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NEWSPAPER

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John Denver

1978: the year of Johnny Mathis. He had a platinum solo album, "You Light Up My Life!" And two gold records for his duet work with the lovely Deniece Williams on the single "Too Much, Too Little, Too Late," and the album "That's What Friends are For!"

Now he's coming strong into 1979, with a brand-new album called "The Best Days of My Life." It's produced by Jack Gold and features superb new songs all touched with that inimitable Mathis magic. The magic includes Johnny's new single, a duet with Jane Olivior, "The Last Time I Felt Like This!" (It's also the theme from the movie "Same Time Next Year." And 1979 will also be the year of the biggest Johnny Mathis tour ever. "The Best Days" keep on getting better...

Johnny gives you "The Best Days" of his life.

JOHNNY MATHIS
THE BEST DAYS OF MY LIFE
including:
Would You Like To Spend The Night With Me
The Last Time I Felt Like This/We're In Love
Gone, Gone, Gone/How Can I Make It On My Own



JC 35649

"The Best Days of My Life:"
It'll be some of the best
listening of your life.
New from Johnny Mathis, on
Columbia Records and Tapes.

CASH BOX

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EDITORIAL Both Sides Of The Vinyl

With production costs escalating, raw materials dwindling and more and more talented young artists in the wings, we propose an economic and ecological solution: the double artist LP.

The double artist album is designed to expose two debut artists (one per side) for a smaller sum of money, but in a more effective manner.

Invariably, an artist's first album is a culmination of material from previous years. But, when the second record is being prepared, there are usually only a few months to put together material of the same caliber. With this new concept, the artist would only be responsible for four or five of his best songs, leaving others for a second effort.

From an economic standpoint, the necessity of

only recording four or five songs would greatly minimize the large production investments which have become a way of life in the record industry. Studio time and musicians' fees are not going down in price, and this plan could help hold down this ever-increasing cost of doing business.

There is no doubt that raw materials are a finite quantity and, therefore, that their cost will continue to escalate. Conceivably, then, the double artist LP would expose twice as many new acts at the price of one.

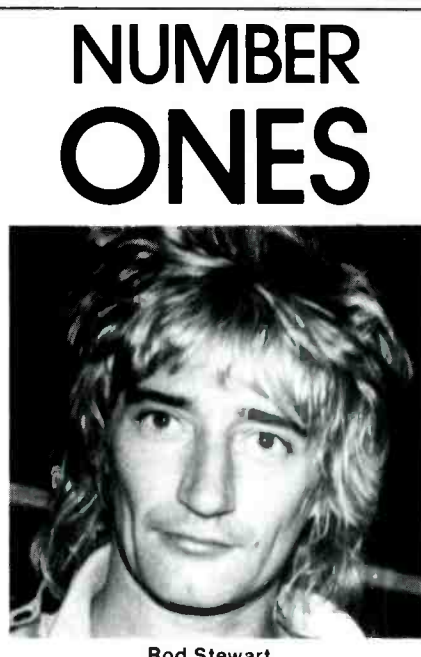
In an era of increasing costs, the double artist album is a viable solution to the dilemma of maintaining effective cost control while at the same time exposing deserving new talent.

NEWS HIGHLIGHTS

- Record number of participants take part in 13th annual MIDEM convention (page 7).
- Significant progress with bar coding seen in new plan (page 7).
- RSO Records begins \$1 million marketing campaign for Bee Gees' "Spirits Having Flown" album (page 7).
- NBC announces plans for new youth-oriented radio network at affiliates convention in New Orleans (page 8).
- Atlantic Records stepping up commitment to disco (page 8).
- "Tragedy" by the Bee Gees and "I Want Your Love" by Chic are leading Single Picks of the week (page 18).
- "Spirits Having Flown" by the Bee Gees and "Gold" by Jefferson Starship are leading Album Picks of the week (page 17).

TOP POP DEBUTS	
SINGLES	61 SULTANS OF SWING — Dire Straits — Warner Bros.
ALBUMS	97 BUSTIN' OUT OF L SEVEN — Rick James — Gordy/Motown

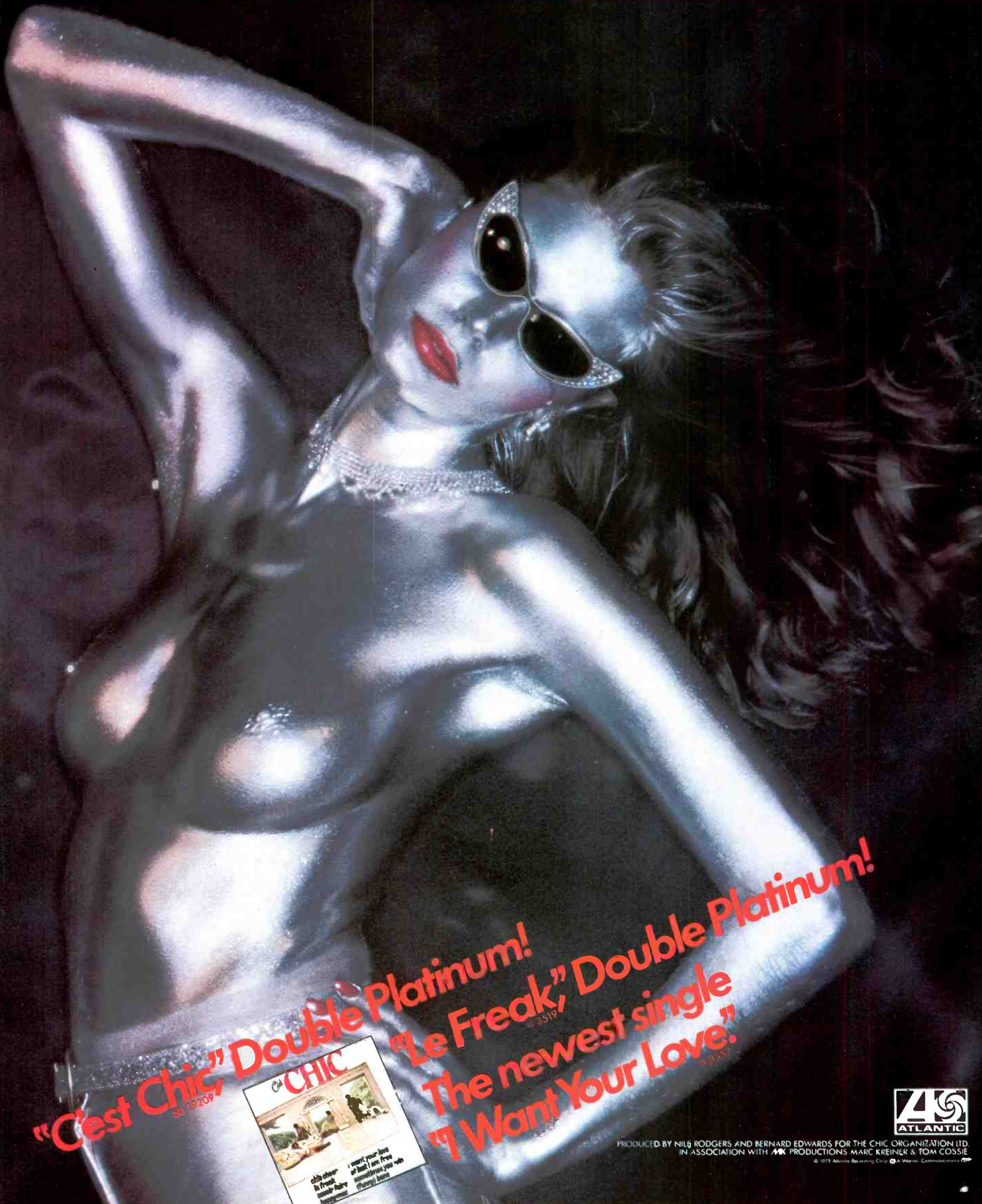
POP SINGLE
DA YA THINK I'M SEXY Rod Stewart Warner Bros.
R&B SINGLE
AQUA BOOGIE Parliament Casablanca
COUNTRY SINGLE
WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR Crystal Gayle United Artists
JAZZ
TOUCHDOWN Bob James Columbia



Rod Stewart

POP ALBUM
BRIEFCASE FULL OF BLUES Blues Brothers Atlantic
R&B ALBUM
C'EST CHIC Chic Atlantic
COUNTRY ALBUM
THE GAMBLER Kenny Rogers United Artist
DISCO
FLY AWAY (ALL CUTS) Voyage (Marlin/TK)

IT'S CHIC TO BE PLATINUM.



"C'est Chic" Double Platinum!
"Le Freak" Double Platinum!
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Anne Murray

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NEW KIND OF FEELING

SW-11849

HER NEW ALBUM



Contains the single "I Just Fall In Love Again"⁴⁶⁷⁵

Produced By Jim Ed Norman



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RAITT RIOT — Bonnie Raitt recently re-signed an exclusive, long-term contract with Warner Bros. Records. Several of her friends and admirers were on hand for the celebration. Pictured from (l-r) are: attorney Nat Weiss; Russ Thyret, vice president/director of promotion; Ed Rosenblatt, vice president/director sales and promotion; Mo Ostin, board chairman and president of Warner Records; Stan Cornyn, executive vice president/director of creative services; Carl Scott, vice president/director of artist development; Bonnie Raitt; Clyde Bakkemo, vice president/director of product management and Dick Waterman, manager.

1,300 Participants Attend 13th Annual MIDEM Meeting

CANNES — A record number of participating firms, registrants and exhibiting companies attended the 13th annual MIDEM international convention, which was held in Cannes, France from Jan. 19-25. A total of 1,340 participating firms, 5,550 registrants and 628 exhibiting companies endured the rainstorms and chilly temperatures to negotiate international deals, make announcements, discuss industry issues of common concern, and attend a variety of artist showcases.

The American contingent of 222 firms accounted for the largest turnout from a single nation at MIDEM, followed by the Great Britain contingent, which consisted of 160 firms, an increase of 16 British firms in attendance over last year. Several countries participated for the first time at MIDEM, including Iceland, Nigeria, and Bulgaria.

Highlights

Final reports on MIDEM are not completely in, but several of the highlights of this year's convention were as follows.

- The International Federation of Phonogram and Videogram Producers (I.F.P.I.) previewed a film which illustrated the damage caused by record and tape piracy throughout the world, most notably in the United Kingdom, United States and Hong Kong. The film was shown on three consecutive days (Jan. 21-23) and includes interviews with such artists as Elton John, Cliff Richard and Yehudi Menuhin. The I.F.P.I.'s chief anti-piracy consultant, Gerry Oord, stated following the film's screening

that unless stringent measures were taken, piracy would cost the industry approximately \$1 billion in 1980. This figure represents a \$200 million increase over the \$800 million loss which is the current figure reported. Oord also pleaded to the international industry figures at MIDEM to more actively campaign against piracy.

The I.F.P.I. announced several new measures it will undertake in an attempt to bolster its battle against international record and tape piracy. Among these measures included the full-time appointment of a London-based barrister as legal director of the anti-piracy team; and the establishing of a special legal fund and the appointment of a fund raising director who would lead a contingent of anti-piracy officials to various nations to receive support from private firms and government for the I.F.P.I.'s campaign.

- The fourth annual meeting of the International Association of Entertainment Lawyers at MIDEM focused upon immediate entertainment-related problems and the examining of actual case histories. The highlight of the day-long meeting was a basic study of some recent and significant court decisions relating to entertainment law in the main countries of the world. The five chief topics of interest discussed were: the extent of protection afforded by the so-called "right of personality"; territorial licensing pacts and the problem of enforcing them; the criteria for the payment of copyright royalties by cable television

(continued on page 54)

Bar Coding Breakthrough Is Looming On Industry Horizon

by Randy Lewis

LOS ANGELES — While the nation's leading record retailers and rack jobbers still differ in their opinions of the value of bar coding on records, they agree on one point: it will remain relatively useless until the overwhelming majority of both new and catalog product is coded.

Most dealers estimate this might occur anywhere from two to five years at the earliest, but Lee Hartstone thinks a significant breakthrough could take place within the next few months which would enable record merchants to convert their entire inventory literally overnight.

Overnight Bar Coding

Hartstone, president of Integrity Entertainment, which owns and operates Warehouse, Big Ben's and Hits-For-All stores, said he has suggested at NARM bar coding subcommittee meetings that retailers would be willing to buy sheets of bar code stickers from manufacturers for catalog items to sticker inventory. And he says manufacturers are open to the idea and that it is also acceptable with the NARM bar coding committee.

RSO Will Spend \$1 Million On New Bee Gees Album

by Alan Sutton

LOS ANGELES — RSO Records will spend in excess of \$1 million between now and June 1 in marketing and merchandising support for the Bee Gees' new album, "Spirits Having Flown."

The budget includes an extensive television campaign in 15 major markets in the month of May, keyed to a 15- to 20-week Bee Gees American tour which begins the following month; special mobiles, posters, dump bins and other in-store material; and 60-second radio spots, in addition to consumer and trade print advertising.

"Spirits Having Flown" is the Bee Gees first studio album in nearly three years and carries a suggested list price of \$8.98. Currently it is the object of a massive radio campaign in conjunction with RSO accounts.

Three different radio spots have been prepared to coincide with the album's official release Jan. 29. One ad features the songs "Tragedy," "Love You Inside And Out" and "Too Much Heaven." A second spot includes "Tragedy" and "Love You Inside And Out." The third spotlights

(continued on page 52)

One of the major supporters for bar coding on records, Hartstone said, "I've been pushing for it madly and desperately, and we're pleased with the progress so far.

"But we're waiting for the next development. We need the manufacturers to establish a UPC (Uniform Product Code) number for every item in their existing catalog. Once that is done, an independent label maker will produce a master film from which sheets of bar code stickers can be made," Hartstone said.

(continued on page 30)

Indie Labels Avoid Competing With Majors; Credit Squeeze, Radio Cited As Problems

by Aaron Fuchs

(Small independent labels are having a harder time surviving than ever before. Many have recently gone out of business, become production companies, or signed distribution deals with major labels. Last week, in the first of a two-part series, Cash Box surveyed the state of very small labels. In the following article, we take a look at the very different problems faced by the larger independent companies.)

NEW YORK — If a very small independent label can attain a level of visibility with its distributors and maintain a consistent, if cautious, release schedule, it can be secure with steady, if small, catalog sales. But the larger an independent gets, the more wary it must become about encroaching on the turf of the majors. At all costs, it must avoid direct competition with corporate superstructures it can't hope to lock horns with.

"The first rule of thumb is, don't compete with the majors," commented Marv Schlachter, who heads Prelude Records. "The opportunities are always there for an independent to prosper, but it depends on that label's ability to determine what its assets are and how best to use them. When we began Prelude, our plan was to find out what was the area of business the majors were ignoring, and get in on the ground floor before they could. We felt that disco was about to explode, and our concern was in finding talented people who really had not had success.

"When someone is hungry," Schlachter explained, "you can work out a production deal relatively inexpensively. After success, that same producer's fee might equal the entire production cost of his last record."

Schlachter also cited the democratic

nature of the disco market as a reason for the success of his venture. "With disco," Schlachter noted, "you could go with a valid product and you could get it played much faster than if you had to go to radio. Our first disco album, 'Saturday Night Band,' sold 100,000 in the U.S., largely as a result of disco sales. And that figure is another consideration for our viability. What a major label might consider a marginal seller because of their higher overhead, we can consider a success."

Schlachter's major consideration now is to remain level-headed in the face of success. "I will not compete," says Schlachter. "is what the indie must keep telling himself. You can get into real trouble

if you let that first flush of success get to your head, and you'll be worse off if you bite off more than you can chew. If a producer comes up to me today and says, 'Columbia is going to give me \$100,000, how much are you?' I'll walk away. You can't buck the majors."

Living On Catalog

Tomato Records is an independent that is doing well by judiciously selecting artists who, if not superstars, have proven catalog value and who can occasionally have hits (Albert King, Melanie). President Kevin Eggers explained, "We did very well in our first year (\$1.6 million billing) and have expanded our staff from three to 31, but we

(continued on page 55)



KRIS AND RITA AT BOTTOM LINE — Columbia recording artist Kris Kristofferson and A&M recording artist Rita Coolidge were visited backstage following their Bottom Line duo set by some of their celebrity friends. Pictured are (l-r): Coolidge; Kristofferson; actress Candice Bergen; Willie Nelson, Columbia recording artist; and actor Burt Reynolds.

Atlantic's Emphasis On Disco Exemplifies Industry Trend

by Leo Sacks & Charles Palkert

NEW YORK — Atlantic Records, long associated with R&B and rock and roll, has dramatically stepped up its commitment to disco music, as evidenced by the dominance of disco product in the label's January release.

Buoyed by the success of Chic, Cerrone and the Trammps, Atlantic has made a spectacular foray into the disco marketplace with the release of eight disco-oriented albums.

The company's latest foray into the disco market includes new LPs by Midnight Rhythm, Tasha Thomas, Joy Flemming, Herbie Mann, the George Bussey Experience, the Wonder Band, Narada, Michael Walden and Sister Sledge.

In an exclusive **Cash Box** interview, top Atlantic executives last week discussed the label's involvement with disco product, how it's being promoted, and the direction the company must take to maintain disco as a viable commercial commodity.

Radio Acceptance

According to Dave Glew, senior vice president and general manager of Atlantic,

New Kayak Album Has Top Priority At Janus Records

by Marc Cetner

LOS ANGELES — Janus Records is launching its largest marketing campaign to date in support of the new Kayak album, "Phantom Of The Night." The Dutch band is also receiving full marketing support from the Janus affiliated GRT Corporation.

"It's the most intense campaign we've ever had," said Janus president Ed DeJoy. "It surpasses our 'Year Of The Cat' (Al Stewart) campaign."

The campaign's theme centers on "the phantom," who is pictured on the cover of the new album. Merchandising materials for in-store display include a die cut three-dimensional picture of the phantom, light box figures of the phantom and Kayak mobiles.

Janus is also having 3,000 numbered picture discs of "Phantom Of The Night" pressed up. The discs can be obtained by winners of the Kayak game, which is similar to the supermarket-ticket-scratch-away contests. Kayak tickets will be distributed as bag stuffers in retail record stores.

The campaign will be focused primarily in the following markets: Chicago, Milwaukee, St. Louis, Houston, San Francisco, Los Angeles, Seattle, Philadelphia and Cleveland. The sales force is concentrating on these particular cities, according

(continued on page 34)



TIM GETS TOASTED — Flautist Tim Weisberg recently signed with MCA Records. Top MCA executives were on hand to toast the musician whose new album is expected in March. The upcoming album follows the success of his current LP, "Twin Sons Of Different Mothers," which Weisberg released with Dan Fogelberg. Pictured (l-r) are: Denny Rosenkrantz, vice president/A&R; president Bob Siner; Bob Busiac of Weisberg's management; Weisberg; Sara Jane Boyers, law department head for MCA; and David Jackson, vice president/business affairs.

the label's first quarter releases began to take shape about eighteen months ago, "when suddenly disco became socially acceptable, radio stations began reacting to it, and an obvious consumer demand arose for the product."

One indication of this demand is the phenomenal success of the Chic single, "Le Freak," one of only four singles to be certified platinum during 1978. Currently, the 45 is nearing the 4 million sales mark. (WEA's Atlanta branch alone has sold 700,000 copies of the disc.) Glew commented, "When you see a song like this — initially programmed for R&B stations — go Top Five on virtually every Top 40 station in the country, you realize that the consumer enjoys listening to this type of music."

"In fact, the whole industry will shift its direction if this is what the consumer wants to buy. Our market studies have told us, based on the success of Chic and the Trammps, that the consumer wants to buy danceable music. And as a smart record company, we're going to make this type of music available to them. If it's a shift in the emphasis of our music at the label, it only goes to reflect the evolving musical tastes of this country."

Although Glew maintained that "rock
(continued on page 44)

NBC Tells Affiliates Of Plans For Youth-Oriented Network

by Joey Berlin

NEW ORLEANS — The announcement of a new youth-oriented network and eight music specials for the current network highlighted NBC's first radio-only affiliates convention since 1973.

The expressed purpose of the convention was to reassure the affiliates as to NBC's commitment to its radio division, and addresses by president and chief executive officer Fred Silverman and special consultant for world affairs Henry Kissinger served to underscore this commitment. The theme of the Jan. 21-23 gathering at the Royal Orleans Hotel here was "Sound Years Ahead."

Youth Network

NBC radio network executive vice president Dick Verne officially announced plans to begin the new network on a test basis at the first business meeting of the convention. The as-yet-unnamed network will be aimed exclusively at stations programmed for the 12-34 audience, offering two-minute newscasts 24-hours a day, seven days a week, a limited number of features and music specials. The Burkhardt/Abrams con-



Dick Carter

Carter Appointed RCA's Division VP Of Marketing

NEW YORK — Dick Carter has been named division vice president of marketing for RCA Records.

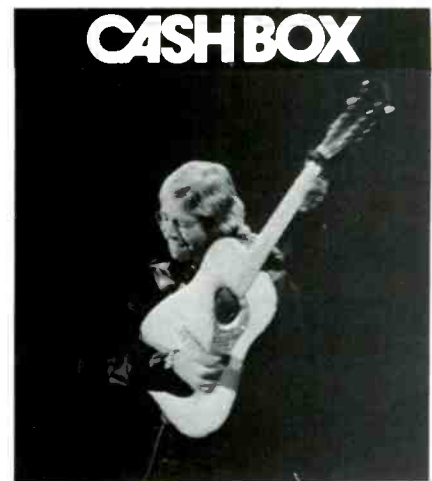
Robert Summer, president of RCA Records, made the announcement, adding that Carter, in his new post, would be responsible for the artist development, creative services, black music marketing, marketing development, promotion and disco marketing divisions at RCA Records.

Carter originally joined RCA in 1969, while general manager of Music West, which was acquired by RCA. He then spent
(continued on page 60)

NARM Polls Members On Best-Selling LPs For Convention Awards

NEW YORK — The 1979 NARM Convention will honor 1978's best selling albums and singles on Tuesday evening, March 27, at its annual Awards Banquet. The awards will be based on the actual number of units sold in record stores and departments across the country.

Commenting on the presentation, Joe Cohen, executive vice president of NARM, said that "unlike the usual music show awards that are based on the subjective opinions of the judges, NARM's awards represent the product that has actually sold
(continued on page 52)



John Denver is one of the premier folk/pop balladeers of the 1970s. His acoustic guitar, clear soulful voice and sensitive lyrics have reminded the modern world that there are still such things as country roads and Rocky Mountains.

However on the songwriter's new album, a new Denver is revealed. With the help of such eminent talents as James Burton and Glen D. Hardin, Denver's music has a refreshing rock 'n' roll bite. His cover version of Chuck Berry's "Johnny B. Goode" represents a surprising twist in the Denver enigma.

His songs have been recorded by people as diverse as the Osmonds and Mantovani. His songs show a simple love and concern for man and nature that few songwriters have ever been able to communicate.

Denver's last 11 albums have reached gold status. In 1974 he sold more records than any artist in the world. His credits also include the Country Music Association's award for "Entertainer Of The Year" and a 1975 Emmy award for his special "An Evening With John Denver."

Denver's new album, simply entitled "John Denver," is currently #57 with a bullet on the **Cash Box** album chart.



Fred Silverman

sulting firm has been engaged to assist with programming.

"No one service can meet the differing needs of every affiliate, and the single network idea just doesn't stretch far enough anymore," Silverman noted later in his remarks. "We think the time is right for a new, youth-oriented NBC program service geared to the needs and interests of the 12-34 audience. . . This new network is an important example of our commitment to radio and our confidence in its future."

NBC's testing of a second network comes four years after the demise of its News And Information Service (NIS), but Verne stressed a key difference between the two program devices.

"NIS required stations to completely change their formats, but that won't be necessary with the new network," he said. "And we won't be pressuring stations to sign up early."

Plans for the new network were only firm-ed up a week before the convention, but Verne outlined a tentative schedule for its implementation. A three-to-four month test period is slated to begin with a six-hour daypart in March, increasing by six hours each month. Verne added that an affiliate in
(continued on page 60)

Index

Album Reviews	17
Black Contemporary	45
Classical	31
Classified	59
Coin Machine News	56
Country News & Album Chart	35
Country Singles Chart	36
Disco	41
East Coastings	14
FM Analysis	22
International News	49
Jazz	29
Jukebox Singles Chart	56
Latin	53
Points West	16
Pop Album Chart	62
Pop Singles Chart	4
Radio News	21
Regional Programming Guide	24
Singles Reviews	18
Talent	60

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of our partnership the following
awards and nominations.

QUINCY JONES

"Sounds" ... And Stuff Like That" ... Platinum
 Grammy Nominations
 Producer of the Year
 Best Arrangement for Voices: "Stuff Like That"
 Arrangers: Quincy Jones, Nick Ashford, Valerie Simpson
 Best Engineered Recording, Engineer: Bruce Swedien

"The Wiz' Sountrack" ... Platinum
 Grammy Nominations
 Best Instrumental Composition: "End Of The Yellow Brick Road"
 Composers: Quincy Jones, Nick Ashford, Valerie Simpson
 Best Instrumental Arrangement: "Main Title Overture, Part One"
 Arrangers: Quincy Jones and Robert Freedman
 Best R&B Vocal Performance By a Duo, Group, or Chorus:
 "Ease On Down The Road" by Michael Jackson and Diana Ross
 Best Adaptation Score, Nominee: Quincy Jones

"Roots" ... Gold
 Emmy Award (1977)
 Outstanding Achievement In Musical Composition
 For a Series (Dramatic Underscore):
 "Roots, Part One" by Quincy Jones and Gerald Fried

THE BROTHERS JOHNSON

"Blam" ... Platinum
 Grammy Nomination:
 Best R&B Instrumental; "Streetwave"
"Right On Time" ... Platinum
 Grammy Award (1977)
"Strawberry Letter 23" ... Gold Single
 Best R&B Instrumental: "Q"

TOTO


"Toto" ... Platinum
 Grammy Nomination:
 Best New Artist

RUFUS

"Street Player" ... Gold Single
"Ask Rufus" ... Platinum

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A&M, ABC, CBS and MCA Records;
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Artists, and the radio and
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NEW FACES TO WATCH



Instant Funk

When Scotty Miller was 12 years old and growing up in Trenton, New Jersey, he got together with a friend, Raymond Earl, and formed a band. They called themselves the Imperialistics and played at talent shows and junior high school dances. Today, nearly fifteen years later, Miller and Earl are still together as the nucleus of Instant Funk, a fast-rising band who have just released their self-titled debut album on Salsoul Records, which includes the bulleted single, "I Got My Mind Made Up (You Can Get It Girl)."

The years in between, however, have been marked by frustrations as well as triumphs. At first, Miller's and Earl's rise to the top proceeded smoothly. Miller's brother, Kim, joined the band while in high school, and the group became a nine-piece outfit known as the TNJ's. The TNJ's played club dates in New Jersey and nearby Philadelphia, establishing their reputation as a hot funk band.

They soon moved to Philadelphia, and, while they were practicing at a studio owned by Norman Harris, their music caught the attention of noted Philadelphia vocalist Bunny Sigler. Sigler asked the group to back him up, and soon they were recording with Sigler in the studio as well as touring with him. That association led to a contract with Philadelphia International's TSOP label in 1972.

Miller's brother Scott described the group's frustrating years in 1973 and '74 as ones of "not being able to exploit our talent. We had the talent, but our funky style was not so sought after then. We thought the situation was like getting in a Jaguar that should be able to do a 100 miles per hour, and only going 10." By the end of 1974, the TNJ's broke up, and Earl said, "everything started to fall apart."

The Miller brothers and Earl stuck together, and soon began recruiting members of the band that would be called Instant Funk. And, once again, Bunny Sigler helped them out, using the band for studio work on his outside production projects. "Bunny was the nucleus," Kim Miller recounted. "Everything revolved around him. He encouraged us, and we learned a lot — about how to survive, how to be professionals, and how to deal with the studio."

By 1976, Instant Funk was becoming an increasingly sought after studio group, and they worked with such artists as the O'Jays, Lou Rawls, Archie Bell, the Pips, and Loleatta Holloway. They also backed Evelyn "Champagne" King on "Shame," in addition to working with the Salsoul Orchestra and Love Committee.

Instant Funk eventually filled out their current line-up, adding pianist Dennis Richardson, conga player Charles Williams, vocalist James Carmichael, trumpet player Larry Davis, horn man Johnny Onderline, trombonist Eric Huff and guitarist George Bell. After signing on with Sigler's Bundo Productions, Instant Funk landed their contract with Salsoul Records.



Chuck Brown

Chuck Brown is a bricklayer/truck driver turned singer who after 10 years of performing locally in his home town of Washington, D.C., is now receiving national attention with a hit single on Source Records, "Bustin' Loose." It signals a spectacular turnaround for Brown, who often reflects on the many times he would be so pressed rushing from his job to get to local performances, that he would come to the gig in his tractor trailer and park in front of the club.

Finally realizing that he really wanted to be a singer, he quit driving the truck in 1968 and he began to devote all of his time to music. Brown and his 10-member group, the Soul Searchers, started performing in the Washington, Maryland and Virginia area, sometimes playing four to six concerts or clubs every week. "We have the following in the Washington area that we have because we get the audience involved in the act," states Brown.

In 1972, Bill Withers discovered the group and signed them to Sussex Records on which they had three hit singles, "We The People" and "All In Your Mind" from their first album, and "Blow Your Whistle" from their second album.

When Sussex Records subsequently folded, the group went through a myriad of unhappy experiences with managers and promoters that turned them off to recording. They did, however, continue their live performances. Brown notes that, playing the hits, and duplicating them very close to the original, has been what has kept the band alive for the last 10 years. "We are a dance band, we want the people dancing to our music, and really being able to relate to us as people rather than just performers that they come to see," says Brown.

When the Soul Searchers signed the deal with Source Records, they had not recorded in over four years. Through performing in the D.C. area, the group met attorney/producers James Purdie and David Carpin, who introduced them to Logan Westbrook, president of Source Records. Brown mentioned Stan Bethel, who handles national promotion for the label, was instrumental in securing the deal with the label.

Not only do the Soul Searchers have an excellent rapport with the Washington area audience, but they have performed with many major acts around the country, including Al Green, the Commodores, Earth, Wind and Fire, Aretha Franklin and others. And their New Year's eve annual show at the Capitol Centre in Maryland has become a tradition.

The group has certainly made a successful comeback with their current hit single, "Bustin' Loose," from the album of the same name, bulleting up the charts. The Soul Searchers will soon start a national tour in support of the album, backed up with as much television exposure as they can work in. Given Brown's preference for playing danceable music, he feels very confident going on tour at a time when the disco craze is at such a high peak.

PRODUCERS SERIES

Adams' Prominence Traced To Disco's Studio Orientation

by Aaron Fuchs

NEW YORK — One of the most interesting aspects of the disco phenomenon has been the rise of the producer-as-star. Since disco remains a creation of the studio, and few acts have taken their show on the road, attention has become increasingly focused on producers who have developed an identifiable studio sound, one which transcends the near-anonymity of the singers who are used almost interchangeably for the sessions.

One such star-producer is Patrick Adams. Though Adams is a long-tenured veteran of the business and is currently working on half a dozen other projects, Adams is most known for his production of Musique's "In The Bush." The controversial "In The Bush," which features a female chorus chanting "push, push, in the bush," was banned by some stations for being too suggestive. At the same time, the record is also a striking example of the Adams production style, which is characterized by a great deal of room for drums in the mix, and the use of female vocalists, who often seem to be pushed to go to their emotional limits.

While "In The Bush" has served as a springboard for the other projects that are keeping him one of the busiest and best-paid producers in the disco business, the 28-year-old Adams still retains a wariness that comes with over ten years of paying dues. "I'll never be comfortable in this business," he says. "It's too shaky. For years in this business, before my records started happening, the reactions I got from record company people were not 'what can you do?' but 'what have you done?' Now that I've done it, I'm being labeled a disco

producer. Hey man, I'm a record producer, and if people dance to my records that's cool, too."

Extensive Background

Adams' career in the business by far predates disco. At age 15, he toured with a band called The Sparks, whose sole claim to fame was playing the part of the high school band in the movie, "Up the Down Staircase." Two years later, he discovered the vocal group, Black Ivory, and he wrote, arranged, and produced their first record, "Don't Turn Around," which went top three R&B. By the time he was 19, Adams had become A&R director for Black Ivory's label, Perception Records, and during his four-year stay, he was involved with artists ranging from Dizzy Gillespie to the Fatback Band, Astrud Gilberto and Bobby Rydell.

But it was from 1974 on, as a freelance producer-arranger, that Adams made his mark. Working largely with independent label owner Greg Carmichael, Adams produced, arranged, wrote, and played all the instruments except drums on records like "Dance and Shake Your Tambourine" and "Freak With Me" by the Universal Robot Band, "Love Bug" by Bumblebee Unlimited, and "Atmosphere Strut" by Cloud 9. All the records were underground disco hits, and led to Adams' Musique production deal with the much larger indie, Prelude. His success there has in turn led to deals with RFC, De-Lite and Atlantic. The latter pact is a multi-artist arrangement.

But Adams is most concerned about developing his production and promotion film, called the PA System. "One of the worst things about the record business to-

(continued on page 52)

Jeffries Named VP Of Promotion For Phonogram

NEW YORK — Jim Jeffries has been appointed as vice president of national promotion for Phonogram/Mercury Records.

Jeffries, the first appointee of Bob Sherwood, the newly-named president and chief operating officer of Phonogram/Mercury, was most recently national promotion director for Epic Records.

Jeffries had been with Epic for three years, and previously, he was vice president of national promotion for G.R.C. Records in Atlanta from 1974 to 1975. Prior to that, Jeffries was national promotion director at Bell Records. From 1969 through 1971, Jeffries worked local and regional promotion for Capitol Records in the South and Midwest. In the late '60s, Jeffries was an assistant program director and music director for radio station WQXI in Atlanta.



Jim Jeffries



Bob Fead

Fead Joins RCA As Division VP, Sales And Distrib.

NEW YORK — Bob Fead, former senior vice president and director of marketing at A&M Records, has joined RCA Records as division vice president of sales and distribution. He comes to RCA in the wake of the label's recent distribution pact with A&M Records.

In his new position, Fead will be responsible for RCA's branch and distribution network and for the sale of all commercial recordings emanating from RCA and A&M and Associated Labels. He will report directly to Robert Summer, president of RCA Records.

Commenting on the appointment, Summer said, "Fead is a great talent, and his long and productive association with A&M will be of enormous value at this time."

Fead joined A&M in 1966 as national sales director and was later promoted to vice president of sales and distribution. He was appointed senior vice president of the label in 1977.

ROADHOUSE BLUES

"A live version of 'ROADHOUSE BLUES'... by itself, a solid enough plinth for rock and roll immortality to rest upon."

—Nick Tosches · Rolling Stone

"ROADHOUSE BLUES" (E-46005)

Recorded live in Detroit, Cobo Hall, 1969. Released by popular demand everywhere, 1979.

The new single from

"AN AMERICAN PRAYER" (5E-502)

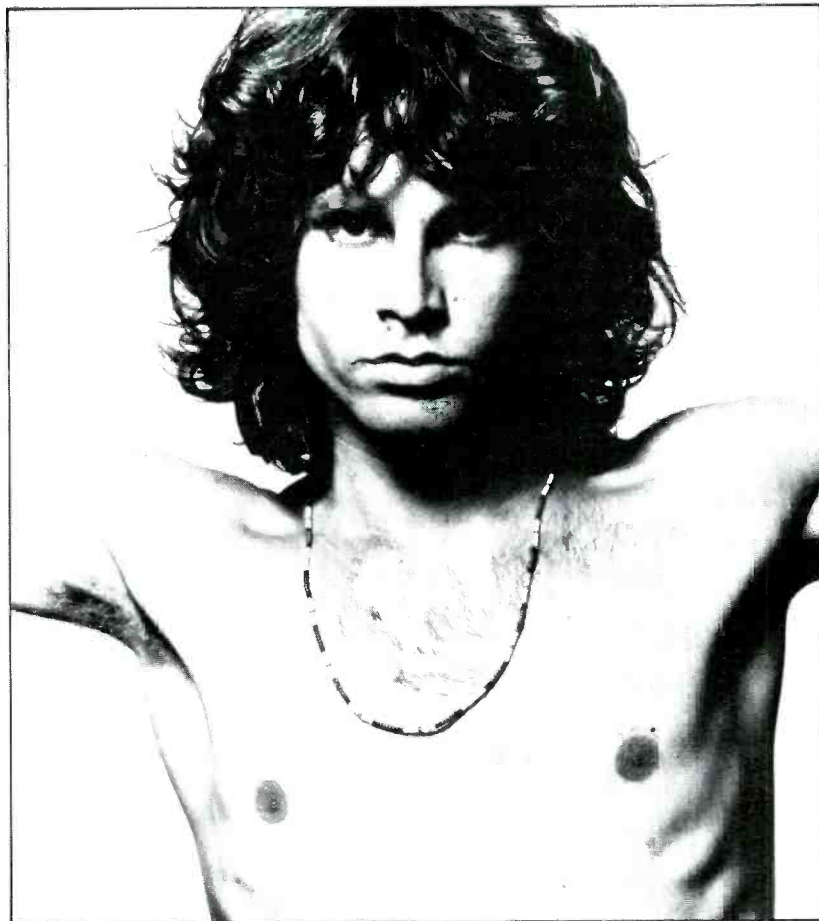
The words of Jim Morrison, the music of The Doors.

A N A M E R I C A N P R A Y E R

JIM MORRISON

A N D

THE DOORS



On Elektra Records

Produced and Engineered by John Haeny.
Produced and Directed by Ray Manzarek, Robby Krieger, John Densmore, Frank Lisciandro, and Columbus Caursion.
Co-ordination by Bill Siddons and Dan Sugerman.

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A&M Revamps Its Promo Department

LOS ANGELES — Ron Farber, formerly east coast regional promotion director for A&M Records, has been named west coast regional promotion director in a major restructuring of the label's promotion department.

Michael Van Orsdale has been named to fill Farber's old position. Al Cafaro is now the label's local promotion manager in Philadelphia and Butch Waugh is the company's new promotion man out of Charlotte.

Other promotional changes include: J.B. Brenner, east coast AOR director; Joel Ackerman, Boston promotional representative; Phillip Quartararo, Washington D.C. promotional representative; Michael Plen Buffalo promotion manager; Greg Routh, Southern Ohio promotion man; Keith Chambers, Seattle local promotion manager; Michael Wright, New York disco/cabaret promotion coordinator and Kathy Bachigalupo, New York assistant college director.

Glinert Named Executive VP For Shorewood

NEW YORK — Floyd S. Glinert has been promoted to the position of executive vice president of marketing for Shorewood Packaging Corporation, a leading packaging manufacturer for the music industry.

Glinert has been a vice president of Shorewood Packaging since 1968. Previously, he was national sales manager of Columbia Record productions.

In his new position, Glinert will be responsible for the marketing of all Shorewood divisions, including materials for the recording industry, as well as for the commercial printing and consumer industries.

Glinert is also a founder, director, and executive vice president of the T.J. Martell Memorial Foundation for Leukemia Research.

Skopp Named VP At Casablanca

LOS ANGELES — Roberta Skopp was recently appointed to the post of vice president, press for Casablanca Records. Prior to assuming her new post in Los Angeles, Skopp served as east coast director of press and creative projects for the label.

In her new position, Skopp will report directly to Casablanca's senior vice president Larry Harris and executive vice president Bruce Bird. Skopp formerly worked as an account executive in the press office of Aucoin Management.

Harris noted, "The promotion of Roberta Skopp to a vice presidential role is a source of pride for all of us at Casablanca."



Roberta Skopp



Neil Hartley

Hartley Named At MCA Distributing

LOS ANGELES — Neil Hartley was recently named to the position of vice president, national accounts for MCA Distributing Corp. Prior to his appointment, Hartley worked with CBS Records for the past ten years as a salesman, based in the Los Angeles branch office.

Hartley will be responsible for coordinating national marketing and advertising programs for all labels currently distributed by MCA Distributing Corp. These labels include MCA Records, Infinity Records and Source Records.

Hartley, in his newly-created position, will be based at MCA Distributing Corp.'s national headquarters in Los Angeles. He will report directly to Sam Passamano, executive vice president.

Payson Appointed Senior VP, WCI

NEW YORK — Martin D. Payson has been elected senior vice president and general counsel of Warner Communications, Inc.

Payson has been with WCI since 1970 and was appointed a vice president in 1972. In 1974 he was appointed general counsel and in 1976 joined the company's board of directors. Payson most recently served as vice president and general counsel of WCI.

Commenting on the appointment, Steven Ross, chairman of the board of WCI, said, "It is with great pleasure that I announce Martin's appointment as a senior vice president. He is a key member of our company and his advice and counsel have been invaluable over the years."

Lipsius Named Executive VP Of Roadshow Label

NEW YORK — Julie Lipsius has been appointed executive vice president of Roadshow Records. She joined Roadshow in 1977 as vice president and general manager of Roadshow's international and publishing divisions and will continue to oversee these areas in her new position. Lipsius will work closely with Fred Frank, president of Roadshow, and Richard Mack, head of Nature's Music, Inc., Roadshow's affiliated production company.

Audiofidelity Taps Freitag For VP

NEW YORK — John Freitag has been named vice president of finance for Audiofidelity Enterprises.

In his new position, Freitag will assume responsibility for the corporate spending of the Audiofidelity labels, including Chiaroscuro, First Component Series, Image Records, and Audiofidelity. He has served as comptroller since joining the company in 1976.

EXECUTIVES ON THE MOVE



Stone

Doctorow

Salmonsohn

Brunman

Stone Promoted — Arnold Stone has been promoted to vice president/administration for MCA Records. Stone, who most recently was vice president of A&R administration, joined Kapp Records 11 years ago. He was promoted to director of branch administration when Decca, Kapp and Uni were consolidated to form MCA Records. Stone was promoted to director of A&R administration in 1972.

Doctorow Upped At ABC — ABC Records has announced the appointment of Eric Doctorow to director, marketing services, ABC Records. He moves up from the position of director, product management. He joined ABC in April 1978 after having served a year at CBS Records as manager, college marketing.

Salmonsohn Named At Polydor — Steven Salmonsohn has been named vice president, finance for Polydor Incorporated. Salmonsohn, most recently controller, joined Polydor in 1976 and will continue to be based at the New York office.

Brunman Appointed At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Glen Brunman to director, press & public information, west coast, E/P/A. He was most recently associate director, tour publicity & special projects, Columbia Records. Prior to joining CBS Records in 1975, he served as managing editor of *Good Times*, the biweekly entertainment magazine.

A&M Names Marx — A&M Records has announced the appointment of Michelle Marx to west coast publicity director, A&M Records. She was most recently an account executive with the public relations firm of Solters & Roskin. Prior to that position, she was an account executive with Levinson Associates.

Gorlick Joins NARM — Patrick Gorlick has been named director of special projects for the National Association of Recording Merchandisers. Prior to joining NARM, he developed a program for Washington Transit Advertising that successfully promoted the sale of advertising on the inside of Seattle's Metro Transit buses, engineered an unique souvenir program for the Washington State Ferry System, directed a national transit marketing campaign and for two years held the position of creative director at Seattle's KOZ radio.



Marx

Gorlick

Rowland

Morris

A&M Names Rowland — A&M Records has announced the appointment of Steve Rowland to product manager. He most recently was local promotion manager in Los Angeles for Atlantic Records and previously held the same posts with RCA Records and United Artists Records, respectively.

Faye To Image — Image Marketing & Media, Los Angeles, has announced the appointment of Sydney Faye as director of creative services. She most recently served as director of advertising & promotion for Sound Unlimited's One-Stop in Skokie, Illinois.

RCA Sets Morris — George Taylor Morris has been named manager, national albums promotion — west coast, for RCA Records. Prior to his RCA appointment, he had served as program director for New York radio station WPIX-FM. He was also program director of WCOZ-FM in Boston; WHCN-FM in Hartford, Connecticut; and WLIR-FM in Garden City, Long Island.

Wingate Appointed At Epic — Epic Records has announced the appointment of Dick Wingate to assistant to the vice president, A&R. He comes to Epic from Columbia Records' east coast product management department, where he was most recently associate director. While at Columbia, Wingate was closely associated with Bruce Springsteen, Elvis Costello, Nick Lowe and Pink Floyd. He began his career as program and music director of WBRU-FM in Providence, R.I. and later joined WPLR-FM in New Haven, Conn. as assistant music director. He also was at Janus Records in New York as director, east coast promotion and served as director, east coast operations prior to joining Columbia in 1975.

Tucker To Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of Willie Tucker to west coast regional R&B promotion manager. Before joining Phonogram/Mercury he was director of promotion for Far-Out Productions. He was also local promotion manager for several labels while with MS Distribution in Los Angeles for three years.

Alfano Promoted At CBS — CBS Records, has announced the promotion of Angela Alfano to manager, merchandising field services, CBS Records. She has held various positions in the CBS Records customer merchandising department, and most recently was coordinator of merchandising field services.



Wingate

Tucker

Thomas

Buch

Rogers & Cowan Establishes Disco Music Division — Rogers & Cowan has established a disco music division. Guy Thomas, who has been media coordinator for Rogers &

(continued on page 52)

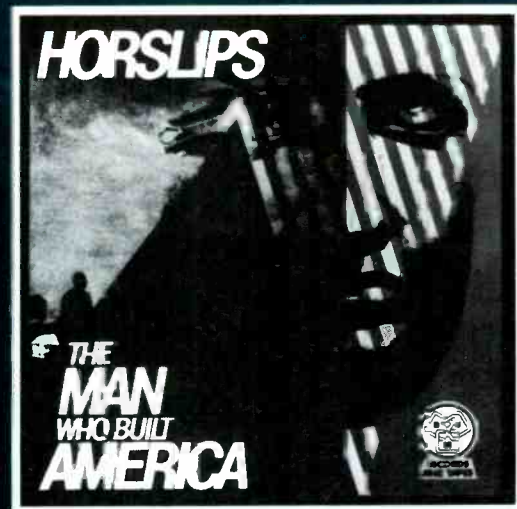


**HORSLIPS. THEY ARE
DRAWING FROM THE PAST
AND SHAPING ROCK'S FUTURE.**

Horslips uses the past as no other rock group ever has before. Even their name is borrowed from a legendary 11th century Celtic warrior.

And their music itself takes small touches of the past and integrates it with a driving contemporary sound. The unique combination produces a music so fresh and inventive, it could well be pointing toward rock's new direction.

So maybe it's prophetic that Horslips took their name from an old legend. They just may be creating a new legend.



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Singers Must Take Care Of Speaking Voice, Says Doctor

by Dale Kawashima

LOS ANGELES — When singers suffer from vocal problems, they usually seek aid from a singing instructor or visit a physician to discover what ailments are causing their voice to malfunction. They may get advice from a dozen singing teachers or be treated by numerous medical specialists, without ever realizing that it could simply be their speaking voice which is adversely affecting their singing.

"The way in which we speak has a direct and crucial bearing on the way we sing," according to Dr. Morton Cooper, a West L.A.-based speech pathologist who is deeply concerned with the problems that beset singers and speakers who unknowingly misuse their voices.

"Singers seldom think about the way they speak," asserted Cooper. "When they sing, they use the trained voice which they have developed through coaching and practice, which is fine. But when they start talking, they often use a completely different voice which is causing both their

Hob Starts RSI, Non-Gospel Label

NEW YORK — Hob Records, the gospel label headed by Nick Alberano, has just launched a new non-gospel label called RS International (RSI). Already signed to RSI are the Wonderland Band, a disco group, and Don Dowling.

Originally part of Scepter Records, the Hob catalog was inactive for three years until it was purchased last year by Roadshow Records. The label's best-known artist is Shirley Caesar, who currently has two records on the **Cash Box** Spiritual Album chart.

Although Hob is principally owned by Roadshow, Alberano, who until recently was Roadshow's general manager, noted that Hob is a separate corporation. In addition, while Roadshow and the affiliated Nature's Music, Inc., are distributed by RCA, Hob and RSI are being independently distributed.

Hob's distributors include Bib (Charlotte), Malverne (New York), MS (Chicago), Pickwick (Atlanta, Dallas, L.A., Miami, Minneapolis and St. Louis), Pika (Cleveland), Stans (Shreveport), Universal (Philadelphia) and Zamoiski (Baltimore).

Negotiating For Acts

At present, Alberano said, both Hob and RSI are negotiating to sign new artists, including several "key" gospel acts. Hob is

(continued on page 52)

speaking and singing voices to have problems."

Lost His Voice

Cooper, who besides operating a private practice, teaches a speech course at UCLA titled "How To Really Improve Your Speaking Voice." He decided to enter into the speech pathology field when he began to lose his own voice while acting in a play in college.

