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EDITORIAL

Thoughts For 1980

A recent letter to Cash Box from Charlie Mitchell, former president of Takoma Records and NAIRD, offered some remarks about how things seem appropriate to consider for 1980. The major body of the text is as follows:

Reports of multi-million dollar quarterly losses in 1979 point to problems more complex than runaway overheat, of course. Sales are way off, and, as a friend suggested, are not about to recover in any dramatic fashion. Theories abound to explain the slump: Disposable income that once went for "entertainment" now goes into the gas tank, disco ruined us, forcing kids to blow their devalued dollars on fancy clothes and costly dates; uninterrupted LP airplay has everybody taping the hits instead of buying them... and more. And no doubt true, each and every one to some degree.

But the "entertainment" industry overall doesn't have to grapple with these problems — only the record business. Movies, for instance, are doing just fine. In fact, two of the most phenomenal albums of recent times, "Star Wars" and "Saturday Night Fever," rode the coattails of movies.

Why? Maybe because movies are where the ideas are. In the age of love and anger, the Beatles and Bob Dylan and thoughtful Paul Simon, records were more than "entertainment" — they were ideas. People will make big sacrifices for ideas. People will die and fight for ideas. But for "entertainment"... well, maybe not.

If the magic has gone out of pop music, it's because the mind has gone. Oh, not altogether, don't mistake me. There are good writers, good lines, good licks and better arrangements than ever. But the central something that made you want a record, really want it, that's just plain missing in the magic.

How do we get the magic back? If there were an easy answer we'd doubtless have hit upon it by now. The industry tried substituting kinky costumes and cosmic cover art, and music got louder as it grew more shallow, but the game is up. For a while you can get away with selling the sizzle, but then the customers are going to demand the steak.

It's that time. I think the record biz can look ahead to a period of retrenchment. It may sting a bit, but it won't really hurt if we can still find satisfaction in the basics — not platinum sales and returns, but just good music and good lyrics. Good ideas. Things done well for their own sake, not just for the big bucks they may, or may not, be in the wings.

Diminished advances. Modest prices. Reasonable royalties. Sensible goals. All these unglamorous things are in the future. But if the industry accepts such notions, and it must, so much hype and greed and delusion will have been cleared away that there will once again be room for the magic.
MARLEY AUTOGRAPH S AT TURLEST -- (Continued from above) recently signed copies of his latest LP, "Survival," at Turtle's Records and tapes in Paramus, N.J. The artist was in town to promote his concert performance with his group, The Wasillers.

Pirate Ordered To Pay $4 Million

NEW YORK — A judgment in excess of $4 million has been rendered against David Hellman and his corporation, Economic Distributors Inc., of San Diego, Calif. The company sells records to music stores. The judgment was granted in a copyright infringement suit brought by CBS Records, Inc.

The case was brought in 1972 and is before the U.S. Supreme Court. The judgment is the result of a lawsuit by CBS against Hellman and his corporation, which was accused of selling pirated records.

The court ruled that Hellman had pirated CBS' recordings and that the company had been damaged in the amount of $4 million.

The judgment is one of the highest in copyright history.

Sellers Doubtful on Christmas Sales

NEW YORK — Records sales during the Christmas-selling season declined significantly from last year's volume, largely because sales lagged early in December, according to the National Retail Federation.

However, the season was not as disastrous as many record retailers had predicted. Most of the downturn was attributed to the nationwide snowstorm, which several percentage points lower than last year's level, although some individual stores in major metropolitan areas, notably Chicago, reported gains of up to 25% for the season.

On the East and West Coasts, unseasonably warm weather hurt sales early in December. Sales gains in the New York area ranged from three to seven percent, while similar increases were reported in the Los Angeles and Orange County region.

Four labels lost sales: CBS, MCA, Capitol and Atlantic. The latter three lost sales, primarily in the West Coast, and dropped an estimated 10% as a result of the snowstorm.

One of the few bright spots for record retailers was the continued popularity of the Christmas record, which sold in significant numbers throughout the season.

For the record companies, the season was a mixed bag, with some enjoying sales increases, while others suffered losses. However, the overall effect of the season on the record industry was not as severe as predicted.

WEA Announces New Winter Catalog Restocking Program

LOS ANGELES — WEA has announced a special winter catalog restocking program for an eight-week period running from Jan. 1, 1980, to Feb. 22, 1980.

The program will feature a 7% discount on all catalog sales, and in announcing the program, WEA executive vice president, said, "We are excited about the potential of this program for our catalog sales. We believe that this will be a great opportunity for our customers to take advantage of this high-quality product and experience the benefits of our innovative catalog service."
Cassette Sales Surge Leads To Manufacturing Shortfall

by Charles Palkert

NEW YORK — Without a question, one of the most significant business developments in the music industry during 1979 has been the phenomenal rise in sales of prerecorded and blank cassette tapes. According to most industry estimates, cassette sales, which traditionally have been outsold by the 8-track tape configuration by a two-to-one margin, now account for at least 50% of the nation’s retail tape sales.

Two primary reasons for the cassette explosion in 1979 have been a marked increase in factory-installed cassette units by the major automobile manufacturers and the increased involvement of the nation’s largest rack jobbers with cassette product.

“Automobile dealer installment of tape player units this year is running three to one in favor of cassettes over 8-tracks,” commented Bill Carr, national field sales manager for Delco Electronics, exclusive supplier of GM audio units. “Last year the rate was three to one, 8-tracks over cassettes.”

And, according to statistics compiled by Pioneer of America, a leading cassette player manufacturer for both automobile and retail-mass market sales, 8-track outsold cassette players 64% to 36% in 1977, cassette player units are expected to outsell 8-tracks in 1978 by 14%.

Rack Sales Up

Executives for the nation’s leading rack jobbers, meanwhile, confirmed the retail trend to cassettes. John Kaplan, executive vice president of the Handelman Company, the nation’s second-largest rack operation, commented that cassette sales have been gaining ground in the market for cassette players and have now grown strong enough to account for over 20% of Lieberman’s overall sales.

Serious Fill Problem

However, the cassette explosion caught many manufacturers off guard in 1979, which resulted in a serious fill problem.

In an article in Cash Box, story telling the severity of the cassette fill problem

American Express Buys 50% Of Warner Cable Corp. For $175 Million

NEW YORK — American Express has purchased 50% of Warner Communications Inc., a wholly owned subsidiary, Warner Cable Corp., for $175 million, as expected. The company’s new name is Warner Amex Communications Inc.

Warner Communications Inc. and American Express Company have legal representatives on the board of the new Amex. Gustave N. Hauser and J. Leonard Reinsch will serve as co-chairmen of the board, while J. John H. Whiteman will serve as president and chief executive officer of Warner Cable Corp., and Reinsch will serve as chairman of the board, a new structure, however. Charles W. Stoddard, chairman of the board, was chairman, president and chief executive officer of Warner Cable Corp. Prior to a former president and chairman of the board of CBS Broadcasting, had been acting as a special advisor to American Express.

Cash Box

PARTYING WITH QUACK — Quack Productions, a New York-based firm, recently held a party to celebrate its opening. Well-wishers included (l-r) Randy Bracker and George Duke.

Labels Hike Prices All Year Then Set Up $5.98 Midlines

by Leo Sacks

NEW YORK — At the retail and wholesale levels, 1979 was a year of rising prices. Most manufacturers raised their wholesale prices for singles, records and tapes by the sum of the increases, but by September, several companies, most notably CBS, had downgraded the list price of catalog merchandise formerly list-priced at $7.98 to $5.98 in an effort to revamp catalog sales.

Retailers began their ascent early this summer when Atlantic, Capitol, CBS, Elektra, Salsoul, and Polydor Records raised the list price of their 12-inch singles to $9.48 from $9.38. (Cash Box, May 26.) This was followed by the WEA Corp.’s announcement that, effective June 25, the company’s wholesale prices would jump three percent (Cash Box, June 30). RCA, which employs a two-tier pricing structure, also raised the suggested list price of most of its 7-inch singles to $1.49 from $1.29. Comconmitant with the price increases in the U.S., WEA began a “selective pricing” policy in Canada by raising the suggested list price of certain new releases to $9.29 from $8.98.

Further later, CBS and Capitol Records raised the list prices for 7-inch singles to $1.49 from $1.29 (Cash Box, July 14). At the same time, Capitol raised its wholesale price for $7.98 list albums to $4.13 from $4.01 for subdistributors and to $4.20 from $4.05 for retailers.

Shortly thereafter, RCA and A&M Records, effective Aug. 3, raised their wholesale prices to dealers and subdistributors on albums, tapes, and 45s, and raised the suggested list price on 45s to $1.49 and on 12-inch singles to $4.98. (Cash Box, August 11.) Although Red Seal and Pure Gold product on RCA was excluded from the increases, the Red Seal list price jumped to $8.98. In a similar move, Arista Records also increased its album and tape prices to distributors and announced that it has adopted a policy of pricing selected albums at $8.98.

The following week, Polygram Distributors raised its wholesale prices for singles, records, and tapes (Cash Box, Aug. 18). $7.98 list product was raised to $8.42 for racks and one-stops, $4.23 for multi-unit retail-chains and $4.50 for other retailers. Goods listing for $8.98 rose to $4.64, $4.77, and $5.07, respectively. The suggested list price for 7-inch singles rose to $1.49, and the new list for 12-inch singles became $4.98.

Midlines Established

Feeling the effects of the massive returns that threw the industry into a panic earlier this year, the MCA Distributing Corp. became the first major record company to establish a $5.98 list price series for selected product on the MCA and Infinity labels. (Cash Box, Aug. 18.) Two weeks later, MCA notified dealers that it had raised its MCA and Infinity price list for 7-inch singles by an average of 2.7% (Cash Box, Sept. 1). In the company’s seven-tier pricing structure, $7.98 list LP’s now sold from $4.10 to $4.38, while $8.98 list albums ranged from $4.61 to $4.93. The company also raised the suggested list price of its 45’s to $1.49 from $1.29.

Following similar actions by other vendors, CBS threw its hat into the ring when it initiated a number of suggested list and (continued on page 28)

Atlantic recording group Foreigner has had nothing but platinum success since its inception in 1977. Both the debut album and “Double Vision” achieved multi-platinum status, and “Head Games,” which rose to #13 on the Cash Box album chart should follow suit.

The sextet comprised of two New Yorkers (lead vocalist Lou Gramm and keyboard player Al Greenwood) and four Englishmen (lead guitarist Mick Jones, multi-instrumentalist Ian McDonald, drummer Dennis Elliott and bassist Rick Willis) has perfected an engaging, formulated hard rock sound — mixing melodic metal and commercial pop stylings.

The group’s genesis can be traced back to 1976 when Jones (ex-Spooky Tooth) and McDonald (ex-King Crimson), two Britshers who had become transplanted New Yorkers, began to put the pieces of Foreigner together. The songwriting duo recruited session man Greenwood, Gramm’s old partner in a Munich blues band, Elliott (ex-Hunter/Ronson Band) and bass player Ed Gagliardi (who has since been replaced by Willis), and the band was a reality. The aggregate was an unusual balance between various levels of experience, as well as between English and American influences.

Equipped with more than two albums worth of material, Foreigner began to play the West Coast in November, 1976. “Foreigner,” the soft titled debut album, and the first single “Feels Like The First Time” bulleted up the charts, and the band toured incessantly throughout 1977 and 1978.

A string of hit singles followed the bands first world tour as “Cold As Ice,” “Hot Blooded” and “Blue Morning, Blue Day” found Top 20 chart acceptance, and the first two Foreigner albums were certified platinum.

