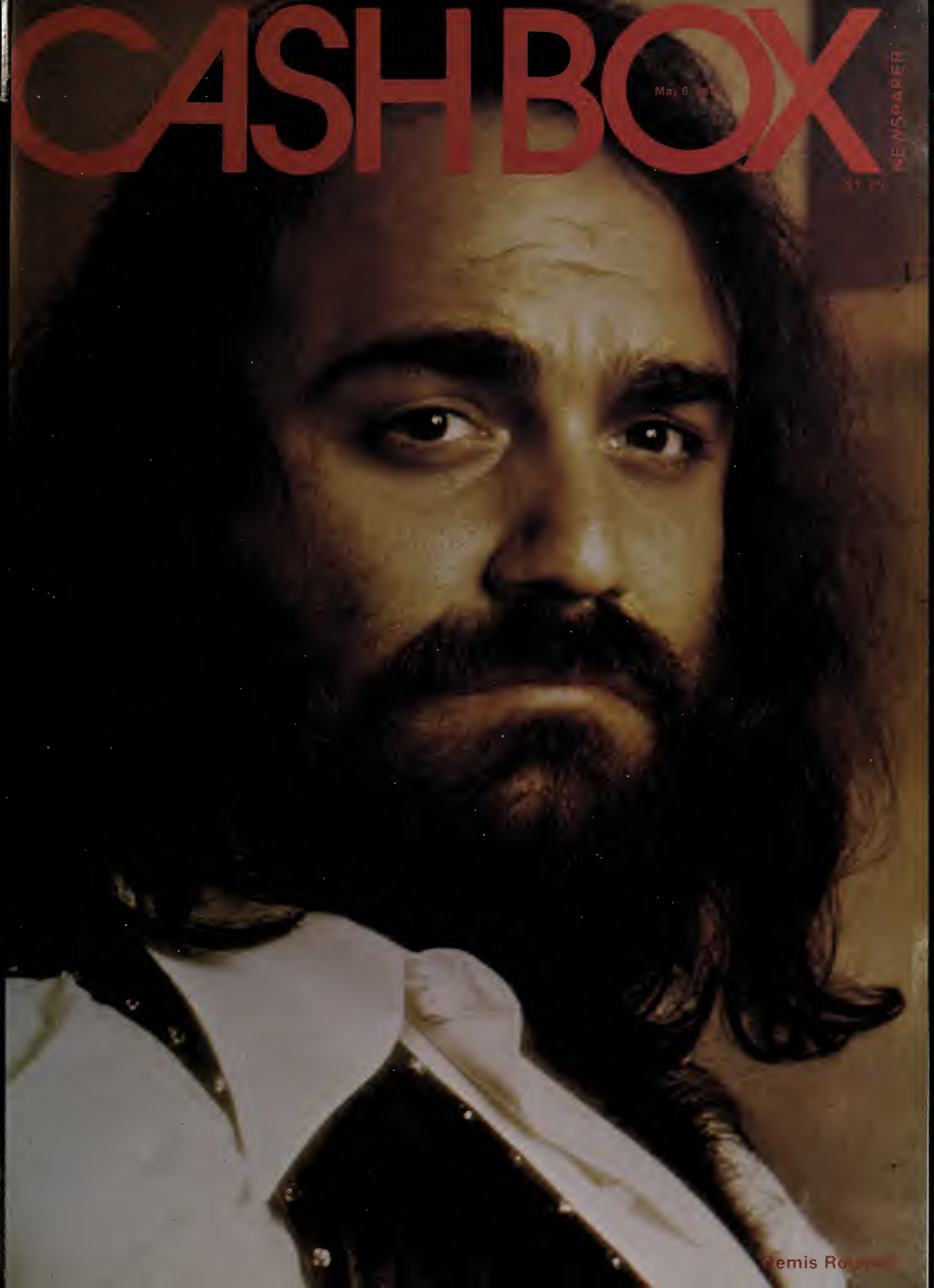


# CASH BOX

May 6, 1971

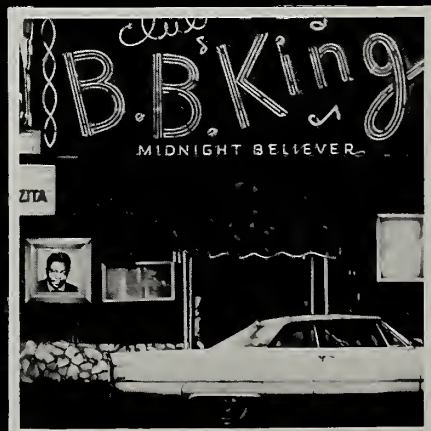
NEWSPAPER



Demis Roussos



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# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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**PUBLICATION OFFICES**  
**NEW YORK**  
119 West 57th, N.Y., N.Y. 10019  
Phone: (212) 586-2640  
Cable Address: Cash Box N.Y.  
Telex: 666123

**CALIFORNIA**  
6363 Sunset Blvd. (Suite 930)  
Hollywood, Ca. 90028  
Phone: (213) 464-8241

**NASHVILLE**  
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Phone: (615) 244-2898

**CHICAGO**  
**CAMILLE COMPASIO**  
29 E. Madison St., Chicago, Ill. 60602  
Phone: (312) 346-7272

**WASHINGTON, D.C.**  
**JOANNE OSTROW**  
4201 Massachusetts Ave., NW  
Washington, D.C. 20016

**ENGLAND — ROB THORNE**  
97 Uxbridge Rd., London W.12  
Phone: 01-749-6724

**ARGENTINA — MIGUEL SMIRNOFF**  
Belgrano 3252, Piso 4 "B"  
Buenos Aires, Argentina  
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**BRAZIL — H. GANDELMAN**  
Av. Rio Branco, 156 Sala 627  
Rio de Janeiro RJ  
Phone: 231-3231

**CANADA — KIRK LaPOINTE**  
56 Brown's Line  
Toronto, Ontario, Canada M8W 359  
Phone: (416) 251-1283

**HOLLAND — PAUL ACKET**  
P.O. Box 11621 (Prinsessegracht 3)  
The Hague  
Phone: (70) 624621, Telex: 33083

**ITALY — GUIDO HARARI**  
via Solari, 19  
20144 Milan, Italy

**BELGIUM — ETIENNE SMET**  
Postbus 56, B-2700 Sint-Niklaas  
Phone: (03) 76-54-39

**AUSTRALIA — PETER SMITH**  
6 Murillo Ct., Doncaster  
Victoria, Australia 3108  
Phone: 848-7878

**JAPAN — Adv. Mgr., SACHIO SAITO**  
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo  
Phone: 504-1651  
**Editorial Mgr., FUMIYO TACHIBANA**  
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo  
Phone: 504-1651

**FRANCE — CLAUDE EM MONNET**  
262 bis Rue des Pyrenees  
Paris, France 75020  
Phone: 797-4261

**WEST GERMANY — GERHARD AUGUSTIN**  
Karolinenstr. 3  
8000 Munich 22  
Phone: 294761, 288203

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## EDITORIAL

### Spotlighting Country Music

We would like to join the Academy of Country Music in saluting the top country performers of 1977. Country music continues to make significant strides in capturing the attention of the masses as this show, taped at the Shrine Auditorium in Los Angeles for broadcast by ABC-TV on May 23, clearly demonstrated.

Despite criticism by viewers and even industry people about the number of music award shows, anytime these artists and their music can be showcased nationally, the entire industry benefits. And in the case of country music, which maintained a select following for many years, it is especially important to show the buying public the full spectrum of this genre.

United Artists' Kenny Rogers swept the awards by winning Top Male Vocalist; Song of the Year and Single of the Year for "Lucille"; and Album of the Year for his self-titled LP.

The Top Female Vocalist was Crystal Gayle, while the Statler Brothers captured the Top Vocal Group. The Comeback award went to Johnny Paycheck.


Dolly Parton was deservedly honored as Entertainer of the Year. Also, Eddie Rabbitt and Debby Boone received Most Promising Awards.

It is noteworthy too that the winners include established as well as new country artists, for both are important to country music and to the record business.

# NEWS HIGHLIGHTS

- CBS opens pressing plant in Georgia to help ease production crunch.
- Stark/Camelot retail chain plans to have 100 stores by 1980.
- Joe Mansfield named vice president of marketing at Columbia Records.
- 25 record and film industry executives will make June trip to China.
- Jet Records leaves United Artists to be distributed by E/P/A.
- Lou Simon, Jules Abramson upped at Phonogram/Mercury.
- Part two in series examining effect of declining value of U.S. dollar on record importers, exporters.

TOP POP DEBUTS		
<b>SINGLES</b>	73	<b>EVEN NOW</b> — Barry Manilow — Arista
<b>ALBUMS</b>	50	<b>FM</b> — Various Artists — MCA

<b>POP SINGLE</b>	<h1>NUMBER ONES</h1>  <p>Dolly Parton</p>	<b>POP ALBUM</b>
<b>NIGHT FEVER</b> Bee Gees — RSO		<b>SATURDAY NIGHT FEVER</b> Bee Gees & Various Artists RSO
<b>R&amp;B SINGLE</b>		<b>R&amp;B ALBUM</b>
<b>TOO MUCH, TOO LITTLE, TOO LATE</b> Johnny Mathis/Deniece Williams Columbia		<b>SHOWDOWN</b> The Isley Brothers — T-Neck/Epic
<b>COUNTRY SINGLE</b>		<b>COUNTRY ALBUM</b>
<b>IT'S ALL WRONG, BUT IT'S ALL RIGHT</b> Dolly Parton — RCA		<b>WAYLON &amp; WILLIE</b> Waylon and Willie — RCA
<b>JAZZ</b>		<b>CLASSICAL</b>
<b>WEEKEND IN L.A.</b> George Benson — WB		<b>RACHMANINOFF PIANO CONCERTO NO. 3</b> Horowitz; New York Philharmonic RCA





# Everything's coming up Roussos this year.

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"Demis Roussos"

Demis Roussos has established himself as one of the world's top performers. And in 1978, you'll see and hear his name popping up constantly. From New York to Los Angeles. On television and radio. In magazines and newspapers. Because this is the year Demis Roussos' music comes to America.

It's the same music that has spread from Europe to the Middle East to Africa to South America and nurtured the Roussos phenomenon. A phenomenon responsible for sales of over thirty million records, concerts that are sold out within hours and command performances from England to Iran.

Every year, Demis Roussos continues to grow. This year, watch him take root throughout America. And watch for Demis Roussos' new single, "That Once in a Lifetime" #73992.

Produced by Freddie Perren



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# CASH BOX NEWS



**GOLD AT THE BOTTOM LINE** — Elektra/Asylum recording artist Andrew Gold recently played at the Bottom Line in New York in support of his "All This And Heaven Too" LP. Pictured backstage (l-r) after the show are: Ralph Ebler, E/A east coast general manager; Marty Schwartz, E/A assistant national album promotion director; Norman Epstein, Gold's manager; Peter Asher, record producer; Mike Shalett, E/A local promotion representative/New York; Joe Smith, E/A chairman; Gold; Steve Wax, E/A president; Mitch Kanner, E/A regional artist relations representative/east coast; and Carol Singer, E/A local promotion representative/St. Louis.

## New CBS Plant In Georgia Will Ease Pressing Crunch

ATLANTA — CBS Inc. has selected Carrollton, Georgia as the site of a new record and tape manufacturing facility which the company says will be the largest such plant in the world.

Scheduled to open in 1980, the 643,000-square-foot facility will cost CBS about \$50 million, the biggest single construction outlay in the company's history. With 3,000 people expected to work at the plant, CBS will be generating "the largest initial employment ever announced in Georgia or the Southeast," according to Georgia Governor George Busbee.

The 140-acre site in Carrollton is 51 miles west of Atlanta and convenient for all forms of transportation for both raw materials and finished products. The new factory will supplement the output of CBS manufacturing operations in Pitman, New Jersey; Santa Maria, California; Terre Haute, Indiana; Danbury, Connecticut; and Hawthorne, New Jersey. CBS manufacturing plants

make records and tapes, not only for the CBS Records Group, but also for many other companies.

### More Pressing Capacity

At a press conference with Governor Busbee last week, John D. Backe, president of CBS Inc., said, "This major investment by CBS, the world's leading producer, manufacturer and marketer of recorded music, recognizes the continuing market expansion in which the Southeast plays so vital a role..."

Walter Yetnikoff, president of CBS Records Group, commented, "We have made this commitment to meet our own current and future needs as well as the anticipated strong growth of the U.S. record industry in the years ahead. To satisfy our share of the exploding industry demand, we have determined that expansion of our own facilities was the most efficient approach to solving the problem of shortfall in manufacturing capacity that has developed in the U.S. record industry."

Bruce Lundvall, president of the CBS Records Division, made these remarks: "The decision to locate this new facility in the Southeast was based on consideration of demographic projections and service requirements of our customers. This area is the fastest-growing region in the nation. Concentrations of population, buying power and record demand are shifting southward. Completion of the new plant on the chosen site will enable CBS Records to better serve this expanding market and to provide overnight delivery of CBS manufactured product almost anywhere in the U.S."

The Carrollton plant will be among the responsibilities of Samuel Burger, records manufacturing operations vice president and general manager for CBS Records.

The site was located after consideration of more than 300 proposals from a seven-state area.

## Stark/Camelot Aims For 100 Units By 1980, Plans Changes In Buying Due To Price Hikes

by Mark Mehler

CANTON, OHIO — Stark Record and Tape Service, NARM's 1977/1978 Retailer Of The Year, announced plans to operate 100 retail outlets by 1980 at the chain's annual convention here last week.

Paul David, president of Stark, said he plans to open about six Camelot Music Mall units and two to four freestanding "Grapevine" superstores in 1978. Stark currently operates 67 Camelot stores and one 10,000-square-foot Grapevine outlet, and also leases record departments in 11

mass merchandise stores and racks 14 other general merchandise outlets. The 1978 openings will bring the total of Stark retail units and leased departments to about 88.

David noted that 1979 would see the opening of about 12 more Camelot and Grapevine units to bring the magic number to 100.

### "Retrenching Year"

The past year, the Stark president said in an interview with *Cash Box*, was a "retrenching year. We concentrated more on internal organization than sheer unit growth," David explained. The biggest internal moves of 1977 were a top management restructuring and the expansion of Stark/Camelot's innovative Manager-In-Training program. This program, which trains assistant store managers to head their own units, stems from the chain's strongly-held belief that a management structure should already be in place well before expansion moves are made.

Stark is presently looking mainly at one million-square-foot malls for its new Camelot stores, although it is also considering some 300,000 to 500,000-square-

foot facilities. Hamer Phillips, Stark's newly-hired real estate specialist, has been traveling throughout the east and midwest, scouting locations and performing market analyses.

"In spite of the attractiveness of the big malls opening all around the country," concluded David, "we have to do our own demographic studies. We are always picking our spots very carefully."

### Upcoming Changes

In a series of "departmental breakdown" meetings over the four days, Stark store managers learned of numerous changes in purchasing, merchandising, management, and advertising that are on the boards for the remainder of 1978.

Among these changes are: The implementation of a full-fledged security system under the supervision of newly-hired store operations supervisor Mike Allison; a major commitment to "revitalize" the 10 leased Clarkins department store record units, which have been experiencing display problems over the past couple of years; and the institution of firmer written guidelines on merchandising, inventory control, and paperwork control. Finally, store managers heard of plans to introduce videocassettes into both Grapevine and Camelot stores, and to remodel all existing Camelot mall outlets over the next 2-3 years.

Joe Bressi, vice president of purchasing and marketing, told *Cash Box* that wholesale pricing changes by WEA, CBS,

(continued on page 16)

## Mansfield Named Marketing V.P. Of Columbia Records

NEW YORK — Joe Mansfield has been appointed vice president of marketing for Columbia Records.

Mansfield, most recently vice president of merchandising for CBS Records, will now be responsible for supervising the development of Columbia marketing strategies. He will report directly to Jack Craig, senior vice president and general manager of marketing for CBS.

Mansfield joined CBS in 1965 as a salesman in Dallas, and became Dallas local promotion manager in 1968. In 1970, he was Dallas branch manager, and in 1974, he moved to Atlanta to manage that city's CBS branch. In February, 1977, Mansfield was appointed vice president of merchandising for Columbia.



Joe Mansfield

## Music Executives Plan China Trip

NEW YORK — A contingent of 25 film and record industry executives is scheduled to depart for China from Los Angeles on June 1 for a 19-day "exploratory" visit, according to Harold Leventhal of Harold Leventhal Management Inc.

Leventhal, who proposed the tour, said that arrangements have been made for the group to visit film and recording studios in Peking and Shanghai. Other stops on the trip, which will cover some 2,000 miles, include Canton, Yangchun, Wusih, and Nanking.

Among the recording industry figures planning to visit China are Joe Smith, chairman of the board of Elektra/Asylum/Nonesuch; Mo Ostin, chairman of Warner Brothers Records; and Jac Holzman, senior consultant at Warner Communications Inc.

Those who plan to join them include Leventhal, who recently co-produced the film "Bound For Glory;" Robert F. Blumofe, west coast director of the American Film Institute; cinematographer Haskell Wexler; songwriter Norman Gimbel; Mrs. Woody

(continued on page 16)

## Jet Records Will Be Distributed By E/P/A

LOS ANGELES — Jet Records and its top-selling group Electric Light Orchestra, are leaving United Artists Records to be distributed by CBS Records' Epic, Portrait and Associated Labels. An official announcement of the new distribution pact will be made May 3.

Jet Records was formed in 1974 as an outgrowth of a British-based management company headed by label president Don Arden, although ELO product has been available in the United States through UA since 1972. In July 1976, Jet opened its U.S. headquarters in Los Angeles.



**A BONNIE LASS** — Bonnie Tyler, whose single "It's A Heartache" has become a hit in America after topping charts in numerous foreign countries, recently paid a whirlwind visit to the U.S. in advance of her first RCA album, also titled "It's A Heartache," due for release May 10. While in New York, she met members of the RCA promotional force. Shown above (l-r) are: John Betancourt (seated), east coast regional promotion manager; Mike Becce, (l) director of national singles promotion; Eddie Mascolo, southeast regional promotion; Michael Abramson, director of national promotion; Bob Osborn, southwest regional promotion manager; Tyler; Alan Meis, western regional promotion manager; Mike Craft, central regional promotion manager; Ray Anderson (seated), division vice president of promotion; and Ron Geslin, north central regional promotion manager.

# Declining Dollar Reduces U.S. Import Profits, While Demand For Foreign Records Grows

by Ken Terry and Mark Mehler

(Last week **Cash Box** took a look at the current status of independent record exporting in the U.S. In the second of a two-part series, we examine the problems and opportunities in American record importing.)

NEW YORK — Whereas the decreased strength of the American dollar abroad has helped record exporters here, it has hurt importers; and, while wholesale price hikes here have cut into the exporters' profits, they have helped make imports more competitive.

According to Marty Scott, president of Jem Records, the nation's largest importer of rock records, the import business is healthy, but the declining value of the dollar overseas "has hurt us in that records cost a lot more now than they did six months ago."

Scott pointed out, for example, that the German mark has increased in value recently from 38¢ to 48¢. In Japan, the dollar used to be worth 268 yen, he said; now, it's worth 225 yen. And in England, although "it's getting better now," the pound was up to nearly \$2 not long ago.

As a result of these monetary changes around the world, Scott said, Jem has had to raise its prices to its retail and rack customers by an average of 11%. Since even this increase doesn't match the decline in the dollar against many foreign currencies, he added, "We've had to eat a

lot." Also, Jem has decided not to buy certain product because it is too expensive. "You can't really sell a single LP for \$10 list price," commented Scott.

Peters International, which imports not only rock, but also folk, classical and jazz records, has taken a different track in combatting the dollar devaluation. Instead of raising wholesale prices in each list price category, Peters has hiked list prices on product that now costs more abroad. Thus, what used to be sold at a \$7.98 list wholesale price now costs American retailers the same as they pay for \$8.98 list product.

## Licensing Masters

In addition, Peters has been getting more involved in licensing masters from abroad

# Birmingham Gets Reputation As Key Southern Secondary

(This is the second in a series of surveys of key radio markets, compiled from staff reports and written and edited by Joey Berlin.)

BIRMINGHAM, ALA. — Once known as "the Pittsburgh of the south" because of its dominant steel industry, Birmingham is rapidly forging a new reputation as a key secondary radio market which moves a large number of records and plays a part in breaking new artists.

# Simon Fills VP Phonogram Marketing Post; Abramson To Associated Labels

CHICAGO — Lou Simon has been named senior vice president/marketing director of Phonogram, Inc./Mercury Records, according to a recent announcement by Irwin H. Steinberg, president of Phonogram/Mercury.

At the same time it was announced that Jules Abramson, a member of the company's national marketing staff for nearly a decade, has been named to the newly created post of senior vice president/associated labels.

Both appointments are effective immediately.

Commenting on the move, Steinberg said, "Simon's proven marketing expertise is very much welcomed in Polygram's Chicago operation. Also, Simon's return permits the Abramson assignment, so important to giving focus to the independent labels marketed by Phonogram/Mercury."

## Returns To Phonogram

Simon comes to Phonogram/Mercury from Polydor, Inc., where he recently resigned his position of executive vice president/general manager which he had held since October 1975. Prior to Polydor, Simon was part of the Phonogram/Mercury organization for 17 years, rising to the post

of senior vice president/marketing in the early 1970s.

In his present position, Simon will be responsible for overseeing the activities of Phonogram/Mercury's marketing department.

"Lou's addition to the staff will allow me time to acquire artists and assure radio airplay," stated Charles Fach, executive vice president/general manager of Phonogram/Mercury. "Simon, as one of the industry's top marketing men, can then take it to the top of the charts through his marketing and merchandising expertise."

As senior vice president/associated labels, Abramson will be responsible for coordinating all functions of the labels marketed by Phonogram, including De-Lite, First Artists and Monument. He will also oversee future label acquisitions.

"We will be aggressively going after viable labels for marketing associations," commented Abramson. "My new position will allow for a better identity within the company and my concentration on the associated labels will be an asset for both them and Phonogram."

Abramson will report to Simon, as will Harry Losk, vice president/sales manager.

and manufacturing their own records here. "This way," explained Jim Bailey, executive vice president of Peters, "we pay the normal licensing fees in dollars, so the (dollar) decline doesn't have that much of an effect on us."

Nevertheless, Bailey admitted that the dollar decline has hurt Peters' business. He also pointed out that the virtual lack of return privileges for importers, coupled with the dollar's weakness, has affected buying patterns.

Scott Dockswell, who operates a small record importing firm in New York, said that the dip in the dollar's value has upped his costs about 15%, and he has increased his wholesale prices accordingly. While his

(continued on page 48)

This new reputation, in part, can be attributed to the city's changing demographics which stem from a burgeoning medical professional community connected with the recent expansion of the University of Alabama's medical facilities.

Many area radio executives report that the market has only recently come of age. But all agree that Birmingham is now a highly competitive, healthy radio market, as evidenced by the number of outlets claiming to be the city's #1 station.

"The Birmingham market is rapidly burgeoning — and has become much more sophisticated in the last three years," says Hal Fredericks, who owns WCRT and WQEZ-FM, soft MOR and beautiful music stations, respectively. "Until three or four years ago people didn't know what a demographic was. But now they are beginning to pay attention to numbers."

WERC program director Frank Lewis agrees, saying, "It's just in the last three years that the market has really been hap-

(continued on page 23)

# Licensing Fee Compromise Told

by Joanne Ostrow

WASHINGTON, D.C. — A compromise is at hand in the ASCAP-Public Broadcasting dispute over a compulsory licensing fee.

The demands began poles apart, with ASCAP asking \$3.6 million annual compensation for use of its music, based on a percentage formula like that for commercial broadcasters, and with the public broadcasters suggesting a \$750,000 per year payment.

## Closing Gap

Now the gap appears to be closing, due to concessions on both sides. In rebuttal statements submitted to the Copyright Royalty Tribunal, ASCAP offered to cut its proposed fee in half, reducing it to \$1.8 million, for 1978-79. That 50% reduction would end up a 20% discount by 1982 when the total would be \$2.88 million. The rate would be adjusted to parallel public broadcasting's budgets (for the Public Broadcasting Service and National Public Radio), which are currently rising by 10% a year.

The public broadcasters, in rebuttal comments, said they are willing to consider a blanket fee of \$475,000 for the ASCAP music. That's a turnabout from their earlier stipulation of per-composition rates weighted according to type of use — feature or background music on radio or TV (**Cash Box**, March 11, 18).

## June 8 Deadline

The Tribunal has until June 8, as per the new copyright law, to arrive at rates for music use by noncommercial broad-

(continued on page 38)

# Pitman Strike is Blamed For Some Delayed Shipments

NEW YORK — Some eastern retailers are reporting major delays in shipments from CBS Records, which they believe is a direct result of the four-week-old strike at the company's Pitman, New Jersey pressing plant.

A spokesman for CBS told **Cash Box** that "we're holding our own on shipments," although he noted that, if the strike does continue for a few more weeks, the situation

(continued on page 48)



Demis Roussos, a Greek singer who weighs in at a hefty 250 pounds and whose sartorial tastes lean toward caftan robes, has sold more than 30 million records outside the U.S. Or, as his record label, Mercury Records points out, more discs than the population of London, Paris, Rome, Munich, Amsterdam, Zurich, Stockholm, Copenhagen and Brussels combined.

With a track record like that under his belt (or his caftan) Roussos believes it's time he tackles the U.S. audience. "I have the rest of the world now," Roussos says, "all I need is America."

Roussos' new self-titled album is the first LP he has ever recorded in America. Produced by Freddie Perren, who has previously worked with the Jackson Five, Tavares and Minnie Riperton, the record is a mixture of pop, R&B, rock and country sounds — a veritable melting pot of American musical styles.

It took Roussos longer than usual to record the album, he says, "because I had to learn to pronounce everything the way people in the United States do."

"I come from the smallest country in the world," Roussos says, "but it has the biggest history. I'm going to the biggest country in the world with the smallest history. I want to marry my folklore to the folklore of the U.S. I'm going to try and be something new."



Lou Simon



Jules Abramson

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*Backwards Traveller* just one of the fourteen tracks from  
**WINGS** new album **LONDON TOWN**

# Andrew Lloyd Webber In U.S. To Promote 'Variations' LP

by Dale Kawashima

LOS ANGELES — Music lovers and MCA Records should be thankful that the Orient, a British soccer team, defeated the Hull in an important match last year. Besides a much-needed victory for the Orient, at stake was a wager between cellist Julian Lloyd Webber and his brother Andrew Lloyd Webber, co-composer of "Jesus Christ Superstar" and "Evita."

"Julian wanted a piece written for him, and I said I'd write him a piece only if the Orient won this game," explains Andrew Webber. "I was quite certain they wouldn't win. I had a very busy summer coming up, and I didn't intend to write the piece. But unfortunately I lost the bet."

Webber lost the wager, but that composition for Julian turned out to be "Variations," the new MCA album that is Webber's first non-theatrical, purely musical project of his own. Based on Paganini's "Caprice in A Minor," "Variations" is a sprightly fusion of classical, rock and jazz elements that features Julian Webber, keyboardist Rod Argent, flutist/saxophonist Barbara Thompson, and the members of the rock group Colosseum II.

### MCA Campaign

"Variations" has already reached gold status in England, where the project gained considerable momentum after it was first performed at the Sydmonton Festival last summer. In America, a large promotional campaign has been initiated by MCA, including special live showcases of "Variations" in Los Angeles at the Roxy nightclub and in New York City at the Public-Newman

## Buddah, Arista Hit With \$23 Million Gladys Knight Suit

LOS ANGELES — Singer Gladys Knight has filed a \$23 million lawsuit against her former record company, Buddah Records, and its president, Art Kass, charging breach of contract and conspiracy to interfere with her career.

Named as co-defendants in the action were Arista Records, which distributes Buddah, and Arista president Clive Davis.

In a complaint filed in New York City, Knight alleged that Buddah has become insolvent and is seeking an arrangement of

(continued on page 46)

Theatre. Webber stressed that the piece was not simply composed as a studio work, but also meant to be performed in concert.

Uniquely, the domestic album package of "Variations" includes as a bonus the 7-inch single, "Themes And Variations," which is not contained within the 40-minute LP. The single is a re-arranged recording of one of the 23 variations on the album, designed to provide further exposure in America for the project.

"I didn't put the single on the album," explains Webber. "I wrote 'Variations' as a 40-minute piece, but I was very aware that although everyone at MCA was keen on the album, there was some worry about how one would get airplay on it. Of course in England we could get airplay on 'Variations' because British radio stations were happy to play it, and the people seemed very interested in the concept."

### Good Compromise

"But for America, because it is more difficult to break 'Variations,' I decided to re-record the basic opening section of the LP in a way to make it more suitable as a single. We decided not to put it on the album, but just to put it into the album package as a

(continued on page 46)

## Scheer Named To Arista Sales Post

LOS ANGELES — Leonard Scheer has been appointed vice president of sales and distribution for Arista Records.

Scheer will be responsible for the overall direction of Arista's sales activities, distribution and field merchandising. He will also be responsible for the coordination of the marketing field force and the label's regional sales directors.

Announcing the appointment, Elliot Goldman, executive vice president and general manager of Arista, said, "Arista's enormous growth has made this appointment a vital one to the company at this time. Leonard Scheer brings proven expertise and an impressive background in sales and distribution to the position, and he will be a key figure in the continued expansion of our activities."

Scheer previously was head of his own production company, Palis Music. He has also been director of merchandising and marketing planning for RCA Records and national sales manager for ABC Records.



Kate Bush

To be 19 years old, full of romance and adventure, and have a hit single is to be Kate Bush. The EMI recording artist, who hails from southeast London, had a number one record for four weeks in England with "Wuthering Heights," a soulful tune based on the novel of the same name.

"When I first read the Bronte book," Kate told **Cash Box** on a recent publicity tour of the U.S., "I thought the story was so strong . . . This young girl, Cathy Barnshaw, was living in an era when the female role was so inferior, and she was coming out with this passionate, heavy stuff . . . great subject matter for a song." Kate says she was able to put herself wholly into the character, which seems surprising as Miss Bush is hardly the wild-child type. She is an articulate, worldly teenager, who appears not at all awed by her recent success.

Bush's new LP, "The Kick Inside" on Harvest Records (distributed by Capitol in North America), has recently picked up only a few progressive AOR stations so far in the U.S.

Throughout Europe, however, the album is a major item. In July and August, Kate will be performing across the continent with her new band.

Kate came to music early, as her two older brothers were in an Irish traditional band. At age 11, she began poking around at the piano, making up ditties and then putting poems she learned in school together with the melodies.

Several years later, Dave Gilmour, Pink Floyd's guitarist, heard Kate perform, and personally funded a studio session in which the young singer/pianist recorded her first demo. EMI was impressed enough to sign her to a contract immediately.

Since signing to the label three years ago (at age 16), Bush has been honing her talent slowly, supplementing her music training with mime and modern dance lessons. Kate is glad the label waited so long before releasing any product. "This kind of signifies a new year for me," she explains.

Among the prime cuts on the new album, besides the aforementioned "Wuthering Heights," is "Man With The Child In His Eyes," which probes the relationship between a young girl and an older man. Many of the 13 original compositions on "The Kick Inside" stem not from any preconceived narrative idea, but from chord progressions. "The chords almost dictate what the song should be about because they have their own moods," Kate says.

The enthusiastic young musician knows that her album is arriving here at the right time. Musical cross-fertilization between America and Europe is currently exploding. Bush sensed that in a meeting with Capitol people in California. "I feel really good about the commitment here in America," she says.

## Weiser Appointed SESAC President

NEW YORK — Norman Weiser has been appointed president of SESAC Inc., and Alice H. Prager, the former president, has been named board chairman at the annual meeting of the firm's board of directors.

Weiser, a former president of the Chappell Music Company and a former director and senior vice president of the Polygram Corporation, has previously served on the boards of both ASCAP and the National Music Publishers Association as a vice president.



Dirk Hamilton

Dirk Hamilton writes songs about being human, which is more involved than it might seem.

"I am becoming more and more concerned with the individual; those special people who manage to really live in today's technological society," says the 28-year-old singer/songwriter, whose first album for Elektra/Asylum, "Meet Me At the Cruc," was released in March.

Hamilton's poetic lyrics reflect his keen interest in literature — in particular, the works of D.H. Lawrence and e.e. cummings. Vocally, he is most often likened to Van Morrison and, to a lesser extent, Bob Dylan.

Like that of the many influential writers in pop music, Hamilton's writing expresses his feelings about the importance of human individuality and interaction, and the fear that a complex and often dispassionate society is encroaching on those qualities.

"It scares me," Hamilton says, "when I see people getting so numb; believing all the lies that are shoved down their throats. I get mad when I see the TV and what is happening there, what people are settling for. Non-life, non-existence. It's pretty sickening."

His attitude about artificiality extends into the way he makes his albums, which he now produces. "What I try to do with my records is go more and more in the direction of a 'live' recording," he says. "Get as much as I can right there, as much feeling, as much of what really happened when the performance was taking place."

"I don't believe in this sanitary perfectionism, because it sounds like that. Records that are being made today are 'perfect,' but they don't excite me because they don't have the feeling, the music, that indescribable 'thing' that you can't hear but you feel," Dirk says. "I am trying to capture the live performance rather than manufacture it artificially."

With that in mind, it is not surprising that he says he shares some of the ideas of the new wave movement, even though his music is basically rock injected with folk, jazz and R&B elements.

But is he worried about some criticism he has taken because of his somewhat unorthodox approach, or even his vocal similarities to Van Morrison?

"I'm not afraid of much, really," he says. "I don't feel I have anything to lose, and that is what enables me to do exactly what I want to do. Anyway," he says, "I'm not writing for people whose whole life is business. I'm writing for people who listen to music. I write for human beings, not business functionaries."

It was after two critically acclaimed albums for ABC that Hamilton switched to Elektra/Asylum in 1977. He is currently on tour backed by the same four-piece band he plays with on "Meet Me At The Cruc."

While he feels very strongly about a number of these issues, Dirk is not all-serious and admits to being a racquetball enthusiast in his spare time.

Despite some problems he sees in the business of recording albums, he says, "It would be a drag not to be able to make records. I was thinking the other day I could probably be happier living in a barrel in Guaymas, Mexico with a good friend. A lot of it is a drag," he says, "but some of the experiences I've had in the studio and on stage are just so good, I'd go through all the crap just to be able to keep doing it."

COMING SOON

"NATURAL HIGH"

# Get **Trigger** Happy

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**Trigger** with their first smash single "Somebody Like You" NB 920



Produced by Dennis Ferrante and Corky Stasiak for Big Guy Productions  
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## Computer Firm Specializes In Serving Music Industry

by Randy Lewis

LOS ANGELES — "We think of ourselves as being in the record business, not in the data processing business," says Bob Schiff, west coast president of Integrated Computer Services (ICS), Inc., a data processing firm which deals primarily with record company accounts.

"Hardware is incidental to our business," Schiff says, "we are really in the record business as much as any other supplier."

This is the philosophy behind ICS, which handles the accounting functions of numerous record companies, including Elektra/Asylum (ICS' first account), Arista, Atlantic, Butterfly, Chrysalis, Fania, Private Stock, Salsoul and 20th Century-Fox, among its 25 clients.

Schiff says there are several reasons

record companies hire ICS to do their data processing, even though, as in the case of 20th Century-Fox Records, they may be a division of a large conglomerate.

