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## EDITORIAL Thoughts For 1980

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

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

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

Why? Maybe because movies are where the ideas are. In the age of love and anger, the Beatles and Bob Dylan and thoughtful Paul Simon, records were more than "entertainment" — they were ideas. People will make big sacrifices for ideas. People will kill and die for ideas. But for "entertainment" . . . well,

maybe not.

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

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

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

Diminished advances. Modest prices. Reasonable royalties. Sensible goals. All these unglamorous things are in the future. But if the industry accepts such notions, and it must, so much hype and greed and delusion will have been cleared away that there will once again be room for the magic.

TOP POP DEBUTS		
<b>SINGLES</b>	84	STAR — Earth, Wind & Fire — ARC/Columbia
<b>ALBUMS</b>	138	THE WHISPERS — Solar/RCA

<b>POP SINGLE</b>
ESCAPE (THE PINA COLADA SONG) Rupert Holmes Infinity
<b>R&amp;B SINGLE</b>
DO YOU LOVE WHAT YOU FEEL Rufus & Chaka Khan MCA
<b>COUNTRY SINGLE</b>
COWARD OF THE COUNTY Kenny Rogers United Artists
<b>JAZZ</b>
ONE ON ONE Bob James & Earl Klugh Tappan Zee/Columbia

# NUMBER ONES



Shalamar

<b>POP ALBUM</b>
THE LONG RUN Eagles Asylum
<b>R&amp;B ALBUM</b>
MASTERJAM Rufus & Chaka Khan MCA
<b>COUNTRY ALBUM</b>
KENNY Kenny Rogers United Artists
<b>DISCO</b>
THE SECOND TIME AROUND/ RIGHT IN THE SOCKET Shalamar Solar/RCA

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# CASH BOX NEWS

## Christmas Sales Lower Than Last Year's But Midlines And K-tel Product Sell Briskly

by Leo Sacks  
& Richard Imamura

NEW YORK — Records sales during the Christmas selling season declined significantly from last year's volume, largely because sales lagged early in December, according to a nationwide survey by **Cash Box**. However, the season was not as disastrous as many record retailers had predicted. Most of those surveyed said that their Christmas sales were several percentage points lower than last year's level, although some individual stores in major metropolitan areas, notably Chicago, reported gains of up to 25% for the season.

On the East and West Coasts, unseasonably warm weather hurt sales early in December. Sales gains in the New York area ranged from three to seven percent, while similar increases were reported in the Los Angeles and Orange County region. Sales fell below expectations throughout the Midwest, but stores in the Sun Belt, particularly parts of Florida, Texas, and southern California, posted increases in the eight-to-ten percent range.

A cross section of rack jobbers registered mixed results. The Little Rock, Arkansas-based Siebert's, Inc. reported that its overall sales were about the same as last year's. In contrast, a spokesman for Lieberman Enterprises Inc. noted that sales for December would fall off by about 12% from last December. At the other extreme, Scorpio Music Distributors in Croydon, Pa., said its Christmas sales were up approximately 15 percent.

Nevertheless, a selling surge that

materialized during the last five days before Christmas was a major boon to most of the retailers surveyed. Although the movement of hit product and catalog merchandise differed for individual accounts, a majority agreed that sales of the CBS \$5.98 list series and K-tel product were among the brighter spots of the season.

Sales in the Northeast were generally mixed. Disc-O-mat, which operates five stores in Manhattan and one in Paramus, N.J., said that the company would post losses of well over 10% for their five-week holiday selling season, in spite of active last-minute shopping. Like other retailers from several cities, Elliot Navroah, vice president of the company, noted that crossover artists such as Donna Summer, Michael Jackson and Prince, sold at their expected rates.

Roy Imber, president of the 28-store Record World/TSS chain, which includes stores in four northeastern states, said that while Christmas sales were "off slightly" from last year, he is encouraged by the possibility of a strong first quarter.

"I think we bore up rather well under the circumstances," he said. "Some of our stores posted nice increases over last year, particularly those in higher income areas, and we moved several two-pocket sets, including the Pink Floyd, Donna Summer, and 'No Nukes' releases. But in the blue collar areas, money was in short supply, and high-ticket items suffered, while K-tel and midline product moved strongly or because of their value."

For the Popcorn chain, which operates

seven stores in Massachusetts, unseasonably warm weather and early losses at the beginning of the month contributed to a five percent sales drop for the season. Ray Manice, president of the company, also noted the "unbelievable" movement of such K-tel LPs as "Hot Night City Lights," "Classic Rock," and "Starflight," which, he said, sold 250 copies in one store alone. While he credited radio and television advertising for the chain's strong finish before Christmas, he also cited a promotion with a local disc jockey in Popcorn's Dedham outlet that "held people in the store longer and encouraged multi-unit purchases."

In Baltimore, Record and Tape Collector, which has seven stores in the city, is expected to finish the season with a slight sales increase, according to buyer Wayne Steinberg. "In light of the way business has been down all year, we saw a pretty nice comeback for Christmas," he said. "Last year, most of our sales came from new releases, and this year it was just the other way around. I think we sold more catalog than at any other time in the previous year." He added that hard rock acts like Foreigner, Styx, AC/DC, and Led Zeppelin were the backbone of the chain's holiday business.

### Catalog Moving

Catalog purchases were also the sales staple for the Durham-based Record Bar chain, although President Barrie Bergman said that sales dipped approximately two percent companywide. The movement of hit product declined, he said, due in part to major delays in the shipment of goods to the company's central warehouse.

"But," he commented, "it was the economy that impacted sales more than anything else, so we can't complain too much. My guess is that our first quarter

(continued on page 14)

## WEA Announces New Winter Catalog Restocking Program

LOS ANGELES — WEA has announced a special winter catalog restocking program for an eight-week period running from Jan. 2-Feb. 22, 1980. The program will feature a 7% discount on 167 catalog selections.

In announcing the program, Vic Faraci, WEA executive vice president, stated, "If pessimism and caution are not tempered with reality, the record business will have to contend with employee inertia. If our customers' inventory levels are below what they should be during the first two critical months of 1980, sales that are lost may be irretrievable.

"We are not advocating overloading or maintaining unrealistic inventory levels," Faraci continued. "That's why we are offering a continuous program over an extended period, a full eight weeks, so that our customers may order what they want when needed."

### Eligibility

All WEA accounts current in their regular account will be eligible for the program. There is no minimum order, and all back orders will be eligible for the program discount until March 7, 1980. On that date, all other back orders will be cancelled.

Further, all authorized returns of product resulting from purchases under the program will be credited to reflect the 7% discount.

### Artists

Among the recording artists whose catalog product is included in the program are ABBA; America; Jackson Browne; Cheech & Chong; Doobie Bros.; Doors, Eagles; Emerson, Lake & Palmer; Fleetwood Mac; Grateful Dead; Emmylou Harris; Jimi Hendrix; Led Zeppelin; Joni Mitchell; Van Morrison; Richard Pryor; Linda Ronstadt; Todd Rundgren; Frank

Sinatra; Rod Stewart; Yes; Neil Young and Frank Zappa.

"We are offering our customers a realistic opportunity to launch the '80s with a meaningful program designed to plug up all costly inventory holes and fill the pipeline with a cash flow during the critical months of January and February," Faraci concluded. "It is our intention to start the new year, and the decade, with an anti-inertia program realistically constructed to win customers and influence profits."

## Chicago Transit Strike Ended Before Christmas

CHICAGO — Downtown record retailers here breathed a sigh of relief on Dec. 20 when a county judge ordered an end to a four-day transit strike. The walkout, which began on Dec. 17 and immobilized most of the subway and all of the bus service in the city, had a marked impact on pre-Christmas shopping in several downtown record outlets (**Cash Box**, Dec. 29).



**MARLEY AUTOGRAPHS AT TURTLES** — Island recording artist Bob Marley (shown above) recently signed copies of his latest LP, "Survival," at Turtle's Records and Tapes in Atlanta. The artist was in town for a concert performance with his group, The Wailers.

## Pirate Ordered To Pay \$4 Million

NEW YORK — A judgement in excess of \$4 million has been rendered against David Heilman and his corporation, Economic Consultants (E-C Tape) by Judge Michael J. Barron of the Wisconsin Supreme Court. The judgement, awarded in a class action suit initiated by Mercury Records and eight other record companies, is the result of seven years of litigation, climaxed by a two-week trial limited to the question of damages.

The case was started in December of 1972 as a result of E-C's illegal copying and marketing of over 1,000 hit recordings. In 1974, the Wisconsin Supreme Court ruled that recording piracy was a form of unfair competition and misappropriation. The court directed that an injunction be issued prohibiting Heilman and his corporation from continuing their illegal enterprise. Heilman then tried to evade the court's injunction by moving parts of his business to Illinois, but he and the corporation were subsequently held in contempt of court for violation of the injunction.

Heilman was also held in contempt for violation of an injunction issued in a California action brought separately by A&M Records. That action resulted in a \$136,000 judgement in favor of A&M in 1975.

### Summary Judgement

In February of 1979, the Milwaukee court granted the remaining class members summary judgement on the issue of liability, finding that Heilman had pirated the recordings belonging to the various members of the class and was liable to the class in damages. The court then set the December date for a hearing to determine the amount of those damages.

(continued on page 20)

## Schwartz Bros. Inc. Posts Third Qtr. Loss

NEW YORK — Schwartz Brothers Inc. has reported a net loss of \$139,685 on sales of \$7,680,224 for the third quarter ending October 31, 1979, compared to net income of \$68,031 on sales of \$7,736,381 in the same period last year.

For the first nine months of the current year, the company reported a new loss of \$236,625 on sales of \$21,011,454, compared to net income of \$184,164 on sales of \$21,673,627 in last year's nine-month period.

James Schwartz, president of the Washington, D.C.-based company, cited industry-wide sales problems during the period as the major cause for the company's adverse results.

In the third quarter of this year, Schwartz Bros. opened new Harmony Hut music stores in Richmond, Virginia, and Laurel, Maryland. It also closed a store in downtown Washington, D.C., in late November. The company now operates 20 Harmony Hut stores and plans to open four new stores next year.