The hard touring rock band’s latest effort, propelled by chart topping title cut (“Head Games” is currently at #13 bullet on the Cash Box Pop singles chart), is a strong indication that Foreigner will continue to be one of the platinum acts of the 80’s.

MUPPET GOLD — The original soundtrack album of “The Muppet Movie” on Atlantic Records was recently certified gold. Show with the gold certification are (l-r) Jerry Greenberg, president of Atlantic, and Jim Henson, creator of the Muppets.

(continued on page 28)
Mobile Fidelity's New Half-Speed LPs Draw Raves From Dealers

by Leo Sacks

NEW YORK — At a time when consumer resistance to rising record prices is greater than ever, the industry is reporting that Mobile Fidelity's Original Master Recordings, which list for $14.95, have turned into a strong holiday seller. All but one of the company's 29 LPs, including its most recent release, "Abbay Road" by The Beatles, are single discs and are sold by most of the 200 record retailers that carry them at the suggested list price.

The company's primary distribution thrust has been at the retail level. According to Steve Bloom, records specialist for Harvey Electronics, a three-store chain in New York area which has been carrying the discs since their introduction to the marketplace two years ago, they have been selling "incredibly well this Christmas. He said that the discs, which are licensed from various record companies by Mobile for remastering and manufacture in Japan on high-quality vinyl by The Victor Company, "are so clean that audiophiles kill for them. No clicks or pops, just the way the engineer intended to capture the sound."

He added, "The quality of the initial pressings were so promising that we knew we had a hot product and that their future sales would be a smash. And sure enough, after those first few environmental sounds and Mystic Moods Orchestra LPs appeared, there was that dynamic大批 of Supertramp, Scredy Dan, John Klemmer, and Zuben Mehta product, which sold out."

Mike Skadeland, eastern regional manager for the Cleveland-based Disc chain, said that "we seem to be building a respectable repertoire. There was an audiophile interest in the recordings from the beginning, and this Christmas we're seeing a lot of the LPs moving as gifts. The store managers are really behind them."

Ben Karol of the King Karol chain in New York said that for the licensing label, "Mobile's sales are like found money, but to the audiophile, they're priceless." Karol said that since the beginning of December, the chain has sold approximately 1,500 Mobile discs at its seven locations. He noted that the records, which are pressed in maximum quantities of 200,000, "are driving the collectors nuts. The sound is fantastic, it's unbelievable."

Stu Ginsburg, a buyer for the California-based Music Plus, 20 stores, said that the single-disc format of Mobile LPs is "about 200-300 every month." Although he keeps the company's entire line in stock, Ginsburg said that his buying habits are cautious in that "It's silly to keep a huge overstock on something that you're paying $10 for."

Big Markup
Mobile's single-disc wholesale for $10.75. Two-pocket sets, including Little Feat's " Waiting For Columbus" and the March release of Neil Diamond's "Hot August Night" LP, are sold for $15 and listed at $21.95, although that price varies throughout the country due to increased freight costs. Although the company pr"

Livingston Joins Atalanta Company

LOS ANGELES — Alan Livingston, former president of the Entertainment Group and senior vice president of Twentieth-Century-Fox Film Corporation, will assume the title of president of Atalanta Investment Company, Inc. on Jan. 1, 1980.

Livingston, who operates Capitol Records, Inc., based in Beverly Hills, is an ISBC and will be concerned with the financing of venture enter-
prise. Consideration will be given to enter-
tainment companies, but the corporation's intention is not to deal exclusively with any one type of business. Livingston, prior to his experience at Twentieth-Century-Fox, had been president and chairman of the board of Capitol Records. He is also president of Television Programming for NBC and a member of the boards of Technicolor and EMF.

Livingston will maintain a consulting arrangement with Fox, and will continue to serve on the Twenty-first Century-Fox Retirement Board.

Fingerprintz

"We're atomic age kids," says Dan Kuramoto of the musical group, best known as Hiroshima. "That's our genera-
tion. Hiroshima was a situation where they dropped the ultimate kind of destructive weapon — but there's a city there, there are people there today. And that's the whole point: the spirit of the people, really, a real, reconstructive force. We got our name out of this concept."

Currently at #159 bullet on the Cash Box Top 200 chart with its debut self-titled Arista LP, the band offers a distinctive sound spawned in the multi-ethnic communities of Los Angeles — a combination of Latin, rock, and oriental influences.

It's not just a matter of fusing eastern music with western music, Kuramoto explains, "but the fusing of the cultures. We just hope that we can get the chance to put it together enough so that we can start to flesh it out."

While seven members of the band are of Japanese ancestry, only one, Kuramoto's wife June, was actually born in Japan. Nevertheless, the Japanese influence is strong, with the incorporation of such things as a Japanese koto, the shakuhachi (bamboo flute), the shamisen (Japanese lute), taiko (ceremonial drums) and various gongs, bells and other percussion instruments.

Still, the band doesn't see itself as playing Japanese music to American audiences. "Our band was formed on the concept that we wanted to address out music entirely to the experience of growing up multi-culturally," Kuramoto explains. "For us, it's about the time that the kind of lines that have been drawn as far as musical categories and such give way to new forms and parameters, something new for the '80s.'"

Founded in 1974 by Kuramoto, who is recognized in her own right as one of the top classical koto players in the country, the band is currently in the process of arranging a tour, with showcase dates at L.A.'s Roxy and San Francisco's Great American Music Hall already scheduled for early January. "We learned a lot from doing the album," Kuramoto adds. "We learned a final approach to the music. Our second LP will begin sometime in June. "But we're more comfortable from the standpoint of dealing with an audience in a live setting. We miss it because for the first time it all was new. So we really look forward to doing that again."
CASH BOX MEANS BUSINESS IN NASHVILLE!

Nashville MUSIC CITY Tennessee U.S.A.
EAST COASTINGS

BROOKLYN BABYLON — The vitality of New York's reggae scene was reaffirmed by an all-reggae concert held recently at Hunter College featuring Sugar Minott, Joey White, and Black Yhuru. Produced by Ken Williams, director of WLIR, New York's all-Caribbean station, the concert offered solid evidence that local reggae musicians, supported by the influence of Brooklyn and the Bronx, are beginning to develop a distinct New York sound. Though White proved to be a vocalistic decisively in the easy listening mold, Minott acquitted himself as a terrific singer squarely in the R&B-based tradition. Yhuru, whose efforts in the studio have garnered the assistance of Keith Richards on guitar, combined the street fighting lyrics of the Last Poets with the outrageous military-cum-greaser style of Funkadelic. This is music with the same impermatur that New York gave to Harlem doo-wop and Lower East Side punk. The doo-wop metaphor also extends to the street gang tradition. Following the New York Times reported that four youths were shot (in the leg, and that one of them was arrested for possession of a .357 magnum handgun. But, potential reggae concertgoers need not be discouraged, reliable sources report that the police are currently considering arrest at Rasta youth gangs and those compelling for the Brooklyn ganja trade.

KISS YOUR FAVORITE JAZZMAN
WRAP in Norfolk, Virginia ran a contest where the listener would be allowed to kiss their favorite member of The Jacktions. Picture are: Epic recording artist Michael Jackson; contest winner; Jimmy Williams, WRAP program director.

The Who performed a concert on Dec. 29 at London's Hammersmith Odeon to benefit the 15-year-old Indian woman from Brooklyn and the Bronx who is Jimmy Lovine's son to produce the next Graham Parker album ... Steve Katz, most recently vice president of A&R for Mercury/Phonogram, is available for production duties. If he can be reached via Michael Deinaplan, whose efforts in the studio have garnered the assistance of Keith Richards on guitar, combined the street fighting lyrics of the Last Poets with the outrageous military-cum-greaser style of Funkadelic. This is music with the same impermatur that New York gave to Harlem doo-wop and Lower East Side punk. The doo-wop metaphor also extends to the street gang tradition. Following the New York Times reported that four youths were shot (in the leg, and that one of them was arrested for possession of a .357 magnum handgun. But, potential reggae concertgoers need not be discouraged, reliable sources report that the police are currently considering arrest at Rasta youth gangs and those compelling for the Brooklyn ganja trade.

Studio Supply Expands
NASHVILLE — Studio Supply, Inc., a Nashville based professional audio company, will open up an office in Chicago. George Zilnick, formerly PR/marketing manager of Streetcree Studios, will manage the Chicago office. The firm has been supplying audio equipment to recording studios for the past 8 years.

NYU Group Offers Evaluation Service
NEW YORK — A resource service for international companies anxious to place their product with an American company has been established by the Music, Business and Technology Group at New York University. The undergraduate class, which is taught by Richard Broderick, a former vice president of RCA Records International, will review records and cassettes sent to MBT Group, Music Ed. Dept., 35 W. 4 St., Rm. 777, N.Y., N.Y., 10003.

Todd, Bly/Hakim Team
LOS ANGELES — Former AOR radio programmer Bill Todd has joined forces with the Bly/Hakim Organization, an independent promotion firm based here. Todd has held positions with KPI in San Diego, KRLY in Houston and WDAI in Chicago. Bly/Hakim provides services to labels, artists, artists' managers, producers and publishing firms.

Royalty Inks Lawrence
LOS ANGELES — Ray Lawrence Ltd. of Studio City, Calif., has reached an agreement with Jack Dubasz, president of Royalty Records of Canada to manufacture and distribute Royalty product in this country.

In its six-year history, Royalty has released 92 singles. 40 LPs and has signed or leased 13 artists.

Parker Promotions Have New Office
LOS ANGELES — John Parker Promotion and Marketing recently opened their new offices in Atlanta, Ga. All correspondence should be addressed to Suite 205, 6445 Powers Ferry Road, Atlanta, Georgia, 30339. Phone (404) 953-0777.

WEA/MARANTZ SWEEPSTAKES — Drawings for the WEA/Marantz Sweepstakes prizes were held by 39 participating dealers on Nov. 26 throughout the country. Music Plus held their drawing right at their Hollywood store. Pictured above (l-r): Alan Peper, WEA national advertising manager; Jake Ratliff, WEA Los Angeles marketing coordinator; Alan Schwartz, Music Plus advertising and promotion director; Bob Kowalski, WEA national director of marketing services; Skid Weiss, WEA national director of public relations; John Parks, Music Plus Hollywood store manager; and Lou Fogelman, president of Music Plus.

WEA/Marantz Plan May Lead To Others

LOS ANGELES — The Warner/Atlantic Corp. (WEA) recently co-sponsored and implemented a retail consumer sweepstakes promotion tied in with the Marantz Co. The WEA/Marantz Sweepstakes promotion, several several WEA national director of marketing services; Skid Weiss, WEA national director of public relations; John Parks, Music Plus Hollywood store manager; and Lou Fogelman, president of Music Plus.

Media Blitz
The campaign included a $5 million national radio and "TV bite by Marantz on behalf of its stereo music systems and components.

The sweepstakes grand prize consisted of a $2,100 Marantz stereo music system. The 2nd through 5th prizes consisted of more than 1,000 albums and tapes selected by the winners from the current catalogs of Warner Bros., Elektra/Asylum and Atlantic Records.

"The WEA/Marantz Sweepstakes," stated Skid Weiss, WEA national director of public relations, "which ran concurrently with Marantz's national advertising blitz, proved out to be the most successful tie-in promotion in our history. What helped make it happen was the intensive preplanning and design work on the part of WEA's marketing people in close coordination with Marantz's vice president of sales and marketing, Martin W. Katz, and Marantz's advertising agency, Chickerin & Howell. Weiss further added that as a consequence of the success of the WEA/Marantz Sweepstakes, a number of consumer manufacturers have expressed an interest in participating in future cross-merchandise promotions, noting that there are no firm plans at this time.