"I became interested in vocal therapy when I was attending Brooklyn College and acting in a play called 'Both Your Houses,' said Cooper. "I was only 20 years old at the time, yet I was instructed to speak like a 53-year-old man, because that was the character I was playing. I was constantly being told that I had to speak in deeper tones using the lower part of my throat.

"As the rehearsals continued I began losing my voice, and since I was also in the university chorus I noticed that my singing voice was deteriorating at the same rate as my speaking. It got to the point where I couldn't even talk in regular conversation."

Cooper set out to find a cure for his problem, going to 12 different medical doctors to find a solution, but none of them had the answer. Some of the physicians even diagnosed him as possibly having cancer, leukemia, or a neurological problem. But finally, Cooper came into contact with Dr. Friederich Brodnitz of New York, who simply by talking to Cooper over the phone could accurately diagnose his problem.

Brodnitz knew immediately that Cooper's problem was that he was speaking much too low in his throat, still sounding like the 53-year-old man he acted out in the play. Brodnitz instructed Cooper to speak in his normal, higher-pitched voice, and he eventually began to regain his voice.

Treats Singers

Over the years, Cooper has helped diagnose and cure the speaking voices of such singers as Stevie Nicks, Stephen Bishop, Jerome Hines and Diahann Carroll. He has also worked with such actors as Kirk Douglas, Lucille Ball, Richard Crenna, Sally Kellerman and Richard Basehart, not to mention a number of television and radio announcers.

With most of the patients he treats, Cooper feels the most common problem is that they do not have a good "vocal image" of what their voice should sound like. That is, his patient's concept of what their speaking voices sound like is a far cry from the pitch and tone that is truly suited to each individual.

"The vocal image is the key psy-

(continued on page 30)

EAST COASTINGS — **APPETIZERS** — Barry Manilow will produce Dionne Warwick's debut album for Arista... Martin Mull has been cast for a part in the movie version of "The Serial," the scathingly satirical book which examines the language and lifestyle of California's ultra-hip Marin County... Emerson, Lake & Palmer going their separate ways? Reports from Cannes say yes, but no official word yet from Atlantic... John Travolta, beset by personal problems, has withdrawn from the production of "American Gigolo." However, Travolta still owes Paramount Pictures one film, which might well turn out to be "Godfather III"... Samantha Sang has signed a new long-term deal with Charles Koppelman's Entertainment Company, and her next album, due in March, will be on United Artists... Norman Connors will be doing an album with Pharoah Sanders... Renowned studio guitarist Amos Garrett will be accompanying Elvin Bishop on his current tour. Oddly, Bishop played Great Gildersleeves, a mainly new wave Bowery club last week, but the band was smoking and the crowd enthusiastic... Disco promotion maven Marc Kreiner has signed on to work Arista's foray into the disco market, "Disco Nights (Rock-Freak)," which boasts executive production efforts by Larkin Arnold, the man who brought the world Taste Of Honey's "Boogie Oogie Oogie" while he was at Capitol... David Foster and Jay Graydon, two session men of note, have decided to take the credit themselves by forming Airplay. The group, managed by Tommy Mottola, will be assisted on their debut RCA album by Toto... Livingston Taylor's mid-seventies albums on Capricorn will be thoroughly culled, and the Best Of's will go on the retrospective album, "Echoes"... Randy Bachman wasn't going to be silent for long, and at the end of February, he'll be heard from as leader of the group Ironhorse on Atlantic.



JAMMIN' WITH JOHNNY — Peter Wolf (left), lead singer for the J. Geils Band, and Southside Johnny of the Asbury Jukes jammed together recently at Harvey & Corky's Stage 1, a new night club in Buffalo, N.Y.

WHO NEEDS MARKET RESEARCH? — Two of the most perplexing questions in the industry are, of course, what makes a record a hit, or, rather — and more importantly — which records will be hits? Companies have tried everything from spending thousands of dollars on complex market research methods to testing subjects off the streets with sensitive polygraph machines. Well, if a recent experiment on WNEW-FM in New York works out, there may be a better way. Morning man Dave Herman brought one Erwin Grief, a self-described "psychic consultant," on the air last week, and played three newly-released records for him. Grief, it should be noted, is not familiar with popular music, but made his predictions on the record's future chart success purely on the basis of his body's reaction to the sounds that he heard. For the record, Grief forecast a bomb for the single "Roxanne" by the Police, while he saw "Natalie" by Van Morrison reaching the mid-forties. And, according to the psychic, "Our Love Is Insane" by Desmond Child & Rouge will be a smash hit. Well, as even a clairvoyant would admit, only time will tell.

NOSTALGIA, INC. — Could it be? Sha Na Na together 10 years? Yes, greasers, it's true, those cute kids from Columbia University have been living the '50s throughout the '70s, and their tenth anniversary concert takes place this Thursday and Friday (Feb. 1 and 2) at Radio City Music Hall. The concert is part of a tour the group is currently headlining, all the more amazing because they're not signed to a record company. Then again, they apparently don't need a contract, because Sha Na Na has their own syndicated television show, now shown in over 100 markets. In addition, the group is also negotiating for a major movie deal, as well as a Saturday morning network cartoon show for kids. And, speaking of kids, it's heartening to note that, for two members of Sha Na Na, Jocko Marcellino and Scott Powell, kids don't just mean profit. When they're at home in New York, Powell and Marcellino volunteer their theatrical services to the 4th Wall Repertory Company, a non-profit group that is currently presenting a play for young children, "King of the Entire World," at an off-Broadway theatre on East 4th Street in Manhattan. During their Radio City shows, in fact, Jocko and Scott will perform free for the small kids, then limo uptown to Radio City.

THE KING IS NOT DEAD; HE HAS BEEN SUBDIVIDED — "I've re-lived the Elvis experience for seven or eight years now." So said an overweight man from Brooklyn who was wearing skintight black pants and an open shirt, ready to go onstage and audition for the role of Elvis in an upcoming movie, "King Of Rock 'N' Roll," a planned bio of Memphis' most famous aspiring FBI agent. The scene was the Barbizon Plaza Hotel, and the gentleman described above was one of nearly 150 Elvis imitators from across the continent who showed to audition in front of producers Saul Swimmer and Pete Bennett. Being in a room filled with men wearing white sequin, body suits and capes was weird enough, but overhearing their conversations was more revealing than their performances by far. "You don't mind playing second fiddle to Elvis," said one devotee, while French-speaking Bernard Martell, who drove down from Montreal, said his reason for doing the act was that he "wanted people to remember Elvis... I guess." The movie, by the way, according to one source, will "concentrate on the big years." Colonel Parker and Priscilla Presley have been notified.

BANG TO CBS? — According to several sources, Bang Records is negotiating a distribution agreement with CBS Records. Artists on the Bang roster include Paul Davis, Brick, Alex Taylor, and Nigel Olsson. Although neither CBS nor Bang would confirm the move, sources at E/P/A said that a February release is planned for an Olsson LP, followed by a March release for a new album by Brick.

The move would be another blow to reeling independent distributors, who have succeeded in breaking Olsson's "Dancin' Shoes," currently #30 bullet on the **Cash Box** Top 100 Singles Chart.



NO STRANGER IN TOWN — Bob Seger and the Silver Bullet Band are not strangers in Philadelphia, where their latest show sold out the Spectrum. Pictured above backstage with Seger (r) is WNEW-FM/New York DJ Dennis Elsas.



ABC 'NUMBERS' RUFUS — ABC Records recently hosted a luncheon introducing the Rufus LP "Numbers," which is the group's first album without lead singer Chaka Khan. Pictured here (l-r): Tony Maiden, Rufus; Elaine Corlett, vice president, artists development and publicity at ABC; Dave Fulton, **Cash Box** editor in chief; Bobby Watson, Rufus; David "Hawk" Wolinski, John Robinson, Rufus; and Kevin Murphy, Rufus.

charles palkert

McGUINN, CLARK & HILLMAN



INDIVIDUALLY, Roger McGuinn, Gene Clark and Chris Hillman are much-loved and respected artists who have shaped rock music for more than a decade, beginning with the Byrds, rising through many well-known groups and finally launching their own distinguished solo careers.

COLLECTIVELY, McGuinn, Clark & Hillman harmoniously continue in a spirit of camaraderie and musical kinship, drawing upon their experiences to create an album of new American music.

A new group on Capitol Records & Tapes.

Produced by Ron and Howard Albert for Fat Albert Productions.



SW-11910

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Industry Announcements

De La Sierra Named At WCI

NEW YORK — Rafael De La Sierra has been elected vice president of Warner Communications. He will be responsible for the planning and construction of all new facilities for the company and its divisions as well as the direction of WCI's communications and security departments. De La Sierra is also a member of the board of directors of the New York Cosmos, executive vice president of the Cosmos, and president of Soccer Camps of America.

De La Sierra joined WCI in 1972 and was named an assistant vice president the following year. Prior to that, he was a senior associate with the architectural firm Carson, Lundin & Shaw, where he supervised the planning and construction of WCI's corporate headquarters in New York.

Commenting on his appointment, Steven Ross, chairman of WCI, stated, "I am most pleased to announce Rafael's election as vice president. His contributions to WCI and the Cosmos have been enormous. He is a highly valued member of the firm."

Tucker Indicted In 5-State Piracy Case

NEW YORK — A Federal grand jury has handed up the first indictments resulting from raids in five states last month and seizures by authorities of more than \$100 million worth of counterfeit sound recordings and the equipment used to make them.

George Tucker and his company, Super Dupers, Inc., of Hasbrouck Heights, N.J., were charged in a 21-count indictment with racketeering, wire fraud, and illegal reproduction and distribution of copyrighted sound recordings.

If convicted on all counts, Tucker faces a jail term of up to 75 years and fines of more than \$300,000.

Three previous actions, in Federal and State Court in 1975, resulted in permanent injunctions being issued against Tucker.

April-Blackwood Moves West Coast Offices

NEW YORK — April-Blackwood Music has moved its West Coast offices to 1230 Century Park West, Century City, Calif., tel. (213) 556-4790. The new space includes offices for April-Blackwood's professional staff, and plans are currently underway for the construction of a fully-equipped recording studio.

The creative operations of Heath-Levy Music, whose catalogue is administered in North America by April-Blackwood, will also be located in the new offices. Their new phone number is (213) 553-1504.

Vee Jay Celebrates 25th Year In Industry

LOS ANGELES — Vee Jay Records recently celebrated its 25th anniversary with a party attended by Vee Jay staffers from past and present. Current label head, Betty Chiapetta, dedicated the celebration to Vee Jay's founder, Vivian Carter Bracken.

4 ASF Winners Sign Label Deals

LOS ANGELES — Four category winners in the fifth annual international American Song Festival Competition have signed recording contracts.

Becky Hobbs, the professional easy listening category winner has signed with Mercury and has released "The More I Get The More I Want" as her first single. Norman Sallitt winner of the professional Top 40 category has signed with CBS' Portrait label. Semi-finalist winner Jim Grady has signed to Mushroom's disco label, Chantrelle, and will soon release "Touch Dancin'" as his first single. Additionally, Ronnie Milsap has recorded "I'll Love Your Leavin' Away," the winning professional country entry written by Robert Byrne and Tom Brasfield. Byrne has signed with Mercury and is currently in the studio.

The ASF will announce this year's grand prize winners Jan. 12 at festivities held at the Continental Hyatt House in Hollywood.

1978 Schwann Guides Show Biggest List Ever

LOS ANGELES — The Schwann Record & Tape Guides, for the first time in 29 years of publication, has added more than 10,000 releases in a single year to its listings. The total for 1978 was 10,557 (5919 LP records and 4638 tapes), which is 675 more listings than 1977's figure.

Another new mark was set in the tape field. It marked the first time the number of newly-listed cassettes in the Schwann guides (2589) surpassed the number of newly listed 8-track cartridges (2049).

The success of the film "Saturday Night Fever" and its soundtrack started a new genre, the premium priced soundtrack. The trend was represented by "FM," "Star Wars," "Thank God It's Friday," "Grease," and "Sgt. Pepper's Lonely Hearts Club Band."

The Schwann Guides limit listings to the labels it determines are available through retail record stores over a wide area of the U.S. The Schwann Guides listed 678 labels as of December 1978.

McLaughlin Merges With Branker

LOS ANGELES — McLaughlin Productions Ltd., an entertainment transportation company, recently formed a new company division. The new McLaughlin division, is the result of a merger between the Don E. Branker Organization, tour production and promotion specialists, and McLaughlin.

Branker, McLaughlin Productions Ltd. will provide concert tour production, promotion and transportation all under one roof. The new company has established its corporate offices at 1900 Ave. Of The Stars in Century City.

EWF Single Is Gold

NEW YORK — "September," the latest single by ARC/Columbia artists Earth, Wind & Fire, has been certified gold by the RIAA. The record is the group's fifth gold single.

DA YA THINK I'M ROD? — That was the question of the week not too long ago in several Kentucky cities, when a man claiming to be the inimitable **Rod Stewart** popped up at hotels, motels and music shops dropping the name of Warner Bros. favorite blond. Suspicion arose when "Fake Rod," for lack of a better nickname, checked into a Ramada Inn in Cave City, Ky. and registered as Rod Stewart. Noticing that the man had no trace of a British accent, hotel manager **Ruth Nail** was quickly informed "Rod" had been taking lessons to eliminate his accent because he was trying to become an American citizen. After several other incidents, one of which involved "Fake Rod" wandering into a music store in Bowling Green and picking out more than \$1,000 worth of audio equipment, promising to be back later to purchase it, Warner Bros. Records was contacted. A reporter from the *Glasgow Daily Times* (out of Glasgow, Ky.) was told to ask "Fake Rod" the nickname he had given his assistant, **Tony Toon**. The "Fake Rod" was discovered when he answered "Fritz," when the actual nickname given by "Real Rod" is "Annabelle." The imposter quickly disappeared. So far, there have been no reports of the fake showing up anywhere else or of action taken against him by "Real Rod" or Warner Bros. It will probably just go down as another blond trying to have a little more fun.

EXPOSURE IS EXPOSURE, BUT . . . — Casablanca's **Village People** demonstrate to the world they have nothing whatsoever to hide when they bear it all in the February issue of *Playgirl*. The spread, according to *Playgirl*, "provocatively shows each member of the group, as well as the group together in exciting and startling array, making their usual heady statement of, 'Seriously folks, we're not serious, so let's all have some fun.'" . . . In other media, *Rolling Stone's* Feb. 8 issue contains a rare and fascinating in-depth interview/profile of **Neil Young**, who is called "The Last American Hero" by writer Cameron Crowe. One highlight of the piece is Young's story of when he was in grade



school and one of the class bullies was intimidating him. At that point, he raised his hand and asked the teacher for a big Webster's dictionary. "I took it back to my desk, thumbed through it a little bit," Young says. "Then I just sort of stood up in my seat, raised it up above my head as far as I could and hit the guy in front of me over the head with it. Knocked him out. I got expelled for a day and a half, but I let those people know just where I was at . . . If you're going to fight, you may as well fight to wipe who or whatever it is out. Or don't fight at all." . . . And **Bill Wray**, who wrote seven songs for the film "Tilt," has been signed to do his first TV special by **Mel Simon**. Wray is also reportedly being sought for a recording contract.

BACKING INTO THE BUSINESS — **David Koffman** put himself through school writing ad jingles and decided just because he became a chiropractor didn't mean he couldn't still make use of his musical abilities. So he formed his own label, Slipped Disc Records, and recently put out his first release, an album featuring songs such as "Would You Like To Feel Good?" and "The Spine Song." While it is somewhat short of going gold (only another 499,000-odd copies to go), the album has been selling well among fellow chiropractors, who use it to play in their offices. "The doctors love it; they think it's incredible," Koffman was quoted as saying. Sample: "Spine, spine, spine/I hope that yours is fine/This song's about some bones it's true/They're found inside each one of you/The doctor is in — tune." They just don't write songs like that anymore . . . Meanwhile, **Phil Moore**, arranger, composer and musical director, has formed a new company which is manufacturing four "vocal training kits," designed "to provide a basic repertoire for aspiring pop singers." The company, For Singers Only, is based in Los Angeles and the kits, available in two keys, contain either an LP or a cassette of recorded rehearsal tracks and vocal demonstrations of six well-known songs plus books and accessories. Moore uses the kits at his Hollywood Singers Workshop. They are available for \$19.95 each. He is located at 8949 Sunset Blvd., Los Angeles.

THIS YEAR'S MODEL, LAST YEAR'S WINNER — **Elvis Costello's** "This Year's Model" has been named best album of 1978 in the annual *Village Voice* critics poll. The 98 critics surveyed selected the **Rolling Stones'** "Some Girls" as runner-up, followed by **Nick Lowe's** "Pure Pop For Now People," the **Clash's** "Give 'Em Enough Rope," **Talking Heads'** "More Songs About Buildings and Food," **Bruce Springsteen's** "Darkness on the Edge of Town," the **Ramones'** "Road to Ruin," **Neil Young's** "Comes A Time," the **Cars'** "The Cars," and **David Johansen's** "David Johansen." . . . The **Clash**, incidentally, currently on the group's first tour of North America, have a period of several days between shows in each city because they are driving their concert trail. Group members said they want to see the country, so they will be going by automobile from Vancouver, to San Francisco, to Los Angeles, to Cleveland and on until the tour is finished. If the blizzard conditions of the past month or so continue, the group might be tempted to title its next album, "Give 'Em Enough Snow."

SHORT TAKES — **Martin Mull** will be doing a guest role on the ABC-TV series "Taxi," in which he plays a Hollywood director . . . **Barry Manilow**, fresh from his tour of Europe, is back in the U.S.A. and will produce **Dionne Warwick's** first album for Arista. Recording began last week in L.A. . . . **Charles Fox** has been commissioned by the San Francisco Ballet to compose an original score for **Michael Smuin's** "A Song for Dead Warriors" ballet. The ballet will have its world premiere May 1 at the War Memorial Opera House in San Francisco . . . Pacific Arts Records will release the soundtrack from "Days of Heaven" in late February. The music is composed by **Ennio Morricone**, whose previous film credits include "The Good, The Bad and The Ugly," "A Fistful Of Dollars" and "1900" . . . **Bobby Womack** has signed with the Paragon Agency for booking . . . **Agnetha Faltskog** and **Bjorn Ulvaeus**, better known as half of **Abba**, are ending their nearly-nine-year marriage in an "amicable divorce." But the pair said the divorce will not interfere with their Abba performing . . . **The Marshall Tucker Band's** last LP for Capricorn should be out Feb. 13. It is titled "Running Like The Wind," and is produced by **Stewart Levine** . . . **Jonathan Richman's** new album, "Back In Your Life," will be out in late January on Beserkley, while the **Rubinoos'** next effort for the label, "Back To The Drawing Board," is due for a Valentine's Day release.

THE LAST ROUNDUP — In the face of persistent rumors to the contrary, top execs at

(continued on page 48)

LOOKING AHEAD TO THE TOP 100

THE MAN WITH THE CHILD IN HIS EYES (*Glenwood* — ASCAP) **KATE BUSH** (*EMI America 8006*)

NANU, NANU (I WANT TO GET FUNKY WICH YOU) (*Lynnal* — BMI) **DADDY DEWDROP** (*Inphasion/TK 7201*)

"FREE ME FROM MY FREEDOM/TIE ME TO A TREE (HANDCUFF ME)" (*Jobete* — ASCAP/Stone Diamond — BMI) **BONNIE POINTER** (*Motown M1451F*)

FANCY DANCER (*Larball/Heart's Delight* — BMI) **FRANKIE VALLI** (*Warner Bros./Curb WBS 8734*)

WHEELS OF LIFE (*Almo/Giva* — ASCAP) **GINO VANNELLI** (*A&M 2114*)

FOUR STRONG WINDS (*Warner Bros.* — ASCAP) **NEIL YOUNG** (*Reprise/Warner Bros. RPS 1396*)

SPIRITS HAVING FLOWN — The Bee Gees — RSORS-1-3041 — Producers: The Bee Gees, Karl Richardson and Albhy Galuten — List: 8.98

"Spirits Having Flown," the trio's first studio album since "Children Of The World," contains a variety of material ranging from pulsing disco-flavored works to romantic pop ballads. But whether it be the fiery "Search, Find" or the understated "Reaching Out," virtually all of the LP's songs here exhibit the group's patented falsetto vocals, crisp, full-bodied arrangements, and stellar production values. Including the hit single "Too Much Heaven," the LP also features the new single "Tragedy," a surefire crossover hit.

DIAMOND CUT — Bonnie Tyler — RCA AFLI-3072 — Producers: Robln Geoffrey Cable, Ronnie Scott and Steve Wolfe — List: 7.98

With her follow-up effort to her top selling "It's A Heartache" single and album, Bonnie Tyler has returned with 10-song collection of stirring ballads, rollicking medium-tempo tunes and soulful, R&B-tinged numbers. Of course, the LP focuses upon Tyler's highly distinctive, raspy vocals, which for the most part remain spirited and enticing. Standout tracks include "If You Ever Need Me Again," "Bye Bye Now My Sweet Love" and the single, "My Guns Are Loaded."

SHOT OF LOVE — Lakeside — Solar/RCA BXL1-2937 — Producers: Dick Griffey, Leon Sylvers and Lakeside — List: 7.98

Already receiving extensive R&B and pop chart action, this nine-member configuration with "Shot Of Love" has produced a potent collection of sizzling dance numbers and soulful romantic ballads. Lead vocalist for the group is Tiemeyer McCain, whose stirring, aggressive vocals is the key ingredient in the group's winning formula. However, each member is crucial in helping to create a bristling, exuberant feeling to the album. Top cuts are "Hold On Tight," "Time" and the title track.

SINFUL — Angel — Casablanca NBLP 7127 — Producer: Eddie Leonetti — List: 7.98

With its latest effort, Angel has shed much of its "coliseum-rock" wall-of-sound bombast in favor of a meatier encapsulation and re-honing of its sound to an almost Rolling Stones-ian compactness. Melody and nuance abound amidst the LP's plentiful rockers: "Don't Take Your Love," "Bad Time," and Punky Meadows' finest hour on "Wild and Hot" are but three examples of Angel's sudden positive progress. For AOR formats.

NUMBERS — Rufus — ABC AA-1098 — Producers: Rufus and Roy Halee — List: 7.98

Although Chaka Khan will continue to occasionally tour and record with Rufus, this album marks the group's first project without Khan. The majority of the vocals here are handled by Tony Maiden, but other members also contribute lead and background vocal work. "Numbers" retains many of the musical elements which established Rufus as one of the top R&B/pop outfits, featuring punchy rhythms, infectious vocals, and tight horn arrangements.

THE MAN WHO BUILT AMERICA — Horslips — DJM-20 — Producer: Steve Katz — List 7.98

Horslips created quite a bit of momentum for themselves with the release of two concept albums, "The Book Of Invasions" and "Aliens." Musically, Horslips' new album is the band's best yet. Organ-punctuated guitar work with the odd flute flourish over galloping rhythm work make for a truly exciting slice of innovative prog-rock. Vocals and lyrics are inspiringly fresh and original as well. Horslips may finally capture a more mainstream rock audience with this solid outing.

DESMOND CHILD AND ROUGE — Capitol ST-11908 — Producer: Richard Landis — List: 7.98

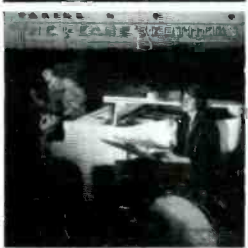
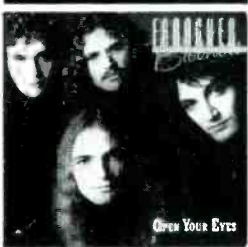
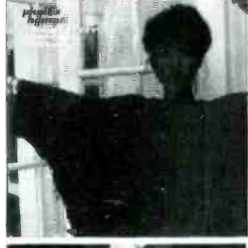
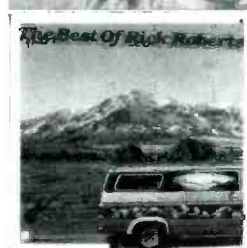
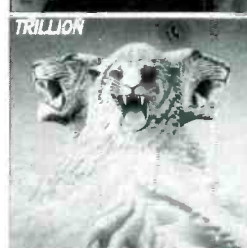
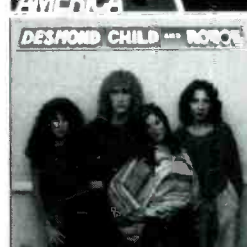
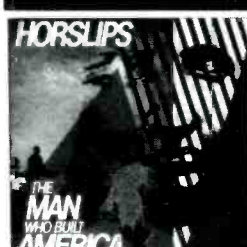
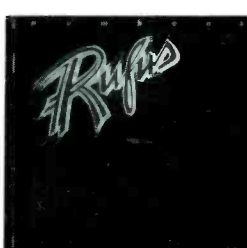
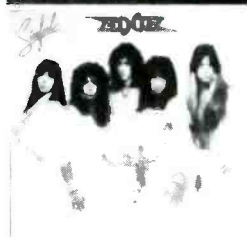
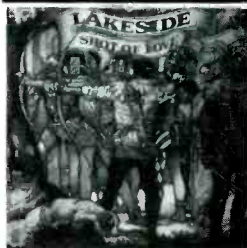
From the Big Apple comes Desmond Child and Rouge, who are three female voices (Rouge) and one male (Mr. Child). Together the group generates a type of vocal excitement through either solo or ensemble singing that's uncanny. Child has an easy yet provocative sense of lyricism that further propels this total musical package to new levels of freshness and originality. Production wise, the emphasis is on funk-styled numbers, ballads and blistering rockers.

TRILLION — Epic JE-35460 — Producer: Gary Lyons — List: 7.98

This Chicago-based quintet's first release has the same strong harmonies, full keyboard sound and high decibel guitar work that make Styx and Kansas so appealing. There are continual changes in tempo and timbre throughout all the songs on this lushly-produced work. The standout cuts on the group's fully realized debut album are: "Fancy Action," "Bright Night Lights" and "Child Upon The Earth." For AOR formats.

THE BEST OF RICK ROBERTS — A&M SP-4744 — Producers: Various — List: 7.98

This package is a compilation of Rick Roberts' recordings prior to his association with Firefall. Formerly a member of the Flying Burrito Brothers, Roberts served as chief songwriter and lead vocalist for the country-rock ensemble before proceeding with his solo career. As a solo artist, Roberts recorded two albums, "Windmills" and "She Is A Song." A noteworthy, appealing assortment, this album contains material from both his Flying Burrito days and his solo affairs.



GOLD — Jefferson Starship — Grunt BZL1-3247 — Producers: Larry Cox and Jefferson Starship — List: 8.98

This beautifully packaged collection of the Starship's top selling hits and favorite album cuts is compiled from the group's four most recent LPs: "Earth," "Spitfire," "Red Octopus" and "Dragon Fly." In addition, the album includes a bonus 7" single, "Light The Sky On Fire." Containing such Top 10 hits as "Miracles," "Count On Me," "Runaway" and "Play On Love," "Gold" should not only be guaranteed of achieving gold status but platinum too.

NO ESCAPE — The Marc Tanner Band — Elektra 6E-168 — Producers: Nat Jeffrey and Glen Preen — List: 7.98

Marc Tanner is a newcomer who arrives on the scene already full-grown and in total command of his rock 'n' roll viewpoint. "No Escape" contains some of the best produced AOR material to hit America's FM outlets in a long time. Tracks exhibiting hook-laden energy are "Never Again," "Elena" (great sax work), "Edge Of Love" and "Your Tears Don't Lie." The promise of "No Escape" assures that Tanner will be releasing a slew of dynamic, rocking LPs in the future.

SOMEWHERE IN MY LIFETIME — Phyllis Hyman — Arista AB 4202 — Producers: Various — List: 7.98 — Bar Coded

A versatile vocalist in the R&B/pop vein, Phyllis Hyman is rapidly moving up the pop and Black Contemporary charts with an exquisite single (the title cut) and an album which is brimming with tasteful material, strong production by Barry Manilow, T. Life and Skip Scarborough, and others, plus of course the sultry, tender vocals of Hyman. Other top tracks include "Kiss You All Over" and "Gonna Make Changes."

PHANTOM OF THE NIGHT — Kayak — Janus JXS 7039 — Producer: Dennis Mackay and Kayak — List: 7.98

With "Phantom Of The Night," Kayak combines smooth male and female harmonies, a sleek synthesizer/keyboard foundation and some intricate rock guitar riffs that should make the album appealing to both MOR and more progressive rock audiences. Thus, the album is suitable for a variety of formats, including MOR, Top 40 and AOR. The best tracks on this inventive LP are "Winning Ways," "Daphne" and "First Rites Of Spring."

HEAD EAST LIVE! — A&M SP-6007 — Producer: Jeffrey Lesser — List: 9.98 — Bar Coded

Over the past few years Head East has developed into an increasingly popular concert draw, and this two-record set demonstrates why. "Head East Live" consists of four sides of hard-nosed, grinding rock, exhibiting dynamic guitar runs, bristling keyboard work and aggressive lead vocals. Recorded in a number of Midwest cities, this album includes such tracks as "Take A Hand," "Monkey Shine," "I'm Feeling Fine" and "Love Me Tonight."

TAKE IT TO THE MAX — The Max Demian Band — RCA AFL1-3273 — Producers: Artie Kornfeld and Frank D'Augusta — List: 7.98

Naming itself after the Herman Hesse novel, "Demian," this full-blooded quintet on its debut album has emerged with a raucous set of hard-rock numbers that boast infectious lead singing and harmonies, catchy arrangements and clean guitar licks. The group's material is composed by Paul Rose, who also handles lead vocal and guitar duties. Top cuts include "Havin' Such A Good Day," "See Me Comin' Down" and "Through The Eye Of The Storm."

OPEN YOUR EYES — The Farragher Brothers — Polydor PD-1-6167 — Producer: Vini Poncia — List: 7.98

The five Farragher Brothers hail from a sleepy Southern California town named Redlands but their sound is strictly downtown blue-eyed soul. All nine cuts abound with breakaway leads, layered harmonies and some shivering falsetto trills which match the competent compositions and lyrics. Poncia has highlighted the Farraghers' vocal powers particularly on "Stay The Night" and "Doesn't It Make You Mad?" Good stuff for MOR, mellow AOR, and R&B inclined pop.

TAKING OFF — The Keane Brothers — ABC AA-1122 — Producer: Lamont Dozier — List: 7.98

With their new album, the two Keane brothers have concocted a mainstream pop-rock recording which displays a considerable artistic growth and maturity for the duo. Gaining exposure as the stars of their own summer TV series, the Keanes prove themselves here to be versatile, skillful instrumentalists and capable vocalists. Supported on the LP by an array of top session men, "Taking Off" includes such cuts as "Is Love Not Enough" and "Pure Love."

THE SWAZZE SOUND OF THE ZIM ZEMAREL DANCE BAND — Columbia C 35616 — Producer: Zim Zemarel — List: 4.98

A big band that has become very popular in the Baltimore-Washington D.C. area, this 21-piece outfit demonstrates on its fourth outing that it is deserving of national exposure. The band has a very contemporary sound and records material by such '70s artists as Billy Joel, John Denver, the Bee Gees and Barry Manilow. Standout tunes are "Annie's Song" and "Cuban Street Song Disco," but all of the tunes are enjoyable and suitable for dancing.

FEATURE PICKS

BEE GEES (RSO RS 918)

Tragedy (4:32) (Stigwood Music — admin. by Unichappell Music — BMI) (Barry/Robin/Maurice Gibb)

"Spirits Having Flown" is the name of the long-awaited new Bee Gees' studio LP. Radio and retail response are expected to be strong. "Too Much Heaven" was a killer; "Tragedy" with its vibrant arrangement of synthesizer, guitars, horns, solid beat and dramatic vocals is destined to reach the top of a wide range of lists.



CHIC (Atlantic 3557)

I Want Your Love (3:28) (Chic Music/Cotillion Music — BMI) (B. Edwards/N. Rodgers)

Chic made news with "Le Freak." This second single from the "C'est Chic" album also has the markings of being a chart-topping record. Funky rhythm guitar work, a sophisticated arrangement of horns, strings, piano and tubular bells, rippling bass work and excellent female vocals create a dynamic sound likely to attract contemporary programmers.



TOTO (Columbia 3-10898)

I'll Supply The Love (3:32) (Hudmar Publishing — ASCAP) (D. Paich)

A powerful aggregate of talented studio musicians, Toto burst on the scene and scored well with "Hold The Line." This second single is a strong follow-up which ought to convince programmers that hard rock 'n' roll can still make it at Top 40 radio. Power guitar chords, rhythmic changes, impassioned singing and strong chorus make it work.



CHAKA KHAN (Warner/Tattoo WBS 8740)

Life Is A Dance (3:23) (Ackee Music/Mocrius Music — ASCAP) (G. Christopher)

Chaka Khan is one of the most captivating singers around. This second single from her Ar Mardin-produced album is a celebration of the coast-to-coast fascination with dancing. Funky rhythm section, horns and richly layered vocal make this track likely to score high marks on R&E dancing and pop lists.

QUEEN (Elektra E-46008)

Don't Stop Me Now (Queen Music/Beechwood Music — BMI) (F. Mercury)

Taken from the "Jazz" album, this single bears the characteristic imprint of Queen: vocal dramatics and varied arrangements by Mercury, beautifully layered vocals and regal guitar work from May. The combination in this particular case is a good time with precisely phrased ingredients, strong piano presence and break-neck speed. Top 40 take note.



JIM MORRISON & THE DOORS (Elektra E-46005)

Roadhouse Blues (3:45) (James Douglas Morrison Pub. & Doors Music) (J. Morrison)

"An American Prayer" is the name of the album devoted to Jim Morrison's poetry. It also contains several live tracks. This live, raw, powerful version of the classic "Roadhouse Blues" is a fine introduction for current Top 40 listeners to the blistering punch of Morrison and the Doors.



BLONDIE (Chrysalis CHS 2295)

Heart Of Glass (3:22) (Rare Blue Music/Monster Island Music — ASCAP) (D. Harry/C. Stein)

Blondie has received recent TV exposure performing this song. A disco 12" is also available on this cut. Taken from the "Parallel Lines" album, this synthesizer-based song ought to bring Blondie the recognition they deserve. Deborah Harry's vocals are shimmering and inviting. Top 40 check this one out!



LISA DAL BELLO (Talisman TALI-US-1)

Pretty Girls (3:08) (Neve Bianca — ASCAP) (L. Dal Bello)

Talisman was formed because of faith in this Lisa Dal Bello song. The investors are right to hold tight to this one. With a solid danceable beat, handclaps, harpsichord touches, nice guitar lines and excellent lead singing by Dal Bello, this one could be a big sleeper. Watch this one. Top 40 take note.

SINGLES TO WATCH

CHERYL LYNN (Columbia 3-10907)

Star Love (4:10) (Colgems-EMI Music/Spec-O-Lite — ASCAP/Screen Gems-EMI Music/Traco Music — BMI) (J. Footman/J. Wieder)

While pop radio is now experiencing the excitement of "Got To Be Real," R&B radio has been calling out for another Lynn single. With unusual string and synthesizer play-off, steady drum and high soaring vocals, this track could be what the doctor ordered.

DAN FOGELBERG/TIM WEISBERG (Epic 8-50605)

Tell Me To My Face (4:28) (Maribus Music — BMI) (G. Nash/A. Clarke/T. Hicks)

"Twin Sons Of Different Mothers" was an unusual success story last year. It continues to hold a middle ground spot on the album chart. This second single features acoustic guitars, piano, steady beat, melodic electric guitar lines and airy vocals. Top 40 potential.

AMBROSIA (Warner Bros. WBS 8699)

Life Beyond L.A. (4:45) (Rubicon Music — BMI) (Pack/Drummond)

Ambrosia found an expanded audience with the slick popish "How Much I Feel." This title track from their current album is more progressive with swirling piano and synthesizer lines, varied drum patterns and mood changes, stout guitar chording and a lyric about trying to hide your feelings.

ALTON McCLAIN & DESTINY (Polydor PD 14532)

It Must Be Love (3:00) (Specolite Music/Traco Pub. — ASCAP/BMI) (J. Footman/J. Wieder)

The enthusiastic upbeat feeling of this record may put Alton McClain & Destiny on the map. With a dancing beat, strings, funky staccato rhythm guitar work and excellent lead and backing singing give this track a good shot for pop, dancing and R&B lists.

CERRONE (Cotillion/Atlantic 44247)

Look For Love (4:10) (Cerrone Music — SACEM) (Cerrone)

"Je Suis Music" had a lot of class and despite its limited pop penetration it created renewed interest in Frenchman Cerrone. This second single from "The Golden Touch" may expand his pop audience. Strings,

piano, steady dancing beat and fine melodic female singing are the ingredients contained herein.

GABRIEL (Epic 8-50649)

Ooo Wee Baby (3:30) (Bema Music/Willow Springs — ASCAP) (F. Butorac)

This second single from Gabriel is a breezy love song with a pleasant light, swirling acoustic guitar touch and perky beat. The singing is slick, cute, yet strikingly effective. A blustering sax solo complements the feel nicely. Top 40 bound.

MECO (Casablanca NB 964)

Main Title Theme From Superman (2:56) (Warner-Tamerlane Pub. — BMI) (J. Williams)

Superman is proving to be a favorite subject for remakes. This version of "Can You Read My Mind" features baby-talk vocal, expansive strings embedded in a lavish arrangement. This track is well-suited to MOR/AC and pop "Superman" fanatics.

GLEN CAMPBELL (Capitol P-4682)

I'm Gonna Love You (3:22) (Seventh Son Music/Royal Oak Music — ASCAP) (M. Smotherman)

Beautiful circling acoustic guitar playing opens this new single from Campbell which ought to appeal to country, and AC/MOR formats. Piano provides chording backdrop and is joined by a solid shuffle beat.

RICHARD T. BEAR (RCA JH-11470)

Sunshine Hotel (Just Walk On In) (2:54) (Lucky Bear Music/Billy Hoher — ASCAP) (R. Gerstein/B. Hoher)

RCA envisions Bear as an artist with broad-ranging appeal. This second single from "Red, Hot & Blue," has a muscular rhythmic bottom, raspy lead vocals by Bear, spicy horns and soulful backing singers. Pop and R&B appeal.

B.J. THOMAS (MCA-40986)

We Could Have Been The Closest Of Friends (2:49) (House of Gold — BMI) (S. Pippin/J. Slate)

This latest from balladeer Thomas is suited to AC formats with pop potential. A moderate beat, emotional lead singing and girlish backing vocals, synthesizer moods and sense-of-loss lyric make this tick.

THE MARC TANNER BAND (Elektra E-46003)

Elena (3:29) (Likewise Music — ASCAP/WB Music — BMI) (M. Tanner/N. Jeffrey/J. Monday)

Taken from the "No Escape" album, this track is an up-tempo ballad which has a skillful blend of engaging vocals, raw sax lines and powerful guitar chording. With quality vocals and an interesting arrangement, this song has good Top 40 potential.

GEORGE DUKE (Epic 8-50660)

Say That You Will (3:05) (Mycenae Music — ASCAP) (G. Duke)

Duke is a talented artist who has demonstrated his ability to play music which cuts across boundaries. With ticking guitar backing, shushing high-hat cymbal work, funky feel and silky build-up vocals, this track will appeal to R&B and pop lists.

DEVO (Warner Bros. WBS 8745)

Come Back Jonee (3:23) (Devo Music — BMI/Virgin Music — PRS) (G.V. Casale/M. Mothersbaugh)

Devo has attracted a considerable underground following of raving maniacs. Some above-grounders like the stuff too. This single has primitive lead guitar work and powerful rhythm undercurrents and bright vocals. Try this one if you want a punk taste.

TIERRA (Tody RS-212G)

Gonna Find Her (3:18) (Toby/Salas Music — ASCAP) (R. Salas, Jr.)

With a slow dancing beat, synthesizer strings, congas, jazzy rhythm guitar, punctuating horn chart and inviting singing, this track ought to appeal to a variety of formats from R&B to Latin.

THIRD WORLD (Island IS 8663)

Now That We Found Love (3:55) (Mighty Three Music — BMI) (K. Gamble/L. Huff)

Strong rhythmic grounding, organ backing and alluring harmonies make this track a good add for Top 40 lists that may have been hesitant about reggae influences. The strength of this Gamble/Huff tune transcends such worries.

QUEEN CAN'T BE STOPPED!

A platinum album, a smash international tour,
and now a brand new single.

"DON'T STOP ME NOW"

(E-46008)

Queen's new single
from their album,

"JAZZ"

(6E-166)



On Elektra Records and Tapes.
A Queen—Roy Thomas Baker Production

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MUSIC FOR UNICEF — An illustrious group of recording acts participated in the "A Gift of Song — The Music For UNICEF Concert" which was recently aired on NBC-TV. The Music For UNICEF project was first announced in the spring of 1978 by the Bee Gees, Robert Stigwood and David Frost as a means of providing financial assistance to needy children throughout the world. The 90-minute special was hosted by Frost, Henry Fonda, Gilda Radner and Henry Winkler. United Nations Secretary General Kurt Waldheim and UNICEF executive director Henry R. Labouise also participated in the program, presenting each Founder Composer with a special award. Each musical participant donated to the UNICEF

fund the copyright royalties from one song. The Bee Gees donated the copyright to the hit "Too Much Heaven." The special was directed by Marty Pasetta and co-produced by Pasetta and Ken Ehrlich. Pictured (l-r) in the **top row** are: Labouise, Waldheim, Stigwood, co-executive producer of the show along with Frost; Maurice, Barry and Robin Gibb; Rita Coolidge; Olivia Newton-John; and Kris Kristofferson. In the **bottom row** (l-r) are: Maurice and Verdine White from Earth, Wind & Fire; Donna Summer; and Newton-John and Andy Gibb. Rod Stewart was also a Founder Composer. The televised special aired Jan. 10.

Shelby Siegel

Gentleman. Businessman. Friend.

It's so hard to say goodbye.



PICKWICK INTERNATIONAL, INC.

RADIO NEWS

AIR PLAY

BEST OF THE NORTHWEST — During Heart's New Year's Eve show at the Seattle Center Coliseum, the **KZOK/Seattle 1978 Puget Sound Music Awards** were given out. The awards were the result of a poll conducted in association with Albatross Productions and 7Up. More than 100,000 ballots were distributed.

The setting of a Heart concert was particularly apropos, as the local favorite was named best group and **Ann Wilson** was honored as best female vocalist. Other winners included the **Rolling Stones**, whose "Shattered" was selected as song of the year, and **Mick Jagger** was picked as best male vocalist. **Rush** won the prize for best concert performance, and **Rall** won best local band laurels.

A special high point of the evening was the appearance of **Van Halen's** lead singer **David Lee Roth**, who accepted the group's awards for album of the year and most promising new artist.

BEST OF THE BAY AREA — **KSAN/San Francisco** is broadcasting the second annual Bay Area Music Awards this week, sponsored by the Bay Area Music Archives and BAM magazine. Hosts for radio are **KSAN** DJs **Norm Winer** and **Beverly Wilshire** and many of the Bay Area's finest musicians will be on hand.

And it should be noted that **KSAN** has a new face. Not a new format, just a new face. In fact, the station threw a big party Dec. 22 when the new face of its studio building was ceremoniously unveiled with the help of rock luminaries such as **Eddie Money** and **Paul Kantner**, and even former **KSAN** personality **Terry McGovern**.

SYNDICATION INDICATIONS — A four-hour special, "The Legend Of **Buddy Holly**," is being syndicated in time to commemorate the 20th anniversary of the death of the rock 'n' roll great this month. Creative Radio Shows of Burbank, CA. has already placed the show in more than 80 markets. . . . ABC has picked up the 48-hour special, "Album Greats: A History of Album Rock" produced by Goodphone Productions and TM



STEWART ON RKO — Rod Stewart will be the star of an RKO radio special next month, sponsored by the Ph Factor. Pictured above are (l-r): Dave Prince of the Ph Factor, Stewart and Dave Sholin, RKO radio music coordinator.

Programming, for **WPLJ/New York**, **WRIF/Detroit** and **KLOS/Los Angeles**. More than 30 stations have signed up so far.

ROCKIN' THE DELAWARE VALLEY — **WMMR/Philadelphia**, which jumped nearly two points to a 3.1 in the fall ARBs, is setting an example for AOR stations everywhere with its creative non-stop promotions. Noon to 1 p.m. and 5-6 p.m. have been set aside as commercial free times, with the lunch break featuring blocks of three or four songs by one artist. Mondays at midnight 'MMR offers portraits of "Rising Stars." Twice daily the station airs "Music News," the latest from inside the music scene. And on weekends, the Metromedia outlet gets really creative. Recent weekend specials have included 50 commercial-free hours of complete album sides, a countdown of every Rolling Stones song in alphabetical order and last weekend's salute to British rock, kicked off by a time capsule aural montage of the British sound.

STATION TO STATION — **KRLY-FM/Houston** became "Disco 94" Jan. 16. **KRLY** is owned by SJR Communications, as is **WKTU/New York**, and has kicked off the new format with a major promo campaign, including TV spots, posters, signs and bumper stickers. . . . **WDR/Syracuse**, which changed formats Sept. 1 from Top 40 to solid gold, reports a big ratings jump. **WDR's** average quarter hours went from 3.4 to 6.5, with a substantial come increase and a #1 ranking in 18-34s. . . . **WNBC/New York** invited listeners to Manhattan's first "Interplanetary Ball" at the New York, New York disco last week. Some 800 listeners got in through a call-in contest and were greeted by **WNBC** personalities, including the first public appearance of "The Alien," at the outerspace themed gala. . . . **WLSR-FM/Louisville's** recent "Bridge The Gap" campaign raised well over 25,000 toys for the Marine Corps "Toys For Tots" Xmas drive.

HURRAY FOR HOLLYWOOD — The stars are always out in Hollywood, despite the smog, and local stations put them to good use. **Muhammad Ali** has been in town lately, so **Art Laboe** got him to guest on his **KRLA** morning show last week, right after "Battlestar Galactica" stars **Richard Hatch & Dirk Benedict** did their stints. . . . **KNX-FM** got **Carly Simon** to do a rare interview when she was in town and rebroadcast "An Evening With Carly Simon" Jan. 24. . . . And sometimes the radio people get to turn things around, like on the New Year's Eve TV special "Golden '78" which racked up a big audience, and was hosted by **KTNQ (Ten Q) DJ Machine Gun Kelly**.

NEW JOBS — With **WDRQ/Detroit** going disco last week, PD **Gary Firth** is looking for another Top 40 to program. He can still be reached at the station. . . . **Robert W. Walker** is leaving his 3-6 p.m. shift and assistant PD role at **Y100/Miami (WHYI)** to work for the parent company, including helping **Y100 PD Bill Tanner** on a number of projects. . . . New assistant PD and afternoon drive jock replacing Walker is **Kim "Kid" Curry**, who moves up from the 6-10 p.m. shift. . . . **Scott Fisher** has also joined **Y100**, coming from **WQAM/Miami**. . . . PD **Lee Logan** of **WIFE/Indianapolis** has gone to **WPGC/Washington, D.C.** as a jock, and no new PD has been named as yet. . . . **Tommy Vasocu**, currently general sales manager, has added responsibilities as station manager at **KDKB-KDJQ/Mesa-Phoenix**. . . . **Tim Moore** has been promoted to VP/general sales manager of TM Programming, Inc., replacing **Ron Nickell** who is now heading TM's special projects division (which is marketing "Album Greats: A History of Album Rock"). . . . **David Lapovsky** has been named director of research for Arbitron. . . . Also at Arbitron, **Les Elias** has been named division manager, Midwestern radio station sales in Chicago. . . . **Gail Tonnessen** has been tapped as administrator of advertising and promotion for **WNBC/New York**. . . . **KRKE/Albuquerque** has appointed a new promotions director, **Marjorie Beene**. . . . Also at **KRKE**, **Betsy Toensmiller** is the new public affairs and continuity director. . . . **WIFE/Indianapolis** is looking for a hot morning man and an all-night person, preferably a woman. Tapes and resumes to **Jerry Steele, WIFE**, 1440 N. Meridian, Indpls. 46202. . . . **WKIX/Raleigh** is searching for a chief engineer with strong automation experience. Resumes to **Greg Rogers, WKIX**, P.O. Box 12526, Raleigh 27605.

joey berlin



SPEAKING FREHLEY — Kiss' Ace Frehley recently stopped by **WXLO/New York (99X)** to talk about his single, "New York Groove." Pictured above at the station are (l-r): **Bob Sisco**, 99X assistant PD; **Sue O'Neal**, 99X DJ; **Frehley**, partially hidden, of course; **Lance Bogart**, Casablanca promotion; and **Rick Aliberte**, Aucoin Management promotion director.

