly enough, C&W formats.

EAGLES (Asylum E-46569)

The Long Run (3:42) (Cass County Music/Red Cloud Music — ASCAP) (D. Henley, G. Frey)

Eagles replace the rockier edge of their most recent #1 single, “Heartache Tonight,” with the easily rolling title cut from their current LP. While Don Henley’s raspy vocals suggest subtle tension with the theme of survival, Joe Walsh’s slide guitar work and the solid rhythmic bass of bassist Tim Schmit, Glenn Frey on organ and drummer Henley make this an upbeat cut.

ROBERT JOHN (EMI-America P-8030)

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Although John’s last single, “Only Time,” had a short life, radio demanded this cut from his self-titled LP. A strong pop symphonic melody, developed with an engaging blend of keyboard electronics and strings, moves swiftly towards the powerful hook. Chorus mixes John’s falsetto vocals with straight-ahead singing. A delightful tune for pop and A/C.

LEO SAYER (Warner Bros. WB-49134)

Oh Giri (3:47) (Julio-Brian Music Inc. — BMI) (Eugene Record)

Sayer turns in a lifting, mellifluous cover of the Chills classic, disguised up in an MOR-oriented style. Minor chords emphasize the somber mood expressed in the lyrics and Sayer’s echoed vocals. Blues elements contribute to this powerful AM hit. May also break in DOR discos as a late night dance-ballad.

STARJETS (Portrait 2-70036)

Schoolybird (3:10) (Blackwood Music, Inc. — BMI) (L. Erenstrum, F. Schon)

Irish’s Starjets crank out the rock ‘n roll at a fast and furious pace here, borrowing the style, if not the substance, of an aggressive new wave approach on the first single from their debut LP. A must for AOR lists.

MARI MARDAUR (Warner Bros. WB-49131)

Fall In Love Again (3:35) (Teddy Jack Music — BMI/Monster Music — ASCAP) (P. Henderson, W. Jones)

Sexy songstress Maria Mardaur adds a bluesy edge to this R&B-titled tune off of her “Open Your Eyes” LP. The shaking rhythm is underscored by twangy guitars and country-flavored string work. Fine for pop, AOR lists.

DAN PEEK (MCA MCA-41160)


Peek teams up with MCA/Songbird A&R man and producer Chris Christian to turn out a bubbly pop confection, leading off with a strong opening and moving into a bouncy, piano-driven melody. From the “All Things Are Possible’” LP, this is right for pop, inspirational and A/C.

BUCKEYE (Polydor PD 2042)


Buckeye’s second single off of its self-titled debut LP is an ebullient mixture of upbeat time changes, glitzy piano and high vocals. Executed with the flair of seasoned professionals, the instrumental ones alone make this band as an up and coming act for AOR.
OUTRAGEOUS GOLD — KYU/San Francisco’s “Most Outrageous Contest Ever Aired” promotion, which offered a pound of gold for the most outrageous stunt, ended on Nov. 16 with five finalists acting out their outrageous suggestions to determine the winner. The grand prize, a Troy Pound (12 ounces) of gold, was awarded to Jim McGuire for his event which featured him eating lunch on a table suspended 100 feet below an airborne helicopter hovering past the Golden Gate Bridge. Before touching down on the north beach, McGuire tossed off his clothes revealing a red and blue Superman costume complete with red flares attached to both feet and a trail of special effects smoke. The second prize winner won a trip to New York City by pedaling a 12-foot long loaf of sourdough bread under the Golden Gate. Third prize, an eight day trip to Hawaii, went to a William Stimpson (Beverly Hills) who proposed to “Over a shark tank at Marine World. This station really knows how to get its listeners involved.

RADIO ON TV — Two independent video productions by KY102/Kansas City were shown on Kansas City television the week of Nov. 19. “KY102 Backstage” aired on WDAF-TV Nov. 24 and was hosted by KY102 program director Mark Floyd. “Backstage” featured Bad Company in a contest that was simulcast over the radio station, the first in a series designed to provide a look at some of the activity of rock ‘n roll groups preparing for a second video venture. “Dick and Jay,” hosted by KY102 morning team Dick Wilson and Jay Cooper, was the pilot for a comedy-drama series which aired on KBMA-VA on Nov. 23. "KOFM/OKlahoma City morning duo Mike Miller and Lisa Carr were guests on local NBC-TV affiliate KYVM’s "Dannysday" hosted by radio veteran Danny Williams. WRVQ/Richmond became “Q-107” for ten days during the Virginia State Fair. The WRVO tent featured several large screen televisions and numerous smaller monitors. Live video cameras put listeners on television while videotapes of concerts, WRVO events and scenes from around the city were provided by the stations on-air programming.

DINING: NEW YEAR’S PARTY — Diamond Jack, one of the main stay of the New Year’s Eve nationwide broadcast encased by Roger Carroll, Los Angeles. The personal program is released locally on KPMC. Cut-ins from Walt Disney World in Florida will highlight East Coast activities. A new program will be aired Dec. 31 from 9 p.m. to midnight in each province and is available free to interested stations on a barter basis. Produced by the same group that did the corporate specials. Of all points out that “this is a totally different concept from the pre-taped music countdowns which stations traditionally use. This show is a radio party, with music, time checks, guest stars and is capped by the famous Disney fireworks at Midnight.

RADIO GIVE-A-THON — Robert Guillaume, star of the ABC-TV comedy series, "Benson," will participate in “The United Negro College Fund Radio Give-A-Thon,” which will be broadcast live over Los Angeles radio stations KACE and KDAY, on Sunday Dec. 2. Deniece Williams is the honorary chairperson.

LABOE GRAND MARSHALL — KRLA/Los Angeles program director Art Laboe, led the annual Santa Barbara Christmas Parade on the KRLA float at the Honorary Grand Marshall The KRLA float appeared in the Hollywood Santa Claus Lane Parade Nov. 25.

STATION TO STATION — KJR/Seattle, in conjunction with Motown Records and the new album release from Stevie Wonder entitled “Journey Through The Secret Life Of Plants,” is sending two listeners to the Bahamas for a Stevie Wonder concert Dec. on 15

WMMR/Philadelphia is asking its listeners to pick up a WMMR Decade Ballot in any record store, and vote for their choices to help the station select the best concerts, songs, albums and groups of the seventh. In addition, there are categories for Best Hope For The 80’s and Most Underrated Band/Artist. For a little extra incentive, one person’s name will be drawn at random from all ballots to receive new album released on Warner Bros. Records for 1980 . In a similar item, Q100/KCFM/Portland is sponsoring the 1979 Portland Music Poll. Of the 300,000 ballots circulated, one will be drawn for an all-expenses paid trip for two to Acapulco . "WZAT/Savannah, FM sister of WSGA, has dropped their non-stop music program service, switched to an all live music-appeal operation, and will be known as Z102. Brady McGraw will program Z102 and WSFA and Jim Lewis will be music director and Denis Reid, assistant MD for both stations. WSNN/Sunny 60 Jacksonville, AM co-owner and one of the nation’s most recently started formats from MOR to rock calling itself AM New Wave 60 . A bizarre arrives awaited new WPROF-FM PD Jack O’Brien when he was arrested by the Warwick police department for air pollution. He remained in jail overnight (Nov. 17), but on the 18th, the day he was to do his first air shift in Providence, it was done from his jail cell. It was all in fun as the Mayor of Warwick joined him on the air with a proclamation of welcome as did Rhode Island’s Governor’s press secretary.

NEW JOBS — Rob Slisco has been named program director, the long vacated position WZP-F/Philadelphia, effective Dec. 3. Slisco is currently music director at WDYL/Philadelphia . Also, WYLO/New York. Also at WPEZ, Jim Picco was promoted to sales manager. Mark Laurence is no longer at the WDGY/Bangor and Kirk Sherwood has taken his place. Music director at WMMR in Philadelphia is Tom Sheppard at WMMR. WACF/Walt Disney is an open. WAPE/Jacksonville is seeking a production assistant with copywriting and organizational skills. New on-air personality at the new Z102/Savannah is Nancy Brooks (a.k.a. Nona, former MD at WANS/Anderson), and joining the WSGA/Savannah air staff is Rock Batiste from KTBS/Stockton, Calif.

mark albert

“the first step in an ongoing process.” The need for such a survey was stressed by the late Sen. John McClellan, the sponsor of legislation for revision of the Copyright Act, and picked up by the CRT in late 1977. A committee on home taping was formed the following year which directed its attention to home taping of audio works (presumably videotaping is a future issue for the CRT’s attention, after the Sony Betamax case is appealed).

Meanwhile, industry-wide data is being collected by the National Music Publishers Association and the Recording Industry Association of America, and will be added to the Tribul’s information.

The survey was designed to include “at least 5000 teenagers to reflect the buying population of prerecorded music is considerably younger than the national population,” and was conducted by telephone interviews from Aug. 14 - Sept. 19, 1979. The polling firm cautions that the results have an error factor of 27%.

Future Steps

The CRT took pains to point out it has no function in determining whether home taping for personal use is permissible under existing legislation — it can only recommend policy.

But the CRT’s topics for future examination will be crucial for the industry. Among them, trends in the sale of blank tape; considerations of the sales volume, prices and revenues of the prerecorded music industry; impact of home taping on the creation and production of new product; status of technological developments which could alter the ability to engage in home taping (i.e. scrambling devices); and economic and population trends which could influence the extent of personal taping.

Rubenstein To Head Mutual Radio Network

LOS ANGELES — Martin Rubenstein has been named president and chief executive officer of Mutual Radio Network. Executive vice-president Gary Worth has resigned, but will remain as a consultant to the company through 1980. A former 17 year veteran of ABC, Rubenstein will be in charge of Mutual Radio Network and its wholly-owned stations division.
<table>
<thead>
<tr>
<th>TW</th>
<th>LW</th>
<th>WKs</th>
<th>TITLE</th>
<th>ARTIST</th>
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<th>PRIME CUTS</th>
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<td>9</td>
<td>The Long Run</td>
<td>Eagles</td>
<td>Asylum</td>
<td>1 Heartache, Disco Strangler, Greeks, Title</td>
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<td>2</td>
<td>4</td>
<td>5</td>
<td>Damn The Torpedoes</td>
<td>Tom Petty</td>
<td>Backstreet</td>
<td>17* Even The Losers, Refugees, Don't Do Me</td>
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<td>3</td>
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<td>7</td>
<td>Tusk</td>
<td>Fleetwood Mac</td>
<td>WB</td>
<td>2 Sara, Sisters, Never Forget, Title</td>
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<td>4</td>
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<td>14</td>
<td>In Through The Out Door</td>
<td>Led Zeppelin</td>
<td>Swan Song</td>
<td>5 Fool, Hot Dog, Evening, All My Love</td>
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<td>5</td>
<td>22</td>
<td>22</td>
<td>Freedom At Point Zero</td>
<td>Jeffery Starship</td>
<td>Starship</td>
<td>37* Jane, Lighting Rod, One Little Music, Title</td>
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<td>6</td>
<td>5</td>
<td>1</td>
<td>Babe</td>
<td>Styx</td>
<td>A&amp;M</td>
<td>3 Baby, Never Say Never, Borrowed Time</td>
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<td>7</td>
<td>7</td>
<td>10</td>
<td>Dream Police</td>
<td>Cheap Trick</td>
<td>Epic</td>
<td>16 Voices, I Know What, Raise Hell, Need Your Love</td>
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<td>8</td>
<td>6</td>
<td>10</td>
<td>Head Games</td>
<td>Foreigner</td>
<td>Atlantic</td>
<td>15 Dirty White, Title</td>
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<td>8</td>
<td>6</td>
<td>Regatta De Blanc</td>
<td>The Police</td>
<td>A&amp;M</td>
<td>29* Message</td>
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<td>10</td>
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<td>ZZ Top</td>
<td>ZZ Top</td>
<td>74* Various</td>
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<td>11</td>
<td>9</td>
<td>6</td>
<td>I'm The Man</td>
<td>Joe Jackson &amp; A&amp;M</td>
<td>26* Friday, Differente, Title</td>
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<td>12</td>
<td>10</td>
<td>7</td>
<td>Eat To The Beat</td>
<td>Blondie</td>
<td>Chrysalis</td>
<td>16 Dreaming, Shyla, Union City</td>
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<td>The Fine Art Of Surfacing</td>
<td>Aerosmith</td>
<td>Columbia</td>
<td>3 Various</td>
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<td>14</td>
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<td>Columbia</td>
<td>41* Various</td>
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<td>15</td>
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<td>Marathon</td>
<td>Santana</td>
<td>Columbia</td>
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<td>16</td>
<td>The Boomtown Rats</td>
<td>Columbia</td>
<td>126* Mondays, Wind Chill, Nothing Happened, Keep It Up</td>
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<td>17</td>
<td>16</td>
<td>4</td>
<td>Jackrabbit Slim</td>
<td>Steve Forbert</td>
<td>Nemperor</td>
<td>85* Romeo's Tune, Sweet Love, Complications</td>
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<td>18</td>
<td>13</td>
<td>7</td>
<td>Boogie Motel</td>
<td>Foghat</td>
<td>Bearsville</td>
<td>46 Third Time, My Bed, Title</td>
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<td>19</td>
<td>17</td>
<td>6</td>
<td>Keep The Fire</td>
<td>Kenny Loggins</td>
<td>Columbia</td>
<td>9 You're Gonna Get, Thank You</td>
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<td>20</td>
<td>18</td>
<td>8</td>
<td>The Glow</td>
<td>Bonnie Rhode</td>
<td>WB</td>
<td>43 Whiskey Man, Good Rockin', Title</td>
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<td>12</td>
<td>1</td>
<td>The Inevitable Disaster</td>
<td>Molly Hatchet</td>
<td>Epic</td>
<td>24 North Sea, Orion, Dark Ages, Home, Dutchman</td>
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<td>22</td>
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<td>9</td>
<td>Stormwatch</td>
<td>Jethro Tull</td>
<td>Chrysalis</td>
<td>53 Dirty Water, Midnight To Six</td>
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<td>23</td>
<td>2</td>
<td>First Offense</td>
<td>The Imates</td>
<td>Polydor</td>
<td>143* Trouble Again, Baby Don't Go, In The Room</td>
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<td>24</td>
<td>21</td>
<td>8</td>
<td>Restless Nights</td>
<td>Kari Bonoff</td>
<td>Columbia</td>
<td>35 Various</td>
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<td>25</td>
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<td>1</td>
<td>The Other One</td>
<td>Bob Welch</td>
<td>Capitol</td>
<td>108* Various</td>
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<tr>
<td>26</td>
<td>30</td>
<td>3</td>
<td>In The Nick Of Time</td>
<td>Nicolette Larson</td>
<td>WB</td>
<td>51 Dancin', Jones, Rio Blue</td>
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<td>27</td>
<td>27</td>
<td>2</td>
<td>X-Static</td>
<td>Hall &amp; Oates</td>
<td>RCA</td>
<td>48* Wait For Me</td>
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<td>28</td>
<td>28</td>
<td>4</td>
<td>In The Heat Of The Night</td>
<td>Pat Benatar</td>
<td>Chrysalis</td>
<td>78* Heartbreaker, Title</td>
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<td>29</td>
<td>25</td>
<td>7</td>
<td>The Headboys</td>
<td>RSO</td>
<td>185* Shape Of Things, Kickin' The Kans, Experiments</td>
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<td>30</td>
<td>24</td>
<td>3</td>
<td>Candy-O</td>
<td>The Cars</td>
<td>Elektra</td>
<td>25 All I Can Do</td>
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<td>Oates</td>
<td>Hall &amp; Oates</td>
<td>RCA</td>
<td>143* Trouble Again, Baby Don't Go, In The Room</td>
</tr>
</tbody>
</table>

**FM STATION REPORTS - NEW ADDS/HOT ROTATION**

**KRTF-FM - ALBUQUERQUE**

**ADDs:** Dan Fogelberg, Aerosmith, Jorma Kaukonen. $$$

**WAXY-FM - DETROIT**

**ADDs:** 20/20, Neil Young, 38 Special

**WAXY-FM - DETROIT**

**ADDs:** Led Zeppelin, Eagles, Styx, Tom Petty, Foreigner, Santana. Pal Benatar. Jeffery Starship, April Wine

**WJR-FM - ELGIN**

**ADDs:** Tom Petty, ZZ Top, Cheap Trick, Inmates, Toto, Kenny Loggins. Foreigner. Fleetwood Mac, Foghat, Led Zeppelin, Jeffery Starship, Styx, Santana

**KQAC-FM - BAKERSFIELD**

**ADDs:** Little Feat, Lewis, Jimmie. Israeli, Mike clever, Steve Forbert, Bob Welch, ZZ Top, Hall & Oates, Motels, Buggles, (45), Ian Dury (45), Marvin Gaye (45), Racey (45), Sugar Hill Gang (45)

**KWMF-FM - CLEVELAND**

**ADDs:** Neil Young, Dan Fogelberg, Tantrum, Dwight Twilley

**WBN-FM - BOSTON**

**ADDs:** Joan Armatrading (45), Tom Scott, Wreckless Eric, XTC, Rattlers (45)

**American Radio History**

www.americanradiohistory.com

**Cash Box**/December 1, 1979
SOUTHWEST

KNOW—AUSTIN—LENNY WHITE, MD
1-1—Sty. JUMPS, 49 To 38: Cars, 45 To 37—J. Jackson, 48 To 35—Moon Marten, 39 To 33—J. Coulter, 32 To 25—R. Purser, 24 To 17—K. Ragsby, 20 To 13—R. Phillips, 15 To 10—K. Souther, 25 To 18—B. Petty, 12 To 9—S. Petty, 6 To 3—M. Petty, 2.5 To 1—E. Petty, 1.5 To 1—B. Petty, 1.5 To 1—C. Petty, 1.5 To 1—M. Petty.