### 'Squeaky Wheel'

"When a company is a part of a larger corporation," Schiff says, "the corporate data processing staff has to respond to all of its companies. The 'squeaky wheel' often comes into play: Whoever is hollering the loudest, whoever has the most clout, gets the attention. Politics often get into it. They can't always supply all the services each individual company needs.

"From the standpoint of ICS, these people are our clients," he says. "We don't have any pecking order. A client is important because it represents our bread and butter. So we don't tell the client, 'Sorry, the other division is a higher priority.' They have

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## Capitol's Sales Up, Income Down In 3rd Quarter

LOS ANGELES — Capitol Industries-EMI has reported net income of \$765,000, or 23 cents per share, on sales of \$48.7 million for the third quarter ended March 31, 1978. This compares to net income of \$1.7 million, or 52 cents per share, on sales of \$45.3 million during the same quarter last year.

The effective tax rate this quarter was 41 percent as compared to a tax rate of 16 percent during this quarter last year.

For the nine months ended March 31, 1978, Capitol's net income was \$4.8 million, or \$1.47 per share, on sales of \$159.3 million. This compares to net income of \$7.7 million, or \$4.34 per share, on sales of \$157.6 million for the same period last year. There were 3.2 million average shares outstanding this year compared to 3.3 million last year.

Commenting on the results, Capitol president and chief executive officer Bhaskar Menon said, "Conditions experienced during the first half of this fiscal year persisted during the third quarter. Sales of recorded music were lower than last year primarily as a result of rescheduling releases of a number of key artists. Additionally, net income was adversely affected by increased recording, marketing and talent development costs."

## Woodman Named To New GRT Post

LOS ANGELES — Jack Woodman has been named vice president of marketing at GRT Corporation.

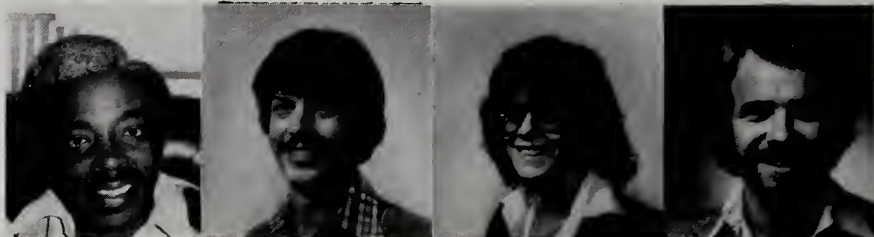
In his new position Woodman is responsible for the company's field marketing force, marketing services, label management, advertising and sales promotion and GRT Design, the company's newly-created special products division.

Woodman joined the company in 1972 as advertising and sales promotion manager. He most recently was vice president, sales, music tapes.

## ABC Records' Loss In First Qtr. Smaller Than Prior-Year Debit

NEW YORK — ABC Records' losses were "markedly reduced" in the first quarter of the year on slightly lower revenues than those posted last year, according to ABC Inc.'s first quarter report. ABC Records and Tapes, the company's rack jobbing division, also reduced its operating loss compared to the prior-year period.

ABC Inc.'s first quarter earnings for 1978 rose to \$22.9 million from \$18.9 million in the first three months of 1977. Revenues rose in the quarter to \$437.3 million from \$378 million in 1977.



Foster

Davis

Tiller

Karpin

**Foster Appointed At Motown** — Don Foster has been appointed national artists relations director for Motown Records. Foster, a veteran of more than 10 years with the label, has served in varied positions dealing with artists for Motown.

**Butterfly Names Davis And Tiller** — Butterfly Records has named John Davis and John Tiller co-national singles-promotion directors for the label. Davis comes to Butterfly after serving as director of promotion for Elektra/Asylum in Los Angeles and New York for a total of five years. Earlier, he worked as national singles director for Farr Records. Prior to joining Butterfly, Tiller was with United Artists in Minneapolis. Earlier, he was national director of singles for Chelsea Records in Los Angeles.

**Barnes To Ariola** — Ariola Records has announced the appointment of Terry Barnes as director of creative services. She was previously executive assistant to the senior vice president at Ariola, and formerly administrative assistant to the executive vice president at Casablanca.

**Karpin Named At CRI** — Peter Karpin has been appointed as director, A&R, CBS Records International. He joined CBS Records/Australia in November 1975 as national promotion manager and was promoted to manager of artist development and artist relations in August, 1977. Prior to joining CBS he was national promotion manager and A&R coordinator for Australian artists at Festival Records, the Australian distributor for A&M, UA, Island and numerous other International labels.

**Tashjian Named** — Ralph Tashjian has been named national promotion representative at Island Records. Prior to joining Island, he held the position of national promotion director at Motown Records and previously was national promotion director at Twentieth Century Records.

**Woods To RCA** — Sonny Woods has joined RCA Records as manager, rhythm and blues promotion, southeast region. He began his career in promotion after working as a vocalist with Hank Ballard and The Midnighters. From June, 1975 to March, 1978, he was southeast regional promotion director, first for Buddah Records, then for Mercury Records.



Woods

Sexauer

Carlotti

Altman

**Kornicki Named At 20th** — The appointment of Marian Kornicki as director of national publicity and artist information for 20th Century-Fox Records has been announced. Prior to joining 20th Century-Fox Records, she was director of public relations with the American Arbitration Association at their national headquarters in New York.

**Polygram Promotes Two** — Polygram Distribution, Inc. has announced the appointment of Amy Sexauer to national sales communication administrator and Victoria Carlotti to singles sales coordinator. Sexauer has been with Polygram for the past 2½ years serving as administrative assistant to the vice president of sales and the vice president of product development and was previously affiliated with the Rowland Company, a public relations firm. As singles sales coordinator, Carlotti will be working directly with the national singles director, coordinating all singles activity with Polygram-distributed labels, branches and depots. For the past year she has held the position of national singles secretary for Polygram Distribution.

**Krisel Named At Disneyland** — Gary R. Krisel has been named vice president and general manager of Disneyland Records. He will replace Merrill C. Dean, who has resigned to form his own marketing organization specializing in direct marketing activities.

**Altman Named at Silver Blue** — Al Altman has been named general manager of Silver Blue. After being with Silver Blue for the last six months, he will function as head of the Silver Blue/Oceans Blue Music Publishing operation, as well as overseeing the promotion of its product.

**Richter To Sound** — Ed Richter has been named as vice president of Sound Record & Tapes. He will continue in his present capacity as general manager of Sound and will add to that a like responsibility as general manager of Supersound One Stop. Linda Skore will assume the position of sales supervisor of Sound Record & Tapes.

**Williams Leaves Monarch** — John Williams, vice president and general manager of Monarch Record Manufacturing, has resigned. He has been in that capacity for the past five years.

**Dunnings Joins RCA** — Artie Dunnings has joined RCA Records as manager, rhythm and blues promotion, east central region. He will operate out of Cleveland and be responsible for the promotion of all RCA black music singles and albums in key market areas of Buffalo, Cincinnati, Cleveland and Pittsburgh.

**Clark Names La Maina** — Dick Clark named Fran La Maina as executive vice president of Dick Clark Television Productions, Inc., and of all Clark-affiliated companies. He has been with Clark since 1966 when he joined the company as its controller, after having been a C.P.A. with a national accounting firm. In 1969 he was named the company's secretary treasurer, and in 1974 became its VP-business affairs.

**Littrell Appointed At E/A** — Cathy Littrell has been appointed as production coordinator for the marketing department of Elektra/Asylum Records. She will serve as liaison between the advertising and merchandising departments at E/A and has been with E/A for two years.

**Leichter Leaves Variety Artists** — Leo Leichter has resigned his post as west coast head of Variety Artists International to pursue special projects. He has been named a consultant to Elman Film Enterprises advising on music films. He can be reached at (213) 655-8200.

**Wright At Champlon** — Champion Entertainment Organization, Inc. has announced the appointment of Ian Wright as international coordinator for Champion Entertainment, based in London, England. He is the recently appointed director of MAM Music Division and heads the agency and concert promoting division.

# COMING SOON

# "NATURAL HIGH"

# COMMODORES

**BOB SEGER**  
**silver bullet band**

# *Still The Same*

*The First Single From  
The Forthcoming Album  
Stranger in Town*

Single 4581  
Album SW-11698



Produced by Bob Seger and Punch

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## Industry Announcements

### Congressional Committee Arista Launches Moves On Tax Shelters New Jazz Label

WASHINGTON — The House Ways and Means Committee, in reviewing President Carter's tax reform proposals, has decided to extend the rules in the Tax Reform Act of 1976 to cover the general category of tax shelters, except real estate (**Cash Box**, April 29). The committee staff is drafting a proposal to be finalized by late May. The wording won't specifically name tax shelters — like the 1976 Act mentioned motion pictures, farming, oil and gas — but will cover phonograph record masters among other shelters. The new rules will apply to closely held corporations, those owned by five or fewer people. Additionally, the staff is working up a proposal to recapture the amounts individuals received as tax benefits.

### Request Label Enters Pop, Classical Fields

HOLLYWOOD, FLA. — Request Records has entered the classical and popular fields with three new labels.

Request has signed with the Austrian Radio Network, which has a broadcast library of 18,000 titles. The first release of 39 titles, featuring the Austrian Broadcast Symphony Orchestra, is being shipped to a network of independent distributors on the Classical Excellence label.

The pop-oriented Demand label bows with four new albums — two by singer Johnny Porazzo, one by Freddy Cole and one by Anita Ortiz.

### Nuage Plans Brakha Photograph Reception

LOS ANGELES — Nuage, Environment for Contemporary Art, hosted a reception for the award-winning photographer Moshe Brakha on April 29 from noon until 5 pm. The photographic exhibition will remain on display until May 20 at 2080 Century Park East, in the penthouse of the Century City Medical Plaza. Brakha's photographs include the cover of Boz Scaggs' "Silk De-grees" LP.

### Waylon/Willie Platinum

NEW YORK — RCA Records' "Waylon And Willie" LP by Waylon Jennings and Willie Nelson has been certified platinum by the RIAA.

NEW YORK — Arista Records has inaugurated its new contemporary jazz label, Arista/Novus, with five albums set for May release.

The albums include "Lifea Blinac" by Muhai Richard Abrams, "Solo Piano" by Warren Bernhardt, "Open Air Suit" by Air, "Lookin' For The Groove" by Baird Hersey and The Year of the Ear, and "Life Dance Of Is" by Oliver Lake.

Steve Backer, director of progressive product for Arista, will coordinate the A&R direction of the Novus series. Backer referred to Arista's previous progressive-jazz label, Freedom, as he stated, "We are continuing a policy Arista began four years ago of treating progressive, contemporary music as a high art as well as a popular art."

### Biograph LPs To \$7.98

LOS ANGELES — Biograph Records announces that it has raised its list price on single LPs to \$7.98.

The label also announces its spring releases roster, which includes "Too Much Mustard" by The New Sunshine Jazz Band, "Greetings And Salutations" by Thad Jones/Mel Lewis/Jon Faddis with the Swedish Radio Jazz Group, "Duke Ellington's Band Shorts" and "Bessie Smith/Louis Armstrong/Cab Calloway."

### MUSEXPO Appoints Two More Coordinators

NEW YORK — MUSEXPO has announced the appointment of two additional marketing coordinators at MUSEXPO '78 in November. Kip Kaplan, most recently the studio manager at Chappell Music Publishing, Inc., will serve in MUSEXPO's New York office. Peter J. Knight, Jr., president of Catalyst (Music Consultants) Ltd., joins the London office.

Kaplan may be reached at MUSEXPO executive headquarters, 720 Fifth Ave., New York, N.Y. 10019, (212) 489-9245. Knight may be contacted at MUSEXPO, c/o Catalyst Ltd., 6 Narcissus Road, London NW6 1TH, England, 01-794-7640.

### New Reddy Album Out

LOS ANGELES — Helen Reddy's new LP on Capitol Records, "We'll Sing In The Sunshine," has been released with the title track slated as the first single.

EAST COASTINGS — **C'EST LA GUERRE DU ROCK & ROLL** — Well, nobody said it was going to be all limos and SROs at the Garden. For **Johnny Blitz**, the rock battleground almost proved fatal last week. John, drummer for the **Dead Boys**, was calmly eating in an all-nite East Village deli near CBGB's when some uncomplimentary remarks were addressed to his girlfriend. Johnny became indignant and showed it, not always the wisest thing to do in the East Village. What followed was very ugly, ending up with Johnny being stabbed about the heart and lungs. He was rushed to Bellevue Hospital, where he was on the operating table for nearly 10 hours. Johnny is still in the intensive care unit, and he probably won't be able to play when the Dead Boys' new album, "We Have Come For Your Children," is released in June. However, he will be the recipient of a benefit at CBGB's, May 4-7, to help cover hospital costs.



**LOVE TO LOVE YOU** — Casablanca recording artist **Donna Summer** was recently honored at a reception in Atlanta, Georgia, following a concert she performed in that city. Pictured at the reception are (l-r): **Wade Conklin**, southeast regional promotion manager for Casablanca; **Charles Paikert**, reporter for **Cash Box**; and **Donna Summer**.

ped, and Wilson got out in a hurry, flying back to Los Angeles immediately.

**BUT NOW FOR THE GOOD NEWS** — The giant reggae concert featuring the return of **Bob Marley** to Jamaica proved to be a peaceful success, uniting strife-torn Kingston for at least a night. Political opponents **Michael Manley** and **Edward Seaga** actually shook hands on stage, while a kaya-ed crowd of 30,000 roared their approval. **Mick Jagger** swayed on the sidelines, while onstage, **Peter Tosh** almost spoiled the "peace concert's" purpose by launching a bitter attack on the government's urban policies. Fortunately, Tosh abruptly changed the subject to ganja, and all went well, except for the non-appearance of **Bunny Wailer**, who felt his astrological signs were trying to tell him to stay home. But the crowd received a surprise treat — a scene out of "A Star Is Born" — when 10-year-old **Junior Tucker** stole the show. Critics later compared him to "a young **Stevie Wonder**."

**NAMES IN THE NEWS** — **Van Halen** must have set some kind of record for fastest-rising supporting act in the Palladium's history. The boys, after appearing as virtual unknowns two months ago, came back to the 14th St. rock palace as bonafide headliners. . . Then there was that **Willie Nelson** party down at the Lone Star after his appearance at the Nassau Coliseum. Oh, the usual crowd was there, with the addition of **James Caan** and **James Talley**. But the really interesting people were the local Hell's Angels who came to party. Sweet-talking CBS staffer **Sherry Ring** reportedly saved the day by persuading the fellas to come back and play in the wee hours (which they did). . . **John Oakes** and **George Harrison** set for some serious spectating at the Monaco Grand Prix. . . Move over, **Yoko Ona** and **Linda Eastman McCartney**. Group breaker-upper award may go to **Cher**, who, according

to **Peter Criss**, commenting on the new **Cher-Gene Simmons** liaison in **Rocket Magazine**, is the only person in the world who could break up **Kiss**. . . **Carole King's** made-for-TV musical film "Welcome Home" is ready. New Yorker **Mike Spera** did the cinematography. . . Canada's Juno Awards honored **Dan Hill** as Male Vocalist of the Year, **Rush** as Group of the Year, and the **Good Brothers**, who come into the Lone Star for a showcase May 1 and 2 as Country Group of the Year. . . **Orchestra 88** set to cover "Saturday Night Fever."

**BENEFITS** — **Reggie Jackson** will preside as honorary chairman for the National Amyotrophic Lateral Sclerosis Foundation, which holds its auction benefit May 6 at the Dintenfuss Gallery, 50 W. 47 St. Tickets are \$50 apiece, and the music world will be represented by bandleader **Bobby Rosengarden** and vocalist **Carrie Smith**. For you non-Yankee fans, ALS is the disease which took the life of **Lou Gehrig**. Tickets can be obtained by calling **Mary Lou Webb** at CTI Records. . . **Art Garfunkel** also set to do a benefit May 1 for the Communications Foundation, which helps the handicapped. **Jimmy Webb** will guest.

**AIN'T THAT A SHAME** — The soundtrack for "FM" is a great one. A veritable greatest hits compilation that never lets up. The **Steely Dan** title song is especially good, being both creative and engaging. Wish we could say the same about the movie itself. Truth to tell, it's riddled with just about every corny, out-of-date Hollywood cliché that a freshman film student could dream up. Keystone cops, improbable chase scenes, deus ex machina ending, you name it, it's there. At least the music's there also, along with a fantastic performance by **Martin Mull**, who steals the movie as Eric Swann, the matinee idol DJ. The movie also marks the screen debut of **Joe Smith**, chairman of the board for Elektra/Asylum, who appears as a hard-boiled corporation man out to stifle free-form radio in search of more profits, and turns in a fine acting portrayal. Unfortunately, FM's ending leaves an unconvincing taint to the whole project. Noteworthy is the absence of **Irv Azoff's** name from the credits.

**POINTS WEST** — **TOUR DE FORCE** — With summer rapidly approaching, plans for tours are popping up fast and furious. One of the most anxiously-awaited, **Bruce Springsteen**, seems to be falling in place little by little. While a couple of dates in New York and one in Salt Lake City appear firm, it now looks as though some west coast dates are being worked out. Springsteen will probably hit the coast around the first week in July, with stops in Santa Barbara, Los Angeles and San Diego. In Los Angeles, it appears he will play multiple nights at the 6,500-seat Shrine Auditorium, as opposed to a single date at the 18,000-capacity Forum. Bruce was in town last week, where he was seen at a screening of "FM," and later at

(continued on page 16)



**WOLFERT SIGNS** — **David Wolfert** has signed with **The Entertainment Company** as a staff producer and writer. As his first project for the company, Wolfert has produced a soon-to-be-released album by **Paul Anka**. Pictured (l-r) are: **Gary Klein**, chief of production for **The Entertainment Company**; **Wolfert** and **Charles Kopelman**, president of **The Entertainment Company**.

COMING SOON

"NATURAL HIGH"

COMMODORES

ON MOTOWN

**EDDIE JOBSON**

*formerly with  
Roxy Music & Frank Zappa*

**JOHN WETTON**

*formerly with  
King Crimson & Uriah Heep*

**ALLAN HOLDSWORTH**

*formerly with  
Soft Machine & Jean Luc-Ponty*

**BILL BRUFORD**

*formerly with  
Yes & King Crimson*

**ARE**



**ALL THEIR LIVES, THEY'VE BEEN REHEARSING  
FOR THIS BAND AND THIS ALBUM.**



PD-1416

**ON POLYDOR RECORDS & TAPES.**

## Stark/Camelot Aiming For 100 Retail Outlets By Year 1980

(continued from page 7)

Polygram and Capitol were a major factor prompting some of these changes.

### More Direct Buying

Stark currently purchases about 95% of the product in its Canton warehouse for shipment to its stores. Because the new wholesale price guidelines of some major labels do not take this "distributor" function into account, Bressi said, individual managers will be given more leeway to buy direct, particularly on hit product. This will also alleviate overloading at the warehouse that has caused shipping delays.

Bressi further noted that the chain is now dealing in such tremendous bulk quantities of hit product that filling small orders quickly has become virtually impossible. He therefore urged Camelot managers not to promise their customers prompt service on special requests.

Overall, Bressi lamented the 2.5% wholesale increase that Stark has been forced to absorb on major label product. He asserted that this 2.5% hike represented a drastic drain on bottom-line profit of about \$500,000. "We simply can't afford that when we're only doing \$10 million to \$20 million with the three major labels (CBS, WEA, Polygram). So obviously, our problem is: How do we find that \$500,000 at the retail level?"

Stark/Camelot is still contemplating major retail price hikes. Bressi noted that there have already been some adjustments in shelf prices, and hinted that advertised prices would be hiked in the near future, as well.

In addition to raising prices, Stark hopes to make up some of the profit loss through heavier involvement in accessories, economy-priced records and cutouts. Accessory product currently accounts for 15-20% of retail business, and a full-time accessory buyer has just been hired.

"Basically, the majors have singled out the centrally-warehoused retailer as the bad guy," Bressi said. "What it means is we could do all the business in the world and, with it, our mall rents go up and all our other costs go up. We have to make it up on efficiency."

### Leasen Units

While Stark's racked departments in 14 Fisher's department stores have been reporting strong sales recently, Bressi suggested that the Clarkins leased units now require a merchandising shot-in-the-

arm. The record departments in these stores tend to be located in the center of the floor and do not have walls on which to hang displays, nor do store regulations allow for hanging murals from the ceilings. These limitations on point-of-purchase displays have created the need for new merchandising tools, and Stark unveiled various block materials designed to rest on the floor and draw attention to the record and tape departments.

In other activities during the convention, Stark managers were treated to an all-day visit to CBS' Terre Haute, Indiana pressing plant. The label flew the Stark contingent to and from the facility on a chartered jet.

## Music Executives Plan China Trip

(continued from page 7)

Guthrie; attorneys David Braun and Payson Wolff; film producer Tamara Asseyev; and talent agent Martha Luttrell.

Having visited China five years ago, Leventhal said that he knew "the Chinese were interested in meeting as broad a spectrum of people representing the entertainment field as possible." While he feels that the Chinese "aren't quite ready for American records," he hopes that the trip will encourage "a greater cultural liaison" between the two countries.

This is the second trip to a Communist country in several months that Leventhal has arranged. Last November, he accompanied Ostin and seven other people in the entertainment industry on a trip to Cuba at the invitation of the Cuban Cultural Ministry. While a lack of formal diplomatic relations precludes any trade agreement with that country, Leventhal said that the Cubans are "interested in some American music."

Smith, who visited Cuba in March, said that he is currently exploring trade connections with the country through WEA Canada. During his recent stay there, he met with the heads of Egrem, the national recording company.

Though he has "no idea what to expect" from the trip to China, Smith commented that he thought blues, country, and folk music "might have some kind of appeal to the Chinese. It's an enormous market and we want to explore it."

(continued from page 14)

Columbia playing portions of his new album to select execs . . . The werewolf of L.A. himself, **Warren Zevon**, gets back on the concert trail May 4 in Boston. While Zevon came into the spotlight first through the songs **Linda Ronstadt** covered from his first Elektra/Asylum album, then through his hit single "Werewolves Of London" from "Excitable Boy," some fans will recall a solo album he did with Imperial records in 1970 entitled, Zevon-ish enough, "Wanted: Dead Or Alive." United Artists plans to release the album in July. Sample cut: "Bullet For Ramona." . . . **Dave Edmunds**, whose rock 'n' roll guitar work and production have been hailed by the likes of **Phil Spector** and **John Lennon**, is performing with **Nick Lowe** on his tour with **Elvis Costello** and **Mink DeVille**. A follow-up to Edmund's 1977 album "Get It" is due for release around the end of May . . . **Alvin Lee** and **Ten Years Later** will perform several U.S. concert dates in support of their new "Rocket Fuel" album on RSO. The first 10 dates will be followed by a major American tour later this year . . . 20th Century-Fox's **Rubicon** winds up a nine-city tour May 6 in Omaha. The group has signed with Associated Artists booking agency . . . **Vikki Carr** will play eight days at Knott's Berry Farm in Buena Park in June . . . **Tina Turner** has several dates in May, including a week at the Las Vegas Hilton with **Lou Rawls** beginning May 2 . . . Actress **Bernadette Peters** debuts her new nightclub act with **Steve Martin** at New Orleans' Fairmont Hotel May 25 . . .



**McVIE MARRIES** — Fleetwood Mac bass guitarist John McVie married Julie Ruben April 16 in a private ceremony at his West Hollywood home. Among the rock celebrities on hand were Stevie Nicks, Christine McVie, Lindsey Buckingham, Bob Welch, Peter Green and Ron Wood. — a tribute."

**THE PRICE IS RIGHT** — The University of Southern California was the site of a free dance concert last week by **Celebration** with **Mike Love**, whose single "Almost Summer" was recently released by MCA. The Beach Boy will duplicate the event, at the same price, at numerous spots around the country . . . At the John Anson Ford Theatre (formerly the Pilgrimage) in Hollywood, a series of free concerts began April 29 with **Billy Falcon** and **Nick Gilder**. The concerts are sponsored by the L.A. County board of supervisors . . . Present at the **Etta James/John Handy** pairing last week at the Roxy, **Joe Cocker** made a rare concert appearance by joining Etta on stage during a late set. Also in the audience were **Van Morrison**, the **Captain & Tennille**, **Johnny Guitar Watson**, **Willy Hutch** and new Warner Bros. artist **Carlene Carter** . . . The title of the song from Morrison's forthcoming "Wavelength" album, co-written by Van and **Jackie DeShannon**, is "Santa Fe/Beautiful Obsession," not "Santa Fe/Magnificent Obsession," as has been widely reported . . . **Harry Chaplin** is expecting big things from his new E/A album produced by **Chuck Plotkin** . . . The **Kinks'** new Arista album will be titled "The Misfits," and is due mid-May . . . The **Dirt Band's** new UA album, called simply "Dirt Band," is due May 5. The group is planning a summer tour in the U.S., not U.S.S.R.

**BROOKS ON THE BOOKS** — Wild man **Mel Brooks** has been doing several radio interviews in support of his E/A album, "Mel Brooks' Greatest Hits Featuring The Fabulous Film Scores of John Morris," which have resulted in nothing less than insanity at the stations he visited. At 99X in New York, DJ **Jay Thomas**, who had just completed an on-the-air interview with Mel, got carried away and attacked Brooks' limousine as it was heading toward another station. He jumped on top of the car, poked his face down from above and made faces in the window, then jumped off and disappeared down Broadway. And when the entourage's airplane flight was pulling into Chicago's O'Hare Field, the pilot explained the engine's cutback with the announcement that it was normal landing procedure, "for those of you who have high anxiety." Brooks, naturally, leaped out of his seat shouting, "Free plug, free plug!" . . . A bus carrying the **Four Tops** collided with a truck and slid down an embankment in Oglethorpe County, Georgia last week. The four singers and 10 others were injured, and the drivers of both vehicles were reported in serious condition. Other passengers were released after treatment. A second bus driver was in fair condition . . . **Trini Lopez** played in the Payless-sponsored PGA Golf Tournament in Portland, Oregon April 29-30. The event was a benefit for the American Cancer Society. Lopez' "Transformed By Time" album was just released by Roulette Records.

**SHORT SHOTS** — **Sammy Hagar** has completed overdubbing and mixing on his material recorded live in San Antonio and San Francisco. **John Carter** is producing . . . **Leonard Nimoy** is recording an album of his poetry set to music, from his first book. The book, "You And I," sold more than 350,000 copies . . . The Stars Of Tomorrow: The Los Angeles County Museum of Art is making available a recording of several fourth through sixth grade children playing music on instruments they designed and made in a class at the museum. The experimental class was conducted, according to instructor **Bob Wilhite**, because "too often children learning to play conventional instruments become too involved in the 'right' and 'wrong' way to play, losing sight of how and why the sounds are made in the first place. (This class) gave them direct experience with how music is actually produced" . . . **Helen Reddy's** new album, "We'll Sing In The Sunshine," contains the **Jeff Lynne** composition "Poor Little Fool," which he wrote especially for the album. It is the first time Lynne has written for anyone other than **Electric Light Orchestra**. The album also contains the **Gale Garnett** title tune and **John Lennon-Paul McCartney's** "One After 909" . . . **Jan Olofsson** will be in the U.S. working with songwriter **Trevor Williams** at **Huey Meaux's** "Sugarhill" studio in Houston . . . A major motion picture will be made based on **Jefferson Starship's** "Blows Against The Empire" album. The science-fiction plot will star **Keith Carradine** and **Hoyt Axton** . . . **Caldera** is in Capitol's Studio B working on its third Capitol album, due late in the summer. The album contains three or four "live in the studio" tracks. **Linda Ronstadt**, **Dolly Parton** and the **Beach Boys** will appear in a "Day On The Green" concert at Oakland Stadium May 28 . . . Legendary rock figure **Roy Orbison** will record 10 original songs in five

(continued on page 42)

# "NATURAL HIGH"

M7-902R1

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ST. PAUL, MN.	92,938.10	RANDY LEVY	FORT WORTH, TX.	102,038.50	JACK ORBIN
MILWAUKEE, WI.	60,156.25	RANDY McELRATH	FORT WORTH, TX.	102,353.50	JACK ORBIN
INDIANAPOLIS, IN.	85,106.96	BRUCE KAPP/DAVE LUCAS	LUBBOCK, TX.	65,114.00	BRUCE KAPP
CLEVELAND, OH.	78,145.50	BRUCE KAPP	AMARILLO, TX.	29,911.54	ART NEWBURGER
DETROIT, MI.	91,392.50	RICK KAY	ABILENE, TX.	26,080.00	ART NEWBURGER
DETROIT, MI.	84,456.00	BRUCE KAPP/RICK KAY	CORPUS CRISTI, TX.	39,001.00	JACK ORBIN
SAGINOW, MI.	49,020.00	RICK KAY	AUSTIN, TX.	37,375.00	JACK ORBIN
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SOUTH BEND, IN.	40,641.14	BRUCE KAPP/DAVE LUCAS	HOUSTON, TX.	182,696.00	ROBERT DUNCAN
GREEN BAY, WI.	44,027.40	RANDY McELRATH	SALT LAKE CITY, UT.	73,944.76	JIM McNEIL
MADISON, WI.	49,701.92	RANDY McELRATH	SAN DIEGO, CA.	93,488.50	GARY PERKINS
CHICAGO, IL.	241,061.48	BRUCE KAPP	BAKERSFIELD, CA.	40,839.62	ART NEWBURGER
WATERLOO, IA.	70,128.16	BRUCE KAPP/JIM FOX	SAN BERNADINO, CA.	48,757.50	GARY PERKINS
TOLEDO, OH.	44,820.00	BELKIN PRODUCTIONS	LOS ANGELES, CA.	138,897.20	GARY PERKINS
KALAMAZOO, MI.	71,124.00	DAN KRESKE	FRESNO, CA.	53,997.60	GARY PERKINS
LEXINGTON, KY.	72,874.36	DAVE LUCAS	SAN FRANCISCO, CA.	108,750.00	BILL GRAHAM
NASHVILLE, TN.	59,580.68	STEVE GREIL	SAN FRANCISCO, CA.	108,750.00	BILL GRAHAM
ST. LOUIS, MO.	89,865.45	IRV ZUCKERMAN	MEDFORD, OR.	37,907.00	KEN KENNEAR
KANSAS CITY, MO.	72,739.77	IRV ZUCKERMAN	PORTLAND, OR.	60,213.00	KEN KENNEAR
TULSA, OK.	52,037.03	LARRY SCHAEFFER	SEATTLE, WA.	106,364.38	JOHN BAUER
			SPOKANE, WA.	49,214.17	TERRY BASSETT

THE NEW ALBUM SHIPS MAY 2  
AND THE TOUR CONTINUES

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BILOXI, MI.	4/27/78	SAVANNAH, GA.	5/15/78	POUGHKEEPSIE, NY.	5/31/78
BATON ROUGE, LA.	4/28/78	RICHMOND, VA.	5/17/78	ROCHESTER, NY.	6/1/78
ATLANTA, GA.	4/29/78	ROANOKE, VA.	5/18/78	HEMPSTEAD, NY.	6/2/78
LOUISVILLE, KY.	5/5/78	GREENSBORO, NC.	5/19/78	PHILADELPHIA, PA.	6/3/78
TERRE HAUTE, IN.	5/6/78	NORFOLK, VA.	5/20/78	SYRACUSE, NY.	6/4/78
MEMPHIS, KN.	5/9/78	CHARLESTON, WV.	5/21/78	LARGO, MO.	6/11/78
ASHVILLE, NC.	5/10/78	PITTSBURGH, PA.	5/23/78	JACKSONVILLE, FL.	6/16/78
CHARLOTTE, NC.	5/11/78	BINGHAMTON, NY.	5/24/78	LAKELAND, FL.	6/17/78
GREENVILLE, SC.	5/12/78	NIAGARA FALLS, NY.	5/25/78	HOLLYWOOD, FL.	6/18/78
FAYETTEVILLE, NC.	5/13/78	CINCINNATI, OH.	5/26/78	FORT PIERCE, FL.	6/19/78
		ALLENTOWN, PA.	5/28/78		



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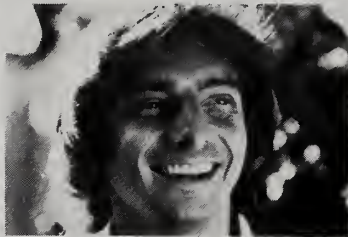


## FEATURE PICKS

Coordinated by Peter Hart

**BARRY MANILOW** (Arista 0330)  
**Even Now** (3:28) (Kamakazee Music — BMI) (B. Manilow/M. Panzer)

This second single from the album of the same name features Manilow's characteristically strong vocals and soaring arrangement. The pacing is gentle and rising. The beat is emphatic. Working a love lyric, Barry reaches shivering moments. Top 40 pick.



**ERIC CLAPTON** (RSO 895)  
**Wonderful Tonight** (3:13) (Stigwood Music/Unichappell — BMI) (E. Clapton)

The touching soft-spoken love of this second single from the "Slowhand" album is uniquely satisfying. Eric's singing is superbly understated; the guitar work is simple and evocative. The gentle beat and organ accompaniment work wonders. Top 40 bound.



**KC & THE SUNSHINE BAND** (TK 1028)  
**It's The Same Old Song** (4:53) (Stone Agate Music Division — BMI) (Holland/Dozier/Holland)

This remake of the classic song by the Four Tops has a driving bass drum, peppy horn arrangement, double-timing guitar and rollicking backing and lead vocals. A party song suited to dancing and good time formats.



**DONNA SUMMER** (Casablanca NB 926)  
**Last Dance** (3:17) (Primus Artists Music/Olga Music — BMI) (P. Jabara)

Remember the pressure of the last dance? The last chance. This cut from the soundtrack of "Thank God It's Friday" has an interesting ballad intro. Donna's singing is sultry and impressive. The bass drum kicks in for dancing. For R&B and pop playlists.

**JAY FERGUSON** (Elektra/Asylum E-45480-A)  
**Losing Control** (3:28) (Painless Music — BMI) (J. Ferguson)

Jay has his own way to rock and this follow-up single to the Top 10 "Thunder Island" offers a new round of piano and slide guitar licks, a jaunty beat, good backing and lead vocals. The lyric turns well and has interesting moments. Suited to Top 40 formats.



**CHICAGO** (Columbia 3-10737)  
**Take Me Back To Chicago** (2:57) (Balloon Head Music/Big Elk Music — ASCAP) (D. Seraphine/D. Wolinski)

Taken from the "Chicago XI" album, this third single bears the group's distinctive mark of classy horn arrangement and tight vocals. Terry Kath's presence is keenly felt. The lyric concerns the longing for home. For Top 40 playlists.



**PAUL DAVIS** (Bang 736)  
**Darlin'** (2:59) (Irving Music — BMI) (M. Love/B. Wilson)

Davis' follow-up to the hit "I Go Crazy" is a remake of the Beach Boys' classy heartbender. The beat is perky, the piano sparkles, the sax solo works, but the highlight is the trade-off singing between Davis and Susan Collins. Impressive duo. Pop pick.



**MIKE FINNIGAN** (Columbia 3-10741)  
**Just One Minute More** (3:32) (Joans Bones Music — BMI/Colgems-EMI Music/Glory Music — ASCAP) (A. Kooper/R. Supa)

Finnigan drives it home on this second single from his "Black And White" LP. His voice is fine — rich and deep. Guitar, horns and strings back the beat. Geared to Top 40 playlists, the lyric warns of strange cars in your parking place.