Radio Deregulation 'Pardon Me Ray' Debate Heats Up, Rally Approaching

by Joanne Ostrow

WASHINGTON, D.C. — Consumer activists and industry groups are locked in a battle over the proposed deregulation of radio. The broadcasters' effort to encourage legislators and regulators to support deregulation, including a rally in Washington planned for Feb. 28, is being matched by the consumer groups' sustained and bitter charges against deregulation.

Broadcasters insist theirs is among the most overregulated industries in the country. They point to a recent government study indicating that the FCC requires more paper work than any other regulatory agency. And radio broadcasters say their medium, having surrendered to television the role of primary news source, should be immediately freed from such current regulations as commercial load restrictions, public service requirements and formal ascertainment of community concerns.

Opponents of deregulation see it as a move away from the "public interest" standard that has governed broadcasting since its early years. Led by the National Citizens Committee for Broadcasting, deregulation foes believe that radio will turn away from community service if not controlled by the FCC, or some other agency.

Deregulation Rally

Several broadcasting industry organizations — the NAB, the Community Broadcasters Association, Daytime Broadcasters Association, National Radio Broadcasters Association and Radio-Television News Directors Association — are urging their

(continued on page 54)

ABC Restructures Radio Sales Force

NEW YORK — ABC radio's four network system is restructuring its sales operation into two divisions, one to sell ABC's contemporary and FM networks and one to sell its information and entertainment networks, according to an announcement by ABC radio network president **Ed McLaughlin**.

McLaughlin announced the split of sales personnel into two offices, in New York and Chicago, at an ABC breakfast Jan. 24. The move will also call for the hiring of additional sales people in both offices.

Under the new system, the ABC networks will offer clients detailed marketing information describing the particular demographics available from each of the networks.

Is An Instant Hit

NASHVILLE — What started as a joke has snowballed "Pardon Me Ray" into a potential hit record for "The Singing Weatherman," **Brion Christy**.

"I can't explain it . . . it's just crazy," Christy said in an interview with **Cash Box**. "I can understand why the people of Tennessee would appreciate the record, but the rest of the country? It's really amazing."

The song was created after lame-duck Tennessee governor **Ray Blanton** pardoned 52 Tennessee State Prison inmates before leaving office. According to Christy, he and several co-workers at **WNGE-TV** (where he is the weatherman) wrote the song, and he recorded it.

"I was working on an album anyway (which is about half-way completed), so once we got the idea, I just went ahead with it," the singer explained. "We have some of the best session pickers in Nashville on the record. We were actually having to turn a few pickers away . . . once people heard about what we were doing they wanted to get in on it because they were upset with what Blanton has done, too."

Quick Work

Christy walked into the studio at 9:00 Jan. 17, finished the song by 10:00 and by 10:15 **WKDA**, a local radio station, was playing it.

Christy estimated that the Sound Factory has shipped more than 240,000 records and is still receiving requests from places as far away as Toronto, Canada. "I would say that the presses have not stopped for three or four days," he added.

All of the major networks have done news stories on or interviews with Christy. He has appeared on the Today Show and has been invited to join Tom Snyder on the Tomorrow Show. He has been offered jobs at two other TV stations to do weather and five major labels have offered record contracts.

"It's all happening so fast, you can't enjoy it," Christy said. "It tends to leave you breathless."

Christy came to Nashville from Orlando, Fla., where he was a disc jockey with **WLOF**.

Arbitron Adjusts Visiting Procedures At Beltsville

LOS ANGELES — Arbitron has established a new reservation procedure to allow for more equitable scheduling of visits to its Beltsville office. The date for making reservations will be posted on the report mailing schedule that is distributed following each survey. If immediate information is necessary, a "mechanical diary" (a computer printout of diaries mentioning the client's station) can be ordered.

TOP FM ROTATION

	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	7	Blondes Have More Fun	Rod Stewart	WB	2*	Da Ya Think, Attractive, Shadows Of Love, Title
2	3	7	Briefcase Full Of Blues	Blues Bros.	Atlantic	1	Soul Man, Messin', "B" Movie, Rubber Biscuit
3	5	10	Dire Straits	Dire Straits	WB	41*	Sultans Of Swing, Waterline
4	4	7	Minute By Minute	Doobie Bros.	WB	16*	What A Fool, Here To Love, Steamer, Title
5	2	15	52nd Street	Billy Joel	Columbia	3	Big Shot, My Life, Title
6	8	10	Jazz	Queen	Elektra	23	Fat Bottomed, Bicycle, Leaving Home, Don't Stop
7	6	13	Toto	Toto	Columbia	10	Hold The Line
8	17	2	Life For The Taking	Eddie Money	Columbia	44*	Can't Keep, Some Water, I'm A Fool
9	18	2	Armed Forces	Elvis Costello	Columbia	37*	Oliver's Army, Accidents, Green Shirt
10	7	12	Backless	Eric Clapton	RSO	15	Promises, Lucy, Tulsa Time, Roll It
11	12	10	Sanctuary	J. Geils Band	EMI	54	I Could Hurt, Last Kiss, Wild Man
12	10	10	Nicolette	Nicolette Larson	WB	20*	Lotta Love
13	11	8	Legend	Poco	ABC	56	Boomerang, Crazy Love, Title
14	9	10	Shakedown Street	Grateful Dead	Arista	42	Good Lovin', Need A Miracle, Title
15	14	3	Energy	Pointer Sisters	Planet	50*	Fire
16	21	4	Move It On Over	George Thorogood	Rounder	70	It Wasn't Me, Cocaine, Title
17	16	7	Back To Earth	Cat Stevens	A&M	25	Bad Brakes, Randy, Last Love Song
18	20	4	Some Girls	The Rolling Stones	Rolling Stones	21	Shattered, Whip, Beast
19	—	1	Head First	The Babys	Chrysalis	91*	Every Time I Think Of You
20	19	3	Misplaced Ideals	Sad Cafe	A&M	101*	Restless, Run Home, I Believe, Black Rose
21	27	4	The Cars	The Cars	Elektra	51	Just What I Needed, Best Friend's, Stereo
22	25	17	Comes A Time	Neil Young	Reprise	66	Goin' Back, Look Out, Human, Motorcycle
23	15	19	Pieces Of Eight	Styx	A&M	22	White Hope, Sing For, Blue Collar, Title
24	13	18	Living In The U.S.A.	Linda Ronstadt	Asylum	18	Old To Dream, Alison, Ooh Baby
25	22	14	Elan	Firefall	Atlantic	49	Strange Way, Get Back, Winds Of Change
26	—	1	Allve On Arrival	Steve Forbert	Nemperor	177	Goin' Down, Thinkin', Big City Cat
27	—	1	Close Personal Friends	Robert Johnson	Infinity	127	I'll Be Waiting, Guide, Responsibility
28	—	1	Mirror Stars	Fabulous Poodles	Epic	180	"B" Movies, Title
29	23	9	Love Beach	ELP	Atlantic	78	All I Want, For You, Title
30	30	3	More Songs About Buildings . . .	Talking Heads	Sire	113	Take Me To The River

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Camel, UFO, Head East, Trillion, Brownsville, Horslips, Fabulous Poodles, Evie Sands, Max Demian, Albert King, Marc Tanner Band, Robben Ford, Lonnie Liston Smith, Cedar Walton, Rick James
HOTS: Dire Straits, Blues Bros., Doobie Bros., Rod Stewart, "Midnight Express," Poco, Desmond Child & Rouge, Babys, Sad Cafe, Eddie Money

WSAN-FM — ALLENTOWN — KEVIN GRAFF

ADDS: Max Demian, Fabulous Poodles
HOTS: Billy Joel, Cat Stevens, Eric Clapton, Linda Ronstadt, Nicolette Larson, Poco, Kate Bush, Neil Young, Doobie Bros., Pointer Sisters, Blues Bros.

KYTX-FM — AMARILLO — MAX MILLER

ADDS: Peter Tosh
HOTS: Bandit, Blues Bros., Poco, Grateful Dead, Ted Nugent, ELP, Cars, Eddie Money, Doobie Bros., Rod Stewart, Dire Straits, Billy Joel, Nicolette Larson

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Marc Tanner Band, Nazareth, Trillion, Bonnie Tyler
HOTS: Queen, J. Geils Band, Eddie Money, Doobie Bros., Billy Joel, Rod Stewart, Styx, Pointer Sisters, Nicolette Larson, Cat Stevens, Linda Ronstadt, Eric Clapton, Dire Straits, Al Stewart

WAAL-FM — BINGHAMTON — DICK BASCOM

ADDS: Sally Oldfield, George Thorogood, Cindy Bullens, April Wine, Yankees, Todd Hobin, Don Potter
HOTS: Blues Bros., Cat Stevens, Neil Young, Doobie Bros., ELP, Queen, Grateful Dead, Billy Joel, Eric Clapton, Toto, Rod Stewart

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Good Rats, Andy Mendelson, UFO, Kristofferson/Coolidge, Boom Town Rats, Desmond Child & Rouge, Jona Lewie (imp), Steel Pulse, Wreckless Eric (imp), Yankees, M (45 imp), Michael Walden (45), Records (45)
HOTS: Elvis Costello, Police (imp), Eddie Money, Lene Lovich (imp), J. Geils Band, Dire Straits, Blues Bros., Clash, Hot Chocolate, Cinday Bullens

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Cedar Walton, Kristofferson/Coolidge, Nazareth, Max Demian, Michel Legrand
HOTS: Dire Straits, David Bromberg, Elvin Bishop, George Thorogood, Albert King, Sea Level, David Sancious, Bob Marley, Fabulous Poodles, Melanie, Elvis Costello, Van Morrison, Steve Forbert, J. Geils Band, Peter Tosh, Smak, Fogelberg/Weisberg, Richard Sussman, Heron/Jackson, Grover Washington Jr.

WXRT-FM — CHICAGO — BOB GELMS

ADDS: UFO, Triumvirat, Camel
HOTS: Elvis Costello, Doobie Bros., Eric Clapton, Van Morrison, Neil Young, Grateful Dead, Blues Bros., Poco, Rolling Stones, Devo, Trillion, Who, Cars, Queen, Dire Straits, Rod Stewart, FM, Styx, Al Stewart, Linda Ronstadt

WLWQ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Faith Band, Bob James, April Wine, Fabulous Poodles, Trillion, Jefferson Starship (45), Poco, Gerry Rafferty, Foreigner, Rolling Stones
HOTS: Bob Seger, Rod Stewart, Doobie Bros., Toto, Eric Clapton, Styx, Billy Joel, AC/DC, Nicolette Larson, Blues Bros., Ian Matthews, Godz, Little River Band, Hot Chocolate, Pointer Sisters, Queen, Firefall, Molly Hatchet

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Angel, Nazareth, Kristofferson/Coolidge, Tracy Nelson
HOTS: Rod Stewart, Blues Bros., Eddie Money, Nicolette Larson, Doobie Bros., Billy Joel, Firefall, Dire Straits, Cat Stevens, Faith Band, Queen, Tantrum, Grateful Dead, Elvis Costello

KZEW-FM — DALLAS — MARK CHRISTOPHER

ADDS: Max Demian, Brownsville, David Bromberg, Good Rats, Head East, UFO
HOTS: Dire Straits, Bandit, Doobie Bros., Rod Stewart, Blues Bros., J. Geils Band, Babys, Robert Johnson, Queen

KBPI-FM — DENVER — JOHN BRADLEY

ADDS: Eddie Money, Little River Band, Sad Cafe
HOTS: Rod Stewart, Blues Bros., Eric Clapton, Toto, Billy Joel, Nicolette Larson, Dire Straits, Chicago, Linda Ronstadt, Pointer Sisters

KFML-AM — DENVER — LARRY BRUCE/KEN KOHL

ADDS: Eric Carmen, Rick Roberts, Little River Band, Dirt Band, Bandit, Marvin Gaye
HOTS: Richard T. Bear, Doobie Bros., Rod Stewart, Billy Joel, Firefall, Neil Young, Poco, Nicolette Larson, Dire Straits, Grateful Dead, Blues Bros.

WABX-FM — DETROIT — JOE KRAUSE

ADDS: Trillion, Fabulous Poodles, Max Demian
HOTS: Rod Stewart, Blues Bros., J. Geils Band, Billy Joel, Toto, Eddie Money, Queen

W-4-FM — DETROIT — MARK McEWEN

ADDS: Babys, April Wine, Fabulous Poodles, Brownsville, Head East
HOTS: Blues Bros., J. Geils Band, Cars, Earth, Wind & Fire, Billy Joel, Rolling Stones, Styx, Queen, Talking Heads, Toto, Eddie Money, Alice Cooper, Linda Ronstadt, Dire Straits, Bob Seger, Ted Nugent, Elvis Costello, Firefall, Doobie Bros.

KZEL-FM — EUGENE — STAN GARRETT/CHRIS KOVARICK

ADDS: Triumvirat, Evie Sands, Good Rats, Andy Mendelson, Marc Tanner, Bonnie Tyler, Max Demian, Angel, Tony Williams, Robben Ford, Charles Lloyd, Willie Nelson, Zap Pow
HOTS: Trillion, Blues Bros., Dire Straits, Rod Stewart, Poco, Outlaws, Babys, Head East, Doobie Bros., Queen, Albert Collins, Billy Joel

WSHE-FM — FT. LAUDERDALE — MICHELLE ROBINSON

ADDS: Desmond Child & Rouge, Angel, Max Demian, Roadmaster, Camel, Jimmie Mack, Marc Tanner Band
HOTS: Doobie Bros., Blues Bros., Eddie Money, Billy Joel, Rod Stewart, Todd Rundgren, Poco, Dire Straits, Toto, Cat Stevens, George Thorogood, Cindy Bullens, Nicolette Larson, Elvis Costello

WLAV-FM — GRAND RAPIDS — DOC DONOVAN

ADDS: Tom Scott, Bandit, Marc Tanner Band, Nigel Olsson (45), Little River Band (45), Frankie Miller (45), Head East, Frank Zappa, Kayak
HOTS: Bob Seger, Rod Stewart, Nicolette Larson, Ian Matthews, Babys, Chicago, Alice Cooper, Earth, Wind & Fire, Pointer Sisters, Cars, Poco, Queen, Talking Heads, Toto, Billy Joel, Hot Chocolate, Dire Straits, Eric Clapton, Rod Stewart, Doobie Bros., Al Stewart, Blues Bros.

KL0L-FM — HOUSTON — SANDY MATHIS

ADDS: Fabulous Poodles, Robben Ford, Desmond Child & Rouge, Kristofferson/Coolidge, Nazareth, Police (45)
HOTS: Blues Bros., Rod Stewart, Doobie Bros., Steve Forbert, Dire Straits, Poco, Sad Cafe

KKTX-FM — KILGORE — JIM HODO/DAL SANDERS

ADDS: Brownsville, Pipedream, Trillion, Camel, Rick James, Fabulous Poodles, Tanya Tucker (45), Kristofferson/Coolidge, Bob James, Nazareth
HOTS: Gerry Rafferty, Pointer Sisters, Rod Stewart, Blues Bros., Grateful Dead, Dire Straits, Doobie Bros., Rolling Stones, Cat Stevens

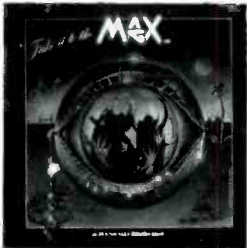
WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Nazareth, Camel, Marc Tanner Band, Steve Forbert, Kayak
HOTS: Blues Bros., J. Geils Band, Cars, Dire Straits, Nicolette Larson, Pointer Sisters, Elvis Costello, Doobie Bros., George Thorogood, Rod Stewart, Poco, Grateful Dead, Fabulous Poodles, Queen, Babys, Blend, Billy Joel, Rolling Stones, Foreigner, Boston

KNAC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD

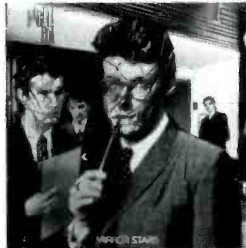
ADDS: Jules & Polar Bears
HOTS: Blues Bros., Elvis Costello, Cheap Trick (imp), Dire Straits, Styx, Queen, George Thorogood, Rod Stewart, Toto, Talking Heads

#1 Most Added



THE MAX DEMIAN BAND
Take It To The Max
RCA

#2 Most Added



FABULOUS POODLES
Mirror Stars
Epic

#3 Most Added



THE MARC TANNER BAND
No Escape
Elektra

#4 Most Added



NAZARETH
No Mean City
A&M

#5 Most Added



CAMEL
Breathless
Arista

#6 Most Added



HEAD EAST
Live!
A&M

#1 Most Added

THE MAX DEMIAN BAND
— Take It To The Max —
RCA
ADDED THIS WEEK —
WABX, KWST, KMEL,
KSHE, WIOQ, KRST,
WJKL, WSHE, WBAB,
WAAF, WSN, KZEL,
WOUR, KREM, WKDF,
ZETA-7, KZEW, WLIR,
KADI

HISTORY TO DATE —
WYFE, WAAF, KSJO,
WYDD

#2 Most Added

THE FABULOUS POODLES — Mirror Stars —
Epic
ADDED THIS WEEK —
WABX, KWST, KSHE,
KMET, KRST, WLVO,
WAAF, KKT, WSN,
KLOL, KOME, W-4, KADI

HISTORY TO DATE —
WLAV, WYDD, WAAL,
KYTX, WOUR, WKDF,
KSAN, KZEW, KSJO,
WIOQ, WJKL, WYSP,
KTXQ, WBLM, WBAB,
KNAC, KZAM, WBCN,
WNEW, WSHE, KREM,
WLIR

#3 Most Added

THE MARC TANNER BAND — No Escape —
Elektra
ADDED THIS WEEK —
KWST, KMEL, WLAV,
KSJO, WBLM, KRST,
WSHE, KEZY, WAAF,
KZEL, KZAM, WKDF
HISTORY TO DATE —
WNOR, WBAB, WABX,
KSHE, WYDD, WNEW,
WIOQ, KFML, KZEW,
KNX, WLIR

#4 Most Added

NAZARETH — No Mean City —
A&M
ADDED THIS WEEK —
KMET, WBLM, WJKL,

WBAB, KEZY, KKT, KSAN, KLOL, C-101, KOME, ZETA-7
HISTORY TO DATE —
KNAC, KSJO, WABX, KSHE, KMEL, KWST, WYDD, WNEW, WSHE, KZEL, KZEW, WKDF

#5 Most Added

CAMEL — Breathless —
Arista
ADDED THIS WEEK —
KMEL, WBLM, KRST, WSHE, WXRT, KKT, WOUR, KZAM, KADI, KNX
HISTORY TO DATE —
KSJO, WBAB, WLAV, WZMF, WIOQ, WLIR, WKDF, KZEL, KREM

#6 Most Added

HEAD EAST — Live! —
A&M
ADDED THIS WEEK —
WLAV, KRST, WYFE, WOUR, KREM, WKDF, KOME, W-4, KZEW, KADI

HISTORY TO DATE —
KSJO, WBAB, WABX, KSHE, WZMF, WIOQ, WSHE, KZEL

#7 Most Added

TRILLION — Trillion —
Epic
ADDED THIS WEEK —
WABX, WIOQ, KRST, WLVO, KEXY, KKT, KOME, WLIR

HISTORY TO DATE —
KSHE, KMEL, KWST, WJKL, KTXQ, WCCC, KLOL, WBAB, WYDD, KNAC, WLAV, WXRT, KADI, KZEL

#8 Most Added

DESMOND CHILD & ROUGE — Desmond Child & Rouge —
Capitol
ADDED THIS WEEK —
WIOQ, WSHE, WBAB, WBCN, WKDF, KLOL, ZETA-7

HISTORY TO DATE —
KRST, WNEW, WLIR, KKT, KZEW

#9 Most Added

UFO — Strangers In The Night —
Chrysalis
ADDED THIS WEEK —
KRST, WXRT, WBCN, KOME, KZEW, WLIR

HISTORY TO DATE —
KNAC, KSJO, KSHE, WLAV, WZMF, C-101, WOUR, WSHE, KZEL, KSAN

#10 Most Added

TRIUMVIRAT — A La Carte —
Capitol
ADDED THIS WEEK —
KSHE, WXRT, KZEL, KZAM, ZETA-7, KADI

HISTORY TO DATE —
None

#11 Most Added

KRIS KRISTOFFERSON & RITA COOLIDGE —
Natural Act —
A&M

ADDED THIS WEEK —
WJKL, WBAB, KKT, WBCN, KLOL, C-101

HISTORY TO DATE —
WSHE, KFML, KZEL

#12 Most Added

THE GOOD RATS — Birth Comes To Us All —
Arista
ADDED THIS WEEK —
KSHE, WIOQ, KZEL, WBCN, KZEW

HISTORY TO DATE —
KSJO, WNEW, WLIR, WBAB

FM STATION REPORTS — NEW ADDS/HOT ROTATION

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Bee Gees, Nazareth, Kristofferson, Coolidge, Max Demian, Jefferson Starship (hits), Bonnie Tyler, Angel, Desmond Child & Rouge

HOTS: Poco, Dire Straits, Rod Stewart, Good Rats, Elvin Costello, Eddie Money, Blues Bros., Billy Joel, 10cc, Camel, Toto, Southside Johnny, Doobie Bros., J. Geils Band, Eric Clapton, FM, Who, Pointer Sisters, Blondie, Neil Young

WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN

ADDS: UFO, Bethnal (imp), Frank Zappa, Jimmie Mack, Trillion, Tracy Nelson, Wilton Felder, Max Demian, Kayak (45), Danny O'Keefe

HOTS: Elvis Costello, Blues Bros., Good Rats, Billy Joel, Grateful Dead, Cars, Eddie Money, George Thorogood, Peter Gabriel, Elvin Bishop, Dire Straits, Steve Forbert, Fabulous Poodles, David Bromberg, Rolling Stones, Peter Tosh, Camel, Meat Loaf, Blondie, Sad Cafe

KMET-FM — LOS ANGELES — JACK SNYDER

ADDS: Nazareth, Dire Straits, Fabulous Poodles

HOTS: Rolling Stones, Rod Stewart, Queen, J. Geils Band, Blues Bros., Elvis Costello, George Thorogood, Ted Nugent, Eddie Money, Poco

KNX-FM — LOS ANGELES — MICHAEL SHEEHY

ADDS: Dire Straits, Camel, Babys, Evie Sands

HOTS: Marc Tanner Band, Doobie Bros., Poco, Toto, Ian Matthews, Bliss Band, Cat Stevens, 10cc, Pointer Sisters, Billy Joel, Pages, 100% Whole Wheat, Rod Stewart, Tanya Tucker, Sad Cafe, Eddie Money, Valerie Carter, Firefall

KWST-FM — LOS ANGELES — PAM MAY

ADDS: Marc Tanner Band, Fabulous Poodles, Max Demian, Hot Chocolate (45)

HOTS: Rod Stewart, Doobie Bros., Billy Joel, Eric Clapton, Poco, Cat Stevens, Toto, Dire Straits, Ian Matthews, J. Geils Band, Talking Heads

WKDF-FM — NASHVILLE — ALAN SNEED

ADDS: Elvis Costello, Max Demian, Desmond Child & Rouge, Marc Tanner Band, Steve Forbert, Head East

HOTS: Rod Stewart, Blues Bros., Doobie Bros., Billy Joel, Toto, Eric Clapton, Bob Seger, Pointer Sisters, Queen, Styx

WRNO-FM — NEW ORLEANS — SAM ROBERTS

ADDS: Babys, Cars, April Wine

HOTS: Queen, Billy Joel, Eric Clapton, Al Stewart, Rolling Stones, Toto, Rod Stewart, Styx, Firefall, Linda Ronstadt, Santana

WNOR-FM — NORFOLK — RON REGER

ADDS: None

HOTS: Rod Stewart, Foreigner, Fogelberg/Weisberg, Firefall, Gino Vannelli, Queen, Eric Clapton, Styx, Billy Joel, Blues Bros., Toto, Nicolette Larson

ZETA-7-FM — ORLANDO — BILL MIMS

ADDS: Nazareth, Desmond Child & Rouge, Triumphvirat, Max Demian

HOTS: Blues Bros., Billy Joel, Dire Straits, Doobie Bros., Rod Stewart, Toto, Eddie Money, Nicolette Larson, Sad Cafe, Elvis Costello

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Horslips, Trillion, Desmond Child & Rouge, Good Rats, Max Demian, Jefferson Starship (hits), Kayak (45), Bob Welch (45)

HOTS: Dire Straits, Elvis Costello, Grateful Dead, Rolling Stones, Billy Joel, Robert Johnson, Cars, Eddie Money, Steve Forbert, Doobie Bros., Queen, Rod Stewart, ELP, Molly Hatchet, Poco, FM, Fabulous Poodles, Neil Young, J. Geils Band, Cat Stevens

WYDD-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON

ADDS: None

HOTS: Rod Stewart, Billy Joel, Eric Clapton, Doobie Bros., Toto, Dire Straits, Poco, Cat Stevens, Blues Bros., Pointer Sisters, Talking Heads, J. Geils Band, Grateful Dead, Nicolette Larson, Billy Price

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Head East

HOTS: Babys, Toto, Rod Stewart, Blues Bros., Eric Clapton, Nicolette Larson, Chicago, Queen, Linda Ronstadt, Sad Cafe, Eddie Money, Dire Straits, Doobie Bros., Billy Joel, Ted Nugent

KADI-FM — ST. LOUIS — PETER PARIS

ADDS: Triumphvirat, Camel, Max Demian, Fabulous Poodles, Head East, Nigel Olsson (45)

HOTS: Blues Bros., Grateful Dead, George Thorogood, Neil Young, Rod Stewart, Doobie Bros., Nicolette Larson, Eric Clapton, Dire Straits, 10cc, Billy Joel

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: Good Rats, Fresh, Fabulous Poodles, Triumphvirat, Max Demian

HOTS: Rod Stewart, Queen, Doobie Bros., Toto, Stillwater, April Wine, Eddie Money, Babys, Bandit, Rush, ELP, Sad Cafe, Robert Johnson, Boston, Trevor Rabin

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Max Demian, Camel, Marc Tanner Band

HOTS: Rod Stewart, Eddie Money, Elvis Costello, Dire Straits, Grateful Dead, Queen, Cat Stevens, Blues Bros., J. Geils Band, Toto, Nicolette Larson

KSAN-FM — SAN FRANCISCO — KATE INGRAM

ADDS: Marvin Gaye, Bonnie Tyler, Nazareth, Terry Garthwaite, Otway/Barrett, Quatro/Norman (45)

HOTS: Joan Armatrading, Blondie, Blues Bros., Elvis Costello, Dire Straits, J. Geils Band, Grateful Dead, Robert Johnson, Eddie Money, Rolling Stones, Santana, Southside Johnny, Bruce Springsteen, George Thorogood, Who

KOME-FM — SAN JOSE — DANA JANG

ADDS: Tanya Tucker, UFO, Head East, Nazareth, Trillion, Fabulous Poodles, Brownsville

HOTS: AC/DC, Aerosmith, Blues Bros., Eric Clapton, Dire Straits, Doobie Bros., J. Geils Band, Grateful Dead, Billy Joel, Nicolette Larson, Eddie Money, Van Morrison, Queen, Linda Ronstadt, Santana, Rod Stewart, George Thorogood, Toto, Neil Young

KSJO-FM — SAN JOSE — PAUL WELLS

ADDS: Jimmie Mack, Jules & Polar Bears, Flash In The Pan (imp), Tonio K, "Bomp," Kayak, Bonnie Tyler, Mitch Ryder, David Johansen (live), Marc Tanner Band, Shirley Brooks (45), Bandit (45), Jethro Tull (45 imp), Doll (45 imp), Zwo! (45), Quatro/Norman (45), Devo (45), Firefall (45), Billy Price (45)

HOTS: Outlaws, Blues Bros., Babys, Starz, Eddie Money, Elvis Costello, Queen, J. Geils Band, Clash, Cindy Bullens, Rod Stewart, UFO

KZAM-FM — SEATTLE — MARION SEYMOUR

ADDS: Triumphvirat, Camel, Robben Ford, Cedar Walton, Milton Nascimento, Lonnie Liston Smith, Sally Oldfield, Paul Korda, Marc Tanner Band, Amazing Rhythm Aces

HOTS: Elvis Costello, Steve Forbert, Dire Straits, Rodney Crowell, Joan Armatrading, Doobie Bros., David Bromberg, Van Morrison, Fabulous Poodles, Nicolette Larson

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: Head East, Angel, Dave Valentine, Babys, Max Demian, Steve Miller (ep), Bandit (45), Kim Carnes (45)

HOTS: Rod Stewart, Queen, Eric Clapton, ELP, Billy Joel, Blues Bros., Robert Johnson, Grateful Dead, Foreigner, Poco

WQXM-FM — TAMPA — NEAL MIRSKY/NICK VAN CLEVE

ADDS: Elvis Costello, Hot Chocolate

HOTS: Rod Stewart, Blues Bros., Steve Martin, Billy Joel

WOUR-FM — UTICA — TOM STARR

ADDS: Camel, Head East, Tracy Nelson, Max Demian, Albert King, Todd Hobin, Juice Newton (45), Kayak (45), Chick Corea (12"), Bandit (12")

HOTS: Elvis Costello, Dire Straits, George Thorogood, Blues Bros., Doobie Bros., Rod Stewart, Robert Johnson, J. Geils Band, Eddie Money, Toto, Phil Manzanera, Sad Cafe, Steve Forbert, FM, Pointer Sisters, Bob James, Frankie Miller (45), Babys (45)

WAAF-FM — WORCESTER — JOHN DUNCAN/PAUL LEMIEUX

ADDS: Max Demian, Marc Tanner Band, Blondie, Fabulous Poodles, Andy Mendelson, Marshall Hain (45), Quatro/Norman (45)

HOTS: Blues Bros., Eric Clapton, Elvis Costello, Dire Straits, J. Geils Band, Doobie Bros., Billy Joel, Ian Matthews, Rod Stewart, Toto

POP RADIO

ANALYSIS

REGIONAL ACTION

EAST

- Most Added**
1. FOREVER IN BLUE JEANS — Neil Diamond — Columbia
 2. I WILL SURVIVE — Gloria Gaynor — Polydor
 3. WHAT A FOOL BELIEVES — Doobie Bros. — Warner Bros.
 4. HEAVEN KNOWS — Donna Summer — Casablanca
- Most Active**
1. HEAVEN KNOWS — Donna Summer — Casablanca
 2. DA YA KNOW I'M SEXY — Rod Stewart — Warner Bros.
 3. SOUL MAN — Blues Brothers — Atlantic
 4. GOT TO BE REAL — Cheryl Lynn — Columbia

SOUTHEAST

- Most Added**
1. STUMBLIN' IN — Suzi Quatro & Chris Norman — RSO
 2. KNOCK ON WOOD — Amii Stewart — Ariola
 3. FOREVER IN BLUE JEANS — Neil Diamond — Columbia
 4. WHAT A FOOL BELIEVES — Doobie Bros. — Warner Bros.
- Most Active**
1. SOUL MAN — Blues Brothers — Atlantic
 2. HEAVEN KNOWS — Donna Summer — Casablanca
 3. NO TELL LOVER — Chicago — Columbia
 4. DA YA THINK I'M SEXY — Rod Stewart — Warner Bros.

SOUTHWEST

- Most Added**
1. I WILL SURVIVE — Gloria Gaynor — Polydor
 2. CRAZY LOVE — Poco — ABC
 3. LADY — Little River Band — Harvest/Capitol
 4. WHAT A FOOL BELIEVES — Doobie Bros. — Warner Bros.
- Most Active**
1. SOMEWHERE IN THE NIGHT — Barry Manilow — Arista
 2. DA YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 3. SOUL MAN — Blues Brothers — Atlantic
 4. LOTTA LOVE — Nicolette Larson — Warner Bros.

MIDWEST

- Most Added**
1. I WILL SURVIVE — Gloria Gaynor — Polydor
 2. HEAVEN KNOWS — Donna Summer — Casablanca
 3. WHAT A FOOL BELIEVES — Doobie Bros. — Warner Bros.
 4. LADY — Little River Band — Harvest/Capitol
- Most Active**
1. DA YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. SOUL MAN — Blues Brothers — Atlantic
 3. FIRE — Pointer Sisters — Planet
 4. GOT TO BE REAL — Cheryl Lynn — Columbia

WEST

- Most Added**
1. WHAT A FOOL BELIEVES — Doobie Bros. — Warner Bros.
 2. I WILL SURVIVE — Gloria Gaynor — Polydor
 3. DANCIN' SHOES — Nigel Olsson — Bang
 4. MAYBE I'M A FOOL — Eddie Money — Columbia
- Most Active**
1. DA YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. NO TELL LOVER — Chicago — Columbia
 3. SOUL MAN — Blues Brothers — Atlantic
 4. HEAVEN KNOWS — Donna Summers — Casablanca

MOST ADDED RECORDS

1. **WHAT A FOOL BELIEVES — DOOBIE BROS. — WARNER BROS.**
KTNQ, WCAO, Q94, WSGA, WERC, WOW, WZZP, Q102, B-100, WPGC, KREM, WTIX, WHBQ, WHB, KHJ, KRFC, WINW, KRIB, WTLB, KOPA, WSPT, KRKE, KROY, KERN, WSGN, WICC, WKWK, WQPD, WTRY.
2. **I WILL SURVIVE — GLORIA GAYNOR — POLYDOR**
WLEE, WISM, WKXX, KLEO, WLS, WOW, WZUU, WING, KJR, KLIF, WIFI, WKBW, KRBE, WHBQ, BJ105, 99X, KASH, Z96, WANS, KOPA, WSPT, KRKE, KRSP, WAGQ, WEBC, WGUY, KERN, WBG, WJDX, WTRY.
3. **FOREVER IN BLUE JEANS — NEIL DIAMOND — COLUMBIA**
F105, WAPE, WERC, WBBQ, WZZP, WING, KING, B-100, WKBW, WDRC, BJ105, 13Q, WQXI, WPEZ, WINW, WTLB, KELI, WWKS, V-97, WICC, WIFE, WKIX.
4. **LADY — LITTLE RIVER BAND — HARVEST/CAPITOL**
WKY, WLEE, WAPE, WLAC, WOW, WZUU, KLIF, WMET, WGCL, 13Q, WKLO, KSTP, BJ105, WPRO-FM, KOPA, WGUY, WRJZ, WKIX, WQPD.
5. **SULTANS OF SWING — DIRE STRAITS — WARNER BROS.**
WSPT, WRJZ, WAUZ, WAUG, WISM, KCPX, KSLQ, KJRB, WPGC, WHB, KFRC, WRKO, KRTH, KRBE, WKXX, CKLW.
6. **MAYBE I'M A FOOL — EDDIE MONEY — COLUMBIA**
GWANS, KOPA, WGUY, WMFJ, WICC, KSLY, WHHY, WBBQ, KBEQ, CKLW, WZUU, WING, KTLK, KCPX, KJRB, WBBF.
7. **STUMBLIN' IN — SUZI QUATRO & CHRIS NORMAN — RSO**
WHHY, WERC, WLAC, KING, WKBW, KILT, Z93, WQXI, WHBQ, WAYS, WRFC, KENO, WRJZ, WAIR, WAUG.
8. **SONG ON THE RADIO — AL STEWART — ARISTA**
KRIB, WTLB, WICC, KSLY, WHHY, 96X, 92X, KJR, KJRB, WDRC, KILT, WKLO, KRTH, WTIX.
9. **EVERY TIME I THINK OF YOU — BABYS — CHRYSALIS**
KTNQ, WCAO, WNDE, WAPE, WSGA, WZZP, KSLQ, WDRC, WMET, WPEZ, WPRO-FM, WDBQ, WEBC.
10. **KNOCK ON WOOD — AMII STEWART — ARIOLA**
WINW, KOPA, WWKS, WSGN, WAPE, Q94, WSGA, WKXX, WBBQ, WAKY, WING, KSLQ, BJ105.
11. **CRAZY LOVE — POCO — ABC**
KLEO, B-100, KSLQ, WFIL, WKLO, WNOE, WTIX, KOPA, KELI, WEBC, WBG, WKIX.
12. **HEAVEN KNOWS — DONNA SUMMER — CASABLANCA**
KTNQ, WKY, WLEE, WNDE, Q102, 92X, KEEL, WBBF, WMET, KSTP, 99X, BJ105.
13. **GOODBYE, I LOVE YOU — FIREFALL — ATLANTIC**
WHHY, WOW, WZZP, WING, KTLK, KEEL, KELI, KROY, V-97, WAIR, WQPD.
14. **MUSIC BOX DANCER — FRANK MILLS — POLYDOR**
WAGQ, WWKS, WGUY, WSGN, WKIX, WKY, WAPE, Z-93, KREM, KRTH, WAYS.

RADIO ACTIVE SINGLES

1. **DA YA THINK I'M SEXY — ROD STEWART — WARNER BROS.**
F105 15-9, KTNQ 9-5, WKY 9-3, KIOA 21-15, WHHY 9-1, WISM 11-3, WNDE 11-2, WAPE 17-2, WDRC 19-14, WBBF 5-1, WABC 19-6, WKBW 24-14, WIFI 19-10, KEEL 9-5, KXOK 3-1, WBBQ 15-12, 96X 9-2, WERC 7-3, Q94 3-1, KTAC 16-10, KCPX 5-1, KPAM 8-4, KTLK 8-6, B100 6-2, KING 7-4, WNCI 15-8, 92X 3-1, WING 8-4, WZZP 15-1, Q102 23-14, WOKY 15-12, WAKY 23-19, WOW 13-3, KDWB 9-5, WLS 25-7, KLEO 12-10, WQXI 13-1, KREM 21-5, WMET 13-10, WPEZ 8-2, WKLO 12-7, 13Q 3-1, WGCL 3-1, BJ 105 8-5, KNUS 24-20, KRBE 5-1, WTIX 8-1, WHBQ 7-5, KFRC 5-1, WPRO-FM 10-8, 99X 14-6, WRKO 15-5.
2. **SOUL MAN — BLUES BROTHERS — ATLANTIC**
F105 25-20, WKY Ex-17, KIOA 25-20, WLEE 9-7, WHHY 18-11, WCAO 18-12, Z97 21-11, WISM 27-17, WNDE 17-1, WAPE 16-10, WBBF Ex-22, WKBW 14-9, JB 105 20-17, WIFI 20-15, KSLQ 16-11, KLIF 10-7, WBBQ 25-18, WKXX 4-2, WERC 10-8, WSGA 14-11, KJRB 11-5, KCPX 24-19, KPAM 15-9, KJR 9-6, KTLK 20-17, B100 17-10, KING 15-8, 92X 9-4, WING 19-16, Q102 20-12, WAKY 32-29, WOW Ex-29, KDWB 20-14, KBEQ 28-23, KLEO 9-6, KILT 20-17, KYA 24-21, WQXI 10-7, WPGC 14-7, WHB 10-6, WPEZ 16-13, 13Q 27-19, WGCL 9-6, WAYS 17-12, KNUS 8-5, WTIX 21-10, WNOE 27-24, KRTH 10-8, WPRO-FM 21-14, 99X 22-16, WRKO 16-12, KFRC 9-7.
3. **HEAVEN KNOWS — DONNA SUMMER — CASABLANCA**
F105 Ex-27, WHHY 27-23, WCAO 29-24, WISM Ex-30, WAPE 27-22, WDRC Ex-29, WABC 34-21, WKBW Ex-24, JB 105 19-10, WIFI 30-24, KSLQ 34-27, WBBQ Ex-27, 96X 33-23, WSGA 26-21, Q94 20-12, KTAC Ex-30, KCPX 22-10, KPAM Ex-30, KJR Ex-26, KTLK 25-20, KGW Ex-25, WZZP 27-20, WAKY 31-25, WZUU 25-22, KBEQ 39-26, KLEO 29-23, Z93 26-23, WQXI 16-8, WPGC Ex-25, WHB 27-23, WKLO 37-32, 13Q 30-22, WGCL Ex-21, WAYS 27-22, KNUS 27-23, KRBE Ex-28, WTIX 35-22, WNOE 24-19, WRKO 27-23, WPRO-FM 17-12.
4. **FIRE — POINTER SISTERS — PLANET**
KTNQ 20-16, WKY 11-5, KIOA 20-17, WCAO 7-3, WISM 13-10, WNDE 21-12, WAPE 7-5, WDRC 11-7, WBBF 27-15, WABC 35-26, WFIL 17-13, KEEL 6-2, KSLQ 7-2, Q94 8-6, KTAC 10-8, KPAM 6-3, B100 16-11, KGW 13-8, WNCI 25-18, WZZP 9-6, Q102 12-9, WOKY 20-17, WAKY 20-16, CKLW 21-14, KLEO 4-2, WPGC 4-2, WMET 26-21, KREM 7-3, WPEZ 10-6, WKLO 21-16, 13Q 25-12, WGCL 5-2, BJ105 27-21, KNUS 20-17, KRTH 15-10, KHJ 18-12, WRKO 26-19.
5. **GOT TO BE REAL — CHERYL LYNN — COLUMBIA**
F105 28-23, KTNQ 30-20, WCAO Ex-23, WISM 18-14, WAPE 9-6, WDRC 25-18, WBBF 34-25, WKBW 22-16, WIFI 14-9, KEEL 11-8, KSLQ 8-6, WKXX 14-9, WSGA 5-3, Q94 19-14, KTAC Ex-28, KJRB Ex-26, KPAM 16-12, KING 13-9, 92X 10-6, WZZP 22-18, Q102 32-28, WOKY Ex-28, WAKY 11-7, WZUU Ex-25, KBEQ 23-13, KLEO 30-20, Z93 12-8, WQXI 9-5, WPGC 13-10, WMET 29-25, WGCL 29-25, BJ105, 39-35, WAYS 9-4, WNOE 8-4, KHJ 23-11, WRKO 23-15, WPRO-FM 11-9.

SECONDARY RADIO ACTIVE

1. **NO TELL LOVER — CHICAGO — COLUMBIA**
KASH 21-14, Z96 Ex-30, KRIB 23-18, WRFC Ex-27, WANS 13-10, WTLB 30-24, KOPA 25-21, KFMD 23-20, WSPT 16-13, WDBQ 30-26, KRKE 21-17, KRSP 15-11, WAGQ 22-19, KELI 23-15, WEBC 21-14, KROY 28-24, WGUY 23-18, KENO 25-10, WSGN 20-15, V97 30-27, KERN Ex-28, WBG, 21-15, WRJZ 26-23, WAIR 36-30, WICC 22-18, WAVZ 20-17, WKIX Ex-27, WAUG 20-15, WKWK 20-12, WQPD 26-19, WTRY Ex-29, KSLY 21-10.
2. **HEAVEN KNOWS — DONNA SUMMER — CASABLANCA**
WJDX 25-21, WQPD 30-20, WKWK 37-33, KSLY Ex-27, WBLI Ex-20, WTRY Ex-24, WAUG 27-22, WKIX Ex-25, WIFE 28-25, WICC Ex-16, WRJZ Ex-27, WMFJ 42-30, KERN 21-16, WSGN Ex-31, KENO 29-25, WGUY 28-21, WWKS 30-27, KELI 29-23, WAGQ 29-26, KRSP 25-21, KRKE 27-20, KOPA 26-22, WTLB Ex-25, WANS 32-28, WRFC 25-17, WINW 33-25, Z96 30-20, KASH 25-18.
3. **DA YA THINK I'M SEXY — ROD STEWART — WARNER BROS.**
Z96 12-4, WINW 9-6, KRIB 11-6, WRFC 14-10, WANS 3-1, WTLB 9-3, KOPA 3-1, WDBQ 23-7, KRKE 6-3, KRSP 6-3, KAAY 17-10, WAGQ 10-1, WWKS 5-2, KROY 15-11, WGUY 11-5, KENO 23-11, WSGN 12-6, V97 7-3, KERN 20-17, WMFJ 12-4, WIFE 10-1, WKIX 6-1, WKWK 14-8, KINT 24-12, WBLI 8-4, WQPD 9-4, WJDX 9-6.
4. **SOUL MAN — BLUE BROTHERS — ATLANTIC**
KASH 8-5, Z96 25-15, WINW 23-15, WRFC 6-4, WANS 7-3, KOPA 15-10, KFMD 22-19, WDBQ 27-22, KRSP 17-13, WAGQ 18-13, WEBC 12-5, WWKS 16-12, WGUY 20-14, KENO Ex-26, WSGN 27-21, V97 27-23, WMFJ 3-1, WRJZ 11-5, WICC 18-15, WIFE 21-14, WKIX 10-6, WAUG 15-12, WKWK 24-19, WJDX 20-15, WBLI 22-17, KINT Ex-23.
5. **GOT TO BE REAL — CHERYL LYNN — COLUMBIA**
Z96 20-14, WINW 10-7, KRIB 20-14, WTLB 13-9, KOPA 14-11, KFMD Ex-22, KRKE 20-15, KRSP Ex-26, WAGQ 13-8, KELI 12-6, WEBC 19-16, WWKS 12-10, KROY 8-6, WGUY 27-24, WSGN 19-11, WBG, 9-6, WAIR 15-9, WICC 11-9, WIFE Ex-34, WKIX 4-2, WKWK 22-17, KINT 23-17, WTRY 16-2, KSLY 11-2.
6. **LADY — LITTLE RIVER BAND — HARVEST/CAPITOL**
WTRY Ex-30, KSLY 25-13, WKWK Ex-37, WAUG Ex-26, WICC Ex-30, WAIR 33-23, WMFJ 30-24, WBG, 23-20, KERN 29-25, WSGN 34-30, WEBC 30-25, KELI 26-16, WAGQ 28-24, KAAY Ex-24, KRSP 26-22, KRKE 26-19, WDBQ Ex-30, WSPT Ex-26, WANS 28-20, WRFC Ex-30, KRIB 18-13, WINW Ex-35.

REGIONAL PROGRAMMING GUIDE

(continued from page 29)

Sisters. 23 To 20 — B. Manilow, 22 To 18 — Giorgio, 20 To 17 — R. Stewart, 21 To 16 — D. Summer, 18 To 14 — I. Matthews, 16 To 13 — A. Cooper, 15 To 10 — G. Rafferty, 13 To 9 — Hot Chocolate, 10 To 5 — N. Larson, Ex To 30 — Foreigner, Ex To 29 — Babys, Ex To 28 — Chicago, ADDS: K. Rogers, N. Olsson, Doobie Bros., G. Gaynor.

KTLK — DENVER — PAULA MATTHEWS, MD

2-1 — Chic. JUMPS: 35 To 29 — Paradise Express, 32 To 27 — J. Davis, 29 To 20 — Hall & Oates, 28 To 24 — Gaye, Ross, Wonder & Robinson, 26 To 22 — L. Garrett, 25 To 20 — D. Summer, 24 To 19 — E.C. King, 22 To 18 — Rose Royce, 20 To 17 — Blues Bros., 19 To 14 — Santana, 17 To 13 — Raes, 15 To 12 — Hot Chocolate, 14 To 11 — G. Gaynor, 13 To 10 — Chanson, 10 To 8 — Peaches & Herb, 9 To 7 — M. Moore, 8 To 6 — R. Stewart, Ex To 34 — Doobie Bros., Ex To 30 — Bell & James, ADDS: 35 — E. Money, Firefall, E. Carmen, B. Caldwell, Pages.

KASH — EUGENE — BILL DUDLEY, PD/MD

1-1 — R. Stewart, JUMPS: 30 To 24 — Dire Straits, 22 To 19 — Babys, 25 To 18 — D. Summer, 21 To 14 — Chicago, 16 To 12 — N. Olsson, 12 To 10 — Pablo Cruise, 8 To 5 — Blues Bros., 4 To 2 — Village People, Ex To 30 — Toto, Ex To 28 — Poco, Ex To 23 — Doobie Bros., Ex To 21 — Rose Royce, Ex To 20 — Santana, ADDS: G. Gaynor.

KENO — LAS VEGAS — STEVE SOMMERS, MD

1-1 — Chic. JUMPS: 29 To 25 — D. Summer, 28 To 24 — Poco, 26 To 22 — Hot Chocolate, 27 To 21 — Village People, 20 To 16 — B. Manilow, 23 To 11 — R. Stewart, 25 To 10 — Chicago, 10 To 5 — Earth, Wind & Fire, 8 To 4 — Foreigner, Ex To 29 — C. Stevens, Ex To 28 — Al Stewart, Ex To 27 — Zwl, Ex To 26 — Blues Bros. ADDS: S. Quatro & C. Norman, M. Hain, Sad Cafe.

KRTH — LOS ANGELES — BOB HAMILTON, PD/MD

1-1 — R. Stewart, JUMPS: 30 To 27 — N. Diamond, 27 To 23 — Doobie Bros., 29 To 20 — Peaches & Herb, 22 To 17 — Santana, 19 To 16 — Chicago, 18 To 15 — Hot Chocolate, 16 To 13 — B. Manilow, 20 To 11 — G. Gaynor, 15 To 10 — Pointer Sisters, 10 To 8 — Blues Bros. ADDS: 30 — K. Rogers, 29 — Al Stewart, 28 — A. Murray, F. Mills, Dire Straits.