**PARTNERS IN GOLD** — A proud Rupert Holmes (center) was honored with a gold record for his single "Escape (The Pina Colada Song)," from his MCA album "Partners In Crime." Holmes was presented the award while on stage during his recent Roxy engagement. Pictured (l-r) are Beth Rosengard, MCA national album promotion director; Bob Osborn, associate national album promotion director; Mel Bly, president of Warner Bros. Music; MCA president Bob Siner; Holmes; Stan Layton, vice president of marketing for MCA; and Santo Russo, vice president of product development for MCA.

# Cassette Sales Surge Leads To Manufacturing Shortfall

by Charles Paikert

NEW YORK — Without a question, one of the most significant business developments within the music industry during 1979 has been the phenomenal rise in sales of prerecorded and blank cassette tapes.

According to most industry estimates, cassette sales, which traditionally have been outsold by the 8-track tape configuration by a two-to-one margin, now account for at least 50% of the nation's retail tape sales.

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

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

And, according to statistics compiled by Pioneer of America, a leading cassette player manufacturer for both automobile and home units, while 8-track tape players outsold cassette players 64% to 36% in 1977, cassette player units are expected to outsell 8-track units this year by 14%.

## Rack Sales Up

Executives for the nation's leading rack jobbers, meanwhile, confirmed the retail trend to cassettes. John Kaplan, executive vice president of the Handleman Company, the nation's second largest rack operation, commented, "We see the percentage of cassette buys going up almost every week. The way the market is now, with anything that smells of Top 100, we come in with a 25% cassette order."

Harold Okinow, president of Lieberman Enterprises, another giant rack operator, said that consumer sales trends for tape product indicate "relentless progress towards cassettes." Lieberman's cassette sales have more than doubled in the past two years, despite the company's policy of waiting for an album to become a hit before stocking the cassette. Cassettes now account for over 20% of Lieberman's overall sales.

## Serious Fill Problem

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

In an exclusive **Cash Box** story detailing the severity of the cassette fill problem

(**Cash Box**, Nov. 10), retailers echoed the remarks made by Sal Pizzo, a buyer for the California-based Licorice Pizza chain, who noted that "cassette fill is below average and getting progressively worse. As the popularity of cassettes keeps growing, we feel the problems with fill more and more."

"Once you get below the top ten or twenty," stated Fred Traub, vice president of purchasing for the southeast-based Record Bar chain, "there are problems with nearly every company."

In the same story, it was revealed that independent manufacturing plants, as well as those owned by the major labels, were operating at peak capacity, and not able to meet the production demands imposed by the surge in cassette sales. The problem (continued on page 28)



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



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

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

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

Equipped with more than two albums worth of material, Foreigner began to record its debut album in November, 1976. "Foreigner," the self-titled debut album, and the first single "Feels Like The First Time" bulleted up the charts, and the band toured incessantly throughout 1977 and 1978.

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

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

# Labels Hike Prices All Year Then Set Up \$5.98 Midlines

by Leo Sacks

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

Retail prices began their ascent early this summer when Atlantic, Capitol, Casablanca, Salsoul, and Polydor Records raised the list price of their 12-inch singles to \$4.98 from \$3.98 (**Cash Box**, May 26). This was followed by the WEA Corp.'s announcement that, effective June 25, the company's wholesale prices would jump three percent (**Cash Box**, June 30). WEA, which employs a two-tier pricing structure, also raised the suggested list price of most of its 7-inch singles to \$1.49 from \$1.29. Concomitant with the price increases in the U.S., WEA began a "selective pricing" policy in Canada by raising the suggested list price of certain new releases there to \$9.29 from \$8.98.

Several weeks later, CBS and Capitol Records raised the list prices for 7-inch singles to \$1.49 from \$1.29 (**Cash Box**, July 14). At the same time, Capitol raised its wholesale price for \$7.98 list albums to \$4.13 from \$4.01 for subdistributors and to \$4.20 from \$4.08 for retailers.

Shortly thereafter, RCA and A&M Records, effective Aug. 3, raised their wholesale prices to dealers and subdistributors on albums, tapes, and 45s, and raised the suggested list price on 45's to

\$1.49 and on 12-inch singles to \$4.98 (**Cash Box**, August 11). Although Red Seal and Pure Gold product on RCA was excluded from the increases, the Red Seal list price jumped to \$8.98. In a similar move, Arista Records also increased its album and tape prices to distributors and announced that it has adopted a policy of pricing selected albums at \$8.98.

The following week, Polygram Distribution raised its wholesale prices for singles, records, and tapes (**Cash Box**, Aug. 18). \$7.98 list product was raised to \$4.12 for racks and one-stops, \$4.23 for multi-unit retail-chains and \$4.50 for other retailers. Goods listing for \$8.98 rose to \$4.64, \$4.77, and \$5.07, respectively. The suggested list price for 7-inch singles rose to \$1.49, and the new list for 12-inch singles became \$4.98.

## Midlines Established

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

Following similar actions by other vendors, CBS threw its hat into the ring when it initiated a number of suggested list and

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

NEW YORK — American Express has purchased 50% of Warner Communications Inc.'s interest in WCI's cable television subsidiary, Warner Cable Corp., for \$175 million, as expected. The company's new name is Warner Amex Cable Communications Inc.

Warner Communications Inc. and American Express Company have legal representation on the board of Warner Amex. Gustave N. Hauser and J. Leonard Reinsch will serve as co-chairmen of the board. Mr. Hauser will also serve as president and chief executive officer of Warner Cable Corp., and Reinsch will serve as chairman of the company's executive committee. Hauser had been chairman, president and chief executive officer of Warner Cable Corp. Reinsch, a former president and chairman of the board of Cox Broadcasting, had been acting as a special advisor to American Express.



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

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# Mobile Fidelity's New Half-Speed LPs Draw Raves From Dealers

by Leo Sacks

NEW YORK — At a time when consumer resistance to rising record prices is greater than ever before, record retailers are reporting that Mobile Fidelity's Original Master Recordings, which list for \$14.95, have turned into a strong holiday seller.

All but one of the company's 23 LPs, including its most recent release, "Abbey Road" by The Beatles, are single discs and are sold by most of the 200 record retailers that carry them at the suggested list price. The company's primary distribution thrust is geared to the nation's audio outlets.

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

He added, "The quality of the initial pressings were so promising that we knew on a gut level that their future releases would be a smash. And sure enough, after those first few environmental sounds and Mystic Moods Orchestra LPs, they came with that dynamite batch of Supertramp, Steely Dan, John Klemmer, and Zubin Mehta product, which sold out."

Mike Skadeland, eastern regional manager for the Cleveland-based Disc chain, said that "we seem to be building a pretty steady clientele. There was an audiophile interest in the recordings from the beginning, and this Christmas we're

## Capitol Records Set For January Releases

LOS ANGELES — Capitol Records has scheduled the release of eight new albums on Jan. 14. The LPs include "City," by Roger McGuinn & Chris Hillman with Gene Clark; "A Country Collection" by Anne Murray, featuring country oriented songs from Murray's last three Capitol albums; William Oz; The Chicago Conspiracy; Cherie & Marie Currie's debut LP, "Messin' With The Boys;" Tavares' "Supercharged;" "The Lonely Boys" on Harvest and "Live Magnetic Air" by Canadian rock group Max Webster.

seeing a lot of the LPs moving as gifts. The store managers are really behind them."

### 'Fantastic' Sound

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

Stu Ginsburg, a buyer for the California-based Music Plus' 20 stores, said that the chain's orders from Mobile amount to "about 200-300 every month." Although he keeps the company's entire line in stock, Ginsburg said that his buying habits are cautious in that "it's silly to keep a huge overstock on something that you're paying \$10 for."

### Big Markup

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

(continued on page 28)

## Livingston Joins Atalanta Company

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

Atalanta Investment Company, based in Beverly Hills, is an SBIC and will be concerned with the financing of venture enterprises. Consideration will be given to entertainment companies, but the corporation's intention is to not deal exclusively with any one type of business.

Livingston, prior to his experience at Twentieth-Century Fox, had been president and chairman of the board of Capitol Records; vice president of Television Programming for NBC and a member of the boards of Technicolor and EMI.

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



## Fingerprintz

Like the Rumor, Fingerprintz first gained notoriety in the U.S. as a backup band. The four-man group supported Rachel Sweet on her American tour last summer, and, although they didn't perform a set of their own music, they won considerable acclaim for their musicianship.

Meanwhile, the band had recorded an album for Virgin which was recently released on both sides of the Atlantic. Entitled "The Very Dab," the Jem-distributed LP is receiving substantial FM airplay here. Combining early '60s influences, reggae, DOR a la the B-52s, and the sci-fi techno-sound popularized by Gary Numan and Devo, "The Very Dab" uses the past as a launching pad for its imaginative thrusts into the future.

"We see ourselves as modern rock and roll," remarks Jimmie O'Neill, the 29-year-old lead guitarist/vocalist who writes the group's material. In a thick Scotch brogue that betrays his Glasgow origins, O'Neill continues, "We play our own style, with influences from all kinds of music that we like. I've always loved early '60s music, and I'd say the music we play is a cross between the '60 and the '70s and the '80s... We're basically trying to do dance music, where the songs are saying something more than 'get down and boogie.'"

Ironically, the catalyst for some of O'Neill's most sardonic lyrics was a stint with the British Civil Service, which he says was "a very straight-ahead job, and also very boring and dead-end. When I was in the Civil Service I wrote quite a few things, because my creativity drives me when I'm really bored."

After scuffling around London in several "little unknown" bands, O'Neill formed Fingerprintz in the winter of 1977 with fellow Glaswegian and lead guitarist/vocalist Cha Burnz, bassist Kenny Alton and drummer Bob Shilling. For the next few months, they played numerous pubs and small halls in London, getting their chops together.

But O'Neill was not about to wait around until someone "discovered" Fingerprintz. As soon as he thought the group was ready, Fingerprintz made demos of a few songs and took them to Stiff. "They wanted to use one of the songs as a vehicle for the Blockheads," recalls O'Neill. "But we didn't want to do that; we wanted to do it ourselves. So we went to Virgin and made a single deal with them, and then we went on from there."