Schoenberger Named To AOR Post At Radio
LOS ANGELES — John Schoenberger has been named to the post of vice president of AOR promotion for Fort Lauderdale-based Radio Records.

Commenting on the appointment, Radio president said, "This is a fundamental step in developing one of the newest and strongest national promotion teams in the industry. All of us here at the label have a great deal of respect and admiration for John, and we believe his presence here will reinforce Radio Record's commitment toward establishing itself as the label of the '80s.'
**Al Kooper Forms New Video Venture**

**LOS ANGELES** — Al Kooper has formed Home Entertainment Network (HEN) with the initial intent to acquire and distribute various videotapes of top recording and concert artists. Product will be culled from existing record company libraries of promotional films and video.

HEN will be a division of Select Video, a major distributor of video software, and will be able to place product into more than 3,000 video hard and software retail locations nationwide. Owning its own state-of-the-art video labs, HEN will manufacture all of its own products.

**Big Orange Fest is Set For Miami**

**MIAMI** — The nation's first major winter music fest, the month long Big Orange Festival, is set to begin in Miami on Feb. 2. The festival is produced by the Performing Arts for Community and Education.

This year's Festival will feature a blend of jazz, classical, country/bluegrass and Latin artists including Woody Herman and his Young Thundering Herd, the Pat Metheny Group, The Earl Scruggs Revue, The University of Miami Concert Jazz Band, the Mark Colby Sextet; Ira Sullivan and Peter Graves among others.

**For The Record**

**NEW YORK** — A story in the Dec. 29 issue of Cash Box headlined "Frisol To Get UJA Award" should have read titled "Frisol To Get Award From American Jewish Commit-tee."

**Another Anti-Nuke Concert Scheduled**

**NEW YORK** — A concert for a Non-Nuclear Decade will be held on Jan. 4 at Town Hall here. The concert which is being sponsored by the Aquarian Weekly in association with WPIX-FM will feature Carolyne Mas, John Hammond, Don McLean, Steve Vergh's Actual Music, Tony Bird, Dean Friedman, Joy Ryder and Avis Davis, Grover, Margaret and Zazu Zaz, Paula Lockheart and Andy Breckman.

All proceeds will go the New York City Shad Alliance.

**Likei 45 Comments On Iranian Situation**

**NEW YORK** — Aurora Records, a New York-based label, has just released "The Captured Fifty" by the Patets. The song, written by Ervin Lieithi, honors the 50 Americans being held captive in Iran.

The release of the record was prompted by the commercial success of the song in its original sheet music form. Published by the Miami and Los Angeles-based Hansen Publications, the original run of 25,000 resulted in a sell-through.

Spurred by the success of the sheet music "to The Captured Fifty," Hansen is preparing a tape issue which will include "The Captured Fifty," entitled "Sing Out America."

**Gielbert To Radio Label**

**LOS ANGELES** — Jimmy Gielbert has joined Florida-based Radio Records as comptroller. He will be located at the firm's Fort Lauderdale home office.

Gielbert has 25 years of experience in various facets of the business, including accounting on both the distribution and manufacturing level, and for the past 15 years, merchandising and marketing concert for major manufacturers, including Atlantic Records, Elektra, Polydor, Tk.

**Ria, Grafis Merge**

**LOS ANGELES** — Graphic arts organization Grafis, has merged with RIA Images in order to provide greater services to both firms' clients. Ria Lewerke-Shapiro of RIA Images will assume the title of vice president of the merged firms. RIA's staff will move to Grafis' headquarters in Los Angeles. Some of RIA's clients are Aristar Records, Inc. RIA will co-publish "Publications" and "The Ria's Guide," a related book, with Olivia Newton-John and Jefferson Starship.

**RAINBOW OVER L.A.** — Polydor recording group Rainbow recently performed in Long Beach, Calif. in support of their album, "Dazed and Confused." Pictured backstage are (l-r): Graham Bonnet and Cozy Powell of Rainbow; Paul Fuhr, program director of KNAC; Greg Miller, Polygram salesmen; Don Airey of Rainbow; Bob Speilsman, western regional marketing manager of Polydor; Roger Glover of Rainbow, Rick Stancato, music director of KRLA; Marty Goldsord, vice president and west coast general manager of Polydor; Ritchie Blackmore of Rainbow; and Jeff Lauer, L.A. promotion manager for Polydor.
IT PAYS TO PLAY — An interesting thing happened to this column on the way to 1980. We can see both sides of the coin was selling, and in fact, we came up with a tale of what 3,000 miles does to jazz. Historically, the west coast jazz scene has differed greatly from the eastern one in terms of the harmonies, energy and color employed. Most of that has changed, but what surprised us was that, while artists who appeared live in Los Angeles and San Francisco in 1979 tended to sell more records, concert appearances in New York, Boston, Philadelphia and Washington didn’t seem to affect sales of records by individual artists. Tower Records in L.A. told Cash Box that, when jazz artists appeared at the Hollywood Bowl Jazz Festival in late summer, sales of their catalogs improved. The main reason is that the records were more alive and that their records were still available. New York’s J&R Records, on the other hand, related that the proximity of the jazz fans to the club whether or not they appear in the Apple, their sales might pick up, said J&R, but not necessarily sales of their latest discs. Moreover, the performances didn’t automatically make one artist sell more, but it did seem to encourage sales of almost all jazz records.

CLASSIC JAZZ — Jazz was so popular in ‘79 that when the management of the Bottom Line in New York decided to expand into classical music, their first program was loosely entitled “The Influence of Jazz On 20th Century Music.” The star was New York Philharmonic soloists Paul Johnson and guest Aaron Copland. While the program could be researched better for examples of jazz-influenced classical music, the lecture-performance was consistently entertaining, featuring music by Debussy, Stravinsky, Schonberg, Geschnaid, Copland, Bolcom, Baevis, and Vaughan. The only real jazz came from Stravinsky, who incorporated jazz harmonies and rhythms into what sounded like “The Voiga Boatman.” There were some technical and technical errors, such as Copland repeatedly calling jazz musicians “the jazz boys,” and Jacobs’ reference to “Down by the Riverside” as a work song (lit. a spiritual). The final denouement was the age-old controversy over “serious” music versus...? Judging by the selections chosen for the concerts, many “serious” composers appear to have an immature attitude toward jazz.

MVPs: The New York Chapter of the National Academy of Recording Arts and Sciences recently held its first Most Valuable Player Awards presentation since 1972 at Michael’s Pub. The winners included (in order of presentation) Ronnie Cuber, Randy Brecker, Michael Brecker, Eddie Daniels, Frank Owens, Richard Tee, Ralph McLaughlin, Urbie Green, Ron Carter, George Young, David Sanborn, Steve Gadd, Will Lee, Jim Buffett, George Marge, Jay Berliner, Jeff Mironov, Vinnie Bell, Pat Boillot, Don Grolnick, Toots Thielemans, and Pat Fi Austin. MUSICIAN’S MARATHON — “Clifford walked right up to me straight as can be,” said one musician, voicing his surprise to Clifford Jordan’s successful operation. The tenor saxophonist had a trip rebuilt with the help of museums and influenced by his friend from the tribute to him at Leviticus. 500 people attended, and every one of the 100 musicians who came to play got to play a piece that was inspired by Jordan. This was the second Fund-raising marathon that has been sponsored, organized and performed by musicians in recent weeks. The first was a tribute to the late Willie Ware, and the next, for bassist Sam Jones, will be held at the Symphony Space in the Apple on Jan. 14. Jones, who has played with most of the major jazz artists in the world, is in need of medical treatment for a serious ailment.

FOR THOSE WHO LIKE PICTURE BOOKS — “The Golden Age of Jazz,” is a well-spring of information by feelings by William Gottlieb. His 1930s and 1940s “bebop” was jazz, and for all of us, it was his love as well. As the introduction states, all you need is the music for the photos to come alive. They are stopped frames that suddenly come alive before your eyes. Soke. Smokes darts from the feel of a cigar; a man fans oil a beautiful Juno Chris as his data gives him a scornful look; Miles Davis intensely studies Howard McGhee. There are also photos of sketchy Mary Lou Williams, a pre-note-dibbed Barbara Carroll, and pugdy Doris Day. The book is a must of one is interested in matching faces with names.

DISK BITS — From Comes “Anthropo-logic” by Mack Goldsby, “Infant Eyes” by Charles Earland, “Hot House” by Walter Bishop, Jr., “The Heavy Hitler” by Eddie Lockjaw Davis, “Jimmy” by Heath and “Dabbark” by Steve Giordano. Variations Records is now distributing Versatile Records via its own distribution pact with Arista. Variatec’s first releases under the new agreement will come in the first quarter. They will include the Brian Auger’s “Good Mojo,” a Carol Splinter, musician for radio station KJAZ, and a special two-disc set from Carmen McRae with special guests. Look for collections from John Hammond, Jr., Hank Crawford and Jorge Dalto in the near future. Roulader will release three more Black Saint albums in the U.S. They are: the Steve Lacy Quintet’s “Troubles,” the Chico Freeman Quartet’s “No Time Left,” and Kalaparusha Maurice Molyneux’s “Peace and Blessings.”

arnold jay smith

JAZZ ALBUM PICKS

LIVE UNDER THE SKY — Galaxy All Stars — Galaxy GXV-9501 — Producer: Ed Michel — List: 15.98

Three groups make up this two-record set done in Tokyo and they are all stars indeed. Pianists Red Garland and Hank Jones lead two of them, with Japanese saxophonist Saday Watunabe playing first with a combo made up of Garland, Richard Davis on bass and Roy Haynes on drums, and later with Jones, Ron Carter on bass and Tony Williams on drums. There are eight straight-ahead tunes, either standards or jazz, including “Autumn Leaves,” “I’ll Remember April.” Equinox.


Side one of this tour-de-force for alto saxophonist Blythe is an all-encompassing almost 18-minute cuet between him and bassist Abdul Wadud. It lacks nothing in the improvisation department, and becomes neither dull nor redundant for a single ear. The second side showcases Blythe with fellow avant-garde musicians Ahmed Abdullah on trumpet, Bob Stewart on tuba, Steve Reid on drums and Muhamed Abdulah on percussion.


Cherry, Hadim, Redman and Blackwell are all alumni of Ornette Coleman’s revolutionary groups. The opening track of each side was composed by a different member of the group adding a composition to round out the album. But the emphasis is not so much on composition as it is on support between each and among all. “Oblivion: L.A.” has the composer-tenor saxophonist Redman, playing an East Indian melody on a musette, with drummer Blackwell providing rhythm.

TOP 40 ALBUMS
EAGLES COME HOME FOR CHRISTMAS — In Los Angeles for a rest between a long run of concert dates, Eagles' members Tim Schmidt and Don Felder stopped by KLOS radio for a visit with afternoon personalities B. Mitchell Reed. KLOS will air an interview with Reed and the Eagles when the group plays L.A. in March. Relaxing (l-r) are Eagles' Schmidt and Felder, and KLOS' Reed.

NEW FORMATS — WDQM-AM/Columbus, Georgia, recently dropped its Top 40 format in favor of a pop-adult audience on the air. This decision was reached by Solar Broadcasting Company, parent company of WDQM. Bernie Barker, vice president of Solar, explained, "We're just growing up with our audience. We see a need in the community for a greater adult programming approach and we have a fantastic physical facility with which to accomplish these ends." WDQM-San Jose has been experimenting with an FM album oriented rock 'n' roll format including special programing found nowhere on any FM stations. The station's aim is to provide more music and a greater in-depth look at the artistry of some of the world's most popular rock 'n' roll bands.