## SINGLES TO WATCH

**MAZE** (Capitol P-4580)  
**Golden Time Of Day** (4:30) (Pecle Publ. — BMI) (F. Beverly)

Oh so fine! Frankie Beverly's voice is smooth and excellent on this gentle and intriguing track from the album of the same name. The jazz guitar work is immaculate. Quivering low-mix organ accompaniment adds a nice touch. R&B and pop playlists.

**LANE CAUDELL** (MCA 40901)  
**Hangin' On A Star** (3:18) (Blue Monday Music — BMI) (L. Caudell/P. Molinary)

A power hook makes this single one to watch. Caudell's singing is distinctive. The theme from a movie of the same name, the track is a solid rocker, reminiscent of the clarity of Gary Wright's work. For Top 40 playlists.

**REO SPEEDWAGON** (Epic 8-50545)  
**Roll With The Changes** (2:50) (Fate — ASCAP) (K. Cronin)

This single opens with a flowing piano riff that quickly develops into a dynamic, well-structured tune propelled by electrifying guitar licks. Topped by strong singing, this could be a winner for REO. For Top 40 and certainly AOR.

**LOU RAWLS** (Philadelphia Int'l/CBS ZS8 3643)  
**One Life To Live** (3:10) (Mighty Three Music — BMI) (K. Gamble/L. Huff)

Lou should continue his pop and R&B success with this catchy Gamble and Huff cut from Rawls' "When You Hear Lou, You've Heard It All" LP. His smooth and familiar vocals are pleasantly highlighted by the jazzy background riffs.

**KRIS KRISTOFFERSON** (Columbia 3-10731)  
**Forever In Your Love** (3:17) (Resaca Music Publ. — BMI/Music City Music — ASCAP) (K. Kristofferson)

The pace is gentle and down home on this track taken from Kristofferson's "Easter Island" album. The arrangement is stark and has a country feel. Kris' singing is flavorful. The lyric deals with love's everlasting quality in the face of the evanescence of life.

**MELANIE** (Midsong MCA-40903)  
**Knock On Wood** (3:29) (East Memphis — BMI) (Floyd/Cropper)

This cover version of the Eddie Floyd classic is a powerful R&B, gospel-tinged arrangement that works perfectly with Melanie's bluesy, intense vocals. Gutsy yet tender, this is suitable for pop and R&B lists.

**MICHAEL MURPHEY** (Epic 8-50540)  
**Nothing Is Your Own** (2:59) (Timberwolf — BMI) (M. Murphey)

This upbeat, R&B tinged number is an effective change for Murphey. Taken from his "Lonewolf" album, Murphey's polished, expressive voice balances nicely against this spicy, danceable tune. For a variety of playlists.

**PAUL EVANS** (Spring/Polydor SP 183)  
**Hello, This Is Joannie** (3:11) (Port Music/Trajarnes Music — ASCAP) (P. Evans/F. Tobias)

Subtitled "The Telephone Answering Machine Song," this track features a novelty hook of a lover's recorded voice asking for name and number. It gets freaky when she dies in a car crash. Evans' vocals are good. The beat moves. Pop playlists.

**HUBERT LAWS** (Columbia 3-10736)  
**False Faces** (3:49) (Hulaws — BMI) (H. Laws)

This sweet and sexy R&B-pop selection off the "Say It With Silence" LP includes a tasty, exquisite Laws flute solo, but this single's highlight is the sultry voice of Laws' sister, Deborah. Suitable for Top 40 and R&B, and jazz.

**JOHN STEWART** (RSO 894)  
**Promise The Wind** (2:28) (Bugle Publ./Stigwood Music/Unichappell — BMI) (J. Stewart)

Political records often walk between the fire and the unknown and this track about the eldest son of Miss Lillian faces the same test. Fast bass drum work and strumming acoustic guitar help Stewart pull it off.

**ROBERT GORDON WITH LINK WRAY** (Private Stock PS 45, 191)

**Sea Cruise** (2:45) (Cotillion — BMI) (H. Smith)  
 From the tasty "Fresh Fish Special" album, "Sea Cruise" is one of the many '50s classics that Gordon revises so excitingly and passionately. This upbeat rocker sounds as good now as it ever has, and is "red hot" for Top 40 and AOR.

**BOBBY BLAND** (ABC AB-12360)  
**Love To See You Smile** (3:41) (Alvert — BMI) (D. Ervin/K. Pierce)

This legendary blues singer is supported by a first-rate R&B arrangement, featuring polished, moving strings and crisp horns. But it is Bland's passionate, aching vocal that makes this a strong singles shot. Pop and R&B lists.

**AWB** (Atlantic 3481)  
**Your Love Is A Miracle** (3:41) (Average — ASCAP) (White/Gorrie)

Driven by a restrained but stimulating rhythm, AWB connects with this R&B single. Combining intriguing, stinging synthesizers with punchy guitar licks, this tune also boasts a good chorus. R&B and pop potential.

**PRISM** (Ariola 7691)  
**It's Over** (3:21) (Squamish/Corinth — BMI) (R. Higgs)

A romantic, affecting ballad that is highlighted by the expressive lead vocal of tenor Ron Tabak, this tune is a change of pace from the hard-rocking "Spaceship Superstar" hit last year, and suitable for pop and MOR.

**NO DICE** (Capitol P-4579)  
**Why Sugar** (3:45) (Anglo-Rock — BMI) (G. Strange)

Off its debut LP, this aggressive rocker features electrifying guitar riffs and gritty, soulful vocals in a Rod Stewart-like fashion. Including a fiery yet richly melodic chorus, this is a contender for AOR and pop play.

# "WARM RIDE"\* IS GETTING HOT!

P-0640F

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By RARE EARTH  
from their new album  
"BAND TOGETHER"

P7-10025R1



Produced by John Ryan  
\*Written by the Bee Gees

On Prodigal Records & Tapes

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**GREASE (Soundtrack) — Various Artists — RSO RS-2-4002 — Producers: Various — List: 12.98**

In the wake of "Saturday Night Fever's" phenomenal success and preceding the release of potential blockbuster "Sgt. Pepper's" comes the soundtrack from "Grease" — and the former Broadway hit sounds like a winner on vinyl, too. With great vocals from stars Olivia Newton-John and John Travolta and help from Sha-Na-Na, Frankie Valli and Peter Frampton, this 2-LP set should slide to the top of the pop chart. One hit single is already out, and more will follow.

**THE BEST OF THE SPINNERS — Atlantic SD 19179 — Producer: Thom Bell — List: 7.98**

Any list of top R&B acts must include the Spinners. Any doubters need only spin this greatest hits package to hear proof. Whether it's the group's smooth, melodic love songs like "Could It Be I'm Falling In Love" and "One Of A Kind (Love Affair)" or an upbeat dance track like "The Rubberband Man" or even an ode to motherhood like "Sadie," every cut is a gem in its own right. Should be a pop and R&B killer at retail.

**PROKOFIEV — Peter And The Wolf; BRITTEN — Young Person's Guide To The Orchestra — David Bowie, narrator, Philadelphia Orchestra, Eugene Ormandy, conductor — RCA ARL 1-2743 — List: 7.98**

As a narrator, Bowie again proves that he can inject verve and personality into any entertainment venture he chooses to undertake and emerge intact as a superstar nonpareil. As with his singing, Bowie's storytelling ability grabs and holds attention like no other entertainer currently in practice. His use of the "monopolylogue" (one voice assuming various characters) is superb. The music itself was reviewed several decades ago and has since been referred to as "classic."

**BAND TOGETHER — Rare Earth — Prodigal P7-10025R1 — Producer: John Ryan — List: 7.98**

One of the most popular hitmakers of the early '70s, this soul-rock quintet has re-emerged with a powerful, consistently exciting work that combines the distinctive elements of the group's earlier period with a more sophisticated, disco edge that seems a sure bet to recapture the success of the past. Highlighted by the Bee Gees-composed single, "Warm Ride," this is a pop and R&B winner.

**THE STATUE MAKERS OF HOLLYWOOD — The Alpha Band — Arista AB 4179 — Producers: Larry Hirsch and The Alpha Band — List: 7.98**

When the spotlight first hit The Alpha Band, they were charter members of Dylan's Rolling Thunder Revue. A contract and two albums later, the boys find themselves with a new release on their hands and a chance to finally grab AOR by the neck and give it a good shake. Lyrically, The Alpha Band strikes a cohesive balance between social anger ("Rich Man" and "Perverse Generation") and mellow romanticism ("Back In My Baby's Arms" and "Thank God").

**HEADLIGHTS — The Whispers — Solar BXL1-2274 — Producers: Dick Griffey and The Whispers — List: 7.98**

"Headlights" could very well be the album that shoots The Whispers into the upper echelons of R&B popdom. Classic funk elements abound. With an occasional foray into disco/jazz/funk, The Whispers present a true up-to-the-minute soul extravaganza which should shout rather than whisper up the R&B charts. "Try And Make It Better," "(Olivia) Lost And Turned Out," "The Planets Of Life" and the title cut are the standouts.

**STILL HERE — Ian Thomas Band — Atlantic SD 19167 — Producer: Ian Thomas — List: 7.98**

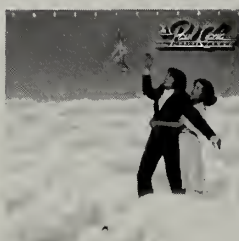
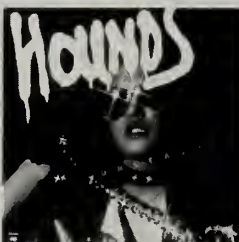
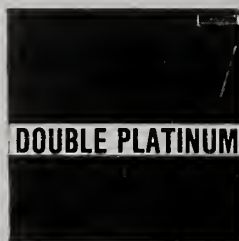
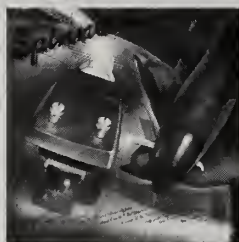
With his first Atlantic effort, Thomas has developed into a composer/guitarist/singer of infectious, melodic, pop-rock confections. All nine songs on the album demonstrate a natural flair for designing beautifully-textured arrangements — exhibiting attractive harmonies, simple yet poignant lyrics, and Thomas' clear, clean tenor. The single "Coming Home" is a highlight, but this is a consistently delightful recording for pop and AOR lists.

**LET'S STRAIGHTEN IT OUT — Gwen McCrae — Cat 2613 — Producers: Various — List: 7.98**

This soulful, sultry-voiced woman demonstrates her virtuosity as a vocalist and she is backed by first-rate arrangements throughout this effort. "Early Morning Love" and Stevie Wonder's "Signed, Sealed, Delivered" are explosive, gutsy winners for the dancefloor, while "Starting All Over Again" and the sensuous title track are beautifully executed ballads. A consistent and mature recording, McCrae has produced a definite disco, R&B and pop contender.

**SNAIL — Cream CR 1009 — Producers: Jerry Barnes & Snail — List: 7.98**

This Santa Cruz quartet has been knocking 'em dead for years around the San Francisco bay area, but they're just now getting their debut LP out. The group's speed in getting an album out may match its name, but its music is more like fine escargot, richly flavorful without being overpowering. "The Joker" is a classic rocker that could be a hit single, and other songs remind the listener of the Doobies or Poco — rock 'n' roll with southern boogie and C&W shadings.



**DOUBLE PLATINUM — Kiss — Casablanca NBLP 7100-2 — Producers: Various — List: 12.98**

This two-record greatest-hits package demonstrates that behind all the smoke bombs, spurting blood, fire displays, wild costumes and makeup, this band can execute smokey, spurting, fiery and wild rock 'n' roll. Kiss fans already have most of these songs, with the exception of "Strutter '78," but this set is an opportunity for others to own all the hits. Top 40 and AOR airplay, as usual.

**U.K. — Polydor PD-1-6146 — Producers: U.K. — List: 7.98**

In the finest supergroup tradition, U.K. joins Bill Bruford (Yes), Eddie Jobson (Roxy Music), John Wetton (King Crimson) and Allan Holdsworth (Soft Machine). And the blend is perfect, in the venerable British progressive music tradition. AOR action is understood — U.K. is the week's fourth most added LP in **Cash Box**. The album art is also something special, a satellite photo of the real U.K.

**ROCKET FUEL — Alvin Lee — RSO RS-1-3033 — Producers: Alvin Lee and Bob Johnston — List: 7.98**

Fans of old-fashioned "British rock 'n' roll" will be glad to know that Alvin Lee has returned and is alive and cooking with Ten Years Later. On his first RSO album, Lee combines classic guitar licks with a driving beat and comes out with such power tunes as "Ain't Nothin' Shakin'" and "Gonna Turn You On." Already this week's second most added FM album, this LP should rocket up the charts.

**SMOOTH — Jr. Walker — Soul S7-750R1 — Producers: Various — List: 7.98**

Smooth is the perfect word for Walker; smooth but ever so vibrant, crisp and expressive. This album focuses on Walker's tenor sax work, but also features impeccable arrangements plus soulful singing from Walker and guest star Thelma Houston. Walker's rendition of "I Can See Clearly Now" and "It Takes Two To Make Love" are relaxing, exquisitely-textured instrumentals, while "Hard Love" picks up an aggressive R&B groove. For R&B and pop formats.

**DEMIS ROUSSOS — Mercury DRM-1-3724 — Producer: Freddie Perren — List: 7.98**

Don't be fooled by Roussos' caftan robes — the 250-pound Greek singer may look like he just stepped down from Mount Olympus, but he sounds as American as Mount Rushmore. This LP was made with the American audience in mind and Roussos runs the musical gamut from alpha to omega. Roussos' gutsy voice is just as effective on a rhythmic cooker like "I Just Live" as it is on a folksy tune like "Loving Arms." A number of different playlists should benefit from this album.

**I WASN'T BORN YESTERDAY — Allan Clarke — Atlantic SD 19175 — Producer: Spencer Proffer — List: 7.98**

The former lead singer of the Hollies, Clarke has been directly responsible for some of the most beautiful melodies and harmonies in pop for a decade and a half. Definitely not born yesterday, this Atlantic debut effort is the work of an experienced songwriter/vocalist utilizing all his pop-rock resources in creating a sophisticated, inspired collection. Including the charted single "Shadow In The Street," this LP is a Top 40 and AOR winner.

**UNLEASHED — The Hounds — Columbia JC 35085 — Producer: Terry Powell — List: 7.98**

The cover of this Chicago quintet's first album screams out punk rock, but actually this record contains large doses of crunching, throbbing heavy metal rock, distinguished by the group's seedy, backstreet thematic emphasis. "Drugland Weekend" typifies the Hounds' musical approach: pounding, howling guitar rock nailed down by hard-nosed, explicit lyrics. Suitable for AOR playlists.

**WAR DANCE — Colosseum II — MCA 2310 — Producers: Marvin Levan and Jon Hiseman — List: 7.98**

Hot off last year's critically acclaimed "Electric Savage" effort, this progressive European quartet has released an invigorating, technically proficient second album. Solidified by original Colosseum member John Hiseman's intricate, energetic drumming, this predominantly instrumental work is an impressive combination of innovative jazz textures and hard rock muscle. A strong AOR choice.

**UNBELIEVABLE — The Paul Cacia Band Featuring Janine Cameo — Alexander Street ALX-1700 — Producer: Norman Ratner — List: 7.98**

Only 21 years old, this versatile trumpet player delivers a crisply-executed jazz-pop release. Cacia's trumpet work excites with the high-soaring intensity and mastery of a Maynard Ferguson, displaying the flexibility to perform flashy, sizzling upbeat numbers as well as effectively covering the sensitive, laid-back title track. Also impressive is the sultry singing of Janine Cameo. For jazz and pop airplay.

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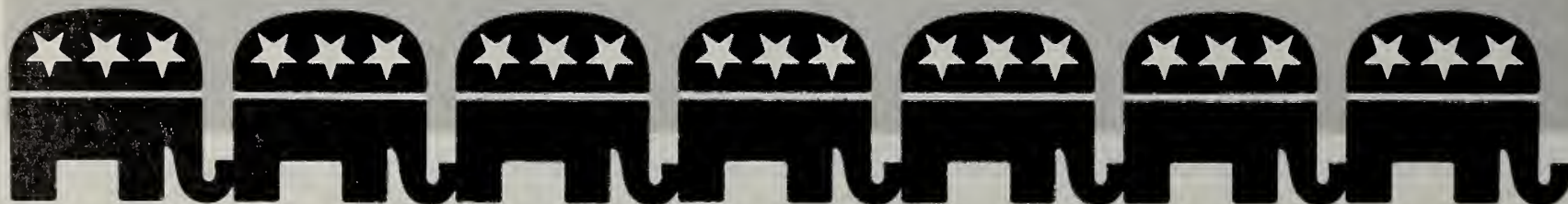
Records, Inc

# Winning Votes Everywhere...

<p><b>SUSIE ALLANSON</b>          Single "<i>Maybe Baby</i>"          From her soon-to-be-released debut album</p> <p>WBS 8534</p>	
<p><b>BELLAMY BROS.</b>          New album <i>Beautiful Friends</i>          Featuring the hit "<i>Slippin' Away</i>"</p> <p>BSK 3176</p>	
<p><b>DEBBY BOONE</b>          Single "<i>Baby, I'm Yours</i>"</p> <p>BSK 3130</p>	
<p><b>T.G. SHEPPARD</b>          Album <i>T.G.</i>          Featuring the singles "<i>Mr. DJ</i>" and "<i>Don't Ever Say Good-Bye</i>"</p> <p>BSK 3133 WBS 8525</p>	
<p><b>HANK WILLIAMS, JR.</b>          Single "<i>You Love The Thunder</i>"</p> <p>WBS 8564</p>	



**Warner Country Is Curb Country**



## Birmingham Building Name As Major Southern Secondary

(continued from page 8)

pening. Things had been dormant here for a long time. There was no promotion activity at all."

### Tough Competition

Birmingham radio is anything but dormant now. In a city where almost 50 percent of the populace is black (25-30 percent in the metropolitan area), some of the fiercest competition is in black radio where five stations vie for ratings. But rock, country and adult contemporary formats are also well represented both on the airwaves and in the ratings.

"I think we have more black stations here than any city in the world," comments Hal Hodgens, general manager and part owner of WBUL, an R&B Top 40 daytime.

"I don't know any other city, certainly none the size of Birmingham, that has this many black stations," adds Joe Lackey, WATV general manager. "You can see the kind of competition we're up against."

The top-rated R&B station is WATV, owned by Crescendo Broadcasting. In a market known for listener loyalty, WATV has seven air personalities who total more than 100 years on-air experience in Birmingham. WATV is also very promotion-minded.

"We may gear a promotion to our younger audience and give away a Pinto and then turn around and do a 'grocery shopping spree' where the winner can go to a supermarket and grab things for five minutes, which will appeal to our older audience," says Lackey.

"Our primary target audience is the 25-54 group, dropping down to 18-49 for women," says Lackey. In the October/November ARBs, WATV had Birmingham's

highest overall 12-plus rating, with a 12.9. The station tied with WERC for #1 come with teens and also had the best overall quarter hours.

WATV has come a long way in the ARBs in the past two years. In the fall 1975 book the station pulled a 1.9. But in February 1976, rival R&B outlet WENN was sold to a group of black businessmen who wanted a black general manager. WENN GM Joe Lackey, who had been with the station for 17 years, left and made a deal with WATV's owners to change that station to an R&B format. Lackey's WENN staff followed him to WATV, as did much of the city's black audience. Within one book WATV shot up to #1 in the market with a 10.5, while WENN's combined AM and FM numbers nose-dived from 18.9 to 8.8.

"We're fully recovered from that walk-out," reports WENN vice president and general manager Kirkwood Balton. "Our FM is now 24-hour stereo disco, while our AM simulcasts from 5:30 to 9 a.m. and then plays gospel music till dusk. We're shooting for 19-45s on FM and 25 and up on the AM, although we've been surprised by the number of young people who listen to gospel."

Balton stresses that WENN's 100,000-watt power and its stereo broadcasting make it unique among Birmingham's black stations and should make it #1 in the ratings. But he and a number of other area radio execs contend that Arbitron's ratings don't accurately reflect what's happening in the market.

### Inaccurate ARBs?

"Pulse had us #1 in Birmingham and our own surveys show us ahead," says Balton. "We've already written Arbitron to com-

(continued on page 42)

## STATION BREAKS

**Cash Box** wishes **Mark Driscoll**, former PD at **KNDE**, Sacramento, best of luck at **WNBC**, New York. Mark goes to **WNBC** to do mornings as **Elly Dylan** is no longer there. Mark is a good PD and a GREAT jock and we wait for him to tear up New York. Speaking of California radio people, **John Tobin**, **KSLY**, San Luis Obispo, is unreal. He has demographic research on all the records he plays; the guy is good, real good.

We understand **Bill Garcla**, formerly of **KNUS**, Dallas, is going to **WISM**, Madison. Good talking to **Paul Sebastlan**, **WAPE**, Jacksonville. Paul made my day; he was real excited about an out-of-the-box record by **Billy Joe Royal** on Private Stock. Paul hooked up the record to the phone so I could listen to it. Excitement! I love it. **Larry Cannon**, **WFLB**, Fayetteville tells me that he and Paul Sebastlan went to grammar school together. Small world it is, good to know, however, that there were some grammar schools that did a good job. Larry also tells me heavy female demographics on **Meat Loaf**. **98Q**, Vidalia goes automated June 1, as most people know. We also know a lot of people have left but what we didn't know is **Dave O'Brien** is the new MD and **Sea Stipe** is operations manager. One of the people who did leave **98Q** is **Cowboy Bob** who is now at **BJ105**, Orlando as **Brother Bob**. **Bob Moody**, **WAKY**, Louisville tells me that "Hard to believe it but once it's on the air watch out," about the **Plastic Bertrand** record. Excellent comment made to me this week from MD's around the country about the **Gerry Rafferty** record and the **O'Jays** record. **Paul Sullivan** is no longer the PD of **K-WEST**, in Los Angeles. Good luck to **WLS's John Landecker** on his tidal wave ride. **Beau Phillips** formerly of **KYA-FM**,

San Francisco is now at **KISW**, Seattle. **Charlie Stelner** has been appointed news director at **99X**, New York. That's **99X**, where the more you listen, the more you hear. **mark alderman**

## Letter To Editor

Editor:

In your April 22nd article dealing with St. Louis Radio, a local St. Louis retail record person was quoted as saying that "KADI had inconsistent programming because they don't give new records enough play."

I feel this is an unfair assessment of our format and I would like to have the opportunity to set the record straight.

KADI spends as much time (if not more) as any other St. Louis Radio Station devoted to exposing new music. There are many examples of records (in some cases records that were only being played on KADI) that we have been instrumental in breaking in this market.

During the past 2½ years alone we have received over 20 gold records in appreciation from the music industry for our help in breaking new records.

We are very proud of the part we have played in the development of new artists. Because of the nature of our format, the rotation given new music is controlled and not left up to chance. True, we don't play as many "new" records as some stations, but the ones we do play are all given meaningful rotation.

We have also devoted many hours to "live" concerts of new groups and have for several years played a new album all the way through every night at midnight.

Cordially  
Radio Station KADI-AM & FM  
Peter E. Parisi  
Program Director

## PROMOTION IN MOTION

**SONG PROMOTERS** — They don't work for record companies, they work for publishers. Yes, there's a whole other world of promotion out there, and it seems to be one with many and varied approaches. **Ed Silver**, president of Warner Brothers Music, for example, feels that an effective in-house promotion staff for a major publisher is "virtually nonexistent." The reason? Expenses, for one. The sophistication of the industry, Silver says, makes it prohibitive for a publisher to afford a large and talented promotion staff, especially because the publisher works on a smaller profit percentage than a record company. "The best thing a publisher can do," Silver says, "is to help the record company in whatever way he can."

**Irwin Schuster**, senior vice president, creative, for Chappell Music, couldn't agree more. Chappell doesn't have a full-time promotion staff, but Schuster says, the company makes a point to call a record company and ask where and when they need help with a record. "The important thing there," Schuster says, "is that we don't wait for them to call us. We want them to know we'll help when we can." Chappell then foots the bill for independent promotion men in a particular market, Schuster reports.

While not denying the value of working closely with record companies, **Joe Pellegrino**, general manager for Screen Gems-EMI in New York, strongly took issue with Silver's claim that comprehensive publisher promotion is "next to impossible." On the contrary, Pellegrino states, a publisher's promotional efforts can be "extremely effective."

One advantage the publisher's promotion man has, according to Pellegrino, is the fact that he usually isn't part of the revolving-door syndrome associated with record company promotion. "A guy can be there for a long time, and the stations will get to know him better. In fact, if a label is faltering in one market, then it's more than possible for a publisher's promotion man to move in and fill the gap."



**MOODY BLUES BACK** — The *Moody Blues* have reunited after a five-year hiatus, and group members **John Lodge** and **Graeme Edge** explained the details on "The Robert W. Morgan Special of the Week," a *Watermark* production syndicated to radio stations nationwide the weekend of April 29-30. Pictured above during the special's taping are interviewer **Allen Goldblatt** (l) and **Lodge**.

As an example of the effectiveness of a long-term publisher promo man, Pellegrino cited **Danny Davis**, a Screen Gems stalwart until recently, when he moved over to Motown.

Pellegrino also touched on the "touchy" area of publisher's promotion, which is the fact that it's the song that's important, rather than the piece of vinyl. "If a record dies, it dies," he says, "and there's nothing much you can do about it. But a song, you have to keep pushing in the hope that somebody will pick up on it."

Moving from the radio station to the store, Pellegrino feels that the sheet music section of the store is an area that could use a great deal more promotion than it has been getting. "It's got great potential," he exclaims, "and could really be widely exploited."

As for independent promotion men, veteran indie **Tony Richland** states emphatically that most publishers "haven't recognized how important promotion is to their company. Instead they leave it to the record company. As a result, there's a lot of publishers who don't know what's going on in radio today."

Working a publisher's song can have advantages for an indie promo man, Richland asserts. "You get a lot of different labels," he says, "so it looks like you're very careful about what you pick and choose." As far as the actual promotion goes, according to Richland, there is little difference between working for a publisher or working for a label.

One publisher promoter, however, feels strongly that a publisher has to concentrate more heavily on secondary and tertiary markets. **Lucky Carle**, director of national promotion for United Artists Publishing, says that, since it's more likely that record companies will bypass smaller stations in those markets, maintaining a publisher's contact is "absolutely essential. Our money is made on performance, remember, not on record sales. So we'll take airplay wherever we can get it." Does Carle agree with Richland that publishers are decreasing promotion? No, he replies; overall, publisher's promotion with independents and record companies has increased.

charles palkert

## KRTH Promotion Tied To Planned Presley Tribute

**LOS ANGELES** — Opening night of Alan's tribute to Elvis Presley, "Elvis Forever," at Hollywood's Aquarius Theatre on May 11 will be part of a major promotion for station KRTH-FM. Tickets for the premiere will be given away by the station as contest prizes.

"The station is really behind Alan's concept of the production and will be promoting it heavily prior to the opening," says Chet Actis, Alan's manager.

### Limited Use

Actis also hopes to confront the publishers of Presley's catalog over their attempt to limit use of more than three songs associated with the late star in a single performance. The publishers, through BMI, have announced their intention to seek legal remedies against performers infringing on their "grand rights," but Actis points out "as yet Alan has had nothing served on him by anybody. We intend . . . to present a tasteful tribute to a great entertainer."

## Metromedia Reports Record First Quarter

**NEW YORK** — Metromedia, Inc., the independent broadcasting and outdoor advertising company, has reported record revenues and net income for the first quarter of 1978.

First quarter net income for the company rose to \$6,361,000, up 8.3% from \$5,874,000 for the year-earlier period. First quarter revenues rose 9.6% to \$80,613,000, up from \$73,534,000 in the first quarter of 1977.

Metromedia owns 13 radio stations and seven television stations, and recently acquired television station KRIV in Houston, Texas.

## Ten Q Plays Ball

**LOS ANGELES** — Station KTNQ (Ten Q) will sponsor a "Teen Night" concert by Seals and Crofts, as well as award T-shirts, albums and other prizes at Dodger Stadium May 13 prior to the Dodgers-Chicago Cubs game. Ten Q's on-air contests leading up to the event will feature tickets to the game and Seals and Crofts albums.

# FM ALBUM CHART

TW	LW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CBLP Chart Pos.	PRIME CUTS
1	1	8	N	Earth	Jefferson Starship	Grunt	6	Count On Me, All Nite Long, Love Too Good, Skateboard
2	2	4	N	London Town	Wings	Capitol	2*	Various
3	4	14	N	Excitable Boy	Warren Zevon	Asylum	13*	Werewolves, Johnny Strikes Up, Switching Yard, Title
4	3	7	N	Champagne Jam	ARS	Polydor	14*	Imaginary Lover, Title
5	7	18	N	Running On Empty	Jackson Browne	Asylum	4	You Love The Thunder, Title
6	8	6	N	Son Of A Son Of A Sailor	Jimmy Buffett	ABC	9*	Cheeseburger, Cowboy, Manana, Title
7	5	5	N	... And Then There Were Three...	Genesis	Atlantic	22*	Follow You, Ballad Of Big, Motherlode
8	12	4	N	Magazine	Heart	Mushroom	33*	Heartless, Wine, Mother Earth Blues, Title
9	9	22	N	Slowhand	Eric Clapton	RSO	7	Cocaine, The Core, Wonderful Tonight
10	25	2	N	The Last Waltz	The Band & Various	WB	59*	Various
11	8	3	N	Heavy Horses	Jethro Tull	Chrysalis	36*	Moths, Mouse Police, Brown Mouse
12	13	5	N	This Years Model	Elvis Costello	Columbia	54*	No Action, Little Triggers, Lip Service, Radio
13	20	2	N	FM	Various	MCA	50*	Life's Been Good, Tumblin' Dice, Title
14	10	14	N	Infinity	Journey	Columbia	24	Lights, Wheel, Winds, Anytime, La Do Da
15	24	2	N	Boys In The Trees	Carly Simon	Elektra	46*	You Belong To Me, Title
16	14	30	N	The Stranger	Billy Joel	Columbia	8	Italian Rest., Just The Way, Movin' Out
17	11	5	N	Lines	Charlie	Janus	67*	Watching TV, She Loves To Be, L.A. Dreamer
18	16	4	N	You Can Tune A Piano...	REO Speedwagon	Epic	69*	Time For Me, Blazin', Woman Is Tonight
19	17	8	N	Double Fun	Robert Palmer	Island	26	Every Kinda People, You're Gonna Get
20	15	10	N	Waiting For Columbus	Little Feat	WB	21	Oh Atlanta, Feats Don't Fail, Rocket
21	23	29	N	Aja	Steely Dan	ABC	12	Deacon, Josie, Home
22	38	2	N	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	90*	Out Of Control, You Cried Wolf, Fade Away
23	22	6	N	City To City	Gerry Rafferty	UA	130*	Baker Street, Home And Dry, Stealin' Time, Title
24	19	5	N	Easter	Patti Smith	Arista	40*	Because The Night, Till Victory, Privilege
25	18	10	N	Van Halen	Van Halen	WB	17*	Ice Cream Man, Runnin' With The Devil, Feel Your Love
26	21	26	N	Point Of Know Return	Kansas	Kirshner	5	Dust, Paradox, Title
27	26	27	N	Eddie Money	Eddie Money	Columbia	43	Two Tickets, Hold On
28	—	—	N	Together Forever	Marshall Tucker	Capricorn	—	Be Loving You, Dream Lover, Asking Too Much
29	33	4	N	Pure Pop For Now People	Nick Lowe	Columbia	131	So It Goes, Breaking Glass, 36" High, Marie Provost
30	—	13	1,3,4,5	Heaven Help The Fool	Bob Weir	Arista	120	Easy To Slip, Bombs Away
31	—	—	1,3,4,5	Casino	Al DiMeola	Columbia	103*	
32	31	9	1,2,3,5	Watch	Manfred Mann	WB	162	Circles, Martha's Madman, Mighty Quinn
33	32	2	1,3,5	Double Trouble	Frankie Miller	Chrysalis	—	You'll Be In My Mind
34	—	20	1,3	Bat Out Of Hell	Meat Loaf	Epic	38	Paradise, Two Out Of Three, Title
35	37	2	1,2,3	Feels So Good	Chuck Mangione	A&M	11*	Title
36	—	25	1,2,3,5	Street Survivors	Lynyrd Skynyrd	MCA	47	That Smell, You Got That Right
37	—	—	N	Shine On	Climax Blues Band	Sire	154*	Makin' Love, Mistress Moonshine, Gospel Singer
38	—	—	N	Dance A Little Light	Richie Furay	Asylum	190	It's Your Love, Magic Moment, Stand Your Guard
39	28	2	1,3,5	Ghost Town Parade	Les Dudek	Columbia	124*	Central Park, Into Diamonds, Title
40	36	8	1,3,5	Head East	Head East	A&M	53	Nothing To Lose, Pictures, Get Up

KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY

- NORTHEAST REGION** — WNEW-FM (New York), WLIR-FM (Long Island), WGRQ-FM (Buffalo), WBAB-FM (Long Island), WAAL-FM (Binghamton), WNRW-FM (Westchester), WOUR-FM (Utica), WMMR-FM (Philadelphia), WIOQ-FM (Philadelphia), WYDD-FM (Pittsburgh), WSAN-FM (Allentown), WCCC-FM (Hartford), WPLR-FM (New Haven), WBCN-FM (Boston), WBLM-FM (Maine), WHFS-FM (Washington)
- SOUTHEAST REGION** — WKLS-FM (Atlanta), WINZ-FM (Miami), WAIV-FM (Jacksonville), WORJ-FM (Orlando), WQXM-FM (Tampa), WKDF-FM (Nashville), WNOR-FM (Norfolk), WRNO-FM (New Orleans)
- MIDWEST REGION** — WXRT-FM (Chicago), WKQX-FM (Chicago), WJKL-FM (Chicago), WABX-FM (Detroit), WWWW-FM (Detroit), WLAV-FM (Grand Rapids), WMMS-FM (Cleveland), M-105-FM (Cleveland), WLVQ-FM

- (Columbus), WZMF-FM (Milwaukee), WVUD-FM (Dayton), KSHE-FM (St. Louis), KADI-FM (St. Louis), KWKI-FM (Kansas City)
- CENTRAL REGION** — KFWD-FM (Dallas), KZEW-FM (Dallas), KLOL-FM (Houston), KPFT-FM (Houston), KNCN-FM (Corpus Christi), KAZY-FM (Denver), KBPI-FM (Denver), KDKB-FM (Phoenix), KRST-FM (Albuquerque)
- WESTERN REGION** — KLOS-FM (Los Angeles), KWST-FM (Los Angeles), KMET-FM (Los Angeles), KNX-FM (Los Angeles), KNAC-FM (Long Beach), KEZY-FM (Anaheim), KSJO-FM (San Jose), KOMA-FM (San Jose), KSAN-FM (San Francisco), KMEL-FM (San Francisco), KZAM-FM (Seattle), KREM-FM (Spokane), KINK-FM (Portland), KZEL-FM (Eugene)

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OTHER \_\_\_\_\_



**DFK DEBUT** — Newly-formed Columbia recording group the DFK Band, comprised of Les Dudek, Mike Finnigan and Jim Krueger, launched an 18-city tour recently with a performance in Seattle. Pictured (l-r) standing after the show are: Jason Cooper, DFK's manager; Frank Shargo, director, artist development, west coast, Columbia Records; Finnigan; Marty Feldman of Peaches Records, Seattle; Norm Gregory, KZOK; Larry Reymann, local promotion manager, Seattle, Columbia Records, and Ben Daniels, Peaches manager. Shown seated (l-r) are: Krueger; Michael Dilbeck, vice president A&R, west coast, Columbia Records; Boz Scaggs and Dudek.