Following the release of Fingerprintz's first British 45, "Dancing With Myself," in January of 1979, the band went on tour with Lene Lovich. (O'Neill later wrote Lovich's second hit single, "Say When.") Then came a British tour with Bill Nelson's Red Noise and the American tour on which Fingerprintz backed Rachel Sweet as her "Escorts."

The band's second release was an E.P. consisting of three O'Neill songs and a cover of Lennon/McCartney's "Do You Want To Know A Secret?" Their latest British single, "Tough Luck," is included on "The Very Dab."

Encouraged by the positive radio reaction to their debut LP, Fingerprintz will be returning to America to tour on their own in January.



## Hiroshima

"We're atomic age kids," says Dan Kuramoto, leader of the nine-piece band known as Hiroshima. "That's our generation. Hiroshima was a situation where they dropped the ultimate kind of destructive weapon — but there's a city there today, there are people there today. And that's the whole point: the spirit of the people. Mankind is really an indestructible force. We got our name out of this concept."

Currently at #159 bullet on the **Cash Box** Top 200 album chart and #34 on the jazz chart with its debut self-titled Arista LP, the band offers a distinctive sound spawned in the multi-ethnic communities of Los Angeles — a combination of Latin, black, rock and oriental influences.

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

While seven members of the band are of Japanese ancestry, only one, Kuramoto's wife June, was actually born in Japan. Nevertheless, the Japanese influence is strong, with the incorporation of such traditional instruments as the 13-string koto, the shakuhachi (bamboo flute), the shamisen (Japanese lute), taiko (ceremonial drums) and various gongs, bells and other percussion instruments.

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

Founded in 1974 by Kuramoto, who plays woodwinds, and his wife June, who is recognized in her own right as one of the top classical koto players in the country, the band had a varied background before landing a label deal with the assistance of Wayne Henderson, who also produced their album.

Also, in addition to playing and writing for the band (along with guitarist Peter Hata), Kuramoto wrote and arranged the music for the musical *Zoot Suit*, an NBC Special called *The Busing Game* and various songs that have been recorded by artists ranging from black R&B musicians to Japan's top jazz singer.

Now comprised of the Kuramotos, Hata, vocalists Teri Kusumoto and Jesse Acuna, bassist Dane Matsumura, drummer Danny Yamamoto, keyboardist Richard "Arms" Mathews and taiko drummer Johnny Mori, the band is currently in the process of arranging a tour, with showcase dates at L.A.'s Roxy and San Francisco's Great American Music Hall already scheduled for early January.

"We learned a lot from doing the album," Kuramoto concludes, adding that work on a second LP will begin sometime in June. "But we're more comfortable from the standpoint of dealing with an audience in a live setting. We miss it because for so long it was all we knew. So we really look forward to doing that again."



**OZARK DAREDEVILS TO COLUMBIA** — The Ozark Mountain Daredevils have signed with Columbia Records. They are currently recording their label debut with producer John Boylan. Shown at the signing (l-r) are: Mike Dilbeck, vice president of west coast A&R of the label; John Dillon and Larry Lee of the group; Boylan; Bruce Lundvall, president of the CBS Records Division; Steve Cash of the group; Stan Plesser of Good Karma Management; Mike Granda of the band; and Paul Peterson of Good Karma.



# CASHBOX MEANS BUSINESS IN NASHVILLE!

**Nashville**  
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# EAST COASTINGS

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



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

... **The Who** performed a concert on Dec. 29 at London's Hammersmith Odeon to benefit the families of the 11 youths who were trampled to death in Cincinnati... **Jimmy Iovine** set to produce the next **Graham Parker** album... **Steve Katz**, most recently vice president of A&R for Mercury/Phonogram, is available for production duties; he can be reached via Michael Deenen at (212) 246-5943... **GQ**, whose cover version of **Billy Stewart's** "I Do Love You" gave them a successful follow-up to "Disco Nights," will come with another Stewart cover for their next single, "Sitting In The Park"... **Chuck Mangione** has composed a theme for the winter Olympics. Commenting on the tune, entitled, "Give It All You Got", ABC executive Jeff Ruhe remarked, "when you hear the slow version you can almost close your eyes and see downhill skiers." Columbia's "Contemporary Masters Series" finally takes off the jazz blinders and give the nod to **Chuck Willis**, a rhythm and blues great. Willis' forthcoming LP, "My Story," will feature a generous 14 tracks culled from CBS' Okeh vaults... EG Records, the label that brought you **Fripp, Eno**, and **Roxy Music** is contemplating distribution possibilities for Brian Eno's *Obscure* catalog.

**I FOUGHT THE LAW** — Crooner **Al Martino** was arrested recently on shoplifting charges in Framingham, Mass. Martino, along with manager **Daniel J. DeJohn, Jr.**, was accused of taking less than \$100 worth of men's socks and shirts... Well, that's amore... in other legal matters, **Walter Williams**, who owns the copyright for "Mr. Bill" of Saturday Night Live, fame, has charged **Vance De Generes** with defamation in Manhattan Federal Court and has asked for confirmation of his copyright. It seems that, last summer, De Generes, a New Orleans DJ and Williams' ex-radio partner, claimed that he was Mr. Bill's co-creator and that he would sue for artistic credit and 50% of all proceeds... and finally, photographer **Lynn Goldsmith** has sued pop artist **Peter Max** for one million dollars claiming that an illustration which Max made of **Mick Jagger** was lifted from a Goldsmith photograph.

**WHAT ARE YOU DOING NEW YEARS?** ... The Christmas holiday season finished nicely at a party thrown by *Musician/Player* magazine at Blue Rock Studios. Those in attendance included such local jazz notables as **James "Blood" Ulmer**, **Ted Curson**, **Sam Rivers**, **Jerome Cooper**, **Baird Hersey**, **Lenny White**, **Chico Freeman**, **Dave Liebman** and **Rashid Ali**. The affair was highlighted by a guitar and tape performance by **Robert Fripp**. On New Year's Eve, this city will offer the music lover dozens of fine shows to choose from, but one personal favorite who will be at the Bottom Line is **Garland Jeffreys**. For those of us who are having increasing difficulty pretending to be teenagers, Jeffreys offers some of the most dramatically adult rock music being made. Another hot show will be the **Plasmatics** at Heat. For the Plasmatics, rock and roll is but one ingredient, albeit a vital one, in a junk culture goulash, and the accoutrements of a New Year's Eve celebration should provide that much more ketchup for their whoppers. The Slits meanwhile, will be at Hurray's: though I've yet to hear this group, a show featuring three white teenaged female Britishers who play mostly reggae-inspired new wave should be a hard act to beat. In closing, I hope everyone has a happy new year and, like my folks used to say, "I wish you what you wish me."

aaron fuchs



**RIAA CERTIFIES "EYES" GOLD** — EMI-America recording artists **Robert John** received a gold record for his debut single, "Sad Eyes." Pictured are: (l-r) **Mike Piccirillo**, (back-up vocals on LP); **Jim Mazza**, president EMI-A/UA; **Robert John**; **George Tobin**, producer; (standing l-r): **Charlie Minor**, vice president, promotion, EMI/UA; **Mark Levinson**, vice president, business affairs, EMI/UA and **Joe Petrone**, vice president marketing, EMI/UA.



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

## Studio Supply Expands

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

## NYU Group Offers Evaluation Service

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

## Todd, Bly/Hakim Team

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

## Royalty Inks Lawrence

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

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

## Parker Promotions Have New Office

**LOS ANGELES** — **John Parker Promotion and Marketing** recently opened their new offices in Atlanta, Ga. All correspondence should be addressed to Suite 205, 6445 Powers Ferry Road, Atlanta, Georgia, 30339. Phone (404) 953-0077.

## WEA/Marantz Plan May Lead To Others

**LOS ANGELES** — The Warner/Elektra/Atlantic Corp. (WEA) recently co-sponsored and implemented a retail consumer sweepstakes promotion tied in with the Marantz Co. The WEA/Marantz Sweepstakes, which ran between Oct. 26 and Nov. 18, 1979, coincided with the largest consumer advertising campaign in Marantz's 26-year history.

### Media Blitz

The campaign included a \$5 million national radio and TV blitz by Marantz on behalf of its stereo music systems and components.

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

"The WEA/Marantz Sweepstakes," stated **Skid Weiss**, WEA national director of public relations, "which ran concurrently with Marantz's national advertising blitz, turned out to be the most successful tie-in promotion in our history. What helped make it happen was the intensive preplanning and development on the part of WEA's marketing people in close coordination with Marantz's vice president of sales and marketing, **Martin W. Katz**, and Marantz's advertising agency, **Chickering & Howell**."

Weiss further added that as a consequence of the success of the WEA/Marantz Sweepstakes promotion, several manufacturers have expressed an interest in participating in future cross-merchandise promotions, noting that there are no firm plans at this time.

## Schoenberger Named To AOR Post At Radio

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

Commenting on the appointment, Radio president **Ed McGlynn** said the hiring was a "substantial step in developing one of the newest and strongest national promotion teams in the industry. All of us here at the label have a great deal of respect and admiration for John, and we believe his relationships within the industry will reinforce Radio Record's commitment toward establishing itself as the label of the '80s."



Al Kooper

## Al Kooper Forms New Video Venture

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

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

## Big Orange Fest Is Set For Miami

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

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

## For The Record

NEW YORK — A story in the Dec. 29 issue of **Cash Box** headlined "Frisoli To Get UJA Award" should have been titled "Frisoli To Get Award From American Jewish Committee."

## Another Anti-Nuke Concert Scheduled

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

All proceeds will go the New York City Shad Alliance.

## Litkei 45 Comments On Iranian Situation

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

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

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

## Gielbert To Radio Label

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

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

## RIA, Grafis Merge

LOS ANGELES — Graphic arts organization, Grafis, has merged with RIA Images in order to provide greater services to both firms' clients. Ria Lewerke-Shapiro of RIA Images will assume the title of vice president of the merged firms. RIA's staff will move to Grafis' headquarters in Los Angeles. Some of RIA's clients are Arista Records, Chrysalis Records, Diana Ross, Olivia Newton-John and Jefferson Starship.