CONFERENCE CALL — Anti-Muscolo's 4th Annual Southeast Radio Conference is scheduled for Feb. 1-2. The conference will take place at the Regency Hyatt House in Nashville, Tenn.

AWARDS — WBCN/Boston newcomer Danny Schechter, "Your News Dissector," was honored with a round of applause for work on "The Joe Oteri Show," a nationally syndicated 90-minute talk show. The award was presented to Schechter during the televised broadcast of the Boston/New England Chapter of the National Association of Television Arts and Sciences (NATAS). Les Coleman, Washington, D.C., was the recipient of two awards in the 1979 New York State Associated Press Broadcasters Association awards competition. "Runaways," an 11-minute documentary focusing on the problems of young runaways, won Best Documentary, and Associated Press also awarded WABC an honorable mention in the category of Best One-Day News Effort.

COAST TO COAST BROADCAST — Coast to Coast is a new radio variety-interview broadcast to begin Jan. 7, 1980 live from San Francisco. The three-hour show will be hosted by Rick Forrester and will feature discussions between newsmakers, political and business leaders, authors, stage and screen stars, foreign dignitaries and others. The show is produced by the Woodruff Foundation based in San Francisco.

STATION TO STATION — The ABC Radio Network has moved WOR/New York to the ABC American Entertainment Network and added WINS/New York to the ABC American Information Network... WMMR/Philadelphia rocked in the picture by playing the top ten albums of the decade on the station's listeners. Led Zeppelin led the way with four LPs, the Who placed two, Bruce Springsteen, Fleetwood Mac and the Rolling Stones each, and the number one honors went to Dire Straits with "Dark Side of the Moon"... The WMMR/Cleveland "Thunderbust" shirt is on sale at various retail outlets in the Cleveland/Akron area. The profits from the sale of the t-shirts will go to establish a scholarship fund for Cleveland State University's Communications Department... WRKO/Boston has been named the official Boston area radio station of the 1980 Winter Olympics... Mercury recording artists Oak recently stopped by WDQ/Worcester to be guest announcers on the air and to sign autographs for their fans... WBAL/Baltimore's long island rock station had the old and rolled into the new with the Best Music of the Decade. The station entirely tracked without interruption, the top 100 albums of the decade as voted by its listeners.

NEW JOBS — Ivan J. Houston, chairman of the board and president of Golden State Mutual Life Insurance Company was recently elected a director of Metromedia Inc. Also at Metromedia, Stuart Subotnick was elected vice-president-taxation and Thomas Dougherty was named vice-president-regulatory affairs... Ron Rice was named general manager of WJWL/WWOR/Buffalo... Rice comes from WXL/Boston where he was local sales manager... At WMMR, Jane Norris has been promoted to music director, Mark Goodman, assistant music director and Marcia Hrashion will now be public relations director... Frances Ming has been named editorial/community affairs director of WABC Radio... New morning man at WAFW/Worcester, Cary Paull, was welcomed by PD Dave Lee Austin during a live broadcast from American Discount Auto Parts in Worcester.

EAGLES COME HOME FOR CHRISTMAS — In Los Angeles for a rest between a long run of concert dates, Eagles' members Tim Schmidt and Don Felder stopped by KLOS radio for a visit with afternoon personalities B. Mitchell Reed. KLOS will air an interview with Reed and the Eagles when the group plays L.A. in March. Relaxing (l-r) are Eagles' Schmidt and Felder, and KLOS' Reed.

FCC Denies ACLU Radio Petition

Radio Petition by Joanne Ostrow

WASHINGTON — The FCC voted unanimously to deny the February 15 radiotelephone petition which asked the agency to rescind its proposed rulemaking on radio deregulation. The petition, filed by the American Civil Liberties Union and others (Cash Box, Nov. 17), was turned down although the commission did note that certain background materials would be made available for public inspection, as the petition had urged.

Petitioners Argue

The petitioners — ACLU, Black Citizens for Fair Media, Consumer Federation of America, ECUMEDIA, National Citizens Committee for Broadcasting, National Citizens Communications Lobby, Media Reform Committee of the National Organization for Women, Public Broadcasting Center and WCN Listeners Guild — had argued that the FCC's proposal for radio deregulation was not supported by research and that the methodology used in compiling the date should be made public.

The FCC agreed to make additional material public at its Washington headquarters, but declined to place such material in Federal libraries around the country. The petitioners also stated that the commission had failed to consider certain background materials and had not properly considered the petition's arguments.

The commission also turned down the ACLU's request that it publish the results of its large scale levying ascertainment requirements in small markets. That information, the FCC said, is still being evaluated.

Committee Refuses

The commission refused to make the authors of certain affidavits appended to the rulemaking notice available for cross-examination, nor will staff members be required to place reports of their contacts with FCC commissioners in the public record," its order said. The petitioners also asked for an extension in the time for filing comments on the petition, and the commission had denied a request to do so.

The petitioners had said that the seven months allowed for the filing of comments (since the original announcement) had been adequate. (However, a 30-day period will be allowed in which to comment on corrected data from Indiana and Michigan.) The FCC’s background material will be available in the next two weeks.

And WBLs Top Fall ARB’s In L.A. & N.Y.

LOS ANGELES — Without Dodger baseball in the picture, one of Los Angeles’ summer ratings leaders, KABC, took a substantial drop in Arbitron’s October-November survey from 8.6 to 6.0, while KBIG’s beautiful music format took top honors with a 6.1.

Album rocker KMET continued to dominate as the leading music station, but dropped a bit from 6.2 to 5.8. While all news stations of KBWB remained steady dipping slightly from 4.2 to 4.1, adult formatted KMPC fell off from 3.9 to 2.8.

KTHI remained at 3.8. KFI rose from 3.0 to 3.3 and KJLH made its first noticeable increase in months up from 1.8 to 2.4. Disco KUTE was up from 2.4 to 2.6 and country KLAC came in 4.3.

In New York, WBLF-FM maintained its #1 status as the top rated radio station in that city. Despite a noticeable drop from its summer ratings (7.1 down from 8.7), WBLF still edged out closest competitor WKTU-FM which was up from 6.6 to 6.8. WOR was next with a 6.6 followed by WCB-AM with a 5.4. Contemporary WABC continued to slump from 5.8 to 4.6.

Other stations that showed an increase over the summer book were contemporary WXCI, up from 2.8 to 3.2 and WCSS-FM, up from 2.5 to 3.1. Album rockers WNEW-FM (2.7 up from 2.3) and WPX (1.2 up from 1.1) also showed upward growth. All News WINS pulled a 4.4 and all talk WMCA a 3.2.

These numbers represent total shares, Monday through Sunday, 6 a.m. to Midnight.

Starship Broadcasts Live New Year’s Eve

LOS ANGELES — Jefferson Starship will perform in one of the largest live rock broadcasts on Dec. 31 beginning at 8:30 P.M. The DIR Broadcasting/Pabst sponsored show will be broadcast live to 170 radio stations reaching an approximate audience of 25 million listeners.

The live broadcast will be received by four countries in the Pacific area with another 25 nations throughout Europe and South America carrying it on tape delay.

Alix Named GM Sales TM Special Projects

LOS ANGELES — Jack Alix was named general sales manager of TM Special Projects, effective Jan. 1, 1980. TM Special Projects is one of the TM companies based in Dallas. Most recently, Alix was regional sales manager at WRKO/Richmond, Va.
NEW YORK — The new Telefunken recording of "Jephtha" by Nikolaus Harnoncourt and the Concentus Musicus Wien received its world premiere at the London Coliseum, where it was given in a concert of works by Handel and Haydn.

On a promotional cassette supplied by Telefunken, Harnoncourt calls "Jephtha" "one of the most interesting and emotional works of Handel" and notes that the oratorio elevates a more advanced style than his earlier work, anticipating the classical style. "The patterns of 'Jephtha' "are more like early classical patterns and not like late baroque patterns," states Harnoncourt, a musicologist and authority on 18th century performance practice.

Whether or not this is true, "Jephtha" is certainly a remarkable achievement. While there are few great melodies or choruses on the scale of those from "The Messiah," the oratorio has an inward spirituality that makes it quite distinctive. In addition, its unusual chromaticism does seem to foreshadow the later experiments of Haydn and Mozart.

LABEL NEWS — More details have been released about Noneuch's next release, the long awaited "Mozart: Westmead." The LP release are "Music For Violin and Piano" by Franz Schubert, "f performing violinist Ulf Rosendahl and pianist Joseph Kalichstein," an album of 18th Century French cantatas and instrumental pieces, performed by soprano Ann Menovsky and the Concert Royal under James Richman's direction; premier recordings (on the same disc) of Donald Martin's "Triple Cello Concerto," performed by the Group for Contemporary Music under Harvey Seltzer's direction: "Songs By Sergei Rachmaninoff & Ernst Chausson," performed by mezzo-soprano Jan DeGaetani and pianist Gilbert Kalish: an album featuring the music of Jacobean England, performed by clerks of Oxford under David Wulstan's direction: and Ensemble Intercontinentale in Handel's last oratorio, which deserves to be much better known. Part of the charm of this four-record set in the original baroque instruments. But the primary reason for its success is the outstanding group of singers assembled for the recording, including Elizabeth Gale, Glenda Louisa, Gabriele Sima, Werner Hollew, Paul Esswood, Thomas Thomschke, the Mozart Sings, and the Arnold Schoenberg Choir.

The recording is a massive one, with performances by the Academy of St. Martin in the Fields, the Baroque Ensemble of London, the Capella dei musicisti, and the London Festival Orchestra. It is a true celebration of the music of the 18th century, and a fitting tribute to the memory of Nikolaus Harnoncourt, who has given us a new appreciation of this music.
Christian Concert Set For March 20
by Don Cusic

NASHVILLE — The first Christian Concert Promotion Seminar and Showcase will be held on March 20-22 in Tulsa, Okla., at the Oxford Moorings, a conference hotel, and will feature a number of record industry personnel, talent and booking agents and artists participating. The event is being organized by Rodney Swall of Sonshine Concerts.

The major sessions will be held in the afternoon, focusing on such subjects as bookings, promotions, management, booking agent and artist involvement in the concert. Several seminars will be held on the catalog and handling topics such as press releases, posters, newspaper ad layouts, church involvement through youth ministries, literature and other Christian organizations' involvement, technical production in light, sound and stage, arrangements for the artists' arrival and departure, backstage privacy, stage help and the use of radio advertising, co-sponsorships, interviews, and ticket and T-shirt giveaways.

The evenings have been set aside for preview sessions where Christian artists such as Andrus-Blackwood & Co., the Archers, Wendell Burton, Cynthia Clawson, Jamie Owens-Collins, Phil Johnson, David Mays, Dan Petrol, Haley, Tim Sheppard, Sweet Comfort Band, One Truth and the Wall Brothers will perform.

Among those involved in the music business who will be participating in seminars are Linda Hill, Bob Mackenzie, Gary McGarrie, Eddie Mesnick, Linda Miller, Bill Murray, Don Raines, Terry Sheppard, Buddy Huey, Wes Yoder, Craig Yoe, Wayne Coombs, David Berenike, Mike Benson, Dan Collins, Doug Corbin, and Rick Griffin.

The cost of the seminar is $175 and includes meals, ground transportation, seminar lectures and a tour of the Oral Roberts University campus, Sonshine Concerts is located at 7010 South Yale, Suite 106, Tulsa, Okla.

Flipside Wins ELO Merchandising Contest

NEW YORK — Flipside Records in Chicago has won the Electric Light Orchestra "Discovery" contest, a national merchandising match sponsored by CBS Records.

The Flipside chain won a customized ELO "Discovery" van, featuring an ELO artwork on the outside panels.