KHJ — LOS ANGELES — STEVE CASEY, MD

1-1 — Bee Gees, JUMPS: 29 To 23 — Santana, 17 To 13 — I. Matthews, 18 To 12 — Pointer Sisters, 23 To 11 — C. Lynn, 10 To 8 — O. Newton-John, ADDS: 30 — N. Olsson, 28 — Doobie Bros., 20 — Hot Chocolate.

KTNQ — LOS ANGELES — GARY GREENBERG/CONNIE SINGER, MD

2-1 — Toto, JUMPS: 30 To 20 — C. Lynn, 21 To 18 — G. Rafferty, 20 To 16 — Pointer Sisters, 18 To 15 — Chicago, 22 To 14 — D. Hartman, 16 To 13 — Foreigner, 11 To 6 — O. Newton-John, 9 To 5 — R. Stewart, 6 To 3 — B. Seger, 7 To 2 — N. Larson, Ex To 29 — N. Olsson, Ex To 27 — B. Caldwell, ADDS: 26 — D. Summer, M. Manchester, Babys, Doobie Bros.

KOPA — PHOENIX — STEVE RIVERS, PD

3-1 — R. Stewart, JUMPS: 30 To 27 — Foreigner, 28 To 25 — Babys, 29 To 24 — B. Joel, 26 To 22 — D. Summer, 25 To 21 — Chicago, 22 To 19 — Chanson, 21 To 18 — Hot Chocolate, 18 To 15 — A. Frehley, 17 To 14 — B. Manilow, 14 To 11 — C. Lynn, 15 To 10 — Blues Bros., 12 To 9 — I. Matthews, 9 To 6 — O. Newton-John, 8 To 5 — Pointer Sisters, 10 To 4 — K. Rogers, ADDS: 30 — E. Money, 29 — Peaches & Herb, Poco, G. Gaynor, Amii Stewart, Doobie Bros. LRB.

KGW — PORTLAND — TERRY DANNER, MD

2-1 — Toto, JUMPS: 22 To 18 — Santana, 19 To 16 — B. Manilow, 18 To 15 — Chicago, 16 To 13 — Hot Chocolate, 13 To 8 — Pointer Sisters, 9 To 6 — B. Seger, 4 To 2 — N. Larsen, Ex To 25 — D. Summer, Ex To 24 — Doobie Bros. ADDS: K. Rogers, A. Murray, Dr. Hook.

KPAM — PORTLAND — MIKE O'BRIAN, MD

4-1 — N. Larson, JUMPS: 30 To 25 — M. Manchester, 29 To 24 — LRB, 26 To 23 — Rolling Stones, 28 To 22 — Foreigner, 25 To 21 — Chanson, 24 To 19 — Chicago, 22 To 18 — K. Rogers, 19 To 15 — A. Frehley, 16 To 12 — C. Lynn, 14 To 10 — B. Manilow, 15 To 9 — Blues Bros., 8 To 4 — R. Stewart, 6 To 3 — Pointer Sisters, 5 To 2 — O. Newton-John, Ex To 30 — D. Summer, Ex To 29 — Doobie Bros., Ex To 28 — M. Hain, ADDS: Rose Royce, Styx, Santana.

KROY — SACRAMENTO — DANNY WRIGHT, PD

1-1 — Bee Gees, JUMPS: 30 To 25 — Rose Royce, 28 To 24 — Chicago, 25 To 21 — I. Matthews, 24 To 20 — Chanson, 22 To 18 — A. Frehley, 18 To 15 — B. Caldwell, 17 To 13 — O. Newton-John, 15 To 11 — R. Stewart, 8 To 6 — C. Lynn, Ex To 30 — Babys, Ex To 29 — Foreigner, Ex To 28 — G. Rafferty, Ex To 26 — B. Manilow, ADDS: Doobie Bros., Firefall, Hall & Oates, Peaches & Herb.

KCPX — SALT LAKE CITY — GARY WALDRON, PD

5-1 — R. Stewart, JUMPS: 29 To 26 — Babys, 28 To 25 — C. Lynn, 30 To 24 — Doobie Bros., 26 To 23 — Chicago, 27 To 22 — A. Frehley, 24 To 19 — Blues Bros., 21 To 18 — L. Garrett, 23 To 16 — K. Rogers, 16 To 13 — Sad Cafe, 22 To 10 — D. Summer, 19 To 9 — G. Rafferty, 11 To 8 — I. Matthews, 8 To 6 — B. Manilow, Ex To 31 — LRB, Ex To 30 — N. Diamond, Ex To 29 — D. Parton, Ex To 28 — A. Murray, Ex To 27 — F. Mills, ADDS: Dire Straits, E. Money, Foreigner, C. Bullens.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

3-1 — Pointer Sisters, JUMPS: 27 To 23 — Firefall, 26 To 22 — LRB, 25 To 21 — D. Summer, 24 To 20 — Doobie Bros., 18 To 14 — B. Manilow, 17 To 13 — Blues Bros., 16 To 12 — L. Garrett, 15 To 11 — Chicago, 12 To 8 — A. Frehley, 11 To 7 — Foreigner, 8 To 6 — Styx, 6 To 3 — R. Stewart, Ex To 29 — N. Olsson, Ex To 28 — Chanson, Ex To 27 — Babys, Ex To 26 — C. Lynn, ADDS: K. Rogers, M. Manchester, G. Gaynor, Heart, B. Joel.

B100 — SAN DIEGO — C.C. McCARTNEY, PD

2-1 — B. Seger, JUMPS: 25 To 21 — LRB, 23 To 20 — Meat Loaf, 18 To 15 — Chicago — 19 To 12 — Talking Heads, 16 To 11 — Pointer Sisters, 17 To 10 — Blues Bros., 8 To 6 — K. Loggins, 6 To 2 — R. Stewart, Ex To 24 — Firefall, Ex To 23 — Babys, Ex To 22 — Styx, Ex To 18 — G. Rafferty, Ex To 17 — Earth, Wind & Fire, Ex To 16 — O. Newton-John, ADDS: 25 — B. Joel, 14 — Cars, N. Diamond, Doobie Bros., N. Olsson, Santana, Poco.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

5-1 — R. Stewart, JUMPS: 26 To 22 — A. Frehley, 22 To 18 — I. Matthews, 21 To 15 — G. Gaynor, 20 To 13 — O. Newton-John, 16 To 12 — E. Clapton, 13 To 10 — B. Caldwell, 11 To 9 — Hot Chocolate, 9 To 7 — Blues Bros., Ex To 28 — E. Money, Ex To 27 — Babys, Ex To 23 — Peaches & Herb, ADDS: Dire Straits, Doobie Bros., Third World.

KYA — SAN FRANCISCO — RICK SCOTT, MD

2-1 — Bee Gees, JUMPS: 24 To 21 — Blues Bros., 23 To 20 — G. Rafferty, 25 To 18 — B. Manilow, 15 To 9 — N. Larson, 11 To 8 — E. Clapton, 10 To 4 — B. Caldwell, Ex To 25 — Chicago, Ex To 24 — Boston, Ex To 23 — I. Matthews, ADDS: Foreigner, N. Olsson.

KSly — SAN LUIS OBISPO — GUY PAUL, PD/MD

2-1 — R. Stewart, JUMPS: 29 To 24 — Foreigner, 28 To 23 — Third World, 27 To 22 — Chanson, 24 To 21 — D. Parton, 23 To 16 — B. Caldwell, 26 To 14 — Firefall, 25 To 13 — LRB, 22 To 11 — Pablo Cruise, 21 To 10 — Chicago, 11 To 2 — C. Lynn, Ex To 30 — Sad Cafe, Ex To 29 — Heart, Ex To 28 — D. Gray, Ex To 27 — D. Summer, Ex To 26 — Doobie Bros., Ex To 17 — Babys, ADDS: E. Money, M. Manchester, Styx, E.C. King, Al Stewart, G. Vannelli.

KJR — SEATTLE — TRACY MITCHELL, MD

2-1 — R. Stewart, JUMPS: 19 To 16 — M. Manchester, 20 To 14 — Doobie Bros., 12 To 8 — D. Hartman, 9 To 6 — Blues Bros., 7 To 4 — A. Frehley, Ex To 26 — D. Summer, Ex To 25 — K. Rogers, Ex To 24 — Heart, Ex To 22 — Rose Royce, ADDS: C. Lynn, Al Stewart, G. Gaynor, N. Olsson, Dr. Hook.

KING — SEATTLE — TOM MCKAY, MD

2-1 — Bee Gees, JUMPS: 25 To 20 — B. Manilow, 15 To 8 — Blues Bros., 13 To 9 — C. Lynn, 7 To 4 — R. Stewart, Ex To 25 — B. Caldwell, Ex To 24 — Doobie Bros., Ex To 23 — Talking Heads, Ex To 22 — K. Rogers, ADDS: N. Diamond, Gonzalez, M. Moore, S. Quatro & C. Norman.

KJRB — SPOKANE — TOM HUTYLER, MD

2-1 — R. Stewart, JUMPS: 30 To 27 — Babys, 29 To 23 — Poco, 26 To 21 — L. Garrett, 27 To 20 — B. Joel, 8 To 6 — K. Rogers, 11 To 5 — Blues Bros., 7 To 4 — O. Newton-John, Ex To 30 — S. Quatro & C. Norman, Ex To 29 — A. Murray, Ex To 28 — LRB, Ex To 26 — C. Lynn, Ex To 25 — Doobie Bros. ADDS: E. Money, Dire Straits, Al Stewart, Talking Heads.

KREM — SPOKANE — DON NORDINE, PD

1-1 — Chic. JUMPS: 13 To 10 — K. Rogers, 21 To 5 — R. Stewart, 7 To 3 — Pointer Sisters, Ex To 30 — LRB, Ex To 29 — G. Gaynor, ADDS: Doobie Bros., Chanson, F. Mills, Santana, A. Frehley, Talking Heads, L. Garrett.

KTAC — TACOMA — BRUCE CANNON, MD

1-1 — Chic. JUMPS: 28 To 25 — A. Frehley, 23 To 20 — G. Rafferty, 21 To 18 — B. Seger, 20 To 17 — I. Matthews, 18 To 13 — D. Hartman, 16 To 10 — R. Stewart, 11 To 9 — N. Larson, 10 To 8 — Pointer Sisters, 9 To 7 — O. Newton-John, Ex To 30 — D. Summer, Ex To 29 — Rose Royce, Ex To 28 — C. Lynn, ADDS: Chanson, L. Garrett.

Introducing the one and only...

Daddy Dewdrop



With his new smash hit,

"NANU, NANU, (I Wanna Get Funky Wich You)"

(Inphasion 7201)

Produced by Pardo Jones for Little Bear Productions.



Distributed by **K** Records and Tapes.

MERCHANDISING



VAN HALEN DELIRIUM — In the center of the above mayhem are Van Halen's David Lee Roth and Edward and Alex Van Halen. The Warner Bros. artists were besieged by fans during a recent in-store autograph signing appearance at the Sound Warehouse in Dallas.

Pointers' Album Object Of WEA Display Contest

LOS ANGELES — Sales representatives and field merchandisers for WEA are about to engage in a marathon display contest to promote the Pointer Sisters' Planet LP, "Energy," and single, "Fire." The representatives will assemble photo-books of displays set up in the stores they cover, and will be eligible for branch prizes. Cash prizes of \$175, \$100 and \$75 will be awarded to the first, second and third place winners respectively. The winning branch books will then be entered in a national contest.

Winners Of Polygram Retail Contest Posted

NEW YORK — Polygram Distribution has selected the winners of its "Passport to Paradise" sweepstakes. The contest, initiated as part of the company's "World of Music" program, ran from Aug. 15 through Dec. 31, utilizing the "mystery shopper" concept that offered record store managers entry blanks to the contest in the event that Polygram-distributed product was being played when a Polygram representative visited the store.

The grand-prize of an all-expense paid trip for two to Hawaii went to Ben Morton of Sound Warehouse, Houston, Texas; second prize of \$500 was awarded to Cindy Conrad of Record Theatre, Seattle, Washington; and a \$200 third prize was presented to Carolyn Simpson of Popular Tunes, Memphis, Tennessee.

Video Group Offers Casablanca Trailer

LOS ANGELES — Visual Concepts Inc., a group that promotes recording artists through video demonstration reels, is now presenting its Casablanca Records and FilmWorks video tape trailer. The new tape, which will be shown at selected Montgomery Ward department stores and Warehouse record shops, will feature Kiss, Donna Summer, Village People, Parliament and Midnight Express.

E/A's 1st Sampler LP Offers New Releases

LOS ANGELES — "Twelve Terrific Tracks," Elektra/Asylum's first sampler album for in-store play, has been released and features the highlight cuts from recent LPs. Jerry Sharell, vice president/marketing for Elektra/Asylum said that samplers, packaged in covers listing the tracks and giving information about the artists, would be issued by the label regularly to cover its releases.

"Twelve Terrific Tracks" features songs by Jim Morrison and the Doors, The Pointer Sisters, Marc Tanner, Robben Ford, Eddie Rabbitt, Gilberto Gil, among others.

NARM Launches Retail Certification Program

NEW YORK — NARM's newly formed Education Committee held its initial meeting at the Hyatt Regency — O'Hare in Chicago last week and formulated details for the NARM Retail Management Certification Program.

The program, the committee agreed, would include a five-day educational session and a four-week on-the-job training program, scheduled to begin in various regional locations in April, 1979. The cost, the committee estimated, would be \$300 per person.

According to the committee, NARM's retail management certification program has been designed to teach the manager of any retail record store or department how to perform daily activities more effectively and efficiently.

The five major areas of study concentration selected by the committee included:

- store management practices.
- merchandising control, including profit and loss analysis and pricing strategy.
- sales and merchandising analysis.
- store promotion.
- personnel management.

The education committee was chaired by Joseph Cohen, executive vice president of NARM, who commented after the meetings that "the consensus was that a good manager can turn a losing store around in weeks." Cohen added that the program would stress the ability to make intelligent hiring decisions, as well as in-store security control.

Cohen also noted that trainees for the program would not necessarily be people already working in the industry, but would also include interested young persons.

The education committee meeting was attended by Dr. David Rachman, the course instructor; David Grossman, NARM's manager of special projects and project coordinator; and the committee members. On the committee are: Ed Carter, Metro Music Corp.; Geoffrey P. Hull, Middle Tennessee State University; Mary Keller, Music Stop Inc.; William Lambert, Pickwick International; John Marmaduke, Western Merchandisers Inc.; Larry Mundrof, Camelot Music, Inc.; Ronald Schaff, Ron Del Distributing Corp.; Russ Solomon, Tower Records; and Chris Stewart, The Record Bar, Inc.

Chic Single Available In Pink Vinyl Edition

NEW YORK — Atlantic Records has released a new single by Chic, entitled "I Want Your Love."

A limited edition of 50,000 copies of the 12-inch single, pressed on pink vinyl, will be made commercially available and will carry a list price of \$3.98. An extensive promotional campaign, including television time buys, trade and consumer press ads, and special merchandising displays, will support the special DiscoDisc.

SINGLES BREAKOUTS

Pickwick/Natl. BABYS BOBBY CALDWELL DELEGATION FIREFALL GIORGIO LEIF GARRETT GLORIA GAYNOR CHERYL LYNN FRANK MILLS ANNE MURRAY NIGEL OLSSON PABLO CRUISE	Harmony House/New Jersey DOOBIE BROTHERS GIORGIO "POPS WE LOVE YOU" TANYA TUCKER Cactus/Houston POCO BONNIE POINTER THIRD WORLD Record Theatre/Cleveland BABYS LITTLE RIVER BAND IAN MATTHEWS SAD CAFE BARRY WHITE Everybody's/Portland DAN HARTMAN CHERYL LYNN ROD STEWART ROLLING STONES Richman Bros./Philadelphia BELL & JAMES NEIL DIAMOND	MARVIN GAYE THE JACKSONS BOOKER T. JONES ANNE MURRAY SISTER SLEDGE Father's & Sun's/Indianapolis THE BABYS FIREFALL LITTLE RIVER BAND HERBIE MANN PABLO CRUISE JOHN WILLIAMS DONNA SUMMER Licorice Pizza/Los Angeles BLUES BROTHERS GENE CHANDLER LAKESIDE SANTANA DONNA SUMMER Record World T.S.S./New York BELL & JAMES GARY'S GANG GONZALEZ EDWIN STARR Music Box/New Orleans FRANK MILLS POCO STYX Galgano/Chicago MICHAEL JACKSON THE JACKSONS LITTLE RIVER BAND MELISSA MANCHESTER POCO MARY WELCH	Tower/San Francisco SUZI QUATRO/CHRIS NORMAN SYLVESTER TANYA TUCKER Harmony Hut/Washington DELEGATION EDWIN STARR SYLVESTER Spec's/Miami POCO GERRY RAFFERTY Harmony House/Detroit THE BABYS HOT CHOCOLATE Alta Circles/Phoenix BOBBY CALDWELL FOREIGNER LEIF GARRETT LITTLE RIVER BAND CHERYL LYNN DONNA SUMMER Camelot/Natl. A TASTE OF HONEY THE BABYS STEPHEN BISHOP THE CARS CHANSON FOREIGNER KINSMAN DAZZ FRANK MILLS PABLO CRUISE GLEN SUTTON J.P. YOUNG
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ALBUM BREAKOUTS

Camelot/Natl. BLUES BROTHERS DIRE STRAITS NICOLETTE LARSON IAN MATTHEWS EDDIE MONEY OLIVIA NEWTON-JOHN POINTER SISTERS ROSE ROYCE ROD STEWART "SUPERMAN" All Record Service/Oakland CAMEL NAZARETH U.F.O. Music Stop/Detroit BOBBY CALDWELL JOHN DENVER DOOBIE BROTHERS BOB JAMES RONNIE LAWS EDDIE MONEY SANTANA TALKING HEADS VILLAGE PEOPLE Gary's/Virginia CAPTAIN SKY DIRE STRAITS MARVIN GAYE HOT CHOCOLATE RICK JAMES CHERYL LYNN Richman Brothers/Philadelphia BREAKWATER CHUCK BROWN & THE SOUL SEARCHERS NAZARETH Tower/Seattle DIRE STRAITS STEVE FORBERT RUFUS JOE SAMPLE 1812 Overture/Milwaukee BELL & JAMES CAPTAIN SKY ELVIS COSTELLO JOHN DENVER GLORIA GAYNOR AL GREEN HEAD EAST PEACHES & HERB SAD CAFE SIDE EFFECT Handleman/Natl. THE BABYS BLUES BROTHERS PEABO BRYSON ERIC CARMEN GENE CHANDLER JOHN DENVER HOT CHOCOLATE PARLIAMENT ROD STEWART TOTO Tape City/New Orleans THE BABYS BAR-KAYS PEABO BRYSON GLORIA GAYNOR HOT CHOCOLATE E.C. KING KENNY ROGERS PATRICE RUSHEN PETER TOSH Disc O Mat/New York CAMEL	DESMOND CHILD & ROUGE "MOMENT BY MOMENT" NAZARETH FRANK ZAPPA Big Apple/Denver CHUCK BROWN & THE SOUL SEARCHERS KATE BUSH GENE CHANDLER EDWIN STARR Korvettes/Natl. ELVIS COSTELLO MARVIN GAYE GLORIA GAYNOR GONZALEZ HOT CHOCOLATE J. GEILS MELISSA MANCHESTER SAD CAFE CAT STEVENS ROD STEWART Discount/St. Louis CHUCK BROWN & THE SOUL SEARCHERS CINDY BULLENS GONZALEZ RICK JAMES KAYAK LORETTA LYNN MELANIE NAZARETH WILLIE NELSON U.F.O. Spec's/Miami MELANIE Soul Shack/Washington BREAKWATER GAZ GONZALEZ PLAYERS' ASSOCIATION LONNIE LISTON SMITH TAVARES Wherehouse/Los Angeles ELVIS COSTELLO JOHN DENVER EDDIE MONEY Flipside/Chicago F.M. (VISA) FABULOUS POODLES HEAD EAST ROBERT JOHNSON GEORGE THOROGOOD Pickwick/Natl. BLUES BROTHERS JOHN DENVER DIRE STRAITS DOOBIE BROTHERS "EVERY WHICH WAY BUT LOOSE" MARVIN GAYE GLORIA GAYNOR HOT CHOCOLATE NICOLETTE LARSON MELISSA MANCHESTER OLIVIA NEWTON-JOHN POINTER SISTERS KENNY ROGERS ROD STEWART TANYA TUCKER Oz/Atlanta F.M. (VISA) SAD CAFE Harvard Coop/Boston JOHN DENVER EDDIE MONEY POINTER SISTERS	Everybody's/Portland DAVID BROMBERG THE CARS ELVIS COSTELLO DIRE STRAITS EDDIE MONEY HEART WILLIE NELSON — "STARDUST" OLIVIA NEWTON-JOHN KENNY ROGERS PETER TOSH Father's & Sun's/Indianapolis THE BABYS BELL & JAMES ANGELA BOFILL VALERIE CARTER ELVIS COSTELLO DANE DONOHUE GODZ HEAD EAST PAT METHENY EDDIE MONEY NAZARETH SAD CAFE LONNIE LISTON SMITH GEORGE THOROGOOD Wilcox/Oklahoma City ELVIS COSTELLO HOT CHOCOLATE BOB JAMES Bee Gee/Albany BOB JAMES PEACHES & HERB EDWIN STARR Alta/Phoenix THE BABYS BOBBY CALDWELL ELVIS COSTELLO JOHN DENVER DIRE STRAITS NICOLETTE LARSON EDDIE MONEY POCO BONNIE POINTER PETER TOSH U.F.O. VOYAGE DON WILLIAMS Record Theatre/Cleveland BOBBY CALDWELL ELVIS COSTELLO MELISSA MANCHESTER ANDY MENDELSON SAD CAFE TALKING HEADS THIRD WORLD Port O Call/Nashville MOLLY HATCHET Cavages/Buffalo PHYLLIS HYMAN PLAYERS' ASSOCIATION THIRD WORLD TANYA TUCKER Tower Records/San Francisco ANGELA BOFILL CINDY BULLENS MELISSA MANCHESTER BOB MARLEY Sounds Unlimited/Chicago PEABO BRYSON J. GEILS MELISSA MANCHESTER STEVE MILLER TRILLION Western Merch/Amarillo DIRE STRAITS
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TOP SINGLE BREAKOUT OF THE WEEK

EVERY TIME I THINK OF YOU — THE BABYS — CHRYSALIS

TOP ALBUM BREAKOUT OF THE WEEK

ARMED FORCES — ELVIS COSTELLO — COLUMBIA

JAZZ

TOP 40 ALBUMS

	Weeks On Chart	1/27		Weeks On Chart	1/27
1 TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	1	7	21 EQUINOXE JEAN-MICHEL JARRE (Polydor PD 1-6175)	19	5
2 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	2	16	22 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	20	65
3 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	3	18	23 CRY JOHN KLEMMER (ABC AA 1106)	22	11
4 SECRET AGENT CHICK COREA (Polydor PD 1-6176)	4	6	24 CARNIVAL MAYNARD FERGUSON (Columbia JC 35480)	24	17
5 FLAME RONNIE LAWS (United Artists UA-LA881-H)	5	14	25 RETURN TO FOREVER LIVE (Columbia C4X 35350)	21	8
6 MR. GONE WEATHER REPORT (Columbia JC 35358)	6	15	26 LEGACY RAMSEY LEWIS (Columbia JC 35483)	23	16
7 PATRICE PATRICE RUSHEN (Elektra 6E-160)	8	12	27 JUNGLE FEVER NEIL LARSEN (Horizon/A&M 733)	35	3
8 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	7	14	28 CHICK, DONALD, WALTER & WOODROW THE WOODY HERMAN BAND (Century CR-1110)	31	6
9 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD 1-6179)	10	6	29 THE BEST OF NORMAN CONNORS & FRIENDS (Buddah/Arista BDS 5716)	28	7
10 INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557)	9	12	30 STREAMLINE LENNY WHITE (Elektra 6E-164)	29	11
11 JAZZSTARS IN CONCERT RON CARTER, SONNY ROLLINS, McCOY TYNER (Milestone M-55006)	15	3	31 YOU AIN'T NO FRIEND OF MINE IDRIS MUHAMMAD (Fantasy F-9566)	30	9
12 WE ALL HAVE A STAR WILTON FELDER (ABC AA-1109)	12	10	32 ONE AHMAD JAMAL (20th Century Fox T-555)	34	3
13 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	13	22	33 YOU SEND ME ROY AYER (Polydor PD 1-6159)	32	25
14 PAT METHENY GROUP (ECM 1-1114)	11	26	34 LEGENDS DAVE VALENTIN (Cap/Arista 5001)	37	2
15 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	14	21	35 MANHATTAN SYMPHONIE DEXTER GORDON QUARTET (Columbia JC 35608)	27	12
16 ANGIE ANGELA BOFILL (Arista GRP 5000)	25	5	36 CRYSTAL GREEN RAINBOW (Inner City 6001)	39	2
17 THANK YOU FOR . . . F.U.M.L. (FUNKING UP MY LIFE) DONALD BYRD (Elektra 6E-144)	16	12	37 ANOTHER WORLD STAN GETZ (Columbia JC 35513)	33	7
18 IMAGES CRUSADERS (ABC/Blue Thumb BA 6030)	17	29	38 EXOTIC MYSTERIES LONNIE LISTON SMITH (Columbia JC 35654)	—	1
19 SPACE GEORGE BENSON (CTI 7085)	26	2	39 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	38	20
20 SOFT SPACE THE JEFF LORBER FUSION (Inner City 1056)	18	17	40 SUN BEAR CONCERTS KEITH JARRETT (ECM-X-1100)	—	1

ON JAZZ

The first festival of the new year has been announced. The Boston Globe Jazz Festival, which was a five-day affair last year, becomes a nine-day marathon from March 9-18. Headliners include Sarah Vaughan, Mel Torme, Herbie Hancock, the Crusaders, Woody Herman, Dave Brubeck, Gerry Mulligan, Zoot Sims, Roy Eldridge, Kenny Davern, and many, many more.

The new Muse LPs have arrived: Barry Altschul ("Another Time, Another Place"); Kenny Burrell ("Handcrafted"); Jaki Byard ("Family Man"); Charlie Earland ("Mama Roots"); Ron Eschete ("To Let You Know I Care"); and Sonny Phillips ("I Concentrate On You").

Drummer Walter Bolden, who used to play with Stan Getz, has the first solo LP of his long career on Nemperor. Virgil Jones and Harold Mabern are along to help out.

The new Watt LP by the Carla Bley band ("Musique Mechanique") is out. The band includes Roswell Rudd, Steve Swallow, Mike Mantler, and special guest Charlie Haden. The band also begins an extensive tour this weekend, with stops in Boston, Montreal, East Lansing, and San Francisco at Keystone Korner.

Jeff Atterton, New York's senior jazz retail man, is now located in the main King Karol store on West 42nd Street.

A reactivated CTI demonstrates that it hasn't lost its touch, as the rocketing "Space" LP by George Benson amply

demonstrates. Current plans call for CTI to be coming out with repackaged product in substantial amounts in the next few months. In addition, February will see the first new CTI product in more than nine months. "Patti Austin — Live At The Bottom Line" will be the initial release, to be followed by an Art Farmer — Jim Hall collaboration and a Hank Crawford album with Hank singing!

Stanley Turrentine, now with a new label, is working on his first LP for the label.

National Public Radio affiliate KCSN/Northridge, Calif. is sponsoring a Night of Jazz Feb. 20 at the California State University, Northridge. The lineup includes: Monk Montgomery, Benny Powell, the Toshiko Akiyoshi Trio with Lew Tabackin, Lorez Alexandria, Teddy Edwards, Dave Frishberg and Abe Most, Bobby Shew Quintet, Bill Holman, Bill Berry, Frank Capp-Nat Pierce Juggernaut, Harold Land-Blue Mitchell Quintet and the CSUN Jazz Band directed by Jeol Leach and the Chuck Flores Octet. Event is being coordinated by KSCN DJ Richard Pulin, whose own band, Full Cycle, will also perform. TV personality Steve Allen will serve as guest emcee and Mrs. Clifford Brown will also participate.

Nautilus Records, a division of Orion Marketing, Limited, has secured international distribution rights for direct-to-disc recordings manufactured by Dis-

(continued on page 52)



STAN GETZ GREETED — Columbia recording artist Stan Getz was greeted backstage at the Roxy Theatre by label execs following his recent concert there in support of his "Another World" album. Pictured (l-r) are: Norman Connors; Getz; Jheri Berry, CBS regional promotion manager; Lalo Schifrin; Orlando Bonner, Jazz Album Countdown; Ted Terry, KJLH air personality; Peter Erskine, drummer with Weather Report and Ronnie Foster, Columbia jazz keyboardist.

JAZZ ALBUM PICKS

CARMEL — Joe Sample — ABC AA-1126 — Producers: Wilton Felder, Stix Hooper and Joe Sample — List: 7.98

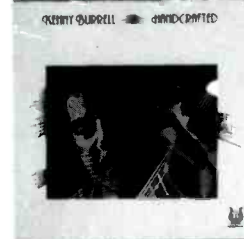
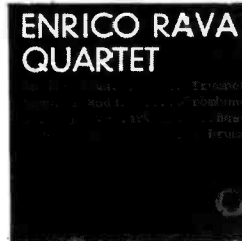
With his debut solo album, "Rainbow Seeker," Crusaders keyboardist Joe Sample focused on the acoustic piano while the rest of the field was chained to the synthesizer. Not surprisingly, it was one of last year's most auspicious albums, replete with multi-layered textures and subtle rhythmic nuances. In "Carmel," he again eschews electronics in a romantic tribute to this coastal paradise in Northern California. Sample employs the Fender Rhodes only once, for maximum effect, on "Rainy Day In Monterey."

STOLEN MOMENTS — Oliver Nelson — Inner City 6008 — Producer: Itoh & Itoh — List: 7.98

This, the last LP of Nelson's too brief career, is a nine-piece band of top LA pros, and the music is often a look back at some of the leader's earlier successes. The title track, "Yearnin'," and "Three Seconds" were Nelson tunes of earlier vintage, and these fresh treatments are especially rewarding. Trumpeter Bobby Bryant sticks out among the sidemen. Excellent notes.

ENRICO RAVA QUARTET — Enrico Rava — ECM 1-1122 — Producer: Manfred Eicher — List: 7.98

Trumpeter Rava fronts a quartet featuring trombonist Rosewell Budd, drummer Aldo Romano and Bassist J.F. Jenny Clark on this heady collection of avante garde performances. All of the tunes are Rava originals, with the exception of Thelonious Monk's classic "Round About Midnight." Outstanding production and packaging, as usual, by Manfred Eicher.



EXOTIC MYSTERIES — Lonnie Liston Smith — Columbia JC 35654 — Producers: Bert deCoteaux and Lonnie Liston Smith — List: 7.98

Keyboard man Lonnie Liston Smith's latest effort is a sophisticated, lushly produced effort which combines the musicianship of several top jazz instrumentalists with the rhythmic danceability of disco. Two of the LP's eight songs feature Donald Smith's fluid vocals. Because of the variety of styles covered, the album should find acceptance on jazz, R&B, disco, MOR and pop formats.

HAND CRAFTED — Kenny Burrell — Muse 5144 — Producer: Helen Keane — List: 7.98

Five stretched-out trio performances form the program for Burrell's initial Muse LP. An added plus is his use of acoustic guitar on a couple of ballads. Still, the problem exists of holding listeners' attention through long performances with only guitar, bass, and drums. Burrell has always been a polished performer, but a bit more fire would have helped here.

MAGICAL ELEMENTS — Dry Jack — Inner City 1063 — Producer: Dry Jack and A. Chiariello — List: 7.98

Dry Jack is a Kansas City based rhythm section with a lot going for it. Guitarist Rod Fleeman could be another DiMeola, and the tightness of the group is admirable. Keyboard man Chuck Lamb wrote the original material and sounds best on acoustic piano. Check out "Lit Spinners" to hear the group at its best.

Singers Should Also Take Care Of Speaking Voice

(continued from page 14)

chological barrier which singers and speakers have to break through to regain their normal voices," stated Cooper. "I have patients coming to me all the time who think they're speaking properly and naturally, but in actuality they're speaking much too low or high a pitch for what their voice can really handle. Thus their speaking and singing voices deteriorate.

"When you finally do alert the patient that he's speaking incorrectly and unnaturally, it takes a while to truly convince him because he's gotten into the rut of speaking abnormally. But what I do is to show them other patients of mine who've recovered their voice and have located their proper vocal image. When they see other people who have corrected their voices, they start to believe you and work toward regaining their own natural voice."

Convince Colleagues

Since Cooper is one of the first speech pathologists to develop the technique which connects the singing and speaking voices, he has had to spend much of his time trying to convince other doctors in his field to the new approaches and techniques he has developed.

"It's been a big problem trying to convince the old-line speech therapists about the new technique and theory," acknowledged Cooper. "It's not only the speech therapists; it's the MDs who've tried to cure patients by treating them with biotics and palliative measures. We still have to make doctors and therapists more aware of this method of correcting the voice. I hope to continue to bring more awareness to this technique.

"I feel this method is really amazing," added Cooper. "I have patients who come from all over the country, and we can diagnose them immediately and help cure them within a few months."



SATURDAY NIGHT FAVORITES — The Bee Gees were voted Best Group and Barry Manilow was voted Favorite Male Vocalist in the Pop/Rock category at the recent sixth annual American Music Awards. However it was Donna Summer who clearly stole the evening's glory as she garnered three awards for Favorite Female



Singer. Favorite Single and Favorite Album in the Disco category. The awards were voted by the American record buying public. Pictured from (l-r) are: Barry Gibb, Maurice Gibb, Robin Gibb, Barry Manilow and Donna Summer. The AMAs were broadcast live on national television.

Peaches Creates Regional Post

LOS ANGELES — Four new positions were created at the NEHI/Peaches organization, in major reconstruction of the company. The new posts entitled regional director, will have the responsibility of coordinating all stores in each of their geographical regions.

Those assuming new posts are: Bob Sturgess, western regional director; John London, north central regional director; Doug Southcott, northeast regional director and Marvin Seagraves, southeast regional director.

Western Region

The western region will cover the states of Colorado, Texas, Washington, Kansas, Oklahoma and Nebraska. The north central region will cover the states of Wisconsin, Michigan, Ohio and Indiana. The northeast region will cover Pennsylvania, New Jersey, Connecticut and Washington D.C. The Southeast region will cover the states of Florida, Georgia, Missouri, Tennessee and North Carolina.

Platinum International New Independent Label

LOS ANGELES — Laurance Hurwitch recently formed Platinum International Inc., a new corporation that has been established in Los Angeles. The entertainment company has three interrelated divisions: Platinum International Records, Platinum International Management and Platinum International Productions. The new independent label has signed its first two artists in songwriter/keyboardist Ronnie Barron and singer/songwriter Ron Charles.

Barcoding Breakthrough Is Looming On The Horizon

(continued from page 7)

"We (retailers and rack jobbers) would buy the sheets from each record company and convert our entire stock of their product so it would be bar coded."

Time, Money Savings

He said such stickers would be placed on the shrink wrap of an album, most likely in the same spot manufacturers now put coding on new releases.

This would save the time and part of the expense of re-doing the cover art on all catalog albums to include a bar code.

"If I've got 422 copies of 'Led Zeppelin III' divided among 100 stores," Hartstone said pointing to an example, "then I would buy 500 copies of a bar code sticker for the album and pass them out to the stores and they could sticker them in one day. The idea seems to be acceptable with the manufacturers."

He also said several label manufacturers, such as the Avery Label Company among others, have voiced their willingness to take on such a project.

"I think we have convinced the record companies that coding on 10 percent of the product is useless," Hartstone said. "This is something they never thought the retailers would be willing to pay for. But I've told them, on behalf of other dealers, that we would pay for it in order to get to the point where perhaps 90 percent of all sales can go through scanner registers."

More Efficient

The benefit to manufacturers, Hartstone said, is that those whose lines are converted will be handled more efficiently by record merchandisers who have facilities to make use of the bar code system.

"We could reorder from those manufacturers more quickly than the ones we have to account for by hand. We might be able to reorder an entire line which is bar coded once a week, where without it our ordering would be less efficient and we might get to that in a less complete fashion only once a month," Hartstone said.

The long-range result, he said, would be that "We would tend to carry the complete line of a manufacturer who has bar codes on everything and not carry as much product of a label who, maybe a year from today, hasn't converted. That product without bar codes would just represent a register and inventory burden to us."

Progress Expected

"I think we'll see a great deal of progress within the next 12 months, but I don't think we'll see the ultimate changeover until 1981-82 when someone like NCR (National Cash Register) comes along and converts the entire industry at the point of purchase."

If a majority of manufacturers decide not to take advantage of this plan, most retailers agreed with Hartstone that uses for bar coding will be extremely limited within their respective operations.

Dealers Comment

A spokesman for Pickwick International said, "We, as a distributor/retailer are waiting until more bar-coded product comes out, but we can handle any system the manufacturers come up with."

"Speaking for Pickwick Records, as a manufacturer we're all for it. From the record division point of view, we haven't decided on the full impact of it, but we are going to put bar codes on our records as soon as we get our numbers from the UPC (Universal Product Code) Council. Basically," he said, "so far we have been in a passive role, but we are very supportive."

"We're going to be using it for returns processing," said Harold Okinow, president of Lieberman Enterprises, the nation's third-largest rack jobber. "But that's about all we have in mind right now."

Like most other retailers and rack jobbers, Okinow said what is holding up their use of the bar coding system is not having the hardware, but enough coded product.

Filling The Pipeline

"It will probably take at least a year before the pipeline is filled up enough for anyone to make use of it. The grocery industry has been at it for 10 years and hardly anyone is using it. Probably less than one percent of grocery stores use bar coding," Okinow said, even though now virtually all items found in grocery stores are bar coded.

"I think the biggest benefit it is going to have will be in the numbering uniformity. The labels will have to change their numbering on all the new product that comes out, so someone who still orders manually will be able to punch in the numbers on 10-key machinery," Okinow said. "They couldn't do that before with the alpha-numerical systems most labels had."

He added the Lieberman currently has hardware which can handle bar coding. "I'm all ready for it," Okinow said. "It's just going to take some time before we do."

Means Nothing

"It (bar coding) means nothing to me," said Russ Solomon, president of the 22-store Tower Records chain.

"My main objection is that I think it's ugly. It is tampering with a work of art. It's like putting a bar code on a painting. We're not dealing with a package of cigarettes or a disposable box of soap," Solomon said.

Rather than print the bar code on the LP jacket itself, he suggests a better way would

(continued on page 48)

Helen Sexton

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CLASSICAL

TOP FORTY CLASSICAL ALBUMS

	Weeks On Chart	
1 DONIZETTI: Don Pasquale Sills, Kraus, Gramm, Titus London Symphony Orchestra (Caldwell) Angel SBLX 3871 (16.98/2 LPs)	1/20	
2 SILLS & MILNES: Up In Central Park New York City Opera Orchestra (Rudel) Angel S-37323 (7.98/1 LP)	8	4
3 VERDI: Otello Domingo, Scotto, Milnes, National Philharmonic Orchestra (Levine) RCA CRL3-2951 (26.98/3 LPs)	2	9
4 PUCCINI: Madame Butterfly Scotto, Domingo, Philharmonia Orchestra (Maazel) Columbia M3-35181 (24.98/3 LPs)	1	17
5 MARIA CALLAS: The Legend The Unreleased Recordings Angel S-37557 (7.98/1 LP)	4	11
6 DEBUSSY: Preludes, Book I Arturo Venedetti Michelangeli DG 2531.22 (8.98/1 LP)	6	17
7 BRAVO PAVAROTTI! Pavarotti London PAV 2001/2 (13.96/2 LPs)	13	4
8 BOLLING: Suite For Violin And Jazz Piano Zukerman, Bolling, Hediguer, Sabiani Columbia 35128 (7.98/1 LP)	3	23
9 HANDEL: The Water Music Concertus Musicus of Vienna (Harnoncourt) Telefunken 6.42497 (6.98/1 LP)	5	13
10 HOROWITZ: Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA CRL 1-2633 (8.98/1 LP)	12	9
11 BOLLING: Suite For Flute And Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	7	45
12 VERDI: La Battaglia Di Legnano Philips 6700.120 (17.96/2 LPs)	5	13
13 VERDI: Nabucco Philharmonia Orchestra (Multi) Angel SCLX 3850 (24.98/3 LPs)	20	4
14 MAHLER: Symphony No. 6 Berlin Philharmonic (Von Karajan) DG 2707 106 (17.06/2 LPs)	9	17
15 VIVALDI: Four Seasons Jerusalem Music Center Chamber Orchestra (Stern) Columbia XM 35122 (7.98/1 LP)	14	19
16 TCHAIKOVSKY: The Nutcracker National Philharmonic Orchestra (Schermerhorn) Columbia M2-35189 (15.98/2 LPs)	16	13
17 STRAUSS: Salome Behrens, Van Dam, Bohm, Vienna Philharmonic Orchestra (Karajan) Angel SBLX-3848 (16.98/2 LPs)	15	9
18 HITS FROM LINCOLN CENTER Pavarotti London OS 26577 (7.98/1 LP)	17	21
19 JOSE CARRERAS SINGS GRANADA Philips 9500.584 (8.98/1 LP)	18	23
20 VERDI: Otello Cossutta, Price, Baquier, Vienna Philharmonic (Solti) London OSA 13130 (23.94/3LPs)	29	4
21 PACHELBEL: Canon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	11	17
22 BEETHOVEN: Fidelio Janowitz, Popp, Kollo, Vienna State Opera Chorus, Vienna Philharmonic (Bernstein) DG 2709 082 (23.94/3 LPs)	21	117
23 RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP Rampal, Laskine Columbia M 34568 (7.98/1 LP)	23	9
24 BACH: Mass in B Minor Academy Of St. Martin-In-The-Fields (Marriner) Philips 6769.002 (26.94/3 LPs)	19	45
25 BEETHOVEN: Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	22	21
26 THOMAS: Mignon Horne, Welting, Vanzo, Philharmonia Orchestra (de Almeida) Columbia M4 34590 (24.98/3 LPs)	28	9
27 PUCCINI: La Fanciulla Del West Neblett, Domingo, Milnes, Chorus & Orch. of Royal Opera House (Mehta) DG 2709 078 (26.98/3 LPs)	25	15
28 MAHLER: Symphony No. 1 Boston Symphony Orchestra (Ozawa) DG 2530 993 (7.98/1 LP)	24	25
29 GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 4544 (5.98/1 LP)	27	35
30 MAHLER: Symphony No. 5 Philadelphia Orchestra (Levine) RCA ARL2-2905 (15.98/2 LPs)	26	65
31 NYIREGYHAZI PLAYS LISZT Columbia M2 34598 (15.98/2 LPs)	30	15
32 TCHAIKOVSKY: 1812 Overture Detroit Symphony (Dorati) London CS 7118 (7.98/1 LP)	31	25
33 LEHAR: The Merry Widow Sills, New York City Opera Orchestra & Chorus (Rudel) Angel S-37500 (7.98/1 LP)	—	2
34 MAHLER: Symphony No. 4 in G Von Stade, Vienna Philharmonic (Abbado) DG 2530 966 (7.98/1 LP)	32	37
35 HOROWITZ: Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	33	25
36 MAHLER: Symphony No. 9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	34	57
37 SUPPE: Overtures London Philharmonic Orchestra (Marriner) Philips 9500.399 (8.98/1 LP)	35	101
38 BEETHOVEN: Missa Solemnis London Symphony Orchestra (Davis) Philips 6747.484 (17.98/2 LPs)	37	13
39 BRAHMS: Symphony No. 2 Chicago Symphony Orchestra (Levine) RCA ARL 1-2864 (7.98/1 LP)	39	15
40 KOTO MOZART The New Koto Ensemble Of Tokyo (Fukumura) Angel S-37553 (7.98/1 LP)	38	19
	40	21

London Launches Mid-Line, Culled From Telefunken LPs

by Ken Terry

NEW YORK — Following in the wake of the successful DG and Philips mid-line series, London Records has launched a mid-line of its own called Aspekte. Culled from the catalog of Telefunken, a European label which lists for \$8.98 in the U.S., the Aspekte line lists for \$6.98.

The initial batch of 20 Aspekte releases, most of which have never been available here before, is being shipped to retail outlets right now, with a second batch expected to ship in June. Among the first releases are recordings by such top European artists as Nikolaus Harnoncourt and Concentus Musicus, Franz Bruggen, Karl Richter, the Alban Berg Quartet, Gustav

Leonhardt and Peter Schreier. Some of these albums are reissues of Telefunken discs, while others, like Bruggen's "Baroque Recorder Music," are compilations of selections from previously released albums.

The Aspekte line has existed in Europe for some time, and before establishing its mid-line, London had released four of the Aspekte recordings here at a full-line price. According to John Harper, manager of classical sales for London, dealers who have purchased these records may either return them at full price or work out an adjustment with the label.

Asked about the effect that DG and (continued on page 54)

CLASSICAL ALBUM REVIEWS

2-Record Set Specially Priced

CURTAIN RAISERS

Bernstein/New York Philharmonic, Szell/The Cleveland Orchestra, Ormandy/The Philadelphia Orchestra

The Marriage of Figaro, Othello in the Underworld, Liszt's Lady's, The Bartered Bride, Poet and Peasant, Faust's and, It's a Wonderful Life, The Barber of Seville, William Tell, The Hammers, Russian and Tullio

RECORDING

CURTAIN RAISERS: THE WORLD'S FAVORITE OVERTURES. New York Philharmonic, Leonard Bernstein, conductor; Cleveland Orchestra, George Szell, conductor; Philadelphia Orchestra, Eugene Ormandy, conductor. Columbia MG 35188. List: 8.98.

Although this attractively priced double set may not contain all of "the world's favorite overtures," it does encompass many of them, including "The Marriage of Figaro," "Orpheus In The Underworld," "The Bartered Bride," "Poet and Peasant," "Carmen," "The Barber of Seville," "William Tell," "Russian and Ludmilla," and others. With sparkling performances by the renowned orchestras and conductors listed above, this lively music adds up to a highly enjoyable album.

EUGENE FODOR

The Violin Concertos of Khachaturian and Glazounov
London Symphony Orchestra
Eduardo Mata

RECORDING

KHACHATURIAN: Violin Concerto; GLAZOUNOV: Concerto In A minor. Eugene Fodor, violinist; London Symphony Orchestra, Eduardo Mata, conductor. RCA ARL 1-2954. List: 7.98.

Fodor is no match for David Oistrakh, whose recording of the Khachaturian concerto with the Moscow Radio Symphony was issued here on Columbia/Melodiya. But the young American virtuoso has grown into more than just a competent fiddler, and Mata's direction of the London Symphony is first-rate. Moreover, the RCA disc offers the bonus of the Glazounov work, as well as much clearer sound than the Melodiya disc.

Alicia de Larrocha

Manuel de Falla
Dances from La Vida Breve
The 3-Cornered Hat & El Amor Brujo
4 Spanish Pieces - Fantasia Bética

RECORDING

FALLA: Four Spanish Pieces; Dances from "La Vida Breve," "The Three Cornered Hat" and "El Amor Brujo;" Fantasia Bética. Alicia de Larrocha, pianist. Turnabout TVS 34742. List: 4.98.

In contrast to what was reported in the last "Classical Clips," the de Larrocha recordings on Turnabout are not new, but reissues of Hispavox albums that first appeared in the '50s. Nevertheless, the pianist's style was fully developed when she made these records, and, at a budget price, her sympathetic readings of Falla's poetical keyboard works are a real bargain.

CLASSICAL CLIPS

NEW YORK — Australian diva Joan Sutherland, who recently appeared on national television with Luciano Pavarotti, is embroiled in a dispute with the Metropolitan Opera. According to *The New York Times*, Sutherland turned down the role of Constanze in Mozart's *Abduction From The Seraglio*, and the Met declined to mount a new production of "The Merry Widow" for her during the 1980-81 season. As a result, it may be a couple of years before the soprano is heard at the Met again.


HONORARY LEGIONNAIRE — Although Isaac Stern would not seem like the type to run off and join the French Foreign Legion, the violinist was recently promoted from chevalier to officer of the Legion. Meanwhile, he is reportedly planning to tour mainland China in June... Vladimir Horowitz has cancelled all his concerts through February, due to an operation he underwent in December to have his prostate gland removed... Composer Alan Hovhaness had the manuscript of his Symphony No. 40 stolen from his hotel room while he was in New York to deliver the score to his publisher. It was the

(continued on page 54)

VOX NEW

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Reincarnation"
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PLUS TV time buys in selected markets!



