SMOKEY'S CRUISIN' TO THE TOP!

From the Album "Where There's Smoke..." T7-366R1

On Motown Records and Tapes

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EDITORIAL

The Ties That Bind

In the present era of economic uncertainty, it not only seems logical but imperative that the record and consumer electronics businesses continue to draw closer together for their mutual economic benefit.

While 1979 showed a slowdown in sales for consumer audio and video products, in addition to the much-ballyhooed record industry slump, several developments of the past year bode well for increasing interface between the two industries during the coming year.

Many of the new video software manufacturing firms announced plans to market product via record retailing outlets, while existing record distribution pipelines were seen as ideal conduits for videocassettes and discs. On the other side, record labels saw licensing of masters for audiophiles recording, as a new means of collecting high profits in royalties from catalog items.

These are but two examples of the interdependence between the two industries. The Winter Consumer Electronics Show in Las Vegas points to these and many other potential avenues for cross-merchandising between the products and services of these closely related fields. Certainly the links between the two industries are economic, but they are the ties that bind.

NEWS HIGHLIGHTS

- RIAA announces gold and platinum certification figures for 1979 (page 7).
- Retail buyers exercise caution as new return policy takes effect (page 7).
- Renowned composer Richard Rogers dead at age 77 (page 7).
- Labels experimenting with TV advertising (page 7).
- Babys’ “Union Jacks” and “Sylvain Sylvain” are top Cash Box Album Picks (page 18).
- Kool & The Gang’s “Too Hot” and Chuck Mangione’s “Give It All You Got” are top Cash Box Single Picks (page 18).

TOP POP DEBUTS

SINGLES | ALBUMS
--- | ---
87 | RAVEL’S BOLERO — Henry Mancini — Warner Bros.
69 | SEPTEMBER MORN — Neil Diamond — Columbia

POP SINGLE

ROCK WITH YOU — Michael Jackson — Epic

R&B SINGLE

OFF THE WALL — Michael Jackson — Epic

COUNTRY SINGLE

Coward of the County — Kenny Rogers — United Artists

JAZZ

ONE ON ONE — Bob James & Earl Klugh — Tappin’ Zee/Columbia

Michael Jackson

POP ALBUM

THE LONG RUN — Eagles — Asylum

R&B ALBUM

OFF THE WALL — Michael Jackson — Epic

COUNTRY ALBUM

Kenny Rogers — United Artists

DISCO

THE SECOND TIME AROUND / RIGHT IN THE SOCKET — Shalamar, Solar/RCA
### American Dream (Lolly Chooses — EP) 44
### Babe (8by8 (Adim by — ASCAP) 23
### Better Love Next (House Of Sound — EMI) 81
### Can We Still Be Friends (Earnark — BMI) 83
### Charlie UN/CFD Music Project — ASCAP) 48
### Cool Change (Screen Gems/Emi — BMI) 12
### Covered On The Country Group (A&M) 58
### Creepy Hollow (World) — ASCAP) 5
### Crazy Little Thing Called Love (Queen) 47547) 35
### Still (Commodores (Motown M14767) 20
### Why Me (Styx & 3636 56

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<thead>
<tr>
<th>Number</th>
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<td>1</td>
<td>Rock With You (Michael Jackson — Epic B-50787)</td>
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<td>2</td>
<td>Escape (The Pina Colada Song — Rupt Holmes)</td>
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<td>3</td>
<td>Do That One More Time (Captain &amp; Tennille)</td>
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<td>Ladies Night (Kool &amp; The Gang)</td>
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<td>Coward Of The County (Kenny Rogers)</td>
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<td>Jane (Jefferson Starship)</td>
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<td>We Don't Talk Anymore (Clips)</td>
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<td>Please Don't Go (The Sunshine Band)</td>
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<td>Send One Your Love (Stevie Wonder)</td>
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<td>Cruisin' (Smokie Robinson &amp; Donna Summer)</td>
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<td>11</td>
<td>Don't Do Me Like That (Tom Petty &amp; The Heartbreakers)</td>
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<td>Head Game (Foreigner)</td>
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<td>Cool Change (Little River Band)</td>
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<td>This Is It (Kenny Loggins)</td>
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<td>The Long Run (Toto)</td>
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<td>16</td>
<td>No More Tears (Enough Is Enough)</td>
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<td>17</td>
<td>I Wanna Be Your Lover (Prince &amp; Warner Bros)</td>
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<td>SAR (Flamenco Mac)</td>
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<td>Deja Vu (Donnie Warwick)</td>
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<td>Second Time Lucky (Pocket Money Band)</td>
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<td>I'm Ready (Squire J. &amp; police)</td>
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<td>You're Only (J.J. &amp; police)</td>
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<td>Take The Long Way Home (Foreigner)</td>
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<td>Do You Love What You Feel (Foreigner)</td>
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<td>Wait For Me (Bobby &amp; John Daly)</td>
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<td>Romeo's Tune (Steve Forrest)</td>
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<td>Crazy Little Thing Called Love (Queen)</td>
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<td>31</td>
<td>Why Me (Styx &amp; 3636 56</td>
<td>3:20</td>
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**Publisher/Artiste — ASCAP**

- Heartbeated (Derek James — BMI) 68
- My Most (Bob Gritler — BMI) 61
- I Still Have Dreams (Billboard — BMI) 49
- Jumma's Your Love (Ewing — BMI) 17
- I Can Tell You (Bob Gritler — BMI) 95
- Don't Want You To Talk (Crazy Horse — BMI) 75
- I Don't Love Leaving (Wang/Williams — BMI) 43
- Beggin' Melodies (BMI) 49
- The Three Amigos (ASAP/Atlantic/Begina — BMI) 99
- I Need A Love (BMI) 61
- I Still Have Dreams (BMI) 49
- Jumma's Your Love (Ewing — BMI) 17
- I Can Tell You (Bob Gritler — BMI) 95
- Don't Want You To Talk (Crazy Horse — BMI) 75
- I Don't Love Leaving (Wang/Williams — BMI) 43
- Beggin' Melodies (BMI) 49
- The Three Amigos (ASAP/Atlantic/Begina — BMI) 99
- I Need A Love (BMI) 61
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- Jumma's Your Love (Ewing — BMI) 17
- I Can Tell You (Bob Gritler — BMI) 95
- Don't Want You To Talk (Crazy Horse — BMI) 75
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- Beggin' Melodies (BMI) 49
- The Three Amigos (ASAP/Atlantic/Begina — BMI) 99
- I Need A Love (BMI) 61
- I Still Have Dreams (BMI) 49
- Jumma's Your Love (Ewing — BMI) 17
- I Can Tell You (Bob Gritler — BMI) 95
- Don't Want You To Talk (Crazy Horse — BMI) 75
- I Don't Love Leaving (Wang/Williams — BMI) 43
- Beggin' Melodies (BMI) 49

** nosso**

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- "I'm Alive" (Gaia (Warner Bros. WBS 49156) 74
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- "Don't Make Me Over" (Jennifer Warnes (Arista AS 0416) 66
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- "Tell Me Your Name (Aladdy (Ascap) 26
- "sound Of The Physic Of Music — ASCAP) 48
- "I Think With Disaster (Mather Sunshine — BMI) 35
- "It's Going My Way (Charles Aznavour — ASCAP) 54
- "It's Going My Way (Charles Aznavour — ASCAP) 54
- "You Know That You Love It (B.B. & Uriah — ASCAP) 66
- "You're Gonna Get (Ask Me) (ASCAP) 80
- "You're Only Longe The Age — ASCAP) 75
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WQXQ WICC KREM KC-101 KHSN KSLY KOBO KYNX-FM KZLA
WSEW WMOH WKWK WXIL WXXX WGSV WHNY WHSY WOW
WTAC KZZK WLV VHT VEP WPTR KNOW WBGM WGIN WVLV
WING WFCIC KDZA KMKF KKAU KORL KJCK-FM WEM
KEWI WPTT WJAD KQEO WDF WFKR WQTC KPRQ KJAA KWSL KSKG KRKE
KQWB KRIB KYLT WGGG KENI WHBB WCIL-FM KOKK KCWG WTOB WDAX
WVLK WKL-N-FM KCLD-FM WALG WDEC WKKY WKB WIMX KITI KCAP KBRC
WNEX KAKC WGOW WIRK WBSR KALB WWKE WTMC

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Richard Rogers
Dead At Age 77

NEW YORK — Richard Rogers, the renowned composer, died last week in his Manhattan apartment after a long illness. He was 77 years old.

Rogers' successes in musicals and films earned him a cascade of awards, prizes, and honorary degrees in a career that spanned more than 50 years. Among the names of his two principal collaborators, Lorenz Hart and Oscar Hammerstein, Jr., Rogers wrote the music to such standards as “The Garrick Gaieties,” “The King And I,” “Pal Joey,” “The Sound Of Music,” “Babes In Arms,” “A Connecticut Yankee,” “Oklahoma!” which won a special Pulitzer Prize in 1944, and “South Pacific,” which earned the Pulitzer Drama Prize and the Antoinette Perry, or Tony, Award in 1950. He won a total of seven TONY Awards during his career.

His ability to write music before the lyrics were fashioned was a gift that earned him more than $100 million, and it returned much of it to the arts. In 1979, he quitted the motion picture business and bought a 1,932-seat theater in Mount Morris Park in Harlem, where he grew up. He also established a scholarship at the Juilliard School of Music, the American Theatre Wing, and the American Academy of Dramatic Art. He gave another $1 million last year to the Columbia College of Fine Arts, which finances productions of new musicals in New York.

At various times, Rogers was a director of the Juilliard School of Music, the Philadelphia Symphony Society of New York, the John F. Kennedy Center for the Performing Arts, of the Actors’ Equity, the Dramatists Guild, and the Fund of America. He was also a trustee of Barnard College. He is survived by his wife, the former Miss Dorothy Finer, whom he married in 1930, and two daughters, Mary and Linda.

Taylor Appointed To New Post At CBS Records

NEW YORK — LeBaron Taylor, formerly known as CBS’ marketing director, has been appointed as vice president of CBS’ motion picture division. The move, a part of the chain’s reorganization, was announced yesterday. At the same time, the members of CBS’ black music marketing division, who formerly reported to Taylor, will now report to executives within the CBS Records, Columbia, and E/P/A divisions.

In the area of publicity, Wm. Wilford, vice president of publicity, Marcia Sedman, director of publicity, and Gene Shulton, general publicist, will have their titles expanded. All will report to Taylor. John C. Amann, vice president of publicity, and Gene Shulton, general publicist, will have their titles expanded. All will report to Taylor.

In the area of artist development, Sandra Trim-DaCosta, director of artist development for Columbia, is retained under the direction of Arna Amann, vice president of artist development for Columbia. The new titles include vice president of artist development for Columbia, and E/P/A divisions.

New Return Policies Prompt Caution Among Store Buyers

by Richard Imamura

LOS ANGELES — A cautious and conservative attitude among buyers for retail chains, one-stops and record stores prevailed this week as the returns policy for CBS, RCA, WEA and RSO went into effect following the New Year’s holiday, according to a nationwide Cash Box survey.

“Over-all, we’ll be buying just what we need to fill our supply lines,” was the reaction of Jane Brooks, purchasing director for the 24-store, Great Lakes-based Liszone Pizza chain. “We’re going to be more careful and will be buying less if it isn’t a sure thing.”

“The new return ceilings will cause you to be on your toes more, to be more cautious,” added Don Jenne, head buyer for the 19-store, Seattle-based D.J. Sound City chain. “We will probably be buying smaller quantities a little more often.”

Effective at the beginning of the year, CBS and RCA implemented return ceilings of 20% to 22% respectively, while RSO (with the rest of the Polygram Group of labels to follow) on March 1, 1980) debuted ceilings of 18-22%, based upon customer classification (Cash Box, Dec. 29, 1979). All three of the programs exempted singles and product by selected new and developing artists.

Labels Experiment With TV Advertising; RSO Scores With $5.98 List ‘Chartbusters’

by Ken Terry

NEW YORK — Despite the disappointing level of current record sales and rising television ad rates, a number of labels are experimenting with television advertising. A Cash Box survey has revealed that two new schools of thought on how to handle TV record ads. The more traditional approach holds that only a very big-selling artist with a national identity can be advertised effectively on television. To some marketing executives, however, the song is the thing. Those executives believe that a strong包装—a strong, high-quality package of hits on their own label may appeal to a broad enough audience to make TV advertising cost-effective.

Of course, K-tel and other TV packagers that license material from record companies have been putting out hit compilation albums for a long time. And, according to a cross-section of record buyers, these packages have been remarkably successful this year (Cash Box, Dec. 29, 1979). But record companies themselves have not traditionally advertised compilations of previously issued product, executive put it, “We’re not in that business.”

RSO Experiment

Nevertheless, one label, RSO Records, released such a package in November, and in some respects, vice president Mitch Huffman, it has been a very successful album. The album, "Chartbusters," has achieved surprising success in eight markets, mostly during the two weeks before Christmas, the album, called "Chartbusters," features a number of recent hits on RSO. Included are Andy Gibb's "I Just Want To Be Your Everything," and "Shadow Dancing," Frankie Valli's "Can't Stand Around You," etc. A K-tel item, "Stumblin' In" by Suzi Quatro and Chris Norman, John Stewart's "Gold," Yvonne Elliman's "If I Can't Have You," David Naughton's "Makin' It," Paul Nicholas' "Heaven On The Seventh Floor," and Linda Clifford's "Bridge Over Troubled Water.

Asked why RSO relied so strongly on TV advertising for this album, Huffman replied, "Well, it's basically a package deal. They have cut the price of the product, and they have agreed to sell it at a loss. We put out a sampler for in-store play before the release, and we got a lot of accounts interested. So this year we decided to put it out by ourselves, and we did. It was like a package of greatest hits by a lot of different artists. We had, in fact, the same attitude toward advertising as K-tel." However, Huffman stressed, this is not a K-tel type of package, even though the TV spots used for "Chartbusters" were very similar to those designed for K-tel product.

One big difference between the K-tel and RSO experiment is the marketing. The RSO label, which has the advantage of selling through the record stores, has been able to build a solid audience for the product, while K-tel relies on the mass media alone to build its audience.
One-Stops Report Reorder Business Good, Fill Poor

by Richard Gold

NEW YORK — Post-holiday sales at the nation's one-stops were generally brisk, and their overall business outlook is one of cautious optimism, according to a Cash Box survey. However, most of the one-stops surveyed expressed sharp dissatisfaction with the manufacturer's performance in providing timely fill to meet their current reorder requirements.

Major wholesalers and the country reported post-Christmas sales to be as good or better than expected, with particular good movement noted in the Midwest. Tom Hunter, assistant branch manager for Northern Record Sales, a Cleveland one-stop, said that unexpectedly strong Christmas sales generated momentum for a "fabulous" week after the holiday. Hunter noted that many Cleveland area wholesalers were unprepared for the "shock" of heavy product demand from retailers. Hunter added that impending harsh weather should boost first-quarter sales, especially if wholesalers release promised new product from artists like Meat Loaf, Bob Seeger, and Todd Rundgren.

Polygram Action Versus Capricorn Held In Abyaneb

NEW YORK — Polygram Corp.'s $6.4 million suit against Capricorn Records Inc. for the recovery of its collateral on secured loans has been stayed in U.S. District Court here in the wake of Capricorn's voluntary petition for bankruptcy under Chapter XI, filed in Macon, Ga., on Dec. 18. As a result of this action, the dispute between the parties will be resolved in Federal District Bankruptcy Court in Macon after the true value of the assets of Capricorn and its publishing affiliates, No Exit Music Co. and Rear Exit Music Co., have been substantiated by the court.

In its bankruptcy petition, Capricorn listed assets of $32.6 million and liabilities of $9.1 million. No Exit listed its assets at $3.1 million and its debts at $1.2 million, and Rear Exit listed its assets at

early in the year "rather than holding them out until March." He also said that returns from accounts were down significantly from last year.

Out Of Product

In Denver, Harlan Heidlemeier, buyer for Mile High One-Stop, reported "steady" business during the week after Christmas: "I'm out of a lot of product right now," Heidlemeier said, "especially the No. 1s and Tom Petty." He also noted that the New Year's Eve was "incredible" for most Denver area retailers, accounting for strong reorder on the first working day in January. "Business is going to be fine," he stated confidently. "Things will be better than they were years ago, but once we adjust, things will be okay."

Don Simpson, purchasing director for Father's & Sun's, an Indianapolis one-stop, reported healthy post-holiday sales. Pointing out that his one-stop did "quite a bit of business" in the week after Christmas, Simpson said that the occurrence of the holiday in mid-week may have been a contributing factor. He was cautious, however, on the reorder picture, noting that accounts were "a lot of selections, but not a lot of quantity."

Roger Satter, vice president of sales for Lieberman Enterprises, based in Minneapolis, reported that the company's one-stop business has been "very good" (Cash Box, Dec. 21). He noted that it was so great that the company's one-stop offices remained open on Christmas and New Year's Day in order to service accounts. While noting that Lieberman's strong one-stop action indicated that retail business was holding up into the new year, Satter's first-quarter outlook was guarded. Citing the nationwide decline in discretionary dollars, Satter said the company's projections that product demand and strong business was business was holding up into the new year, Satter's first-quarter outlook was guarded.

Sunny Mood

At Tote Distributors, a Miami-based one-stop, sales manager Fred Held's mood was sunny, reporting a "remarkable rush over Christmas," Held attributed strong business in the Miami area to an influx of free-spending South American

Nick Albarano

Albarano Named To Cash Box Marketing Post

LOS ANGELES — Nick T. Albarano has been named to the post of marketing director for Cash Box. Formerly the vice president and general manager of Roadshow Records for seven years, Albarano's appointment was effective Jan. 2, 1980.

In his new position, Albarano will be responsible for marketing, sales and advertising activities for Cash Box.

A graduate of Duquesne University, Albarano's 20-year career in the music industry began as a branch manager for Capitol Records in 1958. This was followed by stints as a division manager for Capitol, director of marketing for Epic Records and vice president and general manager for Janus Records before joining Roadshow in 1972.

Commenting on his appointment, Albarano said, "I'm a career change, even though it's allied to the record business, and I welcome the challenge that lies ahead."

"We worked with the trades for 20 years now," Albarano continued, "and believe that they should be service-oriented to assist the music business in accomplishing its goals. I am looking forward to helping Cash Box maintain its position as a top one-stop, offering the best service possible to the industry."

RIAA Forms Public Relations Committee

LOS ANGELES — The Recording Industry Association of America (RIAA) has announced the formation of a public relations committee designed to represent the industry as a whole to the national media.

In announcing the formation of the committee, RIAA president Stanford Gortkov said: "There are opportunities for industry image improvement that remain unexploited merely through a lack of attention. We hope that this newly organized committee can start directing creative energy and aggressive effort to opportunities for industry image improvement and beneficial projects that may ultimately prove fruitful."

Gortkov added that the committee will operate on a project-by-project basis, with the general intent of keeping a healthy industry image before the public. "While it is still too early to be specific," Gortkov explained, "we hope the committee will emerge with goals and ideas that will be beneficial to the overall image of the industry."

Among the announced issues the committee will be dealing with are the negative bias prevalent in public awareness of the industry, insufficient focus on positive

CASH BOX

Motown recording artist Bonnie Pointer first went to the public's attention by the classic songs of the '30s and '40s as a member of the Pointer Sisters. Although she left her sisters for a solo career, Pointer is still maintaining popularity by singing classic tunes — only this time around, she is singing chestnuts from the Motown library. Her self-titled second LP "is currently bubbling up Cash Box black contemporary and pop charts."

Pointer was born in Oakland and began performing as a solo artist after her graduation from high school. Although her religious parents (Pointer's father is a minister) wanted her to pursue a career in Gospel, it wasn't long before Bonnie had persuaded her sisters Ruth, Anita and June to form the Pointer Sisters.