WKRP—DALLAS—HARRY NELSON, MD
1-1—Sty. JUMPS, 30 To 27—R. Milas, 28 To 25—K. Loggins, 24 To 21—A. Parsons Project, 20 To 17—J. Jackson, 16 To 13—R. Phillips, 12 To 10—E. Petty, 10 To 8—B. Petty, 8 To 6—J. Petty, 6.5 To 4—D. Souther, 25 To 18—Pablo Cruise.

WNOE—NEW ORLEANS—WAYNE WATKINS, MD
1-1—Sty. JUMPS, 40 To 34—Prince, 33 To 31—Hall & Oates, 30 To 28—Nature’s Divine, 28 To 25—K. Loggins, 22 To 17—A. Parsons Project, 17 To 13—J. Jackson, 11 To 7—R. Phillips, 7.5 To 4—E. Petty, 4.5 To 1—B. Petty, 3.5 To 1—A. Petty, 2 To 1—M. Petty.

KOFM—OKLAHOMA CITY—CHUCK MORGAN, MD
1-1—Sty. JUMPS, 32 To 26—S. Robinson, 25 To 21—R. Fury, 24 To 20—C. Richards, 21 To 18—S. Wonder, 16 To 13—K. Loggins, 10 To 8—J. Jackson, 6 To 4—B. Petty.

KSLD—ST LOUIS—PHIL MORRIS, MD
1-1—Sty. JUMPS, 37 To 30—S. Robinson, 35 To 29—R. Petty & Heartbreakers, 27 To 22—K. Loggins, 17 To 10—J. Jackson, 10 To 6—R. Phillips.

KZQ—SANTO ANTONIO—MIKE SCOTT, MD
1-1—Sty. JUMPS, 29 To 20—K. Rogers, 22 To 17—M. Jackson, 16 To 10—L. Lopez, 9 To 2—Kool & Gang.

Kelu—KANSAS CITY—PHIL COCHRANE, MD
1-1—Sty. JUMPS, 31 To 25—S. Robinson, 23 To 19—B. Petty.

MIDWEST

WCWE—AKRON—VINCENT RADOLIC, MD
1-1—Sty. JUMPS, 34 To 31—Dr. Hook, 37 To 33—Pablo Cruise, 29 To 32—R. Phillips, 24 To 17—J. Jackson, 13 To 8—R. Phillips, 10 To 5—J. Jackson.

WIZ—CINCINNATI—MATT ETHERIDGE, MD
1-1—Sty. JUMPS, 29 To 22—L. Petty & Heartbreakers, 22 To 15—B. Petty.

WLS—CHICAGO—STEVE CASEY, MD
1-1—Sty. JUMPS, 34 To 23—Supertramp, 19 To 10—K. Loggins, 14 To 10—B. Petty, 7 To 5—Fleetwood Mac, 6 To 4—Commodores, 1 To 2—B. Petty & Heartbreakers.

WQFX—DETROIT—DAVE COLLINS, MD
1-1—Sty. JUMPS, 44 To 37—K. Loggins, 24 To 17—K. Loggins.

REGIONAL PROGRAMMING GUIDE

WZZP—CLEVELAND—BOB McDAY, MD
2-1—K. Rogers (old), JUMPS: 25 To 22—Evel Beach Band, 21 To 20—B. Streisand & Summer, 17 To 15—A. Murray, 13 To 11—J. Jackson.

WCWI—COLUMBUS—STEVE EDWARDS, MD
1-1—Sty. JUMPS: 25 To 22—S. Robinson, 21 To 16—A. Murray, 17 To 12—K. Sunshine & Band.

WCFM—DUBUQUE—STEVE SEESTERHORN, MD
4-1—Sty. JUMPS: 25 To 21—Dr. Hook, 20 To 16—Kool & Gang, 20 To 17—Styx, 15 To 4—B. Petty & Heartbreakers.

WRN—GRAND RAPIDS—JAY McLAUMB, MD
2-1—JUMPS: Strophar 30 To 24—ABBA, 26 To 20—Pablo Cruise, 20 To 17—C. Styx, 15 To 12—B. Petty & Heartbreakers.

WAIR—INDIANAPOLIS—DAVE CLARK, MD
1-1—Eagles, JUMPS: 27 To 24—Jefferson Starship, 23 To 19—Pablo Cruise, 15 To 11—B. Petty & Heartbreakers.

WKBX—KANSAS CITY—KATHY ROTHs, MD
1-1—Sty. JUMPS, 38 To 33—T. Petty & Heartbreakers, 40 To 32—Dr. Warwick, 35 To 31—J. Jackson, 28 To 25—A. Murray, 22 To 18—A. Parsons Project.

WAXY—LOUISVILLE—MIKE McVAY, MD
1-1—Sty. JUMPS, 29 To 26—K. Loggins, 23 To 21—B. Petty & Heartbreakers, 19 To 16—C. Styx, 14 To 11—A. Jackson, 10 To 7—T. Petty, 4 To 1—R. Phillips.

WZUU—MILWAUKEE—CHRIS CURTIS, MD
1-1—Sty. JUMPS: 26 To 23—B. Preston & Syreeta, 22 To 17—Dr. Warwick, 18 To 14—K. Rogers, 12 To 8—R. Phillips, 6.5 To 3—A. Parsons Project.

WKYM—MILWAUKEE—JIM BROWN, MD

WDWB—MINNEAPOLIS—DAVE THOMPSON, MD
1-1—A. Murray, JUMPS: 30 To 27—ABBA, 29 To 24—K. Loggins, 23 To 19—R. Phillips, 18 To 14—J. Jackson, 13 To 10—D. Souther, 8 To 5—B. Petty & Heartbreakers.

KSTP—MINNEAPOLIS—DON MICHAEL, MD

WZOW—OMAHA—ERICK FOXX, MD

KELO—WICHITA—BOB McDAY, MD
8-1—K. Rogers, JUMPS: 25 To 22—Dr. Hook, 20 To 18—Kool & Gang.

KBER—BROOKLYN—KRIS MITCHELL, MD
1-1—Sty. JUMPS: 22 To 20—J. Murray, 23 To 19—Dr. Hook, 20 To 16—S. Wonder, 19 To 16—C. Styx.

WKEE—ALBUQUERQUE—DEBBIE HUGHES, MD
1-1—Sty. JUMPS, 30 To 24—Little River Band, 29 To 25—Eagles, 25 To 20—Pablo Cruise.

WRJZ—BROOKLYN—BOB McDAY, MD
1-1—Sty. JUMPS, 30 To 29—J. Murray, 26 To 24—ABBA, 23 To 18—Z. Zappa & Dead, 17 To 9—ABBA, 15 To 4—M. Petty, 11 To 7—A. Murray, 7 To 1—J. Jackson.

WRJZ—BROOKLYN—BOB McDAY, MD
1-1—Sty. JUMPS, 30 To 29—J. Murray, 26 To 24—ABBA, 23 To 18—Z. Zappa & Dead, 17 To 9—ABBA, 15 To 4—M. Petty, 11 To 7—A. Murray, 7 To 1—J. Jackson.
1. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA
2. DON'T BE THAT WAY - BOB SEGER - CAPITOL
3. WISH I HAD YOU - BARBARA STIGLER - ATLANTIC
4. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA
5. CAN'T HELP MYSELF - THE FOUR TOPS - SOUTHERN FRICTION/MCA
6. HEARTBREAKER - JOAN JETT - INFINITY/MCA
7. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA
8. SEND ONE YOUR LOVE - STEVIE WONDER - TAMLA/MOTOWN
9. THE LONG RUN - EAGLES - ASYLUM
10. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL

**COOL CHANGE - LITTLE RIVER BAND - CAPITOL**

**THIRD TIME LUCKY - FOGHAT - BEARSKINS**

**THE LONG RUN - EAGLES - ASYLUM**

**MOST ACTIVE**

**Most Active**

**Most Added**

**SOUTHWEST**

1. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA
2. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL
3. THE LONG RUN - EAGLES - ASYLUM
4. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA

**MOST ADDED RECORDS**

**1. THE LONG RUN - EAGLES - ASYLUM**

**2. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL**

**3. THE LONG RUN - EAGLES - ASYLUM**

**4. MUSIC OF THE NIGHT - DEAN MARTIN - CAPITOL**

**5. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA**

**6. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA**

**7. THE LONG RUN - EAGLES - ASYLUM**

**8. BETTER LOVE NEXT TIME - CLIFF RICHARD - EMI-AMERICA**

**9. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA**

**10. THE LONG RUN - EAGLES - ASYLUM**

**SOUTHWEST**

**1. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA**

**2. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL**

**3. THE LONG RUN - EAGLES - ASYLUM**

**4. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA**

**MOST ADDED RECORDS**

**1. THE LONG RUN - EAGLES - ASYLUM**

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**3. THE LONG RUN - EAGLES - ASYLUM**

**4. MUSIC OF THE NIGHT - DEAN MARTIN - CAPITOL**

**5. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA**

**6. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA**

**7. THE LONG RUN - EAGLES - ASYLUM**

**8. BETTER LOVE NEXT TIME - CLIFF RICHARD - EMI-AMERICA**

**9. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA**

**10. THE LONG RUN - EAGLES - ASYLUM**

**RINGO STARR - TIPPER ROUGH AND READY - CAPITOL**

**THE LONG RUN - EAGLES - ASYLUM**

**MOST ACTIVE**

**Most Active**

**Most Added**

**SOUTHWEST**

1. ESCAPE (THE PINA COLADA SONG) - RUPERT HOLMES - INFINITY/MCA
2. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL
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4. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA

**SOUTHWEST**

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2. DON'T MAKE ME BEAT THE DRUM AGAIN - LADIES MAN - CAPITOL
3. THE LONG RUN - EAGLES - ASYLUM
4. WE DON'T TALK ANYMORE - CLIFF RICHARD - EMI-AMERICA

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Cash Box/December 1, 1979

www.americanradiohistory.com
ARETHA FRANKLIN

"Make it memorable with the Diva," Aretha, IT'S A MUST!!
Produced by Van McCoy
Charles Kipps
ERICA'S A PRAISE SONG SAVOY 14667

EXCLUSIVE RELEASE ON NEW PAX — Farrell and Farrell's newest recording is set to be New Pax Records' exclusive first quarter release. The album by husband and wife team Bob and Jayne Farrell was recently premiered at a listening party hosted by Paragon Publishing Group for industry friends. Pictured at the party (L to R) are: Brown Bannister, producer; Wayne Erickson, general manager of Paragon Associates; Bob Farrell; Bob MacKenzie, president of New Pax Records; and Jayne Farrell.

Handful Of Artists & Labels Dominate CB Gospel Charts

by Kurt Delitz and Don Cusic

NASHVILLE — A survey of the gospel charts this week shows the dominance of the charts by several labels as well as a handful of artists who continue to hold down a virtual corner on the gospel market. On the Cash Box Spiritual chart, Walter Hawkins and James Cleveland continue to dominate, with Hawkins' "Love Alive II" album holding the top spot for a year and his "Love Alive" album currently at #7 after being on the charts for two years. Other Cleveland releases are at #5 and #10 this week.

Good Sales

Good sales reports nationwide have been reported on the Mighty Clouds of Joy album at #8, the Jackson Southernaires at #6 and The Fountain of Joy Choir at #8. At #12, Donald Vail & The Voices of Deliverance are selling strongest in the Washington D.C. area and in the south. Most of the other albums on the charts show strong regional sales in a particular section of the country but not sales that come from all over the country.

Ralph Carmichael Scores TV, Movie Special Projects In Less Than 30 Days

NASHVILLE — Ralph Carmichael, president of Light Records and Lexicon Music, has just completed work as music director on four major television and movie projects in less than 30 days. Carmichael scored and directed the music for the World Wide Pictures release of "Joni," starring quadruple-grammy winner Joni Eareckson playing herself in a script based on her best-selling book. "Joni.

Graham Special

Carmichael has also completed work as musical director on the annual 90 minute Billy Graham Christmas TV special featuring Dr. Graham with Jessie Dixon, Cliff Barrows, Joni Eareckson, Evie Torquist-Karssin and George Beverly Shea. Savoy secured the most spots on the Spiritual charts, six, while Nashboro and Word each had four on the charts.

Thomas #1

On the inspirational chart, B.J. Thomas continues to hold the #1 position with "You Gave Me Love" on Myrrh. Thomas has two other albums in the top 20 — one at #7 and the other at #14. In fact, five of the artist's albums in the top 20 of the chart have two or more albums listed. In addition, all three of Thomas' albums on Sparrow, Bill Gaither Trio Word on Word, Dallas Holm and Praise on Green-tree and Don Francisco on New Pax, distributed by Word, each have two. This means that these five artists have 55% of the inspirational charts.

At #8, Bob Dylan on Columbia got several number one sales reports but a few stores reported difficulty obtaining the record. The label dominating the Cash Box Inspirational charts this week is Word, holding the top four spots and eleven of the twenty or 55% of the charts. Combining the Spiritual and the Inspirational charts, Word and its affiliates and distributed labels account for 40% of all the product on the charts.

For the Anita Bryant two-hour special with husband Bob Green as executive producer, Carmichael served as musical director with stars Bob Hope, Pat Boone, Lu Lu Roman, Tex Beneke, The Imperials, and West Point Glee Club with Gen. William C. Westmoreland and the corps of cadets. L.A. GALA

Additionally, Carmichael was musical director for the 20th year of the 24th annual Thalians gala in Los Angeles honoring Jack Lemmon and featuring Debbie Reynolds, Henry Fonda, Natalie Wood, Robert Wagner, Billy Wilder, Edie Adams, and Peter Falk. Proceeds go to the Thalians' Clinic for emotionally disturbed children at Cedars-Sinai Health Center.

World Holds Seven Seminars In Several Key Locations

NASHVILLE — In a unique marketing blitz, Word Records' executives recently held seminars in seven key cities over a 16-day period to prepare gospel retail outlets for the 1980s.