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Kayak Album Is Top Priority At Janus

(continued from page 8)

to DeJoy, because Kayak's prior albums — "Royal Red Bouncer" and "Starlight Dancer" — had considerable chart activity in these areas.

In addition to the other marketing plans, Janus will be placing four-color consumer and trade print advertisements. The ads will be a reproduction of the album cover with the tag line, "Rock comes out of the darkness. Kayak lights the way."

Jack Nelson, Kayak's manager, explained that the general plan is to bring Ton Scherpenzeel, the band's chief writer, and Edward Reekers, the lead vocalist, over from Holland for a two-week promotional tour, starting Feb. 15. The two Kayak members will tour key cities throughout the U.S. and visit retail stores and radio stations. Nelson, who also manages Kansas said, "Hopefully there'll be a concert tour by April."

Fain To Be Honored

LOS ANGELES — Academy Award winning composer Sammy Fain will be honored by Hollywood Temple Beth El for his contributions to the world of music. The tribute will take place at Beth El's 57th anniversary ball March 18 in the Beverly Hilton. One of Fain's many standards, "I'll Be Seeing You," is the theme of the celebration.

plained that the general plan is to bring Ton Scherpenzeel, the band's chief writer, and Edward Reekers, the lead vocalist, over from Holland for a two-week promotional tour, starting Feb. 15. The two Kayak members will tour key cities throughout the U.S. and visit retail stores and radio stations. Nelson, who also manages Kansas said, "Hopefully there'll be a concert tour by April."

Janus released Kayak's single, "Keep the Change," Jan. 17 to initiate the marketing campaign.

Ocean Weighs Anchor

LOS ANGELES — Ocean Records, a subsidiary of Ariola Records, has opened a Los Angeles office. The new address is 9300 Wilshire Blvd., Suite 201, Beverly Hills, Cal. 90212. The phone number is (213) 550-3955.

Butterfly Pacts With BARMAR

LOS ANGELES — Butterfly Records recently signed to a long term production agreement with BARMAR Productions. The agreement calls for six albums which include: Graffiti's "Ain't Love Grand," "Fire and Ice" by Fire and Ice, "Bernadette" by JT Connection, "Bob McGilpin II," Tuxedo Junction's second LP and another album to be selected.

A spokesman for BARMAR, which has never been involved directly with the music industry, said the company's new venture into the music field was heavily influenced by Butterfly's involvement in the disco market.

MCA Music Inks Ballard

LOS ANGELES — Glen Ballard has signed an exclusive songwriting agreement with MCA Music.

ABKCO Posts Gains In Revenue, Earnings

NEW YORK — ABKCO Industries' revenues for the year ending September 30, 1978 were \$16,319,528, up from \$9.2 million for the previous year. Profits were \$44,000, an improvement over the loss of \$463,000 for the previous year.

Revenues for the quarter ending September 30, 1978 amounted to \$10 million, compared to \$2.3 million for the prior-year quarter, while operations for the period resulted in a loss of \$176,000, compared to losses of \$520,000 the previous year.

Spoonfed Label Moves

LOS ANGELES — Spoonfed Records has moved to 21544 Rambla Vista, Malibu, Cal. The label, which was previously headquartered in Boston, released two albums Jan. 8, "Minstral" by Randy Roos and "The Remains" on limited colored vinyl.



MCA DISTRIBUTING MEETS — MCA Distributing recently held three day meetings in both Miami, Florida and La Costa, California. All of MCA Distributing's national staff, regional directors, branch managers, sales personnel, field merchandisers, credit managers, operation managers, as well as regional promotion managers, attended the meetings in their area of the country. Pictured (l-r) in the **top row** are: Bob Siner, president of MCA Records; Al Bergamo, president of MCA Distributing Corp.; Ron Alexenburg, president of Infinity Records; and Sam Passamano, executive vice president of MCA Dis-

tributing. Pictured (l-r) in the **middle row** are: Siner, Alexenburg and Bergamo presiding over a panel discussion; Dan McGill, comptroller, MCA Records; Passamano; Bergamo; and Ron Douglas, vice president of branch distribution for MCA Distribution. Pictured (l-r) in the **bottom row** are: Alan Ostroff, director of merchandising, Infinity Records; Sam Passamano, Jr., director of marketing for MCA Records; George Osaki, vice president of creative affairs, MCA Records; Douglas; Karen Vanek, director of Lankershim Advertising; and meeting attendees who wore new jackets highlighting MCA Distributing's new logo.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	1/27		Weeks On Chart	1/27
1 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	2	8	39 ENTERTAINERS . . . ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury ARM 1-5007)	44	15
2 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC2-35642)	1	9	40 DUETS JERRY LEE LEWIS AND FRIENDS (SUN 1011)	45	3
3 TNT TANYA TUCKER (MCA MCA-3066)	3	8	41 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	43	65
4 EXPRESSIONS DON WILLIAMS (ABC AY 1069)	4	18	42 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	37	42
5 LARRY GATLIN'S GREATEST HITS Monument MG-7628)	7	12	43 THAT'S THE WAY A COWBOY ROCKS AND ROLLS JESSIE COLTER (Capitol ST-11883)	33	11
6 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	6	51	44 JOHNNY DUNCAN GREATEST HITS (Columbia KC 35838)	38	11
7 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	5	15	45 ELVIS — A CANADIAN TRIBUTE ELVIS PRESLEY (RCA KKL 1-7065)	41	15
8 HEARTBREAKER DOLLY PARTON (RCA AFL 1-27-97)	8	24	46 CLASSIC RICH VOL. 2 CHARLIE RICH (Epic KE-35624)	46	11
9 TOTALLY HOT OLIVIA NEWTON-JOHN (MCA MCA-3067)	10	8	47 GONE GIRL JOHNNY CASH (Columbia KC-35646)	47	8
10 EVERY WHICH WAY BUT LOOSE RICH, RABBITT, TILLIS (Elektra 5E-503)	12	5	48 MARTY ROBBINS GREATEST HITS, VOL. IV (Columbia KC-35629)	48	12
11 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	11	31	49 THE OUTLAWS VARIOUS ARTISTS (RCA APL 1-1321)	50	17
12 STARDUST WILLIE NELSON (Columbia JC 35305)	13	39	50 THERE'LL BE NO TEARDROPS TONIGHT WILLIE NELSON (United Artists LA 930-H)	51	10
13 MOODS BARBARA MANDRELL (ABC AY-1088)	15	15	51 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DC 2093)	52	65
14 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	9	58	52 BEST OF DOLLY PARTON (RCA APL 1-1117)	54	14
15 ARMED AND CRAZY JOHNNY PAYCHECK (Epic KE 35444)	16	10	53 PLACES I'VE DONE TIME TOM T. HALL (RCA APL 1-3018)	53	11
16 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	18	51	54 LOVE IS WHAT LIFE'S ALL ABOUT MOE BANDY (Columbia KC-35524)	56	16
17 ROSE COLORED GLASSES JOHN CONLEE (ABC-AY-1105)	17	12	55 LET ME BE YOUR BABY CHARLY McCLAIN (Epic KE 36648)	55	10
18 CONWAY CONWAY TWITTY (MCA 3063)	19	12	56 MEL STREET (Mercury SRM 1-5014)	59	2
19 LIVING IN THE USA LINDA RONSTADT (Asylum 6E-155)	20	16	57 JOHN DENVER (RCA-AOL1-3075)	—	1
20 ROOM SERVICE OAK RIDGE BOYS (ABC AY 1065)	21	33	58 DAVID A. COE'S GREATEST HITS (Columbia KC-35627)	49	12
21 PROFILE/BEST OF AMYLOU HARRIS (Warner Bros. BSK-3528)	26	9	59 GUY CLARK (Warner Bros. BSK 3241)	60	7
22 A LEGENDARY PERFORMER: VOLUME 3 ELVIS PRESLEY (RCA CPL 1-3082)	14	9	60 DAYTIME FRIENDS KENNY ROGERS (United Artists UA-LA 754-G)	62	4
23 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	24	43	61 SLEEPER WHEREVER I FALL BOBBY BARE (Columbia KC 35645)	61	11
24 PLEASURE & PAIN DR. HOOK (Capitol SW-11859)	25	12	62 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O DELL (Capricorn CPN-0211)	65	2
25 FALL IN LOVE WITH ME RANDY BARLOW (Republic RLP-6023)	30	14	63 TAMMY WYNETTE'S GREATEST HITS, VOL. IV (Epic KE-35630)	63	12
26 GREATEST HITS THE MARSHALL TUCKER BAND (Capricorn CPN-0214)	28	13	64 COLLISION COURSE ASLEEP AT THE WHEEL (Capitol SW 11725)	64	15
27 BURGERS AND FRIES CHARLEY PRIDE (RCA APL 1-2983)	22	16	65 WE'VE COME A LONG WAY, BABY LORETTA LYNN (MCA-3073)	—	1
28 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	23	28	66 LOVE GOT IN THE WAY FREDDY WELLER (Columbia KC 35658)	57	10
29 BASIC GLEN CAMPBELL (Capitol SW-11722)	27	9	67 JOE STAMPLEY GREATEST HITS (Epic KE 35627)	67	11
30 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	32	49	68 OLD FLAMES CAN'T HOLD A CANDLE TO YOU JOE SUN (Ovation 1734)	58	8
31 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA 903-H)	29	28	69 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic KE 35443)	68	22
32 JOHNNY PAYCHECK'S GREATEST HITS, VOL. II (Epic KE-35623)	34	12	70 VOLUNTEER JAM III & IV THE CHARLIE DANIELS BAND (Epic E2-35368)	69	10
33 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	31	44	71 RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	71	17
34 TEAR TIME DAVE & SUGAR (RCA APL 1-2861)	35	18	72 LINDA RONSTADT'S GREATEST HITS (Asylum 6E-106)	72	13
35 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1715)	36	15	73 DARK-EYED LADY DONNA FARGO (WB BSK-3191)	70	16
36 TURNING UP AND TURNING ON BILLY "CRASH" CRADDOCK (Capitol SW 1153)	42	16	74 LIVE FROM THE STAGE OF THE GRAND OLE OPRY JERRY CLOWER (MCA 3052)	73	4
37 JERRY JEFF JERRY JEFF WALKER (Elektra/Asylum 6E-163)	39	4	75 LIVE AT THE FOX RONNIE McDOWELL (Scorpion SCS-0010)	—	1
38 YOU HAD TO BE THERE JIMMY BUFFETT (ABC AK-1008)	40	8			

'The Gambler' Strikes Gold For Singer/Songwriter Schlitz

by Jennifer Bohler

NASHVILLE — Don Schlitz came to Nashville in 1972 with stars in his eyes, \$80 in his pocket and a head full of song ideas. He figured stardom was a step away, but he was wrong.

Schlitz spent the next five years knocking on record-company doors, sleeping in everything from semi-slums to his car, and honing his craft. In 1978, his perseverance paid off with "The Gambler."

The first song Schlitz has ever recorded, "The Gambler" has been cut by at least 13 artists (Kenny Rogers' version reached the #1 spot on all the country charts), is nominated for a Grammy Award this year as Best Country Song and won Song of the Year in 1978 in Country Music Magazine. This week, Rogers' LP, "The Gambler," is #1 bullet on the **Cash Box** Country Album chart, and the single is #21 on the Pop Singles chart.

A soft-spoken, erudite man, Schlitz, 26, spoke with **Cash Box** last week about songwriting and the effect of success.

Needed Seasoning

"I suppose I was real cute when I arrived in Nashville, thinking I was going to be a star," Schlitz said. "I thought I knew everything, like a 20-year-old does. But now I'm sure I wasn't ready. I needed those five years of seasoning. I really don't think I would have been ready to have everything happen to me that has happened. I would have just fainted under the weight. Now it just seems like a natural progression."

That progression involved surviving by working the graveyard shift at Vanderbilt University's computer center and playing local clubs for tips. Eventually, Schlitz met producer/publisher Audie Ashworth and signed with him as a writer. Last year, through Ashworth's Crazy Mama Label, Schlitz recorded and released "The Gambler" as his first single.

"Our song came and went and did real well for an unknown artist," Schlitz said. "But everybody knew that song could do better."

At that point, Merlin Littlefield, ASCAP assistant director, Nashville, gave added assistance.

"On his own initiative, Merlin started dropping off tapes, records, lead sheets, lyric sheets and everything else in the world to Larry Butler (Rogers' producer)," Schlitz said. "Larry played the song for Kenny; he liked it and cut it. It started going real well, and the rest just happened."

Many Covers

Besides the 13 or so recorded versions, there is also a German, Dutch and even a Muzak version of "The Gambler." "When you can drill teeth to it, you know you have got something," Schlitz joked.

When Schlitz wrote "The Gambler" two



Don Schlitz

years ago, it was one of three songs he was working on that day, but he failed to recognize the quality and potential of the tune.

"I wrote most of the song in 20 minutes and just put it on the other side of my desk. It was a strange afternoon. I worked on three songs and it was one of them. Not only was it my best, but the first one I ever recorded."

Writing a song is both a craft and a

(continued on page 38)

Room Shortage For DJ Week?

NASHVILLE — Incoming DJs, music executives and press personnel could experience a problem in booking hotel reservations for this year's annual Grand Ole Opry Birthday Celebration and Dee Jay Week, tentatively set for the third week in October.

Dee Jay Week normally takes place the third week in October, but Grand Ole Opry manager Hal Durham said the Opry organization has not made a final decision on the date.

"We have a date set, which is the third weekend in October, but we are still looking for an adjustment," Durham said. "There are a number of reasons we would like to move it back. We would prefer to have it another time. The chances are remote, though, that we will move it. We haven't issued a final statement, but we have to decide to resolve it and make a final announcement within two weeks."

Even without the Dee Jay Week Convention, October is a busy month in Nashville for conventions. The two largest area hotels, the downtown Hyatt-Regency and The Opryland Hotel, report a great deal of bookings, unrelated to Dee Jay Week, have been confirmed in and around the third week in October.

(continued on page 40)



PALOMINO PALS — United Artists Records recording artists Dottie West, Kenny Rogers and Bill Medley recently performed at Los Angeles' Palomino Club. The concert was held in honor of the formation of Ken Kragen & Co. Kragen is the personal manager of the three artists. Pictured (l-r) are: Artie Mogull, UA co-chairman; West; Rogers; Kragen and Medley.

The Best of Barbara Mandrell



The Best of Barbara Mandrell

AY-1119

WOMAN TO WOMAN	SLEEPING SINGLE IN A DOUBLE BED
LOVE IS THIN ICE	THAT'S WHAT FRIENDS ARE FOR
HOLD ME	MIDNIGHT ANGEL
AFTER THE LOVIN'	STANDING ROOM ONLY
MARRIED BUT NOT TO EACH OTHER	TONIGHT

PRODUCED BY TOM COLLINS
MANAGEMENT: IRBY MANDRELL



RECORDS
ABC DELIVERS

COUNTRY

'The Gambler' Strikes Gold

(continued from page 35)

business to Schlitz. He has definite ideas about how a song should be written, recorded and presented to a record company, as well as to the public.

"As I see it, Don Schlitz can sit at home and write a song, but that does not make a record," Schlitz explained. "It doesn't get the song out to another artist, it doesn't put a record on the market and it doesn't get Kenny Rogers to sing it on the 'Tonight Show'. I try and do a lot of music to share with people. You share it by going out and doing the legwork. And you definitely don't do it by yourself. If you think you do, you're going to have a lot of disappointments."

Schlitz said his theory about recording is to "underdo" rather than "overdo." He feels it is better to leave something out and let the listener imagine and fill it in themselves.

Consumed With Charts

At one time, keeping up with how "The Gambler" was faring on the charts consumed much of Schlitz' time. But no longer.

"I did follow it closely for a while," he said. "I started listening to people talk more than I was going home to work. It's strange. I was doing the same thing I had always done, but suddenly people were sitting around with their mouths open. Instead of saying 'that's very nice' and going on with what they were thinking about, they were actually listening to my songs — they were hearing it more from my point of view."

"I was a commercial entity for the first time," he added. "You're never a commercial entity until something you do is commercial, then suddenly everything you do is commercial. Well, I listened to all these people for about a month, then I said wait a minute . . . I realized what I was doing. So I started writing and sitting up all night working, getting back into it."

Fortunately, Schlitz said, when he went back to writing, he was doing it with more confidence and a better idea of what he wanted present in his songs.

"I feel like if you write a song well enough, when people listen to it, they're going to hear whatever they want to hear," he said. "That's good. I try to write a song so that the person who is listening to it will say, 'Hey man, he wrote that about me,' or 'that fits me' — there are things we all go through."

Success has affected Schlitz in many ways, but in many more, he is still the same. He no longer works the graveyard shift at the computer center, he finds getting in record company doors easier and he bought his first new car. He is also buying his first suit, to wear to the Grammy

Awards.

But, Schlitz added, he did not work as hard as he did to get to this point and just sit back and enjoy it. Work, he claims, is his life's blood.

"I'm having the time of my life," Schlitz concluded. "and it's not going to stop because I'm working hard and I love what I do. I can't believe anybody's having a neater life than mine."



WILLIAMS ACCEPTS KEY TO CITY — ABC recording artist Don Williams accepted the key to the city of Tulsa, Okla. from Mayor James Inhofe at ceremonies held Jan. 16 in City Hall in recognition of Williams' #1 single, "Tulsa Time," in *Cash Box*. Mayor Inhofe also proclaimed Feb. 4 "Don Williams Day" in Tulsa, making Williams the first member of the music industry to receive that honor. Pictured (l-r) are: Jim Halsey, president of the Jim Halsey Company; Williams; and Mayor Inhofe.

Show Biz Adds Publishing Wing

NASHVILLE — Show Biz, Inc. announced last week the formation of a new publishing house. The Show Biz Music Group, and has named veteran writer/publisher Ed Penney as general manager.

The publishing group, which will be operated as a separate company, will include two BMI companies — Song Biz and Show Biz Music — and two ASCAP companies, Lucky Penny and Monstor Music.

At a luncheon last week for the press and ASCAP and BMI. Show Biz, Inc. president Reg Dunlop said the eventual goal was to "build the publishing companies into another Tree. We have been wanting to establish a publishing arm for a long time, and we have finally found a man in Ed Penney who we think can help us achieve our high goals."

THE COUNTRY COLUMN

If January is any example, 1979 is going to be a busy year for Monument recording artist **Larry Gatlin**. Along with major concert dates in Atlanta, Birmingham and Montgomery, Gatlin's schedule has included a heavy concentration of network television. In January he guested on the *Tonight Show*, sang the National Anthem at the Cotton Bowl on New Year's Day, appeared on both the *Entertainer of the Year Awards* from Caesar's Palace and the *American Music Awards*, visited the *Dinah!* show twice and appeared in the TV movie, "Murder in Music City." He will also host an upcoming PBS special taped at the Good Time Theater at Knott's Berry Farm.

For many years, Mercury recording artists **The Statler Brothers** have sent congratulatory telegrams to friends and acquaintances in the form of a poem. **Terry Bradshaw**, quarterback of the Pittsburgh Steelers, was the recipient of such a message following his win in the Super Bowl. The telegram read:

"In the annals of the one hundred yard goal,
There was a quarterback with perfect control.
He was the first to win three,
In football history,
And now it's called
The Bradshaw Bowl."



Larry Gatlin

Freddy Fender, who plays **Pancho Villa** in the motion picture "She Came To The Valley," escorted Villa's 85-year-old widow to the Jan. 11 Brownsville, Tx. premiere. He was also a presenter on the *American Music Awards* Jan. 12 in Los Angeles and then went to New York to tape an appearance on the *Today Show*.

THE NAME GAME . . . Have you ever gotten the names **Earl Conley**, **Con Hunley** and **John Conlee** confused? You're not alone. To help alleviate the situation, Warner Bros. artist Earl Conley has changed his professional name to Earl Thomas Conley. And to add humor to the situation, ABC's John Conlee is learning Con Hunley's hit "Weekend Friends", and Hunley (Warner Bros.) is learning Conlee's "Rose Colored Glasses," because everyone gets them confused anyway.

Inergi recording artist **Mary K. Miller** will perform at the Palomino Club in North Hollywood Jan. 31.

Epic recording artist **Charly McClain** will begin a series of select tour dates with singer **Larry Gatlin**. The 22-year-old Memphis native will join Gatlin for appearances throughout the major markets in the south. She has just completed her first tour of clubs throughout the midwest, southeast and Texas in support of her second Epic album, "Let Me Be Your Baby."

Bobby Goldsboro will perform with the United States Airforce Band at Constitution Hall in Washington, D.C. Feb. 18. **Captain James Bankhead**, U.S.A.F., has prepared musical charts of Goldsboro songs for the large Air Force Band.

Glenn Snoddy, president of Woodland Sound Studios, recently announced that **Rex Collier** has been named Studio supervisor in charge of all studio operations. **Emma Jean Bean**, traffic manager at Woodland, will work closely with Rex in the booking and handling of all studio operations. Now recording at Woodland Studios are **Slim Whitman**, **Roy Head**, **The Charlie Daniels Band** and **Eddie Rabbitt**.



Mel McDaniel

Dotty shared the playbill with fellow RCA artist **Charley Pride** for five shows beginning Jan. 26 in Midland, Tx.

A 15-year anniversary luncheon was held at Acuff-Rose recently for **Roy Acuff, Jr.** Acuff, who is national promotion director, has been a recording artist with Hickory Records and is a writer with the publishing company.

Mickey Newbury, ABC-Hickory recording artist, is currently in Nashville finishing his new album under the direction of his producer, **Ronnie Gant**. A March release has been scheduled for the album and a single is to be released by mid-Feb.

Capitol Recording artist **Mel McDaniel** has announced his exclusive representation and management by the Cloud Agency, the second major country music booking-management agency in Tulsa, Okla. McDaniel has written songs recorded by **Conway Twitty**, **Hoyt Axton** and **Commander Cody**, and has found success with several of his own recordings.

jennifer bohler



ALLANSON, RODRIGUEZ SIGN — Recording artist Susie Allanson recently signed a production agreement with Elektra Records in Nashville, along with a booking agreement with the Shorty Lavender Talent Agency. In addition, Epic Records has announced the signing of Johnny Rodriguez to the label. Pictured above are (l-r): Norm Osborne, E/A national country promotion director; Ken Rollins, vice president, Lavender Talent Agency;



Shorty Lavender, president, Lavender Talent Agency; Ray Ruff, Allanson's producer; Jimmy Bowen, vice president Nashville operations, E/A; and Allanson; John Lentz, Rodriguez, attorney; Joe Casey, CBS promotion director, Nashville; Billy Sherrill, vice president, A&R, CBS, Nashville; Rodriguez; Rick Blackburn, vice president, CBS, marketing, Nashville; and Jim Kent, E/P/A product manager, Nashville.

45 - REVIEWS - LP

BARBARA MANDRELL (ABC-AB-12451)
(If Loving You Is Wrong) I Don't Want To Be Right (3:04) (East Memphis/Klondike — BMI)
 (H. Banks/R. Jackson/C. Hampton)

Barbara Mandrell is transcending musical boundaries with her classy vocals, and this old R&B tune should help her get airplay on all formats. As usual, Tom Collins' production work is excellent.

TAMMY WYNETTE (Epic-8-50661)
They Call It Making Love (2:19) (Tree Publishing Co. — BMI) (B. Braddock)

This release from Tammy is recorded in the same flavor as "Womanhood," her previous single, and likewise shows her strong vocal abilities. A sure add at many top stations.

GLEN CAMPBELL (Capitol-P-4682)
I'm Gonna Love You (3:22) (Seventh Son/Royal Oak — ASCAP) (M. Smotherman)

Glen Campbell holds a reputation for recording quality material that does consistently well on both country and pop charts. This bright, uptempo tune should suit Campbell fans and programmers alike.

SINGLES TO WATCH

STAN HITCHCOCK (MMI-MMI-1028)
Finders Keepers, Losers Weepers (3:08) (Johnny Morris Music-BMI/White Bluff Music-ASCAP) (Murry Kellum/Pearly Mitchell)

RALPH EMERY (Elektra/Asylum-E-46010-A)
Daddy, Is She Pretty As Mama? (3:25) (Magic Castle Music, Inc. & Blackwood Music, Inc. — BMI) (Roger Murrah/Scott Anders)

WILLIE NELSON (RCA-PB-11465)
Sweet Memories (3:09) (Acuff-Rose — BMI) (Mickey Newbury)

BOBBY HOOD (Chute-CR-0004)
Slow Tunes And Promises (3:10) (Acuff-Rose Publishing — BMI) (Jack Wilkerson)

GENE WATSON (Capitol-P-4680)
Farewell Party (4:05) (Western Hills Music, Inc. — BMI) (L. Williams)

DAVID WILLS (United Artists-UA-X1271-Y)
I'm Being Good (3:17) (Chess Music, Inc. — ASCAP/Pi-Gem Music, Inc. — BMI)

(A. Jordan/N. Martin)
KIM CHARLES (MCA-40987)
I Want To Thank You (2:34) (Chappell & Co., Inc. — ASCAP) (Rory Bourke)

THE CATES (Ovation-OV-1123A)
Going Down Slow (3:07) (Tree Pub. Co. — BMI) (Bobby Bond)

NEIL YOUNG (Warner/Reprise-RPS-1396)
Four Strong Winds (4:05) (Warner Bros. Inc. — ASCAP) (Ian Tyson)

STEVE FROMHOLZ (Lone Star-2-54960)
She's Everybody's Baby But Mine (3:30) (Prophecy Pub. Inc. — BMI) (Steven Fromholz)

HOOT HESTER (Little Darlin'-LD-7911A)
I Still Love Her Memories (3L 10) (Dream City Music — BMI) (Duane Hester)



THE BEST OF BARBARA MANDRELL — Barbara Mandrell — ABC-AY-1119 — Producer: Tom Collins — List: 7.98

This package highlights the sophisticated country sounds of Barbara Mandrell. In addition, this "greatest hits" LP shows how Barbara's music has progressed over the years from straight country to a more smooth, R&B feel. Mandrell has developed into a very classy country vocalist, and she is a likely candidate for superstardom. "Woman To Woman," "Standing Room Only" and "Sleeping Single In A Double Bed" are included in this LP.



THE FOOL STRIKES AGAIN — Charlie Rich — Charlie Rich — United Artists — UA-LA-925-H — Producer: Larry Butler — List: 7.98

Through sheer talent and years of club work, Charlie Rich has mastered many styles of music. In this album, Rich trades on that knowledge and has produced a work laced with country, pop, jazz and even Latin influences. Like Elvis Presley and Jerry Lee Lewis, when Rich is given top material, he jumps all over it and produces top work. With songs like "Life Goes On," "I Loved You All The Way" and "The Fool Strikes Again," Rich can do no wrong on this LP.



NATURAL ACT — Kris Kristofferson and Rita Coolidge — A&M SF-4690 — Producer: David Anderle — List: 7.98

Kris and Rita have become something of an institution together, and their many fans will probably rush out and purchase this duet LP. Even though Kristofferson is a limited singer, he and Rita work fine together on this balanced album. A light mixture of pop and country songs, this new package from the two offers a healthy blend of uptempo tunes and ballads.



ONE RUN FOR THE ROSES — Narvel Felts — ABC AY-1115 — Producer: Johnny Morris — List: 7.98

On top of one of his biggest singles in some time ("Everlasting Love"), Narvel Felts has come out with what will probably be one of his strongest albums. Armed with a unique voice able to cover a wide range, Felts uses his vibrato to squeeze the most out of the country-and-R&B-flavored material here. "One Run For The Roses," "Everlasting Love" and "Slip Away" highlight this LP.

Jack Clement Recording Studios congratulates the 1978 winners of The Clement Cup



"Mammas, Don't Let Your Babies Grow Up To Be Cowboys"
 Waylon Jennings and Willie Nelson, Artists
 (No producer listed)

"Love Or Something Like It"
 Kenny Rogers, Artist
 Larry Butler, Producer
 "The Gambler"
 Kenny Rogers, Artist
 Larry Butler, Producer

"Tulsa Time"
 Don Williams, Artist & Co-producer
 Garth Fundis, Co-producer

"Rake And Ramblin' Man"
 Don Williams, Artist & Producer

"Every Time Two Fools Collide"
 Kenny Rogers & Dottie West, Artists
 Larry Butler, Producer

for another record-making year



Jack Clement Recording Studios
 3102 Belmont Boulevard
 Nashville, Tennessee 37212
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The Clement Cup is awarded to artists and producers in recognition of #1 singles recorded at Jack Clement Recording Studios.

COUNTRY RADIO

THE COUNTRY MIKE

WKDA PRESENTS "THE NASHVILLE STORY" — WKDA/Nashville is presenting through the 1979 year a daily broadcast, hosted by WKDA morning personality **Jim De Marco**, which focuses on a famous event or personality from Nashville history or a landmark from Nashville or middle-Tennessee. According to WKDA PD **Dale Turner**, "Our city will be 200 years old on Christmas Day and we felt that Nashvillians would be interested in learning more about their city during its Bicentennial Year." Turner added that WKDA is planning to invite famous personalities in Nashville from the worlds of sports, entertainment, and politics to act as weekly guest hosts and hostesses on "The Nashville Story," to describe important historical developments of the city, especially events they might have experienced first-hand.



Paul Adams

PROGRAM/MUSIC DIRECTOR PROFILE — **Paul Adams, PD/MD** for KBET/Reno has been in this position for the past three years. Prior to joining KBET, Paul was an account executive for three years at KJJJ/Phoenix. Paul began his radio career in 1960 at KHAT where he spent 13 years, the last three as station manager. From 1951 to 1955, Paul spent those four years in the Air Force. All of Paul's 19 years have been in country radio.

Bob Britton, owner of WAVV-FM in Vevay, Indiana and **Kenny Sowder**, president of Derby Town Records had a **Jack Reno Day** Jan. 27. WAVV-FM was the host to the event. Reno's new Derby Town Record is "Vevay, Indiana." The merchants and townspeople of Vevay geared up for an all-day, all-night celebration to honor Reno for recording a single named for their city. WAVV-FM printed Vevay, Indiana T-shirts and invitations that were sent to members of the music and radio industry. **Jack Reno** received the CMA award for DJ of the Year this year for major market stations. Reno appeared on the Bob Braun Television Show to help promote this day named for him.

Blenda Jo Marsden, MD at WKMF/Flint told Country Mike that **Eddie Rabbitt, T.G. Sheppard, Jim Ed Brown** and **Helen Cornelius** were in concert at the Saginaw Civic Center. Rabbitt did an in-store at the Record Land in Flint as part of a promotion. And coming Feb. 4, at the Whiting Auditorium in Flint, will be the **Kendalls** and **Margo Smith**.

Allen Jackson has left the PD position at WNRS/Ann Arbor to accept the PD position at WYRL in his hometown of Melbourne, Fl. **Mark Thomas** will now assume the PD/MD duties at WNRS. He accepts his music calls on Wednesday and Thursday mornings.

JOCK LINE-UP AT WHK — The current jock line-up at WHK/Cleveland starts with **Gary Dee** at the 6-10 a.m. slot; 10-1 p.m. **Joe Finan** hosts a talk show; 1-3 p.m. is **MD Terry Steven's** Afternoon Affair. Imus in the Afternoon, a comedy talk show, is from 3-7 p.m. **Caroleyn Carr** does the 7-midnight show.

Johnny Jobe, MD at WSHO/New Orleans reports that he needs better service from Capitol and RCA.

Dugg Collins is looking for two air personalities to go to work for him immediately. Tapes and resumes should be sent to the attention of Dugg Collins, Country 13, P.O. Box 7968, Amarillo, Tx. 79109.

WAXX/Eau Claire recently presented the **Bill Anderson Show** at the WAXX Jamboree in the Eau Claire Memorial High School Auditorium. Other performers appearing on the show were **Mary Lou Turner, Po' Folks, Joe Sun** and **Don & Deanna & Ramblin' Fever**. Don & Deanna & Ramblin' Fever are from Prentice, Wisconsin and have been playing together for ten years.

WBIR GOES FROM AUTOMATION TO LIVE BROADCASTS — WBIR/Knoxville began the first of the year programming Adult-Contemporary music in all day-parts. The station's basic library is complete but the current service is poor since they have been automated for the past two years. PD **Robert Ogles** asks that you send all your current MOR product and add him to your current MOR mailing list. The address is: Robert Ogles, WBIR Radio, 1513 Hutchison Avenue, Knoxville, Tn. 37917.

The United States Army Forces Command has some new members that have been added to the syndicated "Country Roads" show. These stations include: WFIW/Illinois, WHBU/Indiana, WVCC/Pennsylvania and WSJW/South Carolina. The "Country Roads" show is public service programming with a country flavor. For additional information contact: HQ, FORSCOM, OCPA-CI, SSG GATES, Ft. McPherson, Ga. 30330.

CORRECTION — The Country Music Radio Seminar promotional material should be sent to **Dale Turner**, WKDA, 506 Second Ave. S., Nashville, Tn. 37210. (Note the new address for WKDA). Air checks should be sent to **Bob English**, WUBE, 225 Sixth St., Cincinnati, Ohio 45202. Sent VTR and slides to **Bob Houlton**, WAXX, P.O. Box 47, Eau Claire, Wi. 54701.

For those in the Music Row area who have yet to register, official registration forms may be picked up at the **Cash Box** office at 21 Music Circle East, Nashville.

country mike

Room Shortage

(continued from page 35)

A representative for the Hyatt-Regency said the hotel was full from Oct. 17-23 because of several small conventions, but the Hyatt was holding some space for Dee Jay Week during the week of Oct. 8-13. However, the spokesman said the space may have to be filled if more conventions are booked.

An Opryland Hotel representative said two scheduled conventions will occupy a "good portion" of the hotel's room space during the third week of October. A majority of the hotel's rooms are still open from Oct. 12-16, and various individual dates throughout the month are still open for large bookings.

In sum, it appears that the two major Nashville hotels are much better prepared to handle the country music convention during the second, rather than the third week of October, which Durham indicates will be the appointed Dee Jay and Opry Birthday Celebration Week.

Computer Service Bows

NASHVILLE — Frank Mull, owner-operator of the independent record promotion firm, Mull-Ti-Hit Promotions, has announced the formation of Central Tracking, a new record industry computer service.

The computerized system, which tracks records on key country radio stations, is available to record labels, publishers, artists and radio stations on a subscription basis.

"The practical application of computer technology to the area of record promotion has been something I've long considered, and I've finally decided to put the wheels in motion in the past few months," said Mull.

"Promotion should be a creative endeavor," Mull added. "The computer can be an invaluable aid to that end by ridding the promotion person of much of the mechanical routine that goes with the job."

The computer will reduce long distance phone calls, save countless work hours per week in promotion departments and relieve personnel from routine station calls.

MOST ADDED COUNTRY SINGLES

- WORDS — SUSIE ALLANSON — ELEKTRA/CURB**
KVOO, KNOE, KSOP, KFTN, WSLC, KRAK, FM 97, WTMT, KLIC, KRAM, WIRE, KERE, WWOL, WPNC, WHK, KCKN, KLAK, WNRS, KOYN, WWVA, WBAM, WVOJ, KMPS, KCUB, WKDA, KSSS, WGTO, WUBE, WPLO, KJJJ, KGA, KLZ, KYNN, WAXX, KWMT, KWJJ, WDOD, KBBQ, KTTS, KBET, WEMP, WSUN, WQQT, WJRB.
- IT'S A CHEATING SITUATION — MOE BANDY — COLUMBIA**
WTSO, WSLC, KSON, KRMD, KLIC, WPNX, WNRS, KOKE, WWVA, WHOO, WBAM, WSLR, WUBE, KENR, WAXX, KWMT, WDOD, KWKH, KBBQ, KTTS, KVOC, WQQT, WJRB.
- SHADOWS OF LOVE — RAYBURN ANTHONY — MERCURY**
KVOO, WSLC, KRAK, KRMD, WPNX, WBAM, KMPS, WKDA, WGTO, WUBE, KGA, KXLR, WDOD, KTTS, KBET, WQQT, KENR, WPLO, WMC.
- HEALIN' — BOBBY BARE — COLUMBIA**
WCMS, WKMF, KLIC, KRAM, WPNX, WNRS, WWVA, WBAM, KMPS, WUBE, WPLO, KJJJ, KLZ, KIKZ, KBBQ, WQQT.
- TOO FAR GONE — EMMYLOU HARRIS — WARNER BROS.**
FM 97, KLIC, KOYN, WVOJ, WRRD, KMPS, WMC, WUBE, WPLO, KCKC, WAXX, KKYX, WDOD, KBET, WEMP.

MOST ACTIVE COUNTRY SINGLES

- SEND ME DOWN TO TUCSON/CHARLIE'S ANGEL — MEL TILLIS — MCA**
KVOO 89-45, WCMS 45-38, KSOP Ex-32, WTSO 38-29, KFTN 31-15, KHEY 44-35, WSLC Ex-35, KRAK Ex-45, KSON 36-31, KEBC 29-21, KRMD 32-26, KLIC Ex-39, KRAM 27-21, WIRE Ex-45, KERE 50-33, WDAF Ex-22, WPNX Ex-35, KCKN 40-27, WNRS 32-26, WMNI 37-27, WEEP Ex-35, WWVA 29-16, WHOO Ex-39, WBAM Ex-39, WVOJ 40-35, WJJD Ex-29, KNEW Ex-38, KLAC 48-42, KMPS 27-20, WSLR Ex-29, WBAP Ex-40, WGTO 34-26, WIL Ex-34, KIKK 49-40, KGA Ex-29, KLZ Ex-33, KYNN 28-21, WAXX 37-29, KLLL 57-49, KFDI 41-29, KWMT 36-28, KKYX 40-28, KZIP 45-34, WSDS 46-12, KIKX Ex-38, KWJJ Ex-39, WDOD Ex-37, WXCL 34-27, KWKH 19-13, KBBQ Ex-33, KVOC Ex-34, KBET 21-16, WEMP Ex-25.
- I HAD A LOVELY TIME — THE KENDALLS — OVATION**
WCMS Ex-42, KSOP 50-42, WTSO 40-35, KFTN Ex-31, WSLC Ex-47, KRAK 48-40, KSON 39-32, KRMD 40-33, FM 97 23-17, WTMT 37-32, WKMF Ex-29, KERE Ex-47, WWOL 33-23, WDAF Ex-29, WPNX Ex-39, WHK Ex-34, WNRS 40-34, WMNI 34-26, KOYN Ex-37, WWVA 30-17, WBAM 33-28, WJJD Ex-30, KLAC 55-47, KMPS 26-18, KCUB 37-27, WMC Ex-23, WSLR Ex-28, WBAP Ex-44, KSSS Ex-26, WGTO 43-34, WUBE Ex-38, WIL Ex-37, KIKK Ex-51, WPLO Ex-27, KLZ Ex-37, KXLR Ex-28, WAXX Ex-35, KLLL 47-33, KFDI Ex-47, KWMT Ex-37, KKYX 45-27, KZIP Ex-40, WSDS 32-26, KWJJ Ex-38, WXCL Ex-34, KWKH Ex-29, KBBQ Ex-32, KBET Ex-37, WEMP Ex-30, WQQT 38-33.
- GOLDEN TEARS — DAVE & SUGAR — RCA**
WCMS Ex-33, KSOP 59-51, WTSO 41-32, KFTN Ex-29, WSLC Ex-44, KRAK Ex-43, KSON Ex-37, KEBC Ex-33, KRMD 38-29, FM 97 29-21, WTMT 35-28, KRAM Ex-35, KERE Ex-41, WDAF Ex-30, WMNI Ex-39, KOYN Ex-39, WEEP Ex-33, WWVA 40-26, WHOO 38-33, WJJD Ex-26, KLAC 56-50, KMPS 30-22, KCUB Ex-38, WMC Ex-25, WKDA Ex-48, WSLR Ex-27, WBAP Ex-41, KSSS Ex-29, WGTO 50-40, KIKK 51-37, WPLO Ex-26, KJJJ 31-20, KLZ 39-30, WYDE Ex-29, KYNN Ex-34, KENR Ex-39, KCKC Ex-30, KWMT Ex-35, KKYX 63-26, KZIP 42-32, WSDS Ex-48, KIKX Ex-37, KWJJ Ex-37, WXCL Ex-32, KWKH Ex-30, KBBQ Ex-28, KBET 27-18, WEMP Ex-27, WBAM Ex-40.
- SOMEBODY SPECIAL — DONNA FARGO — WARNER BROS.**
KNOE 29-23, KSOP Ex-37, WTSO 39-33, KFTN 40-23, KHEY 46-37, WSLC Ex-28, KRAK 46-38, KSON 38-30, KEBC 40-27, KRMD 39-32, WTMT 36-31, KRAM Ex-40, WIRE 43-36, KERE Ex-50, WMNI 38-28, WSHO 19-13, KOKE Ex-27, WVOJ 31-21, KNEW Ex-37, KLAC 50-44, KMPS 24-17, WKDA 39-34, WSLR Ex-30, KSSS Ex-30, WGTO 38-32, WUBE Ex-39, KIKK Ex-52, WPLO 23-15, KJJJ Ex-38, KXLR Ex-32, KYNN 34-28, WAXX Ex-31, KLLL Ex-47, KFDI 46-39, KWMT Ex-36, KKYX 44-29, KZIP 56-37, WSDS 44-34, KIKX Ex-36, KWJJ Ex-40, WXCL Ex-31, KWKH 27-20, KBBQ Ex-35, KVOC 37-30, KBET Ex-40, WEMP 28-23, WQQT 35-28, WJRB 35-29.



CHARLEY PRIDE OUT IN RENO — RCA recording artist Charley Pride recently finished a two-week engagement at Harrah's in Reno, Nev., which was attended by radio station personnel and members of the press. Shown backstage after a performance are (l-r): Carson Schreiber, RCA regional promotional manager, west coast; Dave Rowland of Dave and Sugar; Liz Miller of KHTZ-FM, Los Angeles; Miller's husband; Paul Adams of KBET, Reno; and Joe Galante, RCA division vice president, marketing, Nashville.

DISCO

DISCO BREAKS

TOP 30 DISCO

	Weeks On Chart		Weeks On Chart
1 FLY AWAY (ALL CUTS) VOYAGE (Marlin/TK)	2	16 A-FREAK-A/CHANCE TO DANCE* LEMON (Prelude — LP/12")	18
2 I WILL SURVIVE* GLORIA GAYNOR (Polydor — 12")	1	17 TENDER IS THE NIGHT THP ORCHESTRA (Butterfly — LP)	14
3 KEEP ON DANCIN'* GARY'S GANG (SAM/Columbia — 12")	4	18 BABY I'M BURNIN'* DOLLY PARTON (RCA — 12")	17
4 CONTACT EDWIN STARR (20th Century — 12")	3	19 IF THERE'S LOVE AMANT (TK — 12")	19
5 DA YA THINK I'M SEXY* ROD STEWART (Warner Bros. — 12")	15	20 ULTIMATE (ALL CUTS) ULTIMATE (Casablanca — LP)	26
6 HAVEN'T STOPPED DANCIN' YET GONZALEZ (Capitol — 12" Remix)	7	21 THERE BUT FOR THE GRACE OF GOD GO I MACHINE (RCA — 12")	23
7 LET THE MUSIC PLAY (ALL CUTS) ARPEGGIO (Polydor — LP)	5	22 DANCIN'* GREY & HANKS (RCA — LP/12")	25
8 AT MIDNIGHT* T-CONNECTION (TK/Dash — 12")	12	23 Y.M.C.A.* VILLAGE PEOPLE (Casablanca — 12" Remix)	21
9 SHAKE YOUR GROOVE THING PEACHES & HERB (Polydor — 12")	6	24 A LITTLE LOVIN' (KEEPS THE DOCTOR AWAY) THE RAES (A&M — LP)	20
10 FEED THE FLAME/I'M LEARNING TO DANCE ALL OVER AGAIN LORRAINE JOHNSON (Prelude — LP/12")	9	25 I GOT MY MIND MADE UP* INSTANT FUNK (Salsoul — 12")	—
11 DANCE* PARADISE EXPRESS (Fantasy — 12")	11	26 COUNTDOWN/THIS IS IT DAN HARTMAN (Blue Sky — 12")	24
12 CHAINS/CREAM ALWAYS RISES BIONIC BOOGIE (Polydor — 12" Remix/LP)	8	27 I DON'T KNOW IF IT'S RIGHT* EVELYN "CHAMPAGNE" KING (RCA — 12")	29
13 HOLD YOUR HORSES* FIRST CHOICE (Salsoul — 12")	10	28 SHOOT ME WITH YOUR LOVE* TASHA THOMAS (Atlantic — 12")	22
14 LE FREAK* CHIC (Atlantic — 12")	13	29 FLY ME ON THE WINGS OF LOVE CELI BEE (APA/TK — LP)	—
15 GOT TO BE REAL CHERYL LYNN (Columbia — LP/12")	16	30 THE CHASE* GIORGIO (Casablanca — LP/12")	—

Compiled from audience response as reported from top Disco programming artists.
*12" available for sale

PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
Bill Sandor Pittsburgh	Da Ya Think I'm Sexy Rod Stewart — Warner Bros.	Ultimate Ultimate — Casablanca
Scott Talarico Ft. Lauderdale	(Do The) Boogie Woogie Fatback — Spring/Polydor	Fire Night Dance Jacques Band — Prelude
Bob Anderson Washington, D.C.	Love Is The Ultimate Ultimate — Casablanca	Stay With Me Charo — RCA
Steve Smith Los Angeles	Da Ya Think I'm Sexy Rod Stewart — Warner Bros.	If There's Love Amant — T.K.
Bob Baldwin Phoenix	Da Ya Think I'm Sexy Rod Stewart — Warner Bros.	Stomp Your Feet Ollie Baba — Polydor
Paul Curtis Seattle	Knock On Wood Amii Stewart — Ariola	Da Ya Think I'm Sexy Rod Stewart — Warner Bros.
Bacho Manquel New York	There But For The Grace Machine — RCA	He's The Greatest Dancer Sister Sledge — Atlantic
Ken Jason Chicago	There But For The Grace Machine — RCA	New York's On Fire 7th Ave. — AVI
Tim Rivers San Francisco	My Love Is Music Space — Casablanca	Mighty Groovy Bohannon — Mercury
Michael Neuman Omaha	He's The Greatest Dancer Sister Sledge — Atlantic	Disco Nights G.Q. — Arista
Kevin Mills Washington, D.C.	(Do The) Boogie Woogie Fatback — Polydor	Ultimate Ultimate — Casablanca
Danny Krivit New York	He's The Greatest Dancer Sister Sledge — Atlantic	(Do The) Boogie Woogie Fatback — Polydor
George Cadenas Key West	Da Ya Think I'm Sexy Rod Stewart — Warner Bros.	Turn Me Up Keith Barrow — Columbia
Tony Smith New York	Dancin' Grey & Hanks — RCA	Get Dancin' Bombers — West End
Bob DeRelmer Atlanta	Fly Away Voyage — Marlin/TK	(Do The) Boogie Woogie Fatback — Polydor

WHEN DOES HE SLEEP? — Marc Kreiner of MK Dance Productions announced last week that the independent promotion firm will handle disco promotion for **MCA Records**. The exclusive one-year contract was negotiated with label president **Bob Siner**, according to Kreiner. MCA is expected to name an in-house disco co-ordinator shortly to act as liaison between MK and MCA. **Billy Smith** of London is currently promoting the new **Van McCoy** release, a project he has been co-ordinating for MCA. In addition to MCA, MK is exclusively representing **Doctor Rock** and **Whitfield Records**, according to Kreiner who says the deals were recently concluded. Eight projects are said to be involved. Reportedly, MK has also been signed for exclusive representation of **Columbia** and **Epic**, **Portrait** and **Associated**



DJ Chuck Weismuller

labels, in addition to already existing contracts with **Ariola** and **Capitol**. MK also has product-by-product deals with **Atlantic**, **RCA**, **A&M** and **Cream**. Because of the growing list of major clients, Kreiner says that MK will shortly open a new office in Atlanta and another new office in Miami is contemplated. Six additional people are expected to be hired for the field. With offices already in Boston, L.A. and New York, MK is the largest independent disco promoter. Services, according to Kreiner, include complete mailout (3,000 pieces with a DJ priority list of 280 and 110 disco-oriented radio stations with the bulk to pools), feedback follow-up and contact with 280 retail accounts. In light of other developments, the Whitfield and CBS deals are interesting. Whitfield, of course, is distributed by Warner Bros. which has already developed a strong disco promotion team under the auspices of **Ray Cavlano**. The CBS deal is also unusual in light of **Tom Hayden's** recent production company signing with CBS. **Ralph Tashjian**, vice president of Hayden's budding label is expected to work with CBS sales and promotion regarding Hayden projects. MK will be involved in other CBS product, according to Kreiner. MK is also expected to have some involvement with **ABC Records** disco product although the new ABC-distributed label **Montage** run by **David Chackler** has recruited Hayden & Assoc. for special disco promotion. To top it off, busy Mr. Kreiner, who recently celebrated his 25th birthday, is also a principle in Ariola-distributed **Ocean Records** which is expected to have several major releases shortly. Is all that clear?