The foursome began singing on the club scene in San Francisco and backed such rock artists as Elvin Bishop and Dave Mason during the Fillmore era. After a short stint with Atlantic Records the sisters hooked up with San Francisco producer David Rubinson and he led them to sign with ABC/Blues Thumb Records in 1973. Between 1973 and 1977 the girls scored hits with their Motown-style musical approach as two albums, "The Pointer Sisters" and "That's A Plenty," went gold. In 1975, the sisters received a Grammy award for "Fairy Tale High," a country hit penned by Anita and Bonnie. However the foursome grew discontented with non-album image and in 1977 after the "Having A Party" LP, the group split up. The three sisters have since joined Schadr Perry's Planet Records and Bonnie is enjoying a career at Motown.

Her second LP on her new label is a lively collection of Motown classics, like "Jimmy Mack" and "I Can't Help Myself," for instance, that have been modernized and digitally mixed. The combination of the Motown charts and Pointer's incendiary vocals should mean that Pointer will be enjoying success well into the '80s.
Nominees Announced For American Music Awards Fete

Log Angeles — Nominees for the seventh annual American Music Awards have been announced. The 15 awards — five each in the Pop/Rock, Country and Vocal groups — will be presented Jan. 18 during a live two-hour broadcast on the ABC television network, hosted by Ellen John and Cherie.

The Pop/Rock nominees are as follows: Favorite Male Vocalist — Billy Joe, Barry Manilow and Kenny Rogers; Favorite Female Vocalist — Olivia Newton-John, Barbra Streisand and Donna Summer; Favorite Duo, Group or Chorus — Bee Gees, Cheap Trick and Supertramp; Favorite Single — "Bad Girls" by Donna Summer, "Da Ya Think I'm Sexy" by Rod Stewart.

Western Merchandisers Acquires Texas Chain

New York — Western Merchandisers, the Amarillo, Texas-based distributor and parent company of the Hastings Book and Records operation, has purchased the 26 Record Town, Sound Town, and Rendition stores in Texas. The deal, which was concluded Dec. 18, also includes the acquisition of Galaxy Sales, the Dallas-based wholesale company which distributes to the Record Town chain.

Independent Operations

Marraduke stressed that the chain, which includes 19 Record Towns, five

Cher To Speak At '80 Narm Convention

New York — Cher, an internationally recognized economist, political scientist, and co-founder of MEDICO, a direct mail fund raising operation, will address the NARM convention on March 35 at the annual NARM convention in Las Vegas. Her speech, "On The Razor's Edge," will cover the political and economic realities that confront the U.S. in the coming decade, according to Joe Cohen, NARM's executive vice president, who made the announcement.

Columbia Signs Joe Perry — Columbia Records has signed Joe Perry, former lead guitarist and founding member of Aerosmith, to a solo recording contract. Pictured in Columbia's New York offices are (l-r): Elissa Perry; Paul Atkinson, director of contemporary music; Columbia east coast vice president, Bruce Lunnard; president of CBS Records division, Arma Anson; vice president of artist development for Columbia, Joe Perry; Ed Hynes, vice president of national promotion for Columbia; Mickey Echter, vice president of east coast A&R for Columbia; and Bob Casper, attorney.

New Faces To Watch

Ian McLagan

Although "Troublemaker" marks the first solo LP release by Ian McLagan, he has been an important member of the British rock world for close to 15 years. His good time, barrelhouse piano style has been an integral part of the sound of such prestigious rock outfits as The Faces, Faces, The Rolling Stones and The New Barbarians.

McLagan cut his rock 'n roll teeth on the Working Class, a band that cut a number of hits such as "All Your Girls' All-Stars" (whose members included Rod Stewart and L.John Baldry). In 1965, after playing with such obscure West London assemblages as Boz and The Boz People, the feisty keyboard player was enlisted by Steve Marriott to play in The Small Faces. "The four years with that band was me waking up to the reality of rock 'n roll life," says McLagan.

When Marriott left the band in March of 1969 to form Humble Pie, McLagan formed McLagan & Brown with Rod Stewart and Ron Wood. The group of raunchy rock 'n rollers earned a name as one of the top grossing bands working business during its five year existence. However Stewart exited Faces in 1975 for a solo career, Ron Wood left the band, and the notorious English boozed was broken.

June of 1976 saw the reformation of Small Faces as Marriott, who had had his fill of the Pie, joined Rod and Ron. McLagan (who has since replaced Keith Moon as The Who's drummer) and Ricky Mills, now of The Who, filled the vacancy in McLagan. Although the group was never as popular as they once were, they did play some of the more successful tracks that perhaps might mean success. However, 1976-78 brought two albums and little else, and in May of 1978, McLagan felt that it was time to leave the sinking ship (a second time) and start building a career of his own.

"Ronnie Wood, Steve Marriott, Kenny Jones, and I were in Humble Pie together for so long, we had exhausted each other," explains McLagan. "There will never be another Ron Wood and I going at it...it's a silly indulgence. I'd sooner update my repairing piano.

McLagan's solo career was postponed in the summer of 1978 when he got a call from long-time friend Mick Jagger, who invited him to tour with the Rolling Stones. "I'd already recorded with them on acts like 'Mass Yer Davies' All-Stars (whose members included Rod Stewart and L.John Baldry) May of 1978, McLagan felt it was time to leave the sinking ship (a second time) and start building a career of his own.

After a five month respite, McLagan got the call to arms from another famous (although short lived) rock 'n roll configuration, The New Barbarians. The band was formed by McLagan, Ron Wood (who wanted to promote his "Gimme Some Neck" LP), Keith Richards (who desperately needed a brawling front), and "Stu" Clarke (who was looking for a new adventure outside of jazz, and session greats Ziggy Modeliste and Bobby Keys).

All five of his barbarous friends, as well as Ringo Starr, appear on McLagan's debut album for Mercury Records, "Troublemaker." The LP features McLagan's gritty vocals and steaming rock piano sound. Most of the songs on new LP were written by bassist/composer/ guitarist Johnny Lee Schell and contain much of that staggered 4/4 abandon of the old Faces.
PIR SALUTES LOU — Philadelphia International Records recording artist Lou Rawls was honored recently by his record company at Resorts International. The occasion was Rawls’ birthday and the release of his seventh album for the label, “Sit Down and Talk To Me.” Pictures (1-7 are: Larry Depto, president of PIR, Len Huff, chairman of the board, and Rawls.

OCMP To Hold Meeting Jan. 14

LOS ANGELES — The Organization of Creative Music Publishers (OCMP) has scheduled a meeting for Monday, Jan. 14, 6:30 p.m. at CBS Records, lobby level conference room, located at 1801 Century Park West in Century City. All industry personnel are invited to attend the meeting.

Independent music publisher Michael O’Connor joins the steering committee of the OCMP, which comprises founders Billy Meskel of Arista Music, Steve Bedell of Rick’s Music/Cafe Americana, Irwin Mazar of April/Blackwood Music and independent music publisher Eddie Lambert, president of the L.A. chapter of the Recording Academy. In addition, legal representation has been retained through the law offices of attorney Andrew J. Stern.

Capitol To Release Two LP Set Of ‘The Chicago Conspiracy Trial’

LOS ANGELES — Capitol Records will release a spoken word double LP documentary entitled “The Chicago Conspiracy Trial,” based on the stage production which has been running at Los Angeles’ Odyssey Theatre for nearly a year.

Produced by Nikola S. Veret, the album is a 1969 soundtrack recorded on the trial by the U.S. Government of eight men charged with conspiring to incite street riots between Chicago police, the Illinois National Guard and demonstrators against the Vietnam war during the August 1968 Democratic National Convention.

Performed by the 45-plus members of the Odyssey Theatre Ensemble, “The Chicago Conspiracy Trial” LP features the narration of John Stewart, who appears courtesy of RSO Records.

Contest Initiated For 1980 BMA Theme Art

NEW YORK — The Black Music Assn. (BMA) is sponsoring a competition among its members to provide the most representative theme art for the 1980 Black Music Month Celebration.

The winning entry will be used for all BMA promotional materials and related advertising. The winner will be profiled in the March, 1980 issue of the BMA’s publication, Intervisions. The deadline for submitting entries is Jan. 18, and the winning entrant will be notified by Feb. 1.

Entries should be sent to the BMA at 1500 Locust Street, Suite 1905, Philadelphia, Pa., 19102.

WHAT ME, DISCO? — As each day passes, yet another domino falls, leaving disco face down and new wave face up. On the club level, Studio 54 moves even farther into rock’s turf. The club has hired away Heat’s DJ one night a week, starting this week according to Heat’s manager, Henry Schissler, and reportedly tried unsuccessfully to book the B-52’s into the venue for New Year’s Eve. Meanwhile, the smaller labels continue the disco-to-new-wave shuffle. Rick Reilly has signed the Team, while TK will bow a new wave label, entitled Bold. Debut acts on the latter label will include Jesse Ray and the Chichilds. Ex-disciples are not the only ones packing the name of a new wave label, yet the New Wave Army’s recently oriented label called Plateau, and Richard Perry’s heretofore AOR-oriented Planet label will come with an album by the Creations. The label describes the group as the next big thing from the L.A. new wave scene; but since the group’s guitarist has written three tunes for Linda Ronstadt’s forthcoming album, and since the bass player used to produce L.A. soft-rocker Wendy Waldman, it would appear that they are not soft.

DOLL BY DOLL — Iggy Pop joined with Johnny Thunders’ new band, Gang War, for the Chuck Berry-Storm’s “Round and Round,” during Thunders’ recent gig at Heat. But, despite having two great front men in Thunders and ex-MCS guitarist Huffman, the band did not impress as having yet transcended the sum of its parts. Part of the reason may lie in a personnel change. In Thunders’ old band, the Heartbreakers, he was aided by Walter Lurie, one of the local scene’s greatest guitarists, who effectively played oftenstandard Mertz and Thunders’ Lucy Ricardo. Kramer, on the other hand, is a muscular, charismatic figure in his own right, and Thunders are not yet lighting each other’s fire. During the second night of the gig, rumors abounded that David Johansen and Sylvain Sylvain, Thunders’ New York Dolls, would join him on stage. Trouble, however, Johansen showed up, he didn’t meet the Dolls, and, as expected, did not perform. Meanwhile, Sylvain’s star shines ever brighter. His newly released self-titled RCA album has more great pop music on it than an hour of the old Murray the K Show. A couple of tunes, “Who That Got To With Rock & Roll,” and “Teenage News,” could even become anthems on par with “The Kids Are Back,” the signature tune of his last band, The Criminals. Sylvain is now in the studio producing neo-rockabilly group Buzz and the Flyers. His itinerary also benefits the American bald eagle at Town Hall on January 18, after which he leaves for a tour of Japan.

NOW YOU SEE IT (ON THE RELEASE SCHEDULE), NOW YOU DON’T — The release date of “Sacred Songs,” the Daryl Hall solo album produced by Robert Friggan, has again been postponed by RCA after it had been tentatively scheduled for mid-February release. The controversial album may soon see its second anniversary in the can. And for those of you who were looking for the new Elton John album, you are going to have to wait a couple of months, if not a year. And you are going to have to warm this winter … buy a heater. Insiders say that the Boss has scheduled studio time through the end of March for the as-yet unfinished album. Still, Columbia Records remains optimistic about a late summer release date, and is even offering bits of information about its contents. According to Joe Mansfield, vice president of marketing for Columbia, the album will be Springsteen’s most bald-faced to date, and one that the company expects will shift “The demographics of his appeal from 30% to 50% female.

A LITTLE LADY, A LITTLE BABY — A Manhattan, Wis. circuit court has ruled that Rolling Stones guitarist Ron Wood must play a charity gig in Milwaukee on January 16. The case, brought by the Wisconsin Department of Justice against Wood’s last touring group, The New Barbarians, involves claims of false advertising and booking firms, stemmed from a Barbarians concert held in Milwaukee last April, where angry concertgoers, upset at the absence of advertised superstars, slashed many of the hall’s seats. The court also ruled that admission tickets would not be voided, despite the fact that many were sold at the time. The court also decided that Wood must perform a gig at the Milwaukee Summerfest, at the expense of Wood, which the court later ruled $750, plus the gift of a new toy for charity. The scandal surrounding the death of Elton John’s driver has grown to include possibilities that police/20/200 program have asked that autopsy reports and other information collected by the Baptist Memorial Hospital be made available to the public. The Audit Committee was formed to conduct a review of the practices of Dr. George Nichopoulos, a pathology profes-

COUP DE GRAS — United Artists Records manager Jerry Mayfield is planning a mini-reunion tour by former AOR Model A Ford Sport Coupe upon manager Ken Kragen for another round of his record company’s “First Time Around,” which has already been a hit with Marianne, was also on hand for the presentation.

NMPA To Announce Song Awards In March

NEW YORK — Winners of the first annual National Music Publishers Association’s song awards will be announced at a ceremony on March 17 at the Plaza Hotel here.

Leonard Feist, chief executive of the organization, said that first round ballots have already reached NMPA members nationwide, and that final ballots will be mailed to them by Jan. 30, Prager & Fenton, the association’s accountants, will tally the votes starting Feb. 15. Awards will be made to songs in nine categories, including Song of the Year.

THREE’S A CROWD — K-tel Records debuted Danny Tenne’s free-to-disco dance music compilation “Night Moves” at a party recently in Palm Springs. Pictures above at the festivities are (1-7 are: Terry; Dave Catin, K-tel president and Jack Lemmon.

Morris Sues Charnin

NEW YORK — Edwin H. Morris, head of the Edwin H. Morris Music Publishing Company, has sued Martin Charnin, the director and lyricist of the Broadway musical, “Annie.” Morris claims that he lent Charnin $40,500, which has not been returned.

ARIA Relocates In N.Y.

NEW YORK — Aria Productions, its subsidiary companies, including Darian Music, and its parent company, Aria Communications, have relocated to 135 West 45th Street, Suite 1200.

A ROLLING BARBARIAN FACE IN DETROIT — Mercury recording artist Ian McLagan was recently in Detroit and stopped by WABX-FM to deliver his debut solo album “Troublemaker.” The LP features many musicians and friends he has been associated with during his touring career. Days with the Rolling Stones and New Barbarians. Pictures (1-7 are: WABX personality Jeff Labin and McLagan.

A ROLLING BARBARIAN FACE IN DETROIT — Mercury recording artist Ian McLagan was recently in Detroit and stopped by WABX-FM to deliver his debut solo album “Troublemaker.” The LP features many musicians and friends he has been associated with during his touring career. Days with the Rolling Stones and New Barbarians. Pictures (1-7 are: WABX personality Jeff Labin and McLagan.

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GALLAGHER JOINS UA — Gallagher, nationally known comedian through his appearances on television and as an opening act for Kenny Rogers, recently signed with United Artists Records. His debut LP will be released in January. Pictured in the front row are: (l-r): Charlie Minor, EM/UA vice president of promotion; Ken Kragen, Gallagher's manager, and Jim Maza, EM/UA president. Pictured in the back row are: (l-r): Mark Levenson, EM/UA vice president of business affairs; Gallagher; Don Cronin, EM/UA vice president of A&R, and Joe Petrone, EM/UA vice president of marketing.

**POINTS WEST**

**CHANGES AT NEMPEROR** — Nenperor Records, the New York-based label that has such talented new arrivals as Steve Forbert and The Romantics on its roster, is currently looking for a director of West Coast operations. Bill Gerber, who formerly held the post, left the company recently to join Lookout Management. The West Coast responsibility will be the handling of Devo... Lookout has taken on a new client, Elliot Roberts' firm will now manage The Cars... Bassist Stanley Clarke has left the Nenperor label and signed with Epic.

**KNACK TRACKS** — "The Little Girls Understand," the second album from L.A.'s own The Knack, will be released on Feb. 11. The LP's title comes from the chorus of "Back Door Man," which was written by blues great Willie Dixon and immortalized by The Doones in 1969. The LP was produced by Charlie Merkin and the Chameleons of the album pick up where the first LP left off — boy meets girl; boy beds girl... While "My Sharona" has gone gold in yet another country, Canada, Capitol has released a mock-up version of the song about the tantalizing teen queen, "My Bologna." The song, released on Christmas Eve, was composed by "Weird Al" Yankovic. Yankovic is an architectural major at San Luis Obispo State College and doubles as a Devo guitarist. He took recording equipment out of the studio and into a neighbor's room to record the song, and the food-oriented parody was supported by Yankovic's torrid accordion riffs and twitching bellies. The enterprising young lad sent the tape to Dr. Demento, who was the first DJ to request it. Yankovic got caught wind of the song, played it for the approving members of The Knack, and the novelty song about a young girl's lust for bologna is now available to the public.

**MAMBO JAMBOREE** — While Cheap Trick was ringing in the new year as well as the ears of its audience at the Forum, and Devo was delivering its muttering madness at the Long Beach Arena, hep cats and rockably rebels alike were attending Pumping Piano Productions' Mambo Beat 80. Some highlights of this Hollywood extravaganza were Roy Brown's midnight performance of "Good Rockin' Tonight." Country music's Don Edwards added a splash to the proceedings with "Mama Loves Some Sunday Mornin'" which delayed Tony Conn's frenzied version of "Like Wow," Art Fingers Lee's "Funk 'n' Roll" ensemble, Bob "Funky Little Clown" Merlis' tear-jerking "Bobby Goldsboro" impersonation, and Sal Mimeo and The Natio's "Every Little Perfect Round of Time." More than 300 ultra-high people attended the bash and celebs included Tom Tom Gallo-Scott from Sha Na Na, Ray Campi and Dr. Demento. The evening's grand prize (a $22 Cadillac DeVille with only low gear and a door panel designed by Young & Rubicam) was claimed by a entry from the music industry pundit! Art Fein for $50 before the festivities ended. Fein made use of Warner Bros. publicity ace Bob Merlis' jumper cables before roaring off into the sunrise.

**LOOK GOOD IN BLUE** — Women, and shoulders, and headlights, Deborah Barry, can be seen displaying her hardest parts on the cover of the February issue of Penthouse magazine. It marks one of the few times that a Playboy Bunny (Sarina Hayed, served cocktails in a cantaloupe 10 years ago) has appeared in the publication. The ex-scout has been receiving a lot of consumer praise for the company's marketing as well as the success of a recent promotion where a photo of the magazine's cover was used in a contest. Such publicity was behind the Kenny Rogers hit "The Gambler" that has finished production in Tucson. The drama will star Kenny Rogers and Ronnie Scribner and is set to air sometime in May.

**POODLE PANDEMONIUM** — The Fabulous Poodles, a group formed in 1979 with 31 bill with Tom Petty and The Heartbreakers, Eddie Money and Chuck Berry at the Oakland Coliseum, were given quite a shock New Year's Eve when they found out that they would be doubling as Berry's backing band for the definitive Christmas marketing tour around town in search of a copy of "Chuck Berry's Greatest Hits." Although the band came unprepared, Bryan Lane, the Poodles' manager, solved the problem by saying, "All you have to do is wait for him to stamp his foot and then begin playing." According to reports, the Poodles, who seemd "shock shy," brought the group of 20 people and a Christmas tree to the 7,500-seat Coliseum. Chuck Berry's Christmas TV show will be taped on ABC on Dec. 18, the first since 1972, and will be a sell-out. It is recorded at the Hollywood Palladium.

**MY LITTLE RUNAWAY** — Joan Jett, former leader of the Runaways has turned the reins to Jett is going to star in "We're All Crazy Now," a movie loosely based on the short but intense career of the punk phenomenon. Patti Noone, Herman of Hermits fame, will also star and 60's bublogum rock moguls Kenny Laguna and Richie Cordell will compose the film's music.