# MOST ADDED FM LPs



**THE MARSHALL TUCKER BAND**  
Together Forever  
Capricorn  
(23 stations)



**ALVIN LEE**  
Rocket Fuel  
RSO  
(15 stations)



**SEALS AND CROFTS**  
Takin' It Easy  
Warner Brothers  
(14 stations)



**U.K.**  
U.K.  
Polydor  
(10 stations)



**THE CLIMAX BLUES BAND**  
Shine On  
Sire  
(7 stations)

**WNEW-FM — NEW YORK — Tom Morrer**  
Spyro Gyra  
Bill Chinook  
David LaFlamme  
Pure Prairie League  
Doug Kershaw  
David Johansen  
Willie Nelson  
Allan Clarke  
National Health  
Bethnal (imp)  
**WLIR-FM — LONG ISLAND — Denis McNamara/Larry Kleinman**  
Seals and Crofts  
The Marshall Tucker Band  
Plastic Bertrand (45)  
**WRNW-FM — WESTCHESTER — Donna Lemiszki**  
Todd Rundgren  
Ringo Starr  
Kalapana  
Randy Bachman  
Lonnie Liston Smith  
The Climax Blues Band  
Heart  
The Amazing Rhythm Aces  
Dirk Hamilton  
Stanky Brown  
**WBAB-FM — LONG ISLAND — Bernie Bernard**  
The Marshall Tucker Band  
Lisa Burns  
Seals and Crofts  
Allan Clarke  
The Alpha Band  
Benny Mardones  
Gale Force  
Alvin Lee  
**WJKL-FM — CHICAGO — Tom Marker/Wally Lelslering**  
U.K.  
Townes Van Zandt  
Alvin Lee  
Tony Trischka  
Television  
Dominic Troiano  
Kraftwerk  
The Pezband  
Passport  
Roy Buchanan  
Willie Nelson  
Bennie Maupin  
**WKQX-FM — CHICAGO — Bob King**  
The Marshall Tucker Band  
The Last Waltz (soundtrack)  
**WXRT-FM — CHICAGO — Bob Gelms**  
Kraftwerk  
Robert Nighthawk  
Television  
U.K.  
The Marshall Tucker Band  
Alvin Lee  
**KWST-FM — LOS ANGELES — Paul Sullivan**  
Rainbow  
Les Dudek  
**KMET-FM — LOS ANGELES — Jack Snyder**  
Alvin Lee  
**KNX-FM — LOS ANGELES — Michael Sheehy**  
Seals and Crofts  
Letta Mbulu  
The Last Waltz (soundtrack)  
Michael Johnson (45)  
**KNAC-FM — LONG BEACH — Bill Clay**  
U.K.  
Alvin Lee  
The Marshall Tucker Band  
The Climax Blues Band  
John Miles  
**WYSP-FM — PHILADELPHIA — Stephen Johnson**  
Carly Simon  
Richie Furay  
U.K.  
**WMMR-FM — PHILADELPHIA — Jerry Stevens**  
U.K.  
Pure Prairie League  
Television  
Robin Williamson and His Merry Band  
Rainbow  
Benny Mardones (EP)  
**WABX-FM — DETROIT — Joe Krause**  
Richie Furay  
Todd Rundgren  
Steve Hackett  
The Isley Brothers  
The Climax Blues Band  
The Marshall Tucker Band  
**WWW-FM — DETROIT — Joey Urblel**

Gerry Rafferty  
Charlie  
**KMEL-FM — SAN FRANCISCO — Mark Cooper**  
REO Speedwagon  
Hot Tuna  
**KSAN-FM — SAN FRANCISCO — Beverly Wilshire**  
U.K.  
The Alpha Band  
Ben Sidran  
**WHFS-FM — WASHINGTON, D.C. — Dave Einstein**  
Roy Buchanan  
Billy Cobham  
Keith Jarrett  
LaRoux  
**WBCN-FM — BOSTON — John Brodey**  
Ringo Starr  
Aretha Franklin  
Roy Buchanan  
The Paley Brothers  
**KZEW-FM — DALLAS — Bob Shannon**  
Seals and Crofts  
Allan Clarke  
Alvin Lee  
U.K.  
The Tim Weisberg Band  
Airwaves  
Brian Auger and Julie Tippetts  
Billy Falcon's Burning Rose  
**KSHE-FM — ST. LOUIS — Ted Habeck**  
The Marshall Tucker Band  
Alvin Lee  
The Last Waltz (soundtrack)  
**KADI-FM — ST. LOUIS — Pete Parlsl**  
Alvin Lee  
The Marshall Tucker Band  
**KLOL-FM — HOUSTON — Sandy Mathis**  
Gene Cotton  
Steve Hackett  
Bonnie Tyler (45)  
**KPFT-FM — HOUSTON — Scott Brlneman**  
Scarlet Rivera  
Todd Rundgren  
Keith Jarrett  
The Marshall Tucker Band  
Willie Nelson  
Ben Sidran  
The Alpha Band  
Jack Clement  
American Peddlers  
Tempest  
**WMMS-FM — CLEVELAND — Kid Leo/John Gorman**  
Richard Torrance  
Rare Earth  
Richie Furay  
Flame  
Lisa Burns  
Alvin Lee  
**WKLS-FM — ATLANTA — Kelth Allen**  
Steve Hackett  
**KEZY-FM — ANAHEIM — Larry Relsman**  
Garland Jeffreys  
U.K.  
The Marshall Tucker Band  
**WZMF-FM — MILWAUKEE — Joe Santoro/Joe Benson**  
Coliseum II  
Ringo Starr  
Seals and Crofts  
**KBPI-FM — DENVER — Jean Valdez**  
Richie Furay  
Eddie Money  
**KAZY-FM — DENVER — Chris Kane**  
REO Speedwagon  
The Marshall Tucker Band  
FM (soundtrack)  
**KZAM-FM — SEATTLE — Jon Kertzer**  
Willie Nelson  
The Marshall Tucker Band  
Pure Prairie League  
Aretha Franklin  
The Grape  
Seals and Crofts  
John Abercrombie, Jack DeJohnette, Dave Holland  
The New Dave Brubeck Quartet  
**WINZ-FM — MIAMI — Dave Sousa**  
Pure Prairie League  
**WQXM-FM — TAMPA — Mike Lyons**  
The Climax Blues Band  
Garland Jeffreys  
**WGRQ-FM — BUFFALO — John Velchhoff**  
The Marshall Tucker Band  
Steve Hackett  
The Climax Blues Band  
Richie Furay  
**KWKI-FM — KANSAS CITY — Melissa Levine**  
The Marshall Tucker Band

Ringo Starr  
Richie Furay  
Airwaves  
The Last Waltz (soundtrack)  
**KOME-FM — SAN JOSE — Dana Jang**  
The Marshall Tucker Band  
Celebration Featuring Mike Love (45)  
**KSJO-FM — SAN JOSE — Paul Wells**  
Snail  
B.B. King  
The Marshall Tucker Band  
Alvin Lee  
Seals and Crofts  
The Pezband  
Moxy  
Rare Earth  
Allan Clarke  
U.K.  
Nantucket  
Roy Buchanan  
Kiss  
**WRNO-FM — NEW ORLEANS — Sam Roberts**  
Elvis Costello  
The Climax Blues Band  
Garland Jeffreys  
The Marshall Tucker Band  
Todd Rundgren  
**KINK-FM — PORTLAND — Mike Bailey**  
Seals and Crofts  
Mickey Newbury  
**WLQV-FM — COLUMBUS — Tom Teuber/Steve Runner**  
The Marshall Tucker Band  
Rainbow  
**KZEL-FM — EUGENE — Stan Garrett**  
Alvin Lee  
Loudon Wainwright III  
Willie Nelson  
Aretha Franklin  
The Tim Weisberg Band  
Television  
Flame  
Duke Jupiter  
Seals and Crofts  
**WNOR-FM — NORFOLK — Ron Reger**  
Genesis  
Steve Hackett  
Jethro Tull  
The Marshall Tucker Band  
FM (soundtrack)  
**WCCC-FM — HARTFORD — Bill Nosal**  
Bob Marley and The Wailers  
Nantucket  
Al DiMeola  
**WAIV-FM — JACKSONVILLE — Jamie Brooks**  
Richie Furay  
Todd Rundgren  
Steve Hackett  
The Marshall Tucker Band  
The Last Waltz (soundtrack)  
**WSAN-FM — ALLENTOWN — Rick Harvey**  
Alvin Lee

Les Dudek  
U.K.  
Randy Bachman  
Rainbow  
Airwaves  
**WOUR-FM — UTICA — Tom Starr**  
Jimmy Riley/David Maloney  
Etta James  
The Ian Thomas Band  
Clarence Gatemouth Brown  
Van Duren  
Pure Prairie League  
Richard Torrance  
**KNCN-FM — CORPUS CHRISTI — Mando Camina**  
Garland Jeffreys  
Todd Rundgren  
Trigger  
Al DiMeola  
John Miles  
Seals and Crofts  
**WLAV-FM — GRAND RAPIDS — Doc Donovan**  
The Marshall Tucker Band  
Scarlet Rivera  
Stanky Brown  
Pure Prairie League  
Randy Bachman  
Morning Star  
Seals and Crofts  
Duke Jupiter  
The Alpha Band  
Roy Buchanan  
REO Speedwagon (45)  
Jimmy Buffett (45)  
Todd Rundgren (45)  
**WBLM-FM — MAINE — Jose Diaz**  
The Marshall Tucker Band  
Alvin Lee  
Seals and Crofts  
The Amazing Rhythm Aces  
Ian Dury  
**WPLR-FM — NEW HAVEN — Ed Michaelson**  
Roy Buchanan  
The Marshall Tucker Band  
Maria Muldaur  
Alvin Lee  
Mac McAnally  
Stanky Brown  
Henry Gross  
David Johansen  
Nantucket  
Toby Beau (45)  
**KRST-FM — ALBUQUERQUE — Bill Stambaugh**  
The Isley Brothers  
Seals and Crofts  
Alvin Lee  
The Ian Thomas Band  
**WAAL-FM — BINGHAMPTON — Fred Horton**  
REO Speedwagon  
Ringo Starr  
38 Special  
Pure Prairie League  
The Climax Blues Band



**WELCH IN LANSING** — Capitol recording artist Bob Welch played in East Lansing, Michigan recently at the Lansing Civic Center. Pictured (l-r) after the show are: Bruce Mansfield, territory manager, Detroit; Jack Reynolds, district manager, Detroit; Welch; Craig Lambert, promotion manager, Detroit; Dave Lange, WILS-FM/Lansing program director; and Bob Coy and Jeff Johnson, customer service representatives, Detroit.







# REGIONAL ALBUM ACTION

## Northeast

1. GENESIS
2. JOHNNY MATHIS
3. JETHRO TULL
4. ISLEY BROTHERS
5. CARLY SIMON
6. ELVIS COSTELLO
7. HEART
8. THE BAND
9. VILLAGE PEOPLE
10. HEATWAVE

## Baltimore Washington

1. ISLEY BROTHERS
2. JOHNNY MATHIS
3. O'JAYS
4. HEATWAVE
5. HEART
6. CARLY SIMON
7. PATTI SMITH GROUP
8. GENESIS
9. JETHRO TULL
10. "FM"

## Southeast

1. ISLEY BROTHERS
2. HEART
3. JOHNNY MATHIS
4. HEATWAVE
5. JETHRO TULL
6. CARLY SIMON
7. O'JAYS
8. REO SPEEDWAGON
9. "FM"
10. GENESIS

## South Central

1. ISLEY BROTHERS
2. HEART
3. HEATWAVE
4. "FM"
5. THE BAND
6. JOHNNY MATHIS
7. JETHRO TULL
8. CARLY SIMON
9. TODD RUNDGREN
10. O'JAYS

## Midwest

1. ISLEY BROTHERS
2. "FM"
3. GENESIS
4. HEART
5. HEATWAVE
6. JETHRO TULL
7. O'JAYS
8. JOHNNY MATHIS
9. REO SPEEDWAGON
10. CARLY SIMON

## West/ Northwest

1. CARLY SIMON
2. THE BAND
3. HEART
4. "FM"
5. ELVIS COSTELLO
6. ISLEY BROTHERS
7. JOHNNY MATHIS
8. HEATWAVE
9. GENESIS
10. PATTI SMITH GROUP

## Denver/ Phoenix

1. HEART
2. ISLEY BROTHERS
3. "FM"
4. JETHRO TULL
5. THE BAND
6. HEATWAVE
7. CARLY SIMON
8. JOHNNY MATHIS
9. REO SPEEDWAGON
10. ELVIS COSTELLO

## North Central

1. WINGS
2. JIMMY BUFFETT
3. HEART
4. JETHRO TULL
5. ATLANTA RHYTHM SECTION
6. ISLEY BROTHERS
7. GENESIS
8. HEATWAVE
9. CARLY SIMON
10. JOHNNY MATHIS

## National Breakouts

- |                   |                       |
|-------------------|-----------------------|
| 1. ISLEY BROTHERS | 9. THE BAND           |
| 2. HEART          | 10. O'JAYS            |
| 3. JOHNNY MATHIS  | 11. ELVIS COSTELLO    |
| 4. HEATWAVE       | 12. TODD RUNDGREN     |
| 5. JETHRO TULL    | 13. REO SPEEDWAGON    |
| 6. CARLY SIMON    | 14. PATTI SMITH GROUP |
| 7. GENESIS        | 15. VILLAGE PEOPLE    |
| 8. "FM"           |                       |

## TOP TEN ACCOUNT REPORTS

<b>Record Bar — National</b> 1. "SATURDAY NIGHT FEVER" 2. ISLEY BROTHERS 3. JACKSON BROWNE 4. HEATWAVE 5. ATLANTA RHYTHM SECTION 6. WINGS 7. O'JAYS 8. BILLY JOEL 9. JIMMY BUFFETT 10. ERIC CLAPTON	<b>Aura Sound — Memphis</b> 1. TODD RUNDGREN 2. WARREN ZEVON 3. CHUCK MANGIONE 4. "SATURDAY NIGHT FEVER" 5. STEELY DAN 6. AL DIMEOLA 7. LITTLE FEAT 8. ISLEY BROTHERS 9. PATTI SMITH GROUP 10. JACKSON BROWNE	<b>Camelot — National</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. ISLEY BROTHERS 4. REO SPEEDWAGON 5. JIMMY BUFFETT 6. KANSAS 7. JOURNEY 8. BARRY MANILOW 9. BILLY JOEL 10. O'JAYS	<b>Korvettes — National</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. BARRY MANILOW 4. JACKSON BROWNE 5. JEFFERSON STARSHIP 6. BILLY JOEL 7. ERIC CLAPTON 8. JIMMY BUFFETT 9. ISLEY BROTHERS 10. STEELY DAN	<b>Sam Goody — Philadelphia</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. HEATWAVE 4. ISLEY BROTHERS 5. VILLAGE PEOPLE 6. ERIC CLAPTON 7. KANSAS 8. GENESIS 9. STYX 10. JEFFERSON STARSHIP
<b>Discount Records — St. Louis</b> 1. "SATURDAY NIGHT FEVER" 2. ERIC CLAPTON 3. WINGS 4. BARRY MANILOW 5. KANSAS 6. JOURNEY 7. "FM" 8. BILLY JOEL 9. JEFFERSON STARSHIP 10. JIMMY BUFFETT	<b>Richman Bros. — Philadelphia</b> 1. HEATWAVE 2. O'JAYS 3. ISLEY BROTHERS 4. "SATURDAY NIGHT FEVER" 5. BARRY MANILOW 6. BILLY JOEL 7. KANSAS 8. ERIC CLAPTON 9. QUEEN 10. WINGS	<b>Radio Drs. — Milwaukee</b> 1. CHUCK MANGIONE 2. JACKSON BROWNE 3. "SATURDAY NIGHT FEVER" 4. PURE PRAIRIE LEAGUE 5. ISLEY BROTHERS 6. "FM" 7. HEATWAVE 8. BILLY JOEL 9. DRAMATICS 10. CAMEO	<b>Licorice Pizza — Los Angeles</b> 1. "SATURDAY NIGHT FEVER" 2. JETHRO TULL 3. WINGS 4. "FM" 5. THE BAND 6. KANSAS 7. STYX 8. GEORGE BENSON 9. ELVIS COSTELLO 10. STEELY DAN	<b>Western Merch — Amarillo</b> 1. "SATURDAY NIGHT FEVER" 2. ERIC CLAPTON 3. ANDY GIBB 4. ISLEY BROTHERS 5. JIMMY BUFFETT 6. JEFFERSON STARSHIP 7. WINGS 8. BEE GEES — LIVE 9. KENNY ROGERS 10. "FM"
<b>Harvard Coop — Boston</b> 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. CARLY SIMON 4. ELVIS COSTELLO 5. PATTI SMITH GROUP 6. CHUCK MANGIONE 7. GEORGE BENSON 8. WARREN ZEVON 9. JACKSON BROWNE 10. KANSAS	<b>Record Factory — S.F.</b> 1. "SATURDAY NIGHT FEVER" 2. JOURNEY 3. KANSAS 4. GEORGE BENSON 5. JACKSON BROWNE 6. STEELY DAN 7. JEFFERSON STARSHIP 8. CHUCK MANGIONE 9. ERIC CLAPTON 10. NATALIE COLE	<b>Disco Mat — New York</b> 1. "SATURDAY NIGHT FEVER" 2. EARTH, WIND & FIRE 3. O'JAYS 4. ISLEY BROTHERS 5. HEATWAVE 6. JOHNNY MATHIS 7. "THANK GOD IT'S FRIDAY" 8. PEABO BRYSON 9. SUN 10. MAZE	<b>Flo's — Pittsburgh</b> 1. WARREN ZEVON 2. JACKSON BROWNE 3. STEELY DAN 4. ERIC CLAPTON 5. BILLY JOEL 6. EDDIE MONEY 7. LITTLE FEAT 8. CRACK THE SKY 9. ATLANTA RHYTHM SECTION 10. GENESIS	<b>Tower — Seattle</b> 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. CHUCK MANGIONE 4. GEORGE BENSON 5. JACKSON BROWNE 6. WARREN ZEVON 7. HEART 8. BARRY MANILOW 9. JIMMY BUFFETT 10. ERIC CLAPTON
<b>Siebert's — Little Rock</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. ERIC CLAPTON 4. JEFFERSON STARSHIP 5. BARRY MANILOW 6. QUEEN 7. ATLANTA RHYTHM SECTION 8. BILLY JOEL 9. STYX 10. JACKSON BROWNE	<b>Specs — Miami</b> 1. ERIC CLAPTON 2. JIMMY BUFFETT 3. "SATURDAY NIGHT FEVER" 4. BARRY MANILOW 5. WARREN ZEVON 6. GORDON LIGHTFOOT 7. JEFFERSON STARSHIP 8. STEELY DAN 9. JETHRO TULL 10. BILLY JOEL	<b>Mid America — Chicago</b> 1. ISLEY BROTHERS 2. HEATWAVE 3. BOOTSYS RUBBER BAND 4. PARLIAMENT 5. LINDA CLIFFORD 6. O'JAYS 7. ROY AYERS 8. "SATURDAY NIGHT FEVER" 9. PEABO BRYSON 10. JOHNNY MATHIS	<b>Music Millenium — Portland</b> 1. JIMMY BUFFETT 2. PLEASURE 3. ATLANTA RHYTHM SECTION 4. STEELY DAN 5. "SATURDAY NIGHT FEVER" 6. ISLEY BROTHERS 7. ERIC CLAPTON 8. TODD RUNDGREN 9. JEFFERSON STARSHIP 10. ELVIS COSTELLO	<b>Harmony House — N.J.</b> 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. BARRY MANILOW 4. MEAT LOAF 5. ERIC CLAPTON 6. KANSAS 7. JACKSON BROWNE 8. WINGS 9. WARREN ZEVON 10. CHUCK MANGIONE
<b>Sam Goody — New York</b> 1. "SATURDAY NIGHT FEVER" 2. ERIC CLAPTON 3. BILLY JOEL 4. WINGS 5. GEORGE BENSON 6. KANSAS 7. JEFFERSON STARSHIP 8. JACKSON BROWNE 9. STEELY DAN 10. WARREN ZEVON	<b>Disc Records — Cleveland</b> 1. "SATURDAY NIGHT FEVER" 2. JACKSON BROWNE 3. VAN HALEN 4. WINGS 5. BILLY JOEL 6. ERIC CLAPTON 7. GENESIS 8. ISLEY BROTHERS 9. CHUCK MANGIONE 10. JOURNEY	<b>Disc — Texas</b> 1. "SATURDAY NIGHT FEVER" 2. VAN HALEN 3. ISLEY BROTHERS 4. WINGS 5. JACKSON BROWNE 6. JOURNEY 7. HEATWAVE 8. JIMMY BUFFETT 9. O'JAYS 10. HEART	<b>Inner Sanctum — Austin</b> 1. PATTI SMITH GROUP 2. VAN HALEN 3. AL DIMEOLA 4. TODD RUNDGREN 5. JOURNEY 6. LDU REED 7. "ROCKY HORROR PICTURE SHOW" 8. MARCIA BALL 9. VAN HALEN 10. THE BAND	<b>Disc — Chicago</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. JEFFERSON STARSHIP 4. JACKSON BROWNE 5. ERIC CLAPTON 6. STEELY DAN 7. WARREN ZEVON 8. JOURNEY 9. VAN HALEN 10. BOOTSYS RUBBER BAND
<b>Wherehouse — Los Angeles</b> 1. "SATURDAY NIGHT FEVER" 2. WINGS 3. BARRY MANILOW 4. ERIC CLAPTON 5. BILLY JOEL 6. STEELY DAN 7. KANSAS 8. GEORGE BENSON 9. JEFFERSON STARSHIP 10. TED NUGENT	<b>Harmony Hut — Washington</b> 1. "SATURDAY NIGHT FEVER" 2. ISLEY BROTHERS 3. MATHIS/WILLIAMS 4. WARREN ZEVON 5. FLACK/HATHAWAY 6. CARLY SIMON 7. PARLIAMENT 8. PETER BROWN 9. JEFFERSON STARSHIP 10. O'JAYS	<b>Odyssey — Santa Cruz</b> 1. "SATURDAY NIGHT FEVER" 2. JACKSON BROWNE 3. ERIC CLAPTON 4. HEART 5. VAN HALEN 6. STYX 7. LITTLE FEAT 8. WARREN ZEVON 9. THE BAND 10. WINGS	<b>Oz — Atlanta</b> 1. GEORGE BENSON 2. "SATURDAY NIGHT FEVER" 3. JIMMY BUFFETT 4. ATLANTA RHYTHM SECTION 5. WINGS 6. ISLEY BROTHERS 7. BILLY JOEL 8. RUFUS 9. MAZE 10. NATALIE COLE	<b>Tape City — New Orleans</b> 1. ISLEY BROTHERS 2. "SATURDAY NIGHT FEVER" 3. O'JAYS 4. DONNA SUMMER 5. HEATWAVE 6. EARTH, WIND & FIRE 7. STEELY DAN 8. WINGS 9. VILLAGE PEOPLE 10. LOU RAWLS

# JAZZ

## ON JAZZ

Cedar Walton begins work on his first Columbia LP shortly. Featured on the date will be tenorman **Bob Berg** and trombonist **Steve Turre**. The album is being recorded at Electric Lady in New York.

**Sonny Stitt** back in New York and recording for Progressive with **Sadik Hakim** and **Buster Williams**. The next Progressive release is due to hit the street shortly. New albums will feature the **Derek Smith Trio** and the **Chuck Wayne Trio and Quartet**.

Duets are the rule for the latest pair of releases on Improvising Artists. First up is a trumpet/percussion duet with **Lester Bowie** and **Phillip Wilson**, while the album "Reeds 'N Vibes" features **Marion Brown** and **Gunter Hampel**.

The Jazz Emporium at Beefsteak Charlie's (Fifth Avenue and 12th Street in New York) has a very heavy Wednesday-through-Saturday lineup in the coming weeks. **Ted Curson**, **John Scofield**, **Steve Kuhn** and **Hal Galper** will be in residence in the coming weeks.

Inner City continues to lead the world in the amount of jazz they release. The latest bunch of three LPs consists of a set by **Zbigniew Namysłowski** playing his own tunes (produced by **Michael Urbaniak**); "Secrets From The Sun" by fine singer **Joe Lee Wilson**; and "First Date" by **Steve Wolfe** and **Nancy King**, with an all-star rhythm section that includes **Ray Brown**, **Frank Strazzeri** and **Nick Ceroli**.

**Ronnie Foster** will sing on his Columbia debut LP, which might be described as a rhythm-only affair. **Stevie Wonder** plays drums on some tracks.



**BRIDGEWATER TOUR** — Elektra/Asylum's Dee Dee Bridgewater (l) opened for Grover Washington (r) in Hartford recently while on tour in support of her "Just Family" LP.

French CBS, in contrast to their U.S. counterpart, is preparing a complete chronological study of **Count Basie** from 1939 to 1951, which will include all known alternate takes by the band.

bob porter

### Jazz Book Review

**Jazz Records (1897-1942)** by Brian Rust; Arlington House; 2 Volumes, 1996 pp; hardbound. \$60 the set.

The sale of United Artists Records has been one of the major industry stories of the past few weeks. When a sale such as this is consummated, it should be assumed that both buyer and seller know precisely what is changing hands. In this case, and in most transactions of this magnitude, *neither* party knows everything involved. If this sounds strange, consider the fact that a schedule of masters in this purchase would run to the tons of thousands!

When labels change hands, master books and artist files become very important. But when masters are sold for the fourth or fifth time (as is the case for at least a portion of the UA catalog) and the individual expertise of former employees is no longer at hand, how does one *really* know all there is? Sooner or later the new owners will need the help of someone who knows something about discography.

Brian Rust is probably the best known discographer today of pre-World War II records. The new edition of his "Jazz Records" is his fourth and the first by an American publisher. The work lists all known commercial recordings during the period by each artist in alphabetical order. Included are matrix numbers, recording dates, and orchestra personnel. There is an artist index and, for the first time, a song index. The indices are especially valuable.

In terms of issue numbers, Rust generally ignores the long-playing record. The only LPs mentioned in this vast text are those which present the performance for the first time. Otherwise, the issue numbers are 78 rpm. This, of course, is a major drawback and renders it almost useless to the casual fan. In addition, Rust, seemingly, has no interest in the LP reissue boom of the '70s.

There is a considerable overlap with Rust's "American Dance Band Discography" (Arlington). The present work could have been substantially reduced in size (and price) without the needless repetition of certain artists.

## TOP 40 ALBUMS

	Weeks On Chart	4/29		Weeks On Chart	4/29
1	14	1	22	12	18
2	27	2	23	9	11
3	6	4	24	5	21
4	13	3	25	6	24
5	10	5	26	12	26
6	13	7	27	1	—
7	3	16	28	14	27
8	13	6	29	8	30
9	6	12	30	33	32
10	4	14	31	1	—
11	10	10	32	13	31
12	24	13	33	2	36
13	4	15	34	7	34
14	2	20	35	2	36
15	11	9	36	9	17
16	9	8	37	29	33
17	9	17	38	1	—
18	6	22	39	22	40
19	3	25	40	23	5
20	22	19			
21	5	23			

## JAZZ ALBUM PICKS

**BOB-BE** — Keith Jarrett — ABC IA-9334 — Producer: Esmond Edwards — List: 7.98

On his latest LP Jarrett proves his quartet is the perfect vehicle for the acoustic purist's expression as an improvisational player as well as a composer. Jarrett's melody-faced jazz flights are given more breadth and structure by Ornette Coleman group veterans Dewey Redman on sax and Charlie Hayden on bass, as well as ex-Bill Evans sideman Paul Motian on drums. "Mushi Mushi" is the quartet at its best while "Blackberry Winter" places the emphasis on Jarrett's mellow piano work.



**BOOGIE TO THE TOP** — Idris Muhammad — Kudu KU-38 — Producers: David Matthews and Tony Sarafino — List: 7.98

Veteran drummer Idris Muhammad has followed his latest successful effort "Turn This Mutha Out" with another jazz gem. "One With A Star" showcases Idris' fine drumming skills with some saucy Brazilian rhythms, while flautist Jeremy Steig is outstanding on the heavy jam-laden title cut. Possibly Idris' most accessible album yet, look for this one to quickly "boogie to the top" of jazz and R&B formats.

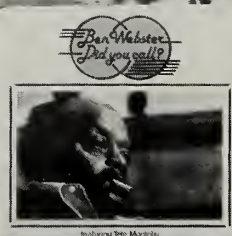
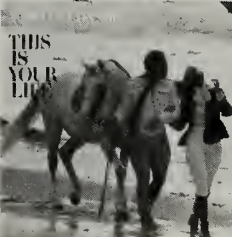


**LOVEMAKER** — Lowell Fulson — Big Town 1008 — List: 6.98

Fulson is a major guitar stylist and one of the most powerful singers in the blues idiom. This is his first LP in a couple of years and contains eight new songs. The best of these is "Get The Cash And Let The Credit Go," which has strong airplay potential. No frills or fancy stuff here. Blues fans will be overjoyed.

**THIS IS YOUR LIFE** — Norman Connors — Arista AB 4177 — Producer: Norman Connors — List: 7.98

Connors is a gifted percussionist whose roots are in the jazz vein but who also has created a pop following as a result of his recent success, "You Are My Starship." This LP is a neatly-arranged package of classy jazz and pop tunes. Connors gets help on this album from mentor Pharoah Sanders, Gary Bartz, Lee Ritenour, Wah Wah Watson and Jean Carn. Featured vocalist Eleanor Wills and Connors also work well together on "You Make Me Feel Brand New" and "The Creator."



**DID YOU CALL** — Ben Webster — Nessa 8 — List: 7.98

This was one of Webster's last recordings (Spain, November 1972), and is representative of his European period. That means more ballads and generally less fire than one might customarily expect. Yet there is a relaxation to his playing that translates across the years. Rhythm accompaniment including the marvelous Tete Montoliu on piano. Warm, mature stylings from one of the jazz giants.



**LAST SESSIONS VOL. 2** — Elmo Hope — Inner City 1037 — Producer: Herb Abramson — List: 7.98

If anything, this is more impressive than the first volume of these newly discovered 1966 sides. The three standards and three originals here are all stretched out to maximum effect. The presence of Philly Joe Jones on four titles is a big help. Another fine example of Hope's piano.





# “Chain” reaction.


When Johnny sings Waylon, word gets around.  
 “There Ain’t No Good Chain Gang.”<sup>†</sup> The new Johnny Cash single,  
 from the album “I Would Like to See You Again.”<sup>†\*</sup>  
 On Columbia Records. KC 35313

**JOHNNY CASH**  
**I WOULD LIKE TO SEE**  
**YOU AGAIN**

including:  
 I Would Like To See You Again  
 There Ain't No Good Chain Gang  
 I Don't Think I Could Take You Back Again  
 I Wish I Was Crazy Again/I'm Alright Now



<sup>†</sup>Produced by Johnny Cash and Waylon Jennings, <sup>†\*</sup>Produced by Larry Butler. \*Also available on tape.

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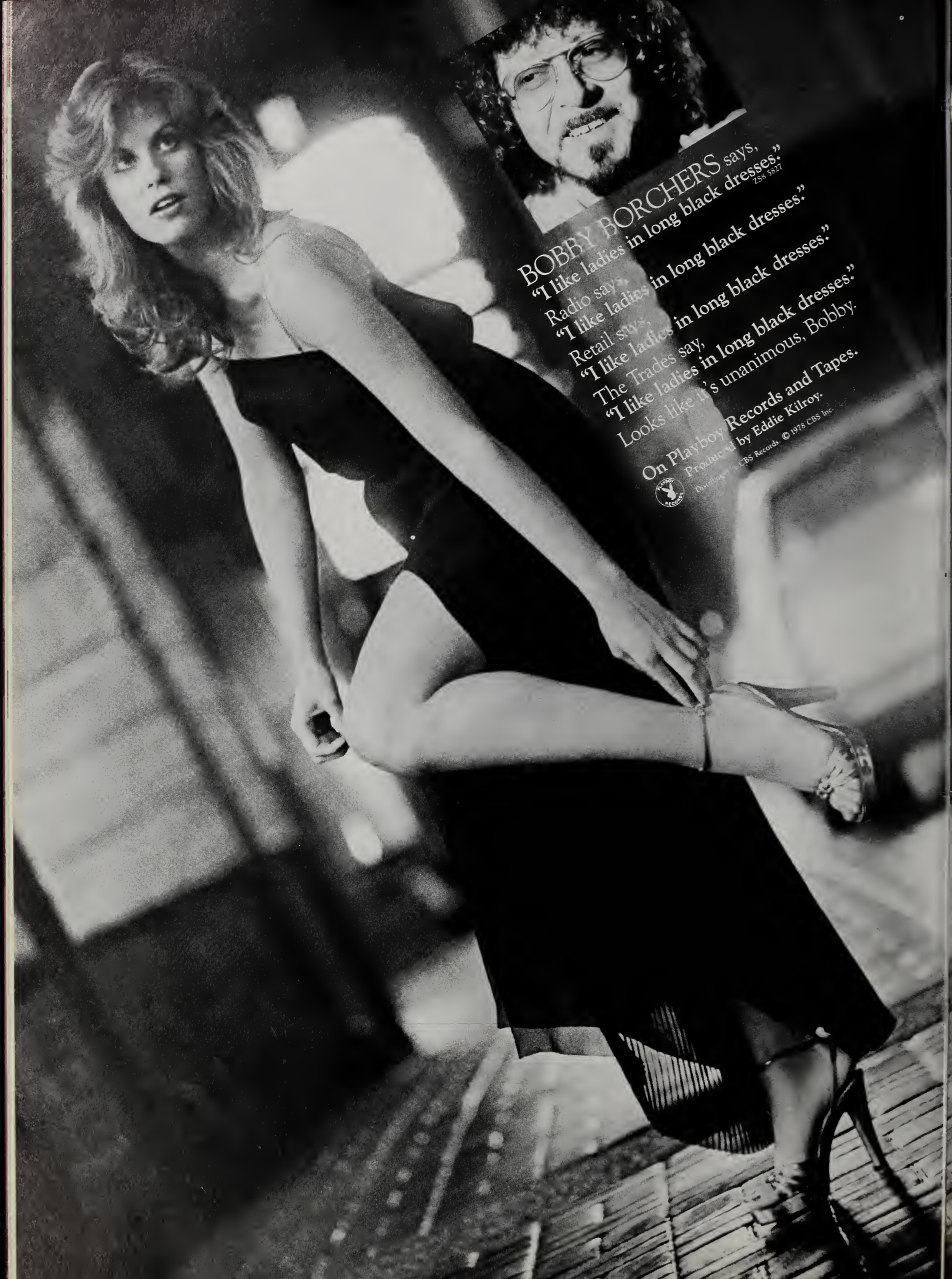
# CASH BOX TOP 100 COUNTRY

May 6, 1978

Table with 4 columns: Rank, Song Title, Artist, Weeks On Chart. Lists the top 100 country singles for the week of May 6, 1978.

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Table with 4 columns: Song Title, Artist, Publisher/Licensee, Weeks On Chart. Lists 100 country singles in alphabetical order with their respective publishers and licensees.



**BOBBY BORCHERS** says,  
"I like ladies in long black dresses."  
758 5827

Radio says,  
"I like ladies in long black dresses."

Retail says,  
"I like ladies in long black dresses."

The Trades say,  
"I like ladies in long black dresses."