The executives — Stan Jantz, merchandising manager; Dan Johnson, vice president, marketing; Roland Lundy, vice president of sales; and Mike Cloer, director of national radio — met with Christian book and record store personnel to present new Word Record product and to discuss how to build store traffic through advertising, merchandise promotion and sales training.

The seminars were held in Chicago, Seattle, Los Angeles, Anaheim (Calif.), Houston, Washington, D.C. and Boston. With "Merchandising in the '80s" as the theme, Jantz stated that every indicator pointed to a Christian music explosion during the next decade. He emphasized the Bob Dylan release, "Slow Train Coming," as a prime example of top acceptance by music fans and radio stations of a Christian product. Other examples include Debbie Boone's "You Light Up My Life," David Meece with "I Can't Believe It's True" and Dan Peek's "(with formerly American) "All Things Are Possible."

Other noted performers who have turned to Christianity include B.J. Thomas, Deny Correll, who received a gold record for "Ride Captain Ride," Roger McGuinn, founding member of the Byrds, Leon Patillo, former Santana vocalist, Artie Guthrie and Richie Furay, formerly with Buffalo Springfield and Poco.

According to Dana Johnson, another indicator of the coming "gospel music boom" was the fact that Disneyland in Anaheim closed its doors recently as 22,000 people jammed the amusement park on their annual "Breakfast with Jesus." A recent Gallup Pool was also cited that indicated 47% of the American population reported hearing or seeing a religious program at least once a week.

World/Christian Music
GOSPEL

COME FOR THE CHILDREN — Oden — Asaph — MM0051A —
Producer: Jonathan Brown — List: 7.98
Beautiful, LP graphics, excellent material, superb vocals and
arrangements that are almost a step above the rest make for
one very good album. From the hauntingly beautiful opening
number, "The Mask," to the closing lines, this LP is well worth
a listen, or two, or three.

IN GOD'S OWN TIME, MY CHANGE WILL COME — James
Cleveland and the Triboro Mass Choir — Savoy SL 14525 —
Producer: Milton Biggum — List: 7.98
The very able Cleveland is joined by the highly adept Triboro
Mass Choir, and together they make this one a big winner in
the work. The pace of the LP is constantly moving, as it flows
from song to song.

STANDIN' IN THE LIGHT — Denny Correll — Maranatha
MM0059A — Producer: Skip Konte — List: 7.98
A very pop-influenced work, this LP of Correll or Correll/penned songs is a very nice collection. The
lyrics are good, and the music even better — lush strings, horns
and Correll's vocals heighten the package.

WITHOUT GOD I COULD DO NOTHING — The Northern-Airs
This sextet from New York should find a snug niche for
themselves in the gospel field, particularly if they continue to record
notch material like "I Can Make It (With Jesus)" and
"Someone To Lean On."

THINE WE ARE — John and Mary — Good Life Productions
GIL 304 — Producer: Paul Stilwell — List: 7.98
This LP features the highly operatic style of John and Mary
Giger displaying their talents on some very impressive work
Cuts include "Let Not Your Heart Be Troubled" and "O My Soul,
Bless Thou Jehovah."

THINK ON THESE THINGS — Jenny — Sparrow SPR 1028 —
Producer: Billy Ray Hearn — List: 7.98
Jenny is known for writing and singing great songs and this
album is full of jewels, all penned by her with help from husband
Bill on most and friend Linda Lang on one. Production is tasteful
and flawless, complimenting Jenny perfectly. Best cuts are "Messiany,"
"Keep On Sayin' It," "I Will Not Overshadow" and "All is Forgotten." A superb album spiritually and musically.

CROSSIN' OVER — The Ramsbos — Heart Warming R-3540 —
Producer: Phil Johnson — List: 7.98
This album shows the Ramsbos' stretching out musically to include
a number of songs on their most diverse album so far. Each member — Buck, Dottie and Reba gets a chance to sing
lead and the best cuts emerging are "The Taste of the Lamb," "Here Today, Gone Tomorrow," "I Will Not Overshadow" and
"I Just Came Into His Presence." It all adds up to a superb album.

INSIDE OUT — Barry McGuire — Sparrow SPR 1030 —
Producer: Mike Deasy — List: 7.98
If you've never performed live then you've missed one of the premier treats in live music. However, if you haven't,
this album is the next best thing, capturing Barry live in a con-
cert — singing and talking like only he can. Backed up by a full
band, best cuts include the incredible "Cosmic Cowboy," "Jesus Is Comin' Back To Stay" and the superb sing-a-long,
"Bullhogs And Butterflys." Barry shows himself to be on the eve
of creation.

SOMETIMES ALELUIA — Jimmy Swaggart — Jim JLP-131 —
Producer: Phil Johnson — List: 7.98
Jimmy Swaggart is one of the most musically consistent per-
fomers around — and also one of the top sellers. Swaggart
knows his audience and they love him in return. Best cuts on this
new one are "Sometimes Alleluia," "Just A Little Talk With Jesus," "I Know My Lord's Gonna Lead Me Out," "Leaning On
The Everlasting Arms" and "I Am Going Through."

WEA Offering Dealer Bonus
Incentive For Lower Returns
(continued from page 7)
positive, with some accounts going so far as to call the policy "brilliant" and "well
thought out."
At Tower Records, president Russ
Solomon commented, "I'm not sure if
such a kind of a surcharge, but the concept is
brilliant because it locks the problem of
return abuse without getting into a lot of
things they can't enforce."
John Kaplan, executive vice president of
Handlerman, called it "a stop gap" measure,
which he feels pending for the balance of
1979 should not be subject to the 5%
charge. "If I have any negative comment,"
said Kaplan, "it would be that I feel if the
program starts in 1980, return requests
now pending and for the balance of the year
should be handled under the old system."
(According to Faraci, all returns
authorized prior to Nov. 16 will be issued
at no charge, but all RA requests as of Nov.
1980 will automatically become 1980 credit
memos.)
Harold Okinow, president of Lieberman,
points out that WEA's policy "deals with the
realities of the business. It accepts that
fact that there will be returns and there will be
times when you can return more than any
kind of absolute limit."
Nat Saltzberg, director of accounting for
the Milwaukee-based 1912 chain, praised
WEA's new return policy, saying: "WEA has a
penalizing return policy where things in
the past may have abused the return privi-
ledge. He explained that it would no
longer be feasible for dealers to "take ad
vertures" and deals only to turn around and
return the goods.
Not everybody, though, was as pleased
with WEA's new return policy as Saltzberg.
Some, like Disc Records' chief John Cohen,
saw it as merely a "stop gap" measure that
takes the problem facing the industry
off the table.
"All the companies are doing the wrong
thing," according to Cohen. "They've got
 everybody worrying their brains out about
returns and nobody is thinking about sell-
ing records. I want to see the companies
out there promoting, marketing and sell-
ing records.
So they've got a big problem with

Inner City Reissues
Ten Vogue Recordings

NEW YORK — Inner City, which has estab-
lished a reputation for filling gaps in
the history of jazz, has just released a 10-disc
set comprised of reissues from the French
Vogue catalog of the '50s.
Mostly out-of-print, these vintage
recordings are available both as a gift pack-
age and as single LPs. They are espe-
cially packaged in silver and black, with
knowledgeable, accessible liner notes
incorporated.
Included are recordings by Dizzy
Gillespie, Clifford Brown, Django
Reinhardt, Buck Clayton, Mary Lou
Wills, Zoot Sims, Milt Jackson and J.
John Gooden, Sidney Bechet and Mari
dol, Johnson and Roy Eldridge.
Each album has its special gems: Brown
with the recording of his big band from a
Hampton tour; bebop drummer Kenny
Clarke backing traditional soprano sax-
ophonist; Bechet and Gillespie being
as laid back as he can be vocally and
instrumentally.
The boxed set contains a 12" x 12" book
with all of the information contained in
the single issues, including the vintage photos.
Individually, each album lists for $7.98,
with a worldwide delivery plan in place to
advertise in time for holiday gift-giving.
More of the Vogue reissues are due at a
date later.

PR Firm Chalks Up
23rd Anniversary

NEW YORK — Morton Dennis Wax &
Associates, an international promo-
 tion/public relations firm specializing in
communication arts, is celebrating its 23rd
anniversary. Most recently, the firm
entered the home video field in association
with VDama and the Video Expo.

'Greatest Hits''
LPs Due on MCA
LOS ANGELES — MCA is releasing two
 Gold & Platinum albums, "Gold & Platin-
um" and "The Very Best Of Frankie Valli," by the Lynyrd Skynyrd Band and"The Very
Best Of Frankie Valli," by the Lynyrd Skynyrd
Band offering Wall-to-wall tracks.
All tracks are recorded live. On MCA-Curb, the Valli LP
includes selections from Valli's tenure with
The Four Seasons.

Prism Gets Distribits
For New Hydro LP

NEW YORK — Prism Records has lined up
a network of independent distributors
to handle their product, including the current
album by the group Hydro.
In addition, Prism has moved to 636 11th
Avenue, New York, N.Y. 10036. The new
phone number is 212-586-3575.
### Top 75 Albums

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forever</td>
<td>Kenny Rogers (MCA MCA-4174)</td>
<td>38</td>
</tr>
<tr>
<td>Rockin' You Easy, Lovin' You Slow</td>
<td>Barbara Mandrell</td>
<td>39</td>
</tr>
<tr>
<td>The Two and Only</td>
<td>The Bellamy Brothers (MCA BMB-318)</td>
<td>40</td>
</tr>
<tr>
<td>Me and Pepper</td>
<td>Kenny Rogers (MCA MCA-3180)</td>
<td>41</td>
</tr>
<tr>
<td>Don't Let Me Cross Over</td>
<td>(Columbia CLS-13454)</td>
<td>36</td>
</tr>
<tr>
<td>Highway Man</td>
<td>(Capitol SP-3006)</td>
<td>35</td>
</tr>
<tr>
<td>Banded Together</td>
<td>Various Artists (COLUMBIA CLS 13454)</td>
<td>34</td>
</tr>
<tr>
<td>I'll Be Me</td>
<td>(MCA MCA-3164)</td>
<td>33</td>
</tr>
<tr>
<td>If Love Had a Song</td>
<td>Crystal Gayle (MCA MCA-3193)</td>
<td>32</td>
</tr>
<tr>
<td>Tennesse意男孩</td>
<td>Missy Elliott</td>
<td>31</td>
</tr>
<tr>
<td>I'll Always Love You</td>
<td>Willie Nelson (United Artists UAHL 1-3493)</td>
<td>30</td>
</tr>
<tr>
<td>What Goes Around Comes Around</td>
<td>Waylon Jennings (United Artists UAHL 1-3493)</td>
<td>29</td>
</tr>
<tr>
<td>Million Dollar Reflections</td>
<td>The Charlie Daniels Band (Epic EKL-13454)</td>
<td>28</td>
</tr>
<tr>
<td>Classic Crystal</td>
<td>Crystal Gayle (Opus OLP-892)</td>
<td>27</td>
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<tr>
<td>99 Lonesome</td>
<td>T.G. Sheppard (Columbia CKB-3353)</td>
<td>26</td>
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<tr>
<td>Just Good Ol' Boys</td>
<td>Eddie Rabbitt (Columbia CKB-3353)</td>
<td>25</td>
</tr>
<tr>
<td>The Best of Eddie Rabbitt</td>
<td>(Epic EKL-235)</td>
<td>24</td>
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<tr>
<td>Portrait</td>
<td>Don Williams (MCA MCA-3193)</td>
<td>23</td>
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<tr>
<td>The Gypsy</td>
<td>Kenny Rogers (United Artists UAHL 1-3453)</td>
<td>22</td>
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<tr>
<td>One for the Road</td>
<td>Willie and Leon (Columbia CKB-3354)</td>
<td>21</td>
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<tr>
<td>Mischief in the Family</td>
<td>Ronnie Milsap (RCA AHL 1-3454)</td>
<td>20</td>
</tr>
<tr>
<td>Great Balls of Fire</td>
<td>Charley Pride (Columbia CKB-3353)</td>
<td>19</td>
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<tr>
<td>Should I Come Home</td>
<td>(United Artists UAHL 1-3453)</td>
<td>18</td>
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<tr>
<td>Willie Nelson Sings</td>
<td>Willie Nelson (Columbia CKB-3353)</td>
<td>17</td>
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<tr>
<td>I Just Couldn't Let Him Go</td>
<td>Barbara Mandrell</td>
<td>16</td>
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<tr>
<td>Family Tradition</td>
<td>Hank Williams Jr. (United Artists UAHL 1-3453)</td>
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<tr>
<td>Whiskey Bent and Hell Bound</td>
<td>Hank Williams Jr. (United Artists UAHL 1-3453)</td>
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<tr>
<td>The Best of Don Williams, Vol. II</td>
<td>Don Williams (MCA MCA-3193)</td>
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<tr>
<td>Shot Through the Heart</td>
<td>(Warner Bros. BSK-3318)</td>
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<tr>
<td>Blue Kentucky Girl</td>
<td>(Warner Bros. BSK-3318)</td>
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<tr>
<td>You're My Jamaica</td>
<td>Charley Pride (RCA AHL 1-3453)</td>
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<tr>
<td>Image</td>
<td>(Columbia CKB-3353)</td>
<td>9</td>
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<tr>
<td>The Oak Ridge Boys Have Arrived</td>
<td>(MCA MCA-3193)</td>
<td>8</td>
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<tr>
<td>Golden Tears/Stay With Me</td>
<td>(MCA MCA-3193)</td>
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<tr>
<td>A Rusty Old Halo</td>
<td>Hoyt Axton (Jennings JH-5001)</td>
<td>6</td>
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<tr>
<td>Dolly Parton (Columbia CKB-3353)</td>
<td>5</td>
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<tr>
<td>Diamond Duets</td>
<td>Conway Twitty &amp; Loretta Lynn (Columbia CKB-3353)</td>
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<tr>
<td>Ol'Town in Town</td>
<td>(Columbia CKB-3353)</td>
<td>3</td>
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<tr>
<td>Ten Years of Gold</td>
<td>Kenny Rogers (Warner Bros. BSK-3318)</td>
<td>2</td>
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<tr>
<td>Pretty Paper</td>
<td>Willie Nelson (United Artists UAHL 1-3453)</td>
<td>1</td>
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<tr>
<td>Stardust</td>
<td>Willie Nelson (Columbia CKB-3353)</td>
<td>0</td>
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<tr>
<td>Classics</td>
<td>Kenny Rogers &amp; Dottie West (United Artists UAHL 1-3453)</td>
<td>34</td>
</tr>
<tr>
<td>Lovelive</td>
<td>Eddie Rabbitt (Erikka AE-181)</td>
<td>35</td>
</tr>
</tbody>
</table>

### Pop Or Country: Who Decides Where To Place An Album?

by Jennifer Bohler

NASHVILLE—The total “sound” of an album often has little or nothing to do with what it actually is on the inside. The record companies decide what that album is on the inside, and then decide what it is on the outside. But the record companies are limited in what they can do, and even more important, whether that album is reported as a country seller.

Several Factors

According to a recent survey of distributors, retailers and one stops, a combination of factors determines whether or not they report a borderline pop/country album as a country release. The type of airplay a single from the album receives (country or pop); knowledge of its customers; and the past image or performance of an artist.

For example, Tanya Tucker’s latest album, “Tear Me Apart,” is a pop release that even the label and producers do not consider country. However, the LP entered the Cash Box Country Charts this week at #55 bullet. The reason? According to reporting accounts across the nation, Tucker is a proven country artist and therefore her new album will be considered a potential country album, and will be reported country.

Another example is Jimmie Buffett, who has flirted with success in the country field, but who has nevertheless remained a pop artist. Cuts from his latest album, “Volcano,” (which holds the #16 position on the album chart) has received limited airplay on country radio, yet many reporting accounts list this album as a country album.

Dilemmas

Admittedly, deciding who is country and who is pop in this day of cross-over is difficult. Certain criteria in making this determination should be followed, and followed. Since national charts rely heavily upon sales reports gathered from distributors, one-stops and retailers, it is up to these people to reflect an accurate reading of what is happening so far as sales in their markets are concerned. And determining who they will report country so far as album sales are concerned is a vital part of this total reflection.