**BOOM 'N' ROLL COOKIE TOSS** — New wave group The Fingers played The Bank in Los Angeles Saturday night. The group performed original music written for and commissioned by ABC Sports for the 1980 Winter Olympics, which will be held at Lake Placid, New York in February. The music has just been released by A&M as a single, and the women made their "Harrigan" and "The Runaway" hits into something they hope to become ill and require paramedic assistance... Move Over Six Pistols

**Barbin, Dick Form Quack Productions**

NEW YORK — Richard Barbin and Joe Dick have formed Quack Productions, a multifaceted music production company located at 12 East 22nd. The firm offers such services as instrument and PA repair and rental, concert lighting, videotaping, management and public relations. The Quack facility also includes two large rehearsal rooms and a promotional room which may be rented for various uses. For further information, contact Beth Werlick at (212) 983-6524.
Labels Try TV Advertising; RSO 'Chartbusters' Scores

(Raw Text)

Whechen Named at Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of David Whechen to vice president, business affairs. He was previously the director of law for the firm. Before joining Phonogram as director of law, he was the associate counsel, business affairs for both the Polydor and Phonogram organizations.

Wingate Appointed at Epic — Epic Records has announced the appointment of Dick Wingate as director, talent acquisition, east coast, Epic Records. He joined Epic Records in 1970 as assistant to the vice president, Epic A&R, and has been strongly involved with Epic's new association with Stiff Records. Previously, he was with Columbia Records' east coast product management department, where his most recent position was associate director.

Orr Promoted at Polydor — Tony Orr has been promoted to national sales manager, Polydor Records. He has been with Polydor Records since July 1977, in the capacity of regional marketing manager for the northeast. Prior to joining Polydor, he worked for six years at Columbia Records in various capacities.

Tepper Named at UA — United Artists Music has announced the appointment of Allan J. Tepper as a professional manager. He was director of creative operations for the Infinity Music Publishing Group. Prior to the infinity post, he was associated with Dick James Music and with Pickwick International.

Polydor Names Brody — Jeff Brody has been named northeast regional marketing manager for Polydor Records. Prior to his appointment, he was New York sales manager at Polygram Distribution, which he joined in October, 1977, as a key account salesman.

Squires Joins Music Fair — Music Fair Enterprises has announced the appointment of Iving Squires as director of programming. For ten years he was vice president of Creative Management Associates and International Creative Management, holding down the position of department head of personal appearances.

Rogers Named at Mountain High — Pogy Rogers has been named vice president and general manager of Mountain High Entertainment, newest division of Osmond Communications Company, Inc. Mountain High Entertainment will handle exclusive artists' representation of television, motion picture, theatrical and recording stars. She will be headquartered at the Osmond Communications offices in Los Angeles.

RCA To Record New Version Of 'Oklahoma!'

NEW YORK — RCA Red Seal will record the new Broadway production of the musical, "Oklahoma!," at the company's studios here on Jan. 7. The album will be produced by Thomas Schippers, president of A&R for RCA Red Seal, and Jay David Saks, executive producer of A&R for RCA Red Seal.

Definitive Production

Shepard, who made the announcement, said, "We are afforded the unusual oppor- tunity to record a definitive production of this American classic. How wonderful that the late Richard Rogers continues to provide us with such pleasure."

Rogers, who died last week after a long illness, was the musical's Oscar Ham- merson, Jr.

Wolfman Jack Inc. Inks Olive For PR

LOS ANGELES — Wolfman Jack Inc. and Audio Stimula, the company's radio syndication wing, recently appointed Robt Olive to the position of public relations and publicity director for the firm. Olive will be responsible for relations with the Audio Stimula family of radio stations and will work to sell and contact media for both companies and the associated record, film and television production operations.

Olive has relocated to Los Angeles from Boston where he was active in music capacities in a wide variety of fields. He has earned record credits as a composer, arranger and producer and has penned two musicals for children, "Mouse In The White House" and "Prime Time."

APRIL WINE POURED IT ON AT THE FORUM — Capitol recording group April Wine performed with Styx recently at the Forum in Los Angeles in support of its second Capitol LP, "Harder... Faster." Several label execs congratulated the band backstage after the show. Pictured in front row (from left) were: Greg Lang and Brian Greenway, April Wine; Bruce Rudi, Capitol manager of talent acquisition; Rupert Perry, Capitol vice president of A&R and Terry Flood, the band's manager. Shown in the back row (from left) were: Gary Mofett and Mytha Goodwyn, April Wine; Dan Davis, Capitol vice president of creative services; and Jerry Morden, April Wine.

LeBaron Taylor

Taylor Appointed

(Raw Text)

CBS black music marketing, only Paris Eley, Verni Slaughter, and Irwin Gibber will remain independent of the Columbia and E/P/A structures. Eley, vice president of black promotion for Columbia, and his staff will report directly to Paul Smith, senior vice president and general manager of marketing for CBS Records.

Russ Smith, general manager of jazz/progressive marketing for CBS Records, and his department will also report to Smith, as well as managing director of marketing administration for CBS Records.

Taylor, who had served as vice president of black music marketing for CBS Records since 1974, began his career over 20 years ago at WCBN in Detroit. Prior to his association with CBS Records, he was director of black music A&R for Atlantic Records.

Cash Box/January 12, 1980

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Hank Williams Jr.

The ROXY, L.A. — Like father, like son. Striding in the footsteps of one of the all-time great country recording artists, Hank Williams Jr. has proved that he is every bit the talent his father was.

Opening his set with a rousing version of "Jambalaya," Williams assured the expectant audience that they were indeed in for a treat. The evening grew tastier with such tunes as "Stoned At The Jukebox," "Same Old Tune," and "The Conversation," the last from his latest "Whiskey Bent And Hell Bound." LP.

Softening the tone of the set, Williams captivated the audience with his version of "Your Cheatin' Heart," enriched by his accompanying with the lap steel guitar. This supreme moment was then followed by the sudden appearance on stage of Merle Kilgore (best known for his hit "Wolverton Mountain"), who joined Williams in "Movin' On Over." The crowd went wild.

Williams' band — comprised of Lamar Morris on rhythm guitar, Warren Keen on piano, Dale Stratton on drums, Kerry Craig on hiddle, Joe Hamilton on bass and Wayne Turner on piano — demonstrated its grip in an up-tempo, very light jam on Jerry Lee Lewis' "Whole Lotta Shakin' Goin' On."

But the finale, Williams and the band had the audience jumping with a frenzied version of "New South." All in all, Williams left no doubt that he has indeed inherited his father's talents.

Lynda Ardill

John Hammond Jr. & The Nighthawks

THE BOTTOM LINE, NYC — John Ham-
mond Jr. has always been a catalyst for young blues musicians. Among the alumni who worked the Greenwich Village club circuit with the folk-blues singer in the mid-
60s were The Hawks, before they recorded as The Band, and Jimi Hendrix, when the guitarist used the surname James. Now Hammond has cut a new LP called "Hot Tracks" for Vanguard with The Nighthawks, a searing hard-blues quartet from Washington, D.C., and their recent performance here was simply terrific.

Hammond's recordings over the years have defined a personal territory that celebrates the tension and rhythmic drive of the blues, and he blended these sensibilities into an evocative program of Chicago-style blues from the "Hot Tracks" LP. Hammond is a commanding, emotional singer, and his voice on such tunes as Bo Diddley's "Mama Keep Your Big Mouth Shut," John Lee Hooker's "Sugar Mama," Chester Burnett's "Who's Been Talking," and Willie Dixon's "Pretty Thing" was exceedingly rich.

Individually and collectively, the hard-
riffing Nighthawks supplied Hammond with some of the most powerful and satisfying blues currently being played by today's new generation of white blues artists. The group, who have seven albums out on Adelphi and who recently signed with Mer-
cury, demonstrated the season they have acquired on the road with a host of modem blues greats during their brief opening set.

Marc Wenner, the harmonica-playing vocalist, and Jim Thackery, the lead guitarist, are versatile instrumentalists who are particularly mindful of their roots. Wen-
ner got a very authentic sound from his harp on the group's reading of Muddy Waters' "Don't Go No Further," and Thackery's stock of solo ideas brought new life to Eddie Higgins' "Washin'."

Jan Zukowski is a steady bassist, but it is Pete Rugosa who really distinguishes the rhythm section with his tough, durable drumming. Two original tunes, including an affectionate jump blues tribute to George Thorogood (interpreting "When The Saints Go Marching In"), were written and performed genuinely, giving one hope that The Nighthawks will be able to deliver more than traditional covers on their eagerly-anticipated Mercury LP.

Lynda Ardill

Lowry Hamner & The Cryers

MADAME WONG'S WEST, SANTA
MONICA — Though still un-
recognized within the contemporary pop music scene, Mercury recording group Lowry Hamner & The Cryers are quickly es-
tablishing themselves as a potent rock 'n' roll force to be reckoned with through tireless gigging on the highly competitive west coast club circuit.

The band's rise at this recently-opened new wave venue is a considerable num-
ber of converts to their growing legion of fans here as they highlighted selections from their current LP, "Midnight Run." Utilizing both instrumental prowess and Hamner's distinctive vocal phrasing, the Cryers offered a most original and engag-
ing finish to this new rock LP model, with their plaintive, weeping-guitar-oriented style serving as the band's musical signature.

Hamner's mesmerizing, entrancing vocals and sensual presence remained the center of attention throughout much of the show, but Clay Barnes proved to be more than adequate on his "southern style" gutty solos on such tunes as "Tell Me Your Dream" and "Who Ya Tryin' To Fool?" Bassist Tom Ethridge and Darrell Ver-
dusco on drums and backup vocals consis-
tently maintained a rhythmically entralling bottom as the hard-working backbone of the group. Songs such as "Hurt Somebody," "Hold On" and "Mid-
night Run" effectively captured the band's southern roots, while displaying most palatable pop hooks.

With every move they made such as this under their belts, there is little doubt that Lowry Hamner & The Cryers will be receiving the attention throughout the industry and the general public they deserve. Rock such as this won't easily fade away.

Lynda Ardill

If your present address, zip code, or if your name or name of your company is incorrect or spelled incorrectly, please attach your mailing label & fill in the correct label below.
A first effort by tenor saxophonist Goldsby, whose big sound shows off his Texas heritage. Highlights include a rapid-fire version of Charlie Parker’s “Anthropology,” the fast-paced witty time of “Rain Garden” by Goldsby and a Sonny Rollins-styled calypso version of “It’s Only A Paper Moon.” Goldsby is supremely confident on each of the five tracks in the collection, showing his respect for the hard-sounding tenorists who have been his mentors. Drummer Billy Hart adds excellent, driving support throughout.

McPartland performs her original “Time and Again,” the standard “If NeverEntered My Mind,” as well as tunes such as “Tell Me A Bedtime Story” by Herbie Hancock and “Matrix” by Chick Corea. Jerry Dodgion is a solo trumpet voice, especially on his own composition, “No Trump.” McPartland’s moods fit right with the music, no matter whose. Spring Can Really Hang You Up The Most,” with the verse intact, is a standout.

New to the U.S. jazz scene, pianist Deign makes a run for the spotlight with a show of talent and composing ability. He’s well supported by the Horst brothers, with Terumasa a trumpeter, Motoki on drums. Of the five selections here two are by Terumasa, one is by Ornette Coleman and two are by Deign, including the lengthy title track. Deign is well-known in Europe, judging by the excellence of this record, he could also catch on here.

CONCORD EXPANDS — Concord Jazz, the northern California label that records mainstreamers such as the LA 4, Scott Hamilton, Ray Brown and others, is expanding into new areas. Concord Jazz Picante, one of two new subsidiary labels, will feature Latin American music and Latin tinged jazz. Their first offering will be from Cal Tjader, who was among the first to combine Latin music with jazz in the fifties. Also look for an LP by Charlie Byrd, who brought the bossa nova to America from Brazil. Concord Concerto, the other label, will focus on classically oriented jazz music. Among the early summer 1980 releases will be an album by Laurindo Almouda with symphony orchestra. Meanwhile, Concord is still readying an eight-disc package for January, including records by Louise Bell, Ted Nash, Do Dilly and trumpet, Mark Ackland, bass, Daniel Anderson, George Shearing, Hamilton and Warren Vache and Rosemary Clooney.

PREZ LIVES — Prez Conference, the multi-saxophone group which plays arrangements of Lester ‘Prez’ Young’s favorite saxophone solos, is back making a European tour. So says Gene Nollos, whole GNP Crescendo label records the group, Norman toldCash Box he is travelling overseas in search of new masters with the idea that singer Joe Williams and Prez Conference might make a good package for jazz-hungry audiences over here. Williams has already recorded an album with the group and has performed with them. The masters which Norman is seeking will become part of his already considerable catalogue of classic sides on the Quintessence label. Manufactured and distributed by Pickwick, Quintessence has put out 45 sides of classic jazz from the catalogs of some of the masters. Norman’s goal is to have 200 records on Quintessence by mid-decade. Coming in the first quarter of 1980 are “Blues In The Night” by Jimmie Lunceford, “Creole’s Choice” by Cleo Laine, “European Windows” by John Lewis and The Stuttgart Symphony; “Bechet Of New Orleans,” by Sidney Bechet, and “Silk and Soul” by Nina Simone.

MINI-INTERVIEW — Chico Freeman has been known to do it all. He plays alto, tenor and soprano saxes in the realms of the mainstream and the avant garde. Chico has recorded as a leader and as a sideman, and occasionally in both capacities. His father, former saxophonist Von Freeman and his uncle are guitarist George and drummer; Briz Freeman. “And dad and I toured Europe recently as co-leaders of my group. We think we did well,” he told Cash Box. “They did so well, in fact, that he invited us back, this time leading our own group. Von’s rehearsals at home that turned Chico onto jazz. “Dad had a group featuring Andrew Hill on piano, and Maltachi Favors on bass, along with my uncle,” Freeman said. That was in the mid-sixties. It wasn’t until Freeman was in college some years later, that he picked up the sax. His first recording, a trio LP called “Morning Prayer,” was released in 1976. He came to the Apple that same year and joined the groups of Sun Ra and Cecil McBee. Bassist McBee is still a vital part of Freeman’s life, playing on his records and videos. The 38-year-old musician played in the then-burgeoning New York loft scene before being noticed by Elvin Jones whose group he played for all of 1977. Favorable reviews of Freeman’s records for India Navigation, “Chico,” “Kings of Mali” and “Spirit Sensitive,” have boosted his reputation to the point where major tours and festivals now include him as a matter of course. For Black Saint, distributed by Rounder, he has recorded “No Time Left.” His album for Contemporary is called “Beyond The Rain.” As a sideman, Freeman has recorded three records with McBee for Enja, one with Don Pullen for Black Saint, and one with Jay Hoggard for Arista/GRP. Freeman’s next tour will cover the West Coast and Australia from the end of September through March. Among the U.S. dates will be stops at Keystone Korner in San Francisco, the Lighthouse in Hermosa Beach, and the Back Door in San Diego.


BENEFIT NAMES LINE-UP — A partial list of performers for the Musicians Marathon, “Salute to Sam Jones”, slated for January 14 at Symphony Space in New York, includes a big band that was once co-led by bassist Jones and trumpeter Tom Harrell, as well as Jimmy Cobb, Bob Cranshaw, Bob Cunningham, Harold Danko, Sonny Fortune, the Heath Brothers, Louis Hayes, Bill Hardman, Junior Cook, Mill Jackson, Billy Taylor, Randy Weston, plus such new groups as Noel Smith, New Life Jazz, Tequila and others. For the evening’s two shows have Bob Cropper, Pat Prescott and Ed Williams.

arnold jay smith
Warner Amex Airs "Popclips" As Audio Visual Radio Station

by Michael Glynn

LOS ANGELES — Beginning in early February, Warner Amex Satellite Entertainment Corp. will debut the world's first audio visual counterpart to a pop music radio station, on its youth-oriented Nickelodeon channel. The program, which will be broadcast to air in half-hour blocks two to three times a week over the nationally distributed satellite network, will be produced by Interchannel Television, a subsidiary of Pacific Art Corporation and Hollywood, CA.

The system will be conceived as a multi-billion dollar business. The newsletter will carry no advertising and will be distributed by first class mail in the U.S. and Canada and outside North America for $11. Readers will be able to order the newsletter, which is now being mailed monthly to subscribers, for $20. The newsletter will be available in the future in diskette form.

The newsletter will be produced by Warner Communications, Inc., and Lack stresses that "Popclips" is hardly looking to confine itself to product promotion.

QUOTE

"We don't buy the videos, just as a SWEN or a KLAC doesn't buy their records," said John A. Lack, president of Warner Amex Satellite Entertainment Corp. "As records are given to them by the various distributors, these clips are sent to us. And we forward them to a radio station where they will be broadcast.

Both Lack and Nesmith are quick to point out that there are more than 100 television stations on the record industry in general in supplying "Popclips" with videos which is good and, although Warner Amex is half-owned by Warner Communications, Inc., Lack stresses that "Popclips" is hardly looking to confine itself to product promotion.

Warner Bros., Elektra/Asylum and Atlantic labels.

"We can't sustain 'Popclips' with just WEA material and we don't intend to. We will continue to do for video records what has been done for audio records... That's the plan, which is why you see this kind of advertising in this case, to sell albums," said Lack.

"Feedback Systems"

In order to gain the feedback of "Popclips" as a marketing tool for selling records, Nesmith explained that "feedback systems are being set up at such chain stores as Wests Ains and Capitol office boxes, to collect the feedback.

"We also know exactly what our markets are for the right stores, and where in the market they are. These are real feedback tools, too. We use them in the stores," said Nesmith. "We also know what radio stations are in these markets and how well they're doing there. All of this is real important to our feedback system.

"A Popclip will be put into the radio station, the station will play it, and we'll get a feedback of how well it's doing. The whole thing's built-down to servicing the consumer and the viewer."

Although each block of "Popclips" may be used by a local station, they will be sold together, Nesmith explained that the clips will be put into "rotation" the reflection of the market. It may be at any given time. Additionally, there are also plans to select The Top 5 clips at the end of each week.

Emphasis On Quality

"The emphasis has been on the clip and we view the clip as an art form," stated Nesmith. "So, what we play does not necessarily have to be connected to a big artist. In fact, we play clips by an unknown quickener than we would a clip by a popular artist."

"A Popclip is a top product clip, and we spend a lot of money on the clips. We have a rating and departments for the possibility of establishing link-ups with local record retail outlets through local cable TV systems so the Popclips might be shown in-store."

"We're creating an industry here as much as we're promoting one," summed Lack.

AUDIOPHILE LP REVIEWS


Judging from a fan's interest in jazz, as well as technology, and on this Denon PCM record of Archie Shepp and his group of seasoned jazz veterans performing mosty Horace Silver's compositions, the combination is joyful synergistic. Every instrument has its own dimension, and producing a lot of music very much like sitting front row in an intimate club. Typical of Japanese pressings, surface noise is practically non-existent. Hats off to Denon for this fine jazz gem.


One of the Bay Area's favorite local rock groups is faithfully recorded on this live first hard rock disc. Audio purists have favored direct-to-disc recording because of its lack of electronically induced distortion and wider dynamic range, while rock music is often characterized by just the opposite. Stoneground's music is pure and exciting rock 'n roll and they should be heard by everyone. No one could be the right medium for mass acceptance. For the audiophile rock fan, however, nowhere in the crystal clear recording in as close as you can get.