Looks like it's unanimous, Bobby.

On Playboy Records and Tapes.  
Produced by Eddie Kilroy.



Distributed by CBS Records. © 1978 CBS Inc.

# 45 / REVIEWS / LP

**MEL TILLIS** (MCA MCA-40900)

**I Believe In You** (2:25) (Sabal Music Inc. — ASCAP/Sawgrass Music Pub. — BMI) (Buddy Cannon/Gene Dunlap)

This song with an adult contemporary sound shows another side of Tillis. A pretty sound with plenty of strings and wind instruments, produced by Jimmy Bowden.

**JOHNNY RUSSELL** (Polydor PD 14475)

**You'll Be Back (Every Night In My Dreams)** (2:44) (Maplehill Music/Vogue Music/Sunflower Country Songs — BMI) (Wayland Holyfield/Johnny Russell)

The big man joins Polydor and his first release has that Russell style throughout. Producer Vienneau works with Johnny as if they had worked together for years, and the easy-to-follow lyrics enhance the possibilities.

**DON KING** (Con Brio CBK 133)

**Don't Make No Promises (You Can't Keep)** (3:05) (Wiljex Pub. — ASCAP) (Don King/Dave Woodward)

Country radio listeners simply seem to like Don King's music and should thoroughly enjoy this upbeat tune. As usual, Bill Walker has added his personal touch in producing this single.

**RED SOVINE** (Gusto SD 188)

**The Days Of Me And You** (2:36) (Power Play Music — BMI) (Charlie Craig)

A perfect example of an older, established country artist who is willing to change with the times. Red and producer Tommy Hill have come up with a good commercial sound which should be easily accepted at country radio.

## Singles To Watch

**BARBARA FAIRCHILD** (Columbia 3-10607)

**The Other Side Of The Morning** (1:59) (Sawgrass Music Publ. — BMI) (P. Tillis/S.O. Brian)

**JACKY WARD & REBA McENTIRE** (Mercury 55026)

**Three Sheets In The Wind** (2:45) (Jidobi Music Inc. — BMI) (Sharon Thompson/Randall L. Thompson)

**BILL "CRASH" CRADDOCK** (Capitol P-4575)

**I've Been Too Long Lonely Baby** (2:04) (Pik A Hit Music — BMI) (John Adrian)

**VERN GOSDIN** (Elektra E-45483)

**Never My Love** (2:51) (Warner Tamerlane Publ. — BMI) (Don and Dick Addis)

**ERNIE PAYNE** (MC MC 5009F)

**Neon Riders And Sawdust Gliders** (3:04) (Starship Music — ASCAP/ATV Music — BMI) (J.C. Cunningham/S. Stone)

**LaCOSTA** (Capitol P-4577)

**#1 With A Heartache** (3:00) (Neil Sedaka Music — BMI) (N. Sedaka/H. Greenfield)

**JIMMIE PETERS** (Mercury 55025)

**I Will Always Love You** (3:07) (Owens Music Pub. — BMI) (Dolly Parton)

**LITTLE ROY LEWIS** (Canaan CAS-242)

**Jubilee Chimes** (2:16) (Canaanland Music — BMI) (Lewis)

**BILLY STACK** (Caprice CA 2048)

**Boogiewoogie** (2:10) (Sound Corp. Music — ASCAP) (Joe Hunter/Roger J. LeBlanc)

**THE LeGARDES** (Raindrop USD 012)

**True Love** (2:26) (Bunton Hill Music — ASCAP) (Cole Porter)

**JAMES PASTELL** (Paula 427)

**Warm, Warm, Warm** (2:45) (Rodeo Cowboy Music — BMI) (Larry Cheshier/Murry Kellum)

## Superior Record Distributing Corp. Opens For Business In Nashville

NASHVILLE — Superior Record Distributing Corp., an independent promotion and distribution company, has been formed by Howard A. Knight and Jerry Hayes.

Knight, a veteran of the music business here, said extensive planning and research was conducted before Superior Distributing opened its doors.

"We examined every detail in promotion and distribution and made critical studies of the areas which needed improvement before we put our business into operation," Knight said. "We are interested in building

good labels for our clients, and we do this by making each record chart."

Hayes will be in charge of promotion while Knight will oversee record distribution. MPB Records, a new record label formed here by a group of San Francisco real estate investors, has signed the first exclusive contract with Superior.

Superior has hired four regional promotion and distribution men. Jay Collier will work the southwest; David Heavener, north-central; Bryce Risser, midwest, and Peter Ward, southeast.



**WILLIE NELSON — Stardust — CBS JC-35305 — Producer: Booker T. Jones — List: 7.98**

Willie Nelson comes close, real close, to matching Frank Sinatra's flawless interpretation of a lyric. Willie just keeps getting better and more creative. He has gone back and dusted off 10 true musical classics and given them a brand new polish. These are songs for singers, and Nelson draws the full measure of juice from each word or phrase. There's "Stardust," "Georgia On My Mind" and "All Of Me." Possibly, this is the best album Willie has ever recorded.



**RANDY GURLEY — Let Me Be The One — ABC AB-1067 — Producers: Harold Bradley and Jim Foglesong — List: 6.98**

Randy Gurley is one of the brightest new talents to emerge in a great while. And her debut ABC album bursts with smooth professionalism. One of the most striking qualities on this LP is the consistency of material. All the songs are good, and Randy eases in and out of country and pop with a silky grace. The title song is a standout, and so are J.D. Souther's "Faithless Love" and Steve Young's "Old Memories Mean Nothing To Me." This should be the first in a long line of Gurley albums.



**JIM ED BROWN AND HELEN CORNELIUS — I'll Never Be Free — RCA APL1-2781 — Producer: Bob Ferguson — List: 6.98**

Jim Ed Brown and Helen Cornelius lend their smooth harmonies to 10 songs of love on this new release. This is good fireside music, and it beats television. Jim Ed and Helen switch from mild, up-tempo music to soft ballads with a professional ease, and the production surrounds the duo with a mellow warmth. The timing is right with the title song moving up the charts, and "Do You Wanna Make Love" and "Beautiful Times In Between" round out this LP.



**CONNIE SMITH — New Horizons — Monument MG-7624 — Producer: Ray Baker — List: 6.98**

This is Connie Smith's first album in a while, and she is moving subtly into the area of pop music. With songs such as "You Light Up My Life" and James Taylor's "Your Smiling Face," Connie is turning towards a more sophisticated vocal style. And she is having no trouble making the adjustment. Production here is smooth and light. "I Just Want To Be Your Everything" and "The Wayward Wind" are also included in this album which shoots some vitality back into Connie's career.



**JACK CLEMENT — All I Want To Do In Life — Elektra/Asylum 6E-122 — Producers: Jack Clement and Jim Mallowy — List: 7.98**

Jack Clement has been successful as a publisher, songwriter, producer and studio owner. Over the past 20 years, he has produced such artists as Jerry Lee Lewis, Johnny Cash and Waylon Jennings. Now he has recorded his own album, and it is a smooth, well-conceived record. Clement sings in an earthy, warm voice which captures the full flavor of this folk-country album. Pay attention to "When I Dream," "Roving Gambler" and "We Must Believe In Music."

## King Gets New Harlan Howard Post

NASHVILLE — Carole King, who was previously employed as administrative assistant at House Of Gold Music, has been named professional manager of Ol' Harlan Music and Harlan Howard Songs.

King is an active partner in the newly-formed Ol' Harlan Music operation and has full responsibility for the administration of that company's catalog, in addition to administering all foreign rights of Tree/Harlan Howard Songs (formerly Wilderness Music

Co.).

As a result of this recent reorganization, Harlan Howard is now writing exclusively for Ol' Harlan Music, and the firm is currently in the process of building its catalog in both the pop and country fields.

### Address

Both publishing companies are located in Nashville at 59 Music Square West, where King has officially assumed her new post.



**NASHVILLE IN WASHINGTON** — Country artists, Country Music Association members and Nashville dignitaries gathered at the White House April 17 for an evening of country music performed by MCA's Loretta Lynn and Conway Twitty and RCA's Tom T. Hall. Pictured above left are (l-r): Jim Sasser, Democratic Senator from Tennessee; Twitty; President Jimmy Carter; Lynn; Hall; ASCAP president Stanley Adams; and First Lady Rosalynn Carter. In the center photo, the President seems at ease as he introduces Capitol recording

artist James Talley (l). Pictured above right are attendees at the CMA luncheon which followed the previous night's White House reception. Shown at the meeting are (l-r): Tom Wilson, president of Wilson, Frank and Associates of San Diego; Frances Preston, BMI Nashville vice president; Bill Lowery, president of Atlanta's Lowery Group; Mrs. Lowery; and Norro Wilson, Warner Bros' Nashville A&R director. The White House reception was the CMA's first in its 20-year history.

# COUNTRY

## The Country Column

A nominee for new male vocalist of the year, Elektra's **Eddie Rabbitt** performed "You Don't Love Me Anymore" at the Academy of Country Entertainers awards show, April 27. Rabbitt was further honored in his home state when Governor Brendan Byrne declared April 30 as Eddie Rabbitt Day in New Jersey. WHN added to the festivities by broadcasting his afternoon performance live. In addition, Rabbitt has taped segments of the "Dinah!" show and "Midnight Special" to be aired this summer. Plans are now being finalized for his appearance at the Big Nashville Three-Day Music Festival to be held July 2-4 in Fairview, TN.

Janus/GRT played host to a private dinner party for Scorpion recording artist **Ronnie McDowell** April 21. The party, attended by 115, was held immediately prior to the opening show of his two-day engagement at the Palomino Club in L.A.



Eddie Rabbitt

The **Statler Brothers** announced that **Johnny Rodriguez** will be their special guest at the 9th Annual Happy Birthday U.S.A. Celebration to be held in their hometown of Staunton, VA. Earlier this year, the Statlers performed at the Johnny Rodriguez Life Enrichment Cerebral Palsy Telethon in Corpus Christi, TX. Both record for the Mercury label.

Tennessee's Governor Ray Blanton named April 27 **Ronnie Prophet** Day in the state. The RCA artist is this year's winner of Canada's Juno Award for Country Male Vocalist of the Year.

Reports from Northern Ireland indicate that **Marljohn Wilkin's** composition, "One Day At A Time," remains in the #1 position on the gospel charts in that country. The gospel singer/songwriter also has four cuts on a forthcoming album by Irish recording personality **Ben Forde**.

Houston's **Allen Landen** recently recorded in RCA's Studio B for the local Fish Hook label. Landen is a regular at the Carousel Club in Houston.

If the first week's ratings are any indication, **Mel Tillis** and **Susan Anton** may have a summer replacement show. ABC network purchased the 30-minute variety show to run as a pilot for four weeks. "Mel and Susan Together" was filmed in Orem, UT at the Osmond Studios with **Donnie** and **Marie Osmond** producing. The final show of the pilot series will air May 13.

The Dorothy Spires Agency, a booking agency which will concentrate on booking country and gospel acts, has just opened its offices in the UA Tower, 50 Music Square West, Nashville, TN. **Dorothy Spires** has signed booking contracts on MPB Records' **Phyllis Burk** and **Lori Malone**, who records for the Door Knob label. The new telephone number is (615) 327-3134.

Earthrider artist **Bill Nash** is currently appearing at Sonny Look's Depot in downtown Houston until May 13. The appearance will be followed by a two-week stint at the town's Almanac Club/Ramada Inn West, May 15-June 3. Nash's new single, "I Love You," has just been released.

There is absolutely no truth to the rumor that **Jerry Clower** is tossing his hat into the ring for a Mississippi senate seat. **Tandy Rice**, president of Top Billing, reports that the rumor was based on a Mississippi editorial citing Clower as one of the two most influential persons in the state. Meanwhile, Clower recently delivered the Sunday sermon to the 20,000 member congregation of the First Baptist Church of Dallas, where he was warmly received.

Soundshop, Inc., a music and jingle production center here, is in the process of expanding the capabilities of its original Studio "A" with the addition of an MCI 532 control board, which offers an automatic mixing computer. In addition, the studio will be outfitted with a new monitor system which was custom designed by Audio Consultants. According to **Craig Deltschmann**, president of the Soundshop, the project is expected to be completed May 15.

Monument's **Larry Gatlin** is scheduled to appear with **Steve Martin** at Harrah's in Lake Tahoe the last week in May.

**Charlie Rich** was on hand at the ACE awards April 27 to sing a medley of the five nominated country songs. While in L.A., the United Artists entertainer taped a spot on the "Dinah!" show and was featured in a segment produced by ABC news. The dates for the airing of the shows are yet to be announced.

donna barham



**TOASTING WILLIE** — Columbia Records recently hosted a party for Willie Nelson after his appearance at the Nassau Coliseum to celebrate the start of a four-month tour that will take him to 45 cities. His new album for the label is called "Stardust." Pictured backstage after the performance (l-r) are: **Connie Nelson**; **Willie**; and **Bruce Lundvall**, president of the CBS Records Division.

## Country Veteran Bare Signs With Graham Agency

(continued from page 31)

ended up putting him in a different sequence in the production and a lot of little things which affected his appearance on the show. We helped him get more time with the orchestra so he could be more comfortable, and we helped him get better lighting. And the people involved with the show didn't mind. Basically, he did what he always does. But we just helped with some of these details. It amazed me that so many country stars came down there to tape and had no one to help them with some of the problems with TV."

Clainos, who comes here on business every few weeks, also said his company looks at Nashville like any other music center. But he added the relaxed atmosphere here makes work easier.

"We look at Nashville like we look at Los Angeles, New York or New Orleans," Clainos said. "The density of music is what we are concerned with. Where there is good music, we would like to go. However, it is a pleasure working here because there is time to get things done. People take time to work with you. And in our mind, there is no difference in dealing with the CBS office in Nashville than there is in New York. It's small, but it is a top quality, efficient organization."

## Music Ed Course Holds Showcase

NASHVILLE — In the interest of music business education, the artist development and booking class of Belmont College held an artist showcase luncheon at the local AFM union hall April 25. Jay Collins, professor at Belmont and local session musician, was on hand to greet guests who included the dean of business at Belmont, students and local music industry personnel.

Featured on the showcase were Nancy Hirty, formerly with Opryland's Showboat Theatre group, Ronnie Johnson, student at Belmont, and Carbaugh Mann, who entertained the audience with his own brand of country music.

The course is designed to allow students to participate in the development of an artist from the signing of his first contract to performing his first showcase. The showcase is the highlight of the semester course.

## NMPA Elects Five To Membership

NASHVILLE — Four local music publishing companies were elected to membership recently by the National Music Publishers' Association (NMPA) board of directors at its meeting held in the First American National Bank boardroom.

Audigram Music, Cookhouse Music, Hat Band Music and Pi-Gem Music Publishing Co. now raise the number of Nashville music publishers in the organization to 22. Total membership to NMPA is 170. Hi-Lo Music, Inc., a Memphis firm, was also elected to membership at the meeting.

Based in New York, the NMPA periodically holds board meetings in music centers around the country such as Nashville and Los Angeles. Among the 12 directors attending the meeting chaired by NMPA president Leonard Feist, were vice president Wesley Rose of Acuff-Rose Music, and Mary Reeves Davis of Tuckahoe Music.

60 years old, the NMPA is a trade association and spokesman for American music publishers. It was active in the 12 years of hearings, debates and testimony before Congress which resulted in the new copyright law.



**WE CARE** — On a recent visit to Charlie Douglas at WWL in New Orleans, Prairie Dust recording artist Dawn Chastain (r), was assured that big stations such as his do care about new country artists. Charlie demonstrates by pointing to the patch on his jacket.

## Wallace Re-Signs With Universal

NASHVILLE — Ron Blackwood, president of Universal Management here, announced recently the re-signing of BMA artist Jerry Wallace to a long-term management and booking agreement.

Wallace was managed and booked by Blackwood for many years and left for a short period of time. According to Wallace, Blackwood was responsible for the good things that have happened in his career. "Blackwood has done more for me than anyone else. It's good to be back home!"

In his lengthy recording career, Wallace has such classics as "Primrose Lane," "In The Misty Moonlight," "To Get To You," "I Miss You Already," "At The End Of The Rainbow" and many more to his credit.

## Vicky Mabe Gets New IRDA Position

NASHVILLE — Vicky Mabe was recently appointed administrator of the newly-formed Album World division of the International Record Distributing Associates.

In her new position Mabe will coordinate acquisition of album product and supervise all facets of production, including pressing of albums at three different plants and overseeing preparation of artwork for jackets. She will also be responsible for coordination of shipping finished album product to IRDA's 26 distributors, and will act as liaison between IRDA's promotion and sales departments and retail outlets throughout the United States.



**REEVES SIGNS WITH BUDDY LEE** — United Artists' Del Reeves has signed for exclusive booking representation with Buddy Lee Attractions, Inc. in Nashville. Pictured at the signing are (l-r): **Buddy Lee**, president of the agency; **Del Reeves**; and **X. Cosse**, Reeves' manager.

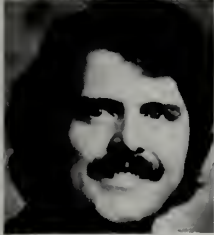
# COUNTRY RADIO

## THE COUNTRY MIKE

**PROMOTIONS AT STORER BROADCASTING** — Several WHN/New York executives have been promoted to executive positions within the Storer Broadcasting chain. WHN VP/GM **Neil Rockoff** has been promoted to vice president of Storer; WHN PD **Ed Solomon** is now national program director of the chain, and **Dale Pond** has been upped to director of creative services for the chain.

The new advertising and promotion coordinator at WMAQ/Chicago is **Rob Chlmeroff**. Chlmeroff was promoted from within the NBC-owned station. He was formerly helping with music research.

**OPERATIONS/MUSIC DIRECTOR PROFILE** — **Tom Allen** is the new OD/MD at Combined Communications-owned WDEE/Detroit. The infamous **Dr. Don Rose** hired Allen for his first gig at WEEC in his hometown of Duluth, Minnesota. In 1963, Allen moved on to WPOP/Hartford; WSPR/Springfield, Mississippi; and WJIL/Lansing. After spending close to a year at each of those stations, Allen traveled to Seattle to work for Kaye-Smith Radio at KJR as a jock. In 1967, Kaye-Smith moved Allen to Cincinnati to work at WUBE. Then from 1967-69, Allen was busy converting WITL/Lansing to a country station. In 1969, Allen went to St. Louis as PD at WIL until 1973, when he went to Dallas, as PD at KBOX. After only a couple of weeks in Detroit, Allen says he plans to make WDEE a much more mass-appeal station by playing as much adult contemporary and MOR-type music as possible.



Tom Allen

KJJJ/Phoenix is involved in sponsoring the First Annual Sammi Smith Scholarship Concert to help benefit the Apache and San Carlos Indian Scholarship funds. Being held at the Gila County Fair Grounds in Globe, Arizona, featured artists will include **Smith, Waylon Jennings, Jessi Colter** and **Johnny Rodriguez**.

The new production director at KCKN/Kansas City is **Lloyd Collins**. Collins comes to Kansas City from KUZZ/Bakersfield. KCKN is now looking for a news director. . . . If you're interested, send tapes and resumes to **Chris Collier**. . . . P.O. Box 1165. . . . Kansas City, KS 66117.

The new country station in Bakersfield is KQEZ. The station is semi-automated and has been on the air since the first of March. **Sandy Sobel** is the music director.

**Jay Roberts** is the new 7-midnight jock at WSUN/St. Petersburg. Roberts was formerly at Crosstown station WQYK. Prior to that, Roberts was associated with WIRK/West Palm Beach. WSUN is owned by the Plough chain.

country mike

## Combined Brings New Staff, Program To Detroit's WDEE

by Tim Williams

DETROIT — More changes at WDEE in Detroit have come to light this week in the wake of new ownership and new management. Last week when the purchase of WDEE by Combined Communications from Globe Broadcasting became final, a new vice president-general manager and a new operations-music director were hired immediately. By this week, no less than five station employees have been replaced, with management officials contemplating more changes, in both personnel and programming philosophies.

Major changes at WDEE have been rumored within the industry for weeks. When the ownership change evolved, Combined Communications hired Bill Johnson to replace John Risher as VP/GM, and Tom Allen to replace Tom Collins as operations-music director. Johnson comes to the station most recently from WKNX-Saginaw, Michigan, where he served as station manager. Allen's last job was at KBOX in Dallas, where he had been PD/MD for almost five years.

After the initial management changes occurred, other station personnel began resigning and/or being asked to leave. According to Johnson, these have all been rather pleasant partings of the ways, and Johnson did not hesitate to add that WDEE's final settlements with a couple of the departing personalities were more than generous.

### Personnel Changes

These are the personnel changes: Morning announcer Deano Day is leaving, to be replaced by Ken Morgan, also from WKNX-Saginaw on May 4. Johnson says that both Day and Morgan will perform the morning duties for about a week before Day leaves, to acquaint Morgan with the market and the audience.

Mid-day announcer Tom Dean has already left the station. His shift is now being handled by former afternoon jock Bob Burchett. The mid-day talk show, Fem Forum, has also been taken off the air, to be

replaced by more music.

The all-night jock, Dan Dixon, has left the station, to be replaced by WDEE's Rosalee. A part-time jock, Rick Church, has also left the station. So here's the current talent lineup: Ken Morgan mornings, Bob Burchett mid-days, Tom Allen afternoons, Jimmy Bare 6-10 p.m., Ron Ferris, who rejoins the station after several years, 10-2 a.m., and Rosalee all nights.

Other changes have occurred in the station's news department, with Frank Gentry stepping down as news director, although Johnson says Gentry might stay on in some other capacity. Jean Spencer has been hired by the station to work in the news department.

The idea behind all these changes, according to Johnson, is to provide a consistent country radio station, with higher ratings. Johnson, who was formerly with several major radio stations including WLS/Chicago, KFVB/Los Angeles, and KLIF/Dallas, says the station has two goals. One is to provide consistency, the other is to upgrade the station's music, entertainment, information, and, of course, ratings.

Johnson says, "We're committed to remain country . . . and at the same time competitive. Several major country stations, including WMAQ/Chicago and WDAF/Kansas City, are enjoying great success in their markets with country music as their base."

## Me & Sam Moves

NASHVILLE — Sam Kirkpatrick, president of Me & Sam Music Productions, has announced the opening of new offices at 2818 Azalea Place. Me & Sam Music (ASCAP), Annexra Music (BMI), Me & Sam Productions and Prairie Dust Records will be administered from this office.

Independent producer Larry Morton will handle A&R and producing for Me & Sam Productions. Singer/songwriter Ann J. Morton has been placed in charge of the publishing companies. Ken Woods has also been appointed national country promotion director.

## MOST ADDED COUNTRY SINGLES

- BABY I'M YOURS — DEBBY BOONE — WARNER BROS.**  
KOYN, WWVA, WL0L, WNRS, WTSO, WDEE, KFTN, KSSS, KYNN, WAXX, WSDS, WSLC.
- THINK I'LL GO SOMEWHERE (AND CRY MYSELF TO SLEEP) — BILLY "CRASH" CRADDOCK — ABC**  
KJJJ, KCUB, KENR, WPNX, WBAM, WWOL, KYNN, WTMT, KKYX, WSLC, WHOO, KFDI.
- I CAN'T WAIT ANY LONGER — BILL ANDERSON — MCA**  
WKDA, WDAF, WUNI, WWVA, WL0L, WPLO, KGA, KVOO, KWMT, KXLR.
- HERE COMES THE REASON I LIVE — RONNIE McDOWELL — SCORPION/GRT**  
WSHO, KOYN, KSON, WVOJ, WMNI, WPLO, KVOO, WHK, KLAKE, WBAP.
- IT JUST WON'T FEEL LIKE CHEATING (WITH YOU) — SAMMI SMITH — ELEKTRA**  
WYDE, KEBC, KOYN, KGBS, KVOO, KRAK, WL0L, WTSO, KRMD, WSLC.
- I'LL BE TRUE TO YOU — OAK RIDGE BOYS — ABC**  
KLAC, WJJD, KENR, KGBS, KERE, WAME, KNEW, WHK, KXLR.
- MAN MADE OF GLASS — ED BRUCE — EPIC**  
KJJJ, KEBC, WPNX, KRAK, KD JW, WAXX, KKYX, WHOO, KFDI.
- SLOW AND EASY — RANDY BARLOW — REPUBLIC**  
WYDE, KCUB, KGBS, WWOL, KFTN, WMAQ, WWOK, KNEW.
- LET ME BE YOUR BABY — CHARLY McCLAIN — EPIC**  
WIL, KGBS, WMNI, WUBE, KGA, KYNN, KWMT, KLAKE.
- SHADY REST — MEL STREET — POLYDOR**  
KWJJ, WVOJ, KERE, KGA, WAXX, KWMT, WIRE, WTMT.

## MOST ACTIVE COUNTRY SINGLES

- PUTTIN' IN OVERTIME AT HOME — CHARLIE RICH — UNITED ARTISTS**  
WYDE 38-32, WDAF 21-13, KOYN ex-38, KLAC 44-34, WJJD ex-27, KGBS 21-14, WUNI ex-25, WPNX 38-32, KIKK 37-32, KRAK 42-33, KWJJ ex-38, KMPS ex-26, KSON 32-25, KENR 37-27, WVOJ 37-25, WWVA 35-30, WBAM 40-30, WMNI 37-27, WTSO 32-16, KRMD 33-25, WWOL 37-32, WPLO ex-26, KFTN 34-25, KKYX ex-38, KERE ex-27, KSSS 27-22, WMAQ 39-28, KGA ex-27, KD JW 43-25, WAME ex-23, KCKN 15-7, KYNN 31-25, KNUZ 40-17, KYNN 33-26, WWOK 29-24, WSDS 30-21, KNEW 36-28, KWMT 26-18, WIRE 42-36.
- NIGHT TIME MAGIC — LARRY GATLIN — MONUMENT**  
WIL 35-26, WKDA 27-17, KJJJ ex-33, KCUB 40-33, WDAF ex-29, WSHO ex-18, KLAC 46-37, KGBS 36-20, WUNI 26-20, KRAK ex-43, KWJJ ex-39, KMPS 30-25, KSON 30-24, KENR ex-39, WVOJ 29-23, WBAM ex-37, WMNI 26-20, WWOL 39-34, WPLO ex-25, KFTN 33-24, KFDI ex-50, WHOO 28-21, WBAP 31-21, KERE ex-29, KSSS ex-26, WMAQ ex-39, KGA ex-28, KD JW 39-32, WAME 23-15, KCKN 24-17, KYNN 32-23, WWOK 26-20, WSDS ex-33, KNEW 40-32, KWMT 35-28, KXOL 35-29, WTMT ex-23, KXLR 35-30, KLAKE 37-30.
- GOTTA QUIT LOOKIN' AT YOU BABY — DAVE & SUGAR — RCA**  
WIL ex-32, WKDA ex-27, KCUB ex-39, KEBC 34-27, WDAF ex-29, WSHO 51-39, KGBS 18-12, WPNX 33-27, KIKK 48-39, KRAK 45-35, KWJJ ex-37, WVOJ 25-16, WBAM 35-29, WL0L 37-28, WNRS 30-25, WWOL 35-30, WPLO 28-22, KFDI 39-33, WHOO 20-9, KKYX ex-37, WMAQ ex-38, KGA ex-26, KD JW 26-16, WAME ex-25, KCKN ex-32, KYNN 29-24, WAXX 37-27, WSDS 39-31, KNEW 38-30, KWMT 29-23, WTMT 26-16, KXLR 37-31, KLAKE 35-29.
- TWO MORE BOTTLES OF WINE — EMMYLOU HARRIS — WARNER BROS.**  
WIL ex-40, KEBC 57-38, KOYN 37-30, KLAC 53-46, KGBS ex-24, WUNI ex-26, WPNX ex-40, KIKK 52-40, KSON 28-23, WVOJ ex-40, WBAM ex-39, WL0L 40-31, WMNI 39-24, WUBE 29-23, KRMD 35-30, WPLO 29-23, KFTN 32-36, WBAP ex-41, KKYX 39-34, KSSS 26-19, WMAQ ex-36, KD JW 34-27, WAME 27-18, KCKN 32-20, KYNN ex-33, WAXX 31-21, WSDS 37-24, KNEW ex-38, KWMT 39-34, WIRE ex-43, KXLR 44-39.



**GOLF TOURNAMENT SET** — The Bill Anderson-Provo Open Golf Tournament will be held May 12-14 at Timpanogos Golf Course in Provo, Utah. Tournament committee members are (l-r): Jack Gammon, Dick Closs, MCA's Bill Anderson, Chris McGuire, Ron Hunter and Dave Crowton.



# RHYTHM AND BLUES

## TOP 75 ALBUMS

	Weeks On 4/29 Chart		Weeks On 4/29 Chart
1	4	37	46
2	4	38	42
3	3	39	48
4	19	40	40
5	14	41	51
6	13	42	41
7	12	43	60
8	22	44	65
9	7	45	47
10	7	46	38
11	19	47	45
12	23	48	56
13	14	49	49
14	19	50	62
15	16	51	—
16	14	52	52
17	24	53	55
18	14	54	59
19	13	55	50
20	22	56	58
21	9	57	57
22	17	58	54
23	11	59	61
24	23	60	53
25	8	61	—
26	13	62	67
27	5	63	27
28	10	64	69
29	8	65	66
30	1	66	70
31	10	67	73
32	31	68	—
33	21	69	44
34	1	70	—
35	5	71	39
36	10	72	72
		73	74
		74	—
		75	71

## CBS Affiliated Label's LPs Occupy Top Chart Positions

by Carita Spencer

LOS ANGELES — CBS Records' affiliated labels — T-Neck, Epic and Philadelphia International — are currently enjoying dramatic success with the latest releases from the Isley Brothers, Heatwave and the O'Jays, respectively, holding the top three positions on the **Cash Box** Top 75 R&B Album chart.

The albums — "Showdown" by the Isley's at #1-bullet, "Central Heating" by Heatwave at #2-bullet and "So Full Of Love" by the O'Jays at #3-bullet — last week received Top Ten reports at virtually all accounts surveyed. Additionally, all three albums have hit singles which are receiving, substantial airplay nationwide. The Isleys "Take Me To The Next Phase (Part 1)" is currently #3-bullet, while "Use Ta Be My Girl" by the O'Jays is #5-bullet. Heatwave's "The Groove Line" is #9-bullet.

Four weeks ago, both the Isleys and Heatwave albums debuted on the charts — the former at #25-bullet, the latter at #32-bullet. That same week, they were the first and second most added R&B LPs, as were the singles with "Use Ta Be My Girl" and "The Groove Line," in a tie for the second spot. The following week, "So Full Of Love" debuted at #36-bullet as "Slowdown" and "Central Heating" took the #2 and #5-bullet positions, respectively. Subsequently, the next week found the Isleys at #1-bullet; Heatwave, #2-bullet and the O'Jays at #5-bullet.

Each LP has been certified gold, with the Isley's rapidly approaching platinum status. Similarly, each is making strong inroads on the **CB** pop album chart as well. "Showdown" moved to #19-bullet from #36-bullet the previous week, with "Central

Heating" moving to #35-bullet from #60 bullet and "So Full Of Love" to #64-bullet from #118-bullet.

In addition to good retail reports at the national level, all three albums have been listed as breakouts by a majority of the racked accounts surveyed.

LaBaron Taylor, vice president, black music marketing at Columbia Records, cited effective singles and merchandising strategies as contributing factors in the success of the LPs.

"These involved very strong merchandising at the retail level where materials were available for the retailers," he explains. "Through the overall promotion efforts at the radio level, we were able to set up each one of these pieces of product with strong singles. It is part of our strategy to always try and set up a single two or three weeks in advance.

"Aside from that," he continues, "we've put tours together. Heatwave is already touring, the O'Jays are going out in May and the Isleys are also ready." Taylor added that in-store appearances by artists can also be a workable merchandising and marketing tool, and didn't rule out the possibility of video and television merchandising as well as motion pictures as future marketing strategies.

While noting that the company had expected platinum recognition for the Isleys and O'Jays, Taylor indicated that the real success story is Heatwave.

"In the last four years, I don't recall ever having an album on the Isleys that sold less than 1 million," he says. "The O'Jays' last

(continued on page 42)



**ARISTA SIGNS CONNORS** — Arista Records recently announced the signing of Norman Connors, whose first album for the label is called "This Is Your Life." Pictured at the signing (standing, l-r) are: attorney Bill Krasilovsky; Hank Talbert, Arista's vice president of R&B promotion; and Aki Alcong. Shown seated (l-r) are Clive Davis, president of Arista, and Connors.

## THE RHYTHM SECTION

**MUSICAL MESSAGE** — We can dream of a journey into love and through explorations, end up floating through space visualizing springtime magic as we experience bright moments which take us to loveland and keyboardist **Lonnie Liston Smith**, who while in L.A. preparing for his April 28 opening at the Roxy, stopped by **Cash Box** for conversation about "Loveland," his debut album for Columbia Records. Smith says the LP is "a culmination of everything I've been working towards on my other albums," adding that by incorporating all contemporary rhythms, he seeks to "create positive thoughts through my music and hopefully make the universe a better place for humanity." He "feels good" about his association with Columbia and this effort which demonstrates that his appeal transcends categories. After four weeks, "Loveland" is #134 on the album chart, #42 on the R&B chart and #10-bullet on the jazz chart. Expect a single from the LP shortly.

**TOUR TALK** — A&M recording artists **L.T.D.**, in anticipation of the May 12 release of their "Togetherness" LP, have signed with Warren Lanier Enterprises for personal representation and are rehearsing diligently at SIR Studios in Los Angeles. The nine-member group will start a three-month tour on the same date as the album's release in Oklahoma City at the '78 Kool Jazz Festival. Their previously taped appearance on "Dinah!" will air nationally sometime during the course of the tour. . . . **Heatwave**, with their second Epic release "Central Heating" at the 60-bullet position on the Top 100 Albums chart and #2-bullet on the R&B chart (not to mention the single, "Groove Line," which is #15-bullet R&B and #82-bullet on the Top 100 Singles chart), will wrap up their tour this month with a date in Raleigh, North Carolina on the seventh.

carlta spencer





# R & B RADIO PLAYLIST HIGHLIGHTS

\* Add  
(EX) Extra  
(LP) LP Cut  
(HB) Hitbound  
(New) New release by artist with charted record.