As mentioned earlier, most of the major sales accounts do monitor the country radio stations in their area to find out what singles from crossover pop to country artists they have on their play lists. By this method, accounts in turn determine what albums will be reported country from the borderline batch.

The sentiments of one sales account reporter, who wished to remain anonymous, probably best reflect the attitude of the market—"The whole rest of the album may be pop, but if that one single enjoying country radio airplay is selling the album, I'll report the album country."

"Opposite True"

Of course the opposite is also true—many artists secure in their country position are also finding a home on the pop charts specifically Kenny Rogers, Dottie West, Edie Rabbitt, Waylon Jennings, Willie Nelson, Anne Murray and Crystal Gayle. Rita Coolidge and Tanya Tucker also enjoy dual placement on the charts.

Reporters also cite knowing their individual customers as reason for determining an album’s label. Retailers note that if the same customer who is buying a Loretta Lynn single also picks up a Jennifer Warnes album, that suggests that the customer is a fan of both country music, which leads to the retailer reporting the album country.

On the distributor/one-stop level, the various sales accounts have their own customers whom they know as “country” customers. If that customer (such as a retail store like Ernest Tubb’s, known for its vast stock of country releases) orders an album like the Warnes or Buffett releases, accounts state they can safely assume that album is a country album, which leads to the retailer selling the album country.

The Sales Route

The dilemma is not limited to the country/pop field, however. Because of the difficulty in pinpointing specifically who type of fan is buying an album, many accounts assume the safe route and report an album both country and pop, or pop and Black Contemporary, or B/C and disco, or disco and pop.

---

DILLON JOINS RCA ARTIST ROSTER — Dean Dillon, a 24-year-old singer/songwriter from Tennessee, has signed with RCA Records as a recording artist. Dillon has already charted his first #1 hit, "Lynn In Love With You," sung by Jim Ed Brown and Helen Cornelius. His first release is "I'm Into The Bottle." Pictured with Dillon (seated) are: (l-r) John McGovern, artist manager, Tom Collins, Pj-Gem Music; and Jerry Bradley, division vice president, RCA, Nashville.
THE KENDALLS GO FOR THE HEART OF AMERICA

Introducing their new LP
"HEART OF THE MATTER"
Features the current hit single
"YOU'D MAKE AN ANGEL WANNA CHEAT"

These 3 hit albums are still at the heart of your country sales
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Phone 312.729.7300
TWX 910-651-4686

www.americanradiohistory.com
DON WILLIAMS (MCA-41155)

Love Me Over Again (2:56) (Bibo, ASCAP) (D. Williams)

Don cults this self-penned number from his new album and, as usual, it's a sure winner.

A strong chorus and the easy placed Don Williams' vocal delivery will send this one straight to the top of the charts — "I'm Who Of Williams' records.

ROY CHALK (MCA-41153)

Chain Gang Of Love (2:23) (Roger Bowling, BMI) (R. Bowling/B.E. Wheeler)

With great production by Luther Butler and a superb song Clark has a record that will love to hear — and so will the listeners. It's up tempo, bright, and has a bounce.

CRYSTAL LANE (United Artists-UA-X1328-Y)

Come To My Love (2:30) (Bobby Goldsboro, ASCAP) (J. Silbar-S. Lorber)

Crisly comes out with a strong ballad on this outing and it builds nicely with a positive love message. Her career has wings now and she really is starting To fly.

DAVID ROGERS (Republic REP-508)

You Are Amazing (2:49) (F. Grant)

David sings an up tempo, positive love message about the lady of his life. Radio and retail will be amazed at this amazing record — and react accordingly.

SHIRLE WILMSON (WRCA-465701)

The Fire Behind His Eyes (4:28) (Tree, BMI) (D.W. Wilson)

This singer/songwriter sings a story song about the tragedies of drink on a man in town until one night he let up the place with his revenge. Should be popular on juke and radio.

SINGLES TO WATCH

TERRY ADEN (BB-B99-12)

I Can See Me Loving You Again (3:12) (Jack and Bill Music Co. ASCAP) (Jerry Foster/Bill Rock)

WARREN STORM (Startline ZSP 4905)

But I Do (3:12) (Arc Music BMI) (R. Guidry)

DAVID ALLAN COE (Columbia-1-11167)

Loving You Comes So Natural (2:36) (Shoofor Music BMI) (D.A. Coe/J. Lancaster/C. Buck)

LEON EVERETTE (Orlando ORC-105)

I Love That Woman (2:59) (Wee-Bee Music/Papa Jo Music BMI) (P. Huffman/J. Keller)

LOBO (MCA-41152)

Holdin' On For Dear Love (2:43) (House of Gold Music, Inc. BMI) (Johnny Slate/Steve Pippin/Larry Henley)

BECKY HOBBS (Mercury 57010)

Just What The Doctor Ordered (3:06) (Al Gallico Music Corp. BMI) (Becky Hobbs)

THE CATES (Ovation Officer 1134)

Let's Go Through The Motions (3:04) (Short Rose Music ASCAP) (David Gisson)

HENSON CARR (Copper Mt. C201)

Silence On The Line (4:00) (Tree International BMI) (Sterling Whipple)

SHELIA RENFRO (WMI WMI 117)

Am I Losing You (2:46) (Rondo Music BMI) (Jim Reeves)

BILLY PARKER (SCR-SC-181)

Tough Act To Follow (2:56) (Brant Int'Music BMI) (V. Stovall/P. Palmer)

LEON RAUSCH (Derrick DRC 128)

Palimony (2:24) (Honeymoon Music, Inc./Mundy Music Co. ASCAP) (Jim Mundy)

KENNY SERRETT (MDJ-MDJ-KS-1001)

Never Gonna Be A Country Star (2:23) (ArMac Music, BMI) (Geray Hanley)

CHRISTMAS SINGLES

B.W. STEVENSON (MCA-MCA-41151)

A Special Wish (2:50) (B.W. Stevenson Music ASCAP) (B.W. Stevenson)

MARK BRINE Society S 9-103

The Christmas Carol No One Listens For (2:03) (Angel Jane Music Pub. Co. ASCAP) (Mark Brine/Jack Frost)

GRANDPA JONES (Monument ZSE 8677)

Christmas Guest (5:20) (Loray El Mariee Pub. Co. BMI) (Grandpa Jones)

ORION (Sun Sun-1148)

Silent Night (2:51) (Shelby Singleton Music, Inc. BMI) (Shelby S. Singleton, Jr./Bobby Smith/Orion E. Darnell)

THE COUNTRY CAVALIERS AND CHILDREN'S CHRISTMAS CHOIR (CSA CSA 158)

Everette The Evergreen (2:30) (Booby's Beat Music SESAC) (Bobby Fischer)

JUDY STOREY (Breaking Records IRDA 576)

Christmas Cheer From Heaven (3:09) (Breaking Records Music ASCAP) (Lary Kaplan)

SUSAN DODD (ARC IRDA 571)

Merry Christmas I Love You (3:10) (Charolas Publishing ASCAP) (R. Smith)

EDDIE SINGER (EBS EBS-111)

Santa Only Had One Boot (2:12) (Sonica Music ASCAP) (Eddie Singer)

Epic Works Jones 'Guests' LP As Single Release

NASHVILLE — George Jones' current LP, "My Very Special Guests," which does indeed feature a variety of guest artists, was shipped and is being worked by the Epic promotional staff as a single.

"The promotional concept," according to Joe Casey, director, promotion, CBS Records, Nashville, "engages the stations to play their choice of material on the LP, cuts which garner the most favorable audience reaction. This in turn gains exposure for the entire LP as a variety of selections."

Casey further stated that a legal situation prohibited CBS from releasing single cuts "I've Turned You To Stone," with Linda Ronstadt, "Here We Are," with Emmylou Harris, and "Night Life," with Waylon Jennings.

Positive Action

"Therefore," Casey added, "working the album as a single and encouraging stations to select their preference became a very positive recourse action and has subsequently met with positive radio response and sales results."
Catcher artist Nana Mouskouri's latest single, "Rosies Love Sunshine," shipped last week to 5,000 country, MOR and Adult Contemporary radio stations. It's reported that this is her first single to be shipped to country stations, so if by way of introduction, a tiny little white rose and a yellow Mouskouri "smiley face" will accompany the single. How could programmers not notice that? No way! There's no way you who're dealing with Mouskouri is the proud holder of 63 international gold, six platinum and one double platinum records.

SORT OF A STICKY SITUATION... RCA artist Sylvia handled the sticky mess quite well when one of Charley Pride's band members coated her micophone with dual sided tape. Seems Sylvia picked it up and just couldn't get it off. What a bunch of fun-loving guys.

IN THE WORKS... And speaking of RCA artists, Razzy Bailey and Don Rose are busy at work on LP #2. According to Razzy, "This one will have a few of my tunes and maybe even one of several I wrote with my dad." The album is scheduled for release January. Dale McBride will soon be the proud owner of his own 400-seater club. Called the Dale McBride Entertainment Center, the club will be located at the Villa Capri Hotel in Austin.

The Oak Ridge Boys are going to be busy little fellows in the next few weeks. (So what else is new?) They will be taping no less than seven television shows, beginning Nov. 27 with Don Kirshner's Rock Concert, which will air sometime in January. From there they will go to Vegas for taping of the Juke Box awards, which will air nationally on NBC. Dec. 3-5, they will be making the talk show rounds, with guest appearances scheduled for the Dinah! show, the Mike Douglas show, and the Tonight Show. Dec. 6 will find them pre-taping RCA's New Year's Rock'n'Roll Show, and finally they will appear on NBC's "Country Christmas" special.

 Ronnie Prophet and his Carousel Club were recently the subject of a television special on the history of world-famous Player's Alley. Word has it that the sinners could possibly develop into a regular series on network TV.

Dotty was in town last week to tape a segment of "Pop Goes The Country." WHY QUIBBLE WITH SMALL FRY?... or a couple of fishy stories. John Conlee and his和他的 ship were recycled in the public spotlight. To the delight of many fans, "We\'d better not change things too much, or we could lose a bunch of fun-loving sailors," he quipped.

The boat was finally launched at the lake, Merle personally made certain that all the drain plugs were properly installed. He then tied his pride and joy to his houseboat, with plans to go fishing in the near future. But the next time he saw his boat, he discovered that the plan would never come to be, unless of course he wanted to make an underwater excursion. The boat was making like a submarine, with only the end tied to the houseboat peaking dejectedly from the depths of the water.
CHARLIE RICH

NOBODY BUT YOU

INcludes the single "You're Gonna Love Yourself In The Morning"
UA-X1325-Y

Produced by Larry Butler

On United Artists Records & Tapes
Publishers’ Association War

(continued from page 27)

anyone, including those who seek to wrap themselves in the mantle of so-called non-profit activity. Working with our MPA colleagues, we intend to see that all such guilty of lacrivity and we urge our members to take legal action. With the help and reports of our members, MPA and NMPA mean to pursue this crusade relentlessly. The era of piracy pillage must come to an end.

Although NMPA and MPA announced that their member publishers have been “mobilized to identify and report illegal photocopies,” a survey of some Nashville publishers showed they had not been mobilized to the point of fully knowing about the announcement. None of those questioned were aware of the announcement but all were aware of the problem. All stated they had no plans to police photocopying of music with Wesley Rose of Acuff-Rose stating, “It would have to be by accident or someone calling to tell us about photocopying violations.” Tom Collins of Pi-Gem asked, “How are we going to police this? We can only make people aware and correct the moral attitude.”

Bob Beckham of Combined stated, “I get requests all the time from churches and schools wanting to make copies and unless it’s for profit, I usually go along with it.” He also added “Anything that gets the writers and publishers a little more money, I’m all for.” Every publisher questioned stood in support of NMPA’s and MPA’s activities.

At two different libraries there were papers taped to the side, with writing in pen stating something to the effect that “You may be infringing on copyrights with certain uses.” There was no further explanation of what uses constituted infringement.

CMA Elects New Board Of Directors

(continued from page 26)

MCA Awards Group Session

NASHVILLE — Atlas Artist Bureau presi-
dent Hays Jones recently gathered a group of his veteran country artists into the Music City Recorder’s Studio in Nashville for a session produced by Bill Collie. Jones also included some of the new talent booked by Atlas. The combined group is called The Atlas Cowboy Rhythm Band and includes Charlie Walker, Ernie Ashworth, Charlie Louvin, Juston Tubb, Dick Shive, Lyle H Wiggins, Connie Eaton, Marty Martinez and Ted Barton.

Since the session Jones has stated that Ernest Tubb is planning to go to the studio soon and dub his voice onto the session. The single which the group cut, “Houston Is A Honky Tonk Town” will be released soon on Award Records. At this time producer Collie plans to have some artist introduc-
tions for the T. "I think these novelty type en-
tros will be meant as radio programming aids, but will also interest the consumer.

Konick, Shoich Kusano, John D. Louder-

CMA officers and directors serve on the board without remuneration, and receive no compensation for expenses incurred while attending board meetings and functions.

Radio Seminar Requests Station Tapes, Promos

NASHVILLE — The Country Radio Seminar agenda committee is requesting country radio stations’ involved input for this year’s 11th annual workshop, slated for March 14-15 at Nashville’s Hyatt Regency.

Station Solicited

Solicited materials from stations include air checks and promotional aids, inclusive of video tape spots and slides, printed mat-
ter and/or any other station promotional materials such as bumper stickers, T-shirts and balloons.

Materials should be sent to the attention of the following personnel by deadline dates specified: air check tapes — Pete Porter, WJJD Radio, 180 North Michigan Ave., Chicago, Ill. 60601. The deadline is Jan. 31. Video tape spots and slides — Chris Collier, KYTE Radio, 2040 Southwest 1st Ave., Portland, Or. 97210. The deadline is Jan. 31. Printed matter and/or other station promotional materials — Frank Mull, Mull-Ti Promotions, 50 Music Square West, Nashville, Tenn. 37203. The deadline is Feb. 29.

MOSiEST COUNTRY SINGLES

1. LEAVING LOUISIANA IN THE BROAD DAYLIGHT — THE OAK RIDGE BOYS — MCA — 23 REPORTS
2. I’M COMING BACK FOR MORE — T.G. SHEPPARD — WARNER/ CURB — 32 REPORTS
3. SUGAR FOOT RAG — JERRY REED — RCA — 27 REPORTS
4. YOU’VE STILL GOT ME — JERRY WALLACE — DOOR KNOB — 17 REPORTS
5. MORE THAN A BEDROOM THING — BILL ANDERSON — MCA — 15 REPORTS
6. WHAT’LL I TELL VIRGINIA — JOHNNY RODRIGUEZ — EPIC — 14 REPORTS
7. HONKY TONKIN’ — RONNIE SESSIONS — MCA — 13 REPORTS
8. YOUR OLD COLD SHOULDER — CRYSTAL GAYLE — UNITED ARTISTS — 12 REPORTS
9. OUT OF YOUR MIND — JOE SUN — OVATION — 12 REPORTS
10. BACK TO BACK — JEANNE PRUETT — IBC — 11 REPORTS

MOSiEST COUNTRY SINGLES

1. MISSIN’ YOU/HEARTBREAK MOUNTAIN — CHARLEY PRIDE — RCA — 54 REPORTS
2. HELP ME MAKE IT THROUGH THE NIGHT — WILLIE NELSON — COLUMBIA — 44 REPORTS
3. POUR ME ANOTHER TEQUILA — EDDIE RABBITT — ELEKTRA 43 REPORTS
4. COWARD OF THE COUNTY — KENNY ROGERS — UNITED ARTISTS — 40 REPORTS
5. HAPPY BIRTHDAY DARLIN’/HEAVY TEARS — CONWAY TWITTY — MCA — 38 REPORTS
6. OH, HOW I MISS YOU TONIGHT — JIM REEVES — RCA — 39 REPORTS
7. TELL ME WHAT IT’S LIKE — BRUNDA LEE — MCA — 35 REPORTS
8. YOU KNOW JUST WHAT I’D DO/THE SADNESS OF IT ALL — CONWAY TWITTY/LORETTA LYNN — MCA — 35 REPORTS
9. YOU’D MAKE AN ANGEL WANNA CHEAT — THE KENDALLS — OVATION — 33 REPORTS
10. HOLDING THE BAG — Moe Bandy & JOE STAMPLEY — EPIC — 33 REPORTS

CRADDOCK ON KOLL SHOW — Capitol artist Billy “Crash” Craddock recently made a guest appearance in Louisville, Kentucky with the KOOL Country Show. Pictured backstage after the show are (l-r): Dave Wolfe, WWIN, Jess Iennes, WWIN, Craddock, Jack Pride, regional promotion, Capitol, and Tom Hardin, WWIN.