Michael Melvoin is a prolific film and television composer and arranger and therein lies the problem with Redeye. Capable musicians above all the likes of Harvey Mason, Ray Perry and Larry Carlton, among others. With the exception of the title cut, however, the Melvoin-penned compositions would make good accompaniment to the visual images and a few tracks are a delight. Disc quality and production value are first rate on this digitally recorded album, although the disc sounds a bit bright in the high end.
J. M. Peach, couldn't
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— COLUMBIA

WHAT'S IN-STORE
TAPE NEWS—BASF recently introduced a new LH open-reel tape at the Consumer Electronics Show in Las Vegas, Jan. 5-6. This high-quality high-output low-noise ferric oxide reel-to-reel tape, designated "Ferro LH DP 50," features a built-in sensing foil and plastic library box. According to the company, the LH 26 is currently one of the most popular tapes in Europe. It will be available on "A" platter reels in lengths of 1.800 to 3.600 feet. On the videotape front, the JVC Corporation has reported a large increase in demand for videotape at the Consumer Electronics Show during 1979 and now predicts that higher recent increase in the number of manufacturers should result in a decline in prices in the coming year. For its part, JVC has committed itself to marketing a full line of blank videotapes. Three different play lengths are currently available from the company catalogue: 30, 80 and 120 minutes.

RETAILER SCHOOL—NARM has unveiled plans for a new five-day Retail Management Certification Program for record store personnel. The faculty for the course will consist of Dr. Garland Wiggs, the course coordinator and instructor for the management/retail course at the Harvard Extension School and Robert Webster, a master salesman for Columbia Records. Dr. Wiggs will teach Manager's Responsibilities; Personal Management; Motivation; Communications Skills; Interviewing and Hiring; Teaching, Coaching and Evaluation; Time Management, and Sales Management. The retailer will be dealing with the merchandising/promotion sections and of promotional materials that will be used by students in constructing their own in-store display material. Denon will lecture on Financial Management, Inventory Management, Ordering and Repositioning, and Profit and Loss Concepts. The sessions for the 1980 program will be held in Atlanta, Jan. 21-25; Chicago, April 21-25; Los Angeles, June 16-20; and Philadelphia, Aug. 11-15. Further information is available from the NARM office in Cherry Hill, New Jersey.

GOLD MEDAL SAMPLER—In Warner Bros.'s
top sampler, highlighting the key artists, the
selections are offered by many artists, as well as several established ones. The album, which is geared to the January and February releases, features tracks by the like of Dr. D, Christopher Cross, Pearl Harbor and the Explosives, the Littles, the Pretenders, Utopia, Roger Voudouris and Jess Roden. Label merchandisers will be receiving the album in the near future and should be making it available to retailers through their local WEA office.

FIRST DIGITAL SOUNDTRACK—Walt Disney Productions' The Black Hole has just been released and is the first motion picture soundtrack to be digitally recorded. The music was written by John Barry and features a 94-piece orchestra. The album was recorded at the Burbank Recording Studios using the 3M Digital Audio Mastering System. Normally, high-priced, this digital LP has been marketed at a list price of $8.98, due to the expectation of large sales by the company. In addition to the album on Buena Vista, Walt Disney Music Company has released a full line of children's Black Hole story records on their Disneyland label, a 12""Storyteller"" album and read-along 7" records and cassettes.

CONTESTS—National Record Map awarding 10 "escape" weeks at the Pittsburgh Mall—Pittsburgh in a "Better Homes and Gardens" promotion. Peaches, Cleveland, awards $100 in savings account at a Fabulous Fiddles contest to the customer who brings in the most out-of-date pink items... The Music Millennium branch of Portland holding a Jefferson Starship promotion in which they will give away a Starship who will give away a Starship tour... Bellamy who won the Starship album of their choice... Peaches, Dallas, Fort Worth, Oklahoma City and Tulsa also holding Jefferson Starship promotions, this time in the form of "record grabs."

The concept of "Point Zero" is emulated, with those participating in the run having to touch base with a predetermined spot, then collect an album on the run. Finally, Tower, Los Angeles. is giving away a pinball machine in a Cook County promotion. The grand prize winner will be selected following a pinball playoff.

CUSTOMER QUOTE OF THE WEEK
"This is a Christmas present. How could I possibly know I couldn't exchange it once I got it open?"

LOCAL ACTION—Renewed sales activity on Who product reported in the east, now at the Burbank Recording Studios, including the "Electric Horseman" on the "...new..." Neal Diamond and Specials selling well in the west.

IN-STORES—Koji and the Gang on Dec. 27 at Charts, Phoenix with over 500 persons in attendance... Brian Eno in an unannounced appearance Jan. 2 at Tower, Los Angeles... Roseanne Sorrentino, from the cast of Annie, Dec. 24, at Peaches, Indianapolis. Moe, the dog who played Sandy in the musical, also appeared, placing his footprint on customer copies of the album... Finally, Mark Leonard from the Star Trek movie, at an instore at Oasis, Pittsburgh, Jan. 10, left in with a give-away of tickets to the movie and to a Star Trek show at the Civic Arena...
KOOL & THE GANG (De-Lite DE-802)  
Tee Hot (3:48) (Delightful Music Ltd./Gang Music — BMI) (G. M. Brown, Kool & Gang)  
Kool & The Gang follow up their Top 5 pop hit, “Ladies Night,” with this mellow dance-ballad.  
A sensually flowing keyboard melody is nicely balanced with a thick, steady bass line and easy drumming.  
The “love gone bad” lyrics are delivered subtly and stylishly re-inforced with a jazzy sax break.  
An all-around winner for B/C pop and dance lists.

Gloria Gaynor (Polydor PD 1056)  
Wailing horns, handclaps, zesty strings and percussion make this a truly electric finish to the regal rock classic.  
Right for ’80s pop and AOR lists.

Starland Vocal Band (Windsong CBS-11899)  
Loving You With My Eyes (3:20) (Cherry Lane Music Co. — ASCAP) (M. Kunkel, T. Danoff)  
The Starland Vocal Band is back on vinyl, after a brief absence, with a more mature sound, as they forego the fluffy pop of “Afternoon Delight” for a silky ballad.  
The female half of the quartet, Margaret Kunkel and Tafty Danoff, stand out here, as they are joined for excellent harmonies by Bill Danoff and Jon Carroll.  
For pop, A/C and C&W.

The Marc Tanner Band (Elektra E-46589)  
Hold Your Head Up (3:37) (Mainstay Music Inc. — BMI) (R. Argent, C. White)  
The first single from the Marc Tanner Band’s upcoming LP, “Temptation,” is a fiery electronic re-working of Argent’s hit single “Satisfaction.”  
Hard, grinding guitars mesh nicely with space-age synthesizer flourishes and lead singer Tanner utilizes a talk box for a truly electric finish to the regal rock classic.  
Right for ’80s pop and AOR lists.

Chuck Mangione (A&M 2211)  
Give It All You Got (3:55) (Gates Music Inc. — BMI) (C. Mangione)  
Mangione and his magical flugelhorn provide a spirited instrumental cover of this jazz standard during the 1980 Winter Olympics in Lake Placid, as this single will be featured on ABC-TV Sport’s coverage of the events.  
From the forthcoming “Fun And Games” LP, this outing strikes a nice balance between jazz, funk and pop.  
A sure fire pop, B/C jazz hit.

John Cougar (Riva R-203)  
John Cougar established himself slowly but surely last year on the pop charts with “I Need A Lover” and the second single from his excellent self-titled LP should give him further pop and AOR presence.  
A strikingly dynamic urban rock song sung by Cougar’s passionate vocal delivery, this is highly recommended.

Waylon (RCA PB-11888)  
I Ain’t Living Long Like This (3:34) (Visa Music — ASCAP) (R. Crowell)  
Waylon Jennings’ vocals more like a rock ‘n’ roller with every record and this “What Goes Around Comes Around” LP, mixes rolling boogie beat with the singer’s distinctive slide vocals.  
Although not quite as accessible as “Amanda,” this should receive pop and AOR presence, as well as heavy C&W action.

Gary Numan (Atco 7211)  
Cars (3:37) (Geoff & Eddie Music/Blackwood Music Inc. — BMI) (G. Numan)  
British Gary Numan offers an original, adroit mixture of techno-pop and new wave elements on his first single from an upcoming LP.  
Formerly, a #1 U.K. pop hit and currently a big DOR tune in U.S. rock discos, this track could prove to be a pop, AOR sleeper here, with its ominously insistent beat and snappy electronic effects.

Sylvain Sylvain — RCA AFL-3475 — Producers: Quinn, Bongiovanni and Sylvain — List: 7.98  
This former New York Doll mainstay has come up with a debut album that, if it can be done, defines the Staten Island sound that David Johansen first mined.  
However, Sylvain’s updated ’50s rock sound is filled with the passion of a West Side Story night, and the songs are more pop-oriented than his Dolls cohort.  
This dramatic first release is paced by Big Apple dandies like “14th Street News,” “What’s That Got To Do With Rock ’n Roll” and “Tonight.”

“Prime Time” is the second album from this accomplished songwriting duo.  
Grey’s Broadway stage-like vocals are the key to the band’s sound.  
The two some covers the whole R&B spectruman album, everything from the EWFounding “For The People” to the Steve Wonderish “Single Girl.”  
A unique guitar sound runs through the majority of the work here, and this album should break the team as a major black contemporary act.

The Specials — Chrysalis CHR 1265 — Producer: Elvis Costello — List: 7.98 — Bar Coded  
Along with Madness, The Specials are currently the darlings of the new “mod” scene in London.  
The Specials combine rock, reggae, ska, and even some punk elements to create a sound that is alternately zany and haunting.  
Instead of the black man’s burden, the band relies on themes that concern British social problems.  
Elvis Costello’s minimalist production works perfectly for this band.

This ex-Iron Butterfly member delivers a more than competent solo LP with “Forever.”  
His Scaggs-like vocals are comfortable in a variety of musical atmospheres, but comes through most appealingly on rockers like “Do What You Do” and “Lost and Found.”  
Pinera has written some dancing and easy listening tunes for his first Spector outing.  
For a variety of formats.
SYNDICATION INDICATIONS — Westwood One's new nationally syndicated series, "Special Edition," a one-hour focus on major black artists, is drawing nearer to its maiden voyage in February, already stacked with an impressive list of guest artists. Interviewed for the initial programs, to be hosted by Sid McCoy of TV's Soul Train, are the Crusaders, Peaches and Herb, Isaac Hayes, The Temptations, 'TQays, Earth, Wind and Fire and Curtis Mayfield. Sponsored by Michelob Beer, "Special Edition" will be heard weekly on black radio stations across the country, including KDNY/Los Angeles; KDIA/San Francisco; KKDA-FM/Dallas; KMJQ/Houston; KKSS/St. Louis; and WVEE/Atlanta. Seven stations have recently contracted to air Radio Arts' adult MOR format. "The Entertainers." The syndicated music series was selected by WKZZ-FM/Lynchburg, Va.; KCBC/Dos Molinos; KWSM/Salt Lake City; KXEL-FM/Norfolk; Neb.; KAGC/Bryan, Tex.; WMFS-FM/Presque Isle, Me.; and WEZD/Atlanta, Ala. The Mutual Broadcasting System has named five stations to act as hosts on the network's new dramatic series, "Mutual Radio Theater." The programs, which debut Feb. 4, will be hosted by Lorne Greene, Andy Griffith, Vincent Price, Orson Welles and director Nimoy. Mutual's Vice President C. Hardy Rogers, Terry Hourigan, said Mutual's plans for the first two Mutual Radio Theaters calls 130 original dramas before any show is repeated.

GRAZE FOR FRAME — KLOS/Los Angeles' morning personality Frazer Smith, complete with his zany TV show crew, will headline the Roxy Theatre on Jan. 11-12 for two shows nightly. Billed as "The Graze Frazer Smith TV Show," these performances will mark one of the rare occasions that an unsigned act has headlined the Los Angeles club. Smith, who is well known to Southern California radio listeners for his off-the-wall parodies with musical diversion provided by local rock group, The Falcons.

WASHINGTON, D.C.'S LIVE BROADCAST — One of the first live broadcasts of 1980 and of the new decade belongs to Bryan Ferry's art rock band. The Rolling Stones' "The Final Sat. Night" will be taped at the London Palladium before an estimated 12,000 paying customers. The Rolling Stones' "The Final Sat. Night," a BBC production, will be taped at the London Palladium before an estimated 12,000 paying customers. The Rolling Stones' "The Final Sat. Night," a BBC production, will be taped at the London Palladium before an estimated 12,000 paying customers. A search of the new series of shows will begin with Miami, with New York, Los Angeles and San Francisco as its national broadcast starting points.

JOE'S FOR REAL — William Shatner (left), who stars as Capt. Kirk in the television series and motion picture of Star Trek, discussed his experiences with fans at the Miami Beach Convention Center. "The original adventure," he maintained, "is the pride of all the fans." The interview narrative program about subjects that defy logic, "The Original Adventure," is sponsored by The Source, NBC's young adult radio network.

concert on Nov. 15 during the group's tour of smaller clubs around the United States. STATION TO STATION — During the holiday season, WMRR/Philadelphia invited listeners to help decorate the WMMR Christmas tree with home-made ornaments. The creator of the most interesting decoration won a complete Beatles catalog and a year's pass to the Miami Beach Festival. On Mon., the Miami Beach Festival moved to the Bay of Biscayne for the "WMMR Christmas" concert, which was attended by nearly 10,000 fans. LEE RANALDO, a young singer/songwriter from the Source, NBC's young adult radio network, is performing at Joe's on Dec. 5.

GRAMMYS TO AIR VIA SYNDICATION

LOS ANGELES — The 23rd annual Grammy Awards will receive national coverage, via a syndicated radio network, through an exclusive production agreement with Los Angeles-based TM Productions and the National Academy of Recording Arts and Sciences. Dallas-based TM Productions will handle distribution.

The radio programming includes a three-hour special that previews the nominees and allows artists to air the weekend prior to the CBS-television Grammy Awards Presentations.

ROSE JOINS KYUU-FM AS GENERAL MGR.

LOS ANGELES — Barry Rose has been named general sales manager at KYUU-FM in San Francisco. He was most recently sales manager at Westinghouse Broadcasting's WINS/New York.

Rose will oversee all local and national sales operations at KYUU. "KYUU is making a total commitment to being a success in the San Francisco market," he commented. "It's exciting to be joining a station with that kind of attitude."

HOU THEAUB TD BY BLACK CITY

LOS ANGELES — Black music and country music took top honors in Houston's Fall ratings, according to the October/November Arbitron advance figures.

Black mass appeal KMJQ maintained its #1 status for 12+ overall shares despite a noticeable drop of 0.8 from summer ratings of 11.8. Moving up to 6.6 from 5.3 and #2 in overall shares, is country FM KIKK. Top 40 disc-oriented KRLY, which was one of only four gainers in the market, rose to 6.4 from 3.7 in the July/August ARBS.

The other two stations that gained were leading FM rocker KLOL and Top 40/AOR KFDM; KLOL rose to 5.4 from 3.5 and, KFDM, which had been a religious station as recently as last June, registered a 3.0 in its first ratings period.

RATINGS DROP

FKRBE's slumps to 4.5 from 6.6 in July/August is significantly down from a year ago's 9.2. Similarly, KILT-AM, which was 7.8 a year ago, lost more ground dropping to 3.4 from 4.6. KILT-AM also slipped to 3.0 from 3.9. These numbers represent total shares, Monday through Sunday, 6 a.m. to midnight.

FROM HOUSTON TO TEHERAN— Pictured above is what is believed to be one of the world's largest Christmas cards. The piece of Dave Ward, anchorman for KTTH-TV/Houston, and jointly developed with KAU-FM/Houston, the giant card was filled with nearly 10,000 signatures before being mailed to the American hostages in Tehran. Shown before the signing are (l-r): Willard Lochoride, vice president and general manager of KAU; Jim Pillin, director of advertising and promotion at KAU; W. Tate, regional sales manager for Federal Express; Ward; Houston Oilers' Derrick Dolls Stone and Dan Murphy; and the Houston Oilers' Santa Claus.

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<td>Sara, Sisters, Never Forget, Title</td>
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<td>Epic</td>
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<td>Hurricane, Cortez, Loner, Cinnamon</td>
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<td>Regatta De Blanc</td>
<td>The Police</td>
<td>A&amp;M</td>
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<td>Message, Bring On The Night, Moon, Contact</td>
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<td>12</td>
<td>Down On The Farm</td>
<td>Little Feat</td>
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<td>Front Page, Kokomo, Straight, Title</td>
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<td>Nights In The Ruts</td>
<td>Aerosmith</td>
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<td>Chiquita, Reefer, Three Mile, Think About It</td>
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<td>Night In The Ruts</td>
<td>Styx</td>
<td>Columbia</td>
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<td>Babe, Why Me, Never Say Never, Borrowed Time</td>
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<td>16</td>
<td>14</td>
<td>Head Games</td>
<td>The Inmates</td>
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<td>They're The Ones</td>
<td>Bob Welch</td>
<td>Columbia</td>
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<td>I'm The Man</td>
<td>Molly Hatchet</td>
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<td>Friday, Different, Kate, Title</td>
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<td>Third Time, My Bad, Title</td>
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<td>Voices, I Know What, Have Held, Need Your Love</td>
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<td>Dream Police</td>
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<td>Dreaming, Hardest Part, Union City</td>
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<td>Eat To The Beat</td>
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<td>Columbia</td>
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<td>Keep The Fire</td>
<td>Kenny Loggins</td>
<td>Columbia</td>
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<td>Mondays, Wind Chill, Keep It Up, Night, Diamond</td>
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<td>The Fine Art Of Surfacing</td>
<td>The Boomtowns Rats</td>
<td>Columbia</td>
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<td>Lightening, Ever Wanted, You Know That</td>
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<td>14</td>
<td>In The Heat Of The Night</td>
<td>Pat Benatar</td>
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<td>Heartbreaker, Title</td>
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<td>Inmates</td>
<td>Pat Metheny Group</td>
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<td>The Headboys</td>
<td>Bob Welch</td>
<td>Columbia</td>
<td>150</td>
<td>Ships Of Things, Experiments, Kickin The Kat</td>
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<td>30</td>
<td>7</td>
<td>The Other One</td>
<td>Bob Welch</td>
<td>Columbia</td>
<td>161</td>
<td>Rebel Rouser, Future Games</td>
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**FM Station Reports - New Adds/Hot Rotation**

**KMGN-FM - Bakersfield - Mike Bell**
- ADDS: John Cale, Roy Sundholm

**WHMS-FM - Cleveland - Kid Leo/John Gorman**
- ADDS: Babys

**KZEW-FM - Dallas - Tom Owens/Doris Miller**
- ADDS: Tony Banks, Babys, Graham Nash (45)
- HOTS: Cheap Trick, Foreigner, Jefferson Starship, Pink Floyd, Led Zeppelin, Fleetwood Mac, Police, Tom Petty

**KFML-AM - Denver - Ira Gordon**
- ADDS: Richard Fagan, Babys, Specials, Tantrum (45), Graham Nash (45)
- HOTS: Little Feat, Pink Floyd, Dan Fogelberg, Eagles, Cale, Steve Forbert, Fleetwood Mac, "No Nukes," Tom Petty, Police

**WKJL-FM - Elgin - Tom Market/Wally Leisering**
- ADDS: UFO, Babys, Giants, Mickey Baker, Mighty Diamonds, Jay McShane, Eddie Vincent, Queen (45)

**KZEL-FM - Eugene - Peyton Mays/Chris Karvick**
- ADDS: Trevor Rabin, Wreckless Eric, UFO, Kenny & The Kasuals, Babys

**WSHE-FM - Ft. Lauderdale - Michele Robinson**
- ADDS: Clash (imp), Public Image Ltd (imp)
- HOTS: Tom Petty, Pink Floyd, ZZ Top, Dan Fogelberg, Jefferson Starship, Police, Joe Jackson, Fabulous Poodles, Neil Young, Marianne Faithfull, "No Nukes," Pretenders

**KLOL-FM - Houston - Sandy Mathis**
- ADDS: Babys
- HOTS: Pink Floyd, Jefferson Starship, Tom Petty, "No Nukes."

**WLIR-FM - Long Island - Denis McNamara/Larry Kleinman**
- ADDS: John Mayall, Emmylou Harris (imp), Good Rats, Romantics, Steve Howe (imp), Elmo & Patly (45), Nick Apollo (45), "Weird Al" Yankovic (45)

**KMET-FM - Los Angeles - Jack Snyder**
- ADDS: UFO, Babys

**WYDL-FM - Pittsburgh - Jim Kinney**
- ADDS: None
Tom T. Hall Invites Country Stars To Help Re-elect President Carter

NASHVILLE — RCA recording artist Tom T. Hall invited some 75 prominent people involved with country to his home Jan. 3, to discuss how they could help in the re-election campaign of Jimmy Carter for President.