**WJPC — CHICAGO — RICHARD STEELE**  
#1 — Parliament  
\*Isley Brothers  
\*George Benson  
\*Heatwave  
\*21st Creation  
\*Millie Jackson  
17 To 11 — George Duke  
19 To 15 — Side Effect  
21 To 17 — High Inergy  
22 To 18 — RB Hudmon  
25 To 21 — Milt Mathews  
26 To 16 — Dramatics  
28 To 22 — Gladys Knight  
30 To 23 — Blackbyrds  
34 To 19 — O'Jays  
Ex To 24 — Smokey Robinson  
LP Adds: Originals, Shotgun, Morris Jefferson, Ray Charles, Chocolate Milk

**WBMX — CHICAGO — ERNEST JAMES**  
\*David Oliver  
\*E.C. King  
LP Adds: David Oliver

**WCIN — CINCINNATI — BOB LONG**  
#1 — Mathis/Williams  
\*Spyro Gyra  
\*Side Effect  
\*Smokey Robinson  
\*Diana Ross  
\*Curtis Mayfield  
14 To 4 — Heatwave  
18 To 14 — Sunshine Band  
28 To 20 — Johnnie Taylor  
31 To 23 — Gene Chandler  
32 To 25 — Eddie Kendricks  
34 To 27 — Dorothy Moore  
LP Adds: Facts Of Life

**WABQ — CLEVELAND — MIKE PAYNE**  
#1 — George Duke  
\*Detroit Emeralds  
\*Jaisun  
\*Cory Wells  
\*Jimmy Bo Horne  
\*Lucey Hawkins  
Extras: Diana Ross, Aretha Franklin, Sunshine Band, Skyliners, War, Trini Lopez

**WJMO — CLEVELAND — LYNN TOLLIVER**  
#1 — Mathis/Williams  
\*James Brown  
\*Andy Gibb  
\*O'Jays  
17 To 9 — David Oliver  
18 To 13 — Faze-O  
26 To 19 — Yvonne Elliman  
30 To 24 — Con Funk Shun  
31 To 25 — Jimmy Bo Horne  
LP Adds: Aretha Franklin, TGIF, Dramatics

**WVVO — COLUMBUS — KEITH WILLIS**  
#1 — Heatwave  
\*David Oliver  
\*Natalie Cole  
\*Lou Rawls  
\*Gene Chandler  
\*Jimmy Bo Horne  
\*Peabo Bryson  
6 To 2 — Isley Brothers  
9 To 3 — Rufus  
10 To 4 — George Duke  
13 To 8 — Chic  
15 To 9 — Gladys Knight  
17 To 11 — O'Jays  
20 To 13 — Jaisun  
21 To 14 — Barry White  
22 To 15 — Bill Withers  
25 To 19 — Lenny Williams  
27 To 21 — Whispers  
28 To 22 — Blackbyrds  
29 To 20 — Bar-Kays  
30 To 23 — Steely Dan  
32 To 24 — Voltage Brothers  
33 To 27 — McChrays  
35 To 28 — Barbara Mason  
36 To 26 — Aretha Franklin  
37 To 29 — Stargard  
38 To 32 — Cuba Gooding  
39 To 33 — Chocolate Milk  
40 To 34 — Lawrence Hilton Jacobs  
LP Adds: O'Jays, Floaters

**WDAO — DAYTON — LANKFORD STEPHENS**  
#1 — Mathis/Williams  
\*Odyssey  
\*Barbara Mason  
\*Natalie Cole  
\*Peabo Bryson  
\*Stargard  
\*Linda Clifford  
\*Mass Production  
\*Etta James  
7 To 3 — Isley Brothers  
8 To 4 — Heatwave  
12 To 7 — Rufus  
13 To 8 — Cameo  
18 To 10 — Jaisun  
19 To 11 — Belle Epoque  
20 To 12 — Chic  
22 To 14 — O'Jays  
23 To 15 — George Duke  
25 To 17 — Boiling Point  
26 To 18 — Gene Chandler  
27 To 19 — Chocolate Milk  
30 To 21 — Dorothy Moore  
HB To 22 — Whispers  
HB To 23 — Tower Of Power  
HB To 24 — Yvonne Elliman  
HB To 25 — Wilson Williams  
HB To 26 — Miracles  
HB To 27 — Aretha Franklin  
HB To 28 — Denise La Salle  
HB To 29 — McChrays

**WGPR — DETROIT — GEORGE WHITE**  
#1 — Manhattans  
\*Herb & Hugh  
\*Aretha Franklin  
\*Cameo  
\*Sister Sledge  
\*Bob Marley  
\*Mass Production  
\*Harvey Mason  
\*Denise LaSalle  
\*Dee Dee Bridgewater

10 To 5 — Rufus  
28 To 20 — Blackbyrds  
Ex To 35 — Van McCoy  
Ex To 34 — Miracles  
Ex To 33 — Curtis Mayfield  
LP Adds: Allen Toussaint  
Lorraine Johnson  
Detroit Emeralds  
Pleasure  
Michael Franks

**WGOK-FM — FAIRHOPE — CHRIS TURNER**  
#1 — George Benson  
\*Billy Paul  
\*Lonnie L. Smith  
\*Cuba Gooding  
\*Tower Of Power  
\*B&G Rhythm  
Ex To 15 — Bob Marley  
Hot: Denise LaSalle, Natalie Cole  
LP Adds: Floaters, Heatwave, Pleasure, Johnnie Taylor, Wayne Henderson

**WMPG — FAIRHOPE — CHRIS TURNER**  
#1 — George Benson  
\*Linda Clifford  
\*Eugene Record  
\*Chocolate Milk  
\*Gato Barbieri  
\*Peabo Bryson  
24 To 19 — Smokey Robinson  
28 To 14 — O'Jays  
29 To 15 — Side Effect  
40 To 32 — Tower Of Power  
43 To 38 — B&G Rhythm  
45 To 36 — Natalie Cole  
49 To 43 — Denise LaSalle  
LP Adds: Norman Connors, George McCrae

**WCKO — FT. LAUDERDALE — JOE FISHER**  
#1 — Mathis/Williams  
\*Aretha Franklin  
\*Diana Ross  
\*McChrays  
\*Village People  
\*Chocolate Milk  
\*Metropolis  
\*Mass Production  
7 To 1 — Mathis/Williams  
10 To 5 — Smokey Robinson  
12 To 7 — Jimmy Bo Horne  
16 To 10 — Moments  
25 To 17 — Chuck Berry  
29 To 18 — Sea Level  
LP Adds: B.B. King, Dramatics, Facts Of Life, Sweet Thunder, Michael Zager, David Spinozza

LP Adds: Idris Muhammed, Pleasure  
Extras: Miracles, Van McCoy, Chocolate Milk, E.C. King, Sweet Promise, Jimmy Bo Horne, Belle Epoque, Aretha Franklin, Mass Production, Diana Ross, Natalie Cole, A Taste Of Honey

**KOKY — LITTLE ROCK — KELLY KARSON**  
#1 — Mathis/Williams  
\*Andy Gibb  
\*Jaisun  
\*Chocolate Milk  
\*Johnny Bristol  
\*Barbara Mason  
14 To 19 — O'Jays  
18 To 15 — Al Green  
Ex To 20 — E.C. King  
LP Adds: Raydio, Aretha Franklin

**WDIA — MEMPHIS — JOHNNIE NEELY**  
#1 — Isley Brothers  
\*O.V. Wright  
27 To 15 — Jimmy Bo Horne  
30 To 8 — O'Jays  
30 To 20 — Bar-Kays  
Ex To 11 — Rufus  
Ex To 26 — Dorothy Moore  
LP Adds: Facts Of Life, Michael Zager, Tower Of Power, Dramatics  
Extras: Blackbyrds, Curtis Mayfield, Aretha Franklin, Eddie Kendricks, Heatwave

**WEDR — MIAMI — JERRY RUSHIAN**  
#1 — David Oliver  
\*Kongas  
\*Wilson Williams  
\*Walter Jackson  
\*Gene Chandler  
\*Imperial  
\*Odyssey  
\*Bobby McLure  
\*Corey Wells  
\*Badazz  
\*Leon Haywood  
\*Metropolis  
\*Fat Larry  
9 To 1 — David Oliver  
LP Adds: American Hot Wax, Sal Soul Orchestra, Bob Marley, Heatwave, Sweet Thunder, A.W.B., James Brown, Cornell Dupree, Wild Cherry, Sea Level, J.R. Bailey, Kool & The Gang, Bill Brandon, Chuck Berry, Black Ice, Isley Brothers

**WMBM — MIAMI — CEDRICK ANDRESON**  
#1 — Jimmy Bo Horne  
\*Linda Clifford  
\*Metropolis  
\*Sea Level

**WNAT — NATCHEZ — HAYNES FORD**  
#1 — Mathis/Williams  
\*Odyssey  
\*Whispers  
\*Barbara Mason  
13 To 6 — O'Jays  
16 To 12 — Rare Gems Odyssey  
22 To 17 — Isley Brothers  
26 To 22 — Grover Washington  
28 To 24 — Smokey Robinson  
HB To: 26 — Faze-O  
LP Adds: Manchild, TGIF, Lonnie L. Smith, Ron Carter, David Newman

**WYLD — NEW ORLEANS — MOSES CAGE**  
#1 — Mathis/Williams  
\*Barbara Mason  
\*Johnnie Taylor  
\*Odyssey  
\*Bobbi Humphrey  
\*Harvey Mason  
Hot: Linda Clifford, George Duke, E.C. King, Heatwave, Margie Joseph, Smokey Robinson, Dorothy Moore, Leon Heywood, Con Funk Shun

**WRAP — NORFOLK — BARRY MAYO**  
#1 — Heatwave  
\*David Oliver  
\*Chocolate Milk  
\*Blackbyrds  
\*Parlet  
\*Linda Clifford  
\*Heywood Knight & The Big Apple Band  
Hot: Isley Brothers, O'Jays, Cameo, Millie Jackson, Faze-O, Mass Production

**WORL — ORLANDO — STEVE CRUMBLY**  
#1 — Mathis/Williams  
\*Barbara Mason  
\*Stargard  
\*Chic  
\*David Spinozza  
\*Whispers  
\*7th Wonder  
\*Ray Charles  
\*E.C. King  
\*Denise LaSalle  
\*Andy Gibb  
11 To 7 — Rufus  
14 To 5 — Fat Larry's Band  
18 To 10 — Isley Brothers  
20 To 14 — Heatwave  
23 To 11 — Blackbyrds  
LP Adds: Dramatics, Wayne Henderson, 7th Wonder, James Brown

**WAMO — PITTSBURGH — DELL KING**  
#1 — Mathis/Williams  
\*James Brown  
\*Johnny Bristol  
\*Blackbyrds  
\*Wee Gee  
LP Adds: Aretha Franklin

**WANT — RICHMOND — KIRBY CARMICHALE**  
#1 — George Benson  
\*Odyssey  
\*KC & The Sunshine Band  
\*David Oliver  
\*Mass Production  
\*LTD  
\*Dynamic Bros  
7 To 2 — Mathis/Williams  
Ex To 4 — Peter Brown  
Ex To 5 — O'Jays  
Extras: Peabo Bryson, Roy Ayers, Billy Preston, Isley Brothers, George Duke, Diana Ross, Curtis Mayfield, Heatwave

**KSOL — SAN FRANCISCO — J.J. JEFFRIES**  
#1 — George Benson  
\*Rufus  
\*Isley Brothers  
\*Heatwave  
\*O'Jays  
\*Jimmy Bo Horne  
\*Cameo  
\*Con Funk Shun  
\*Smokey Robinson  
\*Barry White  
10 To 4 — Tyrone Davis  
18 To 9 — Side Effect  
16 To 11 — Michael Zager  
20 To 10 — Belle Epoque  
23 To 12 — Eruption  
24 To 15 — Gladys Knight  
LP Adds: Leroy Hutson, David Oliver, George Duke, Johnnie Taylor, Chic, Blackbyrds, Gene Chandler, Johnny Bristol, Chocolate Milk, Boiling Point, Linda Clifford

**KYAC — SEATTLE — ROBERT SCOTT**  
\*Curtis Mayfield  
\*Isley Brothers  
LP Adds: B.B. King, O'Jays, Pleasure, Idris Muhammed, Wayne Henderson  
Extras: David Oliver, Aretha Franklin, Stargard

**KATZ — ST. LOUIS — GARY STARR**  
#1 — Isley Brothers  
\*Linda Clifford  
\*Johnny Bristol  
\*Love & Kisses  
\*Randy Brown  
\*Dexter Wansel  
\*Taste Of Honey  
\*Aretha Franklin  
\*Luther Ingram  
14 To 7 — Rufus  
17 To 14 — David Oliver  
23 To 19 — Chocolate Milk  
27 To 5 — Faze-O  
31 To 4 — O'Jays  
Ex To 3 — Barry White  
LP Adds: Livin' Proof, Heatwave, Eddie Kendricks, Black Ice

**WDDM — SUMTER — BARBARA TAYLOR**  
#1 — O'Jays  
\*Mass Production  
\*Whispers  
\*McChrays  
Hot: Cameo, Rufus, Controllers, Isley Brothers, Eruption, Sun, KC & The Sunshine Band, 3 Ounces Of Love  
LP Adds: George McCrae, Gwen McCrae, McChrays, Prince, Lonnie L. Smith, Wayne Henderson, Ralph McDonald

**WANM — TALLAHASSEE — JOE BULLARD**  
#1 — Herman Kelly  
\*Aretha Franklin  
\*Bobbi Humphrey  
\*Ann Peebles  
Hot: George Benson, KC & Sunshine Band, Faze-O, Barry White, Jimmy Bo Horne, LTD, Isley Brothers, Tyrone Davis

## MOST ADDED R&B SINGLES

- 1. ALMIGHTY FIRE — ARETHA FRANKLIN — ATLANTIC**  
WABQ, WANM, WDIA, WGOK, WCKO, WDAS, WTLC, KPRS, KATZ, KYAC.
- 2. (LET'S GO) ALL THE WAY — WHISPERS — SOLAR**  
WXVI, WNAT, WORL, KDAY, WDDM, WILD, WGIV.
- 3. GROOVELINE — HEATWAVE — EPIC**  
WANT, WDIA, KSOL, WRAP, WKND, WJPC.

## MOST ADDED R&B LPs

- 1. DO WHAT YOU WANNA DO — THE DRAMATICS — ABC**  
WXVI, WDIA, WJMO, WGOK, WORL, WRBD, WGIV, WCKO.
- 2. ALMIGHTY FIRE — ARETHA FRANKLIN — ATLANTIC**  
WAMO, WJMO, WGOK, KOKY, WDAS, WMBM.
- 3. SWEET THUNDER — WMOT/FANTASY**  
WXVI, WEDR, WGOK, WRBD, WCKO.

**WRBD — FT. LAUDERDALE — CHARLES MERRITT**  
#1 — Flack/Hathaway  
\*Luther Ingram  
\*Gene Chandler  
\*Eugene Record  
\*Sam Dees  
\*Rare Gems Odyssey  
LP Adds: Madelaine, Cyclops, Facts Of Life, Etta James, Sweet Thunder, B.B. King, Dramatics, Al Johnson

**WQMG — GREENSBORO — BIG DADDY**  
#1 — Mathis/Williams  
\*Kool & The Gang  
\*Johnnie Taylor  
7 To 2 — George Benson  
12 To 7 — Side Effect  
15 To 9 — Heatwave  
21 To 16 — O'Jays  
23 To 18 — David Oliver  
29 To 21 — Rufus  
30 To 22 — Chic  
Extras: Donna Summer, Andy Gibb

**KMJQ — HOUSTON — JACK PATTERSON**  
#1 — Isley Brothers  
\*Lenny Williams  
\*Kate Barrow  
\*Spyro Gyra  
12 To 9 — Heatwave  
20 To 12 — Barry White  
23 To 17 — Dramatics  
26 To 22 — Bobby Womack  
27 To 24 — BT Express  
34 To 23 — Johnny Bristol  
Ex To 40 — Margie Joseph  
LP Adds: Pleasure, Cissy Houston, Eddie Russ, Michael Franks, Shotgun, Parlet

**KACE — INGLEWOOD — ALONZO MILLER**  
Top 10 Albums:  
George Benson  
"Saturday Night Fever"  
Robertta Flack  
Peabo Bryson  
Hubert Laws  
Bootsy  
Peter Brown  
Johnny Mathis  
Parliament  
Chic  
Extras: Johnnie Taylor, B.B. King, Lonnie L. Smith, James Brown, Tuxedo Junction, Etta James

**KPRS — KANSAS CITY — DELL RICE**  
#1 — Mathis/Williams  
Hot: Attitudes, Tyrone Davis, Isley Brothers

\*George Duke  
LP Adds: Jimmy Bo Horne, Eugene Record, Spyro Gyra, Michael Zager, Leroy Hutson, Aretha Franklin

**WGOK — MOBILE — CHRIS TURNER**  
#1 — George Benson  
\*Fatback Band  
\*Natalie Cole  
\*Kay Gees  
\*Aretha Franklin  
\*Eddie Kendricks  
\*Tower Of Power  
\*Denise LaSalle  
\*Diana Ross  
\*Cuba Gooding  
\*Dorothy Moore  
\*Lonnie L. Smith  
\*Luther Ingram  
\*Bob Marley  
11 To 4 — Kool & The Gang  
17 To 10 — Jimmy Bo Horne  
19 To 8 — Isley Brothers  
25 To 13 — Heatwave  
33 To 26 — Boiling Point  
39 To 27 — Bobbi Humphrey  
40 To 30 — James Brown  
LP Adds: Aretha Franklin, B.B. King, Dramatics, Moments, Originals, Sweet Thunder

**WGOK — MOBILE — CHRIS TURNER**  
#1 — George Benson  
\*AWB  
\*Peabo Bryson  
\*Slave  
\*Lou Rawls  
\*Bobby Bland  
\*K.C. & Sunshine Band  
\*Ashford & Simpson  
LP Adds: Norman Connors, Etta James, Dramatics

**WXVI — MONTGOMERY — BILL BLACK**  
#1 — Mathis/Williams  
\*Muscle Shoals Horns  
\*Linda Clifford  
\*Luther Ingram  
\*Whispers  
\*Donna Summer  
\*Eugene Record  
\*Rick James  
9 To 2 — Barry White  
10 To 5 — Isley Brothers  
19 To 16 — Boiling Point  
25 To 20 — Aretha Franklin  
29 To 25 — Bar-Kays  
LP Adds: Sweet Thunder, Facts Of Life, Norman Connors, Dramatics, Etta James, Paul Horn, Eddie Russ

# Birmingham Building Name

(continued from page 23)

plain. We believe they do their metro rating without counting Walker Country and other surrounding areas, which especially hurts a station with our kind of power. And because our ratings numbers aren't there in the ARBs (WENN-FM scored a 2.6 in the last book while the AM was at 4.7), we're not selling as much commercial time as we'd like to."

WBUL, like WATV, is an R&B daytimer. It pulled a 5.8 in the last ARB, after an 8.7 in the previous book.

"Overall we're in the top four," indicates Hodgson, "and for half the day we're #1."

Johnston Broadcasting's WJLD is another R&B station in Birmingham. During some evening hours they do religious programming as well.

## Two Pop Winners

Birmingham has two pop AM stations which both pull strong ratings and are both key stations for breaking records out of the southeast, a region known for breaking new acts. WSGN, long the dominant Top 40 in the market, came in at 11.0 in the last ARB, while WERC edged them out with an 11.1.

"WSGN had dominated the market for quite some time," reports Jimmy Davenport, an independent promotion man known locally as "the old bear." "Then Scott Shannon (now senior vice president of Ariola Records) came in with WERC and cleaned WSGN's plow. Since then Jan Jeffries has done a great job as program director, bringing them back up to even."

WSGN is an "adult contemporary" station, according to Jeffries, aimed at 15-44s and broken into day-parts. "I think of hype and tight playlists as Top 40 — and we're not that," says Jeffries. "We play things as soft as Johnny Mathis/Deniece Williams' 'Too Much, Too Little, Too Late' and as hard as Queen's 'We Will Rock You.' We're #1 with women in every demographic."

The Southern Broadcasting Co. station is one of the few in the market that uses passive research to help select its music.

WERC, owned by Mooney Broadcasting, is not into passive research, but still programs much the same as WSGN.

## Similar Adds

"We never show our hand to SGN and vice versa, but each week our adds are always very close," notes WERC's Lewis. "And if both stations are on a record — you can take it to the bank."

Lewis says WERC also day-parts heavily, and does not restrict its jocks as much as most area stations. And he agrees that Birmingham is a top market for breaking records.

WCRT's Fredericks says market size is an important reason for Birmingham's ability to break records. "When you have a small enough market you can accurately measure and control it."

## Questions Reputation

Dan Brennan, owner and general manager of WVOK-AM and FM, disputes the assumption that Birmingham broadcasters go on new product more than others.

"I don't think the average Birmingham programmer is particularly liberal when it comes to going on unknown records. It's a

very competitive market and the top four or five stations have pretty tight playlists. In fact, I think our FM has about the freest playlist in town."

WVOK's FM is the sole AOR station in the market. According to Brennan it's the #1 station at night with 18-24 males.

Somewhere in between the sound of WVOK-FM and WSGN and WERC lies WKXX, formerly WERC-FM. Program director John Shomby describes WKXX's format as "hip contemporary."

"Eliminate teen and MOR hits and play the long versions of everything," he says — "that's us. Some call it progressive Top 40."

Shomby says his station is #1 in total persons 12+ at night, and is looking for a substantial overall increase in the next book.

"We changed from the well-known WERC call letters, so identity has been a problem for us and I think it hurt our ratings."

"Everybody thought WKXX should have been higher in the last book (they had a 5.6)," concurs Davenport. "It must have been a result of listeners confusing the call letters with the AM's. The AM went up (from 7.2 to 11.1) and the FM went down."

WKXX takes advantage of Birmingham's large student population by having the students do research projects for the station. Shomby says the U of A students are a great help and explains, "When you don't have a lot of money to spend, the students are a lot cheaper than other kinds of research."

## Country Stations

Three stations battle it out for the country music audience in Birmingham. WVOK-AM edged out WYDE, 5.1 to 5.0 in the fall 1977 ARBs, with WJLD's sister station, WZZK-FM, rounding out the field.

"WYDE is the traditional country station," says WVOK's Brennan. "They have the image and they are a good station. WZZK is also a factor as more and more people become FM-conscious."

With the market's demographics weighted towards blacks and young people, Birmingham moves a lot of record product, although this fact is often overlooked because records are shipped into the market from four different cities, New Orleans, Memphis, Nashville and Atlanta. But record companies haven't missed this fact, and Birmingham is an important stop on most promotion rounds.

Located in the deep south, it hasn't been that long since some radio execs claim black radio people were getting second-class treatment. But times have changed in the nation's #19 black market.

"It used to be 'go to the back of the agency,'" says one black exec who's been in the business for more than 20 years. "It's no longer that way. We go through the front door and have been doing it for a long, long time. Now white rock stations are after the black audience, hiring black jocks and playing more black music. So we have to compete with just about every station on the dial."

"Birmingham is the most competitive market in the southeast," insists WKXX's Shomby. "There's amazing competition here and it keeps everyone on their toes."



**CHINNICHAP SIGNING** — Chinnichap Publishing, owned by songwriters Nicky Chinn and Mike Chapman, has signed a worldwide co-publishing agreement with Arista/Careers Music. Pictured standing (l-r) are: Jerry Margolies, Arista Music legal counsel; Bert Bogash, Arista Music public relations representative; Bob Holmes, Arista Music vice president of business affairs; Billy Meshel, Arista Music vice president & general manager; Evan Pace, Arista general professional manager, west coast. Shown seated (l-r) are: Mickey Shapiro, Chinnichap attorney; Chapman; Steven Steinberg, Chinnichap attorney; Leonard Wolf, Chinn & Chapman business manager.

## CBS Affiliated Label's Albums Occupy Top Three Chart Positions

(continued from page 39)

album, to the best of my knowledge, was not platinum but well over gold, and this is rare for them to miss. Heatwave is really the success story of all three because they haven't missed yet."

He continued, "They (Heatwave) have had three releases and came up with a platinum album and single and a gold follow-up single. So we're talking about a relatively newcomer to the label that could possibly have five in a row with the new album and single, which is sort of unprecedented."

He further states that trying to tailor more

of the company's point-of-purchase materials to the needs of the black retailers is also a part of its marketing strategy for the future.

## Retail Differences

"The black retailer's requirements are not necessarily the same as those of his white counterparts," says Taylor. "We are really studying this from a marketing and research standpoint in several ways. As a part of my job, I interview many retailers on a one-to-one basis to see whether or not our merchandising materials are being utilized and to get some ideas on how we can change them in the future."

## East Coastings/Points West

(continued from page 16)

languages for the musical score of Earl Owensby's film "Living Legend" in which Owensby stars as a country-rock superstar. The songs will be released on a Monument album later this year. The songs are being recorded in English, French, Spanish, German and Japanese to help build foreign interest in the film. . . Ken Buttice, E/A vice-president of promotion, and his wife Carolyn Buttice became parents of a new daughter, Jacqueline Rae, April 13. Jacqueline Rae was born at Cedars Sinai Hospital in L.A., weighing in at 6 lb. 7 oz. . . A&M officials are denying rumors that the company will soon start up a country music division. . . Blondie's show at the Starwood last week attracted a wide range of fans, from Shaun Cassidy to the Heaters to members of UFO and the Dwight Twilley Band all the way to the new Mr. Hollywood, Bruce Springsteen. . . Casablanca Records has reinstated the nearly-defunct practice of including list price designation on the spines of its albums jackets. . . Unconfirmed reports that Joshua Blardo is leaving his position at Private Stock to join RCA in New York. . . Finally, happy birthday (April 27) to E/A's Sue Satrlano.

randy lewis

## Doobie Bros. Plan Will Geer Tribute

LOS ANGELES — The Doobie Brothers will be hosting a tribute to late actor Will Geer, "The Doobie Brothers Tribute to Will Geer — Rockin' On In His Memory With Some Very Special Friends," July 1 in Santa Cruz.

The event, which was originally planned to celebrate Geer's 50th anniversary in show business, was changed to a tribute after the actor's death April 21. Geer is probably best known for his role as Grandpa Walton on the television series "The Waltons." Geer had been a fan of the Doobies and often attended the group's concerts.

The Doobies will perform two shows at

the Catalyst, a rock club in Santa Cruz, with all proceeds benefiting Geer's Theatricum Botanicum, a non-profit organization which is a workshop for actors. The money will be used to pay property taxes and operating costs incurred by the theatre.

## Small Club Appearance

The show will mark the first time in six years that the Doobies have played a small club. The Catalyst seats 1,000 people.

Also scheduled to appear at the concert is David Soul, star of the TV series "Starsky and Hutch," who will co-host the event. The cast of the Waltons series will also be on hand.

The mayor of Santa Cruz will present the Doobie Brothers with the key to the city at the show's beginning.

## Sandy Denny Dies

Vocalist Sandy Denny, former lead singer of Fairport Convention, died Friday, April 21 in London after suffering head injuries from a fall. Denny had been in a coma for four days after she fell down the stairs at a friend's house. The singer had been lead vocalist for Fairport Convention for eight years, and was pursuing a solo career with Island Records before her death.



**BIG BEN CELEBRATION** — Big Ben's recently hosted a Motown Weekend in Los Angeles to celebrate its grand opening. Many of the label's top acts were on hand for the occasion. Pictured (l-r) are:



Smokey Robinson, signing copies of his latest single, "Daylight And Darkness," for fans; and Kenny Lupper with High Inergy and Jermaine Jackson.

### TOP 20 ALBUMS

#### Chlcago Salsa

#### Chlcago Pop

1 <b>ROBERTO ROENA</b> (International 924)	1 <b>BESITOS</b> LOS HUMILDES (Fama 560)
2 <b>LA LEYENDA</b> TITO PUENTE (Tico 1413)	2 <b>TAPAME</b> COSTA CHICA (Fama 549)
3 <b>MOONFLOWER</b> SANTANA (Columbia 34914)	3 <b>LA VOZ RANCHERA</b> CHELO (Musart 10638)
4 <b>MIETIENDO MANO</b> WILLIE COLON/R. BLADES (Fania 500)	4 <b>SIEMPRE EN MI MENTE</b> JUAN GABRIEL (Arcano 3388)
5 <b>THATS NO SWEAT</b> LA NUESTRA (Ebirac)	5 <b>VIVAN LOS MOJADOS</b> LOS TIGRES DEL NORTE (Fama 554)
6 <b>MI TIERRA Y YO</b> CHELO FELICIANO (Vaya 69)	6 <b>VIVE</b> NAPOLEON (Raff 9055)
7 <b>RECONSTRUCCION</b> R. REY/B. CRUZ (Vaya 57)	7 <b>HERIDA DE AMOR</b> YNDIO (Miami 6165)
8 <b>LOS VAN VAN</b> JUAN FORMEL Y LOS VAN VAN (Arieto 4)	8 <b>CON MARIACHI</b> CHELO (Musart 10585)
9 <b>FIREWORKS</b> MACHITO (Coco 131)	9 <b>LEO DAN</b> (Caytronics 1442)
10 <b>ONLY THEY COULD HAVE MADE THIS ALBUM</b> CRUZ/COLON (Vaya 66)	10 <b>LA MUERTE DE UN GALLERO</b> VICENTE FERNANDEZ (Caytronics 1492)
11 <b>15 TO ANIVERSARIO</b> EL GRAN COMBO (EGC 014)	11 <b>ROMENTICO</b> RICO TOVAR (Nova Vox 322)
12 <b>PASAPORTE</b> ORQUESTRA BROADWAY (Coco 126)	12 <b>AMERICA</b> JULIO IGLESIAS (Alhambra 27)
13 <b>SUPER TIPICA DE ESTRELLAS</b> (All-Art 1582)	13 <b>LEO DAN</b> (Caytronics 1504)
14 <b>PARA GOZAR BORINQUEN</b> TITO GOMEZ (Inca 1058)	14 <b>REENCUENTRO</b> JOSE-JOSE (Pronto 1026)
15 <b>THE EYE OF THE BEHOLDER</b> RAY BARRETTO (Atlantic)	15 <b>EL HIJO DEL PUEBLO</b> VICENTE FERNANDEZ (Caytronics 1441)
16 <b>CUBAN MUSIC &amp; JAM SESSION</b> CUBAN GROUP (Musicuba)	16 <b>NUMERO 4</b> LOS HUMILDES (Fama 541)
17 <b>GUARABA</b> CAL TJADER (Fantasy 9533)	17 <b>VOL. 3</b> RONDALLIA LAS FLORES (Gas 4168)
18 <b>AFRICAN BRAZIL</b> GEORGE BEN (Philips)	18 <b>CON MARIACHI</b> CHELO (Musart 10585)
19 <b>A TOUCH OF CLASS</b> PETE EL CONDE (Fania 00519)	19 <b>EL AMOR</b> JULIO IGLESIAS (Alhambra 23)
20 <b>THE PROFESSIONALS</b> PUERTO RICO ALL STARS (Fama 1001)	20 <b>REGRESA YA</b> LOS BABYS (Peerless 1999)

Ray Barretto is in the studio co-producing his third Atlantic album with Atlantic's east coast A&R director, Ramon Silva. Ray and his band will appear on the Arthritis Telethon on May 6. A cut from Ray Barretto's "Eye Of The Beholder" album, "Expresso," has been used as background music numerous times on ABC-TV's "Wide World of Sports." Ray recently appeared at the Jazz Workshop in Boston, the Showboat in Washington, D.C. and the Catamaran in San Diego.

It is like a dream come true for Ralph Mercado and Ray Aviles. For the past two years they have been presenting "Salsa Day at the Garden" (Madison Square Garden) the first weekend in September. This year, however, they will present a "Salsa Festival" to take place during a three-day period over Labor Day weekend. All three concerts will take place at the Garden. RMM is already lining up the talent.

George Wein's Newport Jazz Festival in New York will once again feature Latin music this summer, this time at Avery Fisher Hall. The concert will take place June 24 and will be produced by Felipe Luciano. The talent lineup reads like a who's who in Latin music, starring Tito Puente and Machito. Special guests will be Dizzy Gillespie and Cal Tjader. Extra added attraction will be Mongo Santamaria.

Malo signed with Versatile Records in New York recently. The label has also signed jazz artists Cornell Dupree and Groove Holmes. Malo expects to tour South America in the next few months.

Top Hit Records is the Venezuela-Miami based record company currently pushing salsa. The label just signed Willie Rosario and su Orquesta and Cherry Jimenez Y su 3ra Brigada. These bands are among the top 20 Latin bands in the U.S.A. and P.R.; Cherry is from Santo Domingo.

"The Willie Colon Show (Super Salsa '78)" that took place at Roberto Clemente Coliseum in Puerto Rico was a sellout. The package, which included Cella Cruz, Hector LaVoe, Ruben Blades, Mon Rivera and Yomo Toro, is being set for a tour of Venezuela, Panama and South America.

The color, pageantry, excitement and culture of Mexico are saluted at Knott's Berry Farm with the Ballet Folklorico Mixtlacapan, Marlachi Silhaulteco, and Jallsco dancers and Tres Para el Mundo. These distinguished Mexican-American artists entertain at the park for the "Cinco de Mayo" celebration May 6 and 7.

Knott's Berry Farm has been celebrating Cinco de Mayo for several years now.  
ray terrace

## Brazilian News

EMI/Odeon released the new LP recorded by Lulz Gonzaga Junior ("Gonzaguinha") April 4 at the Theatre Carlos Gomes (2,000 seated persons) during his recent show. Marcelo is a new artist and his album is receiving a tremendous promotion from EMI/Odeon, which is looking for new talent . . . Top Tape is releasing here 3 jazz labels: Fantasy (Chris Connor, Bill Evans); Milestone (Tad Dameron, Ron Carter, Cannonball Adderley, Flora Purim); and Prestige (Charlie Parker, Thelonius Monk, Dizzy Gillespie, Max Roach, Miles Davis, George Benson, Modern Jazz Quartet). It's a serious try to introduce jazz in our market . . . CBS Records is doing a very strong promotion push for the new singer and composer Ze Ramalho. The album is named "Vou Danado P'Ra Catunde" and presents a song based on Ramalho's own poem "Apocalypse Agalopado" . . . Joao Gilberto famous for "The Girl From Ipanema" (recorded with Stan Getz) is now in Brazil and receiving a proposition to do personal appearances at the Canecao, the big show room . . . At this present moment, Choro is booming again. Choro is an old style of Brazilian original music. Ademilde Fonseca, an unusual superstar known as the "Choro's Queen" in the '40s, is releasing an album through the label RGE/Fermata. "Delicado" by Waldir Azevedo is one song on this LP, which includes also the best traditional Choros.

h. gandelman

## SINGLES TO WATCH

RAY BARRETTO (Atlantic 3456)  
Numero Uno (3:25) (Wilton Felder)

PERLA (Audio Latino RCA 1-600)  
Suenos (3:50) (Peninha-Tomas Fundora)

HERMAN KELLY & LIFE (Electric Cat EC-1700)  
Easy Golng (2:49) (H. Kelly)

BOBBY RODRIGUEZ (Vaya V-5146)  
Latin From Manhattan (3:04) (H. Warren/A. Dubin)

GRUPO BOTA (Jaguar 7037)  
Acaraca Winkiri (Grupo Bota)

LAS JILGUERILLAS (CBS Mexico 7921)  
Barrlo De Jesus Marla (2:20)

RITA Y JOSE (CBS Mexico CM-332)  
Si Tu Supleras (2:17) (Lucas Borques Diaz)

TROPICAL BAHIA (Epic SC-71627 CBS Mexico)  
No Me Pregunten (3:02) (America De La Paz)

IVAN CRUZ (Microfon 4553)  
Senor Maglstrado (Manuel Jimenez)

SANTA PAULAV (Microfon MS-9004)  
C Ventame (Al Castellano)

JUANA INES (CBS 11887) (Costa Rica)  
El Diputado (4:10) (Juana Ines)

## Latin Picks

CON AMOR — Conjunto Borincuba — Libra ALIS 2003 —  
Producer: Miguel Estlvlll

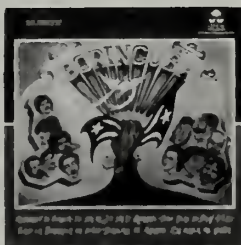
Borincuba is Justo Betancourt's backup band. When they made their performing debut in New York last year at Madison Square Garden, their good playing and discipline made a nice impression on the audience. The arrangements are clean throughout the album. The orchestra swings hard at all times. Vocals are good. This album should not be overlooked in any Latin retail stores.