PROGRAMMERS PICKS

Cathy Hahn  KLAC/Los Angeles
Leaving Louisiana In The Broad Daylight — The Oak Ridge Boys — MCA
Mike Corbin  KLLL/Lubbock
Coward Of The County — Kenny Rogers — United Artists
Fred Buc  WKDA/Nashville
I’ll Be Coming Back For More — T.G. Sheppard — Warner/Curb
Joe Patrick  WQYK/St. Petersburg
Leaving Louisiana In The Broad Daylight — The Oak Ridge Boys — MCA
Dave Beadles  KSSS/Colorado Springs
Coward Of The County — Kenny Rogers — United Artists
Tom Phifer  KRMF/Shreveport
I’ll Be Coming Back For More — T.G. Sheppard — Warner/Curb
Tim Byrd  WHK/Cleveland
You’re Only Lonely — J.D. Souther — Columbia
Terry Black  KJJJ/Phoenix
Coward Of The County — Kenny Rogers — United Artists
Jay Phillips  WJOS/Jackson
I’ll Be Coming Back For More — T.G. Sheppard — Warner/Curb
Blenda Marsden  WKMF/Flint
Coward Of The County — Kenny Rogers — United Artists
Ken Loomis  WKKH/Shreveport
I’ll Be Coming Back For More — T.G. Sheppard — Warner/Curb
Larry Dean  KKL/Little Rock
Tell I Stopped Talking — Billy “Crash” Craddock — Capitol
Jim Randall  WMZQ/Washington D.C
Blue Heartache — Gail Davies — Warner Bros.
Charlie White  WVOJ/Jacksonville
Preacher Berry — Donna Fargo — Warner Bros.
Ron Norwood  KMPF/Seattle
Your Old Cold Shoulder — Crystal Gayle — United Artists

Cash Box|December 1, 1979
www.americanradiohistory.com
### Top 75 Albums

<table>
<thead>
<tr>
<th>Weekly Chart Position</th>
<th>Album Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 OFF THE WALL</td>
<td>MICHAEL JACKSON</td>
<td>(Epic FS 37547)</td>
</tr>
<tr>
<td>2 LADY'S NIGHT</td>
<td>KOOL &amp; THE GANG</td>
<td>(Columbia CL 21582)</td>
</tr>
<tr>
<td>3 MIDNIGHT MAGIC</td>
<td>COMMODORES</td>
<td>(Motown P-2-7521)</td>
</tr>
<tr>
<td>4 MASTERPLAN</td>
<td>RUDI DI FABLES (MCA-5103)</td>
<td>(A&amp;M SP 32107)</td>
</tr>
<tr>
<td>5 UNCLE JAM WANTS YOU</td>
<td>WAR</td>
<td>(Warner Bros. BSK 3371)</td>
</tr>
<tr>
<td>6 JOURNEY THROUGH THE</td>
<td>THE SECRETS</td>
<td>(Soulsville NSP-2-7709)</td>
</tr>
<tr>
<td>7 INJOY</td>
<td>T. H. DAVIS</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>8 IDENTIFY YOURSELF</td>
<td>THE O'JAYS</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>9 FIRE IT UP</td>
<td>LADY JAMAS</td>
<td>(Dandy/Atlantic GT 3624)</td>
</tr>
<tr>
<td>10 RIDE</td>
<td>HERB ALPERT</td>
<td>(Scepter SP 1-4520)</td>
</tr>
<tr>
<td>11 ON THE RADIO -</td>
<td>VOLUME I &amp; II</td>
<td>(Diana SP 1-4520)</td>
</tr>
<tr>
<td>12 PRINCE</td>
<td>DONNA SUMMER</td>
<td>(Polydor M-2-7191)</td>
</tr>
<tr>
<td>13 STAY FREE</td>
<td>ASHFOOT &amp; SIMPSON</td>
<td>(Soulsville NSP-2-7709)</td>
</tr>
<tr>
<td>14 WHERE THERE'S SMOKE</td>
<td>T. H. DAVIS</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>15 DIONNE</td>
<td>ISAC HAYES</td>
<td>(RCA SP-3254)</td>
</tr>
<tr>
<td>16 ANGEL OF THE NIGHT</td>
<td>RUFUS &amp; CHAKA</td>
<td>(Arc/RCA 5501)</td>
</tr>
<tr>
<td>17 FUTURE NOW</td>
<td>FRED PERRY</td>
<td>(Polydor SP 1-4520)</td>
</tr>
<tr>
<td>18 TEDDY</td>
<td>TEDDY PENDERGRASS</td>
<td>(Contemporary CTM-7305)</td>
</tr>
<tr>
<td>19 I-BET</td>
<td>EARTH, WIND &amp; FIRE</td>
<td>(Contemporary CTM-7305)</td>
</tr>
<tr>
<td>20 DIONNE</td>
<td>BAR-KAYS</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>21 ROYAL RAPIN'S</td>
<td>MILLIE JACKSON &amp; ISAAC HAYES</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>22 SECRET OMEN</td>
<td>JIMMY CLIFF</td>
<td>(Contemporary CTM-7305)</td>
</tr>
<tr>
<td>23 XII</td>
<td>CATHERINE CRYSTAL</td>
<td>(Creme D'Cocoa album)</td>
</tr>
<tr>
<td>24 IN THE BEGINNING</td>
<td>NATIVE D'LITE</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>25 BRENDA RUSSELL</td>
<td>JANIS JOPLIN</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>26 TWICE THE FIRE</td>
<td>BOB MARLEY &amp; THE WAILERS</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>27 ONE ON ONE</td>
<td>DIONNE WOODS</td>
<td>(Atlantic 2-6723)</td>
</tr>
<tr>
<td>28 SOON WE CHANGE</td>
<td>DAVID RUFFIN</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>29 YOU KNOW HOW TO LOVE ME</td>
<td>PHYLLIS HYMAN</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>30 DEVOTION</td>
<td>CHICAGO</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>31 ROUGH RIDERS</td>
<td>JAMES BROWN</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>32 RISQUE</td>
<td>CHIC</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>33 FRANCIE JOLI</td>
<td>LADIES OF THE HOUSE</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>34 SWITCH II</td>
<td>CHICAGO</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>35 ONE WAY FEATURING AL HUDSON</td>
<td>CHICAGO</td>
<td>(Island 2-6723)</td>
</tr>
<tr>
<td>36 PIZZAZZ</td>
<td>TONI BROWN</td>
<td>(Soulsville NSP-2-7709)</td>
</tr>
<tr>
<td>37 DISCO NIGHTS</td>
<td>L.O.</td>
<td>(Arista AB 4225)</td>
</tr>
</tbody>
</table>

### Operations Director Profile

Charles Hoad, operations director at WAWA AM/FM in Milwaukee, became interested in the field of broadcasting when as a child, his boy scout troop was involved in a broadcast project. Immediately upon entering college in Kansas, Hoad procured an example of an FM station not only for an FM class but also for a broadcast management course. When he graduated, he had his eye on a management slot. With his future in mind, he obtained a bachelor's degree in radio and television film and a master's in broadcast management. Hoad confesses that he does not have an extensive broadcast background, but explains that he makes up for it by having more of a management background. Hoad's unsual ex-

### Programmers Picks

**Brute Bailey**  WIGD/Atlanta  |  **Hardy J. Lang**  WENZ/Richmond
|  *I Want You For Myself — George Duke*  |  *What's Your Name — Leon Ware*  |  *Fabulous/TK*

**Linda Haynes**  WWRL/New York  |  **Jerry Rushin**  WEDR/Miami
|  *Don't Take It Away — War*  |  *What's Your Name — Leon Ware*  |  *Fabulous/TK*

**John Moen**  OK100/Washington D.C.  |  **Eddie Jordan**  WKRD/Hartford
|  *Let's Dance — 9th Creation*  |  *Play Something Pretty — Johnnie Taylor — Columbia***
Cash Box/December 1, 1979

MOSt ADEDED SINGLES

1. THE MUSIC BAND 2 - WAR - MACA
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

2. JAMES TAYLOR - SALLY GOODLICK (MACA)
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

3. BLACK CONTEMPORARY - MAGICIAN'S BULLET (MACA)
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

4. EARTH, WIND & FIRE - THE EMOTIONS - ARC
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

5. CAN'T YOU TELL IT'S ME - TYRENE DAVIS - COLUMBUS
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

SELECTED ALBUM CUTS

1. THE MUSIC BAND 2 - WAR - MACA
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

2. JAMES TAYLOR - SALLY GOODLICK (MACA)
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

3. BLACK CONTEMPORARY - MAGICIAN'S BULLET (MACA)
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

4. EARTH, WIND & FIRE - THE EMOTIONS - ARC
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

5. CAN'T YOU TELL IT'S ME - TYRENE DAVIS - COLUMBUS
   LP: "KPR" 9,000. ADS: KPR, WSprng, WSD, WSD, WSD, WSD, WSD, WD, WSD, WSD.

BLACK RADIO HIGHLIGHTS

WAKQ - ATLANTA - DOUG HARRIS, PD
   Switch: S. Robinson, Cole, O. Jones.

WIGQ - ATLANTA - BRUCE BAILEY - PD - 1 - RUFUS & CHAKA
   ADDS: W. Williams, P. Rushen, B. Russell, B. Hyman.

WBBM - BOSTON - DON BURROWS
   ADDS: P. Hyman, B. Russell, B. Hyman, B. Russell, B. Hyman.

WBNY - CHICAGO - CARL CONNOR
   HOTS: Black, Aprille, BeBe & CeCe, Black, Aprille, BeBe & CeCe, Black, Aprille, BeBe & CeCe.

WJJO - CINCINNATI - BOBBY LEGEND
   HOTS: Kings, Jr., S. Jackson, S. Jackson, Jr., S. Jackson, Jr., S. Jackson, Jr.

WJLB - DETROIT - TOM COLLINS

WRB - FT. LAUDERDALE - JOE FISHER, PD - 1 - PRINCE

KJMO - HOUSTON - PAM WELLS, PD - 1 - NATURE'S DIVINE

WTLC - INDIANAPOLIS - ROGER HOLLOWAY

WDDM - WASHINGTON - DWIGHT LANGLEY
Label, Retail Execs Respond To Inventory Cutback Trend

(continued from page 8)
of product and the generally sluggish economy.

"It takes longer now to find out if you have a record because of the pure economics. Expendable income of the consumer is a lot less at this point," says Lou Solomon, senior vice president and director of marketing for Phonogram, Inc./Mercury.

"Plus, the physical handling of returns, new artists or not, on the dealers' ends costs more, and that has caused them to become more selective."

Rack jobbers face a special inventory problem because of their relatively large volume vis-a-vis retailers. "As rack jobbers, we have greater limitations on stocking new artists than retailers," says John Kaplan, executive vice president of the Detroit-based Handlemark Company.

"We have 5,000 to 6,000 racks. We have to buy a lot more units than retailers, so we wait until the artist breaks. Another problem is that unlike retail stores, racks don't have clerks to push a new artist."

In any discussion of cutbacks, especially in the sensitive and crucial area of breaking new artists, the question of what role the restricted returns policy plays naturally arises.

"In light of the new policy effective Dec. 1, we are being more discretionary in what we buy, whether it's new artists or established ones," says Lou Fogelman, Music Plus President.

"Since new artists' releases are generally not included in the restricted returns policy instituted by most labels, another question arises concerning what this policy should affect. Is it restricted new artists?" Disco's Cohen insists. "Sure, there's some reiseitment, some anger, but we're not going to take it out on new artists. It's simply that people are afraid to take a chance."

Reflecting Cohen's bullish attitude, Dennis White, vice president of marketing, Capitol Records, and David Steffen, national sales manager for A&M, categorically state that their companies have met with little or no retailer resistance up to this point.

"Some of our acts, such as .38 Special or The Buzzcocks, which would be most susceptible to any retailer backlash, haven't met with any problems at all," says A&M's Steffen. "I don't think that there's been a problem in getting retailers to take product, they're simply limiting the numbers."

No Resistance

Some retail executives are more explicit regarding why the labels have not encountered resistance. "It's the state of the business," says Neil Heiman, senior executive vice president at Neih, the parent company of the Peaches chain.

Integrity's Hartstone echoes this philosophy — with some reservations. "You can deem something unfair, but not take action against it."

Labels Understand

Not surprisingly, label executives understand the economic necessity of inven-
torying less new artists at the present time. But they also know and express some relief, that the competitive nature of the market will always induce retailers to inven-
tory most new artist product, albeit at reduced levels.

"On a practical level, they (the retailers) have to accept new artists' product," summarizes E/A's Marshall. "By not stocking new artists' products, they run the risk of losing customers to competitors. They have to accept it eventually because it is the lifeblood of the business.

Arnie Orlanes, distribution vice president of sales and distribution for RCA Records, stated that although he has "no general complaints" against retailers at this point, "it depends on the act and the location. Some retailers are being unusually cautious at this time, and overreacting to the general economic slump. Others, by nature, are restrictive and selective in the number of artists they will stock. For exam-
ple, the retailers, of course, will go on new product a lot sooner than a rock act."

However, Orlanes added, "By and large, retail is stretching and getting behind the new acts as much as possible. As long as the caution we are seeing does not turn into panic or fear, causing a broad overreaction, then I think the business in general must see this caution as good and certainly justified."

Disc's Cohen states the consensus of both retail and manufacturing executives when he says, "Whether or not an artist is going to be established in the business. Who knows how long an es-

(continued from page 9)
cribed inventory problem that this market in the last couple of years has been looking for! They're disco, new wave, country, or R&B, or comedy. If we feel it's a hit song and we can sell records with the group, fine. But she ad-
mitted that Casablanca is shifting toward a more balanced kind of artist roster. "Now we're in a position to build our catalog, and that's exactly what we're doing, to make it an all-around record company."

Summarizing the view of disco as a musical form in transition, Bob Fead, divi-
sion vice president of RCA-U.S.A., com-
mented, "We're looking for some indica-
tions of where the business will stabilize and where it will settle. I think there's validity in the music, but whether or not it will turn out to be what people think it might be is still an unanswered question.

Polydor To Issue Nine

NEW YORK — New albums by Millie Jackson and Alicia Bridges highlight nine album releases set by Polydor Records for late November.

Jackson's latest album is a double-

(continued from page 18)
back to school — Elektra Asylum's Shoes promoted their debut LP on the label, "Pre-

cent Tens," by visiting the Loyola University College Radio Conference held in Chicago. Pictured above are (l-r) Tom Meloni, WRVU, University of Vermont, Joe De Stefanos, WLVC, Loyola University, Skip Meyer, Jeff Murphy, and Gary Kelbe, Shoes, Sherry Winston, E/A national college promotion director, John Murphy, Shoes, and three uniden-
tified college radio music directors.