NAMES IN THE NEWS — Sharon White, a noted DJ at **Sahara** in N.Y.C., will be northeast (continued on page 44)

REVIEWS

SPACE — Just Blue — Casablanca NBLP 7131 — List: 7.98

Produced by Jean Philippe Illiesco and composed by Didier Marouani, you could guess this LP has a foreign touch. The European fascination with synthesizers abounds. However, the rhythms are also merciless. "Just Blue" has a breezy melodic surface but a brooding rhythmic depth; "Save Your Love For Me" at 141 BPM runs on popper power (try slowing it down) but the slow texture of the singing creates a wonderful contrast. This could be a floor favorite. Very progressive. "Secret Dreams" piles up musical layers like bed covers. "My Love Is Music" with its funky bass is uncharacteristic of the rest of the LP. Worth checking out.

THE GLASS FAMILY — Crazy — JDC 12-1 — 12" — 7.40

Taka Boom is no longer with the Glass Family but this record shows no lack of personality. In the 130s BPM, this track has been called a little fast. However, the party jamming atmosphere, over-reaching horns and rippling vibes make this a good high-side record for an evening's entertainment. A "Disco Concerto" edit is on the flip-side.

MOULIN ROUGE — ABC AA-1120 — LP — List: 7.98

Remake albums sometimes appear to be cheap shots. A remake of songs by the Bee Gees could be particularly open to this criticism. However, this package, sung by Stephanie Spruill, Julia Tillman, Lorna Willard and Alvin Fields and produced by Michael Zager, has several delightful moments. "Holiday," flowing at a 121 BPM pace with sweeping strings, galloping rhythm guitar and soaring vocals, has all the making of a hit. A simple percussion break allows easy exit. Try out "To Love Somebody" too.

RADIO

DISCO HIGHLIGHTS

WLYT-FM — CLEVELAND — FREDDIE JAMES

HOT ROTATION:

I Will Survive — Gloria Gaynor — Polydor
Fly Away — Voyage — Marlin/TK
Shake Your Groove Thing — Peaches & Herb — Polydor
Hold Your Horses — First Choice — Salsoul
Feed The Flame/Learning To Dance — Lorraine Johnson — Prelude
Sinner Man — Sarah Dash — Kirshner
Contact — Edwin Starr — 20th Century
Got To Be Real — Cheryl Lynn — Columbia
Ain't That Enough For You — John Davis — Columbia
C'est Chic — Chic — Atlantic (LP)

HIT BOUND:

Change — Zulema — London
Hallelujah 2000 — Long/Adcock — Casablanca
Saturday Night Sunday Morning — Thelma Houston — Motown
Turn The Music Up — Players Association — Vanguard
Dancin' (Freestyle Rhythm) — Mantus — SMI
What You Gave Me — Diana Ross — Motown
Fly Me On The Wings Of Love — Celi Bee — APA (LP)
Dancin' In The Streets — Boney M — Sire

KIIS-FM — LOS ANGELES — SHERMAN COHEN

HOT ROTATION:

I Will Survive — Gloria Gaynor — Polydor
Da Ya Think I'm Sexy — Rod Stewart —

Warner Bros.

If There's Love — Amant — TK
Let The Music Play — Arpeggio — Polydor
The Chase — Giorgio — Casablanca
Haven't Stopped Dancin' Yet — Gonzalez — Capitol
Keep On Dancin' — Gary's Gang — Sam
Contact — Edwin Starr — 20th Century
Souvenirs/Fly Away — Voyage — Marlin/TK
I Don't Know If It's Right — Evelyn "Champagne" King — RCA

HIT BOUND:

He's The Greatest Dancer — Sister Sledge — Cotillion
WISN-FM — MADISON — RUSTY HUDSON
HOT ROTATION:
Le Freak — Chic — Atlantic
Da Ya Think I'm Sexy — Rod Stewart — Warner Bros.
The Chase — Giorgio — Casablanca
Shake Your Groove Thing — Peaches & Herb — Polydor
Y.M.C.A. — Village People — Casablanca
Ease On Down The Road — Ross/Jackson — MCA
Star Love — Cheryl Lynn — Columbia (LP cut)
I Will Survive — Gloria Gaynor — Polydor
Dance — Paradise Express — Fantasy
Contact — Edwin Starr — 20th Century

HIT BOUND:

Trocadero Bleu Citron — Alec Costandinos — Casablanca (LP)
Happiness — The Pointer Sisters — Planet (LP cut)

YOU'VE NEVER BEEN



CHIC
 "LE FREAK" # 3519
 FROM THE ALBUM,
 "C'EST CHIC" SD19209



*chic cheer I want your love
 le freak at last I am free
 savoir faire sometimes you win
 happy man (furry) bone*

AVAILABLE ON 12"

PHREEK
 "WEEKEND" # 3550
 FROM THE ALBUM,
 "PATRICK ADAMS
 PRESENTS
 PHREEK" SD19213



AVAILABLE ON 12"

CERRONE
 "LOOK FOR LOVE" # 4424
 FROM THE ALBUM,
 "CERRONE IV:
 THE GOLDEN
 TOUCH" SD 5208



THE GOLDEN TOUCH

ON COTILLION RECORDS & TAPES

LEIF GARRETT
 "I WAS MADE FOR DANCIN'" # 403
 FROM THE ALBUM,
 "FEEL THE NEED" SB 7100



AVAILABLE ON 12"
 ON SCOTTI BROS. RECORDS & TAPES

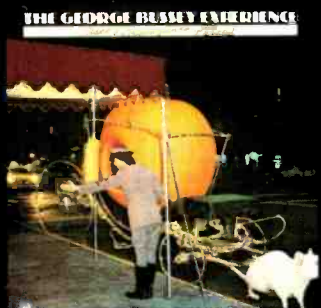
FANTASTIC FOUR
 "SEXY LADY" # 55417
 FROM THE ALBUM,
 "B.Y.O.F." WT 6108



ON WESTBOUND RECORDS & TAPES

HIT SO HARD.

GEORGE BUSSEY EXPERIENCE
"DISCO EXTRAVAGANZA PHASE I" SD19216



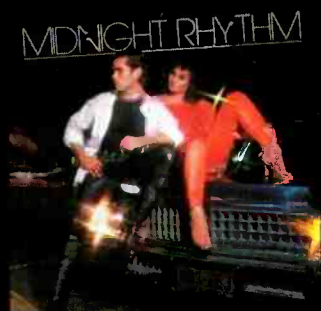
JOY FLEMING
"THE FINAL THING" SD19270



HERBIE MANN
"SUPER MANN" SD19271
CONTAINS THE SINGLE,
"SUPERMAN" # 3547



"MIDNIGHT RHYTHM" SD19214
CONTAINS THE SINGLE,
"WORKIN' & SLAVIN'" # 3530



"TASHA THOMAS" SD19273
CONTAINS THE SINGLE,
"SHOOT ME (WITH YOUR LOVE)" # 3542



NARADA MICHAEL WALDEN
"AWAKENING" SD19272
CONTAINS THE SINGLE,
"I DON'T WANT NOBODY ELSE
(TO DANCE WITH YOU)" # 3541



WONDER BAND
"STAIRWAY TO LOVE" SD 38-111



ON ATCO RECORDS & TAPES

SISTER SLEDGE
"WE ARE FAMILY" SE 5709
CONTAINS THE SINGLE,
"HE'S THE GREATEST DANCER" # 44245



ON COLLIERION RECORDS
& TAPES

THE HARDEST HITTING DISCO FROM ATLANTIC RECORDS AND CUSTOM LABELS.





WARNER BROS. INKS MANN — Singer-songwriter Barry Mann has signed an exclusive artist contract with Warner Bros. Records. Pictured above at the signing are (l-r): Lenny Waronker, vice president and director of A&R for WB; Mann; WB chairman and president Mo Ostin; Steve Love, vice president of ATV Music Group; and Harry Shannon, director of creative services and artist development for ATV.

Atlantic's Emphasis On Disco Exemplifies Industry Trend

(continued from page 8)

and R&B will continue to represent the greatest portion of Atlantic's business," he foresaw "an increased emphasis in the signing of new disco artists. Our position will be to market a greater number of disco albums this year than we did in 1978, and I think we've already proved that in the first release." Atlantic released about 12 disco albums last year.

Trammps Were Pioneers

Historically, Atlantic's involvement with disco began in 1974 when the company released the 12-inch single, "Mellow Blow" by Barrabas. "At the time, our program evolved around artists like Penny McLain and the Trammps," said Eddie Holland, vice president and director of special markets for the label. "The Trammps were the first real indication of our success with disco. We would sell 150,000 copies of their album in places such as New York, Baltimore/Washington, Boston, Miami and Hartford, but in places like Detroit we were lucky to sell 3,000 copies. Programmers would tell us things like 'The music's not for us, it's not what the people want to hear.' But little by little, disco's popularity evolved from the disco belts to the point where the whole industry began to realize it was no longer a fad."

Roxy Myzal, Atlantic's associate national disco promotion director, pinpointed the popularity of "Saturday Night Fever" as a landmark in disco's social acceptance. "The movie took disco to the midwest," she said. "making it mass appeal, where any John Doe realized that it was cool to go out to a disco and dance."

Glew elaborated that "retailers were suddenly selling huge quantities of the album in places like Cincinnati and Lima, Ohio, when the entire album — past the Bee Gees' tunes — was composed of disco material. As a result, radio became aware of disco's demand, which helped to trigger a reaction within the record companies to make more disco product available."

Initial Resistance

"Initially," said Issy Sanchez, national disco A&R coordinator for Atlantic, "disco met with resistance from programmers who wanted to be the first ones to introduce it to their listeners. But when the music exploded in the discos, they were forced to play it."

To promote its January release, teams of Atlantic representatives recently traveled to eight major cities to make special product presentations to WEA branch personnel, as well as Atlantic R&B and pop regional promotion directors and managers in New York, Boston, Philadelphia, Atlanta, Cleveland, Chicago, Dallas and Los Angeles. Key radio, press, retail and disco pool personnel were also invited. The campaign was supported by heavy radio time buys and extensive print ads, as well as a variety of merchandising

materials incorporating the theme of "You've Never Been Hit So Hard."

Specially edited and segued samplers were also prepared by Sanchez to showcase Phase I of the campaign, which features current hit disco product by Cerrone, Chic, the Fantastic Four, Leif Garrett and Phreek, and Phase II, which features the January releases.

According to Glew, the label will direct its new LPs to the R&B and disco stations in the major markets "because the campaign has to be directed where the music is being programmed."

Critical Barometer

"But," said Myzal, "the dance floor remains the most critical barometer to determine what you've got. If it packs the floor, you know you're got something. If it clears the floor, it's not there, in which case you have to re-evaluate your marketing stance. Maybe you've pulled the wrong single from the record."

With tour scheduling already being planned for the artists in the current release, Glew argued that, as disco continues to grow in popularity, group identities will soon emerge in the same way Donna Summer and the Village People have developed identifiable personalities for the television market. "Disco artists will not be treated any differently than our other artists," he said. "They too are a viable part of our business."

Asked how he thought disco would grow and establish itself with younger listeners, Glew noted that "as the Kiss type of records withdraw from the playlists, kids are going to be subjected to whatever they hear on the radio." He surmised that "rock artists just might have to change their style to accommodate what people want to hear. But it's also very possible that in certain markets, as the social climate changes and disco becomes more accepted, AOR stations will have to change their programming formats in order to accommodate the music."

However, he added, "Even with the changing atmosphere of the record business, we still sold five million Foreigner albums last year. And, with 200 million people in this country, there will still be a market for different types of music. A fragmented market can always support different musical directions."

Where do more traditionally R&B-oriented groups on the Atlantic roster, like the Spinners, Wilson Pickett and Ben E. King, fit into the label's picture? "We as a company can only point out what we see as trends," Glew said, "and if the artist hears five records in a row on the radio with a dance groove, and we have the market research to back up what the stations are playing, then maybe that's the direction they're going to have to record their material in. It's a matter of meeting the demands of the market."

DISCO BREAKS

(continued from page 41)

disco representative for **Motown**, as of Feb. 1. Sharon, who has already cut back her days to Friday and Saturdays at Sahara, will continue to spin. **Ellen Bogen**, who was a recent "celebrity" coat check girl at the new N.Y.C. club **Hell**, also spins at Sahara. . . . Reportedly, **David Todd** is going to leave **RCA**. . . . **Curtis Urbina**, who has been working disco promotion with Midsong, has also reportedly left his position. . . . **John Kubick**, coordinator at **Sterling Sound** in New York, was struck by a car recently. He is expected to recover. Get well wishes can be sent care of Bellevue Hospital, New York, N.Y. 10016. John is in Wing 15N, room 50C. . . . **Bob Viterelli** joins **Gary Tighe** as a regular DJ at **Trocadero Transfer** in San Francisco. . . . **Chuck Weismuller**, who spins at **Ken Corbett's Some Other Place** in Arlington Heights outside of Chicago, is featured in this week's spotlight. Chuck reports that snow and more snow is the main problem in Chicago these days. Club activity has suffered because of it. Chuck has been with S.O.P. for four years. The club was one of the first small rock joints in Chicago to switch to disco. In addition to spinning, Weismuller is designing a sound system for a new restaurant/disco planned by Corbett. The **Seventh Avenue** "Midnight In Manhattan" LP, produced by **Ian Levine**, is on Chuck's current hot list. He has been playing a tape of an acetate. The LP will be out next week. Send in your photos programmers!

DISCO RADIO UPDATE — Recently released Mediatrend ratings for New York in January show **WKTU** going strong with a 13.3. **WABC** scored 7.8 and **WBSL** (pre-Crocker) scored 2.5. **Paco's** WKTU 7-12 pm shift racked up a whopping 20.5. . . . **Burkhart/Abrams** and **Wanda Ramos** are adding three more stations to their consultancy. **WDRQ-FM** in Detroit joined last week. The 20,000 watt 24 hour disco format is manned by **Jim Ryan** MD and **Eddie Rogers**, operations manager. The station used to be Top 40. . . . **KDUK** in Honolulu joined B/A last week. **JW** is the music director. . . . **KRLY** in Houston was on the B/A Superstars format but switched to disco Jan. 16. **Michael Jones**, MD of the new **Disco 94**, says the station received four days of negative response after signing off with "Goodnight" by **the Beatles**. Response now to the KTU sister station is overwhelmingly positive. All the AOR jocks stayed. **Bill Todd** is PD. . . . **KEYN-AM** in Wichita, Kansas, went disco Jan. 20. **Jay Walker** is MD. . . . **KKSS** in Kansas City is now also playing all disco. . . . **CHIC-AM** is now Toronto (and Canada's) first all disco station. The station shifted from Top 30 to disco Jan. 15. **David Oliver** is PD.

L.A. DEMISES — **A.J. Miller**, head of the S.C.D.D.J.A. pool, is temporarily out of work. His club, the **Maypole**, shifted formats recently from disco to a pizza bar. **Barry Blustein** of **Motown** got a congratulatory call from A.J. for being the last promotion person to visit the club before its sudden turnaround. . . . In another loss for L.A. disco, **Hard Time Charlie's** closed its disco a fortnight ago after being bought out by the **Marina Club** next door which had sued the successful **Marina Del Rey** disco, charging sound infringements. Noted DJ **Michael Lee** is now interviewing for another job. . . . **Scandal's** in Hollywood is another club which appears down the tubes despite the message on the marquee "See You Soon."

NORTHEAST REGIONAL POOLS MEET — **Judy Weinstein** of **For The Record** hosted Jan. 22 a northeast regional pool meeting at the New York Sheraton. In addition to good eating and camaraderie, the meeting dealt with substantive issues. Basic suggestions were committed to paper for pool admission requirements. These suggestions dealing with number of jocks belonging to pool, duration and extensiveness of record label service, will likely play a role at the **National Record Pool Assn.** meeting planned at the Forum. Judy "got hell" by other N.Y.C. pools because **For The Record** is now receiving service from Atlantic while other pools are not. **Jackie McCloy**, of **Long Island Disco D.J. Assn.** suggested that the N.Y.C. pools talk their situation over with **Issy Sanchez** and reach a reasonable agreement. The issue of termination of record company service and resulting problems was also discussed. **Dan Keefe**, of the **Empire State** pool, brought up that **Buddah** and **Arista** are contemplating eliminating service to his pool. **Jerry Bossa** of **Buddah** has offered the option to eliminated pools to buy LPs at \$1.60 per record. **Bossa**, in comments last week, says he plans to "take pools head-on. Professional DJs will not care if they get their service from the pool or at their home direct from **Buddah**." The label has a list of 250 DJs and eight pools that will receive service. Members at the regional meeting agreed that pools will not buy records. "No one knows the final story," says Weinstein, who feels small pools could be threatened with extinction because of DJ desertion if the pools are forced to buy records. The emphasis at the regional meeting was not protect pools at all cost, but rather to establish necessary pool qualifications and then support qualified pools.

HAPPY BIRTHDAY RAY — **Ray Caviano** of Warner/RFC celebrated his birthday last Tuesday with a bash at **Paradise Garage** following the regional pool meeting. **Larry Levan** played upcoming RFC and Warner releases. **Dan Joseph** and **Ken Friedman** presented Ray with a cake. . . . The Garage celebrated its first anniversary last Saturday. **The Beach Boys** made a recent appearance at Garage to promote their new "Here Comes The Night" disco track which was later remixed in L.A. by **Randy Sills**.

SHORT TAKES — **Melba Moore** will host for the third year the arthritis telethon which originates live from the Ed Sullivan Theater in N.Y. on Feb. 10-11 and will be aired over WOR-TV. . . . Ariola will host **Amil Stewart** video presentations in Boston, Atlanta, Detroit, St. Louis, San Francisco and Philly in the near future. . . . **Soap Factory Disco** TV series, currently airing in 50 markets, moved its N.Y. outlet Jan. 27 to Metromedia's **WNEW-TV**. **Bobby "DJ" Guttadaro** has joined the production staff of the show. He will select and mix material. . . . A&M is hosting a party Feb. 11 for **the Raes** in Toronto to mark Canadian release of their new LP. American release is Feb. 23. . . . **Jim Knapp** will write a disco blab column for **Radio Music Report**. . . . **Tim Rivers** has a new column in **BADDA's** Baseline called "Dish-Co."

NEW PRODUCT — Expect the hotly-awaited "Keep On Dancin'" LP by **Gary's Gang** Feb. 15 on Sam/CBS. . . . RSO released last week the new **Bee Gees** 12" "Tragedy/Search, Find/Love You Inside Out". . . . AVI released a promo only 12" by **James Wells** of "That's The Way The Wind Blows" backed with an unreleased (in U.S.) track "All I Ever Need Is Music" which will be on "Hot Disco Nights Vol. 2." Also from AVI is "Be Yourself" commercial 12" from **Airpower**. . . . Casablanca is releasing new LPs by **Cher** and **Brooklyn Dreams**. A remix by **Howard Merritt** of "Love Is The Ultimate" by **Ultimate** will be out shortly as will the "Night Life" LP produced by **Pete DiMilo** and **George Cucuzzella** who handled **Erotic Drum Band**. **Friedman** of Casablanca calls the LP "a left hand turn for Casablanca into raw, ethnic, progressive music". . . . Ariola is releasing next week **Linda Evans'** new LP "You Control Me" and **Sarah Brightman & Hot Gossip's** camp disco 12" "I Lost My Heart To A Starship Trooper". . . . Feb. 9 brings release of **Bunny Sigler's** DJ on 12" "By The Way You Dance." Also coming in that package is "Stay With Me/Hot Love" by **Charo**. . . . "Witch Queen" is a talk about RCA album, co-produced by **Gino Soccio**, coming in the third week of February.

peter hartz

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 C'EST CHIC CHIC (Atlantic SD 19209)	2	11	
2 MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	1	9	
3 THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 34647)	3	10	
4 CROSSWINDS PEABO BRYSON (Capitol ST 11875)	4	10	
5 HERE MY DEAR MARVIN GAYE (Tamla/Motown T-364)	5	5	
6 CHERYL LYNN (Columbia JC 35486)	6	14	
7 THE MAN BARRY WHITE (20th Century T-571)	7	17	
8 "WANTED" LIVE IN CONCERT RICHARD PRYOR (Warner Bros. BSK 3364)	9	8	
9 CHAKA CHAKA KHAN (Warner Bros. BSK 3245)	8	14	
10 BOBBY CALDWELL (Clouds/TK 8804)	10	16	
11 LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)	11	21	
12 LIGHT OF LIFE BAR-KAYS (Mercury SRM 1-3732)	12	8	
13 2 HOT! PEACHES & HERB (Polydor PD 1-6172)	15	11	
14 GET DOWN GENE CHANDLER (Chi-Sound/20th T-578)	14	12	
15 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	13	22	
16 SWITCH (Gordy/Motown G6-980R1)	16	25	
17 CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	17	17	
18 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	18	24	
19 LONG STROKE ADC BAND (Cotillion/Atlantic SD 5210)	19	9	
20 LOVE TRACK GLORIA GAYNOR (Polydor PD 1-6184)	34	4	
21 DESTINY THE JACKSONS (Epic JE 35552)	23	11	
22 FLAME RONNIE LAWS (United Artists UA-LA-861-H)	20	16	
23 SHOT OF LOVE LAKESIDE (Solar/RCA BXL 12937)	31	9	
24 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. BSK 3209)	22	19	
25 JOURNEY TO ADDIS THIRD WORLD (Island ILPS 9554)	26	10	
26 ENERGY POINTER SISTERS (Planet P-1)	36	10	
27 FOR THE SAKE OF LOVE ISAAC HAYES (Polydor PD 1-6164)	25	13	
28 MONEY TALKS BAR-KAYS (Stax/Fantasy STX 4106)	24	11	
29 STEP II SYLVESTER (Fantasy F-9556)	28	31	
30 REED SEED GROVER WASHINGTON JR. (Motown M7-019R1)	27	18	
31 COMMODORES' GREATEST HITS (Motown M7-012R1)	21	13	
32 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	44	24	
33 MELBA MELBA MOORE (Epic JE 35507)	32	13	
34 "EVERY 1'S A WINNER" HOT CHOCOLATE (Infinity 9002)	46	3	
35 CLEAN EDWIN STARR (20th Century Fox T-559)	37	6	
36 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	29	22	
37 UGLY EGO CAMEO (Chocolate City/Casablanca CCLP 2006)	30	17	
38 YOU FOOLED ME GREY & HANKS (RCA AFL 1-3069)	42	6	
39 THE ADVENTURES OF CAPTAIN SKY CAPTAIN SKY (AVI 6042)	41	8	
40 SPARK OF LOVE LENNY WILLIAMS (ABC AA 1073)	40	31	
41 TOUCHDOWN BOB JAMES Tappan-Zee/Columbia JC 35594)	38	8	
42 CHANSON (Ariola SW 50039)	35	24	
43 BROTHER TO BROTHER GINO VANNELLI (A&M SP 4722)	33	18	
44 COME AND GET IT RICK JAMES (Gordy G-7-98RA)	43	37	
45 MOTHER FACTOR MOTHER'S FINEST (Epic JE 35546)	47	20	
46 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	39	16	
47 TRUTH N' TIME AL GREEN (Hi HLP 6009)	50	7	
48 BONNIE POINTER (Motown M7-911R1)	48	7	
49 BELL & JAMES (A&M AM SP-4728)	60	2	
50 PATRICE PATRICE RUSHEN (Elektra 6E-160)	58	3	
51 FLY AWAY VOYAGE (Marlin 2255)	61	3	
52 WE ALL HAVE A STAR WILTON FELDER (ABC AA 1109)	52	3	
53 BUSTIN' LOOSE CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR- 3076)	—	1	
54 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD 1-6179)	45	7	
55 LOVE VIBRATIONS JOE SIMON (Spring/Polydor SP 1-6720)	59	4	
56 BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	—	1	
57 SOMEWHERE IN MY LIFETIME PHYLLIS HYMAN (Arista AB 4202)	—	1	
58 SHIPWRECKED GONZALEZ (Capitol SW-11855)	63	2	
59 NOTHING SAYS I LOVE YOU LIKE I LOVE YOU JERRY BUTLER (Phila. Int'l./Columbia JZ 35510)	49	14	
60 BETTY WRIGHT LIVE (Alston 4408)	53	33	
61 BRASS CONSTRUCTION IV (United Artists UA-LA-916-H)	51	11	
62 MIND MAGIC DAVID OLIVER (Mercury SRM 1-3747)	64	7	
63 T-CONNECTION (Dash/TK 30009)	68	3	
64 DISCO GARDENS SHALAMAR (Solar/RCA BXL 1-2895)	65	13	
65 TOGETHERNESS L.T.D. (A&M SP 4705)	57	34	
66 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	54	39	
67 RAINBOW VISIONS SIDE EFFECT (Fantasy F-9569)	70	3	
68 NIGHT GROOVES THE BLACKBYRDS (Fantasy F-9570)	69	2	
69 FUNK OR WALK THE BRIDES OF FUNKENSTEIN (Atlantic SD 19201)	62	16	
70 BEST OF NORMAN CONNORS & FRIENDS (Buddah/Arista BDS 5716)	67	8	
71 MIDNIGHT DIAMOND DOBIE GRAY (Infinity INF 9001)	73	2	
72 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l. JZ 35095)	66	34	
73 "NEW WORLDS" MANDRILL (Arista AB 4195)	71	11	
74 BLAM! BROTHERS JOHNSON (A&M SP 4714)	55	27	
75 THE WIZ (MCA 2-14000)	72	18	



PLEASURE & FANTASY — The soul-jazz band Pleasure recently re-signed a long term recording contract with Fantasy Records. Seated are (l-r): David Leiken, co-manager of Pleasure; Ralph Kaffel, president of Fantasy Records; Marlon "The Magician" McClain, Pleasure's leader; Phil Kaffel, engineer and co-producer of the group's upcoming album. Standing are (l-r): Michael Hepburn, of Pleasure; Larry Pickney, Pleasure's publicity director; Donald Hepburn, Sherman Davis, Anthony Collins, Pleasure musicians; Dennis Gasner, Fantasy graphic artist; Dennis Springer, Nathaniel Phillips, Douglas Lewis. Bruce Carter, Bruce Smith, Pleasure musicians; Bob Usery and Nat Freedland of Fantasy and Chad Debnam Pleasure's co-manager.

Black Music Assn. Makes Educ. Movie

NEW YORK — The Black Music Association is currently producing a 30-minute film entitled "Black Music in America: The '70s" through its motion picture and television production arm. The film will premier at the organization's Founders Conference in Philadelphia, June 8-11.

The film will trace the contribution of black music in the '70s and will feature appearances by prominent black artists. Learning Corporation of America, a leading producer of educational films, will distribute the film to institutions of higher learning beginning September 1979.

RSO/Curtom Release First Single Product

LOS ANGELES — "This Year," a single written, produced and performed by Curtis Mayfield, is the first product under the new distribution pact between RSO Records and Curtom records. Mayfield, who was lead singer for the Impressions for 12 years, is also known for his award winning soundtrack albums like "Superfly" and "Short Eyes." The single will be released Jan. 31.

A major marketing/merchandising campaign will follow the release of the album, which is expected to be out in mid-February, or early March.

THE RHYTHM SECTION

RUMOR HAS IT — Eddie Pugh was spotted in Miami talking production deals with TK... Al Edmondson will be getting his VP stripes from A&M in Feb... MCA is dropping its distribution of Dr. Rock Productions, though the label is still negotiating to retain Stargard and Jeffrey. Reportedly Polygram and RCA have expressed an interest in the production firm... An informed source says Sonny Taylor may be coming out to the west coast next week to fill the last slot in his promotion team at Polydor.

HALE MAKES ADDITIONS IN MUSIC DIRECTION — Though there won't be any major changes in Capitol Records' approach to marketing black oriented music as a result of the appointment of Dr. Cecil Hale as vice president, A&R soul music division, the music direction will change somewhat.

This assessment was offered last week by Dr. Hale, who noted, "I feel that the black artists roster at Capitol is fantastic. We have several super class acts, and we will continue in that direction."

In the area of talent acquisition, Hale said he will focus on jazz-fusion and disco acts. Another priority, according to Hale, will be to name a national promotion person for the division. "The fine tuning of the marketing structure will include acquiring a good promotion head, of which we are very close to at this point," he said.

He added, "We will also possibly be changing the name, 'soul music division,' to be more in keeping with our total music thrust."

TOSH ON TOUR — Peter Tosh is starting a 31-city tour of the states in Davis, California. This will be his first U.S. tour since he opened for the Rolling Stones last year. Tosh has been spending most of his time touring Europe, where he has garnered a very big following; the U.S. tour was initiated following the recent upsurge of interest in his album "Bush Doctor."

CORRECTION — Last week's column had the Brothers Johnson on ABC Records when, it should have read, Quincy Jones will be producing the Brothers Johnson's upcoming LP on A&M Records, and the new Rufus and Chaka Khan album on ABC Records around May or June.

DASH-IN SOON — SARA DASH has just finished getting her band together to start rehearsing for her upcoming tour which will commence around the end of March. She will reportedly be with a major act that has not yet been disclosed.

FROM ALASKA TO BROADWAY — Alaskan-born Tasha Thomas has a single on Atlantic Records called "Shoot Me With Your Love," which is doing very well on national trade charts. Thomas was recently signed to Atlantic Records, from a Long Island company called Orbit Records, when her song started getting some regional attention. Thomas got her biggest break as a singer/performer when she was cast in the role of Auntie Em in the play, "The Wiz." Since that time she has enjoyed a lucrative career as a background singer and doing vocals for several television commercials. Thomas has performed with many top artists including Stevie Wonder, Carly Simon, Diana Ross and Johnny Winter.

COOKING WITH DOZIER — Lamont Dozier, whose recipes are becoming as famous as his songs, will include 12 of his favorite recipes in a souvenir book that will be sold to show attendees on his first national tour.

cookie amerson



ATLANTIC DISCO PARTY — Atlantic Records recently had a week-long eight-city series disco party. Parties honoring new Jan. '79 releases were held in New York City, Boston, Philadelphia, Atlanta, Cleveland, Chicago, Dallas and Los Angeles. New releases by Tasha Thomas, Charles Mingus, Joy Fleming and Herbie Mann were presented at the gatherings. Party goes in New York and L.A. are shown above. Pictured (l-r) are: Tunc Erim, Atlantic national pop album promotion director; Hank Caldwell, national promotion & marketing coordinator/special markets; Dave Glew, senior vice president/general manager; Sal



Uternano, vice president sales, Jerry Greenberg, Atlantic's president; Hillery Johnson, Hiltak Records' president; Wanda Ramos, WKTU/New York disco consultant; Ahmet Ertegun, Atlantic chairman; Eddie Holland, Atlantic vice president/director special markets; George Rossie, WEA L.A. branch manager; Walt 'Baby' Love, program director KKKT/L.A.; Ernest Smith, national promotion director for Cotillion; Bob Greenberg, Atlantic west coast vice president/general manager and Oscar Fields, WEA vice president black music marketing.

Barcoding Break through Is Looming On The Horizon

(continued from page 30)

have been to use a strip of paper which could be wrapped around the album and contain a bar code and any other extraneous information. He cited the use of such a method of Japanese record manufacturers, who use the disposable paper to include pricing information without blemishing the cover art.

'Terrific Idea'

"They do the same thing with tapes, and by including a four color shot of the artist on the strip of paper, they make it very attractive. It's a terrific idea," Solomon said.

Besides the aesthetic aspect, Solomon also feels the cost of putting bar coding to use will limit its appeal to only the largest retailers and rack jobbers.

"It is catering to just a very small group of people. And some of the really big ones, like Pickwick, already have their own coding systems.

"Anyway," he said, "it's going to be a long time before it will be the least bit useful," Solomon said.

System Is Compatible

Frank Miko, vice president of the Peaches Records chain, is enthusiastic about the prospects of implementing bar coding, but says it will take some time before it will pay off to get the equipment necessary to use it.

"We've always been ready for it," Miko said. "We've had bar coding on our private

label products (such as record care accessories, etc.) for two years. Our cash registers and computers are compatible with bar coding, so it won't take much to make the changeover.

"But we're just waiting for a significant amount of bar coded product to come on the market. We're not going to jump right in at this time."

More Cautious Approach

Licorice Pizza is taking a slightly more cautious approach to bar coding, according to John Houghton, the chain's marketing coordinator.

"At this point, we are watching it. All the machinery we are buying now is compatible to be used with bar coded product at some point in the future. But right now we have no equipment in any of our stores nor do we plan to in the near future," Houghton said.

"We haven't discussed any time period within which we might install the equipment, but it would be silly to do now," Houghton said. "It's very expensive and it wouldn't do us any good to put it in."

Consensus Needed

At Music Plus, another Los Angeles-area record retailer, chain president Lou Fogelman said he would not pursue the implementation of bar coding within his company "until we are totally bar coded as an industry.

"There's no way we can move on it now. When it all comes together, maybe when 90 percent on all product is coded, then we'll think about getting the equipment," Fogelman said.

"But when that day does come," he added, "we will be one of the retailers who will be very interested in looking at the hardware and utilizing the bar coding system."

Supplementary, Not Revolutionary

Like many other retailers, Fogelman sees bar coding as something to supplement or increase the efficiency of his present method of operation, not something which will revolutionize the way his business is run.

"We already have a one-for-one replacement system which we do by hand," he said, in that when a record is sold, the clerk manually records the number and title of the album on an order form so that each purchase is recorded for replacement.

"I think we can utilize it to coincide with what we do now, and make it more efficient," Fogelman said. "Right now we will wait and see, then go after it."

Hechtman Mgmt. Moves

LOS ANGELES — Burl Hechtman Management has moved to 3919 Big Oak in Studio City here.

Phonogram Posts Record Sales For Fiscal 1978

NEW YORK — Phonogram, Inc./Mercury Records achieved the most successful year in the company's history in 1978, according to Irwin H. Steinberg, president of the firm.

Steinberg declined to reveal specific figures, but stated that Phonogram/Mercury total sales volume rose 34% over the 1977 figure. In addition, Steinberg noted that the company enjoyed two consecutive record months in October and November.

Phonogram/Mercury recording artists The Bar-Kays, Con Funk Shun, Rush, and the Statler Brothers all received gold albums in 1978, and the Statler Brothers received their first platinum album.

Steinberg also singled out newly acquired Phonogram artists Frank Zappa, Wireless, Whiteface, The Faith Band, Roadmaster and Horslips on DJM as acts expected to contribute significantly to the company in 1979.

Scheduled for first quarter release by Phonogram/Mercury and its distributed labels are new albums by Con Funk Shun, the Statler Brothers, Bohannon, BTO, the Osmonds, and Larry Gatlin.

ECM Into New Offices

NEW YORK — The U.S. headquarters of ECM Records has moved into new offices. The new address is 509 Madison Avenue, Suite 512, New York, N.Y. 10022. The phone number is (212) 888-1122.

Mistrial In Case Of Westchester Theatre

NEW YORK — A mistrial has been declared in the fraud and racketeering trial of seven men accused of skimming money from the Westchester Premier Theatre and cheating creditors after it went into bankruptcy proceedings two years ago.

After seven days of deliberations, the jury of three men and nine women were excused by Judge Robert W. Sweet, who tentatively scheduled Feb. 19 for the start of a new trial. The trial had lasted three months in Federal District Court in Manhattan and involved about 50 witnesses, dozens of tape-recorded conversations, and more than 9,000 pages of transcript.

The main defendants, Gregory J. DePalma, Eliot H. Weisman, and Richard Fusco, all of Scarsdale, N.Y. had been named in a racketeering charge carrying up to 20 years in prison. The others named in fraud charges that carried terms of up to five years were Louis Pacella, Leonard Horwitz, Laurence I. Goodman and Salvatore J. Cannatella.

Cream To Release Diamond, Johnson LPs

LOS ANGELES — Legs Diamond and Syl Johnson, two Cream Records recording artists, will release their new albums this month. The five member Los Angeles based rock band, Legs Diamond, are putting out a new album entitled "Fire Power." "Uptown Shakedown" is the title of Syl Johnson's new release.

POINTS WEST

(continued from page 16)

Chrysalis are adamant in stating that they have no intention of deserting their indie distributors. Label president Terry Ellis issued a statement while at MIDEM saying they had been approached by no one and that Chrysalis would stay an independently-distributed label . . . It looks like Larry King of Atlantic will move to MCA to handle Stan Bly's former duties as head of promotion . . . Roger Mettig apparently has been chosen as a regional vice president in the southeast for CBS . . . Ray Campi & His Rockabilly Rebels have been confirmed to open for Elvis Costello when he plays at North Hollywood's Palomino club Feb. 16. Carl Perkins will open for Costello on the remainder of the tour . . . Bruce Springsteen can now chalk up his third top 10 single written for another artist, with the Richard Perry-produced Pointer Sisters recording of his "Fire," at #5 bullet this week . . . Eric Doctorow was upped to director of marketing services at ABC Records in conjunction with his birthday last week . . . A typographical error in last week's Executives On The Move column mistakenly had Sam Passamano Jr. being named director of marketing at RCA instead of MCA . . . Willie Nelson and Tanya Tucker showed up at the Palomino debut of Lone Star group Cooder Browne for some impromptu vocalizing . . . Randi and David Levy (director of promo at Alexander St. Records) became the parents of a baby girl Jan. 20. Danielle Hansen Levy was born at Valley Presbyterian Hospital weighing 6 lbs. 12 oz. . . Michael Ochs and Lester Bangs are jointly working on an illustrated, anecdotal history of rock 'n' roll entitled "Whole Lot of Shakin' — 25 Years of Rock 'N' Roll, Vol. 1." It is aimed at being "entertaining without too much intellectualizing" about rock, Ochs says. It should be ready around the first of May . . . Jethro Tull reportedly is planning to do a small club tour beginning April 1 (and our source insists it's no joke).

randy lewis



PINOCCHIO PARTY — Gene Simmons of Kiss met with Pinocchio recently at a Disney-Kiss party held at Fiorucci's in Los Angeles honoring the re-release of the movie "Pinocchio" and Simmons' recording of the song "When You Wish Upon A Star" from the film.

INTERNATIONAL



PARLIAMENT MEETS PARLIAMENT — Casablanca recording group Parliament recently visited the British Parliament in London and met with Victor Goodhew, a member of the Parliament who sponsored the group's visit. Pictured (l-r) are: Cecil Holmes, president of Chocolate City Records; Goodhew; George Clinton of the group Parliament; Graham Betts, Casablanca's London press officer; and Mel Baister, Leber-Krebs Management international representative.

CRTC Chief Camu Supports CanCon Law, Discusses FM

by Kirk LaPointe

(In the first of a two-part series, **Cash Box** discusses the direction of Canadian radio with the chairman of the Canadian Radio-Television and Telecommunications Commission (CRTC), Pierre Camu.

This first installment deals with the function and operation of the 30-percent Canadian content legislation for AM radio, and the direction of FM radio in Canada. Next week, Camu will discuss the Canadian star system and the future of broadcasting in Canada.)

How have the CanCon regulations affected the recording industry in Canada? Also, why have the regulations continued in spite of adverse reaction from the broadcast community?

Of course, the CRTC has no preoccupation with the record industry, or with how many records they sell in their shops across the country. Our preoccupation is the sound on the radio, and starting from there, we felt right from the start that it was indispensable to give a chance to Canadian producers and Canadian artists, and at the same time, introduce something different from American stations. So we came in and said, rightly or wrongly, 30-percent Canadian content on AM radio. And our definition (of a Canadian artist) is flexible enough. As long as it's a Canadian author or a Canadian artist or a Canadian text or production, it qualifies as being Canadian, and consequently is part of that 30-percent. Now your question is, once it's done, and if it's done over a number of years, what is the



Pierre Camu

result? I think it is a positive one, because out of it you have many Canadian artists who would have remained unknown. There would have been Canadian artists that would never graduate, never have a chance to be known. Some of them, because of (the regulations) have become internationally known, and have succeeded.

Some radio stations have argued that the regulations put them at a competitive disadvantage with their American radio counterparts, particularly those who set up business in a border town, like Windsor, Ontario.

Sorry, that's an argument I don't buy, because they want to compete with the others, and they consider Windsor and Detroit as one market. So what they want to

(continued on page 51)

RCA Canada Reorganized; Could Interface With A&M

by Ken Terry

NEW YORK — A number of executive changes at RCA Canada signal a reorganization of the company, including a switch from a regional to a centralized marketing structure.

John Ford, who was most recently manager of operations, western region, for RCA Canada, has been appointed director of marketing. Andy Nagy, who was manager of operations, central and eastern regions, has been named director of creative affairs and international for RCA Canada.

Other key appointments include those of Ken Gillies as director of operations services; Bonnie McKeen as manager of industrial relations; David Long as director of finance; Jack Feeney as president of Sunbury/Dunbar Music Canada; and Marghi Cocks as administrator of press & publicity.

According to Arthur Martinez, division vice president, international, for RCA Records, the new appointments of Ford and Nagy are the result of a decision to centralize the company's Canadian operation. This approach, he said, was related to the recent shutdown of RCA's manufacturing facilities in Canada. It was adopted last fall and has nothing to do with "any current or contemplated distribution arrangements," he stressed.

"In the past we had an eastern regional director and a western regional director," he said, "and we felt it was important to provide a single focal point for the design and implementation of all marketing plans in Canada, rather than have the responsibility diffused over two guys."

Commenting on Nagy's appointment specifically, Martinez noted that "we have had some success in picking up product just for Canada, and we wanted to give visibility to that responsibility in the organization." Nagy, he added, had been active in this area while he was manager of operations.

Interface Inevitable

There is no official arrangement between



John Ford

RCA and A&M Records in Canada, where A&M distributes its own product. But, Martinez pointed out, the recent A&M distribution deal with RCA in the U.S. will necessitate some degree of cooperation between the two companies in Canada.

"Inevitably, with the impact that the U.S. market has on the Canadian market, there will have to be some kind of interface," remarked the RCA executive. "We will not have any responsibilities in that area, but I think it is natural that certain marketing info will have to be exchanged to enable them to continue to function effectively. However, we don't contemplate any formal relationship in any way."

Martinez added that RCA Canada will begin distributing 20th Century Records product this week, and that Roadshow and Rocket product is also distributed in Canada by RCA.

Aggressive Stance

In making Ford's appointment J. Edward Preston, vice president and general manager of RCA Records in Canada, commented. "This appointment strengthens the structure of the company's marketing activities at a time when RCA Records is poised to undertake the most aggressive business goals in the company's history."

Prior to his association with RCA Records, Ford spent five years with Quality Records in the areas of sales and marketing specialties. He joined RCA in 1970 as a sales representative, Vancouver, and in 1972 was promoted to the position of promotion manager, British Columbia. In March of 1976, Ford assumed duties as manager of promotion, western region and for Ariola America, and in 1977, he was promoted to manager, operations, western region.

Nagy, whose responsibilities will include A&R, the studio, specialty sales and label acquisitions, joined RCA in 1967 as manager of national sales. He assumed added responsibilities in national promotion in 1970 and was promoted to manager of operations, central and eastern regions.



Andy Nagy

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 You're The One — J. Travolta/O. Newton-John — RSO
- 2 Por Ti — Sergio Denis — Philips
- 3 Hay Que Venir Al Sur — Raffaella Carrà — CBS
- 4 Rasputin — Boney M — RCA
- 5 A Tol — Joe Dassin — CBS
- 6 Sangre De Vino — Carlos Torres Vila — Microfon
- 7 Te Extrano — Rolling Stones — EMI
- 8 Balada Para Adeline — Richard Clayderman — Tonodisc
- 9 De Tanto Mirar Tus Ojos — Daniel Magal — CBS
- 10 Carrera De Bicicletas — Queen — EMI

TOP TEN LPs

- 1 Emociones — Julio Iglesias — CBS
- 2 Los Exitos Del Amor — Selection — Microfon
- 3 En Castellano — Raffaella Carrà — EPIC
- 4 Pyramide — Alan Parsons Project — Arista-EMI
- 5 Saturday Night Fever — Soundtrack — RSO
- 6 El Continuo — Cuarteto Imperial — CBS
- 7 Musica Con Todo — Selection — RCA
- 8 Recital — Los Wawanco — EMI
- 9 Festival De Exitos 79 — Selection — CBS
- 10 Los MH Positivos Vol. 12 — Selection — Music Hall

— Prensario

Canada

TOP TEN 45s

- 1 Le Freak — Chic — WEA
- 2 Y.M.C.A. — Village People — Casablanca
- 3 You Don't Bring Me Flowers — B. Streisand/N. Diamond — CBS
- 4 Too Much Heaven — Bee Gees — RSO
- 5 Sharing The Night — Dr. Hook — Capitol
- 6 My Life — Billy Joel — CBS
- 7 I Love The Nightlife — Alicia Bridges — Polydor
- 8 (Our Love) Don't Throw It All Away — Andy Gibb — RSO
- 9 MacArthur Park — Donna Summer — Casablanca
- 10 Hold The Line — Toto — CBS

TOP TEN LPs

- 1 52nd Street — Billy Joel — CBS
- 2 Grease — Various Artists — RSO
- 3 Greatest Hits Vol. 2 — Barbra Streisand — Columbia
- 4 Wild & Crazy Guy — Steve Martin — Warner Bros.
- 5 The Stranger — Billy Joel — CBS
- 6 Bat Out Of Hell — Meat Loaf — Cleveland Int'l./Epic
- 7 Blondes Have More Fun — Rod Stewart — WEA
- 8 You Don't Bring Me Flowers — Neil Diamond — CBS
- 9 Don't Look Back — Boston — Epic
- 10 Cruisin' — Village People — Casablanca

— CRIA

Great Britain

TOP TEN 45s

- 1 YMCA — Village People — Mercury
- 2 Hit Me With Your Rhythm Stick — I. Dury & The Blockheads — Stiff
- 3 Lay Your Love On Me — Racey — Rak
- 4 September — Earth, Wind & Fire — CBS
- 5 A Little More Love — Olivia Newton-John — EMI
- 6 Hello This Is Joanne — Paul Evans — Spring
- 7 Le Freak — Chic — Atlantic
- 8 Song For Guy — Elton John — Rocket
- 9 One Nation Under A Groove — Funkadelic — Warner Bros.
- 10 Car 67 — Driver 67 — Logo

TOP TEN LPs

- 1 Don't Walk — Boogie — Various Artists — EMI
- 2 Armed Forces — Elvis Costello & The Attractions — Nick Lowe
- 3 Singles 1974-78 — Carpenters — A&M
- 4 Greatest Hits — Showaddywaddy — Arista
- 5 Nightflight To Venus — Boney M — Atlantic/Hansa
- 6 Wings' Greatest — Parlophone
- 7 Grease — Original Soundtrack — RSO
- 8 A Single Man — Elton John — Rocket
- 9 Parallel Lines — Blondie — Chrysalis
- 10 Blondes Have More Fun — Rod Stewart — Riva

— BMRB

INTERNATIONAL

MCA, CBS Sign Licensing Agreement For U.K. Distribution, Manufacture

LONDON — MCA Records-U.K. has signed a licensing agreement with CBS-U.K. for distribution and manufacturing of its MCA and Infinity Records product. MCA's current licensing agreement with EMI expires July 1, so from that date on all new MCA product and the MCA catalog will be available through CBS.

Ron Alexenburg's New York based Infinity Records was launched in the U.K. last week with a first single, "You Can Do It" and album, "Midnight Diamond" by Dobie Gray. Current and future Infinity product is available through CBS, effective immediately. Further Infinity U.K. releases include product from Marva Hicks, Orleans, T.K.O., Spyro Gyra and New England.

Commenting on the new operation, which will entail expansion in all areas of the company, Roy Featherstone, managing director of MCA-U.K. said: "We have enjoyed a very friendly and successful relationship with EMI over the past few years and are naturally sorry to end our association. But since 1976, when we became responsible for our own marketing and promotion, our turnover has increased by 150% and with the addition of Infinity Records we feel the time is now right to develop an independent company. We

have a high regard for Maurice Oberstein and his team, and the excellent facilities offered by CBS will provide a strong base for our future objectives."

RCA To Handle Salsoul Abroad

NEW YORK — RCA Records International has signed an agreement with Salsoul Record Corp. whereby RCA will manufacture and distribute Salsoul recordings in Germany, Austria, Switzerland, the Benelux countries, Scandinavia, Spain and Portugal.

The agreement includes RCA distribution of the Gold Mind and Tom N' Jerry labels.

Salsoul recordings are already in demand overseas for First Choice's "Hold Your Horses," Charo's "Ole, Ole," Instant Funk's "I Got My Mind Made Up," the Salsoul Orchestra and Gaz, according to the company.