**RAINBOW OVER L.A.** — Polydor recording group Rainbow recently performed in Long Beach, Calif. in support of their album, "Down To Earth." Pictured backstage are (l-r): Graham Bonnet and Cozy Powell of Rainbow; Paul Fuhr, program director of KNAC; Gregg Miller, Polygram salesman; Don Airey of Rainbow; Bob Speismän, western regional marketing manager of Polydor; Roger Glover of Rainbow; Rick Stancato, music director of KRLA; Marty Goldrod, vice president and west coast general manager of Polydor; Ritchie Blackmore of Rainbow; and Jeff Lauer, L.A. promotion manager for Polydor.

**HERE'S THE SEASON** — The Christmas spirit was awfully contagious in 1979 as benefits seemed to abound in December. The New Ice House in Pasadena and radio station KROQ/Pasadena combined forces to promote a "Toys For Tots" rock concert on Dec. 11. More than half of the audience of 250 brought toys in order to receive half price admission to the show. Headlining the show were recent Elektra/Asylum signing **Summer** and **Kinko The Clown**, KROQ's perverse air personality. . . **The Police** played a benefit show in London recently and all proceeds from the gig went to orphanages throughout Britain. Many who attended the show exchanged toys for tickets. . . Rounding out the list of heart-felt Yuletide shows was **The Doobie Brothers** 4th annual free concert for the kids at Stanford's Children Hospital in Northern California.

**THE STATLER'S ARABIAN NIGHTMARE** — Album graphics don't always turn out as originally planned, but the **Statler Brother's** recent cover incident adds new meaning to the statement. The cover was originally scheduled to show the black clad Statler Brothers perched atop four white Arabian horses. However, after six hours of dealing with rearing, biting and bucking, the Nashville quartet abandoned the idea of a collective shot. It seems that three stallions and one mare had been brought in for the photo session and the males had other things on their minds than sitting pretty for the Statlers. The cover of "Best Of The Statler Bros. Rides Again Vol. II" features individual photos of the group members anchoring the corners of the LP.

**EATING CROW FOR CHRISTMAS** — **Carolyn Broner**, Phonogram/Mercury's local promotion representative, had worked hard on preparing her first Christmas Turkey for 12 friends the day of Dec. 25. However, when the 4:00 dinner bell rang, the apprentice fowl cook had not arrived at her friends house with the main course. It seems she had locked the turkey, the trimmings, her pocket book and keys in her BMW. Five hours later after a frenzied search for duplicate keys as well as a grapple with a Triple A employee, a rather irked dinner party (including **Eileen Schneider**, Mercury's west coast publicity director and **John Stainze**, west coast A&R representative for Mercury) sat down to a Christmas feast sans Turkey. Ms. Broner is presently attempting to remove the turkey smell from her car and the crow from her mouth.



**RADIO WARP FACTOR** — James "Scotty" Doohan of *Star Trek* fame, beamed down to Seattle for a visit with **KING** radio. Special guest Doohan is pictured helping **Murdock** in *The Morning* at the controls.

**Crockett**. Crockett explained that the publication will not become a strictly "bluegrass" magazine. "We will continue to publish articles on classical guitar, for instance, and cover jazz, rock and other types of music — as long as it's acoustic," added Crockett. **VID LECTURE AT USC** — **Jerry Kramer**, of Kramer/Rocklen will address an upcoming session of U.S.C. marketing class headed up by Alive Enterprises' **Bob Emmer**. The subject of Kramer's lecture is the importance of video in the recording industry. Kramer's film work with **Tim Curry**, **Chuck Mangione**, **Herb Alpert** and **Styx** will be featured.

**ADVICE FROM IRS** — As the filing season draws nearer, the Internal Revenue Service reminds musicians that tips are subject to Federal income and Social Security Taxes. Failure to correctly report gratuities can result in a penalty equal to 50% of the tax due, notes the IRS.

**ENOUGH IS ENOUGH, OR IS IT?** — Singer/songwriter **Bruce Roberts** is hopping mad. Ever since the **Donna Summer/Barbra Streisand's** duet of "Enough Is Enough" became a hit he feels he has not received his just due. Co-writer Paul Jabara seems to be the only one who is being credited with writing the song. Not only did Roberts help pen the song, but he is currently in the midst of co-writing a retaliatory male version of the tune, "Enough Is Not Enough."

**MOVIE MAKER MITCHELL** — **Joni Mitchell**, everyone's favorite Lady of the Canyon, is directing her first movie. The picture will feature concert footage from the "Mingus" tour and many of its themes will be based on the story lines behind her post-"Miles Of Aisles" material.

**LIVE OREGON** — **Oregon**, the most cerebral of Elektra/Asylum's jazz acts, is currently mixing an album based on material culled from its recent live performances in Montreal and Quebec City. The album will feature improvised pieces by the band that have not and will not find their way on to any other waxing. Oregon is also working on a studio album recorded with The St. Paul Chamber Orchestra. Each member of the jazz group wrote a concerto for the LP. . . Oregon bassist **Glen Moore** will team up with **Herbie Mann** for a series of upcoming west coast concerts. The flutist has been calling his current tour "Mann Alone," but the collaboration gigs will be entitled "Mann Alone And Moore."

**YOU MUST BE A PUNKER IN DISGUISE** — Southern California rock queen **Linda Ronstadt** hasn't died her hair blue yet, but she will include four new wave songs on her upcoming "Mad Love" LP for Elektra/Asylum. Ronstadt has recorded three songs written by Cretones leader **Mark Goldenberg** as well as "Party Girl" by New Wave kingpin **Elvis Costello**.

**DAREDEVIL REPLACEMENT** — The Ozark Mountain Daredevils who lost lead guitarist John Dillon temporarily not long ago, have replaced the disabled axe man with two fretboard aces, Nashville's **John Goin** and Norway's **Rune Walle**.

**FREE DEMOS** — It appears to be a dream come true, but the University of Sound Arts (U.S.A.), a recording industry educator, is offering to a limited number of Los Angeles-area bands the opportunity to record multi-track demos at no cost to the band. The no strings attached offer is part a career-oriented course in which students record one or more live bands in various 16 and 24 tracks studios around L.A. Five to ten different bands are used during each two-month U.S.A. semester. Bands are judged on musicianship, creativity and professionalism, regardless of size or style of music. Bands, producers and managers that are interested can contact David L. Fry at the University. Call (213) 467-5256 for information.

marc ceter

## TOP 40 ALBUMS

reprinted from 12/29/79		Weeks On 12/22 Chart	Weeks On 12/22 Chart
1	<b>ONE ON ONE</b> BOB JAMES & EARL KLUGH (Tappan Zee/Columbia FC 36241)	1 9	23 8
2	<b>AMERICAN GARAGE</b> PAT METHENY GROUP (ECM 1-1155)	3 6	26 5
3	<b>ANGEL OF THE NIGHT</b> ANGELA BOFILL (GRP/Arista 5501)	2 8	18 21
4	<b>MASTER OF THE GAME</b> GEORGE DUKE (Epic JE 36263)	4 6	25 12
5	<b>RISE</b> HERB ALPERT (A&M SP-4790)	5 11	27 4
6	<b>STREET LIFE</b> CRUSADERS (MCA 3094)	6 31	29 7
7	<b>A TASTE FOR PASSION</b> JEAN LUC PONTY (Atlantic SB 19253)	7 11	22 35
8	<b>STREET BEAT</b> TOM SCOTT (Columbia JC 36137)	8 6	31 3
9	<b>8:30</b> WEATHER REPORT (ARC/Columbia PC2 36030)	9 14	28 24
10	<b>THE WORLD WITHIN</b> STIX HOOPER (MCA 3180)	10 11	33 7
11	<b>WATER SIGN</b> THE JEFF LORBER FUSION (Arista AB 4234)	11 18	32 4
12	<b>MORNING DANCE</b> SYPRO GYRA (Infinity INF 9004)	12 39	35 2
13	<b>BEST OF FRIENDS</b> LENNY WHITE (Elektra 6E-223)	13 16	38 2
14	<b>NO STRANGER TO LOVE</b> ROY AYERS (Polydor PD-1-6246)	19 3	30 18
15	<b>THE BEST OF JOHN KLEMMER VOLUME I/ MOSAIC</b> (MCA 2-8014)	16 6	36 26
16	<b>AND 125TH STREET, N.Y.C.</b> DONALD BYRD (Elektra 6E-247)	17 7	34 11
17	<b>COREA/HANCOCK</b> CHICK COREA & HERBIE HANCOCK (Polydor PD-2-6238)	14 7	37 34
18	<b>BROWNE SUGAR</b> TOM BROWNE (Arista GRP 5003)	15 26	39 17
19	<b>THE HAWK</b> DAVE VALENTIN (GRP/Arista 5006)	20 8	40 TRIBUTARIES LARRY CORYELL (Novus/Arista AN 3017)
20	<b>THE DANCE OF LIFE</b> NARADA MICHAEL WALDEN (Atlantic SB 19259)	24 2	— 1
21	<b>THE BEST OF HERBIE HANCOCK</b> (Columbia JC 36309)	21 3	

**IT PAYS TO PLAY** — An interesting thing happened to this column on the way to 1980. We called both coasts to get a feeling for what was selling, and why, and what we came up with told a tale of what 3,000 miles does to jazz. Historically, the west coast jazz scene has differed greatly from the eastern one in terms of the harmonies, energy and color employed. Most of that has changed; but what surprised us was that, while artists who appeared live in Los Angeles and San Francisco in 1979 tended to sell more records, concert appearances in New York, Boston, Philadelphia and Washington didn't seem to affect sales of records by individual artists. Tower Records in L.A. told **Cash Box** that, when jazz artists appeared at the Hollywood Bowl Jazz Fest in late summer, sales of their catalogs improved. The mere fact that their visage and sounds appeared made people suddenly realize that they were still alive and that their records are still available. New York's J&R Records, on the other hand, said that LP's by certain artists sold whether or not they concertized. If one were to appear in the Apple, their sales might pick up, said J&R, but not necessarily sales of their latest discs. Moreover, the performances didn't automatically make one artist sell more, but it did seem to encourage sales of all jazz records.