Participation
All 21 CBS Records branch offices participated in the contest which drew extensive account participation. Winning CBS branches included New York in the Northeast region, Chicago in the Midwest, Houston in the Southwest, San Francisco in the West, and Atlanta in the Southeast.

The contest was created and coordinated by the national merchandising and marketing staffs of the CBS Records Associated Labels.

Benson Company Promotes Two; Names One salesman of The Year

NASHVILLE — The Benson Company has announced the appointment of two individuals to top level positions and another as salesman of the year.

Named director of promotional promotions is Don Krumm. Krumm's job will entail all promotion of choral music including advertising, campaigns, all publicity regarding Benson publishing, the Benson choral club and sending review copies of music. He will also represent the Benson Co. at music clinics across the country.

Roy 'Bubba' Smith was named director of song promotion and development for the company. His function includes working with the Benson staff writer to promote their songs as well as promoting the entire Benson catalog.

TOYS FOR TOTS — Epic/Cleveland international artist Ellen Foley performed recently at WNEP-FM's "Toys For Tots" concert at Avery Fisher Hall in New York. Picture backstage are: Caroline L. Fields, publicist with Epic/Cleveland International; Rich Mossey, director of marketing and promotion for CBS Records; Lennie Petze, vice president of national A&R for Epic; Dan Dempsey, senior vice president and general manager of E/P/A; Scott Muni, program director of WNEP-FM; Fokey; Ian Hunter; Dick Asker, executive vice president and chief operating officer of CBS Records Group; and Paul Smith, senior vice president and general manager of marketing for CBS Records.
**MCA's Foglesong Capsules 1979**

**And Looks Forward To A Prosperous Year**

**by Don Cusic**

NASHVILLE — “It’s really a team effort,” said Jim Foglesong in describing the MCA Nativity Project. In addition to Foglesong, the staff includes Chic Doherty, Irv Woolsey, Tony Taburanno and Jerry Bates as well as a number of other departments.

The merger that brought ABC and MCA under the MCA umbrellas and made the Nativity Project possible was easier because of the teamwork, according to Foglesong. "When I came here, there has been an evolution from the president of a small label, Dot, to a larger country label, ABC, to now the production and country division of a mammoth label, MCA."

These transitions have not been easy for Foglesong. "In the nine years I’ve been in Nashville, I’ve had six different bosses to report to during that time,” he stated. “But we’ve always managed to do well in these sales and mergers because we’ve always operated in the black. We may not have made a lot of money during some of those years, but we’ve always shown a profit.”

Foglesong added that the profitable Nashville division was a major factor in MCA’s decision to purchase ABC Records. After the merger, MCA had a roster of 36 acts, which has been trimmed to 26. The team that Foglesong had assembled at ABC was kept intact for the move to MCA’s Choc Doherty when the merger was made. The big difference, according to Foglesong, is that Doherty has his own producing — from the five or six acts at Dot to one act now because the administrative duties take so much of his time.

“I really miss producing” said Foglesong, who had been a producer for most of his twenty years in the music business. “I have a corporate background and it’s the only way Foglesong, who had been with CBS and RCA before joining Dot. “That’s a major reason I’ve done well with these mergers. I know about selling and being adaptable. I’m a team player.”

**Communication**

Communication is a key in working within a large organization like MCA. In addition to solving the day-to-day problems of the label, Foglesong said it also helps to have knowledgeable and talented individuals working in all other departments. "I had a pop act, like Fate VanHoy here, the best way is to get the pop guys in L.A. excited because we need their help to break a pop act. Nashville will always be the home of country music and our specialty here is country music. We have one of the best promotion departments in town but I don’t want to be totally autonomous because I want to be part of the overall thing and involved with the company at all levels. There are too many good brains to pick within this organization.”

Foglesong stated that “we’ve had a good year” while admitting that the inflation and economic recession have hurt. The list price for MCA product is $7.98 with a special discount list price at $4.98. Last summer the company ran a catalog promotion that was projected to gross $53 million in sales. Instead, grossed over $4.5 million. “At one time we almost couldn’t get the product out as fast as the demand,” said Foglesong. He added that MCA is planning a major marketing campaign at the beginning of 1980.

Besides the major marketing campaign set for early 1980, the biggest project MCA will be facing is the Loretta Lynn movie, “Coal Miner’s Daughter” starring Sissy Spacek. The label will be heavily involved in the promotion of the movie as well as releasing a soundtrack of the movie song by Sissy Spacek.

Looking ahead, Foglesong said “I’m really eager to get moving on the video disc.”

(continued on page 16)
Since that time of the season when everyone is looking forward to a brand new year, we thought it might be interesting to contact a few of the music biz people in Nashville and find out either: a) their new year’s resolution, or b) what they hope the new year brings. Here are their thoughts:

Jerry Flowers, RCA Records: I resolve never to make New Year’s resolutions (so I won’t have to think of witty things to say at the last minute!).

Sue Binford, CBS Records: In 1988, I resolve to have my tonsils out during Fan Fair, and my appendix during CMA Week.


Jo Walther, Bally, Inc.: As we move away from the economy, I am looking for a stabilizing effect in the industry to give us all more security. I think countrymusic is going to be the music of the decade and I’m looking for a resurgence of main-line or traditional country music.

Jimmy Bowen, Elektra/Asylum: I want to see the industry get back to the music.


Wade Coklin, Casablanca Records: I want to see less blank tapes and recording machines sold, and more records and pre-recorded tapes sold in 1980.

Charley Pride: I want to keep my fans happy; my career going, and to keep on keeping on.

Frances Preston, BMI: Because of the economic situation and problems with the OPEC nations, it is an emotional time for Americans. I think in 1980, music will probably play a more important role in people’s lives than it has in many years.

Carry Baker, Ovation Records: More that the business is prosperous in the ‘80s; and that it decentralizes to include such well-equipped markets as Chicago, Minneapolis, Cleveland and Detroit on a production level.

Linda Nash, Cachet Records: Nash is originally from Toronto, so she resolves to say “morning” with a Toronto accent.

Doe Ygama, Little Giant Records: If it had only two wishes in this world, I would definitely want world peace, and to work four days and get paid for six.

Martha Haggard, RCA Records: To get the record industry really rolling … on skates — your roller skating publicist.

Buddy Killen, Tree Publishing: My resolution is to continue doing what I have been doing, only more so and hopefully a lot more better, want to continue to try and find new ways of generating more success for the company.

Brian Fisher, Ovation Records: I’d like to see us keep it country.

Tandy Rice, Top Billing: The main thing I am committed to is seeing Top Billing continue as a base strength in the country music here in Nashville, We’re dedicated to continuing the pace and energy. I want to see Nashville claim its rightful place.

John Dotson, RCA Records: In 1980, I’d like to see reduced use of the phrase “small-scale production.”

Charlie Monk, April/Blackwood: My resolution is to show my wife that I love her more than I do my job.

Jerry Seiblott, United Artists Records: I’d like for everybody to have the same outlook on life that I have. Everything is never as black as it’s painted, nor as good as it’s promised.

Tex Davis, Monument Records: My resolution is to double my list of friends in 1980, and give them all lots of reasons to put me on their list as well. May the mighty Monument Flag of friendship wave all year on the flagpoles of every radio station in the world.

Dianne Petty, SESAC: I hope that the positive energy, new camaraderie and the new-found unity that has developed between the SESAC staff, writers and publishers continues to grow in 1980. “Unless everyone is happy something is wrong.”

Frank Lefell, Mercury Records: As we embark upon a new decade, I wish for greater understanding and peace on earth.

Duanne Allen, The Oak Ridge Boys: I would like to see the Oaks’ career continue to rise as it has in 1979 so I can continue to enjoy the real part of it, which is passing it along to others.

Ed Shea, ASCAP: “The worst, first;” each day as I come into the office, I will tackle the biggest problem or task that needs attention.

And in closing, we would like to wish everyone a very happy, prosperous New Year!

Jennifer Bobler

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**SINGLES TO WATCH**

**EARL SCRUGGS REVUE** (Columbia 1-11176)

Blue Moon Of Kentucky (3:28) (Peer International Corp. BMI) (B. Monroe)

JOHNNY DUNCAN (Columbia 1-11177)

Play Another Slow Song (3:28) (Cross Keys Pub. Co., Inc. ASCAP) (K. Kane/R. Kane)

SHEILA ANDREWS (Ovation 1138)


JEAN SCHWEITZER (Nashville West 11383)

Vibrating Love (2:59) (Roots Music — BMI) (Bowden/Schweitzer)

LENNY BANAY (Savvy 545-105)

My True Confession (2:36) (Brookway Music/Janelt Music BMI) (Larry Brookway)

BILLY HAY (MCA 11104)

The Bottom Of This Bottle (3:00) (Western Pride Music Co. BMI) (Ray Frushay)

ROGER MCDOWELL (Stats RH-10008-1)

It’s Walking Out The Dry (3:07) (Rogers Music BMI) (Roger McDowell)

SPRINGER BROTHERS (Elektra/A Suspension E-46575)

What’s A Nice Girl Like You? (3:25) (Acuff-Rose Publications, Inc. BMI) (Kennie Walker)

NANCY JEWELL (Pickin’ Post PP-0779-1)

Plead With You Again (3:40) (Leads Music/Patchwork Music ASCAP) (David Loggins)

JOEY MARTIN (Door Knob DK 9-119)

Without You There Is No Me (2:36) (First Lady Songs, Inc. — BMI) (Chuck Howard)

ANN J. MORTON (Fancy Music BMI)


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**RCA And Bally Promote Parton**

NASHVILLE — RCA Records and Bally Manufacturing teamed up in a unique cross-promotional effort for Dolly Parton. The recent introduction of the Dolly Parton pinball machine by Bally provided an opportunity for a cooperative venture to strike at Dolly’s broad base of appeal.

Bally provided machines and RCA provided the records and point-of-sale material for radio-tied and in-store giveaways across the country. Radio stations offered Dolly’s listeners contests, which included record giveaways, and culminated in a drawing for the winner of a Dolly Parton pinball machine at a radio station.

Working with a record company was not untried turf for Bally. According to Carol Mart-Porth, advertising and sales promotion manager at Bally’s Hollywood division, “It was important that we make sure the machine was reduced to RCA from the record company’s total cooperation. Due to the excellent, professional support we received from RCA, the machine was a tremendous success at our trade show this year.”

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**WWVA Honored For 53 Years Of Broadcasting**

NASHVILLE — WWVA Radio in Wheeling, West Virginia, a 50,000 watt station that began broadcasting Dec. 13, 1926, recently celebrated 53 years of broadcasting country music. Wheeling Mayor Guyler Ewing proclaimed the week of Dec. 8-15 “WWVA Recognition Week” and commended the station for providing “education, news and entertainment to several generations of citizens in Wheeling.”

Jamboree U.S.A.

The proclamation also cited the WWVA Jamboree and “its attractions that have appealed to residents throughout our nation and across its borders.” Jamboree U.S.A., sponsor of the Jamboree in the Hills, attracts over a quarter million people to Wheeling every year, making it one of the largest tourist industries in the tri-state area.

More than 300 people attended a celebration hosted by L. Ross Felton, vice President of Columbia Pictures Radio, Inc. Those attending included Jo Walker, executive director of the Country Music Association; Fred Lester, vice president of Columbia Pictures Radio Stations, Inc., and Wynn Abbey, vice president of Columbia Pictures Radio, Inc.
TAR FOR CHILDREN — Tor Productions sponsored a Christmas party to raise funds for The Children's Bureau of Los Angeles. Pictured singing Christmas carols are R (Recording artists Pat Hodges, Yvonne Elliman, Deniece Williams and Andrae Crouch with friends.