The international agreement with Salsoul follows a previous pact signed last June for exclusive RCA distribution of Salsoul product in the U.S. and Canada.

'Positive Attitude'

Commenting on the impact of domestic distribution deals on RCA's worldwide operation, Arthur Martinez, division vice president, international, for RCA, said that he has noticed a very "positive attitude" among the international affiliates of the company. "While there are no immediate benefits to many of them in terms of product flow," he noted, "it tells them something about how exciting RCA has become, and the fact that we're increasing our stature in the industry. In certain of these agreements, they know we're in there looking for foreign rights as well."

INTERNATIONAL DATELINE

England

LONDON — Despite the exodus from London this week of much of the U.K. music industry to Midem, two major events took place with large turnouts. United Artists held an elegant party to celebrate Shirley Bassey's 25 years in show biz. at London's newest trendy nite-spot Regine's. Flocks of guest stars and artists from the film, theatre and music industries were in attendance, paying homage to Bassey. Among those present were **Britt Ekland, Susan George, Malcolm Roberts, Erik Morcambe, Ernie Wise, Ahmet Ertegun, Wayne Sleep and Jack Nicholson**, among others.

An U.K. tour is set for the **Jacksons** next month, who will undertake an 11-city circuit. Also, the first U.K. tour in two years for **Uriah Heep** is scheduled in March. To coincide with the current tour by **U.F.O.** Chrysalis Records is mounting an extensive marketing campaign around the release of new U.F.O. double live album "Strangers In The Night" . . . Capitol artist **Moon Martin** will be heading back to U.K. in February for a five-date concert tour. And following their recent signing to Capitol, ex-**Byrds** members **Roger McGuinn, Gene Clark and Chris Hillman** are planning a U.K. visit for three nights at London's Venue Club on Feb. 15, 16 and 17.

nick underwood

Canada

TORONTO — Certainly, the time has come for North Americans alike to sing the praises of **Murray McLauchlan**. His new album, "Whispering Rain," is arguably his best work. From start to finish, McLauchlan's album is as polished and as moving as anything he's ever done. . . . **The Madcats**, with a release due on Budah/Arista next month, are scheduled to go

into the studio soon to cut their second album for Quality Records' Skyline label. . . . Quality, in spite of some lost artists through new licensing agreements are doing quite well with **Japan** and **Bandit**, two products on the Ariola label

A new production company has emerged to promote concerts at the Kingsway Theatre in Toronto, calling itself Titan Productions. The firm's first show is a **Streethart/Bob Segar** twinbill, Jan. 28. . . . **David McCluskey** is doing exceedingly well with his debut, "A Long Time Coming," having sold well over halfway to gold certification. The album will not, as planned, be released on Janus in the U.S. GRT Corporation is looking for another deal for the disc.

kirk lapointe

France

PARIS — After her first concerts in Europe, last April, **Joan Armatrading** will be touring again this coming spring in 22 European cities including Paris, Amsterdam, Berlin, Vienna and Stockholm ending with nine British concerts, three of which will be at London's Wembley Stadium. Armatrading's fourth album is "To The Limit." It has been rated by European critics as one of the top albums of the year.

The Kings of Hearts are back in a big way at the top of the French charts with their latest single on Capitol, which should bring on heavy sales furthered by an impressive promotion campaign including TV appearances. **Maxime Schmitt**, manager of the Capitol label in France, said that the return of the group on the charts in France might be followed by international success since all Capitol licensees of the world are very excited about the group's last album. Also on Schmitt's credits is the success of Kraftwerk, whose last album "The Man Machine" is now gold, as are the first two

(continued on page 51)

Japan Duo Pink Lady Boosts Chart Success

TOKYO — Victor recording group Pink Lady, Japan's top selling recording duo, continued its Japanese chart success with its latest single, "Chameleon Army," which has been number one for the past five weeks.

"Chameleon Army," is Pink Lady's 10th single to sell more than a million copies. The group's last single, "Invisible Man," sold more than 1.5 million units.



INFINITY LAUNCHES EUROPEAN OPERATIONS — Nearly 1,000 international record industry figures and guests recently attended a reception at the Regent Hall at the London Zoo, as Infinity Records formally launched its European operations with dinner and a disco party hosted by Infinity president Ron Alexenburg. The reception came on the heels of the announcement that the MCA labels in the U.K. will become independent with CBS U.K. providing distribution and manufacturing services when MCA's current agreement with EMI expires. Pictured (l-r) in the top row are: Gary Davison, Infinity U.K. label coordinator;

Alexenburg; Maurice Oberstein, CBS-U.K. chairman; Mrs. Edna Albert; George Albert, president and publisher of **Cash Box**; Mr. and Mrs. Alexenburg. In the bottom row (l-r) are: Al Bergamo, president of MCA Distributing Corp.; Mrs. Bergamo; Bette Hisiger, executive assistant to the president; Mr. and Mrs. Alexenburg; Bud O'Shea, Infinity vice president and general manager; Mrs. O'Shea; Alexenburg; and Roy Featherstone, managing director, MCA-U.K. Also attending the elaborate reception were artists Dobie Gray and Errol Brown.



REA GETS U.S. GOLD IN U.K. — At a reception following his concert at London's Dominion Theatre last week, Chris Rea was presented with a gold disc for his album "Whatever Happened To Benny Santini?" representing sales in excess of 500,000 in the U.S. The presentation was made by Charlie Miner, head of promotion for United Artists in the U.S. Pictured (l-r) at the ceremony are: Jim Beech, co-manager of Rea; Michael Levy, managing director, Magnet Records; John McCoy, co-manager of Rea; Rea; and Miner.

INTERNATIONAL DATELINE

(continued from page 50)

albums, "Radio Activity" and "Trans-Europe Express."

Amanda Lear's last album "Sweet Revenge," has been certified gold. On Jan. 27, Ariola Germany will host a special party in Munich for the release of Lear's next album entitled "Never Trust A Pretty Face," which will emphasize the romantic ballad side of Lear without forgetting her disco talent.

Motors Records will release a new single of the Italian disco group, La Bionda, entitled "Baby Make Love," which should be at least as strong as their last summer hit "One For You, One For Me." Labrador Publishing announced the signing of two new US catalogs: At Home Music and Relaxed Music, which are both owned and managed by ex-Crusader member **Wayne Henderson**. The first album represented by the company will be the Henderson-Ayers album, to be out on Polydor at the end of this month. **claude monnet**

Argentina

BUENOS AIRES — The decreasing record sales and radio airplay of homegrown Argentinian artists has become a major concern among Argentinian record industry figures, according to reports received by **Cash Box**. Some of the label officials believe the difficulty in acquiring airplay for locally-produced records is the main reason for the problem, but a lack of strong local talent and the high costs of recording are also mentioned.

Lately, Argentinian radio programmers prefer to play mostly foreign records rather than domestic works. There is an Argentinian law which is supposed to insure that radio stations play 75% domestic music in their formats, but this law is seldom abided by. Few stations pay attention to the law,

and the government has made little effort to enforce it.

A massive musician's strike held years ago in Argentina is also frequently blamed. It is said that many artists have never recovered from the 12 to 15-month period in which they were unable to record. Musician costs have soared since then, and only two or three local pop singers are able to enter the charts with a solo LP. Labels are usually compiling albums with the best tracks they can gather, but this helps very little to develop careers.

Guillermo Glucksmann has been appointed sales manager at RCA. As previously reported, **Jorge Schutt** is the general manager, **Manuel Silva** is the marketing manager and **Carlos Illiana** is the promotion manager. Silva and Illiana report to **Horacio Buines**.

Capitol has released the first album by modern tango singer **Filippelli**, one of the main names in the local cast of the EMI division headed by **Roberto Ruiz**. There is also a new album by **Carole King**, and an LP by **Natalie Cole** recorded live.

The recent concert offered by **Sandro** at the Opera Theatre has renewed the interest of record buyers and music fans in him. CBS reported increased sales of his recordings, and mainly on his latest LP.

Phonogram's **Nazareno** has a new single on the charts and is touring the main cities of the interior. The label reports also strong sales on the recent **Sergio Denis** album, fueled by his version of the "A Toi" European hit.

Mario Kaminsky reports that "Los Exitos del Amor" (The Hits of Love) is escalating from being a successful album series to a hit movie — the shooting of the film has been finished, with Microfon artists **Cacho Castana**, **Alberto Cortez**, **Tormenta** and others in the cast. **miquel smirnoff**

CRTC Chief Camu Supports CanCon Law, Discusses FM

(continued from page 49)

be is an American station, in sound, in identity, and in creativity and programming. I'm against it, and I say, if you are a Canadian station you should be different. Don't copy these people. Create more, or try something else.

Getting back to Canadian content, though, do you feel the regulations came too early in the development of the overall Canadian music industry?

You have a good point. That is right. When it was imposed, we probably did not have the right tools to follow up and produce a certain number (of Canadian recordings) per week to supply all the radio stations in Canada. Perhaps it should have been imposed by gradations — say, 10-percent this year, 15-percent the next year — over a decade, for instance. On the other hand, I'm not defending it now, because by saying "it's 30-percent tomorrow morning," maybe it was one of those reasons that helped create an industry and develop a system, even if it is a small one, from nothing.

But how do you deal with the negative reactions from the radio community?

Well, I say, how could Anne Murray and many other Canadian artists like that been exposed, if this had not been imposed in the beginning. You never know which one of these Canadian artists is going to become international (successes). He needs exposure, somewhere by somebody. That's where the exposure came, because we imposed the 30-percent. I wish that there could be more creativity and productivity, but at least it's a minimum that is there, and I don't think we will change it.

There are many who feel that Canadian talent would have surfaced, regardless of the legislation. Do you feel the legislation was directly responsible for international successes by Canadians, or was it merely coincidental with the growth of our music industry?

I would say it was your first statement. I think it helped everybody. Today, when we receive briefs from artists and ACTRA (the Canadian Television and Radio Association) at our public hearings, they agree that, if you would not have the regulations, it would be so easy to do what others do, to follow the same types of sound (coming from American radio). But because we have imposed the regulations, I think we have helped protect our industry. It's like an import quota in the manufacturing business. It's not always good, I agree. But after all, it's only 30-percent. We aren't asking 50 or 60 percent Canadian content.

You indicated that FM programming had to be unique, and separate from AM

programming, which is not often the case in the United States. Are FM concerns the prime item of business for the CRTC right now?

Yes, it is one of them. It's all because there are only two or three FM independents in this country. All the rest are associated with AM radio. So the tendency, and it was not wrong of them, was to make FM a complement or a supplement of AM. So we said, "if you are going to start with that, let's make sure that FM is not another AM, just twice the same." Let's make sure that if the AM is the main station, with all the money and resources, even if FM is going to be a losing proposition, let's make sure FM isn't just another station by that group. So, that was a major preoccupation. The second one was, here's a new opportunity. It is new. FM is technically better. The sound is fantastic — stereo. Let's make sure that it is different.

Does that mean that any experiments with AM, like AM stereo, are shelved until FM radio has been modified to the Commission's approval?

I cannot answer that. I will say this simply to you: that before we move on any major change in the AM policy, we will firm up the FM. That's the policy now. So we will go as far as we can on FM, try to clean it up, and when a good sound FM policy is established, then we will look at AM regulations. That will probably not be before the end of this year.



CHRYSALIS AWARDS LEE — Vocalist/songwriter Jack Lee flew into London recently from Los Angeles, and was honored by Chrysalis music general manager and director Chris Stone, who presented Lee with a silver disc to mark strong UK sales of the current Blondie hit "Hanging On The Telephone," which was written by Lee. Pictured are Stone (l) and Lee.

INTERNATIONAL BESTSELLERS

Brazil

TOP TEN 45s

- 1 **Pertinho De Voce** — Elizangela — RCA
- 2 **Get Off** — Foxy — CBS
- 3 **Le Freak** — Chic — WEA
- 4 **Sou Rebelde** — Lilian — RCA
- 5 **Shame** — Evelyn "Champagne" King — RCA
- 6 **Wuthering Heights** — Kate Bush — Odeon
- 7 **Mac Arthur Park** — Donna Summer — Polygram
- 8 **Sossego** — Tim Maia — WEA
- 9 **Three Times A Lady** — Commodores — Top Tape
- 10 **Automatic Lover** — Dee D. Jackson — RGE/Fermata

TOP TEN LPs

- 1 **Roberto Carlos** — CBS
- 2 **Calice** — Chico Buarque — Polygram
- 3 **Dancin' Days** — Various — Som Livre
- 4 **Alerta Geral** — Alcione — Polygram
- 5 **Disco Fire** — Various — K-Tel
- 6 **Allibi** — Maria Bethania — Polygram
- 7 **Grease** — Various — Polygram
- 8 **Disco Baby** — Vol. 2 As Melindrosas — Copacabana
- 9 **Guerreira** — Clara Nunes — Odeon
- 10 **De Pe No Chao** — Beth Carvalho — RCA

Australia

TOP TEN 45s

- 1 **Y.M.C.A.** — Village People — RCA
- 2 **Ca Plane Pour Moi** — Plastic Bertrand — RCA
- 3 **Da Ya Think I'm Sexy?** — Rod Stewart — WEA
- 4 **You Don't Bring Me Flowers** — B. Streisand/N. Diamond — CBS
- 5 **Kiss You All Over** — Exile — EMI
- 6 **Rasputin** — Boney M — WEA
- 7 **You Needed Me** — Anne Murray — EMI
- 8 **My Life** — Billy Joel — CBS
- 9 **A Little More Love** — Olivia Newton-John — Festival
- 10 **Sharing the Night Together** — Dr. Hook — EMI

TOP TEN LPs

- 1 **52nd Street** — Billy Joel — CBS
- 2 **Blondes Have More Fun** — Rod Stewart — WEA
- 3 **Dire Straits** — Dire Straits — Polydor
- 4 **Grease** — Soundtrack — Polydor
- 5 **It's A Long Way There** — Little River Band — EMI
- 6 **Inner Secrets** — Santana — CBS
- 7 **Totally Hot** — Olivia Newton-John — Festival
- 8 **You Don't Bring Me Flowers** — Neil Diamond — CBS
- 9 **Wings Greatest** — Wings — 9 **Guerreira** — Clara Nunes — Odeon
- 10 **Bloody Tourists** — 10cc — Polydor

— Kent Music Report

France

TOP TEN 45s

- 1 **Too Much Heaven** — Bee Gees — Polydor
- 2 **Sing To Me Mama** — Karen Cheryl — Ibach
- 3 **Y.M.C.A.** — Village People — Barclay
- 4 **Heart Of Glass** — Blondie — Phonogram
- 5 **De Plus En Plus Seul** — Patrick Juvet — Bourclay
- 6 **Da Ya Think I'm Sexy** — Rod Stewart — WEA
- 7 **Les Etrangers** — Enrico Macias — Phonogram
- 8 **Rosalie** — Carlos — CBS
- 9 **Loin Desveux, Loin Du Coeur** — Demis Roussos — Phonogram
- 10 **Santa Maria De La Mer** — Mireille Mathieu — Phonogram

TOP TEN LPs

- 1 **Starmania** — Michel Berger — WEA
- 2 **Le Chanteur** — Daniel Balavoine — Barclay
- 3 **Mon Frere** — Serge Lama — Phonogram
- 4 **Grease** — Various — Polydor
- 5 **Equinoxe** — Jean-Michel Jarre — CBS
- 6 **Inner Secrets** — Santana — CBS
- 7 **Il Ne Rentre Pas Ce Solr** — Eddy Mitchell — Barclay
- 8 **"Cocou Me Revoulu"** — Michel Polnareff — WEA
- 9 **Je Viens Pas Te Parler D'Amor** — Daniel Guichard — Barclay
- 10 **Porque Tu Me Comprennes** — Dave — CBS

— Europe 1



'HOT CHILD' A FIRST — Chrysalis Records and Nick Gilder both earned their first platinum singles for Gilder's "Hot Child In The City." Pictured above with their platinum discs are (l-r): Scott Kranzberg, national promotion director; Sal Licata, senior vice president; Barry Samuels, manager; Gilder; Terry Ellis, label president; Lloyd Segal, manager; Chuck Melancon, national sales manager and Roger Watson, national A&R director.

Hob Starts Non-Gospel Label, RSI

(continued from page 14)

also scheduled to release five "twofer" gospel repackages, including catalog items by Caesar, Rev. James Cleveland, the Blind Boys, the Swan Silvertones and Rev. Brunson.

Alberano, who was with Roadshow for two-and-a-half years, acquired the Hob catalog for the company. Previously, he served as general manager of Janus Records, as director of marketing at Epic for seven years and in various capacities for Capitol before that. The 20-year industry

veteran stressed his knowledge of and empathy for independent distribution. "At this point, the independents really need someone to say they're staying with them," he commented.

Asked why a gospel label like Hob is branching into disco and black contemporary music, Alberano pointed out that "we can work all these kinds of music with the same personnel." He added that many stations, such as KJLH in L.A., will play R&B and disco all week and gospel on Sundays or late at night.

EXECUTIVES ON THE MOVE

(continued from page 12)

Cowan's music division for the past two years, will head the new division. He joined Rogers & Cowan in 1977 after handling music publicity for ICPR and McFadden, Strauss and Irwin for three years.

Buch Named At Atlantic — Danny Buch, former WEA field merchandiser, has been appointed Atlantic New York local promotion representative. He began in the music industry in 1973 with Raymar Record Sales. From 1974 to 1976 he worked for WIN Records in sales, buying and displays. From 1977 to Feb. '78 he was assistant manager of Monitor Records and in Feb. '78 he joined WEA as a field merchandiser.

Kenton Leaves WB — Gary Kenton has left his publicity post at Warner Bros. Records. He will announce his future plans shortly. He can be reached at (212) 873-5376.

Compton Appointed At Columbia — CBS Records has announced the appointment of Gayle Compton to Columbia local promotion manager in the Indianapolis marketing area. She was a CBS Records campus representative at the University of Michigan for two years. Most recently, she was manager/branch merchandising for the Chicago branch.

Ariola Expands — Ariola Records has announced the expansion of the company's disco department. T.Q. Featherstonshaw, west coast disco promotion, will be relocating to New York. Taking his place on the west coast will be Howard Holben. Both Featherstonshaw and Holben will report directly to Jack Witherby, national director of disco promotion.

Lapovsky Named At Arbitron — David A. Lapovsky has been named director of research for The Arbitron Company. He joined Arbitron's research department in Beltsville, Maryland in 1974 and he was elevated to research manager in 1976, a position he held until this recent promotion.

Nelson Named At Sea Oats — Don Light has announced the appointment of Pat Nelson as general manager of Sea Oats Music, a BMI affiliate. She will also be responsible for Short Rose Music, ASCAP, jointly owned by Light and Dave Gillon of the Tennessee Pulleybone, as well as Outer Banks Music, BMI. She formerly was southern reporter for *Billboard* Magazine and manager of artist development for New Horizon Management.

Blue Joins Belwin-Mills — The appointment of Helene Blue as manager of copyrights and licensing for the pop and serious music departments of Belwin-Mills Publishing Corp. has been announced. She most recently served in a similar capacity with European-American music after being associated with London Records for seven years.

Willard To Moss — Patricia Willard has been appointed to public relations coordinator for the Moss Music Group, international distributors of Vox, Turnabout and Candide Records. She is an M.A. candidate at Rutgers University and freelanced in publicity, public relations and music journalism prior to her appointment at Moss Music.

Urweider Named At Atlantic — Daniel Urweider has been named assistant to the vice president of international operations/Atlantic Records. He was most recently promotion manager with Musikvertrieb, the Atlantic licensee in Switzerland, where he covered the French-speaking areas of the country. Previously, he spent four years as administrator of the Montreux office of WEA International's European artist relations director Claude Nobs.

Roberto To Electrosound — Electrosound Group announced the appointment of Ron Roberto as east coast sales manager. Prior to joining Electrosound he spent six years as an account executive for Ivy Hill Communications.

\$1 Mil. Budgeted For Bee Gees Album

(continued from page 7)

"Tragedy," which is the second single from the album following the gold-certified "Too Much Heaven."

Catalog Push

Mitch Huffman, national sales manager for RSO, says there will also be a campaign on the entire Bee Gees catalog. Dealers will receive a one time 5% discount on all Bee Gees albums, including "Saturday Night Fever" and excluding "Spirits Having Flown."

According to Glenn Ross, director of creative services for the label, several thousand 3x3s mounted and unmounted will be available along with Bee Gees cassette books for in-store merchandising.

Additionally, special dump bins with two-sided mobiles overhead saying "This Space Reserved For The New Bee Gees Album" and "Available Now" have been set up in key retail outlets for the past three weeks.

Bob Edson, senior vice president and general manager, says the initial shipment for "Spirits Having Flown" will be in the neighborhood of 1.7 to 2 million units.

"On an album like this, it's a pretty simple marketing campaign," notes Edson. "You can't develop the Bee Gees' familiarity factor much further, so basically you operate under one theory: have as many people hear it and see it as you possibly can."

Likened To 'SNF'

He feels the album may show a sales pattern similar to that of "Saturday Night Fever." Says Edson, "There will be the initial rush and then, hopefully, it will reach a sales plateau where we go after that second buyer, like we did with 'Saturday Night Fever.'"

Edson points out that RSO's experience with blockbuster LPs such as "Fever" and "Grease" has been a big asset in developing the overall marketing plan for the new Bee Gees release.

"Our experience with 'Fever' has helped us, one, in knowing the market — double digit million — is there. Secondly, it's given us a sense of timing as to how the market reacts at a certain sales plateau," he says.

As a result, Edson adds, "We feel there is no limit to what this album can sell. The campaign is not geared to sell 5 million; it's geared to sell 10 (million) and hopefully more."

From the standpoint of airplay, radio's initial response to "Spirits Having Flown" has been "phenomenal," according to Rich Fitzgerald, RSO's vice president of promo-

NARM Polls Members On Best-Selling LPs For Convention Awards

(continued from page 8)

in the greatest number to the consumer."

Nominees for the 19 categories will be culled from responses to a preliminary questionnaire sent to NARM retailers, rack jobbers, and one-stops, and presented in a final ballot to each NARM member company for its vote.

Categories for the NARM Awards include: Best Selling Hit Single, Best Selling Album, Best Selling Movie Soundtrack, Best Selling Broadway Cast Album, Best Selling Albums by Male and Female Artists, Best Selling Album by a Group, Best Selling Albums by Male/Female Country Artists, as well as Male/Female Black Artists, Best Selling Jazz Artist, Best Selling Comedy Album, Best Selling Classical Album, Best Selling Album by a Black Group, and Best Selling Children's Album. Winners for the categories of the Best Selling Album by a Country Group, Best Selling Economy Album, and Best Selling Album by a New Artist will be based on write-in tallies. Four awards will be presented in the "New Artist" category "due to the increased importance of developing new recording talent," according to Cohen.

tion. "Right now virtually every radio station in the country is banging on four or five tracks," he says.

'Good For Everybody'

"We're going to sell a lot of albums," Fitzgerald continues, "which is going to be good for everybody. Manufacturers, retailers, everyone is looking for a big blockbuster. It's going to be like what 'Saturday Night Fever' did for the entire record business last year. People get into the stores and they keep buying more and more albums."

Fitzgerald's opinion was echoed in a spot check of retailers around the country. While noting that this end of the business has been relatively soft since the second half of 1978, most dealers contacted said they are looking for the new Bee Gees album to attract additional customers and create a lot of excitement in the stores.

ON JAZZ

(continued from page 29)

covery Records Trend Records label. Currently there are three releases available: "The Art of the Oud" by **John Bilezikjian**, "Autumn" by **Tommy Tedesco** and "Chicago Jazz" by **Ray Linn**.

The 1979 Pablo Jazz Festival lineup, featuring **Ella Fitzgerald**, **Count Basie Orchestra**, **Oscar Peterson** and **Joe Pass**, has been set for the following dates in February: Queen Elizabeth Theatre, Vancouver (4); Seattle Opera House (5); Portland Civic Auditorium (6); Masonic Temple, San Francisco (9); and Dorothy Chandler Pavilion, Los Angeles (12-14). In March, Fitzgerald, Peterson and Pass will perform at the Music Hall, Dallas (21); and the University of Texas, Austin (23). The same lineup will appear at the following dates in April: Symphony Hall, Boston (5-6); Auditorium Theatre, Chicago (7-8); Carnegie Hall, New York City (14); and Kennedy Center, Washington, D.C. (22-23).

Also on the road, following a two-week tour of Australia, is Inner City recording artist **David Friesen**. While down under, bassist Friesen fronted a quartet that included **Mike Nock** on piano, **Chico Freeman** on sax and **Al (Jazzstars) Foster** on drums. Currently he is appearing at several clubs in the New York area, accompanied by guitarist **John Strowell**. The dates include The Public Theatre (Feb. 2), Beefsteak Charlie's (Feb. 7-10) and The Other End (Feb. 22-24). Friesen's latest IC album, "Through The Looking Glass," also features Strowell on guitar.

Ron Moss has resigned as personal manager of **Chick Corea** and **Gayle Moran** effective immediately. He can be reached at (213) 851-8493. **bob porter**

Adam's Prominence Is Traced To Disco

(continued from page 10)

day is the absence, especially in New York, of the kind of umbrella organizations like Berry Gordy used to run at Motown," comments Adams. "There's a tremendous lack of sensitivity among record company people today, and it's almost impossible for an unknown to get his foot in the door. There are people in the P.A. System, like Stan Lucas, who used to be musical director for Gladys Knight, Ken Morris, who co-wrote Musique and Herbie Mann material with me, and Leroy Burgess, who used to be lead singer with Black Ivory, who are super-talented people, who have just never been given a shot because record people are just too insensitive or are afraid to give credit where it's due.

"When I was coming through in the '60s, there was a richness in music that isn't there today, with people like the Beatles, Motown, and Bacharach-David, and that's something I'd like to bring back."

LATIN

LATIN BEAT

TOP 20 ALBUMS

MIAMI POP

MIAMI SALSA

- | | |
|---|---|
| 1 JOSE LUIS
(Top Hits 2021) | 1 HOMENAJE A BENNY
TITO PUENTE (Tico 1425) |
| 2 AMIGO
ROBERTO CARLOS (Caytronics 1505) | 2 CHARANGA 76 EN EL 78
CHARANGA 76 (TR-139) |
| 3 VUELVE
LUISA MARIA GUELL (Alhambra 43) | 3 TREMENDA DIMENSION
DIMENSION LATINA (Velvet 8012) |
| 4 LOLITA DE LA COLINA
(Arcano 3416) | 4 OSCAR DE LEON
(TH-2036) |
| 5 SOLA
LISSETTE (Coco 148) | 5 ONLY THEY COULD HAVE MADE THIS ALBUM
CRUZ/COLON (Vaya 66) |
| 6 TE JURO QUE NUNCA VOLVERA
LUPITA D'ALESSIO (Orfeon 021) | 6 CONJUNTO UNIVERSAL
(Jaquar 5036) |
| 7 MIAMI SOUND MACHINE
(Audio Latino 5027) | 7 CONJUNTO BORINCUBA
(Libra 2005) |
| 8 MI CARTE
LOLITA (Caytronics 1506) | 8 EN LAS VEGAS
EL GRAN COMBO (GC 015) |
| 9 ENTRE AMIGOS
CAMILO SESTO (Pronto 1034) | 9 EDDIE PALMIERI
(Epic JE 35523) |
| 10 AMIS 33 ANOS
JULIO IGLESIAS (Alhambra 38) | 10 SALSA MAYOR
(Velvet 8011) |
| 11 DEMASIADO AMOR
BASILIO (Zafiro 513) | 11 LA COMEDIA
HECTOR LAVOE (Fania 522) |
| 12 VOZ Y CORAZON
NELSON NED (West Side Latino 4117) | 12 NEW YORK CITY SALSA
ORQUESTA BROADWAY (Coco 141) |
| 13 NUNCA SUPE LA VERDAD
DANNY DANIEL (Borinquen 1327) | 13 FRIENDS
LOUIS RAMIREZ (Cotique 1096) |
| 14 JUAN BAU #5
(Zafiro 512) | 14 SALUD DINERO Y AMOR
ORQUESTA NOVEL (Fania 520) |
| 15 VOL #7
ALVAREZ GUEDES (Gema 5058) | 15 SPANISH FEVER
FANIA ALL STARS (Columbia 35336) |
| 16 SE TE VAS TE VAS
HUGO BLANCO (West Side Latino) | 16 DOS
CACHO (Salsoul 4115) |
| 17 UNLIMITED
ALMA (Alhambra 152) | 17 SALSA ENCENDIDA
TIPICA 73 (Inca 62) |
| 18 VOLCAN
JOSE JOSE (Pronto 1035) | 18 INCONQUISTABLE
DIMENSION LATINA (TH 2040) |
| 19 NYDIA CARO
(Alhambra 151) | 19 JOHNNY VENTURA
(Combo 2#06) |
| 20 PERLA
(Audio Latino 5040) | 20 TRIBUTE TO CHANO POZO
JOSE MANQUAL (True Venture 1901) |

LATIN PICKS

A TODOS MIS AMIGOS — Celia Cruz — Tico 1423 — Producers; Puente, Cain, Santiago, Cristal

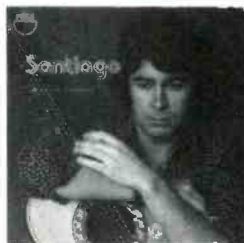
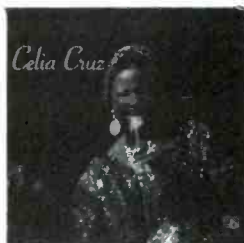
Here is another fine album by Celia Cruz, the Ella Fitzgerald of Latin music. She is the queen of salsa, and in this recording she excels cut after cut. The songs in this album are Celia's greatest hits, with marvelous backing by the Tito Puente Orchestra. Also, special credit to Memo Salamanca for his ballad backing. Time after time Celia has come up with winners in her recordings, but this is her greatest effort and a must in your collection of Celia hits.

FOREVER — Mon Rivera — Vaya JMVS-75 — Producer: Johnny Pacheco

Mon Rivera's music is immortal and will live in the pages of music history. Hit tunes may come and go, but Mon Rivera's music, like that of other pioneers, is timeless. With this album Mon gave us his best, as always. It's a pity that such a super star has left us, for this album is excellent in all respects. Beautiful arrangements by Mon and others, outstanding horns, a superb rhythm section and fine vocals make this album a must for every collection.

SANTIAGO — Discos Pega 9005 — Producer: Santiago/Garcia Jr.

Santiago is outstanding on this album of love songs and soft rock. His voice is great and he is backed by excellent orchestrations. Recording was done well in the States. Mostly all the songs were composed by Santiago. The best songs are: "Amor De Amantes," "Dian," "Primer Smor," "Libre," "Ansias," "Dime," "Poco A Poco," "Solo," "Probre Corazon" and "Asi Comprenderas."



Ralph Mercado and Ray Aviles will present their third "Salsa" event at Radio City Music Hall in the heart of Rockefeller Center, Feb. 10. Headed up "Salsa's Perfect Combination III," there will be one concert at 8:00 p.m. and one at midnight, under the aegis of "A Rainbow Production."

The evening will star **Tito Puente** and his Orchestra in a "Tribute to **Benny More**," and it will mark the first time the man affectionately referred to as "The King" will have appeared at Radio City. Tito and his orchestra will literally be recreating his best-selling album, "Homenaje A Benny," on the stage. Performing with the orchestra will be a line-up of the best "Salsa" singers in the business, all of whom are featured on the album. Starting with **Cheo Feliciano**, the others include **Santito Colon**, **Ismael Quintana**, **Adalberto Santlago**, **Hector Casanova**, **Nestor Sanchez**, **Junior Gonzalez** and **Luigi Texidor**.

Topping off Tito's segment of the show will be an appearance by special guest, the Queen of Salsa, **Celia Cruz**.

Adding to the overall excitement of the evening will be the appearance of two more of Salsa's favorite stars, **Willie Colon** and **Ruben Blades**. They will be performing material from their award-winning best-selling album, "Metiendo Mano," and from their latest release, "Siembra."

Adding to Willie's and Ruben's segment of the show will be extra added attraction, **Hector Lavoe**, who will join forces with the **Willie Colon Orchestra**.

Opening the show will be **Ralph Lew** and his Salsa Disco Revue.

Emcees will be **Paquito (Paco) Navarro** and **Polita Vega**.

Hernan Quezada Escandon appointed program director for KWKW radio, it was announced by KWKW general manager, **John Paley**.

"For over 35 years KWKW has been the station to which the Hispanic population in southern California has turned for the best in music, news and community and public affairs programming," says **Hernan Quezada Escandon**. "We will continue to maintain that position of leadership."

Escandon joined KWKW early in 1971, and has become one of its most popular and well-known disc jockeys. As a result of his many personal appearances as master-of-ceremonies for the very popular amateur hour held in various theatres throughout the Los Angeles area, and his personal appearances at the KWKW week-end remote broadcasts, he has become a star celebrity to the Spanish-speaking public. For the past eight years, Escandon and **Antonio Gonzalez**, KWKW news director, have been the official spokesmen for KWKW's New Year's day broadcast of the Rose Bowl Parade, bringing their exciting descriptions of this annual event. Escandon's play-by-play accounts of the Aztec soccer games live from the Rose Bowl is just another example of his great versatility.

Escandon was born in Hermosillo, Sonora, Mexico, in 1942. At 36, he is a proud American citizen and lives with his wife, Elva, herself a prominent vocalist. They live in Alhambra, Calif.

He graduated from Pueblo High School in Tucson, Ariz. and went on to attend the University of Arizona at Tucson. Escandon obtained his radio engineer's license in 1970. Actually his radio career began in 1963 in Tucson and he once headlined a popular bilingual show for armed forces radio.

He comes from a family of two brothers and a sister, also famous radio and television personalities. One brother is known as the voice of Santa Barbara radio. His other brother is the anchorman for news and special reports on the leading Los Angeles Spanish television station. Their sister is

the popular voice on Spanish radio in the Pomona-Ontario areas.

KWKW radio broadcasts 24-hours a day to the Spanish language market of Los Angeles and Orange Counties, numbering over five million. KWKW is part of Lotus Communications Corporation, which owns 11 radio stations: KWKW, L.A.; KENO & K-92-FM, Las Vegas; KONE & KOZZ-FM, Reno; KOXR, Oxnard; KFSD-FM, San Diego; KVAR-FM, San Antonio; KTKT, Tucson; and KRUX, Phoenix.

"Paco is my name and disco is my game." With these words each night opens what is by several yardsticks the number one DJ program in the number one market in the country.

Paco, who reportedly scored a 15.8 share of audience overall in the October/November Arbitron for his time period at station WKTU-FM, now has been catapulted from ethnic radio to star status in a short time.

The Puerto Rican-born radio veteran (he began as a child actor on Puerto Rican soaps on a Rio Piederas, P.R. station 35 years ago) broke out of Spanish-language radio last summer when WKTU switched from mellow to disco.

Paco, who was then known as **Paquito Navarro**, was playing salsa on WKTU's AM sister station WJIT. "I noticed that the mellow sound wasn't going anywhere so I went to WJIT general manager **Len Mirelson** and suggested that WKTU go disco. I then met with SJR Communications (the company that owns WKTU and WJIT) executive vice president **Eddie Cossman** and suggested that WKTU switch to salsa disco. Salsa lasted two days," he adds.

But the disco lasted and the rest is history.

Paco stresses personality on WKTU. "I have an accent and that makes me unique," he reasons. "The ladies like my voice, they call it sexy. I can't help that. That's just the way I talk."

Paco also reasons that his accent has "added additional Latinos to his audience. They have pride in my achievement."

Just as disco has permitted Paco to break out of ethnic radio, he notes, "Disco has broken all barriers between whites, blacks, straights and gays. It has united people. Everybody likes it. It's great to see mixed crowds at the discos."

Paco sees some of those crowds not only at personal appearances he makes at various discos, but at his own disco, Les Nauges, on the upper East Side of Manhattan.

Paco sees big things yet to come for disco. "I believe disco will branch out into various forms like rock did," he says. He is looking forward to disco songs which have more meaningful lyrics. He points to **Gloria Gaynor's** "I Will Survive" as an example.

"I like to sell the story of my records before I play them, I talk about them to my listeners. People like to have someone warm to listen to. You have to be good company," he says.

ray terrace

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PLANET SIGNS NIGHT — Richard Perry's Planet Records has signed its second act, a sextet called Night. Perry will produce the debut album, set for late March release. Pictured standing above at the signing are (l-r): Robert Raymond, Night's manager; Jimmy Johnson, Stevie Lange, Billy Kristian, Robbie McIntosh, Chris Thompson and Derek Austin, Night; and David Urso, Planet vice president. Seated is Perry.

London Launches Mid-Line

(continued from page 31)

Philips' success with their mid-lines had on London's decision to launch Aspektes here, Harper replied, "We looked very carefully at DG and Philips to see what they had done, and I think they've had a nice success with it. Then Telefunken made these available to us, so it was an offer we couldn't refuse."

Affiliates Policy

Much of the Aspektes line, however, won't be available in the U.S. for some time; similarly, relatively few British Decca records have made their way into London's budget line. Stereo Treasury. Explaining the company's policy toward recordings on affiliated labels, Harper said, "We don't have to do what they do. We're another company. They make records available to us, and we can release what we want. Some artists will perform and work in a country, and they're famous. Other artists, we can't give away here. Americans don't know who they are."

With rumors growing that the full-priced import lines may soon list for \$9.98, it appears as if the proliferation of mid-lines is at

least partly a hedge against potential consumer resistance to the higher price. But Harper denied that this consideration had anything to do with London's decision to introduce Aspektes here. "Every record has an afterlife," he elaborated. "The most wonderful record in the world may not have a market share at \$8.98 or \$7.98, but may be perfectly viable at another price. We've proved this time and time again. It's the whole success story of our budget business: recycled merchandise."

While Harper foresees the possibility of mid-line cassettes in the future, he doesn't think that operas will ever be included in the Aspektes series, due to the high cost of recording them and paying artist royalties. "There are so many times that we would love to recycle operas. Some operas that are put out are prestige to begin with and become instant cutouts, whereas they would have a better life as budget merchandise. But much opera is still not in public domain: for example, Benjamin Britten operas. And that, plus artist royalties, means there's no profit (in putting them out at an economy price)."

MIDEM Draws Record Crowd

(continued from page 7)

rebroadcasting; the contractual relationships between artists and composers, and between labels and publishers; and the monopolistic role of performing rights societies. The meeting was organized and chaired by Paris lawyer Frederic Chartier, and was attended by 51 lawyers and 56 entertainment figures.

- The Tulsa, Oklahoma-based Pilgrim Records has signed a publishing and distribution deal with Shelter Records. Shelter will now distribute Pilgrim Records worldwide with the exception of the U.S. and Canada. Shelter's publishing division, Skyhill/Tarka, will handle the catalog worldwide of Verdigris Music, Pilgrim's publishing firm. The agreement was concluded Saturday, Jan. 21, at MIDEM, with the principal negotiators being Pilgrim's Peter Nicholls, Shelter general manager Bernadette Gorman, and Skyhill/Tarka's Don Williams and Gary Heaton.

- A large number of American publishers at MIDEM have been discussing the increasing involvement and participation of attorneys, business managers and accountants in areas previously reserved for American music publishing professionals. The Music Publishers Forum, an arm of the National Music Publishers Association, will launch a mid-February campaign to improve the "visibility" of the music publisher in the overall music industry.

- GRT Records Group president Larry Welk announced that his operation is looking to become a \$60-\$75 million per year

organization within five years.

- Alaska Records has signed a distribution agreement with Casino Records. The first product to be issued under the new deal will be a single by Canadian artist Richard Stepp.

- RCA Records International has signed a deal with Salsoul Records for manufacture and distribution in Spain, Portugal, Germany, Austria, Switzerland and Scandinavia.

- A series of musical concerts and galas providing entertainment were presented in MIDEM's two main venues, the Casino Municipal Theatre and Les Ambassadeurs Casino. Highlights among the convention's shows were a Jim Halsey Country Music Show (featuring Roy Clark, Buck Trent, the Oak Ridge Boys and Don Williams); an outdoor laser presentation of the music from Jean-Michel Jarre's "Equinoxe" album; a jazz concert featuring Carmen McRae and Joe Williams; a Pointer Sisters concert; and Hungarian and Italian Galas which showcased several of those two countries' respective artists. In addition, a televised awards show sponsored by French radio station Europe 1 honoring French and international artists was held.

Almo Signs L'il Queenie

LOS ANGELES — L'il Queenie & The Percolators, a New Orleans-based band, have signed with Almo Music Corporation. The group has previously performed as the opening act for Louisiana's LeRoux and Jerry Jeff Walker.

Radio Deregulation CLASSICAL CLIPS

(continued from page 21)

members to join a Feb. 28 "rally against overregulation." Participating organizations are supposed to "bury any philosophical differences for the good of all broadcasters" when they convene at the Capitol Hill Quality Inn. The day's agenda calls for a morning briefing, visits to Congressman and Senators by pre-arranged appointments, and lunch with FCC officials.

Unlike the farmers who rode their tractors down Pennsylvania Avenue recently to protest their plight, it will be difficult for broadcasters to portray themselves as deprived, impoverished or unheard. As Congress is well aware, broadcasters' profits reached all-time highs again this year, and there are more communications-related bills underway in both the House and Senate this year than ever before.

NCCB Petition

On the consumer side, a petition filed by the National Citizens Committee for Broadcasting (NCCB) at the FCC last week attacked in angry terms the NAB proposal for deregulating the radio industry. Calling the NAB plan "a stellar example of the industry's continued attempts to subvert the federal regulatory process," NCCB urged the FCC to drop the NAB petition.

The timing of the NAB petition had obvious political shadings, according to NCCB. The proposal by NAB came "in the wake of FCC Commissioner Tyrone Brown's tentative endorsement of the concept of radio deregulation," NCCB said, referring to Brown's speech before the Southern California Broadcasters Association three days earlier. Brown (the only black commissioner and one who has often stood up for minority and consumer viewpoints) said in that speech that free marketplace competition is a "better referee" than FCC regulation ever can be, and that radio shouldn't be subject to the same regulatory standards as television. A majority of his fellow commissioners feel the same way, Brown added.

But the NCCB underscored the tentative nature of Commissioner Brown's remarks, telling the FCC that "NAB, as one of the most powerful industry lobbies in Washington, has both the funds and the shrewdness to capitalize on an apparent endorsement from a Commissioner who is traditionally perceived as a public interest advocate," the NCCB told the FCC. According to the consumer group, what the NAB failed to mention in backing Brown's comments was his provision that "all radio stations be required to program a minimum fixed percentage of local public service programming."

The NCCB is pressing the FCC to reveal the status of its internal proceedings on radio deregulation. The NAB board lists maximum deregulation of radio as a top priority for '79. And with deregulation as a major component of the Communications Act rewrite (as a trade-off for the spectrum use fee in last year's bill), the issue is bound to see continued fiery debate.

(continued from page 31)

only copy of the symphony.

NEW FROM NONESUCH — This month's releases on the label include an album of Ravel chamber works, "Baroque Masterpieces for Trumpet and Organ, Vol. II," "Music For Two Harpsichords by J. S. Bach and His Sons," "Songs by Ira and George Gershwin," Busoni's six sonatinas for piano, and the fourth in a series of recordings of Tibetan music... Discount Records & Books in Washington, D.C. is expanding its profile with ads in *Harpers*, *The Atlantic Monthly*, *Psychology Today*, *New York* and *Esquire* in February... The second digital recording on Telarc features **Robert Shaw** conducting the Atlanta Symphony Orchestra and Chorus in Stravinsky's "The Firebird" and Borodin's "Prince Igor" Overture and Polovtsian Dances.

ZUBIN'S PROGRESS — As evidenced by the nationwide broadcast of a recent New York Philharmonic concert, the orchestra's new music director, **Zubin Mehta**, has pulled his players together into a truly cohesive unit. Judging by a repeat of the program which this reviewer saw in person the night after the broadcast, however, Mehta and the Philharmonic still have a distance to travel before they completely understand each other.

The evening's major work, Moussorgsky's "Pictures At An Exhibition," is always a spellbinding display of orchestral virtuosity. Highlights of this performance included the finely moulded dynamic contours in "The Old Castle," the well-articulated frenzy of "Ballet of The Chicks In Their Shells," the brilliant splashes of color in "Limoges: The Marketplace," and the impressive brass work in "Catacombs." "Gnomus" could have benefited from a more mysterious atmosphere; "The Hut On Fowl's Legs" was done a bit crudely; and it was a bit of a strain for Mehta to pull together all the contrasting tempos and moods of "The Great Gate of Kiev." Nevertheless, in his reading, the plusses outweighed the minuses.

The big disappointment was the performance of Tchaikovsky's Violin Concerto with **Itzhak Perlman** as soloist. Despite the violinist's annoying habit of playing solo passages at one tempo and then speeding up in accompanied passages, especially noticeable in the first movement, Mehta kept up with Perlman's changes very well. But at one point, the orchestra rejoined the soloist with an explosive energy that had not been prepared for; and in the lyrical theme of the finale, Mehta let things slow down too much. Overall, though, Perlman was the cause of the problems in this performance. He played up all the schmaltz in the music while neglecting its guts.

Three works by Stravinsky opened the program. Mehta brought out the impressionist colors wonderfully in the early "Scherzo Fantastique" and "Fireworks," and drew some really inspired playing from his musicians.

ken terry



PAGES AND FRIEND — Epic Recording artists Pages were enroute to the KWST radio station in Los Angeles when they bumped into actor Tony Curtis. Pictured (l-r) are: George Ghiz, Pages manager; Ronny Rubin, production coordinator KWST; Russ Battelene and Richard Page of Pages; Tony Curtis; Pete Leinheiser, Steve George and Jerry Manfredi of Pages.



KFAC TURNS 40 — KFAC/Los Angeles celebrates its 40th anniversary as a classical music station this month. Six of the seven air personalities have been with the station between 25 and 36 years. Pictured above are KFAC owner George Fritzynger (l) and LA Mayor Tom Bradley.

Pro Arts Debuts Lyrical Posters

LOS ANGELES — Pro Arts, Inc. has introduced The Lyrical Note line of posters which feature lyrics of hit songs printed on an artwork background. The full-color, 20 by 24 inch posters will be made available to retailers at the Transworld Gift Show in Chicago.

The posters will carry the title of the songs, publisher and writer credits in the lower left hand corner of the poster. Pro Arts has worked out a royalty agreement with participating publishers.

Initial Release

The initial release of 24 posters will include: "Fly Me To The Moon," "Up, Up And Away," "It's A Beautiful Morning," "By The Time I Get To Phoenix," "If I Ruled The World" and "Morning Has Broken."

MCA Leases Historical Records To Columbia

NEW YORK — Columbia Special Products has concluded a leasing agreement with MCA Records by which six Decca Theatre albums of the '40s will be released as part of the Columbia Archive titles.

The recordings were originally available first as 78s and then as ten-inch LPs. In the 12-inch format, a complete production will fit on one side of a disc.

Available this month will be Irving Berlin's "This Is the Army," and Harold Rome's "Call Me Mister" (X14877), Cole Porter's "Mexican Hayride" and the Johnny Mercer-Robert Emmett Dolan "Texas Li'l Darlin'" (X14878) and Hugh Martin's "Look Ma, I'm Dancin'" and the Fields-Gould "Arms and the Girl" (X14879). The roster boasts such names as Julie Oshins, Jules Munchin, June Havoc, Nanette Fabray, Pearl Bailey, and Berlin himself. All jacket art includes the original Decca covers plus new liner notes by theatre annotator Stanley Green.

Cherokee Recording Files Law Suit Against Far Out Productions

LOS ANGELES — Cherokee Recording Studios Inc. recently filed a civil suit against Far Out Productions Inc. for the sum of \$53,384.47 in L.A. Superior Court. The suit was brought about because of Far Out's alleged nonpayment of rent and services in making an album for the group War.

Cherokee's complaint states the production firm used the studio facilities in Dec. 1977 and continued into March 1978 while making the album.

Far Out executives Jerry Goldstein and Steve Gold were named in the suit.

Indie Labels Avoid Competing With Majors; Credit Squeeze, Radio Cited As Problems

(continued from page 7)

don't kid ourselves about our place in the market. Quite simply, majors can hurt the indies. They can and are drying up the credit by telling a retailer, 'If you take our product we'll give you five months of billing.' We are a 'pay as you go' company and have had to rely on each of our records to make money for us.

"When you start an independent operation, there are several problems you have to overcome. The first is that you simply cannot afford a stiff. You must attract artists who are strong enough to sell records for you, yet are themselves independent enough to prefer your kind of operation to that of the machine. Finally, you must get the credibility of your distributors. But I must say that if you run a limited-growth operation, you're in trouble."