**CLASSIC JAZZ** — Jazz was so popular in '79 that when the management of the Bottom Line in New York decided to expand into classical music, their first program was loosely entitled "The Influence of Jazz On 20th Century Music." The star was New York Philharmonic pianists **Paul Jacobs** and guest **Aaron Copland**. While the program could have been researched better for examples of jazz-influenced classical music, the lecture-demonstration was consistently entertaining, featuring music by Debussy, Stravinsky, Schonberg, Gershwin, Copland, Bolcom, Rzewski, and Virgil Thomson. The only real jazz came from Stravinsky, who incorporated jazz harmonies and rhythms into what sounded like "The Volga Boatman." There were some tactical and technical errors, such as Copland repeatedly calling jazz musicians "the jazz boys," and Jacobs' reference to "Down By the Riverside" as a work song (it's a spiritual.). The final denouement was the age-old controversy over "serious" music versus...? Judging by the selections chosen for the concerts, many "serious" composers appear to have an immature attitude towards jazz.

**MVP'S** — The New York Chapter of the National Academy of Recording Arts and Sciences recently held its first Most Valuable Player Awards presentation since 1972 at Michael's Pub. The winners included (in order of presentation) **Ronnie Cuber, Randy Brecker, Michael Brecker, Eddie Daniels, Frank Owens, Richard Tee, Ralph McDonald, Urbie Green, Ron Carter, George Young, David Sanborn, Steve Gadd, Will Lee, Jim Buffington, George Marge, Jay Berliner, Jeff Mironov, Vinnie Bell, Pat Rebillot, Don Grolnick, Toots Thielmans, and Patti Austin.**

**MUSICIAN'S MARATHON** — "Clifford walked right up to me straight as can be," said one musician, voicing his surprise after **Clifford Jordan's** successful operation. The tenor saxophonist had a hip rebuilt with the help of funds garnered from a tribute to him at Leviticus. 500 people attended, and 60 of the 100 musicians who came to play got a chance to perform. This was the second Fund-raising marathon that has been sponsored, organized and performed by musicians in recent weeks. The first was a tribute to the late **Wilbur Ware**, and the next, for bassist **Sam Jones**, will be held at the Symphony Space in the Apple on Jan. 14. Jones, who has played with most of the major jazz artists in the world, is in need of medical treatment for a serious ailment.

**FOR THOSE WHO LIKE PICTURE BOOKS** — "The Golden Age of Jazz," is a well-spring of intimate feelings by photographer-journalist **William Gottlieb**. His 1930s and 1940s "beat" was jazz and, luckily for all of us, it was his love as well. As the introduction states, all you need is the music for the photos to come alive. They are stopped frames that suddenly come alive before your eyes. Some examples: Smoke drifts from Willie **'The Lion' Smith's** cigar, a male fan ogles a beautiful **Juno Christy** as his date gives him a scornful look; **Miles Davis** intently studies **Howard McGhee**. There are also photos of svelte **Mary Lou Williams**, a pre-nose-bobbed **Barbara Carroll**, and pudgy **Doris Day**. The books is a must if one is interested in matching faces with names.

**DISK BITS** — From Muse comes "Anthropo-logic" by **Mack Goldsbury**, "Infant Eyes" by **Charles Earland**, "Hot House" by **Walter Bishop, Jr.**, "The Heavy Hitter," by **Eddie 'Lock-jaw' Davis**, "Jimmy" by **Jimmy Heath** and "Daybreak" by **Steve Giordano** . . . Buddah Records is now distributing Versatile Records via its own distribution pact with Arista. Versatile's first releases under the new agreement will come in the first quarter. They will include **Jon Faddis's** "Good and Plenty," **Buster Williams's** as-yet untitled album, and a special two-disc set from **Carmen McRae** with special guests. Look for collections from **John Hammond, Jr., Hank Crawford** and **Jorge Dalto** in the near future. Rounder will release three more Black Saint albums in the U.S. They are: the Steve Lacy Quintet's "Troubles," the Chico Freeman Quartet's "No Time Left," and Kalaparusha Maurice McIntyre's "Peace and Blessings."

## JAZZ ALBUM PICKS

**LIVE UNDER THE SKY** — Galaxy All Stars — Galaxy GXY-95001 — Producer: Ed Michel — List: 15.98

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

**METAMORPHOSIS** — Arthur Blythe — India Navigation IN 1038 — Producer: India Navigation Company — List: 8.98

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

**OLD AND NEW DREAMS** — Don Cherry, Dewey Redman, Charlie Haden, Ed Blackwell — ECM ECM-1-1154 — Producer: Manfred Eicher — List: 8.98

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



**THE MANHATTAN TRANSFER IN SEATTLE** — Atlantic recording group the Manhattan Transfer recently toured the Western region of the country in support of their new album, "Extensions." Pictured backstage at the Opera House in Seattle are (l-r): Cheryl Bentley of the group; Tony Mandich, west coast artist relations director for Atlantic; Tim Hauser of the group; Brian Avnet, manager; Carol Stripling, music director for radio station KVI; Janis Siegel of the group; Tam Henry of KVI; Debbie Sievert, local promotion rep for Atlantic; and Alan Paul of the group.

arnold jay smith

# RADIO NEWS

## AIR PLAY

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

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

**AWARDS** — **WBCN**/Boston newscaster **Danny Schechter**, "Your News Dissector," was honored with an Emmy for his work with "The **Joe Oteri Show**," a nationally syndicated 90 minute talk show. The award was presented to Schechter during the televised broadcast of the Boston/New England Chapter of the National Association of Television Arts and Sciences (NATAS) . . . **Les Coleman**, Washington correspondent for the RKO Radio Network, was honored by the Television Academy of Arts and Sciences by being awarded an Emmy for an investigative report he conducted on the Boston Transit Authority while at **WBZ-TV**/Boston . . . **WABC**/New York was the recipient of two awards in the 1979 New York State Associated Press Broadcasters Association awards competition. "Runaways," an 11-minute documentary focusing on the problems of young runaways, won for Best Documentary, and Associated Press also awarded WABC an honorable mention in the category of Best One-Day News Effort.



**PETTY FOR ROCK 103** — On the home stretch of his two-month tour, **MCA** recording artist **Tom Petty & The Heartbreakers** played to a sold out audience in Memphis. The event was promoted by **Rock 103**. Pictured are (l-r): **Red Beard**, MD **WZZR**; **Jon Scott**, promotion director, **Backstreet**; and **Petty**.

station's listeners. **Led Zeppelin** led the way with four LPs, the **Who** placed two, **Bruce Springsteen**, **Fleetwood Mac** and the **Rolling Stones** one each, and the number one honors went to **Pink Floyd** with "Dark Side Of The Moon" . . . The **WMMS**/Cleveland "Thunder Buzzard" t-shirt is on sale at various retail outlets in the Cleveland/Akron area. The profits from the sale of the t-shirts will go to establish a scholarship fund for Cleveland State University's Communication Department. . . . **WRKO**/Boston has been named the official Boston area radio station of the 1980 Winter Olympics . . . Mercury recording artists **Oak** recently stopped by **14Q**/Worcester to be guest announcers on the air and to sign autographs for their fans . . . **WBAB**/Long Island rocked out the old and rolled in the new with the Best Music of the Decade. The station entirely tracked, without interruption, the top 102 albums of the decade as voted by its listeners.

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

mark albert



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



**BONOFF IN SEATTLE** — **Columbia** recording artist **Karla Bonoff** recently appeared at the **Paramount Theatre** in Seattle. Greeting her backstage (l-r) are: **Bruce Funkhouser**, **KZAM** air personality; **Paul Sullivan**, program director of **KZAM**; **Bonoff**; **Marion Seymour**, **KZAM** music director; and **Andrew Gold**, **Elektra/Asylum** artist.

## FCC Denies ACLU Radio Petition

by Joanne Ostrow

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

### Petitioners Argue

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

The FCC agreed to make additional material public at its Washington headquarters, but declined to place such material in Federal libraries around the country, as the petitioners requested. The commission said complaints about its deregulation proceeding could best be handled through "the filing of detailed comments."

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

### Commission Refuses

The commission refused to make the authors of certain tables appended to the rulemaking notice "available for cross-examination, nor will staff members be required to place reports of their contacts with FCC commissioners in the public record," its order said. The petitioners also had asked for an extension in the time for filing comments, to 120 days after a tentative decision is announced. The commission denied that request, saying the seven months set for comments and replies (since the original announcement) had been adequate. (However, a 30-day period will be allowed in which to comment on corrected data from Indiana and Michigan.)

The FCC's background material will be available in the next two weeks.

## KBIG And WBLS Top Fall ARB's In L.A. & N.Y.

**LOS ANGELES** — Without **Dodger** baseball in the picture, one of Los Angeles' summer ratings leaders, **KABC**, took a substantial drop in Arbitron's October-November survey from 8.0 to 6.0, while **KBIG's** beautiful music format took top honors with a 6.1.

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

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

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

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

These numbers represent total shares, Monday through Sunday, 6 a.m. to Mid-night.

## Starship Broadcasts Live New Year's Eve

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

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

## Alix Named GM Sales TM Special Projects

**LOS ANGELES** — **Jack Alix** was named general sales manager of **TM Special Projects**, effective Jan. 1, 1980. **TM Special Projects** is one of the **TM** companies based in Dallas. Most recently, Alix was regional sales manager at **WRVQ**/Richmond, Va.