THE RHYTHM SECTION

HERB ALPERT ON BLACK RADIO — Herb Alpert, co-founder, vice chairman and A&M Records recording artist recently spoke out on the credibility of black radio stations around the country during a recent interview at the Mike Douglas Show. Alpert revealed that black radio stations were the first to believe in and play his single "Rise," which was his first number one record in ten years. Alpert's comments will be aired nationally on that show, on Jan. 28 on CBS.

WTLC/CENSUS COUNTDOWN 80 — WTLC/FM in Indianapolis is planning the largest census campaign in its history to assist in creating an awareness and education for the public about the census count. The campaign will be backed with some 200 public service announcements beginning Wednesday Jan. 15 - 15. Al Hobbs, general manager of the stations, successfully performed a black bandwagon to the Grove in Los Angeles and their station will make a big effort to ensure that it does not happen in the Central Indiana area again during this census count. The WTLC/Census Countdown 80 is being designed to impress upon the black community the importance of cooperating with the census bureau. The station's multi-faceted campaign will involve 60 second spots, special interview programs and call-in shows designed to ensure that the census procedures "come alive" for the Indiana listener. The station will be promoting a wide variety of events to increase community knowledge of how the census works, and they are hoping that stations across the country jump on the bandwagon and create similar campaigns.

PROGRESSIVE MUSIC WILL PROGRESS in '80s — Vernon Slaughter, vice president of jazz/progressive marketing, at CBS Records says, "I believe the '80s will be called the progressive era. Progressive music is a growing entity, and will be growing for a while, after what some may define as a temporary stall in disco music. At this point, radio stations have been moving away from your disco oriented music, programming music that has more progressive feel."

Noting some of the producers and artists that have leaned toward a more successful progressive sound, Slaughter said, "The Stephanie Mills album produced by Mtume, the Michael Jackson album, produced by Quincy Jones and the Crusaders album, self-produced, are examples of some of the biggest albums of '79 moving into '80, all with a progressive base. Creatively, these albums express the trend that progressive music barriers are being broken. With a great deal of black music, the trend now seems to be mixing several elements together coming up with product that is fresh. Progressive is mixing elements, and the progressive producers have taken a step forward, opening a lot of new areas for '80.'"
1  THE SECOND TIME AROUND/RIGHT IN THE SOCKET
   SHALAMAR (Vocal/RCA - LP/12")  3  8
2  WEAR IT OUT
   BERYL (Worl Bros - 12")  1 11
3  VERTIGO/RELIGION
   MY FIRE
   DANNY HARTMAN (Blue Sky - 12")  6  7
4  DEPUTY OF LOVE
   DON'JAH & THE 2ND AVENUE RHumba BAND
   THE RHYTHM
   DETROIT  2  12
5  I'LL NEVER BE YOUR LOVER
   OUTSIDE (Vocal/12")  8  7
6  DON'T LET GO
   ROSA MARIE (Vocal/12")  5 12
7  NO MORE TEARS
   (ENOUGH IS ENOUGH)
   BARBRA STREISAND
   ELLIS ISLAND (Vocal)  4 10
8  SMACK DAB IN THE MIDDLE
   JANICE MCCLAIN
   (Worl Bros - 12")  11  6
9  CAN'T STOP DANCING
   STRAIGHT
   MICHAEL JACOBY
   (Motown)  12  7
10  LOVE MASSAGE/GOOD AND PLENTY
    MUSSOLINO (Vocal/LP)  7  8
11  ROCK IT
    DERRICK WASHINGTON
    (Vocal/12")  10  7
12  DO YOU LOVE WHAT
    YOU FEEL
    KURTIS AND CHAKA
    MUSIQUE (Vocal/12")  16  5
13  LOVE AT CANDOR
    GREGORY
    (EPIC - LP)  9  8
14  NIGHTDANCER
    DANCIN' SENSE
    (RSD)  13  9
15  ON THE RADIO
    GORDON SUMMER
    CASABLANCA (Vocal/12")  18  5
16  I'M CAUGHT UP
    DANNY LP
    15  6
17  ROCK WITH YOU
    WORKING FOR THE Weekend
    (Atlantic)  20  3
18  BODY SHINE/SLOP, SLAP, IN
    INSTANT LUV
    RANDALL J.M.
    RUSH LP  23  5
19  STRAIGHT FROM THE HEART
    LOOSE CHANGE
    (Vocal/LP/12")  22  2

20  THANK GOD THERE'S
    MUSLIM/LUCIA CAN'T DANCE
    WITHOUT YOU
    TITO WINSLEY (Vocal - LP/12")  26  3
21  DANCING ALL OVER THE WORLD
    BUSTA (Vocal/RCA - LP/12")  24  4
22  THIS (ALL CUTS)
    THE JAZZ
    JAZZ CONCERT (Vocal)  25
23  I'LL TELL YOU
    SERGIO MENDES (Vocal - 12")  14  13
24  TAKE ALL OF ME
    BARBRA STREISAND
    JEWISH PAVILION (Vocal/12")  26  5
25  DANCERS OF DISCO
    THE DISCOMadness
    (Polydor)  30  3
26  BODY LANGUAGE
    THURBER'S DANCE
    (Vocal/12")  19  7
27  BLOW MY MIND
    CHITTEL
    (EPIC - LP)  33  2
28  LOVE INJECTION
    TRUSSELL
    (Vocal/12")  36  2
29  READY FOR THE
    80'S/SLEAZY
    (Vocal/LP/12")  32  3
30  I CAN'T TURN THE BOOGIE
    DREW THE CONTROLLERS
    (K-T. 12")  35  7
31  YOU KNOW HOW
    TO LOVE ME
    SYLVIE VARTAN
    ARISTA (Vocal)  37  2
32  U.N.
    THE DISCOWAX
    U.N. (Vocal/12")  38
33  DANCERS OF DISCO
    PEACHES & HERB
    POLYDOR (Vocal/LP/12")  29  4
34  I CAN'T HELP MYSELF
    ROMANTIC POETS
    MTS (Vocal/12")  1  1
35  HAVEN'T YOU HEARD
    LOVE THE NATION
    POLYDOR (Vocal/12")  1  1
36  MONEY
    THE FLYING LIZARDS
    KOGAN (Vocal/12")  1
37  MOSKOW DISKOW
    MOSKOW DISKOW
    (Vocal/12")  21  14
38  E-MC2 ALL CUTS
    GORDIA
    (Casablanca - LP)  1
39  I THINK I'M ALONE
    THE DISCOWAX
    (Vocal/LP/12")  1  1
40  THE RAPPER'S DELIGHT
    THE RAPPERS
    (Vocal/LP/12")  29  9

COMPILATION FROM THE DANCE RESPO, AS REPORTED FROM THE TOP DISCO PROGRAMMING ARTISTS. - 12" AVAILABLE TO X.

PROGRAMMERS PICKS

DANAE JACOVIDIS
BOSTON
Sabu (Entire LP)
Sabu - Ocean
Why Do I Do It
Why Do I Do It
High On Your Love
High On Your Love
Moonlight & Muzak
Moonlight & Muzak
Thank God Theres Music
Thank God Theres Music
Queen Of Fools
Queen Of Fools
Kurtis Blow - Mercury
Jeffrey Davis
Hill - Hill
Jeff Davis
Washington D.C.
Mark Hultmark
Indianapolis
Mark Hultmark
Indianapolis
Jon Rigot
San Francisco
Ed Brown
Pittsburgh
Chuck Weissmuller
Chicago
THE SECOND TIME
WEAR IT OUT
VERTIGO/RELIGION
DEPUTY OF LOVE
I'LL NEVER BE YOUR LOVER
DON'T LET GO
NO MORE TEARS
SMACK DAB IN THE MIDDLE
CAN'T STOP DANCING
LOVE MASSAGE/GOOD AND PLENTY
ROCK IT
DO YOU LOVE WHAT YOU FEEL
LOVE AT CANDOR
NIGHTDANCER
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ROCK WITH YOU
BODY SHINE/SLOP, SLAP, IN
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MONEY
MOSKOW DISKOW
E-MC2 ALL CUTS
I THINK I'M ALONE
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12/22

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Cash Box/January 5, 1980
Buenos Aires — At a plush party at the Libertador Hotel, CBS awarded gold and platinum records to the best selling albums, artists, and producers of 1979. Among those who received them were Daniel Magal, Trio San Javier, Los de Sísmico, Cachito Tira, Sandro, Cuarteto Imperial and indie producer Fernando Marín for his Cantarranos record. Héctor Guzmán, president of the company, told Cash Box that CBS is signing a distribution contract with producer Francisco Smith, who is strong in the pop market.

McKinlora, President Mario Kaminsky reported that his company will be releasing a budget cassette series, with 25 titles and priced roughly at $8, against nearly $15 for regular cassettes. The cassette field has been growing steadily and may2 overcome in volume the album sales in 1980.

EMI has signed a new contract with well known tango orchestra director Osvaldo Pugliese and folk group Los Fronterizos. The company has also appointed Alberto Calderón, previously with CBS, to an executive post in the A&R department.

Sciamariciana is enjoying good success with its new compilation “Amor con Ritmo” featuring local and international artists. There is also excitement among Spanish chanteur Pedro Marín, whose latest single is receiving strong air play. The company received recently the visit of Luis Calvo, international manager of Hispanovox, Marín’s original label.

RCA is distributing the new Palito Ortega album, “Self portrait,” as part of the contract that positions Ortega as an indie producer with his own Changó label. Ortega has also signed with RCA in Brazil for the Portuguese-speaking markets, and may sign a distribution contract with RCA International. The album was backed by a TV special on Channel 13.

Phonogram’s Leo Bentivoglio reports exciting sales for Susana Rinaldi, whose LP, which was recorded in France, was introduced to the newspeople at the Rauzen a couple of months ago. Susana will now wax another one at the Phonogram studios in Buenos Aires. She has also been acting on TV, on Channel 7, and is preparing another European tour.

Tomodisc general manager Francisco Vidal is traveling to Europe to attend Midem at Cannes. He will also be in Paris and Madrid for exclusive talks with labels in these cities. Tomodisc has recently signed King Clave to a contract, and released his new single, “Tango Dance.”

Teddy Wilson

Beliamys in New Zealand — Country star The Bellamy Bros. recently toured New Zealand with the Dizzy Rambler Band for 10 days. The Bellamys also participated in press, radio and local television interviews and shows. Pictured are (l-r): John Griffeths, David Bellamy; Howard Bellamy; Peter McCauley, David Burgess International tour promoters; David Bellamy; Howard Bellamy; Peter McCauley, Top Billing agent.

Cash Box / January 5, 1980

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN LPs
1. I Have A Dream — ABBA — RCA
2. Hot Stuff — Donna Summer — Casablanca
3. One Way Ticket — Eruption — RCA
4. I Was Made For Loving You — Kies — Casablanca
5. Rio Grande — Franco Simone — Microfon
6. Heartbeat — Billy Joel — CBS
7. El Show — Carlos Salis — Microfon
8. Debo En A Casa — Money M — RCA

Australia

TOP TEN LPs
1. Bee Gees Greatest — Bee Gees — RCA
2. Queen — Queen — EMI
5. The Long Run — Eagles — Asylum
6. ELO’s Greatest Hits — Jet
7. The Best Of Kenny Rogers — United Artists
8. The Shot — Gary Streeter — CBS
9. Discovery — Electric Light Orchestra — Jet
10. Drem Police — Cheap Trick — Epic

Germany

TOP TEN 45s
1. Ab Sagt — Tuch Pappe — RSO
2. Video Killed The Radio Star — The Buggles — Island
3. Gimme, Gimme, Gimme — ABBA — Polydor
4. We Don’t Talk Anymore — Cliff Richard — EMI
5. Nacho, nacho, ale — Howard Carpendale — EMI
7. The Wall — Nicki Straker — Decca
8. Babc It’s Up To You — Smoke — RAK
10. El Lute — Bonny M — Hansa H.