A&R Execs Veer Away From Signing Pure Disco Groups

A&R Execs Veer Away From Signing Pure Disco Groups
ANOTHER JUMP ONTO THE BANDWAGON — Another DOR disco, called appropriately enough the Back D.O.R., has opened in San Francisco on the site of the old City Showcase. The music programming is described as “pulse-beat sounds of new music, mixed with the best rock sounds on earth.” The design feature of this club is its self-described “anti-disco lighting.” Club spokesperson Steve Barnett was not available at press time to provide an explanation of exactly what this sort of lighting entails. It does seem like an unlikely effort to capitalize on the current disco backlash. What future attempts to jump on the disco bandwagon will be, the anti-disco band tends, anti-disco bars, tend to revolve and revolting (or stationery) mirrored cubes?

VIVE LE SYLVESTER — France’s largest pop radio station, Europe 1, recently honored Sylvester, the 38-year-old black singer who has been, at least in Europe, the world’s most successful disco singer. Sylvester, a New York native who now resides in the South of France, was given a special award to honor his success at the annual awards ceremony of the S.E.F. (Societe Européenne de la Musique Francaise), which is the French equivalent of ASCAP. Sylvester received the award for his hit “You Make Me Feel Like dancing,” a song that has been a huge success in France and throughout Europe. Sylvester has been busy promoting his new album, “You Make Me Feel Like Dancing,” and has been appearing on various French television shows and radio programs. He has also been performing at clubs throughout the country, including the famous Paris nightclub, Le Palace. Sylvester’s success in France has been so great that he has been invited to perform at the prestigious annual Cannes Film Festival, where he will be one of the featured performers. Sylvester’s success in France has been so great that he has been invited to perform at the prestigious annual Cannes Film Festival, where he will be one of the featured performers. Sylvester’s success in France has been so great that he has been invited to perform at the prestigious annual Cannes Film Festival, where he will be one of the featured performers.

In addition to his music career, Sylvester has also been active in politics, having run for the French presidency in 2002 as a candidate for the Green Party. Sylvester has been a vocal critic of the French government and has been a strong advocate for environmental causes. He has been involved in various environmental organizations and has spoken out against the French government’s policies on climate change and biodiversity. Sylvester has been a vocal critic of the French government and has been a strong advocate for environmental causes. He has been involved in various environmental organizations and has spoken out against the French government’s policies on climate change and biodiversity. Sylvester has been a vocal critic of the French government and has been a strong advocate for environmental causes. He has been involved in various environmental organizations and has spoken out against the French government’s policies on climate change and biodiversity.

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THREE REASONS WHY COUNTRY RADIO USES CASH BOX

CASH BOX. . . HELPING THE MUSIC INDUSTRY MAKE SOUND BUSINESS DECISIONS.
PARIS — Raffaella Carrà will be the first foreign singer to be featured on Russian television. The Italian singer has accepted an offer from the Soviet Television Network to star in a "One Woman Show," to be produced entirely in studies in Moscow.

A&M records' group Supertramp celebrated the gold certification (100,000 local sales) of its "Breakfast in America" LP in London by playing to 8,000 ecstatic fans at the Stockholm Ice Station. The group has already been awarded golds or platinum for the LP in Germany, the Netherlands, Belgium, Scandinavia, France, Italy, Spain, Portugal and Israel. Currently touring Europe, the group's three concerts scheduled for the Pavilion de Paris at the end of November sold out in two days. Response was such that when a fourth show was announced, it sold out within 90 minutes.

New Barclay releases in the French market this month include LPs by Helena Vondra, Auray, Michel Sardou and Eddie Michel. Barclay is offering their works in double albums. "Chics," the third and international album by the Brazilian Rose, has been released in Europe by CBS. Recorded in London and Milan, and mixed in Munich, it's being distributed to dealers from using the so-called "service ticket." A continuing controversy (Cash Box, Nov. 10), the service ticket are a means to prevent the merchandise industry in tapes in a country where the prices of such products are determined by law.

Koichiro Kunishlo, former chairman of JASRAC (the Japan Association for Rights of Authors and Composers), has been chosen by the chief director of the association by the board of directors.

Erich Carmen visited Japan for the first time to take part in the recently concluded 12th annual "Japan Super Star" held Nov. 9-11 at Tokyo's Nippon Budokan Hall. (Cash Box, Nov. 24), in addition, "The Best of Erich Carmen" will be released by Nippon Phonogram as a commemoration album of his visit to this country.

United Kingdom

LONDON — Continuing to provide the world with a vinyl history of the Sex Pistols' short manic career, Virgin Records is set to release Dec. 7, a double LP containing the original Sex Pistols recording, singing and playing, backed by the Pistols and a selection of New York musicians. The recording was produced by John Varvatos and John Tiberi, gathered the material by researching private and public sources. WEA, Arika, MDA, Phonogram and Pye Records, in conjunction with BBC-TV, Radio One and promoter Mel Bush, presented a grand charity concert the kozo otsuka

Closing Of Infinity Points To Growing Canadian Recession

by Kirk LaPointe

TORONTO — Claims that the economic recession would bypass the Canadian music industry appear to have been uttered prematurely.

With the closure this past week of Infinity Records Canada, precipitated by the financial failure of its American parent operations, the economic pinch has been responsible for the collapse of three companies in three months in the record industry.

The closing of Infinity was just the latest blow to ailing labels. Since August, the selling of Polygram's Canadian label has been responsible for the collapse of three companies in three months in the record industry, along with the closing of one, or possibly two, labels.

The details of the arrangement are forthcoming, but the pact is a certainty, according to a source at Polygram. "The lawyers are ironing out some of the legal technicalities," the source says, "but the deal is already clinched.

Advance knowledge of the agreement was first leaked, strangely enough, through a Polygram artist in appearance schedule, which noted a December Horslips concert in Toronto. The DJN-recorded group is currently distributed by London, and will be sold off by Polygram in a country deal. Among other London releases will be a new Claudia Barry disc, plus a Charles Lloyd and the Marvelous Mayors album. The group is currently experiencing moderate success with Quebec rock group Corbeau, and London's roster includes the Moody Blues, André Gagnon and Garou.

The industry seems to be in the midst of considerable change at this juncture. This past week, CBS Records Canada Ltd. announced four significant departures from the firm. Bob Gallo, A&R director; Don Lorusso, A&R manager; Martin Herzog, the label's creative services director, and Dominique Zgarla, the label's discos director, have all left the company. CBS was instrumental in the domestic talent acquisition process, but it will no longer use CBS to sign copies of its new album. Extensions. "Picture are (left) Johnny Fowing, Virgin Megastore manager; Alan Paul, Cheryl Beytine, Janis Siegel and Tim Hauser of Manhattan Transfer, and Geoff Gries, Atlantic general manager.

First Gold For Fokey — Epic/ Cleveland international recording artist Ellen Foley was recently presented with her first gold record by CBS Holland for the single "We Belong To The Night." Foley is currently on a four week promotional tour of Europe. Picture are Foley and Kees de Vreeze, CBS Holland managing director.
Due to current healthy radio play of John Cougar’s single, “I Need A Lover,” released originally two years ago, Riva Rock Records rush-released it again Nov. 23 in the hope of finally breaking the American artist this side of the Atlantic. The new double Pink Floyd album, titled “The Wall,” is set for release on EMI’s Harvest label on Nov. 30. It’ll be the first art-product from Floyd since “Animals” was released in ’77.

The DJM artist set to ride high in the ’80s are, a true young star, has her second LP for DJM and renewed this month titled “Desire.” Kennedy could do for DJM in the ’80s what Elton John did a decade ago.

Perhaps pawning the way for regular trans-Atlantic exchanges, Rocket Records chairman John Reif recently instigated the swapping of Rocket Records London press officer Laura Beggs with Rocket’s L.A.-based Press and pri lady Jane Ayer. For the past two months Jane has been living in Laura’s London flat and working her London Rocket activities, while Laura has been doing her part for Jane’s L.A. existence. The working exchange system reaps obvious enlightenment benefits for company and personnel alike, and commenting on the arrangement, Reif said: “It’s easier to get press coverage here due to the fact that there are so many more publications and the people involved are far more willing to experiment, though generally the business here is more similar and in line with the States than I had imagined. It’s maybe because in the USA everyone is cutting back more and it’s not so extravagant as it was, bringing it more in tune with English standards.”

CRI Opens New Subsidiary In Nairobi, Kenya

LOS ANGELES — CBS Records International (CRI) has announced the opening of a new subsidiary in Nairobi, Kenya, in partnership with High Fidelity Productions Ltd. in Nairobi. CBS Kenya, under the direction of Simeon Ndesandjo, will operate the “CRI” subsidiary.

The formation of CBS Kenya is the most recent move in CRI’s international business exploration and development efforts. Commenting on the new company, CRI president Allen Davis stated, “Nairobi has long been a center of African music. Consequently, CBS Records International will now be in the best possible position to broaden the musical horizons of artists performing in Kenya.”

CBS Kenya has set up temporary headquarters at Uchumi House, Nairobi, Kenya.

Miller Appointed USA Rep For SEACIA

LOS ANGELES — Henry Miller has been appointed American representative for the South African Concert Investors Association (SEACIA). Comprised of 10 international concert promoters, SEACIA books talent on an exclusive package basis for the Southeast Asian region.

Miller, who is also the president of General Artists Corp, also represents buyers in Japan, Australia, New Zealand, Hawaii and Mexico.

Computer Error Gives UK #1 Spot To Wrong Disc

LONDON — Capitol’s current Dr. Hook single, “When You’re In Love,” saw a brief day of fame recently when it was listed in Billboard magazine as #1. In fact, it was really #2, but BMRR’s computer, used to gauge nationwide singles sales, had inadvertently mistransferred the single’s name to Capricorn’s #2 hit, “I Ain’t Make No Mistake,” by the “real” #1 song was Lena Martell’s “One Day At A Time” on Pye Records. By the time the mistaken chart placings had been discovered, all record companies had added corrections that used BMRR placings had already aired and published the erroneous results.

Both Capitol and Pye were understandably agitated, with Pye issuing a statement thus: “Though we cannot adduce what happened, it has cost us a lot of money, a lot of radio plays and has impeded the progress of the single. We view this very seriously.”

EMI’s business planning manager, Bill Judd, added, “It’s something our Capitol people will take some time to recover from. It is a pity that such a reputable research agency should make such a simple error in an important panel sales. What worries us is that this error only showed up as a result of very considerable and expensive corrections, and we feel that other real discrepancies may have gone through unnoticed in the past because they were smaller.”

Cheap Trick, Blondie Top CRIA Oct. Awards

LOS ANGELES — A quadruple platinum award (400,000 albums sold) for Cheap Trick’s “At Budokan” LP on CBS and a double platinum award (200,000 singles sold) for Blondie’s “Heart Of Glass” single on Capitol highlighted the October certifications of the Canadian Recording Industry Association.

Additional album certifications included triple platinum (300,000 albums sold) for The Knack’s “Get The Knack,” Kenny Loggins & Bob Seger’s “Night Moves” on Capitol, plus Boz Scaggs’ “Silk Degrees” on CBS. Double platinum certificates were awarded to The Knack and Alan Parsons’ “Pyramid” on Capitol, and ELO’s “Long Live Love” on Atlantic.

For CBS, twelve LPs were certified gold (50,000 albums sold). In addition to the Blondie single, other singles recognized included The Knack’s “Get The Knack,” Do You Remember When You Used To Love Me,” and The Cars’ “You’re In Love With A Beautiful Woman” on Capitol, both certified gold (75,000 singles sold).

CRI First For Cummings

Portrait recording artist Burton Cummings was recently presented with a triple platinum plaque for Canadian sales in excess of 300,000 units for the LP, “Dream Of A Child.” The award marks the first triple platinum in Canada for a Canadian artist. Picture are (l-r): Cummings; Arnold Gosewich, CBS Records Canada chairman; and Jim Martin, tour manager for Cummings.

International Bestsellers

INTERNATIONAL DATELINE

International Year Of The Child at London’s Wembley Arena Nov. 22. The lavish show will feature performances by Nippon Steven, Sky Real Thing and Wishbone Ash... And Maria Muldaur is now playing a UK concert tour which began Nov. 21 in London... While Dr. Feelgood kicked off a UK tour Nov. 20 to support the release of their new US LP “Let It Roll...” As do the highly acclaimed front wave CBS act The Photos, on tour with Squeeze and helping the release of their debut single “I’m So Attractive.”

EMI’s associated rock pop development recently held a luncheon bash to launch a project titled “The Pentateuch,” which is a new audio presentation in the form of a hard cover book combined with two records. The book was created by Woodroffe as a “scriptural text” from a “scriptural text” from a “scriptural text” from an “extra-terrestrial civilization” illustrated by both pictures and music. The two LPs, case-bound within the 48 page book, are intended to be listened to while examining the visual illustrations.

Another collector item available Nov. 30 comes in a record back six-inch record contains five tracks recorded live at the Eagles Hall, Houston, Texas in March 1955, featuring a 15-year old Elvis Presley. The 12-inch colors include: “Hard Time”, “Mystery Train”, “Shake, Rattle & Roll”, “Don’t Be Cruel” and “Money Honey,” which also included the eyebrow-raising “I’m Gonna Change My Mind” and “I’ll Be Home.”

Scotty Moore and drummer Bill Black. This record captures for posterity what is believed to be the earliest live recording of the King with his first band... And a more contemporary offering from Virgin, available Nov. 23 will be the new studio LP from the recently redeemed angel of English rock, Mike Oldfield.

CANADIAN FIRST FOR CUMMINGS

Japan

TOP TEN 45s

1. Oya! No Ichiban Napanashī — Masashi Sada — Free Flight
2. Ai No Buschūka — Keiko Matsuzaka — Nippon Columbia
3. Sexual Violet No. 1 — Masahiro Kuwano — RCA
4. Kaōki — Michael Jackson — CBS
5. Omoido Zake — Sachio Kobayashi — Warner/Pioneer
6. Yonebasyōno — Hito To Hāpyō To Blue — Canon
7. Wanted — The Dooleys — Epic/Sony
8. Twilight Zone — Elvis Presley — Toshiba/EMI
9. Chokkotsu Ni Goyōhin — Southern All Stars — Victor
10. My Lady — Hiroshi Kohno — CBS/Sony

TOP TEN LPs

1. On The Way — Satō Hisashi — CBS/Sony
2. The Wiz — Louis Johnson — Toshiba/EMI
3. Magic Capsule — Gotodyo — Nippon Columbia
4. The Long Run — Eagles — Warner/Pioneer
5. Circus Bullock — Circus — A&M
6. My Generation — Kay Band — Toshiba/EMI
7. Sabina Coldline — Naota Sun — Victor
8. City Connection — Hirokazu Hiko — Victor
10. Kenichi Ogiwa — Nekoyoriyo — Tokuma

The Netherlands

TOP TEN 45s

1. We Belong To The Night — Ellen Foley — CBS
3. Sure Know Something — Kiss — Elektra
4. Don’t Look Up — The Who — EMI
5. Whatever You Want — Status Quo — Phon
6. Gimme Gimme — ABBA — Polydor
7. Task — Fleetwood Mac — WEA
8. Captain America — Queen — EMI
9. A Brand New Day — The Wat Stars — EMI
10. Knock On Wood — Alki Stewart — Fleet

TOP TEN LPs

1. The Long Run — Eagles — WEA
2. Requies de Blas — The Police — CBS
3. Midnight Magic — Commodores — EMI
4. Night Out — Eleny Fox — CBS
5. Oceans Of Fantasy — Borey M — Ariola
6. Gift The World — Queen — WEA
7. Emozioni — Lucio Iglesias — CBS
8. Task — Fleetwood Mac — WEA
9. Outlandos D Amour — The Police — CBS
10. The Wiz — Soundtrack — EMI

New Zealand

TOP TEN 45s

1. Don’t Stop ‘Til You Get Enough — Michael Jackson — CBS
2. Born To Be Alive — Patrick Hernandez — CBS
3. Lost In Love — Ar Styne — RCA
4. I Was Made For Lovin’ You — David Essex — Polygram
5. I Don’t Like Mondays — Boomtown Rats — Polygram
6. We Don’t Talk Anymore — Cliff Richard — EMI
7. Sail On — Commodores — EMI
8. Dream Police — Thin Lizzy — CBS
9. Heartache Tonight — Eagles — WEA

TOP TEN LPs

1. Rod Stewart’s Greatest Hits VIII — CBS
2. Best Of The Combs — CBS
3. English History — Jon English — CBS
4. The Wind pursued — The Band — CBS
5. Don’t Walk — Boogie On — various artists — EMI/CBS
6. Street Games — The Wiz — CBS
7. Dance Police — Thin Lizzy — CBS
8. Dynasty — Kiss — Polygram
9. Breakfast In America — Supertramp — CBS
10. Tusk — Fleetwood Mac — WEA

— Record Publications Ltd.
ALFREDO — Alfredo de la Fe — Crisol Records — C-473 — Produces: J. Rodríguez/A. de la Fe

This is Alfredo de la Fe’s first solo album. Those who are familiar with the music of Latin America and Latin New York will recognize him as the aggressive young violinist of “La Típica 73.” This is not a typical Latin album. The salsa tunes in a heavy band are on the album, but are merged with the imaginative integration of Samba and funk. The result is a balance of the tunes, which alternate from Latin to rock, disco and funk, with rich vocals and a vast store of Afro-Cuban and Brazilian rhythms. All seven cuts are excellent.