‘Outlaws’ Earns Double Platinum

NASHVILLE — The first country album to ever reach platinum status, “Want!ed! The Outlaws!” on RCA, has now achieved double platinum status, signifying sales of over two million units.


Nashville division vice president Jerry Bradley, who initiated the project in 1975, stated, “We ore, of course, elated at the continued success of ‘Want!ed! The Outlaws.’ Reaching double platinum status is another milestone for Nashville we once thought impossible. I also think it’s an interesting comment on the stability of the country market in view of the industry’s current problems.”

Among the invited guests were Earl Scruggs, Jack Greene, Carl Smith, Heilen Cornelius, Jimmy C. Newman, Jeanne Seely, Hank Snow, Skeeter Davis and Jeanne Shepard. Tommy and Pamela Cash represented the Carter-Cash family since Johnny and June Cash were out of town. Other guests were Billy Carter, the president’s brother; Jim Frew, a presidential assistant; Mrs. Gerald Reffo, wife of Carter’s former media consultant; and state Sen. T. Tommy Culver.

‘Purely Friendship’

According to Dixie Hall, Tom T’s wife, “It is not a fund-raising thing. It is purely friendship. Jimmy Carter has been good for our industry and we want to make sure that it continues.”

During this time Carter has been in office. Tom T. Hall has performed several times before the President, including concerts at the White House.

Capitol, EMI/UA Merge In Nashville

NASHVILLE — Effective immediately, Capitol and EMI/UA Records will be housed in the same building at 29 Music Square East, Nashville. The new phone numbers are (615) (544-5659) and (245-777). The three story building, which had been undergoing renovation since February 1979, is owned by Kenny Rogers.

CLEMENT CUP PRESENTED — Capitol artist Gene Watson and producer Russ Rnder were recently feted at Jack Clement Studios for their #1 record, “Should I Come Home (Or Should I Go Crazy).” Since they recorded the song at Clement’s studio, they were presented The Clement Cup for the single. Pictured are (l-r): Rick Gardner, director; Don Kierns, producer’s manager; Jeff Walker, Con Brio Records; Hollowell, and Douglas Hespe, producer.
### MOST ADDED COUNTRY SINGLES

1. My Heros Have Always Been Cowboys — Willie Nelson — Columbia — 23 Reports
2. I Ain't Lavin Long Like This — Waylon — RCA — 19 Reports
3. Why Don't You Spend The Night — Ronnie Milsap — RCA — 18 Reports
4. Play Another Slow Song — Johnny Duncan — Columbia — 16 Reports
5. Crying — Stephanie Winslow — Warner/Curb — 15 Reports
7. The Old Side Of Town — Tom T. Hall — RCA — 12 Reports
8. Men, Charley McClain — Epic — 11 Reports

### MOST ACTIVE COUNTRY SINGLES

1. I'll Be Coming Back For More — T.G. Sheppard — Warner Bros. — 42 Reports
2. Baby You're Something — John Conlee — MCA — 42 Reports
3. Years — Barbara Mandrell — MCA — 42 Reports
4. Love Me Over Again — Don Williams — MCA — 41 Reports
5. Leaving Louisiana In The Broad Daylight — The Oak Ridge Boys — MCA — 36 Reports
6. Your Old Cold Shoulder — Crystal Gayle — United Artists — 35 Reports
7. The Shuffle Song — Margo Smith — Warner Bros. — 32 Reports
8. Back To Back — Jeanne Pruett — IBC — 30 Reports
10. What'll I Tell Virginia — Johnny Rodriguez — Epic — 26 Reports

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**Hailey Named VP at Halsey Company**

**TULSA, Okla.** — Jim Halsey, president of the Tulsa-based Jim Halsey Agency, has announced the appointment of Charles Hailey to the position of vice president. Hailey will head the theme park and convention division of the company. He has been appointed to the board of directors of the agency.

**Operations Manager**

Hailey has been with the Halsey Company since 1975 and has functioned as operations manager since 1978. Before joining Halsey, Hailey was associated with Splendor Productions in Orlando, Florida.

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**Weatherly Induced Into Miss. Hall Of Fame**

Jackson, Miss. — Singer/songwriter Jim Weatherly was recently inducted into the entertainment division of the Mississippi Hall of Fame. During a ceremony at the state capital, Governor Clifford Finch presented Weatherly with a certificate of merit for his achievement as an entertainer and songwriter.

Weatherly, a native of Pontotoc, Miss., has composed songs such as "Midnight Train To Georgia," "Never One Of Us," and "You're The Best Thing That Ever Happened To Me." Weatherly has recorded seven albums and currently records for Elektra/Asylum, produced by Jim Ed Norman.

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**DILLON VISITS KSON**

RCA recording artist Dean Dillon recently visited KSON in San Diego as part of a seven-day tour of western radio, retail outlets and a variety of clubs in support of his single, "I'm In The Mood." Pictured (l-r) are: Ron Hunter, program director; Carson Schreiber, western regional promotion, RCA; Dillon; and Ron West, music director.

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**REVIEW**

**WILLIE NELSON** (Columbia 1-1186)

My Heroes Have Always Been Cowboys (3:36) Jack & Bill — BMI (S. Vaughan)

With this song from the movie, "The Electric Horseman," Nelson starts the new year off with a record that could be his biggest ever — all the ingredients are there for a supermarket hit.

**WAYLON** (RCA PB-11898)

I Ain't Living Long Like This (3:34) (Visa — ASCAP) (R. Crowell)

This song comes from the Ronny P. Crowell number that'll have tears tapping and the request lines listed brighter than a Christmas tree. Waylon is super hot and coming off a ballad, this seems a perfect choice.

**RONNIE MILSAP** (RCA JH-9009)

Why Don't You Spend The Night (3:45) (Hall-Clement — BMI) (B. McDill)

Milsap takes this Bob McDill number and brings it up to the points where the song brings the message home strong. Another in his long string of hits.

**Mickey Newbury** (Hickory 45-K-1673)

America The Beautiful (3:39) (Mihole — ASCAP) (A. Newbury)

Newbury does a beautiful rendition of "America The Beautiful" that is timely and could have the same success as "American Trilogy." Programmers will find this just as current as today's news.

**MEL TILLIS** (Elektra E-46583-Y)

Fool Around And Fell In Love (3:29) (Swansong/Music West of the Pecos — BMI) (M. Earwood)

Lying Time Again (3:06) (Swansong — BMI) (C. Walker)

A two-sider release from Tillis with the first side a former chart record for the writer, Mundo Earwood. With an artist the stature of Tillis, is should land right at the top of the charts.

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**SINGLES TO WATCH**

**Pia Zadora** (Warner Bros. WB-49148)

Baby I'm Yours (2:31) (Intersound Music, Inc./United Artists Music Co., Inc. — ASCAP) (Burt Bacharach/Mack David/Barney Williams)

**Men** (Epic 9-50825)

Charly McClain (2:27) (Alpge Music Corp./Partner Music Co. — BMI) (R. Scalfi, J. Hayes)

**Jack Greene** (Frontline FS-7-704)


**Stephanie Winslow** (Warner Bros WBS-49146)

Crying (3:12) (Ascott-Parr Publications, Inc. — BMI) (Roy Orbison/Jow Nelson)

**HIKKA** (IBC 0005)

I'm Just The Cuddly Up Kind (2:30) (Coral Blossom Lane Point Music — BMI) (Lee Morgan)

**Jerry Nall** (Eldorado ED-156)


**Steve Gillette** (Regency REG 45002)

Lost The Good Thing (2:38) (Bandana Music — ASCAP) (Steve Gillette/David McKeeheigh)

**Mary Lou Turner** (Churchill CR 7751)

I Wanna Love You Tonight (3:02) (Churchill Music/Plum Creek Music/Mikinniktoint Psychology — BMI) (Bily Tory)

**Steve Douglas** (Demon DP-1952)

Times Are Changing (2:41) (Fifty One Pub. Co. — BMI) (Steve Ward Douglas)

**Bill Wence** (Rustic R-1005)

Break Away (3:32) (Christy Lane Music/Ingrid Skillet — ASCAP) (Bill Wence)

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**THE BEST OF RIDES AGAIN**

**The Statler Brothers** — Mercury SRM 1-5904 — Producer Kenny Kennedy — List: 7:48

This is the second volume of 'greatest hits' from the Statlers, one of the hottest country acts at the retail level. Their first greatest hits went gold and this will probably end up the same color. Songs such as "Do You Know You Are My Sunshine," "Here We Are Again," "Silver Medals And Sweet Memories" and "The Official Historian Of Shirley Jean Berry" make them favorites with radio as well as retail.
One-Stops Report Reorder Business Good, Fill Poor

(continued from page 8)

In New York, David Abady, managing director of Tape King one-stop, blamed the "whole economy" for negative sales. One bright spot, however, was a sales spurt for "rap records," inspired by the success of The Sugar Hill Gang's "The Rapper's Delight." While he felt that "everyone is scavenging for each other into a bad recession," Abady was confident of the future in one-stops in major population centers. "One-stop business will always be around," he said. "New York-type one-stops will succeed them.

At Simpson's Wholesale in Detroit, buyer Liz Adanandus was gloomy over slow sales since Christmas Day. Pointing to severe unemployment in the Detroit area, she predicted that January — usually a good month for sales — would be "a total drag.

In Philadelphia, Norman D. Cooper, president of his self-named one-stop, was decidedly optimistic about the new year’s prospects. "I think video is my answer," Cooper said. "I think I’m going to get out of the record business and go into video.

Cooper manager Phil Ruksano echoed the pessimism, pointing to sales and reorder markedly down from the post-holiday period of last year.

Poor Fill

If the one-stops did not feel in their assessment of the new year's business prospects, they were nearly unanimous in voicing strong displeasure with the manufacturers' response to their crucial fill requests. Wholesalers from coast to coast expressed the feeling that the manufacturers were unsympathetic to their problems.

At California Music Co. in Los Angeles, vice president Ron Ricklin complained about "very sad" fills, especially in recent months. Pointing to a deterioration in service from labels which have switched to branch distribution, Ricklin was bitter about "not getting hit by product like Michael Jackson's "Off The Wall." I don’t have an outlook," Ricklin said, "I don’t know what to expect.

Simpson's Adanandus reported that she was "unhappy" with her fill, citing major problems in stockout product such as Natalie Cole/Peabo Bryson's "We're The Best Of Friends." Adanandus was sharply critical of "terrible" shipping response.

The one-stop said he was "not at all" satisfied with his fill. He criticized manufacturers for short sightedness in not anticipating the current level of the business, and he pointed out that record consumers are spontaneous purchasers who are intent on buying their favorite records on the first day available.

In Dallas, Billy Emerson, general manager of Big State Record Distributors, called the situation "pathetic." Citing deteriorating freight service and the labels move to branch distribution as major causes, he said that the one-stop's fill was much worse than it was a year ago.

Lieberman's Satter said he was "absolutely not satisfied" with the labels response. "The department head [said,] ‘30 to 40 percent back-orders from some labels to back up our complaints.

Some of the one-stops, however, took a more balanced view of the fill problem. Fathers & Sun's Simpson, pointing to the high incidence of vacation days during the holiday season, said that his fill has been "holding up better than I expected." Short-

terms in penny gangs and Jefferson City stations, he added, before his only fill, problems. Simpson said.

Tone Distributors' Held was critical of un- stances, he said that the company's fill was "too low," but that wholesalers would not accept some of the responsibility. "One manufacturer," he said, "is not a manufacturer," he said. "You have to judge your sales.

Return Policies

Another issue of concern to the one-stops was the manufacturers' institution of stringent new return policies. Wholesalers were divided over whether they would be able to return or lose from the strict limits on allowable returns.

Those one-stops in a favorable position to garner important spot business from larger retailers were enthusiastic about the "return policies" potential effect. "I'm looking forward to a fantastic year because of the return policy," said Pole's Held. He pointed out that more retailers, especially the independent ones, were making the mistake of being "too rigorous in the one-stops to meet their product needs, rather than risk over-stocking.

Whose one-stop, however, who are highly dependent on inner-city Mon- and Pop retailers for their business, are hard hit by the new return policies. "The manufacturer is getting so stringent on their credit that they're going to put every one-stop out of business," Cooper warned. From his point of view, the new policies will have a negative effect. Citing the necessity to pass along the return restrictions to his retailers, Cooper said, "Once we're pushing the business towards us, but at eight percent, you can't run your business too well. How can it help us?"

VOICE BOX PROMOTES DURON WAX


Buddha Announces First Qtr. Releases

NEW YORK — Buddha Records has an- nounced its release schedule for the first quarter of 1980. In January, the company will release new LPs by David Wolth ("Auray") and Jon Faddis ("Good And Plenty"), and singles by Positive Choice ("Supertonic Stereophonic Funk"), in both 7-inch and 12-inch singles, Rhetta Hughes ("Star Piece"), Beverly Johnson, and Adrian John Lovegride. The label’s February release will include singles by Buster Williams, a two-record set by Car- men McCrae, and a single by René Scott. In March, the label will issue new LPs by Rhetta Hughes ("Star Piece"), Hank Crawford, and Jorge Datto.

The Zen label, which is marketed by Bud- dha, will also release new product in the first quarter. Albums set for January release include "Queen of Siam" by Lydia Lynch and a self-titled LP by Christian. February’s release is highlighted by new albums from Casio Music, Bill Gravel, and Kid Creole and the Coconuts, as well as a single by Suicide. With the exception of the Carmen McCrae album, which will list for $13.98, all singles will list for $7.98. Seventeen-inch singles will list for $1.49, while the Positive Choice 12-inch will sell for $7.98.

Chuck Walt, vice president of Buddha,

PR Committee Formed

(continued from page 6)

aspects of the industry and the lack of knowledge within the industry of various RIAA functions.

Mike Gormley of A&R Records was named chairman pro-temp of the commit- tee. Volunteer support committees were also formed to implement specific ac- tivities, and included the television commi- tee, headed by Bob Levinson and Richard Lipner, the sourcebook committee, headed by Stu Segal; the finance media committee, headed by Bob Altshuler and Bob Rolontz, the technology committee, headed by Dennis Fine; the film committee, headed by Norman Winter; and the govern- ment relations committee, headed by Gor- tikov.

The public relations committee was for- med after the first industry-wide RIAA public relations conference, held in late- 1979 in Los Angeles. Numerous labels and public relations firms involved with the record industry attended.

A second conference has been scheduled for late February in New York City.

THE ADVENTURES OF SHAM 69 — Polydor recording artists Sham 69 recently made their U.S. debut at Hurrah in New York and at the Whisky in Los Angeles to promote their "Adventures of Hersham Boys," which will be released in the label’s later this month. Shown backstage in the top row at the Whisky (l-r) are; Jeff Lauter, promotion manager for Polydor; Knight, Miller and Pete Herring, salesmen for Polgram Distribution; and Dave Greenwald, western regional promotion manager for Polydor. Picture sealed (l-r) are; Jack Lauter, promotion manager for Polydor, Ken Dilling, to Ma and Luke. He may yet the band; Marty Goldor, vice president and west coast general manager of Polydor; and Dave Flaherty, salesman for Polgram.

Western Merchandisers Acquire Texas Chain

(continued from page 9)

Sound Towns, and two Sundown stores, would operate independently from Hasting, 'although both chains will continue to pursue the adult consumer.' He also said it would be likely that Greenwald would make major changes in the chain’s store personnel.

"Both Sound Towns and Sundown stores, which are 3,000-square-foot free-standing units in Odessa and College Station, Texas, the remaining Record Town and Sound Town sites are located in malls and range in size from 1,300 to 2,800 square feet. The chain’s operations will be run by Michael McNeal, a former Meyer & Meyer vice president, and Pug Pagliara, a former regional marketing director for RCA and CBS. Both men will be based at Galaxy Sales in Dallas.

Through the acquisition, Western Merchandisers has made two mall commit- tees this year, by purchasing the House of Songs in Dallas in January.

Nominees Are Set For American Music Awards

(continued from page 8)

and Favorite Album — "Midnight Magic" by the Commodores.

"Off The Wall" by Michael Jackson and "Toddy" by Teddy Pendergrass. Nominees were selected through an analysis of the year-end sales charts of the major trade publications, and winners will be determined by a national sampling of 30,000 record buyers of various ages, geocomnic locations and ethnic origins. Ballots have been sent out by the Herbert Alman Communications, Inc. firm, and the results will be tabulated by the accounting firm of Peat, Marwick and Mitchell.

Cash Box/January 12, 1980
Wintario 'Half Back' Program Boosts Canadian Industry
by Kirk LaPointe

TORONTO — More than 200,000 Canadian recordings were purchased in Ontario as a result of the “Half Back” program, the program which allowed consumers to buy old provincial lottery tickets as 50-cent vouchers towards the purchase of Canadian recordings — for a minimum of two dollars discount — was cited as being directly attributable for increased domestic recording sales during the summer. In fact, the 54,000 reported higher sales.

Phenomenally Successful

David Spence, of the Cultural Industries branch of the Ministry of Culture and Recreation, called the program "phenomenally successful. We are most probably not facing the problem of renewing the program at a later date." Spence also told Cash Box the ministry has received inquiries from other Canadian provinces who are interested in launching respective programs.

More than 1,200,000 vouchers were used in the program, which also applied to Canadian film admission prices. The Culture and Recreation ministry reports an increase of 200% in Canadian recordings and tickets in anticipation of the new program.

One Million Dollars

A ministry estimate of one million dollars the amount of advertising contributed to the "Half Back" program by the recording industry.

One-fourth of all sales occurred in the metro Toronto area, and surprisingly, another fourth in the rural communities of Ontario. Half Back stickers were attached to all Canadian recordings prior to shipping to retailers, and a stepped-up education program led to heightened sales towards the end of the pilot project.

More than anything else, both retailers and consumers indicated the Half Back program brought increased exposure and interest to the Canadian recording community, and should prove of long-term benefit. Simon Greenman called the program "superb," and added, "There is no doubt Ontario has taken a giant step forward in assisting the establishment of Canadian recording artists.

INTERNATIONAL DAILY

Argentina

BUENOS AIRES — Tropical music appeared once again as a boom at the end of the year. The recent Siro concert tour and the recent Los Wawance LP received good chart ratings, while Mario Millo hit once again the novelty record market with a single aimed at Christmas and New Year that netted 65,000 units in four days. Previously he had sold 45,000 of a Mother’s Day single. TV star Carlitos Balsa is also strong in the charts both in the singles and LP field. During the summer he will appear in Paris in Mar del Plata.

CBS offered a lunch to El Chango Nielo, one of the label’s top artists, celebrating the fact that he has been one of the most contracted artists for folk music shows and festivals. The industry has also released the new album of Mario Millo. MILO is preparing the latest Julio Iglesias effort for release in mid-January.

RCA is up in a new volume of the Super Disco series, with TV backing and a nationwide promo campaign. The label won strong sales for the latest ABBA single "I’ll Have A Girl from Manila." RCA started promoting it with a Christmas single.

McLaren’s bet for the summer is a new volume of the "14 Hits" series, placed after its disco music selection compiled from the Motown and Ariola catalogs. On the local side, the company is launching a new singer, Juan Antonio, with a sure-fire tune in the melodic/Pop wave.