LO MEJOR DE MASSIEL — Massiel — Zafiro ZLP 513

Multi-talented female vocalist Massiel debuts with this beautiful album for the Coco family. Her voice and range blend beautifully with the orchestration behind her. All songs are very strong in this album. The best songs are "Rosas En El Amor," "El Era Mi Amigo," "Ninos Y Hombres" and "A Espaldas De Mi Pueblo."

NELSON GONZALEZ AND HIS BAND — TR Records TR133X —  
Producer: Ira Herscher

Nelson Gonzalez has established himself as one of the best of the new wave of young guitarists playing and recording in the Latin field. Some time back, Nelson got together with La Sorpresa, a young band on the New York music scene, which has evolved into Nelson Gonzalez and His Band. On this, his first solo effort, the sound is conjunto style: two trumpets and a rhythm section. All eight sides are excellent.



# CLASSICAL

## CLASSICAL CLIPS

NEW YORK — **Michael Colgrass** has won the Pulitzer Prize in Music for his "Deja Vu." The work for percussion and orchestra was commissioned by the New York Philharmonic, which presented its world premiere performance at Lincoln Center in New York City on October 20, 1977.

The 46-year-old composer, who resides in Toronto, was born in Chicago and studied at the University of Illinois. He had scholarships at Tanglewood in 1952-54, and received an Aspen scholarship in 1953. He studied percussion with **Paul Price**, and composition with **Darius Milhaud**, **Lukas Foss**, **Wallingford Riegger** and **Ben Weber**.

**MORE AWARDS** — Four composers have been named as winners of the 38th annual awards of the American Academy and Institute of Arts and Letters. They are **Wallace Berry**, **Curtis O.B. Curtis-Smith**, **Elle Slegmelster** and **Richard Swift**. Each of these awards includes a check for \$3,000. **Dane Rudhyar**, the 83-year-old composer, poet and scholar, is the winner of the \$2,500 Marjorie Peabody Waite award. And the six young composers who will receive Charles Ives scholarships are **Daniel Brewbaker**, **Justin Dello Jolo**, **Lee Scott Goldstein**, **Arthur W. Gottschalk**, **David Olan** and **Thomas Mountain**.

**CLASSICAL AUDIENCE UP** — A nationwide survey conducted by Target Group Index (TGI) has set the total of adults who prefer classical music radio programming at 9,916,000, up 10% in the past four years. This information was imparted to a recent conference in New York at which more than 60 representatives of 23 stations and 200 advertisers attended.

An average gain of 30% in advertising sales was reported by the 23 stations. Among the speakers at the conference were executives of several corporations that have sponsored syndicated broadcast series. **Robert Richter** of WNCN and **Walter Nelman** of WQXR hosted the meeting, and composer **William Schuman** was a keynote speaker.

**LIEBERSON TRIBUTE** — The friends of Goddard Lieberson, who was the longtime head of Columbia Records and a CBS vice president until his death last May, present-

ed a special benefit concert in his memory at Carnegie Hall April 27. Participating were **Emanuel Ax**, **Leonard Bernstein**, **Douglas Fairbanks, Jr.**, **Lukas Foss**, **Morton Gould**, **Donald Gramm**, **Peter Lieberson**, **Isaac Stern** and **Vera Zorina**. The fund-raising event was co-chaired by **Mme. Igor Stravinsky** and **Mrs. Aristotle Onassis**. Proceeds of the concert will be shared by three organizations which Lieberson aided during his lifetime. They are the Professional Children's School of New York City, the Hopkins Center of Dartmouth College and Carnegie Hall.

**QUINTESSENCE RELEASE** — Quintessence, the classical budget line of Pickwick Records, recently issued its third batch of releases. Of especial interest are **Itzhak Perlman's** recording of **Tchikovsky's** Violin Concerto with **Alfred Wallenstein** and the London Symphony (Perlman's first version of this work) and a pairing of the Grieg and Schumann piano concertos featuring **Solomon**, the English keyboard artist, as the soloist (see review below).

Purely orchestral recordings in the Quintessence release include works by **Respighi**, **Berlloz**, **Moussorgsky** and **Strauss**, conducted by **Massimo Frecla**, **Rene Leibowitz** and **Jascha Horenstein**. The balance of the release features pianist **Earl Wild** playing solo works by **Gershwin** and concertos by **Dohnanyi**, **Liszt**, **Rachmaninoff**, **Hanson**, **MacDowell** and **Saens** with a variety of orchestras.

Meanwhile, Pickwick Records' parent company, Pickwick International, has been working with London Records on a campaign for the label's "Zubin Mehta: Star Wars And Close Encounters Of The Third Kind" LP. According to London, Pickwick has used 65,000 units of the album, organizing special promotions in rack and retail divisions.

**DG MID-LINE SERIES** — The first group of recordings in DG's new \$6.98 list Privilege series has been released. Among the artists featured in the 21-album release are **Geza Anda**, **Sviatoslav Richter**, **Christoph Eschenbach**, **Wilhelm Kempff**,

(continued on page 48)

## CLASSICAL ALBUM REVIEWS

**NYIREGYHAZI PLAYS LISZT** — *En Reve-Nocturne*; *Ballade No. 2 In D minor*; *Sunt Lacrymae Rerum, En Mode Hongrois* (from *Annees De Pelerlnage*); *Abschied*; and *Legendes* — *International Piano Archives IPA 111* — List: 7.98

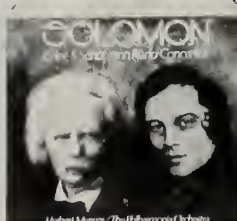
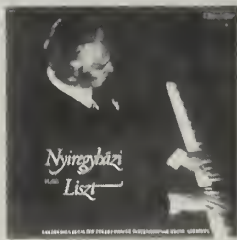
Everything you've heard about this record is true: Nyiregyhazi is one of the most romantic living pianists, a throwback to the 19th century; he does possess an uncanny virtuosity and an amazing sense of line and form; and his playing is much more individualistic than is usually accepted these days. Those who worship the printed score will detest him, and romantic music fans will love him. But this is one pianist to whom you cannot remain indifferent.

**MOZART** — *Concertos for Piano and Orchestra No. 23 In A Major* and *No. 24 C Minor* — **Wilhelm Kempff**, piano; **Bamberg Symphony Orchestra**, **Ferdinand Leitner**, conductor — *DG Privilege 2535 204-10* — List: 6.98

A representative sample of DG's new mid-line series, this recording, first released in 1960, demonstrates a level of quality that competes favorably with DG's full-line LPs and modern stereo albums in general. Kempff's straightforward playing and his insightful interpretations are complemented by Leitner's warm, sympathetic direction of the Bamberg Symphony. Of interest here is the faster-than-normal (but rightly judged) pace in the A major's Adagio.

**GRIEG** — *Piano Concerto In A Minor*; **SCHUMANN** — *Piano Concerto In A Minor*; **Solomon**, piano; **Philharmonia Orchestra**, **Herbert Menges**, conductor — *Pickwick Quintessence PMC 7055* — List: 3.98

This is one of the gems in the new Pickwick release. Solomon has a gentle, purring tone, ideal for these honey-sweet romantic concertos and somewhat reminiscent of Murray Perahia. His style is aristocratic, and at his best, he achieves an impression of effortless playing. Some listeners might prefer a larger, more dramatic sound, especially in Grieg's first movement; but for the price, you can't go wrong with this one.



## TOP FORTY CLASSICAL ALBUMS

1	<b>HOROWITZ:</b> Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA CRL 1-2633 (8.98/1 LP)	1	8
2	<b>WILLIAMS:</b> Suites From Star Wars and Close Encounters Of The Third Kind Los Angeles Philharmonic (Mehta) London ZM 1001 (7.98/1 LP)	2	12
3	<b>GREATEST HITS OF 1720</b> Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 34544 (5.98/1 LP)	3	28
4	<b>VERDI:</b> La Traviata Cotrubas, Domingo, Milnes, Bavaria State Orchestra & Chorus (Kleiber) DG 2707103 (17.96/2 LPs)	8	10
5	<b>BOLLING:</b> Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	4	78
6	<b>HOROWITZ:</b> Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	7	18
7	<b>OPERATIC DUETS:</b> Sutherland And Pavarotti National Philharmonic Orchestra London OS 26449 (7.98/1 LP)	5	18
8	<b>STRAVINSKY:</b> The Rite Of Spring New York Philharmonic (Mehta) Columbia XW 34557 (Special List)	10	10
9	<b>TOMITA:</b> Kosmos RCA ARL 1-2616 (7.98/1 LP)	6	14
10	<b>PACHELBEL:</b> Canon: Two Suites <b>FASCH:</b> Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	11	78
11	<b>BEETHOVEN:</b> Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	9	22
12	<b>DONIZETTI:</b> La Favorita Pavarotti, Cossotto, Bacquier, Ghiaurov, Cotrubas, Orchestra Teatro Comunale, Bologna (Bonyge) London OSA 13113 (23.94/3 LPs)	20	8
13	<b>CILEA:</b> Adriana Lecouvreur Scotto, Philharmonic Orchestra (Levine) Columbia M3 34588 (23.98/3 LPs)	12	16
14	<b>VERDI:</b> I Due Foscari Ricciarelli, Carreras, Cappuccilli, Ramey; ORF Symphony Orchestra & Chorus (Gardelli) Philips 6700.105 (17.98/2 LPs)	16	8
15	<b>THE GREAT PAVAROTTI</b> London OS 26510 (7.98/1 LP)	15	62
16	<b>MARIA CALLAS SINGS "LA DIVINA"</b> Angel SB3841 (15.98/2 LPs)	13	18
17	<b>BRAHMS:</b> Violin Concerto In D Major Perlman, Chicago Symphony Orchestra (Giulini) Angel S-37286 (7.98/1 LP)	18	16
18	<b>GERSHWIN:</b> Porgy And Bess Sherwin M. Goldwin/Houston Grand Opera RCA ARL 3-2109 (23.94/3 LPs)	14	48
19	<b>MAHLER:</b> Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	19	62
20	<b>RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP</b> Rampal, Laskine Columbia M 34568 (7.98/1 LP)	23	6
21	<b>DVORAK:</b> Symphony No. 9 ("From The New World") Chicago Symphony Orchestra (Giulini) DG 2530 881 (8.98/1 LP)	25	4
22	<b>TCHAIKOVSKY:</b> Symphony No. 6 Chicago Symphony Orchestra (Solti) London CS7034 (5.98/1 LP)	17	22
23	<b>VERDI:</b> Il Trovatore Sutherland, Horne, Pavarotti, Bonyge London OJA 13124 (23.94/3 LPs)	22	32
24	<b>PROKOFIEV:</b> Ivan The Terrible Philharmonia Orchestra (Muti) Angel SB-3851 (15.98/2 LPs)	29	4
25	<b>RAMPAL AND LAGOYA IN CONCERT</b> RCA ARL2-2631 (15.98/2 LPs)	26	8
26	<b>RAMPAL:</b> Favorite Encores Rampal, Tokyo Concert Orchestra (Yamaoka) Columbia M 34559 (7.98/1 LP)	27	10
27	<b>HOLST:</b> The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	21	70
28	<b>NYIREGYHAZI PLAYS LISZT</b> Desmar IPA 111 (7.98/1 LP)	28	6
29	<b>RENAISSANCE SUITE</b> Early Music Consort Of London (Munrow) Angel S37449 (7.98/1 LP)	32	12
30	<b>RAMPAL:</b> Greatest Hits Rampal, Inoue Columbia M 34561 (7.98/1 LP)	24	14
31	<b>BACH:</b> Cantatas — Vol. 18 Concentus Musicus Wien (Harnoncourt) Telefunken 26.35340 (15.96/2 LPs)	33	4
32	<b>SHUBERT:</b> Symphony No. 9 "The Great" Chicago Symphony Orchestra (Giulini) DG 2530 882 (7.98/1 LP)	35	6
33	<b>RAVEL:</b> Bolero Chicago Symphony Orchestra (Solti) London CS 7033 (7.98/1 LP)	30	56
34	<b>SHOSTAKOVICH:</b> The Nose Moscow Chamber Opera Orchestra (Rozhdestvensky) Columbia M2 34582 (15.96/2 LPs)	37	4
35	<b>BEETHOVEN:</b> The Complete Sonatas For Violin And Piano Perlman, Ashkenazy London CSA 2501 (39.90/5 LPs)	—	2
36	<b>VERDI:</b> Requiem Price, Baker, Luchetti, Narn, Solti RCA ARL2-2476 (7.98/1 LP)	36	26
37	<b>THE GUITAR ARTISTRY OF LIONA BOYD</b> London CS 7068 (7.98/1 LP)	—	2
38	<b>PUCCHINI:</b> Il Tabarro Scotto, Domingo, Wixell, Philharmonia Orchestra (Maazel) Columbia M 34570 (7.98/1 LP)	39	10
39	<b>WILLIAMS:</b> Close Encounters Of The Third Kind; Star Wars Gerhardt, National Philharmonic Orchestra RCA ARL 1-2698 (7.98/1 LP)	31	8
40	<b>SHOSTAKOVICH:</b> Symphony No. 4 Chicago Symphony Orchestra (Previn) Angel S-37284 (7.98/1 LP)	—	2

# COIN MACHINE

## Atari Introduces New 'Avalanche' Video Skill Game With Challenging Options

SUNNYVALE — An exciting, new video game of skill has been introduced by Atari, Inc. The model is called "Avalanche" and it can be played by one or two players, the object being to catch an avalanche of falling rocks, which challenge the player by their size and speed of descent.

At the start of play, six paddles are used to catch the large, slowly falling rocks. But as the game progresses and more rocks are caught, their size is reduced and the speed of their fall quickened. The number and size of the paddles are also reduced as the player's skill develops, which makes the game even more challenging.

### 'Enthusiasm'

"'Avalanche' brings out the same kind of enthusiasm and determination among players as 'Breakout' does," said Frank Ballouz, Atari's national sales manager. "Because of the attraction and skill qualities, it is certain to be a versatile and popular game among players and operators."

The machine can be set at three or five heats per game. When a rock hits the bottom line the heat is over, thus freezing the avalanche, but the next heat will start when the release button is pushed. Throughout the game, the goal of the player is to catch all of the rocks and if this is accomplished a new avalanche will begin, only this time the player will be working with only three paddles. The third avalanche starts with two paddles, the fourth with only one.

Avalanche has an optional extended play



'Avalanche'

feature, which can be set at 450 points on a three-heat game and 750 points for a five-heat game. The points scored for catching rocks range from one to six, increasing as the size of the rocks and the number of paddles is reduced.

### Personality Profile:

## Pinball Zenith Still To Come, Says Williams' VP Jack Mittel

CHICAGO — Jack H. Mittel, vice president of sales for Williams Electronics, Inc. of Chicago, has been in the coin machine business for 20 years; yet, he considers himself a newcomer.

"After all," he says, "some of these guys have been here 35 and 40 years. That's the way this business is: Once it gets into your blood, you just can't leave it."

Terming it "the only business I've ever known," Mittel, 48, started in the coin machine industry immediately after his discharge from military duty. The former army sergeant's first job was as a route man in the Chicago area, filling vending machines with candy bars and other items. Later he joined a distributing company and in January 1962 joined the sales team at Williams. He's been there ever since, advancing to national sales manager in 1964 and reaching his present position three years later.

### Whole New Ball Game

"The pinball game business is entirely different now than when I started," Mittel explains. "It's changed so much that it's like going from the horse and buggy era to the jet age. Today the equipment is more updated, operators and distributors are smarter, there's more variety to choose from, and a lot more competition among the manufacturers."

"What's more," he continued, "the zenith is yet to come. It's like standing at the base of a mountain, with our greatest growth still ahead of us."

The legalization of pinball machines in such major cities as Chicago, Detroit, Los Angeles and New York and the technological advances which have made the games of today "more fun to play" have contributed immensely to the vastly improved status the industry is currently enjoying, Mittel pointed out.

"With the legalization of pinball machines," he says, "games suddenly are found everywhere — from bowling alleys



Jack Mittel

and snack shops to laundromats, arcades and private homes. It follows logically that not only are there more operators today, but they come from every business background.

"Although the market can absorb more equipment, it's also more selective. Today's equipment has to earn and it has to work."

### Personalized Industry

Terming the flipper game industry "an entity in itself," Mittel notes, "It's a business that you can't learn from a book or a college course. This is a personalized industry. We're dealing with more than 90 distributors all over the world, and we have to know them as people. Actual experience within the industry is far more important than merely knowing the features and advantages of each individual game. It's not a job you can do by just sitting at a desk all day."

As to which games are the most successful, he answers pragmatically. "The cash box will tell you. Each game is different. How we promote it depends on what goes into the cash box."

However, Mittel did mention "Space Mission" as Williams' all-time most popular game, and anticipates that solid-state games will set new records. "Our first solid-state game, 'Hot Tip,' did very well and the new 'Lucky Seven' holds great promise," he notes.

If there does exist a marketing secret in the pinball industry, Mittel feels it is "controlling production. We always control our production," he says. "Everything is built to order and we feel it is simply not smart to try to work off inventories."

Jack Mittel lives with his wife Judith and their 16-year-old daughter, Andrea, in the Chicago suburb of Morton Grove. Andrea, a high school sophomore, is an avid pinball player and she and her friends provide Jack with much insight into which games are preferred by teenagers, and why. "They're severe critics," he says, "and are more apt to tell us what they don't like than what they do." All of their suggestions, however, are promptly passed along to the

(continued on page 46)

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

- 1 YOU BELONG TO ME CARLY SIMON (Elektra 45477)
- 2 IT'S A HEARTACHE BONNIE TYLER (RCA PB 11249)
- 3 I WAS ONLY JOKING ROD STEWART (Warner Bros. 8568)
- 4 BAKER STREET GERRY RAFFERTY (United Artists 1192)
- 5 TUMBLIN' DICE LINDA RONSTADT (Asylum 45479)
- 6 CHEESEBURGER IN PARADISE JIMMY BUFFETT (ABC 12358)
- 7 YOU'RE THE LOVE SEALS & CROFTS (Warner Bros. 8551)
- 8 BLUER THAN BLUE MICHAEL JOHNSON (EMI 8001)
- 9 SHADOW DANCING ANDY GIBB (RSO 893)
- 10 TAKE A CHANCE ON ME ABBA (Atlantic 3457)

### TOP NEW COUNTRY SINGLES

- 1 PUTTIN' IN OVERTIME AT HOME CHARLIE RICH (UA 1193)
- 2 TWO MORE BOTTLES OF WINE EMMYLOU HARRIS (Warner Bros. 8553)
- 3 FOUR LITTLE LETTERS STELLA PARTON (Elektra 45468)
- 4 ME AND THE I.R.S. JOHNNY PAYCHECK (Epic 8-50539)
- 5 SHADY REST MEL STREET (Polydor PD 14468)
- 6 I'VE GOT TO GO BILLIE JO SPEARS (UA 1190)
- 7 RISING ABOVE IT ALL LYNN ANDERSON (Columbia 3-10721)
- 8 HERE COMES THE REASON I LIVE RONNIE McDOWELL (Scorpion GRT-159)
- 9 I'LL BE TRUE TO YOU! OAK RIDGE BOYS (ABC 12350)
- 10 I CAN'T WAIT ANY LONGER BILL ANDERSON (MCA 40893)

### TOP NEW R&B SINGLES

- 1 EVERYBODY DANCE CHIC (Atlantic 3436)
- 2 USE TA BE MY GIRL THE O'JAYS (Phila. Intl. 3642)
- 3 KEEP ON DANCING JOHNNIE TAYLOR (Columbia 3-10709)
- 4 TAKE ME TO THE NEXT PHASE THE ISLEY BROS. (T-Neck 2272)
- 5 ALMIGHTY FIRE ARETHA FRANKLIN (Atlantic 3468)
- 6 ANNIE MAE NATALIE COLE (Capitol 4572)
- 7 LET'S GET FUNKIFIED BOILING POINT (Bullet BT-05)
- 8 LET THE MUSIC PLAY DOROTHY MOORE (Malaco 1048)
- 9 MEAN MACHINE THE MIRACLES (Columbia 3-10706)
- 10 (LET'S GO) ALL THE WAY THE WHISPERS (Solar/RCA 11246)

### TOP NEW MOR SINGLES

- 1 YOU BELONG TO ME CARLY SIMON (Elektra 45477)
- 2 YOU'RE THE LOVE SEALS & CROFTS (Warner Bros. 8551)
- 3 BAKER STREET GERRY RAFFERTY (UA 1192)
- 4 I WANT TO LIVE JOHN DENVER (RCA PB 11267)
- 5 I WAS ONLY JOKING ROD STEWART (Warner Bros. 8568)



ONE MORE TIME — Exidy vice president of marketing, Paul Jacobs, recently announced that due to distributor demand the company is once again back into production of Robot Bowl. When asked the reason for the latest re-release, Jacobs said, "Many distributors feel that Robot Bowl is one of the few, non-seasonal, highly consistent earners in the marketplace. Its popularity has remained very steady ever since its introduction almost a year ago."

**WE BUY — WE SELL —**  
Nationally/Internationally  
(Flipper Games, Slots, Bingos  
— where legal)  
What do you have for sale?  
What do you need to buy?

**AMUSEMENT  
SERVICE COMPANY, INC.**  
1950 Howell Mill Road, NW  
Atlanta, Georgia 30325  
404/351-0414

# COIN MACHINE

## STATE ASSOCIATION NEWS

Coming up very shortly is the annual **Music & Amusement Assn. of New York** convention and trade show at the Stevensville Country Club in Swan Lake. Dates are May 19-21 and executive director **Ben Chicofsky** expects the 40-year-old state group to chalk up another record show. Yes, MAA was first established in 1938 — and has been goin' strong ever since. . . **Music Operators of Michigan**, after postponing their previously scheduled March 31-April 1 convention, are now considering August dates for the 1978 show, possibly to coincide with the MTCDDVA annual at Boyne Mountain Lodge. The board is expected to announce a decision shortly. MTCDDVA, by the way, is the state group representing the tobacco and candy distribs and vendors. . . The **Wisconsin Music Merchants Assn.**, as an alternative to an equipment display at its recently held Spring Convention, ran a special promotion climaxed by the raffling off of a Valley pool table. Promotion involved the distribution of two hundred \$1 tickets to the entire WMMA membership. Members were urged to either buy the tickets themselves or sell them to locations, customers, suppliers, friends, etc., with proceeds being channeled into legislative programs and the promotion of the amusement industry in Wisconsin. The grand prize was a Valley coin-operated pool table if the winner was an operator; otherwise, a home model would be awarded. WMMA also announced that, as part of its apprenticeship program, arrangements have been made by Empire Dist. to have Atari's **Fred McCord** conduct a two-day school on electronic games at the Mid State Technical Institute in Wisconsin Rapids. The association's **Russ Dougherty**, together with Empire, agreed to furnish the games for use as demo models during the course and registration was opened to all operators and service people as well as the institute's regular class. . . The recently organized **Georgia Amusement & Music Operators Assn.**, which rates a giant salute for its efforts in legalizing free plays in the state of Georgia, is planning its first annual convention. Group's membership currently stands at 67, and it's growing every day, according to secretary **Lee Martin**.

### Zenith Still To Come

(continued from page 45)

design department at Williams.

Teenagers once comprised the major audience for pinball games, but that, too, is changing, according to Jack. "Now people of all ages play, so that the pinball machine has really become a family form of entertainment."

Admitting that he likes to play pinball at every opportunity, Mittel says, "Whenever I see a game, I automatically start to play it. I like to be able to compare the various features of the machines and the only way this can be accomplished is by actually playing them yourself." How's that for a job combining business with pleasure.

### Gottlieb Installs Hot Line Number

CHICAGO — As a special accommodation for customers, D. Gottlieb & Co. has installed a "solid-state hot line," which will be manned during normal business hours by a staff of solid-state technicians and engineers. Service information on Gottlieb solid-state games may be obtained by calling the toll free number, which is 800-323-9121, and the factory stressed that the number is to be used exclusively for this purpose only. A special number that can be used by Illinois operators will be announced very shortly.

## CHICAGO CHATTER

Midway Mfg. Co.'s director of marketing **Stan Jarocki** was among the contingent of Chicago coinbiz luminaries who made the trip to West Germany last week to attend the April 26-28 annual International Coin Machine Exhibition in West Berlin. Before his departure, Stan told us that distributor samples of the fabulous new "Sea Wolf II" were on the way — so, watch for it.

CURRENTLY IN THE SPOTLIGHT at the Bally factory is the firm's latest flipper, "Mata Hari." To give you an idea of how well this new pin is doing, Bally's **Tom Nieman** is confident it will be comparable in sales to "Capt. Fantastic" — which puts it in mighty good company. . . And speaking of Bally, Ross Scheer's gal Friday **Gloria Kolmayer** proudly announced the engagement of her daughter, **Tracy Leigh**, to **Robert Martin Knudsen**. Since both young people are still in school, a wedding date won't be set for at least a couple of years, which is about the time Knudsen will be commissioned a lieutenant in the Air Force.

IMMEDIATELY FOLLOWING the recently held — and very productive — AMOA mid-year board meeting, the association's executive veepee **Fred Granger** hied himself out to Orlando, Florida to investigate the facilities around Disney World, since this site is among those under consideration for next year's meeting. A close second being considered for the '79 midyear is Williamsburg, Va.

IN HIS LATEST Empire newsletter, **Joe Robbins** deals with the comparison of amusement equipment available now versus 1976 and also focuses on the "diminishing number of . . . video-arcade machine manufacturers." It appears, he said, that "the flurry of new small manufacturers that were spawned with the advent of the electronic video age has gone into reverse and, with an exception here and there, this phenomenon or era in our history has about come to an end." He singled out a number of outstanding video-arcade pieces which are hitting the market and, in the area of pinball machines, noted that "unquestionably, the most exciting section of our industry today is the electronic or solid-state flipper."

SINGER ONE STOP's **Gus Tartol** was quite a host recently at the birthday celebration for son, **Jeffery**, who just turned 18. Our belated but sincere felicitations.

## EASTERN FLASHES

The spring surge in business, although somewhat delayed this year, has finally surfaced for many distributors in this area of the country, and that's good news. Nary a single complaint was expressed by those we contacted this past week — and that's about as good a sign as any that the season should be a big one for coinbiz.

BOB LeBLANC HAPPILY NOTES that "business is super" at Robert Jones Int'l.-Dedham. The distrib's selling lots of electronic pinball machines and arcade equipment, needless to say, is very much in demand. Bob also mentioned that the Cinematronics "Space Wars" video piece is a real big seller out there. On the service school scene — RJJ chalked up a whopping 140 people per day at the recent three-day Gottlieb school, which was conducted by the factory's **Dick Finger**. Coming up on May 9-10 is a two-day Bally session, to be held at the familiar Ben White's, and a Williams school, with dates to be announced shortly.

SHUFFLEBOARD TOURNAMENT FEVER is spreading across the country — which is reason enough for all the smiling faces at American Shuffleboard Co. **Sol Lipkin** said that with improved weather conditions it's been smooth sailing for deliveries, so the factory's really been catching up the past couple of weeks. He noted that tournaments are being organized in Texas, Wisconsin, Washington, northern California and on the east coast, with the most popularly used models being the longboards and the 12-foot Royal Cushion. He said American is also getting some good reaction to its newly introduced Classic II pool table.

## CALIFORNIA CLIPPINGS

C.A. Robinson Co. distributors will host an Atari product presentation this week at its Pico Boulevard showroom. According to distrib vice president **Ira Bettelman**, six or seven new pieces — some ready for delivery, some in prototype form — will be introduced with factory personnel on hand to field questions. Among the Atari representatives expected to attend are **Frank Ballouz**, **Don Osborne**, **Fred McCord** and **Don Smith**. C.A. Robinson will serve its customary buffet luncheon.

IN LINE WITH the introduction of Exidy's new crap game coffee table, vice president of marketing **Paul Jacobs** has announced that **Hal Watner** has been named sales product manager and will pilot the project. The Exidy Coffee Table, which is designed for consumer use, is a glass-topped replica of an authentic Las Vegas crap table. Commenting on Watner's appointment, Jacobs said, "As well as being highly knowledgeable in the games industry, Hal has a vast consumer background and brings his expertise in both fields to this project."

AMERICAN JUKEBOX MANUFACTURERS — Rock-Ola, Seeburg and Rowe — have come out against the proposed performance royalty for sound recordings. In a joint statement filed with a House subcommittee looking into the matter, the manufacturers said they were "concerned that the proposed new copyright will establish an unwarranted new principle, leading to future increases in the economic burden imposed on jukebox operators."

### 1978 State Association Calendar

May 19-21: New York Music & Amusement Assn.; annual conv.; Stevensville Country Club; Swan Lake, NY.

June 2-3: Ohio Music & Amusement Association; annual conv.; The Columbus Hilton Inn; Columbus, OH.

June 8-10: Music Operators of Texas; annual conv.; La Quinta Royale; Corpus Christi, TX.

June 16-18: Illinois Coin Machine Operators Assn.; annual conv.; Playboy Club; Lake Geneva, WI.

July 21-22: Montana Coin Machine Operators Assn.; annual conv.; Fairmont Hot Springs Resort, near Butte, MT.

Sept. 15-17: No. Carolina Coin Operators Assn.; annual conv.; Sheraton Center; Charlotte, NC.



**SCHOOL IN SESSION** — Miller-Newmark Distributing Co. of Grand Rapids, Michigan recently sponsored a day-long service school on Williams solid-state games, which drew 40 operators and mechanics representing 31 different companies. Students came from as far as Boyne City, according to the distrib's Don Miller, "and the comments heard afterwards were extremely complimentary to (Williams instructor) Bob Prinzing, who did an outstanding job and was a pleasure to work with." The class was held at the Hoffman House in Grand Rapids. In the top photo, Prinzing is shown at a Williams machine, demonstrating the features of the solid-state system. In the bottom photo, he explains the various points covered in the service manual and other printed material which is distributed to all students. Note the unique U-shaped classroom setup.



# Disc Importers, Exporters Feel Impact Of Declining Dollar

(continued from page 8)

customers understand his problem, he said, some of them have had to cut back their purchases. When the dollar first began sinking, he added, a cost difference of five percent on a box set was negligible; now, however, the costs simply "can't be absorbed."

At the same time, Dockswell noted, the recent domestic wholesale price increases have benefited importers, as have the rising list prices on U.S. product. The fact that U.S. wholesale prices are now closer to his own, he said, allows him to "take more risks."

Generally, Dockswell stressed, importers must be wary in their buying, since they can get "burned" if imported product is also released domestically. Nowadays, however, with American one-stops charging only 40¢ to 50¢ per unit less than he does, Dockswell will probably not be stuck with all his imported product in the event that the same records are later released in the U.S.

### Comparable Prices

Bailey agreed that the rise in domestic wholesale and list prices has aided importers, since they and the domestic labels are "all competing for the American consumers' dollar." But he added, "We don't see American one-stops as direct competition."

Scott didn't regard one-stops here as

## Buddah, Arista Hit With \$23 Million Gladys Knight Suit

(continued from page 10)

debts with its creditors. As part of such an arrangement, the complaint charges, Buddah has signed Knight's recording contract to its major creditors, including Arista, although the agreement specifically prohibits such a move.

The complaint alleged further that Arista is now attempting to act for Buddah and that Buddah has defaulted in making payments to Ms. Knight and others under her recording agreement. The suit also claims that a Buddah check to Ms. Knight for \$100,000 was returned twice for "insufficient funds."

A spokesman for the singer said, "Despite the breaches of contract, Arista, Buddah, Kass and Davis have conspired to prevent Ms. Knight from securing a new recording contract with other record companies. They have attempted to conceal Buddah's precarious financial position and the role which Arista is now playing in Buddah's affairs."

In a statement Knight said: "I wanted to work with the company I signed with four years ago, but due to Buddah's extreme business and financial problems I am no longer able to do so. Singing is my whole life and livelihood, and it is a very unfair situation I have been put in. I don't want to be used as a pawn between two companies. I have no alternative but to go ahead with this lawsuit."

competition, either, and he felt that the recent wholesale price hikes by the major record companies have made Jem fully competitive with those labels' distributors. "When domestic records are selling for \$7.98 and \$8.98," he pointed out, "it makes it a lot easier to sell an import at \$8.98 or \$9.98 in some cases."

In addition, he observed, the recent wholesale increases have caught up to Jem's latest price hike, which took place in January. The company now charges retailers \$4.35 for a \$7.98 list album and \$4.95 for an \$8.98 list LP, which is roughly comparable to the majors' price structures.

Another factor that has helped Jem to offset the effect of the declining dollar has been its increased emphasis on handling American-manufactured records. In addition to the acts on its Visa and Arista-distributed Passport labels, the firm has also been successful in helping to break such cult items as the "Rocky Horror Picture Show" soundtrack (*Cash Box*, April 15).

However, Scott emphasized, Jem did not get involved in handling American-made product in order to offset the dollar decline. "Now that we are firmly entrenched in American product, you can look at it in terms of offsetting lost profits from England and Europe," he said, "but it wasn't planned that way."

### More Demand

Overall, despite their increasing cost, there has been a rising demand for imported records in recent years, the importers agreed. "We've spread imports now to a point where it's generic, and all stores buy them," Scott noted.

Dockswell pointed out that improved global communications have had a lot to do with the upswing in record imports. Also, he said, changing demographics have played a role. "Unlike the early 1960s, when the record-buying public was 15 to 20 years old, there are millions of 30 to 35-year-old buyers today who know more about music, and know who these foreign artists are."

## Demento Adds WGLC

LOS ANGELES — WGLC in Cleveland recently became the 100th station to air the "Dr. Demento" radio program which has been syndicated by Westwood One for two months. The two-hour weekly program, which is hosted by Barry Hansen, is the highest rated weekend radio show in Los Angeles on KMET. Hansen features the music of Spike Jones, Monty Python, Tom Lehrer and Stan Freberg.

## New Tull LP Goes Gold

LOS ANGELES — "Heavy Horses," the new Jethro Tull album on Chrysalis Records, has been certified gold by the RIAA.

### CORRECTION

George Levy, president of Sam Goody, told *Cash Box* that the chain had strong sales in March, not strong earnings, as was reported in the April 29 issue.

# Pitman Strike Is Blamed For Some Delayed Shipments

(continued from page 8)

could get worse.

Jim Grimes of National Record Mart in Pittsburgh said that shipments from CBS, which normally arrive overnight, are now coming eight or nine days after date of order. Grimes estimated that about 40% of CBS' pressing needs had previously been filled at the Pitman plant, and added that the strike has placed a tremendous burden on the company's Terre Haute, Indiana facility. Grimes noted that his shipments now must come from Indiana via Chicago, instead of direct from New Jersey. It was this roundabout route that was causing shipping delays, Grimes suggested.

A source in Waxie Maxie's warehouse in Washington, D.C. said that the chain was experiencing delays of up to 10 days on new CBS product. In addition to the shipping problems from Terre Haute, the warehouse spokesman mentioned that the Indiana and New Jersey facilities had been on "different computer systems," which, he guessed, might be related to recent delays.

Two major New York retailers, King Karol and Record World, however, reported no severe CBS shipping delays.

The fact that accounts were informed of the danger of the strike well before it occurred allowed many dealers to stock up on merchandise and avoid depleted inventories.

The strike of Teamster workers in Pitman resulted from a dispute over wages and hours. No progress in negotiations has been reported.

## Webber In U.S. To Promote Album

(continued from page 10)

free single. I think it's a good compromise artistically."

Although Webber composed and produced "Variations," he only plays a marginal amount of keyboards on the LP, does not consider himself a performer, and questioned whether his name should be featured on the album cover.