PEDRO FERNANDEZ — CBS-Mexico DC890 — Producer: Pedro Ramirez

The internationally acclaimed singer Pedro Fernández scores again with another spangling album that consists of a collection of rancheras. He has recently been acclaimed as the top new comer in ranchera music in Mexico, and here he demonstrates why cut after cut. The orchestra backing him in this album is superb. The songs are beautifully suited to his style with excellent arrangements. A masterpiece for Pedro.

ALBUM DE ORO — Nydia Caro — Alhambra 161 — No Produces

Nydia Caro is well known all over Latin America, she is an established superstar and no stranger to the Latin charts. In this album she excels vocally on every cut. Beautiful arrangements and direction by Jesus Gutierrez. This album consists of ballads and soft rock and disco. Best cuts are “Cuentame,” “Hoy Canto Por Cantar,” “Contigo Fui Mujer,” “Palabras de Amor,” “El Beso,” “Tu Y Yo,” “Luna Llena Estas” and “Separadas.”

LATIN PICKS

PASQUALE (Epic-Mexico) Ayer Y Hoy (Marquez/Silva)

Laverna (CBS-Mexico) Cuando Este Solo (Herrera)

LOS DBN (CBS-Mexico) Carina Vera (Carola Vera)

MARIA FERNANDA (RCA-Mexico) Contigo (Claudio Estrada)

KAVABY (RCA-Mexico) Disco Charleston (Renato Lopez)

JUAN Y DAVID AZZAR (RCA-Mexico) A Dios Canoa (Rafael Cardona)

LOS CAMACHOS VILLA LOBOS (Columbia-Mexico) El Petroleo (Enrique Franco)

YOSHIO (CBS-Mexico) Estreno (Roberto Cantoral)

MARIOLA MEDINA (RCA-Mexico) El Amor De Mi Vida (M.C. Medina)

ENRIQUE GUZMAN (Orfeon) Ya No Volviera (Juan Gabriel)

LATIN BEAT

RALPH MERCADO will open offices in Miami, Fla. in February. Plans are underway for Ray Aviles to move to Miami and handle the operation once the new offices are set up. Mercado will continue his base of operation out of New York.

At the 1979 New York City PAS Convention, Latin Percussion, Inc. presented a clinic featuring New York City’s top rhythm men, Pablo Montalvo on congas, Nicho Valdez, Ricardo Marrero on timbales and Ricardo Marrero on bongos and piano. Assisting in the clinic were Ray Aviles, David Charles, and Charlie Fuentes. With Ricardo, fielded questions from an enthusiastic crowd of 350 percussionists who were for the most part non-Latin background. Most impressive of the presentation was the ease with which Eddie Montalvo is able to extract such crisp, bright and loud tones from the conga drum which, aside from his unique technique, is generally attributed to the superior volume had a fibreglass shell.

CRIOLLA RECORDS, a member of the Latin Percussion Ventures family, has released the LP “Alfredo de la Fe.” This is the solo debut of Alfredo de la Fe. The crafty violinist from “Típica 73” has brilliantly painted a rhythmic rainbow using the sharp colors of Latin music. Presented in this collection of musical gems are shades of classical jazz as portrayed in “My Favorite Things” and an original disco illustration called as one of “Hot To Trot.” When Alfredo blends typical ranchera style with touches of Afro-Cuban and Brazilian rhythms, the results are moving. It is an exhibition of masterpieces will gratify collectors of all musical tastes.

Response to the “Skyline with BEVERLY SILLS TV” show, which featured Ray Barretto, Tito Puente and Charlie Palmeri (Sail Cuebas accompanied on bass), has been sensational. Much credit for getting the show on the road goes to Ralph Merca- do Management. Harriet Wasser, who does all of Ray Barretto and BM’s press, and musicologist Joe Conzo. The show was filmed in East Harlem and the Casino 14 and included interviews with Ray, Tito, Charlie and Johnny Colón, director of the East Harlem Music School. It was seen on WNET (Channel 13) in the N.Y. Tri-state area.

The Fania All-Stars did three SRO concerts in Venezuela, one in Maracaibo and two in Caracas. It was their first trip to handle in Venezuela. On the bill were Celia Cruz, Willy Colon, Johnny Pacheco, Cheo Feliciano, Hector Lavoe, Ismael Miranda, Roberto Roena, Larry Harlow, Pepe Aguere, Roberto Delgado, Ismael Quintana and Papo Lucca.

Celia Cruz will open up the “Salsa” marks in Atlanta, Ga. She will appear at the Hilton Hotel with Casanova Y Montuno. She heads back for Puerto Rico.

Charlie and Eddie Palmieri taped NBC-TV’s new children’s show “Hot Hero Sandwich.” Two of the songs they performed were “Salsa Perron” and “Loco.” The show will be seen on the Dec. 29 show.

New York will lose one of Salsa’s true giants when Charlie Palmieri re-locates to Puerto Rico. Plans currently call for Charlie to take some members of his present orchestra with him. He will augment the band with local musicans. Charlie has led his own band in New York for over 25 years. Catalino Rolon, no stranger to the world of Latin music’s leading promoters, will be making the move to Puerto Rico with Charlie. Catalino will be handling all of Charlie’s business affairs. Upon making the announcement of the move, Charlie also made it clear that he would be making frequent trips to the U.S. Salsa band, Orquesta Broadway, Primitivo Santos, Luis “Perico” Ortiz, Charanga American and Charanga Casino.

LATIN BEST SELLERS

Texas

1. El Primo — Los Clásicos — ARV
2. Vol. 2 — Abril 78 — ARV
3. La Onda En Accion — Carlos Guzman — FAL
4. Señor Mi Camarón — ARV
5. Mix Favoritas — Alfonse De Teran — FAL
6. Bienvenido — Tigris De Norte — Fama
7. Eternamente — Felicidad — FB
8. Algo De Teran — FAL
9. Celos De Ti — La Magia — Mar
10. Soldado Reo — Ramon Ayala — Fre
11. La Vida En Chile — Orfeon
12. La Mujeres Y Las Novelas — Wally Gonzalez — FAL
13. Rancho Grande — Country Roland — ARV
14. En Mexico — Los Humildes — Fama
15. El Internacional — Sunny & The Sunliners — KL
16. Caro Si Te Vas — Feria Del Mar — Joyo
17. Volume 02 — Matt — Sae
18. Country Roland Band — ARV
19. Piquito De Oro — Rames Ayala — Fre
20. El Rosario — Los Dos Gigantes — FAL

Mexico

1. Disco Saima — Two Man Sound — Gamma
2. Buena Dias Senor Sol — Juan Gabriel — Ariola
3. El Amor De Mi Vida — Camilo Sesto — Ariola
4. Hasta Que Amanece — Joan Sebastian — Fama
5. Brazuca — Anvaro Davila — Melex
6. Caledons — Angelis Carrasco Y Camilo Sesto — Ariola
7. Motivos — Melex
8. Soy Yo — Los Young’is — Polydor
9. Recuerdos — Los Baby’s — West
10. Sinfinia Del Mar — Piero — RCA
11. Al Principio Bolero — La Pequeña Orquesta — Melex
12. Borinquen Disco — El Gran Combo
13. Que Alegra — Pedro Vargas — RCA
14. Rolando Del Perro — Arko
15. Toca Madera — Ami Stewari — Ariola
16. Sábado Y Domingo — Samba Del Rio
17. Tragedia — Bee Gees — RSQ
18. En La Marina — Village People — Casablanca
19. Chiquisita — Abba — RCA
20. Tropicando — Susi Quatro & Chris Norman

Los Angeles

1. Emociones — Julio Iglesias — Alhambra
2. Veronica Castro — Pepe
3. Numero 18 — Los Tigres Del Norte — Fama
4. Roberto Carlos — Gaynord
5. El Cempazuchitl — Vicente Fernandez — CBS
6. La De La Mochila Aureli — Roberto Carlos — CBS
7. Como Tu — Lupita Del Aisles — Orfeon
8. Estrellas De Oro — Alhambra
9. Mi Olvidar — Juan Gabriel — Proctor
10. Sentimientos — Camilo Sesto — Proctor
11. La Voz Del Salvador — Ariba
12. Los Felinos — Musart
13. Carlos Guzman — Falcon
14. Jose, Jose — Pronto
15. Señora Sin Luna — Los Angeles Negros — Proctor
16. La Voz Ranchera — Chelo — Musart
17. Solo — Luces — Cocho
18. Mi Mas 33 Anos — Julio Iglesias — Alhambra
19. Canto A Juan Gabriel — Roco Durcal — Pronto
20. Exitos — Los Muecas — Caliente

Chicago

1. Emociones — Julio Iglesias — Alhambra
2. Robert Carlos — Gaynord
3. Pedrito Fernandez — CBS
4. El Bronx — La Pequeña Orquesta — Melex
5. La Voz Ranchera — Chelo — Musart
6. Enton Son Los Felinos — Musart
7. Lola De La Colina — Arcano
8. En Mexico — Los Humildes — Fama
9. A La Inspiracion De Jimenez — Chelo — Musart
10. Ella Vino Al Valle — Freddy Fernandez
11. La Muerte De Un Gallo — Vicente Fernandez — Caytronics
12. Demostada Amor — Basilio — Zorro
13. Como Tu — Lupita Del Aisles — Deleon
14. Espectacular — Juan Gabriel — Pronto
15. Lo Pasado, Pasado — Josey — Pronto
16. Corridos — Yolanda Del Rio — Pronto
17. A Mis 33 Anos — Julio Iglesias — Alhambra
18. Lo Nuevo De Carlos Guzman — Falcon
19. Mercedes Castro — Musar
20. El Parrandero — Aquitin Ramirez — Freedy

New York Salsa

1. Solo — Willie Colon — Fama
2. En Cuba — Tita Tita — Fama
3. Pacheco Y Pepe — Vaya
4. Eternos — Cruz/Pacheco — Vaya
5. Siempre — W/Colin/R.Blaces — Fama
7. Dandy’s Band — LP — Venture
8. Bobby Valentino — Brando
9. El Sound Trumpet — Ommy Oldivencia — T.H.
10. Ray Rodriguez — Tito
11. La Orquesta De Mi Tierra — Sonora Poncena — Melex
12. La Fuerza Del Ola — La Pequeña Orquesta — Melex
13. N.Y. City Salsa — Orquesta Broadway — Col
14. Los Bomberos — Ariola
15. Homenaje A Benny More — Tito Puente — Tico
16. Salsa La Fama — LP
17. Poppye — Adapteito Santiago — Fana
18. Unououchable — Tito Allen — Alegre
19. El Negrito Del Sabio — Luis Texidor — Nuestra
20. Esto Si Es Lo Mejor — Ismael Rivera — Rico

Cash Box/December 1, 1979

www.americanradiohistory.com
GOLD CAMEO — The album, "Secret Omen," by Chocolate City/Casablanca recording group Cameo, was recently certified gold by the RIAA. Pictured standing are (l-r): Sandford Ross, Cameo's manager; Gerald Busbee, national promotion director, R&B for Casablanca; Torni Jenkins of the group; Bruce Bird, vice president of Casablanca Records; and Gregory Johnson of the group. Pictured in kneeling are (l-r): Arnet Leffentan, Aaron Mills, Anthony Lockett, Wayne Cooper, Jerryd Bright, and Thomas Campbell of the group.

(continued from page 18) Rising will be held Dec. 7 in the Ackerman Grand Ballroom at UCLA. The hip swivelling will begin at 8 p.m. and feature the likes of Ray Campi and his Rockabilly Rebels, Levi and the Rockets, The Blasters and Ronnie Mack and his Blackstacks... Southside Johnny will play at The Roxy in Hollywood Nov. 29.

UPCOMING RELEASES — ECI Records has just released "Not On My Show You Don't," a collection of censored outtakes from Bill Balancer's groundbreaking talk show, "Feminine Forum." The un-airable comments have never before been released and have been gathered from four years of tapes. Balance can still be heard on KFMB/San Diego. ... Look for a new Eric Carmen LP and a double live package from the intrepid Kinks in early February.

ODDS AND ADDS — Jimmy Crespo has replaced the recently departed Joe Perry as the head axe-man in Aerosmith. ... Cheryl Dentyne is the latest vocal addition to a new space age Manhattan Transfer.

Davis-Stevens Prod. Set LOS ANGELES — Robbie Davis and Shadoe Stevens have formed Davis-Stevens Productions, a production firm which will originate commercial campaigns and programs for radio, TV and film. The firm is currently in the process of selling its first TV project: Robbie Davis was formerly with K-West radio, while Shadoe Stevens was MD at KRLA, KROQ and KNVE.

Capitol Records Inks Singer Lisa dal Bello LOS ANGELES — Singer/songwriter/musician Lisa dal Bello was recently signed to a long-term recording contract through Capitol Records-EMI of Canada Ltd. and Talisman Records, Inc. The 20-year-old dal Bello has recorded two albums previously, the first for MCA Records, followed by "Pretty Girls," which was released on the Talisman label in 1978. She has also written, co-written and appeared on 90-90 television and radio commercial work as well as having co-written commercials with such performers as Alice Cooper and Hall & Oates, and worked on an Earth, Wind & Fire LP with David Foster.

Kennedy Street Mgmt. Relocates UK Offices LONDON — Kennedy Street Management has moved its offices in Stockport. Effective immediately, the new address is 3, Waterloo Road, Stockport, Cheshire SK1 3BD. Telephone number is 061-480-3675.

Kennedy Street Management handles 10CC, Sad Cafe, Godley & Creme, Gordon Giltrap, Jeff Christie, Gary Owen (Wend Bromwich Albion Football Club) and Andy Peebles (Radio One).

Spectrum Label Bows With Jessica Spruce LOS ANGELES — Spectrum Records, a new label formed by Jake Salazar and Robert Ellis under Spectrum Communications, will release its first product, the debut of rock act Jessica Spruce, on Nov. 26. Spectrum's offices are located at 1708 Technology Drive, San Jose, Ca. 95110. The phone number is (408) 279-1551.

Odyssey Records To Sell Its Stores leases on many of the Odyssey outlets will have a significant effect on the total revenues raised by the sale of the stores. Stating that many of the leases were "undeveloped," Fuder explained, "It may be worked out under Chapter XI, since generally it is easier to do an orderly liquidation in the Chapter XI context. You don't have the 'fire sale' atmosphere that you do in a straight liquidating bankruptcy case (Chapter VII). In an orderly liquidation you have some time to work it out, so I may stay Chapter XI. Ultimately, that's for the court to decide."

Meeting Referring to the scheduled creditors meeting with Bullock and Odyssey on Dec. 13, Fuder added, "at least until that date, I doubt that there'll be any change in the present status of preparing for orderly liquidation under Chapter XI."