Sambomarino’s Hugo Piombi is traveling to Europe and award winning the MIDEM gathering at Cannes. The company is involved in a strong expansion plan and will acquire licensing rights to several European catalogs.

Phonogram’s new album with Luis Landriscina also features new group Los 4 Cordobas. It has been selling briskly due to the strong popularity of this TV artist, who has been starring in a daily program on Channel 13 during prime time.

miguel smirnoff

Canada

TORONTO — Christmas trees aren’t the only item being trimmed at this time of year. A number of record companies are also trimming for Christmas. RCA, for example, is bringing out its first Christmas LP, "Christmas All Over Again," featuring various artists.

At the BBC, the program "Drastic Measures" is being broadcast, and providing a unique opportunity for those interested in launching respective programs.

More than 1,200,000 vouchers were used in the program, which also applied to Canadian film admission prices. The Culture and Recreation ministry reports an increase of 200% in Canadian recordings and tickets in anticipation of the new program.

One Million Dollars

A ministry estimate of one million dollars was the amount of advertising contributed to the "Half Back" program by the recording industry.

One-fourth of all sales occurred in the metro Toronto area, and surprisingly, another fourth in the rural communities of Ontario. Half Back stickers were attached to all Canadian recordings prior to shipping to retailers, and a stepped-up education program led to heightened sales towards the end of the pilot project.

More than anything else, both retailers and consumers indicated the Half Back program brought increased exposure and interest to the Canadian recording community, and should prove of long-term benefit. Simon Greenman called the program "superb," and added, "There is no doubt Ontario has taken a giant step forward in assisting the establishment of Canadian recording artists.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. "I Have A Dream" — ABBA — RCA
2. "One Way Ticket" — August — RCA
3. "El Sol de Doña" — Cantablanca
4. "I Was Made For Loving You" — Kubi — Carabantes
5. "Rico Gran" — Francis Empires — Mirol
6. "Getta Go Home" — Benny Rodr — RCA
7. "Genghis Khan" — Chinghish Khan — Macrons
9. "Dancer" — Berta Sacco — WEAFM
10. "Querete A Ti" — Angela Carrillo — Mirol

TOP TEN LPs
1. "Disco" — Electric Light Orchestra — Epic
2. "El Sol de Doña" — Various artists — Carabantes
3. "Genghis Khan" — Various artists — RCA
5. "Dancer" — Berta Sacco — WEAFM
6. "Querete A Ti" — Angela Carrillo — Mirol

Australia

TOP TEN 45s
1. "Vivio Killed The Radio Star" — The Buggles — Island
2. "Computer Games" — Mi-Sex — CBS
4. "John" — Michael Jackson — Epic
5. "Sure Know Something" — The Bukwos — WEA
6. "I Don’t Like Mondays" — The Boomtown Rats — Mercury
7. "Dream Police" — Chic — Epic
8. "More Than" — D. Form & B. Streisand — CBS
9. "Goo Goo Dimples" — The Buggles — CBS
10. "Born To Be Alive" — Patrick Hernandez — CBS

TOP TEN LPs
1. "Half Back" — Electric Light Orchestra — Jet
2. "Back To The Future" — Phillip ABC — ABC
3. "Living On A Prayer" — Bon Jovi — Epic
5. "Disco" — Electric Light Orchestra — Epic
6. "Dancer" — Berta Sacco — WEAFM
7. "Querete A Ti" — Angela Carrillo — Mirol
8. "El Sol de Doña" — Various artists — Carabantes
9. "Genghis Khan" — Chinghish Khan — Macrons

TOP TEN 45s
1. "Run" — Run DMC — SRC
2. "The Power Of Love" — Céline Dion — CBS
3. "I’ll Be There" — Michael Jackson — Epic
4. "I Just Called To Say I Love You" — Stevie Wonder — CBS
5. "Lick It" — Run DMC — SRC
6. "The Power Of Love" — Céline Dion — CBS
7. "I Just Called To Say I Love You" — Stevie Wonder — CBS
8. "Lick It" — Run DMC — SRC
9. "I’ll Be There" — Michael Jackson — Epic
10. "Run" — Run DMC — SRC

TOP TEN LPs
1. "Circle In The Sky" — Marillion — CBS
2. "The Power Of Love" — Céline Dion — CBS
3. "I’ll Be There" — Michael Jackson — Epic
4. "Lick It" — Run DMC — SRC
5. "The Power Of Love" — Céline Dion — CBS
6. "I Just Called To Say I Love You" — Stevie Wonder — CBS
7. "Lick It" — Run DMC — SRC
8. "I’ll Be There" — Michael Jackson — Epic
9. "Run" — Run DMC — SRC
10. "The Power Of Love" — Céline Dion — CBS

Germany

TOP TEN 45s
1. "Make You Feel My Love" — Garth Brooks — RAK
2. "Hallelujah" — Leonard Cohen — CBS
3. "The Power Of Love" — Céline Dion — CBS
4. "I’ll Be There" — Michael Jackson — Epic
5. "Lick It" — Run DMC — SRC
6. "The Power Of Love" — Céline Dion — CBS
7. "I Just Called To Say I Love You" — Stevie Wonder — CBS
8. "Lick It" — Run DMC — SRC
9. "I’ll Be There" — Michael Jackson — Epic
10. "Run" — Run DMC — SRC

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4. "Lick It" — Run DMC — SRC
5. "The Power Of Love" — Céline Dion — CBS
6. "I Just Called To Say I Love You" — Stevie Wonder — CBS
7. "Lick It" — Run DMC — SRC
8. "I’ll Be There" — Michael Jackson — Epic
9. "Run" — Run DMC — SRC
10. "The Power Of Love" — Céline Dion — CBS

Brazil

TOP TEN 45s
1. "Half Back" — Electric Light Orchestra — Jet
2. "Back To The Future" — Phillip ABC — ABC
3. "Living On A Prayer" — Bon Jovi — Epic
4. "I Just Called To Say I Love You" — Stevie Wonder — CBS
5. "Lick It" — Run DMC — SRC
6. "The Power Of Love" — Céline Dion — CBS
7. "I Just Called To Say I Love You" — Stevie Wonder — CBS
8. "Lick It" — Run DMC — SRC
9. "I’ll Be There" — Michael Jackson — Epic
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7. "Lick It" — Run DMC — SRC
8. "I’ll Be There" — Michael Jackson — Epic
9. "Run" — Run DMC — SRC
10. "The Power Of Love" — Céline Dion — CBS

Cash Box January 12, 1980
MUSIC THAT BUILD TAPE PLANT IN AFRICA
LOUS ANGELES — Intermagnetics Corp., based in Santa Monica, Calif., has announced plans to build a cassette tape plant in South Africa. The project will be a joint venture with the Transkei Development Corp.

New Company
To be managed under a newly formed company, Intermagnetics Transkei Pty. Ltd., the plant will produce cassette tape to the EMU specification, making the tape suitable for use in music distributors, and will assemble packaged consumer products for sale in Africa and elsewhere.

The facility will be one of the few tape manufacturing plants in Africa.

SMOKE IS LATEST EMI GROUP SET FOR USSR
LONDON — Smokie is the latest act to be announced for a group of recordings to be released in the USSR, this time with the label Melodiya.

Smokie’s greatest hits, an EMI compilation album, has been set aside for release of 50,000 copies within the next two weeks. Other EMI recording artists or groups with Russian recording interests include Wings, Cliff Richard and John Lennon.

INTERNATIONAL

INTERNATIONAL BESTSELLERS

JAPAN

TOP TEN 45s

1. "Can't Help Myself" by Sam Kuba — CBS/Sony
2. "Sadie" by Hiroshi Kanou — Epic/Sony
3. "I'm Not the One" by Ruriko Uchiyama — Columbia
4. "You're Only Lonely" by J.D. Souther — CBS/Sony
5. "Three And Two" by Motoko Kusama — Toshiba/EMI

TOP TEN LPs

1. "Kichaketsu" by Chiharu Murakami
2. "Okeirinasi" by Miyuki Nakaouzou
3. "Makoto" by Makoto Sada
4. "Greatest Hits, vol. 1" by ABBA — Disc
5. "Kagirinaki Chosen" by Kurosawa
6. "Kodomo No 001" by Yumi Matsukawa
7. "Yumegurabi" by Sam Kuba — CBS/Sony
8. "You're Only Lonely" by J.D. Souther — CBS/Sony
9. "Three And Two" by Motoko Kusama — Toshiba/EMI
10. "Solid State Survivor" by Yellow Magic Orchestra — Alps

Netherlands

TOP TEN 45s

1. "Weekend" by Earth Wind & Fire — Phonogram
2. "Crazy Little Thing Called Love" by Queen — EMI
3. "Get Up And Booze" by Creedence Clearwater Revival — EMI
4. "Yes I Do" by Lou — Phonogram
5. "Love And Understanding" by Elton John — Warner/Bob
6. "She's In Love With You" by Quicksilver Messenger Service — Warner/Bob
7. "We Got The Whole World" by Parliament Funkadelic — Warner/Bob
8. "Gonna Get Along Without" by Village People — Arista
9. "Give Me Gimma" by ABBA — Polydor
10. "Another Brick In The Wall" by Pink Floyd — EMI

TOP TEN LPs

1. "Regatta De Blanc" by The Police — CBS
2. "24 Greatest Hits" by Julio Iglesias — CBS
3. "The Zulu" by Peter Gabriel — CBS
4. Reality Fills Fantasy — Earth & Fire — Phonogram
5. "Greatest Hits, vol. 2" by ABBA — Polydor
6. Half Breed — Soundtrack — RCA
7. Night Out by John Foxx — CBS
8. "20 Greatest Hits" by Diana Ross & Supreme — EMI
9. "Tusk" by Fleetwood Mac — EMI
10. "The Long Run" by Eagles — EMI

New Zealand

TOP TEN 45s

1. "I've Seen It All" by John Stevens — CBS
2. "Video Killed The Radio Star" by The Buggles — Festival
3. "Don't Stop (Till You Get Enough)" by Michael Jackson — CBS
4. "Please Don't Go" by K.C. & The Sunshine Band — CBS
5. "Love Is A Fine Thing" by James & Godiva — Polydor
6. "Get Your Love Right" by Lonnie Donegan — Polydor
7. "Tok" by Fleetwood Mac — EMI
8. "Who Pays The Ferryman" by Yannis Mordekopoulos — EMI
9. "It's Not Over Yet" by Elvis Presley — CBS Polygram
10. "Dreaming" by Blondie — Festival

TOP TEN LPs

1. "The Wall" by Pink Floyd — CBS
2. "Greatest Hits" by ELO — CBS
3. "Greatest Hits" by Rod Stewart — CBS
4. "British Rock Classics" by various artists — CBS
5. "See How Great" by Ben E. King — Polydor
6. "English History" by Lonnie Donegan — Polydor
7. "Nat King Cole 20 Golden Greats" by Nat King Cole — EMI
8. "Starless Concerto" by The Kinks — Polydor
9. "Greatest Hits, vol. 2" by ABBA — RCA
10. "Who Pays The Ferryman" by Yannis Mordekopoulos — EMI

--Record Labels Publicity

NATIONAL HITS

"Intermagnetics To Build Tape Plant In Africa"

"SMOKE IS LATEST EMI GROUP SET FOR USSR"

"INTERNATIONAL BESTSELLERS"

"NEW ZEALAND"

"TOP TEN 45s"

"TOP TEN LPs"

--Cash Box/January 12, 1980
A ROYAL CHECK FROM THE TRIBUNAL — The Copyright Royalty Tribunal recently presented Edward Cramer, president of BMI, with a check in excess of $500,000 as BMI's share of 1978's jukebox royalties. Pictured (l-r) are: Alan Smith, vice president of licensing for BMI, Theodora Zabin, senior vice president of performing rights for BMI, Cramer, and Larry Sweeney, controller for BMI.

NARM Retail Training Program Set

NEW YORK — NARM's five-day Retail Management Certification Program, designed for record store personnel, will hold its initial session at the Atlanta Dunfle Hotel Jan. 21-25.

The faculty for the program, which will emphasize exercises keyed to the student's real life experiences, will be led by Dr. Canton Whiggs, president of Association Educational Services and a professor of human resource development at George Washington University. Rounding out the faculty will be Van Webster of Hope Street Studio and Robert Benton, controller of the Los Angeles-based Music Plus chain.

The program, described by Dr. Whiggs as "a fun but challenging learning experience," will feature a mixture of lectures and projects involving student participation. Dr. Whiggs will teach the subject areas on the management's responsibilities; personnel management, motivation, communication skills; interviewing and hiring, teaching, coaching and evaluation, time management; and sales theory and training.

Promo Material

Van Webster will teach the merchandising/promotion sections of the course. Promotional materials, to be supplied by various labels, will be utilized by the students in the construction of in-store display materials.

Robert Benton's lecture will cover the financial aspects of the retail operation, concentrating on financial management, inventory management; ordering and replenishment; and profit and loss concepts.

The program schedule includes Chicago, April 21-25; Los Angeles, June 10-20, and Philadelphia, Aug. 11-15. For more information, contact the NARM office, 1060 Kings Highway, Suite 200, Cherry Hill, New Jersey 08034. Phone (609) 795-5555.

Polygram Suit

(continued from page 8)

$603,106 and its liabilities at $1,248,000. Polygram is Capricorn's major secured creditor. Among the properties that Polygram regards as collateral on its loans to Capricorn are all master tapes, record and tape inventories, artist and production contracts, licensing agreements, copyrights, and recording studio equipment. Claims by the label's unsecured creditors total $2.7 million. Capricorn's major unsecured creditors include Richard Bettis, a member of the Allman Brothers Band, for $315,000; the Music Performance Trust Fund for $110,000, and producer Tom Dowd for $106,000.

At a creditors' hearing, which was held on Dec. 21 in Macon, Capricorn, No Exit, and Rear Exit were given 120 days in which to file a plan for reorganization. The committee is headed by attorney Gus Small and includes Steve Maissey, manager of the Allman Brothers Band; Joe McConnell, manager of the Marshall Tucker Band; and five attorneys representing individual creditors.

Store Buyers Cautious As New Return Programs Start

(continued from page 7)

In addition, effective Dec. 31, 1979, WEA implemented a returns policy of "credits" and "charges" based upon break-even projections of 18-22%, depending upon customer classification (Cash Box, Dec. 1, 1979). Single, again, were exempted, but new and developing artists were hit.

Cautious Attitude

This cautious attitude as a result of the new programs was echoed by buyers for the nine-store King Karol chain of New York City, the 90-store Budget Tapes & Records chain of Denver, the 127-store Wherehouse chain in Southern California, the 30-store Sound Warehouse chain of Oklahoma City and the 16-store Wax Maxie chain of Washington, D.C.

"It's going to make us a radical change in buying," said Kenny Dobin, LP and tape buyer for the Waxie Maxie chain. "I'm anxious to see how a lot of the companies are going to live with this. I don't see how they can continue to solicit big quantities if they're not going to take them back if we can't sell them."

Also expressing caution, David Oliver, soul records buyer for the Sound Warehouse chain, explained, "I'll have some effect on soul buying, but we only buy in little chunks. However, we'll probably cut back on jazz buying and soul buying of new acts from 15-20%. We usually get an initial shipment of 25 pieces on a Lakeside or a Bar-Kays and wait for the reaction, but the new returns policies mean cutting the shipment to 20 pieces so we won't be hurt if the sales don't happen."

While most of the buyers noted that superstar product and releases by new and developing artists exempted from the return ceilings would be the least affected by the programs, all emphasized that those artists who are neither superstars nor newcomers would suffer the most.

Passing New Acts

"We're certainly going to be buying light on these artists," explained Roger Adcock, head buyer for Budget Tapes & Records, "We're going to try and keep our buying tight, and in a lot of cases, it's going to mean passing on new acts."

Emphasizing that the return ceilings for acts below superstar status makes support for such acts a considerable risk, Licorice Pizza's Brooks added, "As far as helping to break new acts, we can't do that anymore, because we may end up suffering for trying to work with the labels. It (the returns ceiling) hampers what we can do in that area, and for that reason, we don't like it."

Speaking even more strongly against the programs, new, they've been promoted by Ben Karol, president of the King Karol chain, added, "Sure, 100% returns is silly but if the manufacturers don't take the problems of the retailer into consideration, they're looking for trouble. Manufacturers cannot set policies that retailers cannot live with."

"It's going to be worse now than ever," Karol continued, "because the lifeline of this business is new releases. If we don't get new artists who become stars and superstars, the business will wither and die."

This imitation with the apparent lack of "proper" support for artists who are less than superstars was echoed by Alan Mark, head buyer for the Record Shack one-stop of New York City. "The artists who will suffer the most will be the ones who've been plodding along with maybe three or four albums and a hit single," Mark explained. "When they have a new release, instead of maybe trying toInitially blow it out, I'll think twice."

Pressure On Manufacturers

"It puts the pressure on the manufacturers," Marker added. "They've got the standing to say, 'Hey, let's promote the new record and get airplay before we put it on. I can see just covering myself because we'll sell some anyway, but if there's no feel around our market, I'll buy in very light."

In addition, Marker noted that one-stops face special problems with the new returns ceilings. "For us, having these return ceilings doesn't hurt my initial buying as such, but when I sell in turn to retailers, then order new returns, it does affect my buying patterns."

"I'll look twice at an LP before taking a chance on it now," Marker concluded. "It will limit my re-ordering."

Also expressing concern over returns from customers, Alita Hayes, promotion director for the Big State one-stop of Dallas, added, "We're going to buy according to the way the companies give us our returns. Those, then get away from the store and do everything, but now they won't let you return it. It's really going to be difficult and will keep me on my toes."

Wait-And-See Attitude

"We are going to take a wait-and-see attitude on everything," added Todd Rambo, buyer for the City 1 Stop of Los Angeles, who also emphasized the uncertainty felt at the one-stop level. "It will probably mean smaller orders more frequently, but I want to keep my options open.

Cash Box/January 12, 1980
THE RHYTHM SECTION

BRUNSWICK RECORDS BACK ON CHARTS — Though Brunswick Records has been relatively inactive since 1976, it is coming back with a boom. The company recently released a single called “Bounce, Reck, Skoee, Roll” by Vaughn Mason and Crew that is getting a great deal of radio attention across the country. Nat Tarnopol, president of the label, says the company is gearing up to come out with a stream of product over the next few months.

RUMOR HAS IT — After 10 years with Atlantic Records Aretha Franklin may be going to Arista Records. . . Ron Ellison will leave Mercury Records to become the new vice president of A&R Records. . . Ron Mosley will return to a prominent position.

WILL CHICAGO RADIO EXPERIENCE MORE CHANGE IN THE 80's — Earnest L. James, president and general manager at WVN/WGCI hinted that the ‘80s will represent a time for change in black radio. It is time that the old line black radio stations take a serious look at what they are doing, and start providing a service to their community, rather than providing lip service. I have found that black people want more from a radio station than just music, which is the reason that the format on the AM has evolved into the total adult posture that it is. Not only have we instituted a talk show, but the entire station has changed. Certainly black people should have the option to be more involved in an adult formatted station, the same as general market audiences have. For quite some time, the station slogan has been ‘music and more,’ because black people do want that and want alternatives,” said James.

Commenting on whether or not this change is coming soon in black radio, he said, “The format is certainly a natural for AM black radio with an FM attached. I imagine if the format proves to be a successful one, it could become a trend that people would seem to follow easily. Our last rating certainly showed we were gaining a larger audience, as did the recent media trend, so if we continue, we may be the first of a trend. Actually what we are doing is filling at the stations is a total concept. We are involved in several community-related activities and being here has provided me with the unique opportunity to have a totally community-oriented station along with a total entertainment station with the FM. We have so many projects going — bike-a-thon; fund-raising parties; each year our Christmas party is more successful. And our involvement with several church groups. We are designing the station to be totally responsible to the community.’