# CLASSICAL

## TOP FORTY CLASSICAL ALBUMS

reprinted from 12/22/79		Weeks On Chart
1	<b>LUCIANO FAVOROTTI:</b> O Sole Mio London OS 26560 (8.98/1 LP)	12/15
2	<b>HOROWITZ CONCERTS 1978-1979</b> RCA ARL 1-3433 (8.98/1 LP)	1
3	<b>ROSSINI:</b> Otello Philharmonia Orch. (Cobos) Philips 6769.023 (29.94/3 LPs)	2
4	<b>VERDI:</b> Don Carlos Berlin Philharmonic (Von Karajan) Angel SZDX 3875 (36.92/4 LPs)	3
5	<b>JAMES GALWAY:</b> Annie's Song RCA ARLI-3061 (8.98/1 LP)	4
6	<b>GOUNOD:</b> Faust Domingo, Freni, Ghiaurov Paris Opera Orchestra (Pretre) Angel SZDX-3868 (35.98/4 LPs)	4
7	<b>BEETHOVEN:</b> Piano Concerto #5 Lupu, Israel Philharmonic Orchestra (Mehta) London Digital LDR 10005 (9.98/1 LP)	5
8	<b>RAMPAL:</b> Greatest Hits Vol. II Columbia M 35176 (7.98/1 LP)	6
9	<b>VON STADE:</b> Italian Opera Arias National Arts Center Orchestra (Bernardi) Columbia M 35138 (8.98/1 LP)	6
10	<b>MAHLER:</b> Symphony #4 In G Major Israel Philharmonic (Mehta) London Digital LDR 10004 (9.98/1 LP)	7
11	<b>VERDI:</b> Rigoletto Philharmonia Orch. (Rudel) Angel SZCX 3872 (26.94/3 LPs)	8
12	<b>BARTOK:</b> Concerto For Orchestra Philadelphia Orchestra (Ormandy) RCA Digital ARC1-3421 (9.98/1 LP)	8
13	<b>MASCAGNI:</b> Cavaleria Rusticana National Philharmonic (Levine) RCA CRL 1-3091 (8.98/1 LP)	9
14	<b>CHOPIN:</b> Complete Nocturnes Claudio Arrau Philips 6747.485 (19.98/2 LPs)	10
15	<b>OFFENBACH:</b> Orpheus in the Underworld. Capitole de Toulouse Orch. (Plasson) Angel SZCX-3886 (27.98/3 LPs)	10
16	<b>TCHAIKOVSKY:</b> Concerto in D Major Philadelphia Orch. (Ormandy) Angel SZ 37640 (8.98/1 LP)	11
17	<b>HINDEMITH:</b> Mathis de Mahler Bavarian Radio Symphony (Abbado) Angel SZCX 3869 (26.94/3 LPs)	12
18	<b>MOZART:</b> Don Giovanni Paris Opera Orch. & Chorus (Maazel) Columbia M3 35192 (26.94/3 LPs)	13
19	<b>PERLMAN:</b> Encores Angel S 37560 (8.98/1 LP)	14
20	<b>STRAUSS:</b> Four Last Songs London Symphony Orch. (Davis) Columbia M 35140 (8.98/1 LP)	14
21	<b>BRAHMS:</b> Four Symphonies Chicago Symp. (Solti) London CSA 2406 (35.92/4 LPs)	15
22	<b>NEW YEAR'S IN VIENNA</b> Vienna Philharmonic London Digital LDR 10001/2 (19.96/2 LPs)	17
23	<b>SUTHERLAND SINGS WAGNER</b> National Philharmonic Orchestra (Bonygni) London OS 26612 (8.98/1 LP)	17
24	<b>HUMPERDINCK:</b> Hansel Und Gretel Gurzenich Orch. (Pritchard) Columbia M2 35898 (17.98/2 LPs)	21
25	<b>MOZART:</b> Marriage of Figaro Vienna Phil. (Von Karajan) London OSA 1443 (35.92/4 LPs)	23
26	<b>JESSYE NORMAN:</b> Spirituals Baldwin, Ambrosian Singers (Patterson) Philips 9500.651 (9.98/1 LP)	23
27	<b>GALWAY PLAYS TELEMAN</b> RCA ARL 1-3488 (8.98/1 LP)	25
28	<b>BARTOK:</b> Piano Concertos No. 1 & 2 Pollini, Chicago Symphony Orch. (Abbado) Deutsche Grammophon 2530.901 (8.98/1 LP)	25
29	<b>FAVOROTTI:</b> O Holy Night National Philharmonic (Adier) London S 26473 (8.98/1 LP)	31
30	<b>TCHAIKOVSKY:</b> 1812 Overture Cincinnati Symphony Orch. (Kunzel) Telarc Digital DG 10041 (17.98/1 LP)	31
31	<b>BOLLING:</b> Suite For Flute And Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	31
32	<b>PACHELBEL:</b> Canon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon; Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (8.98/1 LP)	16
33	<b>FIEDLER:</b> Greatest Hits The Boston Pops (Fiedler) RCA CRL2-3383 (12.98/2 LPs)	16
34	<b>BEETHOVEN:</b> String Quartet, Op 131 Vienna Philharmonic (Bernstein) Deutsche Grammophon 2531 077 (9.98/1 LP)	16
35	<b>SAINT-SAENS:</b> Samson and Delilah Orchestre de Paris (Berenboim) Deutsche Grammophon 2709 095 (29.74/3 LPs)	2
36	<b>BERG:</b> Lulu Orchestre de l'Opera de Paris (Boulez) Deutsche Grammophon 2711 024 (39.92/4 LPs)	2
37	<b>RAVEL:</b> Bolero Chicago Symp. (Solti) London CS 7033 (8.98/1 LP)	2
38	<b>HOLST:</b> The Planets London Philharmonic Orchestra (Solti) London CS 7110 (8.98/1 LP)	2
39	<b>VICTORIA DE LOS ANGELES:</b> Recital Columbia M 35139 (8.98/1 LP)	37
40	<b>GERSHWIN:</b> Manhattan (soundtrack) Graffman, New York Philharmonic (Mehta) Columbia JS 36020 (8.98/1 LP)	39

## CLASSICAL CLIPS

NEW YORK — The new Telefunken recording of "Jephtha" by **Nikolaus Harnoncourt** and the **Concentus Musicus Wien** really brings out the virtues in Handel's last oratorio, which deserves to be much better-known. Part of the charm of this four-record set lies in the use of original baroque instruments. But the primary reason for its success is the outstanding group of singers assembled for the recording, including **Elizabeth Gale**, **Glenys Lionos**, **Gabriele Sima**, **Werner Hollweg**, **Paul Easwood**, **Thomas Thomaschke**, the **Mozart Sangerknaben** choir, and the **Arnold Schoenberg Choir**.

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

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

**LABEL NEWS** — More details have been released about Nonesuch's next release, scheduled for early 1980. Included in the release are "Music For Violin and Piano" by Franz Schubert," featuring violinist **Sergiu Luca** and pianist **Joseph Kalichstein**; an album of 18th Century French cantatas and instrumental pieces, performed by soprano **Ann Monoyios** and the **Concert Royal** under **James Richman's** direction; premiere recordings (on the same disc) of **Donald Martino's** "Triple Concerto" and **Milton Babbitt's** "Arie De Capo," performed by the Group for Contemporary Music under **Harvey Sollberger's** direction; "Songs By Sergei Rachmaninoff & Ernest Chausson," performed by mezzo-soprano **Jan DeGaetani** and pianist **Gilbert Kalish**; an album featur-

ing church music of Jacobean England, performed by the Clerkes of Oxenford under **David Wulstan's** direction; and **Ensemble Ripponia's** third Nonesuch LP, a disc entitled "Janan/Kabuki & Other Traditional Music"... **Thea Musgrave**, whose opera, "Mary Queen Of Scots," was recently released on Vox, has just scored another coup. The Virginia Opera production of her latest opera, "A Christmas Carol," was broadcast nationally Dec. 16 on National Public Radio... On the MMC label, which, like Vox, is owned by the Moss Music Group, there is a new album called "Atlantic Bridge" by the **King's Singers**. Featuring American spirituals and old-time standards, this album by the classically-trained English group should be a crossover hit... RCA Red Seal has signed clarinetist **Richard Stoltzman**, a founding member of the group **Tashi**. Stoltzman's initial recording under the contract will be of the Mozart Clarinet Concerto with the English Chamber Orchestra... CBS Masterworks' soundtrack for the film, "Don Giovanni," has won France's Grand Prix du Disque. In addition, a special award for outstanding interpretation went to **Jose Van Dam** for his role as the Don's manservant, Leporello.

**MCA BUDGET LINE** — MCA will ship its first classical release since the early 1970's on February 8. That's the date set for the introduction of MCA's new budget classical line, which will include reissues of Westminster, Decca, Command and MCA releases. The new line will be called MCA/Westminster and will list for \$4.98, according to **John Sievers**, classical release coordinator for MCA. Eight titles will be released in February and five are expected in March. Part of the initial shipment will be a complete Beethoven "Fidelio," conducted by **Hanz Knappertsbusch**.

**NAMES IN THE NEWS** — **Leonard Bernstein** is taking a year off from conducting during 1980 so that he can devote himself totally to composing... Soprano **Rosa Ponselle**, 82, was forced to leave her Stevenson, Maryland home by a fire that broke out there on Christmas Eve... Another, somewhat younger soprano, **Gail Robinson**, broke her foot during a recent

(continued on page 20)

## CLASSICAL ALBUM REVIEWS



**SCHUMANN: Symphony No. 3 ("Rhenish"); Konzertstück for Four Horns & Orchestra.** Berlin Philharmonic, Klaus Tennstedt, conductor. Angel SZ-37655. List: 8.98.

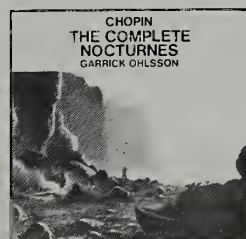
This recording should do much to consolidate Tennstedt's reputation, which has been growing rapidly for the past couple of years. His moderately-paced version of the "Rhenish" Symphony maintains an incredible inner tension, especially in the first movement. The third movement is also remarkable for the way in which Tennstedt stresses the continuity in Schumann's long arches of melody. And, in the Konzertstück, he has the advantage of working with the best horn section in the world, outside of the Chicago Symphony.

**MENDELSSOHN: Symphony No. 4 ("Italian"); "Hebrides," "Ruy Blas," and "A Midsummer Night's Dream" Overtures.** London Symphony, Andre Previn, conductor. Angel SZ-37614. List: 8.98.

It is a real credit to this recording that it stands out among the many available versions of the "Italian" Symphony. Previn simply understands music, and Mendelssohn's music in particular. There are few peers to his warm, glowing, elegant reading of this evergreen. And Previn also offers an especially exciting rendition of the "Hebrides" Overture. Because everything here is played so well, in fact, nothing sounds like filler.