TOP TEN Lps
1. Acres and Acres — James Last — Polydor
2. Der osterrhöische Gottewart — Otto — Rudi
3. Trummeldie Parfums — Sheer Gold — Polystar
4. Frans — Peter Maffay — Arcada
5. Mein Weg zu dir — Howard Carpendale — EMI
7. Classic Rock — The London Symphony Orchestra — CBS
9. Eyes Of The Universe — Barley James Harvest — Polydor
10. Breakfast In America — Supertramp — A&M

(continued on page 23)
LEO GETS SCANDINAVIAN GOLD — Chrystal's recording artist Leo Sayer was recently presented with a gold disc to mark sales of 25,000 copies of the "Very Best Of Leo Sayer" LP in Scandinavia. Leo met with Chrystal's licensees at Efstrei studios where he was busy rehearsing for his live Christmas shows. Pictured are (l-r): Maf Kanerva, label manager Skandiamusikki; Gugi Kokushkin, managing director Skandiamusikki; Leo Sayer, and Arthur Cookson, European marketing manager.

Kruger Organization Of U.K. Celebrates 27th Anniversary

(Cheep Trick In Sydney — CBS recording artist Rick Nielsen of Cheap Trick gives the thumbs up after the band's successful Australian debut in Sydney. The band’s albums, “Dream Police” and “Live At Budokan”, have both achieved gold status in Australia. Pictured are (l-r): journalist Paul Comrie Thompson, Nielsen and Paul Russell, managing director, CBS Australia.

LAX-Ember Records via MCA.

As part of Bulldog's aggressive marketing policy, the label initiated a new line which they called the "Twenty Golden Greats of program.

Kruger's Agency and Management Division is headed by David Morris (former head of William Morris UK Agency and MAM agent) and Dave's initial success with Jerry Stevens and Paul Mela has fully established the agency and among the other clients are Francis Van Dyke; singer/comedian Bobby Bennett; contemporary singer Carlos Santana; and Maren and Me. The agency is also extending its links into the USA market and will work very closely with the careers of Glen Campbell (with whom Kruger has had a 12-year relationship); George Burns; comedians Mary Allen and Kay Starr; Eddie Fisher and Tosty Peppergrass. Kruger personally is developing the British version of the already-established singer.

‘Night’ LP Goes Gold

MELBOURNE — The self-titled debut album by Planet recording group Night has been certified gold in Australia. In addition, “Hot Summer Nights,” the first single from the LP, was certified gold.

INTERNATIONAL BESTSELLERS

Japan

1. Elfin — Saki Kubota — CBS/Sony
2. Basho — Hiroshi Bangs — Epic/Sony
3. Yosoharumono — Hit no Happy Blue — Columbia
4. Omae To Futoni — Hiroshi Itoh — Tokuma
5. Oggy Ne Ichiban Nagayi — Matsuda Sada — Free Flight
6. Ohmide Zake — Satoshi Kobayashi — Warner/Pioneer
7. Daltosky — Crystal King — Sony
8. Oggy No Umi — Ketsuki Muraki — Phonogram
10. Chokoborizy Goyo — Southern All Stars — Victor

New Zealand

1. Red Stewart Greatest Hits — Red Stewart — EMI
2. Ben Gass Greatest Hits — Ben Gass — Polygram
3. ELO’s Greatest Hits — ELO — Phonogram
4. The Best Of Kenny Rogers — Kenny Rogers — EMI
5. Nat King Cole Golden Greats — Nat King Cole — EMI
6. English History — Jon English — Polygram
7. Beatles Classics — George Aris — EMI
8. The Beatles — John Lennon — Polygram
9. The Beatles — Paul McCartney — Polygram
10. The Beatles — George Harrison — Polygram

Cash Box January 5, 1980
On Nov. 30, the winners in various categories were announced in the 1979 Daily News Front Page Music Poll. For the second year in a row Celia Cruz won as the #1 Female Vocalist in Latin music, while Hector LaVoe surprised no one by taking the award for #1 Male Vocalist. The poll meant one more award for Tito Puente who won for #1 Rhythm. Nov. 21-24 marked Willie Colon-Ruben Blades week in New York, and few people in the Latin music industry will ever forget it. Nor will the throngs of people who showed up at the four clubs Willie and Ruben appeared at during the four-day period: They played Orlando, the Casablanca, in Manhattan, the Ectasy Club in Brooklyn, and the Arenal in Queens. In the case of the Casablanca, the line to be closed was wound in advance of closing time. This was a record breaking week for two artists who have been breaking records all over the world.

Celia Cruz heads back for Miami to celebrate New Year’s Eve at the Expo Center.

Hector LaVoe and his Orchestra will head for Puerto Rico and will celebrate New Year’s Eve by taking a television special for Channel 4. Yomo Toro will appear with Hector, and Willie Colon will be special guest. The studio will be set-up to look like a night club. La Voe and Toro also appeared at the Hotel Bradford in Boston on Dec. 22. They performed songs from their Christmas albums, “Felicidad.” Finally, the talented duo performed songs from their Fania at Roseland on Christmas night when Bill Peters presented his big Christmas dance and show. Also appearing was Bobby Rodriguena Y La Compania, Jose Fajardo and his All Stars, Fausto Rey, Angel Canales & Sabo and Ralph Lew and his Salsa-Disco Revue.

The first Hispanic World’s Fair took place Dec. 14 at the New York Coliseum. Of course, no major event of this kind could take place in New York without the sound of Salsa emanating from within. With this in mind, the promoters of the Fair booked Willie Colon and Ruben Blades, Palomer with Ismael Quintana and Yomo Toro and Group.

Ruben Blades has just won Venezuela’s most prestigious popular award, “El Meridiano De Oro.” Julio Iglesias has been winning this award for many years. Ruben accepted the award in Venezuela Oct. 27th. The presentation was televised on Channel 4 in Caracas.

Hector LaVoe appeared in Chicago’s newest club the East Palace, on Dec. 7 and 8. The first single from Ray Barretto’s album, “Rican/stroction,” on Fania Records will be “Al Ver Sus Campos” b/w “Yo Vez.” It is being rushed out prior to the release of the album.


Look for great things to happen for Fausto Rey, the romantic idol from Santo Domingo, upon the release of his forthcoming Fania album, produced by Larry Harlow. He appeared at Roseland on Christmas Night for starters.

The area of Atlanta, Ga. is opening up “Salsa” due to the fact that approximately 60,000 Latins are residing there. Celia Cruz will be appearing in Atlanta soon, which is a highlight.

Mr. Latin Beat

MEXICO

1. Disco Samba — Gamma
2. Juan Gabriel — Pronto
3. Camilo Sesto — Pronto
4. Joan Sebastian — Musart
5. Alfaro Davila — Melody
6. Callados — Arista
7. Jose Domingo — Melody
8. Los Yoncos — Polydor
9. Vol. 2 — RCA
10. La Compania De Canaima — Melody
11. Barrenquen Disco Party — CBS
12. Pedro Vargas — RCA
13. Yolanda Del Rio — RCA
14. Emil Stewart — Arista
15. Gloria Gaynor — Polydor
16. Bee Gees — RCA
17. The People — Casablanca
18. ABBA — RCA
19. Los Sirenas — RCA

LATIN BEST SELLERS

Chicago Salsa

1. Celia Cruz/Sonora Poncena — Vaya
2. Solo — Willie Colon — Fania
3. Felpesca/Santos — Fania
4. Hector Lavoe — Fania
5. Oscar De Leon — Fania
6. Siempre — Colon/Blades — Fania
7. A Day & Two — Alejandro de la O — Fania
8. Dimension Latina — Velvet
9. El Gran Combo — Fania
10. Rey/Cruz — Rainbow
11. Conny Olivares新一代 — T.H.
12. Yamali — Chiquito
13. Humán Miranda — Fania
14. Willie Rosario — T.H.
15. Tito Puente Vol. 2 — Tico
16. Justo Betancourt — Fania
17. Super Salsa — Luis Orozco — New Generation
18. Fania All Stars — Tico
19. En Cuba — Tica 73 — Fania
20. Joe Cuba — Tico

Los Angeles

1. Camilo Sesto — Pronto
2. Juan Gabriel — Pronto
3. Los Rancheros Mexicanos — CBS
4. Vicento Fernandez — CBS
5. Ruben Blades — Fania
6. Los Tigres Del Norte — Fania
7. Julio Iglesias — CBS
8. Salvador — Arista
9. Los Ojos — Musart
10. Los Rumores — Arista
11. Mercedes Cuesta — Musart
12. Los Espiritus Del Tiempo — T.H.
14. Jose Luv — Tico

Miami

1. Emocion — Julio Iglesias — Alhambra
2. Suzy Lemon — Pronto
3. Aquiles Rolando — Rolando Ojeda — Alhambra
4. Earl Nelson — Fania
5. Chino — Oliva Canto Records
6. Roberto Curtis — Caribronica
7. Camilo Sesto — Pronto
8. Joe Cuba — Tico
9. Robert Jordan — Arco
10.联合Group — Fania
11. Lolito — Caribronica
12. Alberto Cortez — Alhambra
13. Flequera Amante — Alhambra
14. Pequena Compania — Alhambra
15. Sophy — Velvel
16. Soleros Con Amor — Arco
17. Yolanda Del Rio — Tico
18. En Cuatro — Tico
20. Claudia De Colombia — Caribronica

New York Salsa

1. Celia Cruz/Sonora Poncena — Vaya
2. Swits/Pacheco — Fania
3. Andy/Pellem — Velvet
4. Discos De La Salsa — Tico
5. Charanga Casino — SAR
6. Solo — Willie Colon — Fania
7. Peto El Conde — Fania
8. Joe Cuba — Tico
9. Hector Lave — Fania
10. En Cuatro — Tico
11. Willie Rosario — T.H.
12. Fania All Stars — Tico
13. Charanga America — Fania
14. Orquesta La Masacre — New Generation
15. Sophy — Velvel
16. Vol. 2 — Tico
17. Fito Y Los Tigres Del Norte — Tico
18. Justo Betancourt — Fania
19. Orquesta Samba — Chicoree
20. Super Salsa — Luis Ortiz — New Generation

Singles to Watch

LA RESPONSABILIDAD — Fausto Rey/Larry Harlow — Fania 551 — Producer: Larry Harlow

Bandleader Larry Harlow always seems to come out with top backup singers, and this album is no exception featuring Fausto Rey, who demonstrates his ability to blend with orchestra Harlow. His vocals are superb and the orchestra behind him is fantastic. The combination of strings and horns in this album are great, as is the cooking rhythm section.

EL PIRATA DEL CARIBE — Joe Cuba — Tica 1434 — Producer: Louie Ramirez

Joe Cuba is back swinging and better than ever with his new album. The vocals are fantastic and the rhythm section is very tight. This album clearly demonstrates Cuba’s ability as a musician and that he belongs among the best in the salsa field. Special credit to the vibes player for his solos. All sides are superb.

LATIN PICS

JUSTO BETANCOURT — Fania 553 — Producers: Louie Ramirez/Justo Betancourt

Multi-talented singer Justo Betancourt gives his heart and soul on this album of salsa and romantic boleros. Justo’s voice is in great form throughout this album, and at first listening it will be evident why he is one of today’s superstars in the Latin field. All musicians on this album are fantastic, and they are blessed with good arrangements by Roy Santos. A gem of an album for salsa lovers.