RADIO ACTIVITY — Derek Clemens is the new operations manager at KDKO in Denver — WKHO, the cable radio station in Knoxville, Tenn., that went on the air in April 1977, is in the process of renovating its present location and will get involved with live production, local entertainment and art programs, with plans of going in video in mid-1980 via a grant.

TOP 75 ALBUMS

1 OFF THE WALL (Michael Jackson) (Motown FE 38574)
2 MASTERMIND (Rudys & Drake) (MCA-5103)
3 PRINCE (War) (RCA 33065)
4 LIVELY COAST TO COAST (Teddy Ropergrass) (PolyUSA CBS FS 3324)
5 IDENTIFY YOURSELF (Phyllis Hyman) (Motown FS 36027)
6 JOURNEY THROUGH THE LEE'S ALIVE (Steve Wonder) (Motown T 73-3729)
7 INJOY (Diana Ross) (Motown T 73-3729)
8 MIDNIGHT MAGIC (Commodores) (Motown T 73-3729)
9 WE'RE THE BEST OF FRIENDS (Natalie Cole/Pollo Bryan) (Capybara SW-13019)
10 GLORYHALLSTOOPID (Parliament) (Funkworld SW-13019)
11 YOU KNOW HOW TO PHYLLEHY HYMAN (Arista A 9509) (Motown T 73-3729)
12 PIZZAZZ (Patrice Rushen) (Elevate EE-243)
13 ON THE RADIO — GREAT RECORDS! /VOLUME I & II (Donna Summer) (Casablanca FS 36027)
14 BEST OF FRIENDS (Lee White) (Atlantic EE-223)
15 JUST A TOUCH OF LOVE — GLEN DAVISON (Atlantic/DSD 2517)
16 JUMP (Kool & the Gang) (Atlantic/Mercury SW-13019)
17 ANGEL OF THE NIGHT (Angela Bofill) (Motown T 73-3729)
18 WHERE THERE'S SMOKE (Smokin' Robinson) (Tamar/Motown T-32669)
19 FIRE IT UP (Rick James) (Jimi Hendrix/Motown 9061)
20 UNCLE JAM WANTS YOU (Harrison/Atlantic SW-13019)
21 DON'T LET GO (Isaac Hayes/Interworld PD-1-6239) (Atlantic SW-13019)
22 MASTER OF THE GAME — Dwayne Core (Atlantic/SW-13019)
23 COME INTO OUR WORLD (The Pointer Sisters) (Atlantic/SW-13019)
24 FED HENNO (The Pointer Sisters) (Atlantic/SW-13019)
25 THE GAP BAND II (The Gap Band) (Motown SM 1-9061)
26 BRASS CONSTRUCTION 5 (United Artists LT-977)
27 SHA-RA-KAI (Island/LA 3-3479)
28 ROUGH RIDERS (LaVern/Bob 1-3360)
29 STAY FREE (Ashford & Simpson) (Motown BR-3360)
30 NO STRANGER TO LONDON (Seals & Crofts) (Motown BR-3360)
31 RISE (The Gap Band) (Motown SM 1-9061)
32 ONE ON ONE (Bob James & Louie, Vicky) (Capitol/Atlantic SW-13019)
33 FUTURE NOW (Plastic Babies) (Atlantic/FS-33274)
34 ROYAL RAPPIN'S (Eddy & Jackie Hayes) (PolyUSA CBS FS 3324)
35 I AM (Earth, Wind & Fire)(Atlantic/SW-13019)
36 LIVELY COAST TO COAST (Teddy Ropergrass) (PolyUSA CBS FS 3324)
37 DANCE OF LIFE (Michael Bland/Walton) (Atlantic SW-13019)

PROGRAMMERS PICKS

Frank Barrow WRFD/Manchester Regrets — James Brown — PolyGram
Joe Fisher WBFD/Ft. Lauderdale Get Up and Dance — Freedom — Maltman/TK
J.J. Jeriffe KSOL/San Francisco Right Place — Brass Construction — UA
Derek Clemens KDGO/Denver Too Hot — Kool & the Gang — De-Lite
Linda Haynes WWRL/New York Too Hot — Kool & the Gang — De-Lite
Ty Miller WEAL/Greensboro Bounce, Skate, Roll — Vaughn Mason & Crew — Brunswick
Eddie Jordan WKNK/Hartford Bounce, Skate, Roll — Vaughn Mason & Crew — Brunswick
Doug Blakely WUFO/Buffalo The Beat Goes On — Whispers — Sussex
Hardy Jay Lang WENZ/Richmond Bounce, Skate, Roll — Vaughn Mason & Crew — Brunswick
Jerry Boulding KDIA/Oakland Star — Earth, Wind & Fire — ABC/Columbia

CONTINUED ON PAGE 22
12 Available For Sale

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)
<table>
<thead>
<tr>
<th>Year</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1979</td>
<td>1 DON'T STOP 'TIL YOU GET ENOUGH</td>
<td>MICHAEL JACKSON</td>
<td>Epic</td>
</tr>
<tr>
<td></td>
<td>2 GOOD TIMES</td>
<td>CHIC</td>
<td>Atlantic</td>
</tr>
<tr>
<td></td>
<td>3 TURN OFF THE LIGHTS</td>
<td>TEDDY PENDERGRASS</td>
<td>Phila. Intl.</td>
</tr>
<tr>
<td></td>
<td>4 RING MY BELL</td>
<td>ANITA WARD, Juans/TK</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5 SHAKE YOUR BODY (DOWN TO THE GROUND)</td>
<td>THE JACKSONS</td>
<td>Epic</td>
</tr>
<tr>
<td></td>
<td>6 DISCO NIGHTS (ROCK FREAK)</td>
<td>GO</td>
<td>Arista</td>
</tr>
<tr>
<td></td>
<td>7 (NOT JUST) KNEE DEEP</td>
<td>FUNKADELIC</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td></td>
<td>8 AIN'T NO STOPPIN' US NOW</td>
<td>McFADDEN &amp; WHITEHEAD</td>
<td>Phila. Intl.</td>
</tr>
<tr>
<td></td>
<td>9 LADIES NIGHT</td>
<td>KOOL &amp; THE GANG</td>
<td>De-Lite</td>
</tr>
<tr>
<td></td>
<td>10 BAD GIRLS</td>
<td>DONNA SUMMER</td>
<td>Casablanca</td>
</tr>
<tr>
<td>1978</td>
<td>1 YOU AND I</td>
<td>RICK JAMES</td>
<td>Motown/Atlantic</td>
</tr>
<tr>
<td></td>
<td>2 FLASHLIGHT</td>
<td>PARLIAMENT</td>
<td>Casablanca</td>
</tr>
<tr>
<td></td>
<td>3 GET OFF</td>
<td>FOXY</td>
<td>Dash/Tk</td>
</tr>
<tr>
<td></td>
<td>4 USE TA BE MY GIRL</td>
<td>O'JAYS</td>
<td>Phila. Intl.</td>
</tr>
<tr>
<td></td>
<td>5 TOO MUCH, TOO LITTLE, TOO LATE</td>
<td>JOHNNY MATHIS/DENICE WILLIAMS</td>
<td>Columbia</td>
</tr>
<tr>
<td></td>
<td>6 BOOGIE OOGIE OOGIE</td>
<td>A TASTE OF HONEY</td>
<td>Capitol</td>
</tr>
<tr>
<td></td>
<td>7 HOLDING ON (WHEN LOSE LOVE)</td>
<td>L.T.D.</td>
<td>A&amp;M</td>
</tr>
<tr>
<td></td>
<td>8 ONE NATION UNDER A GROOVE</td>
<td>FUNKADELIC</td>
<td>Warner Bros.</td>
</tr>
<tr>
<td></td>
<td>10 THE GROOVE LINE</td>
<td>HEATWAVE</td>
<td>Epic</td>
</tr>
<tr>
<td>1977</td>
<td>1 GOT TO GIVE IT UP</td>
<td>MARVIN GAYE</td>
<td>Tamla/Motown</td>
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<tr>
<td></td>
<td>2 IT'S ECSTACY</td>
<td>BARRY WHITE</td>
<td>20th Century</td>
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<td></td>
<td>3 BEST OF MY LOVE</td>
<td>THE EMOTIONS</td>
<td>Columbia</td>
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<tr>
<td></td>
<td>4 I'VE GOT LOVE ON MY MIND</td>
<td>NATALIE COLE</td>
<td>Capitol</td>
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<td></td>
<td>5 I WISH</td>
<td>STEVIE WONDER</td>
<td>Tamla/Motown</td>
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<td>6 DAZZ</td>
<td>BRICK</td>
<td>Bang</td>
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<td></td>
<td>7 FLOAT ON</td>
<td>THE FLOATERS</td>
<td>ABC</td>
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<td></td>
<td>8 I'M YOUR BOOGIE MAN</td>
<td>KC &amp; THE SUNSHINE BAND</td>
<td>TK</td>
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<td></td>
<td>9 FREE</td>
<td>DENICE WILLIAMS</td>
<td>Columbia</td>
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<td></td>
<td>10 BACK IN LOVE AGAIN</td>
<td>L.T.D.</td>
<td>A&amp;M</td>
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<td>1976</td>
<td>1 DISCO LADY</td>
<td>JOHNNIE TAYLOR</td>
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<td>2 KISS AND SAY GOODBYE</td>
<td>MANHATTANS</td>
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<td>3 SOMETHING HE CAN FEEL</td>
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<td>4 YOU'LL NEVER FIND ANOTHER LOVE</td>
<td>LO RAWLS</td>
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<td>5 MISTY BLUE</td>
<td>DOROTHY MOORE</td>
<td>Malaco</td>
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<td>6 LOVE HANCOVER</td>
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<td>7 SWEET THING</td>
<td>RUFUS</td>
<td>ABC</td>
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<td>8 YOUNG HEARTS RUN FREE</td>
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<td>9 TEAR THE ROOF-OFF THE SUCKER</td>
<td>PARLIAMENT</td>
<td>Casablanca</td>
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<td>10 SWEET LOVE</td>
<td>COMMODORES</td>
<td>Motown</td>
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<tr>
<td>1975</td>
<td>1 GET DOWN TONIGHT</td>
<td>KC AND THE SUNSHINE BAND</td>
<td>T.K.</td>
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<td>2 I BELONG TO YOU</td>
<td>LOVE UNLIMITED</td>
<td>20th Century</td>
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<td>3 MR. MAGIC</td>
<td>GROVER WASHINGTON JR.</td>
<td>Kudu</td>
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<td>4 ROCKIN' CHAIR</td>
<td>GWEN McCRAE</td>
<td>Cat</td>
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<td>5 FIGHT THE POWER</td>
<td>ISLEY BROTHERS</td>
<td>T-Neck</td>
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<td></td>
<td>6 LOVE WON'T LET ME WAIT</td>
<td>MAJOR HARRIS</td>
<td>Atlantic</td>
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<td></td>
<td>7 FIRE</td>
<td>OHIO PLAYERS</td>
<td>Mercury</td>
</tr>
<tr>
<td></td>
<td>8 YOU'RE THE FIRST, THE LAST, MY EVERYTHING</td>
<td>Barry White</td>
<td>20th Century</td>
</tr>
<tr>
<td></td>
<td>9 I FEEL A SONG</td>
<td>GLADYS KNIGHT &amp; THE PIPS</td>
<td>Buddah</td>
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<td></td>
<td>10 JUST CAN'T STOP IT (THE GAMES PEOPLE PLAY)</td>
<td>SPINNERS</td>
<td>Atlantic</td>
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<td>1974</td>
<td>1 ROCK YOUR BABY</td>
<td>GEORGE McCRAE</td>
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<td>2 DANCING MACHINE</td>
<td>JACKSON 5</td>
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<td></td>
<td>3 SON OF SAGITTARIUS</td>
<td>EDDIE KENDRICKS</td>
<td>Tamla</td>
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<td>4 AIN'T NOTHIN' LIKE THE REAL THING</td>
<td>ARETHA FRANKLIN</td>
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<td>5 FOR THE LOVE OF MONEY</td>
<td>O'JAYS</td>
<td>Phila. Intl.</td>
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<td></td>
<td>6 FINALLY GOT MYSELF TOGETHER</td>
<td>IMPRESSIONS</td>
<td>Curtom</td>
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<td>7 PAYBACK</td>
<td>JAMES BROWN</td>
<td>Polydor</td>
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<td>8 DO IT 'TIL YOU'RE SATISFIED</td>
<td>B. T. EXPRESS</td>
<td>Scepter</td>
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<tr>
<td></td>
<td>9 BE THANKFUL FOR WHAT YOU'VE GOT</td>
<td>WILLIAM DEVAUGHN</td>
<td>Tamla</td>
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<td></td>
<td>10 JUST DON'T WANT TO BE LONELY</td>
<td>MAIN INGREDIENT</td>
<td>RCA</td>
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<tr>
<td>1973</td>
<td>1 LET'S GET IT ON</td>
<td>MARVIN GAYE</td>
<td>Tamla</td>
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<td></td>
<td>2 KEEP ON TRUCKIN'</td>
<td>EDDIE KENDRICKS</td>
<td>Tamla</td>
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<td></td>
<td>3 NEITHER ONE OF US</td>
<td>GLADYS KNIGHT &amp; THE PIPS</td>
<td>Soul</td>
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<td></td>
<td>4 ME AND MRS. JONES</td>
<td>BILLY PAUL</td>
<td>Phila. Intl.</td>
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<td></td>
<td>5 LOVE JONES</td>
<td>BRIGHTER SIDE OF DARKNESS</td>
<td>20th Century</td>
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<tr>
<td></td>
<td>6 YOU OUGHT TO BE WITH ME</td>
<td>AL GREEN</td>
<td>Hi</td>
</tr>
<tr>
<td></td>
<td>7 MIDNIGHT TRAIN TO GEORGIA</td>
<td>GLADYS KNIGHT &amp; THE PIPS</td>
<td>Buddah</td>
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<td></td>
<td>8 KILLING ME SOFTLY WITH HIS SONG</td>
<td>ROBERTA FLACK</td>
<td>Atlantic</td>
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<td></td>
<td>9 THE WORLD IS A Ghetto</td>
<td>WAR</td>
<td>United Artists</td>
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<tr>
<td>1972</td>
<td>1 LET'S STAY TOGETHER</td>
<td>AL GREEN</td>
<td>Hi</td>
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<td></td>
<td>2 LEAN ON ME</td>
<td>BILL WITHERS</td>
<td>Sussex</td>
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<td></td>
<td>3 OUTA SPACE</td>
<td>BILLY PRESTON</td>
<td>A&amp;M</td>
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<td>4 I'LL TAKE YOU THERE</td>
<td>STAPLE SINGERS</td>
<td>Stax</td>
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<td></td>
<td>5 IF LOVING YOU IS WRONG</td>
<td>LUTHER INGRAM</td>
<td>KoKo</td>
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<td>6 BACK STABBERS</td>
<td>O'JAYS</td>
<td>Phila. Intl.</td>
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<td>7 CLEAN UP WOMAN</td>
<td>BETTY WRIGHT</td>
<td>Alston</td>
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<td></td>
<td>8 TROGLODYTE (CAVE MAN)</td>
<td>JIMMY CASTOR BUNCH</td>
<td>RCA</td>
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<td></td>
<td>9 GOOD FOOT PART 1</td>
<td>JAMES BROWN</td>
<td>Polydor</td>
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<td>10 POWER OF LOVE</td>
<td>JOE SIMON</td>
<td>Spring</td>
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<tr>
<td>1971</td>
<td>1 MR. BIG STUFF</td>
<td>JEAN KNIGHT</td>
<td>Stax</td>
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<td></td>
<td>2 WANT ADS</td>
<td>HONEY CONE</td>
<td>Hot Wax</td>
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<td></td>
<td>3 STICK UP</td>
<td>HONEY CONE</td>
<td>Hot Wax</td>
</tr>
<tr>
<td></td>
<td>4 JUST MY IMAGINATION</td>
<td>TEMPTATIONS</td>
<td>Gordy</td>
</tr>
<tr>
<td></td>
<td>5 TIRED OF BEING</td>
<td>AL GREEN</td>
<td>Hi</td>
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<tr>
<td></td>
<td>6 WHAT'S GOING ON</td>
<td>MARVIN GAYE</td>
<td>Tamla</td>
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<td></td>
<td>7 DON'T KNOCK MY LOVE</td>
<td>WILSON PICKETT</td>
<td>Atlantic</td>
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<tr>
<td></td>
<td>8 AIN'T NO SUNSHINE</td>
<td>BILL WITHERS</td>
<td>Sussex</td>
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<td></td>
<td>9 NEVER CAN SAY GOODBYE</td>
<td>JACKSON 5</td>
<td>Motown</td>
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<tr>
<td></td>
<td>10 (DO THE) PUSH &amp; PULL</td>
<td>RUFUS THOMAS</td>
<td>Stax</td>
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<tr>
<td>1970</td>
<td>1 I WANT YOU BACK</td>
<td>JACKSON 5</td>
<td>Motown</td>
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<tr>
<td></td>
<td>2 SOMEDAY WE'LL BE TOGETHER</td>
<td>DIANA ROSS &amp; SUPREMES</td>
<td>Motown</td>
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<td></td>
<td>3 THESE EYES</td>
<td>JR. WALKER &amp; THE ALL STARS</td>
<td>Soul</td>
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<td></td>
<td>4 LOVE ON A TWO WAY STREET</td>
<td>MOMENTS</td>
<td>Stax</td>
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<td></td>
<td>5 IS IT BECAUSE I'M BLACK</td>
<td>SYL JOHNSON</td>
<td>Twinght</td>
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<td>6 BALL OF CONFUSION</td>
<td>TEMPTATIONS</td>
<td>Gordy</td>
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<td>7 TURN BACK THE HANDS OF TIME</td>
<td>TYRONE DAVIS</td>
<td>Dakar</td>
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<td>8 THANK YOU</td>
<td>GLY &amp; FAMILY STONE</td>
<td>Epic</td>
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<td>9 THE LOVE YOU SAVE</td>
<td>JACKSON 5</td>
<td>Motown</td>
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<tr>
<td></td>
<td>10 SIGNED, SEALED, DELIVERED, I'M YOURS</td>
<td>STEVIE WONDER</td>
<td>Tamla</td>
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### Top 40 Disco

<table>
<thead>
<tr>
<th>No.</th>
<th>Track Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE SECOND TIME AROUND/RIGHT IN THE SOCKET</td>
<td>ABC, Chicago</td>
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<tr>
<td>2</td>
<td>WEAR IT OUT</td>
<td>Grand Funk Ricky</td>
</tr>
<tr>
<td>3</td>
<td>VERTIGO/RE/JET</td>
<td>My Firebirds</td>
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<tr>
<td>4</td>
<td>DEPUTY OF LOVE</td>
<td>Don Arden</td>
</tr>
<tr>
<td>5</td>
<td>I'LL BE YOUR LOVER</td>
<td>Gene Pitney</td>
</tr>
<tr>
<td>6</td>
<td>DONT LET GO</td>
<td>James Brown</td>
</tr>
<tr>
<td>7</td>
<td>NO MORE TEARS</td>
<td>Enough Is Enough</td>
</tr>
<tr>
<td>8</td>
<td>SMACK DAB IN THE MIDDLE</td>
<td>Janice McClain</td>
</tr>
<tr>
<td>9</td>
<td>CAN'T STOP DANCING</td>
<td>Sylvester</td>
</tr>
<tr>
<td>10</td>
<td>LOVE MASSAGE/OOD</td>
<td>Andy Gibb</td>
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<tr>
<td>11</td>
<td>ROCK IT</td>
<td>Deborah Washington</td>
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<tr>
<td>12</td>
<td>DO YOU LOVE WHAT YOU FEEL</td>
<td>Rufus and Chaka</td>
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<tr>
<td>13</td>
<td>LOVE RUSH</td>
<td>Ann Margaret</td>
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<td>14</td>
<td>NIGHTDANCER+</td>
<td>Pointer Sister</td>
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<tr>
<td>15</td>
<td>ON THE RADIO</td>
<td>San Remo Summit</td>
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<tr>
<td>16</td>
<td>IM CAUGHT UP</td>
<td>Inner Life (Private)</td>
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<tr>
<td>17</td>
<td>ROCK WITH YOU/WORKING DAY AND NIGHT</td>
<td>Instant Funk (Label)</td>
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<td>18</td>
<td>BODY SHINE/SLAP, SLAP, LUCKEDY LADY</td>
<td>The Flying Lizards (Virgin)</td>
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<td>19</td>
<td>STRAIGHT FROM THE HEART LOOSE CHANGE</td>
<td>Scott Alan</td>
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### Programmers' Picks