**CHOPIN: Nocturnes.** Garrick Ohlsson, piano. Angel SZB-3889. List: 17.96.

While not as inward (or as idiosyncratic) as Claudio Arrau's recent traversal of the Nocturnes on Philips, Ohlsson's readings have much to recommend them, and they show considerable growth since his recording of the Chopin Polonaises. Ohlsson's general method is to project the melodic line above all else, although he is very much aware of the little rhythmic quirks and nuances that make this music so personal. His tone can be quite melting, as in Op. 48, No. 1 and the coda of Op. 55, No. 2.





**SPINNING AT THE BOX** — Atlantic recording group *The Spinners*, who are currently promoting their latest single release, "Working My Way To You," stopped by the offices of *Cash Box* in Hollywood recently to talk with publisher George Albert. Pictured (l-r) are: John Edwards, Billy Henderson and Henry Fambrough of the Spinners; Albert; Pervis Jackson of the Spinners; Buddy Allen, manager of the Spinners; and Bobbie Smith of the Spinners.

## Christmas Down From '78; Midlines, K-tel Product Up

(continued on page 5)

results will increase from three to five percent on a chainwide basis and then really start to roll by the end of the summer."

A late selling surge helped the three-store Knox chain in Knoxville, Tenn. finish the season with results that were slightly better than last year's. Jay Jacobs, president of the company, said that traffic in the final four days before the holiday was "unbelievable," and that hit product moved especially well. He added that consumer reaction to the CBS \$5.98 series has been "fabulous," and that the company was experiencing near sell-through on this line.

### Hits Sell In Texas

Alta Hayes, director of promotion for Big State Distributing Corp., a Dallas-based one-stop, echoed the findings of other wholesalers in her region who noted that hit product moved swiftly for them this season.

"Business has been just great," said Hayes. "November and December have been really strong, and we're looking forward to a solid first quarter, with the Eagles, Styx, Kenny Rogers, and Donna Summer leading the way." And, she added, "We expect the records devoted to the Iranian crisis, especially Don Mason's 'Where Are You Now When We Need You Ross Perot' to keep right on selling."

In the Midwest, Christmas sales for such chains as Stark/Camelot and Karma Records were well below projections. Mike Allison, director of retail operations for the Canton, Ohio-based Stark/Camelot company, said that a gain of three to four percent in the Sun Belt offset disappointing sales in the chain's Michigan and Ohio stores. He noted that "general economic conditions" in those areas contributed to the poor sales showing.

"Unit and dollar sales figures were up for us," he commented, "but the customer count was down, which made per unit sales higher. And people were more selective than last year. If they bypassed the advertised item, they went straight to the racks. They weren't afraid to pay a little more this Christmas."

Allison said that fill for the chain was good throughout the holiday, but that "catalog was as strong as ever, particularly in the high-fashion malls in our middle and upper-middle income neighborhoods."

Don Simpson, purchasing director for Fathers and Sons, the Indianapolis, Ind.-based distribution arm for the eight Karma Records locations, noted that a late-shopping surge was enhanced by the CBS midline series. "They were a terrific Christmas buy," he said, "especially as a

complement to a more expensive new release. I'm anxious to see how they fare later in the year."

### No Snow This Year

In Chicago, Carl Rosenbaum, president of Flipside, said that business for the 12-store chain was ahead of last year by 25% through Christmas Eve. "Last year at this time, we were digging out of 30 inches of snow," he said. "But the weather this year has been just gorgeous. Plus, we've been helped by a couple of hit albums in the Pink Floyd, Eagles, and Zeppelin releases. But overall, it was catalog that made the season so spectacular. Just for example, we went through the CBS midlines as fast as we could get them." Although a four-day transit strike had taken its toll on some downtown business in the Chicago area, Rosenbaum said that the strike had had no impact on his company, since ten of his outlets are in the suburbs, which are not served by mass transit.

At one of the three Peaches locations in the St. Louis area, day manager Mark Michel said that the holiday was "a pleasant surprise, even if we were down from last year." He noted, "We did a lot of radio advertising to offset some of the lowballing on \$7.98 product in the area." But it was the movement of catalog goods that was the real surprise, he said. "Around this time, there's one LP that everybody wants, and we didn't have it this year. So people resorted to the catalog, especially the CBS midlines. We practically sold out the Billy Joel and Dan Fogelberg LPs at a very reasonable \$3.77."

### Ho-Hum Western Sales

In the western states, where a holiday storm battered northern California, Oregon, and parts of Washington, gains in Christmas-season retailing were slight. Eucalyptus, which operates 13 stores in three western states, said its sales were down an estimated two percent from last year. But Paul Pennington, president of the Fairfield, California-based company, said, "Compared to what I thought they would have been, the figures were actually quite good." He noted that sales on the 24th and 26th of the month were the biggest single days in the chain's history.

Everybody's Records, with eight stores in the Pacific Northwest, showed moderate gains, aided by strong new releases, according to a spokesman for the Portland-based chain.

Similarly, holiday sales for the 20 Music Plus locations in Los Angeles and Orange County, Calif., were roughly equal to last

(continued on page 28)

## Christian Concert Set For March 20

by Don Cusic

NASHVILLE — The first Christian Concert Promotion Seminar and Showcase will be held on March 20-22 in Tulsa, Okla. at the Oral Roberts University Mabee Center with a number of record industry personnel, talent and booking agents and artists participating. The event is being organized by Rodney Snell of Sunshine Concerts.

The major sessions will be held in the afternoons, focusing on such subjects as tickets, creative promotion and record company management, booking agent and artist involvement in the concert. Several smaller sessions will be held in the mornings handling topics such as press releases, posters, newspaper ad layouts, church involvement through youth ministries, literature and other Christian organizations' involvement, technical production in light, sound and staging, arrangements for the artists' arrival and departure, backstage privacy, stage help and the use of radio advertising, co-sponsorship, interviews, and ticket, album and T-shirt giveaways.

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

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

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

## Benson Company Promotes Two; Names One Salesman Of The Year

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

Named director of choral promotions is Don Kunselman. Kunselman's job will entail all promotion of choral music including advertising, campaigns, all publicity regarding Benson publishing, the Benson



**THE STORYTELLER'S TALE** — Mills Book Store in Nashville recently hosted an autograph party featuring Tom T. Hall and his new book, *The Storyteller's Nashville*, which, from all reports, was quite successful. The store sold about 300 books in a two hour period. Pictured during the party are (l-r): Hall; Jo Walker, executive director of the Country Music Assn.; and Emily Caldwell, a friend of Mrs. Walker's.

## Flipside Wins ELO Merchandising Contest

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

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

### Participation

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

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

choral club and sending review copies of music. He will also represent the Benson Co. at music clinics across the country.

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



**TOYS FOR TOTS** — Epic/Cleveland International artist Ellen Foley performed recently at WNEW-FM's "Toys For Tots" concert at Avery Fisher Hall in New York. Pictured backstage are (l-r): Stan Snyder and Sam Lederman, Cleveland International; Frank Mooney, vice president of marketing branch distribution for CBS Records; Lennie Petze, vice president of national A&R for Epic; Don Dempsey, senior vice president and general manager of E/P/A; Scott Muni, program director of WNEW-FM; Foley; Ian Hunter; Dick Asher, deputy president and chief operating officer of CBS Records Group; and Paul Smith, senior vice president and general manager of marketing for CBS Records.















# INTERNATIONAL

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — At a plush party at the Libertador Hotel, CBS awarded gold and platinum records to the best selling albums, artists and producers of 1979. Among those who received them were **Daniel Magal**, **Trio San Javier**, **Los de Siempre**, **Cacho Tirao**, **Sandro**, **Cuarteto Imperial** and indie producer **Fernando Marin** for his **Cantanino** records. **Hecio Cuomo**, president of the company, told **Cash Box** that CBS is signing a distribution contract with producer **Francis Smith**, who is strong in the pop market.

Microfon Argentina President **Mario Kaminsky** reported that his company will be releasing a budget cassette series, with 25 titles and priced roughly at \$6, against nearly \$15 for regular cassettes. The cassette field has been growing steadily and may overcome in volume the album sales in 1980.

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

Sicamericana is enjoying good success with its new compilation "Amor con Ritmo" featuring local and international artists. There is also excitement around Spanish

chanteur **Pedro Marin**, whose latest single is receiving strong air play. The company received recently the visit of **Luis Calvo**, international manager of Hispavox, Marin's original label.

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

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

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

miguel smirnoff

(continued on page 22)



**DIRE STRAITS IN GREECE** — Yannis Petridis, manager of pop international repertoire, Phonogram Greece, recently visited Phonogram's UK London office to present an award for sales to Dire Straits manager Ed Bicknell. The gold award was for local sales in excess of 50,000 units for the "Dire Straits" LP, a distinction held only by the Beatles and Pink Floyd to date. Pictured are (l-r): Cathy Smith, assistant, Phonogram UK international department; Bicknell; Petridis, and Lon Goddard, press officer, Phonogram UK.

## Kruger Organization Of U.K. Celebrates 27th Anniversary

**LONDON** — As Jeffrey Kruger celebrates his 27th Anniversary in the music industry, company executives are well pleased with current trading position after re-organizing their Leisure Group earlier this year and they are very optimistic about the future.

Earlier this year, Kruger foresaw the severe recession in the record business and completely reorganized his Leisure Group, taking current trading conditions into account. Kruger cut his payroll force from in excess of 60 people to a present baker's dozen and the Kruger Organization now concentrates its activities in three main areas, rather than as before, when it operated eight separate divisions.

As an umbrella for the record operation Kruger re-established his Bulldog label, promoting long term executive Leslie Lewis as managing director of the music division, with Howard Kruger overseeing all promotional and artist relations. Unlike the

usual new record label facing competition with established labels, Kruger had an established catalogue to call upon and a ready established network of overseas export accounts in which to sell its finished albums.

"Our philosophy was to consciously stay away from roulette playing by spending tens of thousands of pounds on a risk exposure basis and then having to vye with the established labels for some air play so we started to build catalogue," said Kruger.