LATIN BEAT

MARIO QUINTERO (Ortizono) Me Pregunto (Gilberto Galaviz)
ROBERTO GUINAR (RCA-Mexico) La Cobija (J. Miguel Acosta)
QUETA JIMENEZ (RCA-Mexico) A Hora Niesajo (A. Ruiz Del Rio)
MR. LOCO (Orfelo) Dancing Loco Discos
2-2 DE COLOMBIA (Orfelo) Disco Cumbia El Ano Viejo
LUPITA D’ALESSIO (Orfelo) Aqui Estoy Yo (Loitita De La Coina)
LOS BUKIS (Profono Inti) Me Dejo Que Me Querias (Ramiro Aguilar)
RIGO TOVAR (Melody) El Recado (Rigo Tovar)
LOS HICOSOS (CBS-Costa Rica) El Taxista (Carmen Granados)
John Neville Joins Chicago's Empire

CHICAGO — John Neville has joined Empire Distributing, Inc. in Chicago as director of marketing. He is one of this area's most knowledgeable individuals in his field and, for the past fifteen years has been on the sales staff at Chicago-based World Wide Distributors, Inc.

Management Major

Neville is a graduate of Loyola University where he majored in management and marketing. He is the son of the late John L. Neville, who was the original owner of Empire.

Chronicled in the Chicago Sun-Times, was the story of the 1968 labor conflict, the strike, and the lockout. Neville has extensive experience in the field of labor relations and, in his new position, he will be actively involved in the company's marketing efforts.

Neville's加入使得Empire Distributing, Inc.在芝加哥的营销部门有了一个新的重要人物。他是一位在这个领域知识渊博的人，在过去的十五年里一直是芝加哥地区World Wide Distributors, Inc.的销售团队的一员。

管理领域

Neville是 Loyola University 的毕业生，他在那里主修管理学。他的父亲 John L. Neville 是 Empire 的原始所有人，他参与了1968年劳工冲突的故事，包括罢工和锁喉。Neville 在这一领域有着丰富的经验，他将在他的新职位中积极参与公司的营销工作。
TOROAND BLOWING STRONG — Because of the overwhelming demand for its table soccer games, Tornado Table Soccer Inc. had added a new manufacturing facility and amusement consultants, and added new personnel to its professional staff. Pictured at Tornado’s Ft. Worth headquarters are (l-r): Peter J. Petropoulos, newly appointed international sales and marketing director; Jon F. Bailey, marketing director; C.E. (Ed) McCloud, president; Tom Jonas, director of tournaments and promotional events; Petropoulos and McCloud (in front of Tornado’s new amusement center); and Petropoulos; Mona Woods, administrative director and McCloud.

**Bally Taps Adams As Mktg. Dir. In G.B.**

CHICAGO — The appointment of David Adams to the newly created position of marketing director—Great Britain has been announced by Bally Manufacturing Corporation.

Duties
Adams’ duties will include the direction and coordination of all Bally activities with the company’s distributors in Great Britain.

In addition, he will be active in new product development working in conjunction with Bally’s engineering group in London and in Ireland, and he will also direct the firm’s field service program in this area.

**Headquarters**

Adams will be headquartered in Bally’s London office which is located at Heron House, 109 Wembly Hill Road in Wembly, Middlesex. England and will also be available through Bally Continental Limited in Antwerp.

**WANT:** Bally Listed
Super Continental, Bonus Line, Wall Street, and Thicker Tape

**SALE:** Japanese
Invader
Bally Service Co., Ltd.
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Minato-ku, Tokyo
(03) 582-0857

**Schreiber Upset At Vending Abuse**

(continued from page 26)

Its product, be it telephone service, a newspaper, a beverage, food, candy or tobacco...”

“Arbitrator Robert Howlett in a Louisiana case said betting up on a vending machine is not cause for firing the employee. Such an attack ‘cannot be viewed as overly serious’, Howlett said.

“The 10th Circuit Court agreed with the National Labor Relations Board that an employee had been improperly fired for union activities and that his ‘intransient and constructive’ attack on a soft drink vendor was only the pretext for his firing because ‘kicking and jostling the vending machine was a common practice among employees’.

Failure of operators to involve the police and to testify in such cases contributes to the problem, Schreiber pointed out. ‘If the present trend continues and no action is taken, you can count on products liability suits against operators and manufacturers when someone gets mad at a glass front machine, kicks it in and sustains personal injuries, and the courts find this should have been anticipated because ‘kicking and jostling the vending machine was a common practice among the employees’.”

**Reflection Releases 3 “Rap” Records**

NEW YORK — Reflection has released three “rap” records, including “A Corona Jam” by Ronnie G. & The S.M. Crew, “Spider” by Ron Hunt, and “Lady D” by the artist of the same name.


Jan. 18-20, Music Operators of Minnesota, site to be announced.


Feb. 8-10, So. Carolina Coin Operators Assn., annual conv. & trade show; Carolina Inn, Columbia, S.C.

Mar. 14-16, NAMA Western Convention; Anaheim Convention Center, Anaheim, California.

Mar. 14-15, AMOA Notre Dame Seminar; O’Hare Hilton, Chicago.

April 18-20, International Coin Machine Trade Show, New York Statler Hotel, New York City.

May 16-18, Music and Amusement Assn. (N.Y.), annual conv.; Host Farm, Lancaster, Pa.

June 5-7, Music Operators of Texas, Flagship Hotel, Galveston.


**California Clippings**

PETER BETTI OF PORTALE Automatic Sales reports that Gottlieb’s “Roller Disco” is testing extremely well at the distrib, and that he should be receiving “Buck Rogers” within the next few weeks. Betti also said that Eddy’s “Sidetrack” and Gremlin’s “Monaco GP” are turning out to be strong games. In addition, he maintained that there was a lot of operator interest in Gremlin’s new dual-game concept, which combines two color monitor games within a single cabinet. Portale is currently gearing up for a January showing of Rock-Ola’s new 480 model. “It looks like it’s going to be a big year for music,” explained Betti. “Rock-Ola has just introduced two hot new boxes and they should satisfy some of the pent-up demand for new phonographs as its getting to be that “time” in the replacement cycle. OPERATORS ARE CLAMORING FOR Atari’s “Asteroids” and Midway’s “Space Invaders Deluxe” and C.A. Robinson is having trouble keeping up with the demand, according to Hank Tronica. Tronica also said customers were excited about Bally’s “Dolly Parton” and that it was proving to be quite a “buxom” game. In addition, Tronica was excited about C.A.‘s Christmastime used game sale, and mentioned that it was a great success especially home sales-wise. Gremlin’s “Monaco GP” went in and out at the distributor and is getting excellent reports from operators. “Despite the fact that it is an expensive game, operators are ordering heavily,” said Tronica. Valley will hold a pool tournament in conjunction with C.A. Robinson later on this month. The tournament will involve a select group of C.A. picked operators. The event’s objectives are to stimulate operator sales and to minimize the location buying of pool tables.

**Industry Calendar**


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Cash Box/January 5, 1980

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Labels Hike Prices All Year, Then Set Up $5.98 Midlines (continued from page 6)

wholesale price changes (Cash Box, Sept. 8). Cost prices on all products rose approximately three percent, with the exception of 7-inch and 12-inch singles, promotional records, and its Masterworks and Odyssey lines, whose list price for single discs rose to $8.98 and to $4.98, respectively.

But the most dramatic feature of the company's new program, which also included provisions for a new returns and service policy, was the reduction of nearly 400 catalog titles to $5.96 list (Cash Box, Sept. 22). The selection featured the bulk of the company's pop releases by "accepted superstars and established artists," including titles by Chicago, Bob Dylan, Billy Joel, Cheap Trick, Charlie Daniels, Todd Rundgren, and Earth, Wind and Fire.

The industry trend toward reducing catalog merchandise to $5.98 from $7.98 continued the same week as Phonogram/Mercury and Capitol each created a $5.98 list price series. Phonogram/Mercury bowed its "Encore Series" Oct. 1 with a selection of 20 titles. Lou Simon, senior vice president and director of marketing for the label, said the company would issue 12 to 20 new series titles on a quarterly basis. Capitol launched its program Sept. 19 with a selection of 14 LPs, including some that had never been released in the U.S. Unlike the company's already existing $3.98 midline series, the new $5.98 line included 8-tracks and cassettes.

Other legislation currently being worked on includes a revision of the Copyright Act, "which is proceeding very slowly," says Claborn. "We'll ship six albums including a program of 10 LPs, some that have never been released in the U.S. Unlike the company's already existing $3.98 midline series, the new $5.98 line included 8-tracks and cassettes.

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Garrett Set For NBC-TV Special

LOS ANGELES — Scotti Brothers recording artist Leil Garrett will be featured on "The Sensational, Shocking, Wonderful, Wacky '78," a two-hour NBC-TV special to air Jan. 4. Garrett will perform "When I Think Of You" from his "Feel The Need" album, an international best-seller that was recently released in five countries. Garrett recently won Germany's Golden Otto Award as Best Male Singer of 1979.
Stevie Wonder

ORiUM, dirge-like, the number is true CIVIC five R&B spell Fogelberg the fine ballad While well is the evening Wonder Life gifted Fogelberg's of music by his示范, "In Paradise." was Sealed music by his local love the local LP has gone out the half-earned "No Accident," has been especially well received. "Older Woman," celebrating the virtues of experience, and "Betty," a rollicking tune about a fun-loving young girl who is good at her work, got appreciative loud applause. As a closing number, Higgetpoope appropriately enough ended their explosive set with a high-charged rendition of "All The Way To Memphis."}

Dexter Gordon

 nye Fisher Hall, N.Y.C. — For this third annual Dexter Gordon concert, pianist Barry Harris brought along a top-notch rhythm section, and placed soloist Woody Shaw, Trumpeter Shaw added fired guns, but in the end, it was Gordon’s swelling group effort in the second half that saved the day. His composition, "Tivoli," was hauntingly voiced, with the strings echoing that mood. The group played a ballad to great effect and the closing "Moosie The Mooch" had the singers singing a triple-time, three-wrap-the-horns solo at the end, and the group finished with a bang.}

Larry Raspberry

STARWOOD, L.A. — Larry Raspberry has been playing with some of the hottest bands in the world, and at age 17, he joined a local Memphis band named the Gents who went on to enjoy a major chart success with the single "Keep Your Eyes Open," many critics saying it was one of the best deals with the financially ailing Stax label have made it difficult for Raspberry to earn his living. With the support of his first major label contract, with his greatest Phantom success on his belt, Larry Raspberry and his band, the Higgetpoope gave a spirited performance on a beautiful Sunday morning. The band’s sound was recorded and bare feet, Raspberry had the young new wave expectant crowd momentarily disoriented, but the confusion was short-lived. In the best Memphis bar tradition, the five members of the Higgetpoope wasted no time in delivering their L.A. flavored rock ’n roll. Although the sound system was more accommodating to the international audience, the Higgetpoope’s heavy sound was made more suitable by presenting in a larger venue. The band’s performance was surrounded by Breathing was allowed during two ballads, "Hard Way Out," the current single, and "I’m Going Home," a song with his wife and keyboardist supplied a beautiful harmony.

The scouring rocker, "Jive Ass," and two songs on the current "No Accident," album were especially well received. "Older Woman," celebrating the virtues of experience, and "Betty," a rollicking tune about a fun-loving young girl who is good at her work, got appreciative loud applause. As a closing number, Higgetpoope appropriately enough ended their explosive set with a high-charged rendition of "All The Way To Memphis."
WHAT'S IN A NAME?

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