Eggers is a staunch advocate of the independent distribution system. "Indies get a bum rap," he emphasized. "They operate under an enormous strain. First, they are caught in a credit squeeze. They can't afford to pay for records shipped, and they don't have the marketing sophistication and everything else that money can buy for the branches. But that same money has manufactured a public relations myth about indies, which, if I were to believe in, I'd call my staff together, tell them the situation is hopeless, and pack it in. But that's not the case. Indies are much better able to wheel and deal because of their independence, and are able to come up with the most flexible kinds of promotion deals on a retail level. Also, independent distributors are especially tough competitors. Take Alpha Distributors in New York. In one year in the '60s, they lost Warners, Atlantic and Elektra — about 65% of their business — yet were able to come back strong by helping build lines like A&M. As long as there are shifts in taste in popular music, and as long as the possibility exists for an act to come out of left field — like a George Thorogood — then there will be independent labels and distributors."

Eggers feels that the time is especially right for a growth-oriented, independent label. "The existence of Pickwick as a force in independent distribution has been extremely beneficial," said Eggers. "Right now they have about 24% of the market. They have us in five markets, and they are very interested in building us, and I'm sure, several others, as indie labels. It's a situation that we can only benefit from."

But, for the most part, the closer an indie gets to turning out the same kind of product as a major, the more pressure there is to either make a deal with a big manufacturer or throw in the towel. Jerry Dennon, who heads First American Records in Seattle, operated the successful Jerden Records in the '60s and helped launch the careers of groups like Paul Revere and the Raiders and the Kingsmen. After a ten-year hiatus from the label-owning end of the business, he has returned to find that operating an independent label is vastly different from what he'd known.

"Launching an independent label today may be the impossible dream," said Dennon. "We have found that, despite positive reviewer and retailer reaction to our product, when you're not hot, it's impossible to motivate your distributor. Right now we have a Spirit album that is being played on 100 radio stations nationwide, but my distributors are serving as little more than warehouses who are just parking my product until I myself can come up with some way of moving it. It's a situation that has become more frustrating as time goes along."

Sam Weiss, president of Sam Records, who recently completed a distribution deal with CBS Records, blames independent

distribution for his decision. "If I were to say what I felt about independent distribution," he says, "I would antagonize too many people who are too close to me. I'll just say that there are some independent distributors who surpass the majors in their functions, but these are few and far between. Then there are those who do absolutely nothing for an independent label."

H&L Records also ceased manufacturing recently to become a production company. But co-owner Luigi Creatore of the veteran team, Hugo and Luigi, is much less inclined to blame independent distribution. "How can indie distributors compete? The majors have gotten too powerful," he said. "Look at the promotion and merchandising campaigns a major can mount. Today, a major can spend half a million just to find out I could survive on their mistakes. We're entering a time when a purely independent record company cannot survive."

Creatore feels that radio must take more of the blame for the situation than independent distributors. "With radio, times have really changed," said the 20-year veteran. "In the past, radio used to create the product. It didn't matter who you were. You could walk into a radio station with a record on an unknown and you'd have a shot. Today, radio is a follower. A major can create a name for a group with a fantastic publicity campaign, and radio will just fall into line. As far as independent distributors go — what can they do? Can a guy who is regional afford to compete with a major that's taken out full page ads in national consumer publications? If an indie label cannot face the realities of today's market, they're headed for bankruptcy."

Hybrid Approach

Chris Blackwell, president of Island Records, has taken an unusual approach, utilizing both independent and branch distribution. "Anything that has limited potential we put on Mango or Antilles. Anything that can sell over 50-60,000, we put on Warners. Should we be wrong about an act we put on Antilles, Warners has the option to pick it up. If you're playing the chart game, it takes an incredible amount of money to finance a band that is touring. It's a strain on an independent label. To operate a label on that level involves a whole lot of areas I'm not interested in, with all sorts of personnel and overhead. And then you have to deal with 25 different accounts. It's just not for me. I prefer to have the machine do it."

In contrast, Terry Ellis, president of Chrysalis Records, is uncompromising in his support of independent labels and his disdain for the majors. Chrysalis used to be distributed by Warner Brothers. Since go-

ing independent, the company has enjoyed some of its biggest success with Jethro Tull, Robin Trower, Blondie and Nick Gilder, the latter two having been developed entirely by the independent Chrysalis.

"Large corporations give their distributed labels a profile of self-determination. That's complete bullshit," said Ellis. "When you operate a multi-billion-dollar corporation, you control the labels you handle, and those labels are practically relegated to the role of production companies. I'm not going to allow myself to be put in a position of having made a record and then see the label fail to work it, to have a national promotion manager tell me, 'your record's a stiff.' I know that I can get far more out of independent distributors than I could out of branch managers, because branch managers' paychecks are not signed by me."

"I see independent distributors as a series of people who sell our records, and they pay us, and they are cooperative. I just got a platinum single (Nick Gilder's "Hot Child In The City"), so it's hard for me to believe that independent distributors can't move records adequately."

Human Aspects

But Ellis raises a much more telling issue than efficiency when touting the value of a self-determining label; the human aspects that an indie label offers as an alternative to the corporate monolith. "You should speak to some managers who've been through the major label mill," says Ellis. "Managers who've been given the royal tour, with all the computers and the gold records, and who have later found themselves on the scrap heap, when they couldn't get anyone on the phone. We, on the other hand, will not let go of an artist until we bring him home, which is why we've stayed with Frankie Miller for six albums. We don't have the back door rubbish heap."

Many indie label presidents share Ellis' sour experience with the majors. For example, Kevin Eggers used to own a label called Utopia that was handled by RCA. "It became impossible when they started to make my A&R decisions," he said. "I had Meat Loaf under contract and they forced me to release him."

Based on conversations with label owners, it would seem that as long as there are independent spirits, there will be independent record companies. Terry Ellis summarized the comments of many others when he said, "The future successes of independent record companies are necessary for the future of the business. There must be alternatives."



VANNELLI PLATINUM — Gino Vannelli's last A&M album, "Brother To Brother," has been certified platinum by the RIAA. Pictured above at the platinum award certification are (l-r): Bill Johnston, Vannelli's manager; Joe Vannelli, the LP's co-producer and arranger; Gil Freisen, A&M president; Vannelli; Jerry Moss, A&M board chairman; Ross Vannelli, co-producer and arranger; and Herb Alpert, A&M vice chairman.

COIN MACHINE

AMOA's 1979 Service School Program Getting Underway

CHICAGO — "I've found that these past ten days in electronic pinball school have provided the most help I have ever had in my 32 years as a music and pinball mechanic."

"The knowledge I gained about the flipper machines will be a great asset to me in making my job easier, more accurate and more rewarding."

Quotes such as these are typical of the comments made by operators and service people who have attended the specialized training courses developed by AMOA under the association's Mechanics School Program. The program's initial series dealt

with electromechanical equipment, but in mid-1978 the curriculum was expanded to include instruction on solid state technology.

A total of 12 schools were held last year in such states as Texas, Oregon, Connecticut, New Jersey, West Virginia, Georgia, North Carolina, Michigan and Pennsylvania, in cooperation with the various state associations in these areas.

The schedule for 1979, thus far, will include the following: Jan. 10-19 in Long Island, N.Y. (Music & Amuse. Assn., Inc.); Jan. 22-31 in Chicago (Ill. Coin Mach. Ops Assn.); Feb. 3-12 in Bridgeport, Conn. (Music Ops of Conn.); Feb. 19-28 in Great Falls, Montana (Montana Coin Mach. Ops Assn.); March 5-14 in Portland, Ore. (Oregon Amuse. & Music Ops Assn.); March 19-28 in Minneapolis (Music Ops of Minn.); April 18-27 in Dayton, April 30-May 9 in Cleveland (Ohio Music & Amuse. Assn.) and May 12-21 in White Plains, N.Y. (Westchester Assn.).

At present there are two types of schools
(continued on page 57)

Gottlieb Adds Two Distributors In Texas

CHICAGO — A supplemental distribution plan for Texas, involving the addition of two distributors in major market areas of the state, has been announced by D. Gottlieb & Co.

"In addition to Abe Susman's State Music, our long standing distributor in the state who has done such an outstanding job for us over the years, we are also adding Peterson Coin Machine Distributing Company in Houston and Allcoin Equipment Company of San Antonio as Gottlieb distributors," commented Tom Herrick, Gottlieb's marketing director.

"We are extremely gratified to have these fine distributing companies join our ranks," he said. "Dan Perrotta and Malcolm Gildart of Allcoin have been well known to us for years through their efficient coverage of their trading area in the southern part of the state. Dick Peterson's young and aggressive distributorship is a perfect choice in an area of spectacular growth such as Houston. He has a wealth of background in the coin machine field and well established roots in Texas."

In conclusion, Herrick noted that "both these fine companies have the kind of service organizations that are so helpful and necessary to games operators in the age of electronics and we welcome them with great enthusiasm."

Atari Is Accepting Orders For Its New 'Hercules' Giant Pinball Machine

SUNNYVALE — "Hercules," reportedly the largest flipper game ever produced, has been scheduled for release by Atari, Inc. in early spring. The model is nearly seven feet long and offers 18 square feet of exciting play action, provided by a cue-size ball, double-size flippers and giant thumper bumpers.

The visual impact of Hercules is further enhanced by the machine's dynamic graphics and cabinetry which characterize the mythological hero of strength, for which it is named.

Hercules was previewed at the AMOA and IAAPA conventions this past November to very responsive audiences, according to Atari's Frank Ballouz. "Many operators of arcades and larger game locations were enthusiastic about having Hercules as a major attraction," he said. "The majority commented that Hercules would be a long-term earner due to its extraordinary size and good play action."

Features

Among the play highlights are a series of bonus lanes and high scoring targets, a ball-to-ball memory and flashing extra bonus score targets. Specially designed bumpers and targets, together with the high action flippers give optimum ball speed and player control. Additionally, there is the "Path Of Victory" feature for ad-

vancing bonus and increasing scores amidst flashing lights and a spinning target. As a further enticement, the game has some sensational sounds.

"Atari will only be manufacturing a limited number of these games, based on demand," Ballouz said. "We would encourage operators who want this remarkable pinball game to notify their Atari distributors by the first week in February to ensure delivery."



'Hercules'



Ben Chicofsky

Chicofsky Exits MAA, Plans Int'l Coin Mach. Show

NEW YORK — Ben Chicofsky resigned from his position as executive director of the Music and Amusement Association, Inc., effective Feb. 1. He had held this office with the New York state association since 1963, prior to which he worked in various levels of the coin machine business, including operating, for a period of 22 years. He also is noted for his extensive efforts in securing the legalization of pinball games in New York City.

Simultaneous with the announcement of his resignation, Chicofsky stated that he would be channeling his energy into an am-

(continued on page 57)

Jukebox Operators Get Simplified Renewals

WASHINGTON, D.C. — After a year of tense hearings and opposition to the Copyright Office's initial and interim regulations on compulsory licenses for jukeboxes, a solution appears to be at hand.

In its final regulations, the Copyright Office has adopted a renewal system under which operators will get computer print-outs of all machines licensed during 1978. They will then be instructed to add new machines to be licensed and delete those not to be licensed during 1979, on the print-out.

The Copyright Office hopes this system will work to everyone's advantage: to remind operators of the need to license old and new machines for this year, and to simplify the burden of paperwork of which operators complained during the hearings. So far, the office has been disappointed with the jukebox industry's response to the new licensing requirements. Only 143,901 licenses were issued for 1978, which is about one quarter of the total number of jukeboxes operating in the country. But the office is hopeful that the new, easier requirements will encourage compliance with the law.

Under the renewal system, operators who received license certificates during 1978 will be sent a renewal application that may be used during Jan. 1979 to apply for the current year. For machines put into use after Jan. 1, 1978, applications must be

(continued on page 57)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. I GO TO RIO PABLO CRUISE (A&M 2112)
2. EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Elektra E-45554)
3. LADY LITTLE RIVER BAND (Capitol P-4667)
4. HEAVEN KNOWS DONNA SUMMER (Casablanca NB 959)
5. SING FOR THE DAY STYX (A&M 2110)
6. CRAZY LOVE POCO (ABC 12439)
7. GOODBYE, I LOVE YOU FIREFALL (Atlantic 3544)
8. FOR YOU AND I 10CC (Polydor PD 14528)
9. SONG ON THE RADIO AL STEWART (Arista AS 0389)
10. LONELY WIND KANSAS (Kirshner/CBS Z58 4280)

TOP NEW COUNTRY SINGLES

1. GOLDEN TEARS DAVE & SUGAR (RCA PB 11427)
2. I'LL WAKE YOU UP WHEN I GET HOME CHARLIE RICH (Elektra E-45553)
3. EVERLASTING LOVE NARVEL FELTS (ABC 12441)
4. SOMEBODY SPECIAL DONNA FARGO (Warner Bros. WBS 8722)
5. SON OF CLAYTON DELANEY TOM T. HALL (RCA PB-11453)
6. I HAD A LOVELY TIME THE KENDALLS (Ovation OV 119)
7. STILL A WOMAN MARGO SMITH (Warner Bros. WBS-8726)
8. SEND ME DOWN TO TUCSON/CHARLIE'S ANGEL MEL TILLIS (MCA-40983)
9. TRYIN' TO SATISFY YOU DOTTSY (RCA PB-11448)
10. LOVE SONGS JUST FOR YOU GLENN BARBER (Century 21 C21-101)

TOP NEW R&B SINGLES

1. I WILL SURVIVE GLORIA GAYNOR (Polydor PD 14508)
2. HEAVEN KNOWS DONNA SUMMER (Casablanca NB 959)
3. KEEP IT TOGETHER RUFUS (ABC 12444)
4. SHAKE YOUR BODY DOWN TO THE GROUND THE JACKSONS (Epic 8-50656)
5. KEEP ON DANCIN' GARY'S GANG (Sam/Columbia 3-10884)
6. CONTACT EDWIN STARR (20th Century TC 2396)
7. LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l/Z58-3669)
8. DANCIN' GREY & HANKS (RCA PB-11460)
9. AT MIDNIGHT T-CONNECTION (Dash/TK 5048)
10. FIRE POINTER SISTERS (Planet/Elektra P-45901)

TOP NEW MOR SINGLES

1. WHAT A FOOL BELIEVES THE DOOBIE BROS. (Warner Bros. WBS 8725)
2. MUSIC BOX DANCER FRANK MILLS (Polydor PD 14517)
3. BABY I NEED YOUR LOVIN' ERIC CARMEN (Arista AS 0384)
4. STORMY SANTANA (Columbia 3-10873)
5. WHEELS OF LIFE GINO VANNELLI (A&M 2114)

COIN MACHINE

Ben Chicofsky Resigns From MAA, Plans New International Trade Show

(continued from page 56)

bitious new project — an International Coin Machine Trade Show, which he will produce. The event will be held May 4-6, 1979 at the Statler Hilton Hotel in New York City.

Chicofsky explained that it will encompass all aspects of the coin-operated industry including music, games, vending, as well as records, industry suppliers, et al. The show will be international in scope, he said, and will in no way conflict with either the AMOA or NAMA conventions since it has been timed accordingly for at least six months prior to either of these two major industry functions.

"In no way does this gathering intend to be in competition with the AMOA or the NAMA," Chicofsky stressed. "With this industry prospering by new dimensions each

year, there is ample room for an international showing of this type, in several regions of the nation."

Package Tours

In conjunction with the convention, Chicofsky said that package tours of New York City combined with budget plan air fares would be offered from every part of the country. "We expect better than 200 booths to be doing business the opening year, with at least 5,000 industry members participating," he estimates. The cost of booth rental space, he said, would be substantially lower than for many other convention meetings.

Inquiries about the show may be directed to Chicofsky at 250 W. 57th St., New York City 10019, Suite number 1609. The phone number is (212) 581-2031.

1979 State Association Calendar

Jan. 19-21: Music Operators of Minnesota: annual conv. & trade show: Holiday Inn Central, Minneapolis.

Jan. 19-21: Oregon Amusement & Music Operators Assn.: annual conv.: Valley River Inn, Eugene.

Feb. 2-4: South Carolina Coin Operators Assn.: annual conv.: Carolina Inn, Columbia.

Mar. 29-Apr. 1: Florida Amusement Merchandising Assn.: annual conv. &

trade show, Orlando Marriott Inn, Orlando.

May 11-12: Ohio Music & Amusement Assn.: annual conv.: Columbus Hilton Inn, Columbus.

May 25-27: Music & Amusement Assn., Inc.: annual conv.: Stevensville Country Club, Swan Lake, N.Y.

June 7-9: Music Operators of Texas: annual conv.: Marriott Motor Inn, Austin.



'Dracula'

Stern's 'Dracula' In Production At Chicago Factory

CHICAGO — Stern Electronics, Inc., as a follow-up to its recent "Nugent" flipper, has again chosen a "celebrity" figure as the subject of a four-player pinball machine; in this case, "Dracula." The solid state model is currently in full production at the Chicago factory.

The legendary character, dramatically symbolized in the entire design of the machine, is currently enjoying a resurgence of popularity via two films, a television special and a major theatrical production. "We feel that players around the United States and the world will really enjoy Dracula," commented Stern president Gary Stern, announcing the game's release. "It has many exciting features that make play of the machine challenging and fun. The theme of the machine is especially appropriate with the current interest in Dracula."

Enhancing the machine's built-in appeal are the many play features and the unique ball shooter entry. There is an upper flipper located directly off the entry point for shooting the ball into a set of four drop targets, to create the illusion of a double playfield. An additional set of three drop targets are positioned at the lower left playfield. The machine offers players plenty of excitement and scoring opportunities.

Dracula was designed by Mike Kubin, who also designed Stern's "Nugent" model.

The new machine is currently available through the factory's distributor network. Further information may be obtained by contacting Stern at 1725 W. Diversey Parkway, Chicago, Ill. 60614.

Jukebox Operators' Renewals Eased

(continued from page 56)

submitted within one month after the date performances are first made available on that player; for machines recorded in the Copyright Office during 1978, applications are due Jan. 31.

The office reminded operators that filing a renewal application does not relieve them of the obligation to file an initial application.

Operators should contact Susan Aramayo, chief of the office's licensing division, if they have any questions.

Game Plan Moves To Addison, Ill.

CHICAGO — Game Plan, Inc., formerly of Elk Grove Village, has moved into an 80,000 sq. ft. facility at 1515 Fullerton in Addison, Illinois. The new space accommodates the firm's executive and administrative offices as well as production facilities for its cocktail table pingames, slot machines and forthcoming upright pinballs.

For less than a year, the company has achieved recognition in the coin machine industry for its successful line of cocktail table pingames, the most recent model being "Foxy Lady," with a follow-up called "Star Trip" being readied for domestic delivery. This unit, along with "Sharp Shooter," Game Plan's first upright pinball machine, and two of the firm's new slot machines, were being shown at the ATE convention in London, in the Automatic Games and Music (Ireland) exhibit.

New Distributors

Among new additions to the company's distributor network are Empire Dist., Inc., for the territory of Illinois, Indiana, Michigan and Wisconsin; Bally Northeast of Dedham, Massachusetts; and Amusement Sales & Dist. of Toronto.

Game Plan's executive team is headed by president Lee Goldboss, marketing vice president Ken Anderson, national sales manager Steve Yonkowski and general manager Wendell McAdams.

AMOA Begins Its 1979 Program Of Service Schools

(continued from page 56)

being offered, one on electromechanical pinballs and the other on digital (solid state). Each school consists of 10 days of classroom study (including Saturday and Sunday). The instructor is Don Miller, who has served in this capacity since the program's inception and won high praise for his teaching methods. The tuition is \$200 per student and registration for each school is limited to 20 individuals.

Although the program was developed by AMOA, the national association has continued to encourage state association sponsorship while offering full assistance and cooperation in setting up and promoting the sessions. A state association's responsibility, when sponsoring a school, includes promotion and registration forms, the collection of tuition and payment of the instructor's fee and expenses (air fare, lodging and meals). Additionally, the sponsoring group must absorb any

(continued on page 58)

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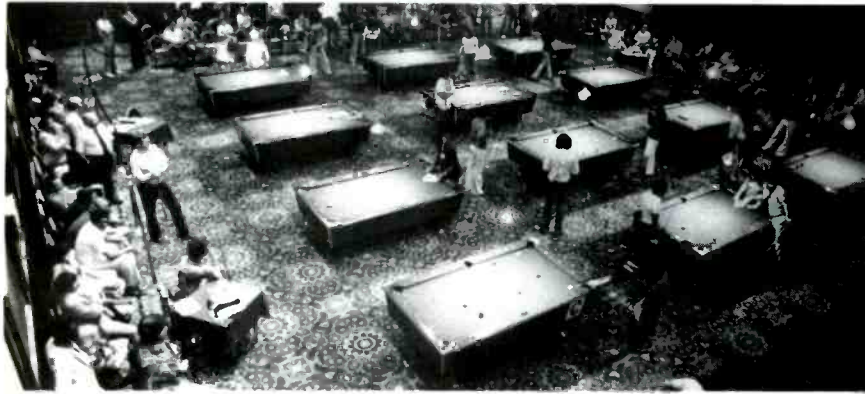


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COIN MACHINE



NEW ORLEANS POOL TOURNEY — More than \$2,400 in cash prizes and trophies were awarded in the playoffs of the 4th annual Greater New Orleans Coin-Operated Pool Tournament, held at the Marriott Hotel. Pictured above is the Grand Ballroom where the playoffs took place.

CALIFORNIA CLIPPINGS

Just prior to leaving for London and the ATE show, Gremlin president **Frank Fogelman** informed that the San Diego-based manufacturer will be showing three pieces — "Fortress," "Space Attack" and "Frogs." Following the show, Frank said he will be calling on customers in Europe in keeping with the firm's expanding international profile as a result of its new association with Sega. Ever since the merger last year, he said "export business has picked up dramatically." On the home front, he said that "Frogs" continues to rack up sales and that the factory will shortly begin shipping "Gee Bee," which Gremlin will be building under a licensing agreement with Namco.

PORTALE AUTOMATIC SALES in San Francisco is gearing up for its forthcoming Atari service school, slated for Feb. 22 and 23. According to distrib general manager **Jerry Monday**, it will be "a complete two-day seminar on all Atari games." Atari seminar manager **Fred McCord** will conduct the sessions. Among the current bestsellers at Portale, according to Jerry, are Game Plan's "Foxy Lady" cocktail table pin and Atari's "Football" video.

SPEAKING OF FOOTBALL, it has been the subject of numerous newspaper and magazine articles lately. New York's *Village Voice*, for example, recently ran a feature piece extolling the game's many virtues and captivating play features. Also, a "Football" game was set up in the press area at Super Bowl XIII, much to the delight of the assembled media corps.

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CHICAGO CHATTER

Chicago's total snow fall for the month of January (as determined mid-month, by the way, so there's room for more — heaven forbid) was about two feet, most of which was deposited during the blizzard of '79, which had a devastating effect on city and suburban transportation — not to mention business and industry and everything else. Statistically speaking, this storm deposited less snow than the historic '67 blizzard but was much more severe since accompanying winds created drifts of from five to nine feet and over, and below zero temperatures followed the snowfall to further hamper the clean-up process. Local manufacturers weathered the storm as best they could under the circumstances, the two most pressing problems being absenteeism and delayed transit — trucks just couldn't get through to pick up merchandise. As one manufacturer put it, "We maintained production schedules every day of the storm and had quite an accumulation of games stacked up and waiting by the time the first trucks got through." Distributors in the area remained open for the most part but in some cases at reduced business hours; operators, of course, had to contend with hazardous city and suburban road conditions, impassable side streets, reduced toll and expressway accessibility and other weather related adversities. With the high prevalence of stalled and snowed-in autos and a minimum of available travel routes, walking became the sole means of transportation for many people — and the neighborhood establishment their source of supply and recreation, second only, of course, to home sweet home. Inasmuch as the blizzard hit just about a week before the scheduled opening of the ATE convention in London there was much concern among local traders over whether or not O'Hare airport would be in full operation in time for overseas departures. To compound the situation, area weathermen warned of more snow to follow.

BALLY'S TOM NIEMAN, while reporting that the factory didn't miss a day of production during the storm, commended the Bally maintenance crew for working all weekend so that the premises would be cleaned up and snow free by Monday morning. Had to get those hot "Playboys" ready for delivery, after all.

STERN ELECTRONICS, INC., just starting its "Dracula" run, was closed the first couple of days of the storm but resumed production at about 60% of normal. **Steve Kaufman** was among those who made it to the office every day but so many of the factory people and other staffers were immobilized by the storm and unable to get to work.

PRODUCTION AT D. GOTTLIEB & CO. was uninterrupted by weather conditions, but absenteeism did prevail. Employees who live within short distances of the plant, however, did make it to work and there were others who also did so but in twice the time — or more.

MIDWAY MFG. CO., reveling in the success of "Space Invaders" as **Larry Berke** put it, was comparatively unencumbered by the storm and at near normal production after a couple of days. Here again, there was the problem of employees being unable to get to work except for those who live within reasonable distances.

WILLIAMS ELECTRONICS, INC. experienced a high rate of absenteeism on the first day after the storm but maintained production schedules.

ACTUALLY, DURING SUCH ADVERSE WEATHER CONDITIONS and accompanying transportation problems, the location of a business establishment determines whether or not a company can operate effectively or at all. The city of Chicago utilized every piece of equipment at its disposal to clear up the main routes of travel and provide commuter transportation but, during a storm of such magnitude, this is a mammoth task. Despite all of the city's efforts, the paralyzing effects of the "blizzard of '79" were still in evidence after a week of tireless labor — and there are those Chicagoans who feel it will be spring before the mess is finally cleared away.

Bally Reports 1st Quarter Dividend

CHICAGO — The board of directors of Bally Manufacturing Corporation has declared a dividend of 2½ cents a share on the company's common stock, payable Feb. 15, 1979, to stockholders of record, Feb. 1, 1979. Bally is a major manufacturer of coin operated amusement games, pinballs and slot machines.

AMOA '79 Program Of Service Schools Set

(continued from page 57)

hotel costs relating to the school, such as a school room charge, coffee service for students, etc.

Vic Rye, assistant executive vice president of AMOA, is administrator of the Mechanics School Program. He can be reached at the association's Chicago headquarters, (313) 726-2810, for further details.

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TALENT

Charlie Daniels Volunteer Jam

MUNICIPAL AUDITORIUM, NASHVILLE — From a small gathering of musical friends five years ago, the annual Charlie Daniels' Volunteer Jam has evolved into the definitive southern country/rock concert. More than a concert, the Jam has reached the heady proportion of a tribal rite.

The likes of John Prine, Grinderswitch, Stillwater, Papa John Creach, the Henry Paul Band, members of Marshall Tucker Band, the Winters Bros. Band, Dobie Gray, Doug Kershaw, Link Wray, Carl Perkins, Jim Owens and the remaining members of Lynyrd Skynyrd joined Charlie Daniels and band for more than six hours of entertainment.

Highlighting the evening was the first public appearance of Lynyrd Skynyrd since a plane crash took the lives of band members Steve Gaines and Ronnie Van Zant. In a plaintive, poignant moment, the crowd lit matches in reverence for Gaines and Van Zant as Lynyrd Skynyrd performed a moving, searing instrumental version of "Free Bird," the group's signature song.

Charlie Daniels and his band opened the show with a full set of his well-known songs. He also included several tunes from his upcoming new album. After Daniels' set, the guests began pouring onstage, and Daniels stayed right in place, acting as emcee and playing guitar and fiddle.

A delightful surprise of the evening was the appearance of Prine. In high spirits and bouncing from one side of the stage to the other, Prine entertained the boisterous crowd of 14,000+ with "Paradise" and "There She Goes," among others.

One by one, other artists and bands came onstage to add their part to the evening's entertainment. Dobie Gray came out early and sang a couple of numbers, including "Drift Away." To quiet things down some, Jim Owen, (who interprets Hank Williams' material) performed his classic version of "Lovesick Blues." Carl Perkins added a note of nostalgia when he picked and sang "Blue Suede Shoes." And Link Wray took the place by storm and shook the rafters with a burning, acid-rock version of "Rumble."

As the concert drew to a close, Charlie Daniels and band joined with other guests for a final jam. And to end the festivities, the fiddle of Daniels led the haunting strains of the classic "Tennessee Waltz."

bob campbell

Herbie Hancock

THE ROXY, L.A. — Folkies were outraged when Dylan went electric, and rockers were livid when Bowie ventured into soul, but to the serious jazz aficionado, Herbie Hancock's recent excursion into disco is equivalent to a park ranger setting his own forest ablaze. However, at a recent Roxy appearance, Hancock proved that he could bring new fire to the "Shake Your Booty" idiom.

The show, although mostly disco-oriented, offered a taste of the full Hancock

repertoire. Opening with a lovely, blues-tinged improvisation on the Fender Rhodes piano, Hancock showed the skeptical crowd that his chord clusters and lush harmonies were still present. The Mwandishi (composer) was then joined onstage by drummer Alphonse Mouzon and bassist Paul Jackson and the trio tore into a frenzied version of "Maiden Voyage."

The bulk of the evening's music was devoted to songs from the recent "Sunlight" and the soon-to-be-released "Feets Don't Fail Me Now" albums. The new disco material shocked people at first, but the crowd was soon moving frantically to the pounding percussion and overpowering funk. Besides Mouzon and Jackson, Hancock was accompanied by Webster Lewis on additional keyboards, Bennie Maupin on reeds, Bill Summers on percussion and Ray Obiedo on guitar.

Although Hancock displayed his musical expertise on a variety of keyboards during the show, he spent most of the time with his new gadget, the vocoder. The vocoder, a device which makes tones out of sung notes, is similar to the voice box used by Peter Frampton and Joe Walsh. The instrument allowed the most musical freedom when Hancock engaged in some scat singing.

It was significant that the ever-changing Hancock, who last year did a duo acoustic piano tour with fellow maestro Chick Corea, closed his show with the infamous "Chameleon" from the "Headhunters" album.

marc cetner

Tracy Nelson

CELLAR DOOR, WASHINGTON, D.C. — It may be an understatement to say that Tracy Nelson's incredibly rich vocal talent has not been promoted to fullest advantage. But as she told the audience here, Flying Fish is "a great label because they let you just record and don't tell you to sing disco..."

Beginning with "Lies," the show was a straightforward display of the powerful pipes and strong writing ability that have wowed her hard-core fans for years. "Suddenly," from "Homemade Songs" (Flying Fish), Nelson's most recent LP, was gripping and her polished presentation, including conductor-like hand movements, made for a good visual show as well.

Her timing was perfection on "Can You Fool," from an earlier LP which Nelson calls "my mystery album — the mystery is, what happened to it?"

But the two numbers the audience was hottest about were "Nothing Cold As Ashes" (also recorded by Loretta Lynn and Conway Twitty and later by "the other Nelson," Willie), and Nelson's first composition, "Down So Low" (which she noted, Linda Ronstadt covered more profitably).

Nelson performed several songs by Nashville writers including "The Iceman" by Tom Rogers and "Going Back To Tennessee," by Jack Lee. The crowd was treated to one originally recorded by Erma Thomas, "She's Taken My Part," and for an encore, "I Feel So Good." The loyalty of her fans was in the air. Overheard in the audience: "If she looked more like Ronstadt, she'd be just as big!"

joanne ostrow

NBC Tells Affiliates Of Plans For Youth-Oriented Network

(Continued from page 8)

85 percent of the top markets and 500,000-600,000 average quarter hour audiences are needed to field a network, although he would not say what targets NBC has in mind for its test period.

"If we're ambiguous or vague about the new network, it's only because that's where we're at," noted Irwin Segelstein, NBC broadcasting executive vice president. "These new network plans probably will change; we have to do more homework before we know all the answers. But knowing that we were going ahead with it, we had to announce it to our affiliates."

Before making the decision to test the new network, NBC commissioned the Gallup organization to survey general managers in the top 100 markets at stations with high 12-34 rating about how their news and features were programmed and what their reaction would be to a new network. Interviews were also conducted by NBC and Burkhart/Abrams with selected radio executives. Encouragement from current NBC affiliates with FM sister stations also influenced NBC's decision to go ahead with a youth-oriented network, the executives stressed.

Radio network affiliates relations vice president Chuck Renwick said that most of the new network affiliates will probably be FM stations, but few will be won over from the current network list.

"Our network is very strong 25+, but we don't have many stations programming for the 12-34 demographic now," noted Renwick. "So only a handful of current affiliates may switch to the new network."

Among the current affiliates considered likely to go over to the new network are NBC's owned FM stations, WYNY/New York, WKYS/Washington, KYUU/San Francisco and WKQX/Chicago.

Music Specials

The announcement of eight two-hour music specials to be offered to the current network in 1979 was well received by the affiliates. The first special, "Willie Nelson... The Red-Headed Stranger," is set to air the second weekend in February. Other specials will spotlight Paul McCartney, Carly Simon and James Taylor, Ray Charles, Neil Diamond, Kris Kristofferson and Rita Coolidge, John Denver and Barry Manilow.

"A couple of different people are working with us on producing the eight specials, but we are maintaining creative control," said Ruth Meyer, NBC radio director of program development. "We're going to see who we work best with and then establish a relationship with them. We will also be developing special programming for the new network, especially concerts."

Meyer describes the upcoming music specials as "intimate profiles filled with the music and off-guard moods of the superstars."

Filling Complement

As part of NBC's commitment to its radio division, Silverman in his address stressed the company's commitment to bringing the number of NBC-owned stations, now four AM and four FM, up to its full complement of seven and seven.

"We are actively seeking acquisitions in the top 20 radio markets, but not necessarily an AM and FM outlet in the same city."

Earlier, Segelstein had called the drive to fill NBC's complement of stations "long overdue." Silverman noted that both CBS and ABC own the maximum number of stations allowed by law.

The NBC leadership also demonstrated its commitment to radio in a number of other ways. Silverman pledged an advertising and promotion budget double that of 1978, the largest one for NBC radio in 20 years.

And he promised that NBC's radio news would be all-satellite "in the near future," improving the quality and fidelity of the network's signal.

"Program delivery will be the challenge of the '80s," echoed Verne. "NBC radio may not be the first into satellites, but we will offer the best system."

"We have been investigating, evaluating and planning our entry into distribution of network programs via satellite... We challenge all program suppliers to the industry to avoid self-service and design, develop and install a compatible satellite delivery system that meets the needs of individual stations, which will permit open entry to all those seriously interested in supplying programming to the industry."

Inventory Intrusion

Verne also announced that the network programming will be reduced by five minutes, in response to affiliate requests for inventory reductions. As of July 1, a similar reduction in Monday-Friday feature programs will occur. And Verne committed the network to further reductions as economics dictate.

The convention also provided affiliates with a chance to meet Bud Palmer, Bob Richards and Wilma Rudolph, the trio who are handling "Olympic Odyssey," the Olympics preview series that will produce almost 1,000 features in the 18 months until the Moscow games. A large number of NBC executives were also on hand to meet with the 350 representatives of most of NBC's 270 affiliates. These include NBC board chairman Jan Pfeiffer; Bob Mounty, AM radio executive vice president; Jack Thayer, special projects executive vice president; Marion Stephenson, radio and industry relations vice president; Jo Moring, radio news vice president and Jeff Kulliver, director of sports programming.

A number of sessions were set up to give the affiliates a chance to hear from a variety of experts in fields affecting the business of operating their radio stations. These included a chance to quiz top NBC radio management and a "Radio in the '80s" panel presentation, featuring representatives from four top ad agencies.

The social highpoint of the convention was a banquet at the Superdome, climaxed by a performance by Paul Anka. Additional entertainment during the convention was offered by NBC personality Mark Russell and a number of New Orleans jazz bands.

Overriding Message

But despite the announcement of new programming services and a series of useful meetings, the main theme of the convention was most eloquently expressed by the appearance of NBC chief Fred Silverman and the message he drove home in his address to the affiliates.

"I want to assure you right now that NBC's commitment to radio is real, and will continue to get the strongest kind of management attention," said Silverman.

Dick Carter Named

(Continued from page 8)

a year as a field sales representative in the Pacific northwest before becoming sales manager for RCA's north-central region. Carter was later named director of national sales, then left RCA in 1975 to join Phonodisc in an identical position.

In 1977, Carter was named vice president of product development and label liaison for Phonodisc, but he rejoined RCA as division vice president of field marketing in February, 1978.

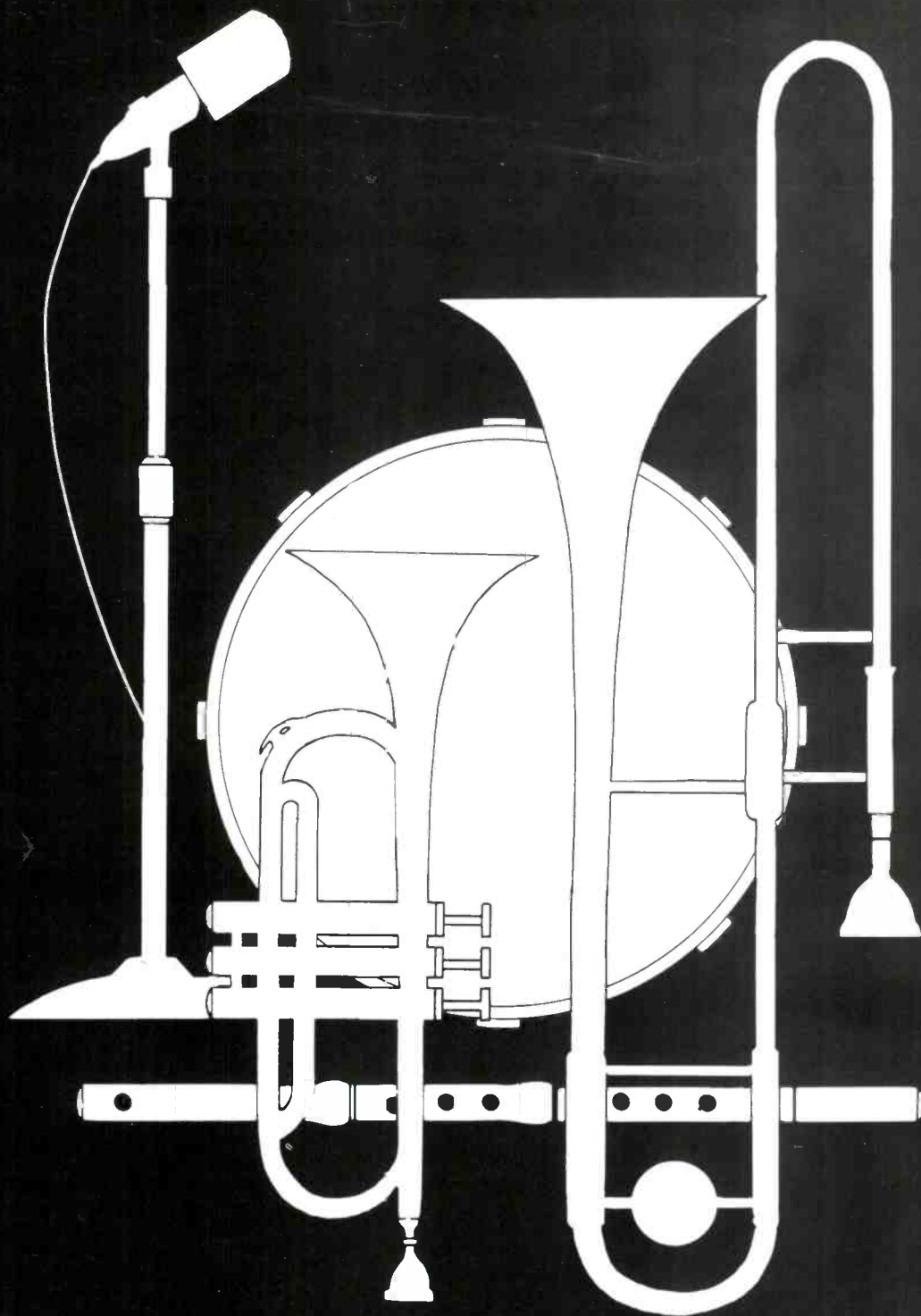
In promoting Carter to his present position, Summer commented, "Carter's promotion assures us of a continued creative marketing operation in the growth period ahead."

ON STAGE

CASH BOX TOP 100 ALBUMS

February 3, 1979

		1/27	Weeks On Chart			1/27	Weeks On Chart			1/27	Weeks On Chart
1	BRIEFCASE FULL OF BLUES BLUES BROTHERS (Atlantic SD 19217)	7.98	1	33	CHERYL LYNN (Columbia JC 35486)	7.98	36	67	GET DOWN GENE CHANDLER (Chi-Sound/20th Century T-578)	7.98	75
2	BLONDES HAVE MORE FUN ROD STEWART (Warner Bros. BSK 3261)	7.98	4	34	LIVE BOOTLEG AEROSMITH (Columbia PC2-35564)	13.98	29	68	SUPERMAN ORIGINAL SOUNDTRACK (Warner Bros. 2BSK 3257)	15.98	78
3	52nd STREET BILLY JOEL (Columbia FC 35609)	8.98	2	35	ACE FREHLEY (Casablanca NBLP 7121)	7.98	31	69	HOT STREETS CHICAGO (Columbia FC 35512)	8.98	70
4	BARBRA STREISAND'S GREATEST HITS VOL. 2 (Columbia FC 35679)	8.98	3	36	WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC 2 35642)	11.98	37	70	MOVE IT ON OVER GEORGE THOROGOOD & THE DESTROYERS (Rouner 3024)	7.98	74
5	GREATEST HITS BARRY MANILOW (Arista AZL 8601)	13.98	5	37	ARMED FORCES ELVIS COSTELLO & THE ATTRACTIONS (Columbia 35709)	7.98	46	71	CHAKA CHAKA KHAN (Warner Bros. BSK 3245)	7.98	52
6	A WILD AND CRAZY GUY STEVE MARTIN (Warner Bros. HS 3238)	8.98	6	38	DON'T LOOK BACK BOSTON (Epic FE 35050)	8.98	38	72	CHANSON (Ariola SW 50039)	7.98	73
7	THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)	8.98	8	39	"WANTED" LIVE IN CONCERT RICHARD PRYOR (Warner Bros. BSK 3364)	14.98	47	73	TWO FOR THE SHOW KANSAS (Kirshner/CBS P22 35660)	13.98	64
8	C'EST CHIC CHIC (Atlantic SD 19209)	7.98	9	40	THE LORD OF THE RINGS ORIGINAL MOVIE SOUNDTRACK (Fantasy LOR-1)	13.98	43	74	GENE SIMMONS (Casablanca NBLP 7120)	7.98	50
9	TOTALLY HOT OLIVIA NEWTON-JOHN (MCA 3067)	7.98	13	41	DIRE STRAITS (Warner Bros. BSK 3266)	7.98	51	75	BACK TO THE BARS TODD RUNDGREN (Bearsville 2BRX 6986)	12.98	67
10	TOTO (Columbia JC 35317)	7.98	11	42	SHAKEDOWN STREET GRATEFUL DEAD (Arista AB 4198)	7.98	41	76	2 HOT! PEACHES & HERB (Polydor PD-1-6172)	7.98	93
11	GREASE VARIOUS ARTISTS (RSO 2-4002)	12.98	7	43	TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	7.98	49	77	HEMISPHERES RUSH (Mercury SRM 3743)	7.98	69
12	DOUBLE VISION FOREIGNER (Atlantic SD 1999)	7.98	12	44	LIFE FOR THE TAKING EDDIE MONEY (Columbia JC 35598)	7.98	54	78	LOVE BEACH EMERSON, LAKE & PALMER (Atlantic SD 19211)	7.98	66
13	CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	7.98	14	45	SATURDAY NIGHT FEVER BEE GEES & VARIOUS ARTISTS (RSO RS 4001)	12.98	39	79	FROM THE INSIDE ALICE COOPER (Warner Bros. BSK 3263)	7.98	72
14	YOU DON'T BRING ME FLOWERS NEIL DIAMOND (Columbia FC 35625)	8.98	10	46	GREATEST HITS COMMODORES (Motown M7-912R1)	7.98	34	80	AN AMERICAN PRAYER JIM MORRISON & THE DOORS (Elektra 5E-502)	8.98	77
15	BACKLESS ERIC CLAPTON (RSO RS-1-3039)	8.98	15	47	THE GAMBLER KENNY ROGERS (United Artists LA 934)	7.98	55	81	ALICIA BRIDGES (Polydor PD1-6158)	7.98	79
16	MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	7.98	20	48	WEEKEND WARRIORS TED NUGENT (Epic FE 35551)	8.98	42	82	THE MAN BARRY WHITE (20th Century T-571)	7.98	85
17	MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	7.98	18	49	ELAN FIREFALL (Atlantic SD 19183)	7.98	44	83	REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	7.98	83
18	LIVING IN THE U.S.A. LINDA RONSTADT (Asylum 6E 155)	7.98	16	50	ENERGY POINTER SISTERS (Planet P-1)	7.98	63	84	DESTINY THE JACKSONS (Epic JE 35552)	7.98	87
19	LIVE AND MORE DONNA SUMMER (Casablanca NBLP 71119)	12.98	19	51	THE CARS (Elektra 6E 135)	7.98	53	85	FOR THE SAKE OF LOVE ISAAC HAYES (Polydor PD-1-6164)	7.98	81
20	NICOLETTE NICOLETTE LARSON (Warner Bros. BSK 3242)	7.98	24	52	TIME PASSAGES AL STEWART (Arista AB 4190)	7.98	48	86	INNER SECRETS SANTANA (Columbia FC 356000)	8.98	91
21	SOME GIRLS ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	7.98	21	53	TNT TANYA TUCKER (MCA 3066)	7.98	59	87	PLAYIN' TO WIN OUTLAWS (Arista AB 4205)	7.98	80
22	PIECES OF EIGHT STYX (A&M SP 4724)	7.98	23	54	SANCTUARY THE J. GEILS BAND (EMI America SO-17706)	7.98	57	88	VAN HALEN (Warner Bros. BSK 3075)	7.98	92
23	JAZZ QUEEN (Elektra 6E-166)	7.98	17	55	LIGHT OF LIFE BAR-KAYS (Mercury SRM-1-3732)	7.98	56	89	STEALIN' HOME IAN MATTHEWS (Mushroom MRS 5012)	7.98	94
24	DOG & BUTTERFLY HEART (Portrait FR 3555)	8.98	26	56	LEGEND POCO (ABC AA-1099)	7.98	61	90	GREATEST HITS MARSHALL TUCKER BAND (Capricorn CPN 0214)	7.98	86
25	BACK TO EARTH CAT STEVENS (A&M SP-4735)	7.98	27	57	JOHN DENVER (RCA AQLI-3075)	8.98	71	91	HEAD FIRST THE BABYS (Chrysalis CHR 1195)	7.98	114
26	GREATEST HITS 1974-78 STEVE MILLER BAND (Capitol S00-11872)	8.98	22	58	BAT OUT OF HELL MEAT LOAF (Cleve. Int'l./CBS PE 34974)	7.98	58	92	EQUINOXE JEAN-MICHEL JARRE (Polydor PD-1-6175)	7.98	96
27	HERE MY DEAR MARVIN GAYE (Tamla/Motown T 364)	12.98	32	59	GREATEST HITS STEELY DAN (ABC AK-11707/2)	11.98	40	93	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC (Atlantic SD 19212)	7.98	95
28	THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98	28	60	BOBBY CALDWELL (Clouds/TK 8804)	7.98	68	94	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW 11743)	7.98	89
29	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	7.98	30	61	BROTHER TO BROTHER GINO VANNELLI (A&M SP4722)	7.98	45	95	DON'T CRY OUT LOUD MELISSA MANCHESTER (Arista AB 4186)	7.98	108
30	CROSSWINDS PEABO BRYSON (Capitol ST-11875)	7.98	35	62	"EVERY 1'S A WINNER" HOT CHOCOLATE (Infinity 9002)	7.98	76	96	PAUL STANLEY (Casablanca NBLP 7123)	7.98	84
31	WINGS' GREATEST (Capitol S00-11905)	8.98	25	63	SHADOW DANCING ANDY GIBB (RSO RS 1-3034)	7.98	60	97	A SINGLE MAN ELTON JOHN (MCA 3065)	7.98	90
32	FEEL THE NEED LEIF GARRETT (Scotti Bros./Atlantic SB 7100)	7.98	33	64	TWIN SONS OF DIFFERENT MOTHERS DAN FOGELBERG & TIM WEISBERG (Epic JE 35339)	7.98	65	98	BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	7.98	—
				65	LOVE TRACKS GLORIA GAYNOR (Polydor PD-1-6184)	7.98	82	99	WORLDS AWAY PABLO CRUISE (A&M SP 4697)	7.98	101
				66	COMES A TIME NEIL YOUNG (Reprise MSK 2266)	7.98	62	100	NIGHTWATCH KENNY LOGGINS (Columbia JJ 35387)	7.98	97



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