<table>
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<th>Artists</th>
<th>Tracks</th>
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<tbody>
<tr>
<td>Dan Jacobson</td>
<td>Sabu (Entire L.P)</td>
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<tr>
<td>Tony Smith</td>
<td>Barba Barra - Elephant</td>
</tr>
<tr>
<td>Bob Baldwin</td>
<td>Gordon Laspel - Columbia</td>
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<tr>
<td>Scott Talarico</td>
<td>Automobile</td>
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<tr>
<td>Ken Jason</td>
<td>Christian Rappin</td>
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<tr>
<td>Duane Bradley</td>
<td>The Beat Goes On</td>
</tr>
<tr>
<td>Jose Bonilla</td>
<td>I Can't Help Myself</td>
</tr>
<tr>
<td>George Cadmus</td>
<td>The Beat Goes On</td>
</tr>
<tr>
<td>Jeff Love</td>
<td>Saturday Night</td>
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<tr>
<td>Paul Curtis</td>
<td>Saturday Night</td>
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<tr>
<td>Bob Anderson</td>
<td>Kind Of Life (L.P.)</td>
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<tr>
<td>Mark Hultman</td>
<td>Indianapolis - M &amp; Sire</td>
</tr>
<tr>
<td>Jon Randazzo</td>
<td>High Society - Warner Bros</td>
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<tr>
<td>Ed Bledsoe</td>
<td>The Beat Goes On</td>
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<tr>
<td>Chuck Weissmiller</td>
<td>The Whispers - Solar/RCA</td>
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<tr>
<td>Indianapolis</td>
<td>Moonlight &amp; Muzak - Sire</td>
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<tr>
<td>You Know How To Love Me - Phylicia Hyrms - Arista</td>
<td></td>
</tr>
<tr>
<td>The Beat Goes On - The Whispers - Solar/RCA</td>
<td></td>
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<tr>
<td>High On Your Love - Debbie Jacobs - RCA</td>
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### Pointer Visits Cash Box

Bonnie Pointer recently stopped by the Los Angeles offices of Cash Box to visit with friends and tell them of her new self-titled album. Pictured are: Chipman, Cash Box; Bonnie Goldner, Motown's trade liaison; Mel Albert, Cash Box and Pointer.

### The Rhythm Section

(from page 58)

...from a government agency ... KFAT/FM in San Francisco is for sale. The station has a signal that reaches 4,000,000 potential listeners, including the Bay Area, Monterey, Santa Cruz and some listeners north of San Francisco. For further information, contact the NABO office in Washington, D.C. at (202) 293-1137. ...The second annual Black College Radio Convention is tentatively scheduled for April 4-5, 1980 at the Paschal Hotel in Atlanta. For additional information contact Lo Jels at (404) 533-2973 or (404) 533-6136.

**ARTIST ACTIVITY** - Taste of Honey is in the studio recording with producers Norman Whitleff and George Duke. Keep an eye out for a pair of twins calling themselves Elephant Walk, who are just signing a recording contract. ...Prelude Records will be releasing two albums Jan. 16 with two new artists, Bobby Thurston and a group called Passion.

**80'S CHANGES FOR THE RECORD COMPANY STANDPOINT** - Larkin Arnold, senior vice president of the R&B division at Arista Records, says he sees more music coming into focus. "The music changes as people change. There seems to be an upward trend in Third World music, such as the reggae of Bob Marley and the success we are experiencing with the Japanese group Hiroshima. Because of the fact that a lot of the younger people have grown up listening to many of the rock acts, there will also be an upswing in black rock groups..." Whatever happens at Arista, we are not looking to set any trends, or follow any. We will simply remain an artist-oriented label looking for good talent." - cookie amerson

### Store Buyers Express Caution

(from page 27)

...at this time, especially when there is a good change of quitting stuck.

Also taking a wait-and-see attitude was Van Vanyo, president of national buying for Liberman Enterprises; "As a rack job," Vanyo explained, "we really don't know how the retailers will affect us. We'll like to be able to work with the labels, but we just don't know at this time.

"The new groups, the guaranteed ones, we will use the same aggressiveness as in the past, trying to break them." Vanyo explained, "and an established group, we'll buy more or less the same, but not stockpile as much as in the past. However, on artists hit by singles, we will hold off for a couple of weeks until the single proves itself on the market.

Echoing this sentiment, Dadye Witton, L.P buyer for the Phoenix-based Alta rack operation, added, "It will mean a cut-down on national buy..." Witton went on to express hope in the success of attending new artists and new releases. Because of the retailers policies, it's going to be harder for labels to convince us to buy on new artists. We're looking at the return percentage and we're going to think much harder about the new artist than we have before.

However, Witton managed to end on an optimistic note, stating, "We can live with any policy as long as they use us to clean up first and treat us fairly. Our returns have always been less than 20%, and that is right in line with the returns policies of the major manufacturers. We don't anticipate any difficulty with the future."
CASHBOX MEANS BUSINESS IN NASHVILLE!

Nashville MUSIC CITY Tennessee U.S.A.
Gottlieb Bows With ‘Roller Disco’, Its Latest Wide-Body Pinball Game

CHICAGO — The combination of a popular theme and wide body play action highlights the new 4-player pinball machine released by D. Gottlieb & Co. The new model is called “Roller Disco.”

In referring to the current disco roller skating craze, for which the new game is themed, Gottlieb’s vice president of marketing Tom Herrick observed, “If there was over a flipper game perfectly in tune with a new entertainment form it is Gottlieb’s new ‘Roller Disco’. The game matches the excitement of this new pastime. It has both a party atmosphere and a spectator activity and hundreds of thousands of young people are flocking to more than 4,000 roller rinks around the country to skate and play pinball. As a matter of fact, both a separate promotion in preparation for this specialized type of location.”

The Roller Disco playfield and cabinet design are of sparkling contemporary art with glittering fluorescent colors and for flexibility the model features excelling disco beat musical sounds. The wide body playfield design in the tradition of Gottlieb’s first wide body, “Genie,” abounds in provocative scoring opportunities and unusual combinations. Double sets of flippers at the bottom of the playfield provide the ball-impacting force necessary to execute long, clean shots to the target areas as well.

Two sets of drop targets spell out ROLLER DISCO and one key to scoring is through the A-B-C-D top rollovers which also light corresponding rollovers in the counter, the smaller target portion of the game to increase the bonus multipliers. Herrick pointed out that on “extra ball” the player does not forfeit his multiplier potential when he loses a ball since the game “remembers” the bonus multiplier.

“Roller Disco provides the ideal combination of fast action, attention-getting cabinet and glass coloring and a tie-in with a major leisure time activity,” he concluded.

The new machine is currently displayed world-wide, through Gottlieb distributors.

AMOA Awards Will Air Jan. 8 From Las Vegas

CHICAGO — The AMOA Jukebox Awards telecast has been scheduled for Tuesday, Jan. 8 from 9 PM on TV NBC. The awards, to be held 11 PM Eastern Standard Time, via NBC.

The two-hour show, emanating from the Desert Inn in Las Vegas, is called “A Tribute To The Jukebox Awards.” In addition to the Jukebox Awards and the appearances of award winners, the telecast will focus on the Jukebox industry and the evolution of the coin operated machine.

Actor George Segal and recording star Mac Davis will serve as co-hosts.

Registration Begins For 47-Week School

CHICAGO — Washburne Trade School in Chicago announced that sign-ups for the new class term in amusement machine repair will be held at the school until Feb. 20.

The school is offering a 47-week training course in the servicing of electro-mechanical amusement machines for city or suburban management. To enroll an individual must be at least seventeen years old and a licensed driver. The course is tuition free for Chicago residents.

Classes are held Monday through Friday during the hours of 8:00 am and 3:30 pm. Washburn is a Chicago Board of Education facility, located at 3333 W. 31st St., Chicago, Ill. 60623.

Further information about this particular course may be obtained by contacting William Lloyd at the school or by phoning (312) 641-4682.

Exidy Completes Vectorbeam Buy

SUNNYVALE — With its recent acquisition of Vectorbeam as a wholly-owned subsidiary, Exidy Inc. obtained rights to Vectorbeam’s noted video system and vector technology. Additionally, the company’s 26,000 square foot facility significantly expands Exidy’s manufacturing capabilities to over 75,000 square feet for production.

In making the announcement, Exidy’s president Pete Kautman stated, “The acquisition of Vectorbeam facilitates growth and technological advances within the plan for Exidy. We feel that we have gained a substantial advantage for the development and production of new products.” Howell Ivy, vice president, added, “The vector scan system developed by Vectorbeam has the increased resolution needed to put us a step ahead in our ability to develop more realistic game concepts.”

It was further announced that Exidy will immediately begin production of some of the new products developed by Vectorbeam, including “Tailgunner 2” which is a sit-down version of the popular space adventure upright game. This model will be available for distribution early in January.

Another current Vectorbeam game which has gained significant popularity since its release is “Warrior.” This particular game is enjoying widespread acceptance in college locations and better cocktail lounges, according to the company.

The operation of Vectorbeam facility will continue to be run as a new subsidiary company, Kautman noted, adding that he does not foresee any major personnel changes at the Union City plant. “We believe that Exidy gained many highly skilled employees in addition to the vector technology, the facility and the products. I am confident that the Vectorbeam acquisition is a major advantage that makes us even more competitive with other manufacturers in the industry.”

Williams’ Talking Pinball Machine Creates Worldwide Interest in ‘Gorgar’

CHICAGO — “Gorgar,” the world’s first talking pinball machine, was introduced by Williams Electronics, Inc. at the AMOA convention, where it was a most captivating attraction. The new machine has subsequently generated large scale interest in the international pinball industry.

Gorgar verbalizes seven different words to form eight different phrases and comments, according to a player’s performance, in addition to emitting 13 different reverberating sounds. In addition, there is the background sound of Gorgar’s beating heart which accelerates and becomes louder as the score builds.

Designing the first talking pinball game is the latest accomplishment in Williams’ continuing development of the use of sound in its games. As pointed out by company officials, Williams’ team of engineers have always strived to be first to develop the means of utilizing new technology to increase the sophistication and use of Williams’ games.

Sound History

When Williams Electronics opened its doors in 1953, one of the company’s prime concerns was the advent of solid state micro-computerization opened up a whole field of new possibilities in the development of sound and proved the way for the introduction of Williams’ first solid state game, “Hot Tip” in October 1977. This model was followed by “Lucky Seven” which utilized the newly developed micro-computer system. With the release of “World Cup” in 1978, Williams took the process one step further by designing the first micro-computer sound system that allowed a choice of dual sounds with the flip of a switch.

In January 1979, Williams released “Flash,” introducing another innovation in pinball sound — continuous background sound which increased in pitch and frequency as the play advanced.

TALKING PIN — Williams Electronics introduced “Gorgar,” the world’s first talking pinball game at the 1979 AMOA Expo.
GALA OPEN HOUSE AT MONROE — On Dec. 2, a full gathering of customers and friends visited the new facilities of Monroe Distributing, Inc., located at 2999 Payne Ave. in Cleveland, Ohio, to participate in the distributor’s grand opening celebration. As part of the festivities, Monroe also featured a showing of the newly premiered Rock-Ola “Techno” phonograph. Pictured in the accompanying photos (l-r) are: Monroe president Norman Goldstein (r) and executive vice president Ed Griffith; various views of the attractive new surroundings which were appropriately adorned for the festive occasion and a portion of the splendid buffet and cocktail arrangements provided for the guests.

INDUSTRY CALENDAR

Jan. 18-20, Music Operators of Minnesota, site to be announced.
Jan. 27-29, ATE; annual conv.; Alexandra Palace; London.
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.
Oct. 23-30, NAMA National Convention-Exhibit; H. Row Bartle Convention Hall; Kansas City, Missouri.

Demand Triggers Expansion At Tornado Soccer

LOS ANGELES — After ten years as a successful designer and manufacturer of table soccer machines, Ft. Worth, Texas-based Tornado Table Soccer Inc. is expanding its complete program to meet the demand for its Tornado table soccer machine. The expansion program includes enlarged production and warehouse space and new manufacturing personnel, and a 5,600 sq. ft. table soccer-oriented amusement center attached to the 11,400 sq. ft. manufacturing facility.

The amusement center will serve many purposes, including: a product showroom, instant feedback for research and development, an excellent facility for minor and major tournaments both amateur and professional and a training ground for perspective buyers who want to open their own entertainment center.

Seasoned Pros

Along with expansion, Tornado has acquired a staff of seasoned professionals in the areas of production, marketing, promotion and management that includes president C.E. (Ed) McCloud, who received the bulk of his experience while teaching the manufacturing and production process at a Dallas area college, and Dynamic Corp., where he was in charge of industrial engineering and all phases of production for three years; marketing and sales director John F. Baxley, who was sales manager at another well-known soccer machine manufacturer prior to joining Tornado, and director of tournaments and promotional events, Tom Jonas, who has seven years of table soccer and vending experience and is a noted professional player.

Other Tornado principals are Peter J. Petropoulos, International sales and marketing director; Bruce Marlow and Terry Justice, marketing and advertising representatives; Marlene D. Clark, amusement center director and Mona Woods, administrative assistant.

Robert Bloom & Co. has been fortunate over the years to have had the services of individuals with both the talent and drive to achieve their goals and expectations, and Bob Bloom certainly fits into that mold.

CANTEEN CELEBRATES 50TH ANNIVERSARY — Howard C. Miller, Jr., president of Canteen Corporation (l) and Philip Geerly, manager of operational standards, examine one of the first canteen vending machines during the company's 50th anniversary observance.

CHICAGO — The promotion of Robert W. Bloom to the position of senior vice president at D. Gottlieb & Co., was recently announced by Judd Weinberg, president of the firm.

Bloom, who started with Gottlieb in 1977 as vice president of finance and later assumed responsibility for the marketing function, has now taken on general management responsibility for the company, which is a division of Columbia Pictures Industries, Inc. "Bob Bloom's aptitude and affinity for the games business were evident from the day he started at Gottlieb," stated Weinberg in commenting on the appointment. "His enthusiasm and talent for getting things done have been a great asset to this company and will continue as we progress into the '80s."

Motivator

Alvin Gottlieb, executive vice president of the firm, commented, "Bob's concentrated and intensive study of both industry distribution and pinball machine design have made him an experienced coin man in just the relatively few years he has been with the company. His most important asset, however, has been his ability to motivate people and to establish warm and solid business relationships.

In conclusion, Weinberg noted, "D. Got-
IN REVIEW: Following is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.

GOTTLIEB 'TOTEM.' Gottlieb's "multimode sound system" and innovative "attract" mode are among the highlights of this solid state 4-player pinball. (8/26/79)

GOTTLIEB 'GENIE.' This is the factory's first wide-body pinball. It is characterized by eye-catching graphics and lots of play action, including "game within a game" feature. (10/6/79)

CINEMATRONICS 'SUNDANCE.' A one or two player video game. Unique visuals and explosive scoring features add to the appeal of the game. (10/13/79)

WILLIAMS 'TRI ZONE.' This Williams 4-player is available with an SBA slot and is outstanding for its visual appeal, exciting scoring action and various service features. (6/15/79)

ATARI 'LUNAR LANDER.' The historic first landing on the moon is the theme of this appealing video game. Fantastic visual effects via Atari's noted "Quadrascan." (9/29/79)

STERN 'MAGIC.' Dramatic design and backglass art are outstanding on this solid state 4-player, along with heavy play action and lots of exciting ways to score. (8/26/79)

STERN 'METEOR.' A major promo campaign launched this solid state 4-player which is themed for the movie. Captivating design, exciting sound and play action. (10/6/79)

VECTOREEM 'WARRIOR.' Futuristic swordsmen in head-to-head competition is the theme of this 2-player video game. Challenging obstacles and unique sounds add to play excitement. (10/13/79)

ATARI 'FOOTBALL 4-PLAYER.' This is a 4-player version of Atari's dynamic Football video game, with some exciting new options and defense strategies. Coin option includes SBA slot. (10/8/79)

MIDWAY 'PHANTOM II.' A video air combat game, realistically portrayed, with lots of plus features and much challenge for the player. Posting of scores invites competition. (10/13/79)

WILLIAMS 'TIME WARP.' Unique triple sound option, futuristic curved flippers and challenging playfield are among highlights of this 4-player pin from Williams. (10/17/79)

ATARI 'SOCCER.' A 2-or 4-player patterned after the world famous sport. Add-a-coin, multi-language options and numerous exciting play features contribute to its appeal. (11/10/79)

ATARI 'ASTEROIDS.' Play action is intense and unpredictable as players attempt to destroy incoming asteroids and enemy saucers in the exciting play precise. (11/10/79)

BALLY 'HARLEM GLOBETROTTERS.' This Bally 4-player combines a popular theme with exciting play action. Overall design characterizes its namesake and playfield abounds in excitement. (10/13/79)

EXIDY 'FIRE ONE.' One or two can play this exciting, fast action video game from Exidy. Players employ skill to torpedo various enemy warships. (11/10/79)
COINS, MACHINES FOR SALE

FOR SALE US machines ready for location where you want them. New and used machines at all times. Located in Chicago, IL. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

FOR SALE: Used and new Bingos, Bally, Slot machines, and older electromechanical machines. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

FOR SALE: Used—Electrolux pinball. Your specialist for Bally, Williams, and Gottlieb pinball machines. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

FOR SALE: Bally single coin, Circus, Mustang, Li Dragon, Golden Wheel, Diner Can-Can and Super 7 Bally multi-flip. Call for prices. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

FOR SALE: Newly listed: Gottlieb Pinball, sold $250, Wells Triple action, $250, Wells Triple Action, $250, Wells Triple Action, $250. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

CONVERSION CARTRIDGE—Play stereo records on Southeastern, Again, and other older machines. Contact: Williams Distributing, 67 Sunrise Ave, Boston, MA 02134. Tel: (617) 484-5030.

COIN MACHINES FOR SALE


| Week | Title                                      | Artist/Producer                     | Label/Date       | Chart Position
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<td>1</td>
<td>The Long Run</td>
<td>The Eagles</td>
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<td>The Gambler</td>
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**January 12, 1980**
"THE BEST OF THE STATLER BROTHERS RIDES AGAIN, VOLUME II."

After 3½ years in the making, it's finally here—the second album of greatest hits from The Statler Bros. Featuring ten all-time favorites plus a brand new single:

"(I'll Even Love You) Better Than I Did Then"

#57012

Do You Know You Are My Sunshine
Here We Are Again
The Movies
Your Picture In The Paper
Some I Wrote
How Great Thou Art

(i'll Even Love You)
Better Than I Did Then
How To Be A Country Star
Silver Medals And Sweet Memories
Who Am I To Say
The Official Historian On
Shirley Jean Berrell

Produced by Jerry Kennedy.