"There have been offers for almost every store," Bullock maintains. "In most cases, there have been a great deal of offers. We think that it's possible that there are strong enough offers that the stores themselves and the value of the stores as operating entities will return a considerable amount of the losses to the creditors."

Leases Bullock believes that the long-term Mirus Music, Inc. Sets New Multi-Label Deal LOS ANGELES — Cleveland-based Mirus Music, Inc. has entered into a multi-label distribution, publishing and international licensing deal which includes current product of the Seeds, Steams, Heat and New Moon/Cloudborn record companies. The deal will include independent manufacturing of product on all three labels, as well as independent distribution. Mirus Music is currently interested in production or label deals. For further information, call Ron lanfornt at Mirus Music, Inc. 2440 Lakeside Ave, Cleveland, Ohio 44114. The telephone number is (216) 241-0992.

Reflection Records Is Formed by Levy NEW YORK — Jack Levy, former administrator, vice president and general manager of Tomato Records, has formed Reflection Records here. The first artist signed to the independently-distributed label is Jeree Palmer, whose single, "Late Night Surrender," will precede the release of her first LP. Press and promotion for the company will be handled by RPM Associates. Reflection is located at 230 West 19 St, New York, N.Y. (212) 924-3068.

NMPA Inaugurates Best Songs Awards NEW YORK — The National Music Publishers Association (NMPA) is launching an awards program to honor the best songs of each year. The NMPA's board of directors has established categories covering nine categories: Movies; Broadway Pop; Rhythm and Blues, Country, Disco Gospel, Latin, Best Song of the Year.

There will be two tier voting system with each NMPA member entitled to one ballot in each round. Voters may designate up to three selections in each category in the first round but only one in each category in the second and final round.

First round ballots will be mailed on December 1 and must be completed and received at NMPA headquarters at 110 East 59th Street, New York City, 10022, no later than January 5.

The final round ballots will be mailed on January 15. Deadline for receipt of these ballots is February 1. The awards will be announced at a gala in late April at the Waldorf-Astoria. The profits and publishers of these songs will be honored with the awards. Details of this ceremony are to be made public in January.

A VISIT FROM NOEL — Virgin recording artist Noel recently made a series of promotional visits to Los Angeles, Phoenix, Boston, and New York City in support of her Atlantic-distributed single, "Dancing Is Dangerous." Pictured at Atlantic's New York offices are (l-r): Genny Morton, product manager for Atlantic; Sue Byrom, national publicity director for Virgin; Ken Berry, president of Virgin; Noel; Ahmet Erlewine, chairman of Atlantic; Jerry Greenberg, president of Atlantic; and Dave Glew, senior vice president and general manager of Atlantic.
NAMA OFFICERS — NAMA elected new officers during its recent annual convention, which drew a record attendance of 7,800. Pictured above are (l-r): John Edgerston, senior vice chairman; Allan Lucht, chairman; Jerry Zaag, vice chairman; and Howard C. Miller, treasurer.

Record Crowd For NAMA

CHICAGO — Nearly 7,800 industry representatives registered at the recent NAMA convention to top attendance figures for the past five years, according to NAMA president G. Richard Schmeier. The show, which took place Oct. 25-28 at McCormick Place here, drew a record number of 190 exhibitors whose product displays occupied 55,000 square feet of space at the huge convention center. Of special interest to convention visitors this year was the introduction of new mechanisms to handle the new dollar coin in vending machines, as well as the display of vending machines using microprocessors for product and coin control and the addition of new food items for use in vending machines and in foodservice kitchens, noted NAMA’s director of sales and exhibit manager Jack Reilley.

Among the many topics featured on the convention program was the application of computer technology in daily vending company operations, along with discussions on improved customer relations, how to handle labor relations and financial controls for foodservice operations.

(continued on page 50)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. WAIT FOR ME DARYL HALL & JOHN OATES (RCA PB-1747)
2. HEAD GAMES FOREIGNER (Atlantic 3823)
3. JANE JEFFERSON STARSHIP (Quint/RCX-1750)
4. SEND ME YOUR LOVE STEvie WONDER (Tamla/Motown TS4015F)
5. DON’T DO ME LIKE THAT Ttom PETTY AND THE HEARTBREAKERS (Steele/Prestige MCA 1138)
6. THIRD TIME LUCKY FOgHAT (Bearsville/BSS49125)
7. VIDEO KILLED THE RADIO STAR THE BUGGLES (Island/W B-59714)
8. SINCE YOU’VE BEEN GONE RAINBOW (Polydor 2016)
9. MESSAGE IN A BOTTLE POLICIO (J&M 190)
10. THE LONG RUN EAGLES (Asylum 46459)

TOP NEW COUNTRY SINGLES

1. HAPPY BIRTHDAY DARLIN' CONWAY TWITTY (MCA 110)
2. YOU’D MAKE AN ANGEL WANNA CHEAT THE KENDALLS (Dovation OV 1136)
3. COWARD OF THE COUNTY KENNY ROGERS (United Artists UA X1527 Y)
4. MY PRAYER GLEb CAVAZZI (Capitol P-4199)
5. MISTY MORNING RAIN RAY PRICE (MCA 110)
6. THIS MUST BE MY SHIP CAROL CHASE (Casablanca CW4011)
7. BUT LOVE ME JANIE FRANKIE (Columbia 1-1139)
8. WHEN I’M GONE DOTTYY (RCA PB-17147)
9. SUGAR FOOT RAG JERRY REED (RCA PB-11764)
10. I’LL BE COMING BACK FOR MORE T.G. SHEPPARDo (Warner Bros. WB 45910)

TOP NEW R & B SINGLES

1. SOME ENCHANTED EVENING RAY CHARLES (Atlantic 3611)
2. BE WITH ME TYRONE DAVIS (Columbia 1-1139)
3. NOBODY KNowS ASHFORD & SIMPSON (Warner Bros. WB 49099)
4. WITCH DOCTOR INSTANT FUNK (Epic/RCX 57218)
5. PARTY PEOPLE PETE AND LOUISA (Casablanca NB222)
6. MOON CHILD CAPTAIN SKY (Avi 299-5)
7. IT’S MY HOUSE DIANA ROSS (Motown M1471F)
8. TIT FOR TAT JEFFREY (RCA MCA 41145)
9. PULL MY STRINGS LAKESIDE (dial/Prestige RCA-11746)
10. STEPPIN’ GAP BAND (Mercury 76021)

TOP NEW DISCO SINGLES

1. LOVE RUSH ANN MARGRET (Capitol/Arca 7511)
2. DANCE FREE LIE FREE LIFE (Epic 5-20675)
3. WEAR IT OUT STARGARD (Warner Bros. WB 49066)
4. HAVEN’T YOU HEARD PATRICE RUSHEN (dial/Prestige E-46551)
5. MONEY THE FLYING LIZARDS (Virgin/Atlantic VA 67033)

Seeburg Reorganization Continues Under Chapter XI

CHICAGO — The president of Seeburg Corporation, in a prepared statement, announced “the public should not be misled by any publicity or rumors to the contrary — we are in business and we are a viable business.” These comments were made by John T. Chapin, president of the Chicago-based jukebox manufacturing firm which filed a petition under Chapter XI of the U.S. Bankruptcy Code in the U.S. Bankruptcy Court for the Northern District of Illinois on Oct. 19.

Chapin stated further that “We manufacture and sell a fine product. We support that product through an excellent distribution system, incorporating technical assistance and service parts and we intend to remain in business and continue to support our customers.”

“We currently are in production, completing a series of export orders. As soon as the remaining export orders are completed, we will start producing sampleys and then production quantities of our new 1980 models — the Phoenix 162, the Aurora 100 and the all new Seeburg Satellite Programs,” he added.

The Seeburg petition of Oct. 19 was filed under “Federal law which went into effect on Oct. 7.

Speaking on behalf of the company, attorney Joseph M. Malz said, “While the word ‘bankruptcy’ appears in the name of the Court and the law under which our case is filed, the reorganization case that we filed is not a bankruptcy case. The case was filed for the purpose of restructuring Seeburg’s financial affairs.

Creditors’ Meeting

A meeting of all Seeburg distributors was held in Chicago on Nov. 9, to discuss and implement the financial reorganization. Immediately following that meeting the Seeburg distributing organization reportedly discussed the rising interest in coin machines from Seeburg of at least $30 million of 160 selection equipment over the next 18 months at the newly announced prices. Additional interest is anticipated from other product lines, according to the company.

Chapin advised the negotiations for financing the startup of the new product line, which had been progressing well before the meeting with the distributors, were immediately accelerated by the very positive reception given to the plan by the distributors and by their expression of enthusiastic support through their guaranteed purchases.

Gremlin’s Int’l Distributor Meeting Is Held In Chicago

CHICAGO — On the day preceding the opening of AMOA Expo (Nov. 8), Gremlin Industries Inc. hosted its first international distributor meeting at the Essex Inn in Chicago, with the accent on company plans for the coming year and the introduction of some exciting new products.

Following a welcome by sales director Jack Gordon, Gremlin’s president Frank Fogelman addressed the meeting, expressing his gratitude at the impressive attendance of domestic and foreign distributors, which exemplifies Gremlin’s strengthened position in the international marketplace. The company will celebrate its tenth anniversary next March.

Fogelman briefly outlined the new programs and company policies currently in operation, or soon to be initiated by the firm, which were designed to improve customer service and provide the utmost in factory back-up. These subjects were more thoroughly covered by the respective department heads later in the program.

“Our color product has a lot of excitement behind it,” Fogelman declared in stressing Gremlin’s growing emphasis on color. The newly released “Head On 2,” which is available only in color, is further evidence of this trend. As a special guest at the meeting was Doug Wismer of Electrohome, noted manufacturer of TV monitors, who discussed the “rising interest in coin machines in the coin machine industry and the effective utilization of the GO-7 monitor, which can operate in high temperature conditions and withstand $110 million can be anticipated from other product lines, according to the company.

Chapin advised the negotiations for financing the startup of the new product line, which had been progressing well before the meeting with the distributors, were immediately accelerated by the very positive reception given to the plan by the distributors and by their expression of enthusiastic support through their guaranteed purchases.

Japanese Market

The significance of the Japanese market and the opening up of new locations for amusement equipment in that country was discussed in detail by David Rosen, chairman of the board of Sega. It has been about a year since the Sega/Gremlin merger and the past 12 months have given rise to dramatic and exciting” changes in Japan, he noted. “For 20 years Japan did not have street locations” and was basically arcades-oriented, he pointed out. Although jukebox locations prevailed Rosen said it was difficult to get games into locations because the equipment available was not acceptable.

(continued on page 50)

GRELIN’S INTL DISTRIBUTORES — Gremlin Industries holds its first international distributors meeting in conjunction with the recent AMOA Expo. Pictured above at Chicago’s Essex House are (l-r): Marita Reddeins, Bob Harmon, Jack Gordon, Frank Fogelman and Steve Margolin.
Gremlin's Int'l Distributor Meeting Is Held In Chicago

(continued from page 48)

table at the time, but the emergence of the cocktail table and ultimate introduction of the multi-phase game generated a reversal in the trend. The novelty of amusement machines currently surpasses that of the movie and record industries, he noted.

Summing up the changes in the Japanese market over the past two years Rosen said, "We have opened up new locations that were previously not attainable, the customer base has been changing, more people are being targeted at the upper end with more expensive machines. We have seen a decline in the price of merchandise, as well as prices for products as well as cheaper products of copies. As brought out at this meeting Gremlin has left behind some titles of its programs, and, in its effort to further enhance the company's service and marketing profile, initiated new policies to benefit its growing network of customers. Bob Harmon explored the new Logix Board Exchange Program as well as the H.A. Tag Program.

Potential For New Locations

"Things have changed from the days when arcades were locked down upon," commented Jack Gordon as he prepared Gremlin's product lineup. By providing more appealing, more creative game designs, the amusement machine industry has elevated the image of the arcade, he told distributors. He pointed out that Gremlin has "new roll-out retailing" for this country and abroad. "We should work hard to develop the hotel and motel market since they are converting space into games," Gordon said. Retailing to supermarkets and similar type locations are part of a comparatively unattacked territory, he noted. With the establishment of a strong international distributor network Gremlin is in a position to offer a "better position for game concept testing" and adopt a more aggressive approach in the overall marketplace.

Along the game lines, at the meeting, the "Head On 2" which is patterned after the popular single player but contains additional challenges and all of the action is in brilliant color "Deep Scan," which is also available in color and equipped with several exciting innovations as well as Gremlin's much-praised concept "Invoicing," a fast paced game of offense/defense action with exciting sounds and colors. "This is a spectacular two person and exciting "two games in one machine."" By the end of the meeting the audience was very surprised and appreciative of the changes in Gremlin's product lineup. The company's new programs are designed to provide additional opportunities for dealers to take advantage of the company's well known reputation for innovation and quality. The company will continue to offer a variety of products ranging from the traditional pinball machines, to the emerging video games, to the newer multi-phase games and other creative designs.

Gremlin's director of marketing Bob Harmon discussed the company's Universal Board Program. The "universal board has been the key of Gremlin's growth in the past and will be available to Gremlin distributors in the near future," said Harmon. Margolin also outlined the company's new parts program geared to expanding the company's service program and encouraging our distributors to develop a complete stock of parts, particularly the most commonly ordered parts.

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CLASSIFIED ADS 25 CENTS PER WORD

Count every word including all words in this line. Number of words in count are word count. Minimum ad rate is $1.00 per line. This column is open to all, CASH MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. Payment for Cash in Hand is not enclosed with your order will be held for the following issue pending receipt of payment. NOTE: $11.00 classified advertisement in this issue is US $11.00 or less. You are entitled to a classified ad of 40 words in each issue for a period of one year on the basis of three consecutive issues or the Classified ad of your own choosing. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified ad is representative. Class of publication office by Thursday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

COIN MACHINES FOR SALE

WANTED BY OPERATOR: Used electronic Pin Games and Video Games in good condition at reasonable prices. J.S. vending Company. Tel. 201-792-6171.

COIN MACHINES FOR SALE

CONVERSION CARDS – Play stereo records on coin operated machines – call up – in sound eliminating distortion, provide coin changer – choose colors, design to order. Satisfaction guaranteed. Quantity discounts C A THORP SERV 1250 Missouri Ave., St. Louis 63104.

FOR SALE: 200 units used pinball games. Gottlieb, Williams, Bally, Seeburg, etc. Send $5 deposit to: Howard H. Kom; 818 15th St., Los Angeles, Calif. 90021. Tel: (213) 956-9910.

FOR SALE: Multi-coin Pinball Machine. 3000 solid state games available. Send $5 deposit to: Howard H. Kom; 818 15th St., Los Angeles, Calif. 90021. Tel: (213) 956-9910.

FOR SALE: Used and New Bally Bingos, Bally Slot Machines, Bally and Others. Write: HANSA MYNTAUTOMER AB, Box 1995, 22490 Malmoe, Sweden.

FOR SALE, location ready: Williams, Gottlieb, Bally, Gottlieb, Williams. Location: 6200 West Seven Mile Rd., Detroit, Mich. 48215. Tel: (313) 341-3000.


FOR SALE: Used and New Bally Bingos, Bally Slot Machines, Bally and Others. Write: HANSA MYNTAUTOMER AB, Box 1995, 22490 Malmoe, Sweden.

FOR SALE: Used Electronic – Pinballs. Your specialist for used pinball machines. Machines from $15 to $3000. Machines are guaranteed and serviced. Prices are negotiable. Location: 4321 N. 1st St., San Diego, Calif. 92115. Tel: (619) 235-5000.


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<th>Week 11/24/79</th>
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<td><strong>2</strong> TUSK</td>
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<td><strong>27</strong> EVOLUTION</td>
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<td><strong>30</strong> IDENTIFY YOURSELF</td>
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<td><strong>31</strong> FIRE IT UP</td>
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