### Not A Performer

"I'm not really a performer," states Webber. "I never wanted to be. I didn't want 'Variations' to be released under my name, but instead to come out under the band's name. However, it was decided that it was most appropriate to go under my name because I wrote it."

Despite his current success with "Variations," Webber is not interested in becoming a solo recording artist, nor is he particularly concerned with attracting fame as a composer.

"People have heard of me in Britain and Europe because that's where I live, where my name pops up as sort of a ninth-rate personality on chat shows. But becoming a star doesn't really interest me. I've been offered a vast amount of money to do another album like 'Variations,' but I won't accept it. I've never been contracted to a record company; I like to do things on a project-to-project basis."

# Looking Ahead

- 101 **CRYING IN MY SLEEP**  
(Canopy — ASCAP)  
ART GARFUNKEL (Columbia 3-10608)
- 102 **GET IT UP**  
(Daksel/Song & Dance/Vindaloo)  
AEROSMITH (Columbia 3-10727)
- 103 **TAKE ME BACK**  
(Balloon Head Music/Big Elk Music — ASCAP)  
CHICAGO (Columbia 3-10737)
- 104 **WONDERFUL TONIGHT**  
(Stigwood Music, Inc./Unichappell Music, Admin. — BMI)  
ERIC CLAPTON (RSO 895)
- 105 **LET'S PUT OUR LOVE BACK TOGETHER**  
SCREEN GEMS-EMI — BMI  
MICKY DENNE/KEN GOLD (MCA 40879)
- 106 **STAY AWHILE**  
(Chappell Music — ASCAP)  
CONTINENTAL MINIATURES  
(London 5N-266)
- 107 **IT'S SERIOUS**  
(Better Days Music — BMI)  
CAMEO (Chocolate City/Casablanca CC013)
- 108 **DARLIN'**  
(Irvin Music — BMI)  
PAUL DAVIS (Bang-736)
- 109 **CAN WE STILL BE FRIENDS**  
(Earmark Music, Inc. — BMI)  
TODD RUNDGREN (Bearsville BSS 0324)
- 110 **RAINY DAY**  
(Drumsong Music/Web IV Music, Inc. — BMI)  
NIGEL OLSSON (Columbia 3-10733)

# CLASSICAL CLIPS

(continued from page 44)

Karl Bohm, Maureen Forrester, Ernst Haefliger, Dietrich Fischer-Dieskau, Rudolf Baumgartner, Wolfgang Schneiderhan, Janoc Starker, Lorin Maazel, Eugene Jochum, Pierre Fournier, Alfred Wallenstein, Igor Markevitch, Rudolf Firkusny, Rafael Kubelik and Yevgeny Mravinsky. The next Privilege release will probably be in August, and opera recordings will be included in some future batches of mid-line recordings.

Camelot Music, in conjunction with DG and Philips, recently held a month-long sale on the two labels' product in all of the chain's 65 stores, featuring Herbert Von Karajan and the Berlin Philharmonic. Concurrent with the sale, Camelot's Classical Club offered its members an opportunity to win an all-expenses-paid trip for two to Amsterdam, Holland. No purchases were necessary, and only regular club members could register. Several thousand members entered; the winners were the Rabbi and Mrs. Tuchman of Greensburg, Pa.

Currently, the Camelot Classical Club is offering a trip for two to London, England, in association with London Records. London's full classical line is on sale this month at all Camelot Music locations.

**CORRECTION** — In the Clips of *CB's* April 22 issue, Rudolf Serkin was erroneously called an RCA artist. Of course, the eminent pianist records for CBS.

ken terry

## New Seger 45 Picked

LOS ANGELES — "Still The Same" will be released as the first single from "Stranger In Town," the soon-to-be-released LP by Bob Seger and The Silver Bullet Band on Capitol Records. The song was written by Seger and the record was produced by Punch Andrews, Seger's manager.



**RIAA AWARDS DINNER** — More than 800 people, including representatives of the Carter Administration and Congress attended RIAA Awards ceremonies at the Hilton in Washington, D.C. recently, as Jerry Moss, RIAA board chairman, presented the association's 10th annual cultural award to Joan Mondale, the Vice President's wife. Mrs. Mondale was cited for her involvement with many of the country's art forms and her encouragement of



new performing and graphic artists. Pictured (l-r) at the awards dinner are: Moss and Mrs. Mondale; Mr. and Mrs. Chip Carter (the President's son) with Moss; Loretta Lynn and Henry Brief, RIAA executive director; and (in foreground) Representative John J. McFall of California and ABC Records president Steve Diener. In the background is ABC artist Barbara Mandrell.



## Sight And Sound International Aids In The Sale Of Instrument Hardware

by Jim Armstrong

WAUKESHA, WI. — Since its inception in May 1972, Sight And Sound International has become one of the largest independent printed music distributors in the United States. The firm was founded by Thomas organ dealer Zeb Billings to manufacture a line of software items as an aid in closing keyboard instrument sales.

According to west coast representative Mike Wilkerson, only about 10% of the U.S. population can read music. Therefore, in order to spur organ sales, easy-play music was developed. "Zeb actually began (Sight And Sound) in his own store using software to sell instruments by writing his own organ course," Wilkerson said. At first the easy-play series used only public domain material; however, over the years the method has been translated into five languages while the English pop book line has grown to 72 volumes, including product from almost every major publisher in the business.

As technology enabled manufacturers to increase the versatility of the instrument while simplifying its play, the support software market mushroomed right along with the sale of the instruments. "The whole key is getting the salesman to say to his customer, 'This stuff with the letter inside is easy, watch!' He's selling our music every time he sells an instrument," Wilkerson explained.

### Educator Acceptance

Although there has been some reluctance on the part of teachers to incorporate the use of speed music into their programs, Wilkerson points out that progressive educators "realize that if their students don't like what they're doing, they're not go-

ing to keep coming back for lessons." The Sight And Sound retail line is aimed at very early level students. The easy-play "Play Like A Pro" series, which uses a simplified bass line, is a stepping-stone to standard lessons and sheet music aimed at advanced students.

Wilkerson points out that Sight And Sound has also developed a line for chord organ and guitar. It was developed as a leader item to aid in the sale of guitars last fall, which was used by several large retail firms including Sears, Montgomery Ward and J.C. Penney called "Getting Started." This package used an instruction booklet and color-coded instruction record which were displayed with the instrument as a part of a total retail package.

### Hansen Enters Market

Wilkerson went on to say that, "Often, full-line sheet music departments don't handle our product. The Hansen and Almo product show up in these situations due to their wide variety of other material. Sight And Sound has licensed about 17 folios from Hansen since 1973." As the market grew, Hansen took a unique marketing approach by advertising his Golden Big Note series on television with Liberace. Meanwhile, Sight And Sound has concentrated on marketing through the large retail chains and keyboard outlets.

Sight And Sound is a marketing-value company, concludes Wilkerson. "We have the materials to help dealers help sell instruments as opposed to a song-value company such as Warner Brothers or Big Three, which relies on chart songs," he says. "We use mostly non-exclusive copyrights and are non-competitive with the rest of the print market. We're here to help sell hardware."

## Columbia Pics. Takes Third Of Pop Charts

HIALEAH — Columbia Pictures Publications has held down an average of one third of the **Cash Box** Top 100 Singles chart since the beginning of the year. This week the company is represented 31 times on the chart. They also print matching folios for current pop albums such as "Star Wars," "Close Encounters," "Queen," "Player," "Olivia Newton-John's Greatest Hits" and Stevie Wonder's "Songs In The Key Of Life." Columbia is represented a total of eight times on the **Cash Box** print charts.

## Almo Bows Punk Book

HOLLYWOOD — Almo Publications, print music affiliate of A&M Records, has released Punk Rock 'n Roll/New Wave, a debut folio for the new music in the United States.

The songbook is the first domestic publication of any nature on punk/new wave, all other existing texts being English imports. A cognoscente of punk, Heather Harris, associate editor and art director at Almo, is the author of the folio's text.

Almo's folio delivers an all-round sampling of punk/new wave material complete with the lyrics to current tunes. Also included are cover versions of forerunners of the genre, notated for the first time in print. Among the selections in the folio are "X Offender" by Blondie, "Jocko Homo" by Devo, "Search And Destroy" by Iggy Pop and the Stooges, the Ramones' "Do You Wanna Dance?" and nine others.

## CPP Raises Its Prices

MIAMI — Frank Hackinson of Columbia Pictures Publications has announced a retail price change for piano-vocal sheet music to \$1.75 and a new easy-piano retail tag of \$1.25. Prices on affected items include all new titles and reprints.

### GEORGE DUKE



GEORGE DUKE  
(Almo)

### DOLLY PARTON

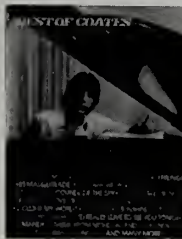


DOLLY PARTON:  
NEW BEST OF  
(Columbia Pic. Pub.)

### KANSAS



KANSAS:  
POINT OF KNOW  
RETURN  
(Warner Bros.)



DAN COATES: BEST OF  
(Columbia Pics. Pub.)



FLEETWOOD MAC:  
RUMOURS  
(Warner Bros.)



BACHARACH & DAVID  
SONGBOOK  
(Almo)

## NewBooks

- 1 AMERICAN HOT WAX: MOTION PIC. SEL. (Big Bells)
- 2 AMERICAN ROCK AND ROLL (\$4.95) (Creative Concepts)
- 3 BACHARACH AND DAVID: ANTHOLOGY (14.95) (Almo)
- 4 COATES, DAN: BEST OF ADV. PIANO (\$4.95) (Columbia Pics. Pub.)
- 5 DUKE, GEORGE: KEYBOARD AND VOCAL ARRANGEMENTS (\$6.95) (Almo)
- 6 FIRST BIG HITS OF '78 (\$4.95) (Columbia Pics. Pub.)
- 7 FLEETWOOD MAC: RUMOURS (\$6.95) (Warner Bros.)
- 8 HILL, DAN: LONGER FUSE (Warner Bros.)
- 9 KANSAS: POINT OF KNOW RETURN (\$5.95) (Warner Bros.)
- 10 NO. 1 SONGS OF THE '70s (\$6.95) (Warner Bros.)
- 11 PARTON, DOLLY: NEW BEST OF (\$6.95) (Columbia Pics. Pub.)
- 12 QUEEN: NEWS OF THE WORLD (Big Three)
- 13 STARLAND VOCAL BAND: LATE NITE RADIO (\$5.95) (Cherry Lane)
- 14 SHEET MUSIC SONGBOOK (Bradley Pub.)
- 15 STEWART, ROD: FOOT LOOSE AND FANCY FREE (\$7.95) (Warner Bros.)

## TopSellingFolios

- 1 SATURDAY NIGHT FEVER (Warner Bros.)
- 2 MANILOW, BARRY: LIVE! (Big Three)
- 3 YOU LIGHT UP MY LIFE & STAR WARS PLUS 24 (Columbia Pics. Pub.)
- 4 MANILOW, BARRY: EVEN NOW (Big Three)
- 5 STEELY DAN: AJA (Columbia Pics. Pub.)
- 6 KISS: ALIVE II (Almo)
- 7 JOEL, BILLY: THE STRANGER (April Blackwood/Bradley)
- 8 RONSTADT, LINDA: SONGBOOK, VOL. I & II (Warner Bros.)
- 9 QUEEN: NEWS OF THE WORLD (Big Three)
- 10 TOP 100 OF 1977 (Columbia Pics. Pub.)
- 11 BEATLES: COMPLETE (Warner Bros.)
- 12 LIBERACE BIG NOTE SONGBOOK (Hansen Pub.)
- 13 LED ZEPPELIN: COMPLETE (Warner Bros.)
- 14 DENVER, JOHN: I WANT TO LIVE (Cherry Lane)
- 15 FLEETWOOD MAC: RUMOURS (Warner Bros.)
- 16 FOGELBERG, DAN: NETHER LANDS (April Blackwood/Bradley)
- 17 STYX: GRAND ILLUSION (Almo)
- 18 ELVIS, ELVIS, ELVIS: 100 HITS (Big Three)
- 19 TAYLOR, JAMES: J.T. (Warner Bros.)
- 20 MANILOW, BARRY: THIS ONE'S FOR YOU (Big Three)

## TopSellingSheetMusic

- 1 CAN'T SMILE WITHOUT YOU (Warner Bros.)
- 2 YOU LIGHT UP MY LIFE (Columbia Pics. Pub.)
- 3 JUST THE WAY YOU ARE (April Blackwood/Bradley)
- 4 DUST IN THE WIND (Warner Bros.)
- 5 NIGHT FEVER (Warner Bros.)
- 6 STAYIN' ALIVE (Warner Bros.)
- 7 SOMETIMES WHEN WE TOUCH (Warner Bros.)
- 8 THE CLOSER I GET TO YOU (Hansen Pub.)
- 9 IF I CAN'T HAVE YOU (Warner Bros.)
- 10 ALWAYS AND FOREVER (Almo)
- 11 SEND IN THE CLOWNS (Plymouth)
- 12 GOODBYE GIRL (Warner Bros.)
- 13 STAR WARS: MAIN TITLE (Columbia Pics. Pub.)
- 14 COME SAIL AWAY (Almo)
- 15 CLOSE ENCOUNTERS (Columbia Pics. Pub.)
- 16 LAY DOWN SALLY (Warner Bros.)
- 17 OUR LOVE (Chappell)
- 18 THANK YOU FOR BEING A FRIEND (Columbia Pics. Pub.)
- 19 ON BROADWAY (Columbia Pics. Pub.)
- 20 I GO CRAZY (Warner Bros.)

# INTERNATIONAL

## RCA Canada Plans To Sell Smith Falls Mfg. Operation

by Kirk LaPointe

MONTREAL — RCA Ltd. has announced plans to change its record manufacturing procedures in 1979. The company has announced it has entered into an agreement with a Canadian record company to manufacture records for RCA in Toronto, beginning sometime in 1979.

G. Denton Clark, chairman of the board and president of RCA Canada, also stated during the new manufacturing deal announcement that the company is seeking a purchaser for its Smith Falls, Ontario manufacturing plant, which currently employs about 300 people.

Clark said that the decision to give up the Smith Falls plant was based on extensive studies of RCA's future involvement in the fields of both phonograph and tape manufacturing. "Automation is the only way to survive," Clark said. "To automate in Smith Falls would be highly impractical."

No announcement of the new manufacturing company was made, and Clark stated that "every effort will be made" to preserve the high standards of production and quality control at the Smith Falls plant in the interim. As well, the company is expected to retain a large number of the employees while it seeks a buyer for the plant.

## WEA Germany Wins 4 GRAA Annual Awards

LOS ANGELES — WEA Germany captured four of the 10 German Record Academy Awards in the "Artists of the Year" category. The awards (from Deutsche Phono-Akademie) were given for: Fleetwood Mac (Warner Bros.) "Best International Group;" Foreigner (Atlantic) "Best New International Group;" Larry Coryell/Philip Catherine (Elektra) "Best International Jazz Group;" Carole Bayer-Sager (Elektra) "Best New Artist."

In addition, WEA Germany captured two Academy Awards in the "Best International Songs of the Year" category: "Hotel California," Eagles; "You're In My Heart," Rod Stewart.

## International Execs On The Move . . .

**Dr. Herman Franz**, previously managing director of the fully-owned Siemens subsidiary Vacuumschmelze GmbH in Hanau (Germany), joined the Polygram management as vice president on April 1, 1978. In his new position, Dr. Franz will take over special responsibilities in the field of manufacturing, recording and development.

**Ron Solleveld** has been appointed manager of Intersong's London office, effective immediately. Solleveld, a Dutchman, has been working at the Intersong New York office for the past five years.

Songwriter **Tim Rice** ("JC Superstar," etc.) has been appointed to the general council of the Performing Rights Society as a writer-director, replacing Tony Hatch, who is relinquishing his post due to his emigration to Ireland.

Current music writer for the Sun newspaper **Bob Hart** is leaving to join EMI Records as Group music publicity executive, effective May 15. In this post Hart will be responsible for projecting the EMI Group music image on a worldwide basis in conjunction with **Dan Davis** in Hollywood. Hart, an Australian, came to England in 1967, prior to that working in Australia and Nairobi as a journalist. He is responsible for writing the "Sun Book Of Rock." In his new post he will report to director of Group music Leslie Hill.

**Alan Melina** has joined the Chappell Music division as business administration manager, according to Chappell director Tony Roberts and financial controller Jeff King. Melina was formerly a director and general manager of Satril Records and Music.

**Gerard Delorme**, has been named president of Sonopresse, the Pathe-Marconi/EMI affiliated label. He was formerly manager of business affairs with MFP, another affiliated label of EMI, since August 1974.

## Where In The World . . .

Starting on April 17, **Joan Armatrading** embarked on a continental tour which brings her to Amsterdam, Copenhagen, Stockholm, Oslo, Hamburg, Cologne, Frankfurt, Munich and Berlin. The closing date was April 30 in Berlin.

**B.B. King** is going to Mexico for a 4-city tour. Currently in Japan, the ABC recording artist's Mexican dates are May 3-9.

**Elvis Costello** starts a month-long tour on June 16 in Belgium, and winds it up in Finland on July 16. His itinerary carefully coordinated with promotions by WEA International's subsidiaries and licensees, Radar Records' distributors. The tour includes stops in Paris, Zurich, Munich, Amsterdam, Hamburg, and Berlin.

## International Talk

LONDON — Singer extraordinaire and UK label owner **Jonathan King**, described by CBS as "king of the mixing board and master of the verbal arts," has announced his intention to stand for Parliament as an MP for the Royalist party. At the present time there are no Royalist MPs in the House of Commons, but then King has always been renowned for setting new trends. **Cash Box** spies in Epsom and Ewell, the suburb of London where King is hoping to get elected, have told of King cruising the streets in a white Rolls-Royce canvassing for support.

BRUSSELS — Dutch singer and songwriter **Vader Abraham**, who has been on top of the charts for several weeks at the end of last year with "Het Smurfenlied," is now breaking through in the French speaking part of this country with "La Chanson Des Schroumpfs."

Decca released a new album by the **Strangers**, a group from Antwerp which was supposed to break up after celebrating their 25th year in showbiz last year. Most songs are translations of famous hit songs. The same group releases another single this week with their vision of "punk."

"Variations" by **Eddie Rabbitt**, the triple album from **The Band's** concert, **Marla Muldaur's** "Southern Winds" and the soon to be released album of **Emmylou Harris** and **Linda Ronstadt** are supposed to make a hot summer for WEA salesmen.

PARIS — Singer-songwriter **Renaud** has just signed a long-term exclusive agreement with Polydor. Renaud was previously with Wah-Wah Music owned by Francois Bernheim, also distributed by Polydor. The singer's next album is set for release next fall . . .

EMI/Pathe Marconi released a benefit album for victims of the Brittany oil spill which occurred in March and is still not over. Funds raised will be used to help clean the 200 miles of coast devastated by the disaster and also help the families to survive. This LP, entitled "Sauvons La Mer," has already sold 350,000 copies and with voluntary help from all the media, the company hopes to sell a million units. The album includes songs about the sea by Pathe Marconi's artists.



**FOREIGNER GETS GOLD** — Currently in the midst of their extensive "Around the World in 42 Days" tour, Atlantic recording group Foreigner was presented with gold records following a performance in Sydney, Australia. Pictured (l-r) at the presentation are: group manager, Bud Prager; Dennis Elliott; Al Greenwood; Mick Jones, Australian label manager for Atlantic; Peter Ikin; Ed Gagliardi; Lou Gramm; and Ian McDonald.

## Robertson, Taylor Insurance Brokers Specializes In Musicians' Coverage

LONDON — Willie Robertson is willing to take a risk. After several years of affiliation with Lloyds of London, during which Robertson offered a wide range of insurance coverage to rock groups, Robertson opened one year ago his own firm, Robertson, Taylor Insurance Brokers Limited, and since then has widened his roster of artists to include top name acts like Led Zeppelin, Yes, the Rolling Stones, the Who, ELP and many others. Robertson is planning to visit L.A. and New York at the end of the month to offer his services in America.

A new angle of coverage for the music world utilized by Robertson is "non-appearance" insurance, whereby artists' expenses can be covered if for some

reason they cannot appear.

Robertson started off in the music insurance business by insuring bands' equipment for an old school friend, David Enthoven, who formed E.G. Management. Robertson realized that many bands at that time were unable to get insured. He approached Lloyds and convinced them that there was a large area for expansion into insurance for bands.

With the advent of the punk era, Robertson made insurance available to these groups through Lloyds. He now insures the Tom Robinson Band and he also insured the equipment on the Sex Pistols' tour of England. In addition, Robertson plans to insure Sammy Davis, Jr. during his visit to England in October.

## Polygram Opens Office In Tokyo For Asia Area

HAMBURG — The newly formed Polygram Far East office in Tokyo at Shuwa Shinagawa Building, 26-33 Takanawa 3-Chome, Minato-ku, Tokyo 108, has opened its office.

With the establishment of this office, Polygram acknowledges the importance of Japan as the second largest music market in the world, and expresses its desire to provide a focus for all Polygram activities in the area in the future.

Headed by Polygram Far East president J. Dieter Bliersbach, the office will coordinate and supervise the activities of the Polygram Group in Japan, Hong Kong, Singapore, Malaysia, Taiwan, Korea and the Philippines.

Polygram is represented in Japan by Polydor K.K., Nippon Phonogram K.K., Phonodisc K.K., Intersong K.K. and Chappell K.K.

Bliersbach started his professional career with Siemens, and has worked for the company in Germany, India, Canada and the U.S. Before being named president of Polygram Far East, Bliersbach held the position of senior vice president of Polydor International GmbH in Hamburg, a music division of the Polygram Group.

The Group operates in 31 countries and has some 13,000 employees. Polygram had a turnover of 900 million dollars in 1977.

## Chappell Gets 2 Junos

TORONTO — Chappell Music was represented by two top Juno Awards that were presented in Toronto.

Honored at the 15th Annual Awards Ceremony was "Sugar Daddy," named "Best Selling Single." The song, recorded by Patsy Gallant, who was also named "Top Female Vocalist," was written by Carlyle Miller and published by Think Big Music, which is administered by Chappell.

Leo Sayer's "When I Need You" was named "Top International Single." The Carole Bayer Sager-Albert Hammond song is published by Unichappell Music (BMI).

## Place Sets Schedule

TORONTO — Ontario Place, the provincially-subsidized entertainment and recreation facility on a man-made island on the Toronto waterfront, has announced its talent lineup for the coming season at its covered outdoor concert venue, the Forum.

Again this year, there will be a healthy mixture of both Canadian and American talent, which will include performances by such artists as Neil Sedaka, Crystal Gayle, Dan Hill, Ray Charles, B.B. King and Natalie Cole.

Hill will open the Forum season with shows May 20 and 21. He will be followed by Natalie Cole on May 22 and 23, and Levon Helm and the RCO All Stars May 24. Among other May concerts will be ones by Paul Williams May 27, and by Murray McLaughlin May 29.

## Jamaica Tourist Board Slates Reggae Festival

KINGSTON — Billed as "The Biggest Reggae/Disco Festival in the History of the World," a one-week music fete, held in Montego Bay, Jamaica, June 23-30, is being marketed to North Americans as a total travel package. It includes roundtrip airfare, seven nights' accommodation, entertainment and local transportation to hotel and entertainment areas. More than 5,000 North Americans are expected to attend.

## Prelude Signs With CBS

LONDON — American-based label Prelude has signed a long-term licensing agreement with CBS Records U.K., according to Prelude president Marvin Schlachter. Under the terms of the deal Prelude will appear on the CBS label with its own logo identity. Forthcoming discs under the new pact will be an album and single by Sine titled, respectively, "Happy Is The Only Way" and "Just Let Me Do My Thing." Other artists on the label include New York disco group Mastermind, Saturday Night Band, Bill Brandon, Lorraine Johnson and Barbara Mason.

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# INTERNATIONAL

## Brazil

### TOP TEN 45s — RIO DE JANEIRO

- 1 Easy — Commodores — Top Tape
- 2 How Deep Is Your Love — Bee Gees — Phonogram
- 3 Que Pena — Peninha — Phonogram
- 4 Dance A Little Bit Closer — Charo and the Salsoul Orchestra — Top Tape
- 5 Roberto Colecion — Ricardo Braga — RCA
- 6 Handy Man — James Taylor — CBS
- 7 Aprenda A Amar — Claudia Telles — CBS
- 8 Baby What A Big Surprise — Chicago — CBS
- 9 A Noite Val Chegar — Lady Zu — Phonogram
- 10 Rendezvous — Tina Charles — CBS

### TOP TEN LPs — RIO DE JANEIRO

- 1 Roberto Carlos — CBS
- 2 Pra Que Chorar — Alcione — Phonogram
- 3 Passaro Da Manha — Maria Bethania — Phonogram
- 4 Music Master — Various — K-Tel
- 5 As Forcas Da Natureza — Clara Nunes — Odeon
- 6 Assoblar Ou Chupar Cana — Benito Di Paula — Copacabana
- 7 Sem Lenco, Sem Documento — Various (Int.) — Som Livre
- 8 Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Phonogram
- 9 A Banda Do Ze Pretinho — Jorge Ben — Som Livre
- 10 Heart 'N Soul — Tina Charles — CBS

### TOP TEN 45s — SAO PAULO

- 1 From Here To Eternity — Giorgio — RGE/Fermata
- 2 We Are The Champions — Queen — Odeon
- 3 Quarto De Mansao — Paulo De Paula — RGE/Fermata
- 4 Meu Primeiro Amor — Jose Augusto — Odeon
- 5 Swayln' To The Music — Johnny Rivers — Copacabana
- 6 Saco De Feljao — Beth Carvalho — RCA
- 7 Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Phonogram
- 8 Emotion — Samantha Sang — Odeon
- 9 Zoljacs — Roberta Kelly — RGE/Fermata
- 10 Minha Confissao — Celio Roberto — Beverly

### TOP TEN LPs — SAO PAULO

- 1 Roberto Carlos — CBS
- 2 Sem Lenco, Sem Documento — Various (Int.) — Som Livre
- 3 Disco 78 — Various — Som Livre
- 4 Explosao Mundial Discotheque — Various — Cid
- 5 High Life — Various — Phonogram
- 6 Passaro Da Manha — Maria Bethania — Phonogram
- 7 O Astro — Various (Nac.) — Sim Livre
- 8 Excelsior A Maquina Do Som Vol. 6 — Various — Som Livre
- 9 Music Master — Various — K-Tel
- 10 Nos Botequins Da Vida — Beth Carvalho — RCA

— BRPA

## France

### TOP TWENTY-FIVE 45s

- 1 J'AI Oublie De Vivre — Johnny Hallyday — Phonogram
- 2 Un Ete De Porcelaine — Mort Shuman — Phonogram
- 3 Alexandrie, Alexandra — Claude Francois — Fleche
- 4 Take A Chance On Me — Abba — Vogue
- 5 Lettre A Helene — Dave — CBS
- 6 How Deep Is Your Love — Bee Gees — Polydor
- 7 I Don't Need A Doctor — Sheila & B. Devotion — Carrere
- 8 Tu Verras — Claude Nougaro — Barclay
- 9 Ex-Fan Des Sixties — Jane Birkin — Phonogram
- 10 Solo Tu — Matia Bazar — Carrere
- 11 Dans Les Yeux D'Emilie — Joe Dassin — CBS
- 12 Back To Amerlca — Paradise — Ibach/Discodis
- 13 Disco Queen — Sylvie Vartan — RCA
- 14 I Can't Stand The Rain — Eruption — Barclay
- 15 Harmonie/Lettre De France — Marie Laforet — Polydor
- 16 Vlens Je T'Emmene — France Gall — WEA
- 17 It's A Heartache — Bonnie Tyler — RCA
- 18 La Garonne — Nicole Croisille — Sonopresse
- 19 Generation 78 — Dalida — Carrere
- 20 Je Suls Bien — Daniel Balavoine — Barclay
- 21 Il Faut Qu'On M'Alme — Nicoletta — Barclay
- 22 Habanera (De "Carmen") — Nana Mouskouri/Serge Lama — Phonogram
- 23 Mull Of Kintyre — Wings — EMI/Pathe Marconi
- 24 Ca Plane Pour Mol — Plastic Bertrand — Vogue
- 25 Pense A Mol — Eric Charden — Discodis

### TOP TWENTY-FIVE LPs

- 1 Saturday Night Fever — Soundtrack — Polydor
- 2 La Petite Ecriture Grise — Marie-Paule Belle — Polydor
- 3 Running In The City — Space — Vogue
- 4 Manie, Manie — Michel Sardou — Trema/RCA
- 5 Juke-Box — Bernard Lavilliers — Barclay
- 6 Supernature — Cerrone — WEA
- 7 News Of The World — Queen — Pathe Marconi
- 8 Vingt-Six Ans A Nous Deux — Pierre Perret — Decca
- 9 Eddy Mitchell Au Palais Des Sports — Barclay
- 10 Et Puls Il Y A La Television — Coluche — Pathe Marconi
- 11 Jamals Content — Alain Souchon — RCA
- 12 Tarentelle — Yves Duteil — Pathe Marconi
- 13 The Stranger — Billy Joel — CBS
- 14 I'm Glad — Neil Diamond — CBS
- 15 Jesus — Gerard Manset — Pathe Marconi
- 16 La Jalouse — Leo Ferre — CBS
- 17 Pastiche — Manhattan Transfer — WEA
- 18 Je Continue Mon Rock 'N' Slow — Dick Rivers — Sonopresse
- 19 To The Unknown Man — Vangelis — RCA
- 20 Miss Bakelite — Richard Gilly — WEA
- 21 Plastic Letters — Blondie — Phonogram
- 22 Rumours — Fleetwood Mac — WEA
- 23 Oul-Dire — Raymond Devos — Phonogram
- 24 Longer Fuse — Dan Hill — Discodis
- 25 With A Little Luck — Wings — EMI/Pathe Marconi

— Europe 1

## Great Britain

### TOP TEN 45s

- 1 I Wonder Why — Showaddywaddy — Arista
- 2 Night Fever — Bee Gees — RSO
- 3 Never Let Her Slip Away — Andrew Gold — Asylum
- 4 Matchstalk Men & Matchstalk Cats & Dogs — Brian & Michael — Pye
- 5 If You Can't Give Me Love — Suzi Quatro — Rak
- 6 Baker Street — Gerry Rafferty — UA
- 7 With A Little Luck — Wings — Parlophone
- 8 Too Much, Too Little, Too Late — Johnny Mathis/Deniece Williams — CBS
- 9 Follow You Follow Me — Genesis — Charisma
- 10 Denis — Blondie — Chrysalis

### TOP TEN LPs

- 1 20 Golden Greats — Nat King Cole — Capitol
- 2 Saturday Night Fever — Various — RSO
- 3 London Town — Wings — EMI
- 4 And Then There Were Three — Genesis — Charisma
- 5 Abba — The Album — Epic
- 6 20 Golden Greats — Buddy Holly and The Crickets — MCA
- 7 Kaya — Bob Marley and The Wailers — Island
- 8 The Kick Inside — Kate Bush — EMI
- 9 City To City — Gerry Rafferty — United Artists
- 10 This Year's Model — Elvis Costello — Radar

## Argentina

### TOP TEN 45s

- 1 Si Me Dejas No Vale — Julio Iglesias — CBS
- 2 Mi Amor Imposible — Los Pasteles Verdes/Los Prados — Microfon/CBS
- 3 Pobreza Fatal — Grupo Miramar — Microfon
- 4 Morena De 15 Anos — Adolfo — TK
- 5 Estamos Todos Solos — Rita Coolidge — A&M/EMI
- 6 Hombre Trabajador — James Taylor — CBS
- 7 Nadie Lo Hace Mejor — Carly Simon — Music Hall
- 8 Nuestra Ultima Tarde — Pomada — RCA
- 9 Donde Andaras Ahora — Daniel Magal — CBS
- 10 Adios Amor Adios — Demis Roussos — Philips

### TOP TEN LPs

- 1 Rockollection — Laurent Voulzy — RCA
- 2 A Mis 33 Anos — Julio Iglesias — CBS
- 3 En Castellano — Demis Roussos — Philips
- 4 Los Consagrados — Selection — RCA
- 5 Los Exitos Del Amor — Selection — Microfon
- 6 Cafe Creme — EMI
- 7 En Castellano — Roberto Carlos — CBS
- 8 Saturday Night Fever — Bee Gees & Others — RSO
- 9 James Taylor — CBS
- 10 Amor En Venta — Boney M — RCA

## Australia

### TOP TWENTY-FIVE 45s

- 1 Stayin' Alive — Bee Gees — RSO
- 2 Ebony Eyes — Bob Welch — Capitol
- 3 If I Had Words — Scott Fitzgerald & Yvonne Keeley — UA
- 4 Isn't It Time — The Babys — Chrysalis
- 5 Sometimes When We Touch — Dan Hill — Interfusion
- 6 You Took The Words Right Out Of My Mouth — Meat Loaf — Epic
- 7 Just The Way You Are — Billy Joel — CBS
- 8 Emotion — Samantha Sang — Private Stock
- 9 It's A Heartache — Bonnie Tyler — RCA
- 10 Yes Sir I Can Boogie — Baccara — RCA
- 11 Runaround Sue — Leif Garrett — Atlantic
- 12 Women In Uniform — Skyhooks — Mushroom
- 13 Calling Occupants Of Interplanetary Craft — Carpenters — A&M
- 14 (Love Is) Thicker Than Water — Andy Gibb — ATA
- 15 How Deep Is Your Love — Bee Gees — RSO
- 16 Baby Come Back — Player — Philips
- 17 Nobody Does It Better — Carly Simon — Elektra
- 18 The Crunch — The Rah Band — RCA
- 19 Mull Of Kintyre/Girls School — Wings — Capitol
- 20 Needles And Pins — Smokie — Rak
- 21 Standing In The Rain — John Paul Young — Albert
- 22 Here You Come Again — Dolly Parton — RCA
- 23 Surf'n' USA — Leif Garrett — Atlantic
- 24 With A Little Luck — Wings — Capitol
- 25 Where Were You — Finch — Portrait

### TOP TWENTY-FIVE LPs

- 1 Saturday Night Fever (Soundtrack) — RSO
- 2 The Stranger — Billy Joel — CBS
- 3 Masterpiece — Bob Dylan — CBS
- 4 Bat Out Of Hell — Meat Loaf — Epic
- 5 London Town — Wings — Capitol
- 6 Simple Dreams — Linda Ronstadt — Asylum
- 7 Weekend In L.A. — George Benson — WB
- 8 Marcia Hines Live Across Australia — Miracle
- 9 Longer Fuse — Dan Hill — Interfusion
- 10 Broken Heart — The Babys — Chrysalis
- 11 Lelf Garrett — Atlantic
- 12 Rumours — Fleetwood Mac — WB
- 13 French Kiss — Bob Welch — Capitol
- 14 Guilty Until Proven Insane — Skyhooks — Mushroom
- 15 Breezin' — George Benson — WB
- 16 Out Of The Blue — Electric Light Orchestra — UA
- 17 Running On Empty — Jackson Browne — Asylum
- 18 Down Two Then Left — Boz Scaggs — CBS
- 19 Foreigner — Atlantic
- 20 Silk Degrees — Boz Scaggs — CBS
- 21 Abba — The Album — RCA
- 22 A New World Record — Electric Light Orchestra — UA
- 23 Foot Loose & Fancy Free — Rod Stewart — WB
- 24 Village People — RCA
- 25 Olivia Newton-John's Greatest Hits Vol. 2 — Interfusion

— The Kent Music Report

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*Love & Juice*  
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