"Our endeavors in the contemporary or MOR market will be limited to licensing such product to the established outlets, and in this category, we have the current product of American chart artist, Bob McGilpin, a finished album with British comedian/singer/TV star Jerry Stevens, and a new all-girl trio from Nashville we are very excited about called Lady Love, whose

(continued on page 22)

THE CITY OF WELLINGTON  
WELCOMES YOU  
MAY YOUR STAY BE A HAPPY ONE



**BELLAMYS IN NEW ZEALAND** — Country stars The Bellamy Bros. recently toured New Zealand with the Dizzy Rambler Band for 10 days. The Bellamys also participated in press, radio and local television interviews and shows. Pictured are (l-r): John Griffiths, David Burgess International tour promoters; David Bellamy; Howard Bellamy; Peter McArthur, David Burgess International tour promoters; and Chip Peay, Top Billing agent.

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 I Have A Dream — ABBA — RCA
- 2 Hot Stuff — Donna Summer — Casablanca
- 3 One Way Ticket — Eruption — RCA
- 4 I Was Made For Loving You — Kiss — Casablanca
- 5 Rio Grande — Franco Simone — Microfon
- 6 Honesty — Billy Joel — CBS
- 7 Dancer — Gino Soccio — WEA/EMI
- 8 Quererte A Ti — Angela Carrasco — Microfon
- 9 El Show — Carlitos Bala — Microfon
- 10 Debo Ir A Casa — Boney M — RCA

#### TOP TEN LPs

- 1 Discovery — Electric Light Orchestra — Epic
- 2 Greatest Hits — ABBA — RCA
- 3 Vibrations — various artists — WEA
- 4 Estilo Disco, vol. 2 — various artists — Microfon
- 5 Letter To My Mother — Richard Clayderman — Tonodisc
- 6 Greatest — Bee Gees — RSO
- 7 Emociones — Julio Iglesias — CBS
- 8 17 Top Hits — various artists — Phonogram
- 9 Musica Poderosa Vol. 14 — various artists — EMI
- 10 14 Exitos De Primavera — various artists — Microfon

--Prensario

### Australia

#### TOP TEN 45s

- 1 Video Killed The Radio Star — The Buggles — Island
- 2 Computer Games — Mi-Sex — CBS
- 3 Tusk — Fleetwood Mac — Warner Bros.
- 4 Don't Stop 'Til You Get Enough — Michael Jackson — Epic
- 5 Sure Know Something — Kiss — Casablanca
- 6 I Don't Like Mondays — The Boomtown Rats — Mercury
- 7 Dream Police — Cheap Trick — Epic
- 8 No More Tears — D. Summer & B. Streisand — Casablanca/CBS
- 9 Goose Bumps — Christie Allen — Mushroom
- 10 Born To Be Alive — Patrick Hernandez — CBS

#### TOP TEN LPs

- 1 Bee Gees Greatest — RSO
- 2 Dynasty — Kiss — Casablanca
- 3 Rod Stewart Greatest Hits — Warner Bros.
- 4 Tusk — Fleetwood Mac — Warner Bros.
- 5 The Long Run — Eagles — Asylum
- 6 ELO's Greatest Hits — Jet
- 7 The Best Of Kenny Rogers — United Artists
- 8 Wet — Barbara Streisand — CBS
- 9 Discovery — Electric Light Orchestra — Jet
- 10 Dream Police — Cheap Trick — Epic

—Kent Music Report

### Germany

#### TOP TEN 45s

- 1 Maybe — Thom Pace — RSO
- 2 Video Killed The Radio Star — The Buggles — Island
- 3 Gimme, Gimme, Gimme — ABBA — Polydor
- 4 We Don't Talk Anymore — Cliff Richard — EMI
- 5 Nachts, wenn alles schlaf — Howard Carpendale — EMI
- 6 Das Lied von Manuel — Manual & Pony — Polydor
- 7 A Walk In The Park — Nick Straker Band — Decca
- 8 Babe It's Up To You — Smokie — RAK
- 9 Tusk — Fleetwood Mac — Warner Bros.
- 10 El Lute — Boney M. — Hansa Int.

#### TOP TEN LPs

- 1 Traum was Schones — James Last — Polydor
- 2 Der ostfriesische Gotterbote — Otto — Russl
- 3 Traumland der Panflote — Gheorge Zamfir — Polystar
- 4 Frei sein — Peter Maffay — Arcade
- 5 Mein Weg zu dir — Howard Carpendale — EMI
- 6 Eve — The Alan Parsons Project — Arista
- 7 Classic Rock — The London Symphony Orchestra — K-Tel
- 8 Tusk — Fleetwood Mac — Warner Bros.
- 9 Eyes Of The Universe — Barclay James Harvest — Polydor
- 10 Breakfast In America — Supertramp — A&M

—Der Musikmarkt

# INTERNATIONAL

## INTERNATIONAL DATELINE

(continued from page 21)

### Australia

MELBOURNE — At CBS, Cheap Trick's "Dream Police" album has gone gold (25,000 units) following their successful Australian tour . . . Meanwhile, "Born To Be Alive" by Patrick Hernandez has notched up a rare achievement by selling more than 100,000 copies in Australia, making it a platinum single.

Stevie Wright, former lead singer with hit '60s group The Easybeats, is contemplating a comeback. The last couple of years, after a moderately successful solo comeback which saw him charting with a couple of Vanda/Young singles, Stevie has been battling drug problems, and more recently working as a drug counsellor. Now that he's kicked his bad habits, he's seriously looking at tackling the rock biz once again.

More than 2,000 rock fans and bikies turned out for a three-day rock festival held on a property owned by the Hell's Angels motorcycle gang at Broadford, north of Melbourne, last weekend. The festival went off with barely any trouble, just a few arrests for drunken behavior and obscene exposure. More than 15 local bands provided the non-stop entertainment, which was recorded and filmed for a possible live album and TV special. It's the third such event staged by the Hell's Angels and attracts bigger crowds each year. The only tense moment was when Ignatius Jones, lead singer of Jimmy and The Boys, possibly Australia's most decadent and outrageous band, cast aspersions on the

sexuality of some bikies and got beat up by two offended bikies for his trouble. However, the Angels dealt with the two antagonists backstage.

allan webster

### Japan

TOKYO — Polydor of Japan president Seichiro Koh has announced the formation of a Head Marketing Division, to be comprised of the present marketing, international repertoires and planning divisions. Koh will assume the position of chief of the new division. The efficient management of the division is the main purpose of this restructuring of the company.

Toshiba/EMI Music Publishing has reformed its present European and American sections into a newly established International Repertoires section.

Record sales during the holiday season beginning in the latter part of November showed steady results, with the climax coming at the first weekend of December, with sales stronger than all expectations in Tokyo. The big retailers in Ginza (the central section of Tokyo) unanimously reported 20-30% sales increases over the same season the prior year. Such success was very encouraging for the retailers, who look forward to considerable increases for the Christmas sales.

A new record company has been born in Japan — K.K. Polystar. The new label is a joint investment of the PolyGram Group and Young Japan, one of the largest production firms in the country.

kozo otsuka



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

## Kruger Organization Of U.K. Celebrates 27th Anniversary

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LP Howard Kruger has just produced. Our first new wave signing is Lipstick, a street band from Brighton, England, and an exciting new single by Sergio Franchi in modern dance idiom will be released on



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

LAX-Ember Records via MCA."

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

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

### 'Night' LP Goes Gold

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



**COHEN AWARDED IN GERMANY** — Stopping by the CBS Germany offices in Frankfurt during his 23-city European tour, singer/poet Leonard Cohen was presented with two gold records for his "Songs Of Leonard Cohen" and "Greatest Hits" albums. Pictured are (l-r): Jorgen Larsen, managing director, CBS Germany; Cohen; Gerd Ludwigs, CBS tour promotion manager; Marcel Avram, Mama Concerts (Cohen's European tour promoter); Steve Meador, band member; and Uwe S. Fendt, marketing manager, CBS Germany.

## INTERNATIONAL BESTSELLERS

### Japan

- TOP TEN 45s**
- 1 Ihojin — Saki Kubota — CBS/Sony
  - 2 Sachiko — Hirofumi Banba — Epic/Sony
  - 3 Yosebainoni — Bin Ito to Happy & Blue — Canyon
  - 4 Omai To Futari — Hiroshi Itsuki — Tokuma
  - 5 Oyaji No Ichiban Nagayahi — Masashi Sada — Free Flight
  - 6 Omoide Zake — Sachiko Kobayashi — Warner/Pioneer
  - 7 Daitokayai — Crystal King — Canyon
  - 8 Oyaji No Umi — Kenkichi Muraki — Phonogram
  - 9 Anna — Kayi Band — Toshiba/EMI
  - 10 Chokotobani Goyojin — Southern All Stars — Victor

- TOP TEN LPs**
- 1 Kishotenketsu — Chiharu Matsuyama — Canyon
  - 2 Okaerinasayi — Miyuki Nakajima — Canyon
  - 3 Zuisoroku — Masashi Sada — Free Flight
  - 4 Greatest Hits, vol. 2 — ABBA — Disco
  - 5 Kagirinaki Chosen — Alice — Toshiba/EMI
  - 6 Kanashiyi Hodo Otenki — Yumi Matsutoya — Toshiba/EMI
  - 7 Yumegatari — Saki Kubota — CBS/Sony
  - 8 You're Only Lonely — J.D. Souther — CBS/Sony
  - 9 Three And Two — Of Course — Toshiba/EMI
  - 10 Solid State Survivor — Yellow Magic Orchestra — Alfa
- Cash Box of Japan

### Netherlands

- TOP TEN 45s**
- 1 Weekend — Earth, Wind & Fire — Phonogram
  - 2 Crazy Little Thing Called Love — Queen — EMI
  - 3 Get Up And Boogie — Freddie James — WEA
  - 4 Yes I Do — Luv' — Phonogram
  - 5 Love And Understanding — Mac Kissoon — CNR
  - 6 She's In Love With You — Suzi Quatro — EMI
  - 7 We Got The Whole World — Nottingham Forest — WEA
  - 8 Gonna Get Along Without — Viola Willis — Ariola
  - 9 Gimme, Gimme, Gimme — ABBA — Polydor
  - 10 Another Brick In The Wall — Pink Floyd — EMI

- TOP TEN LPs**
- 1 Reggatta De Blanc — The Police — CBS
  - 2 24 Greatest Hits — Julio Iglesias — CBS
  - 3 The Wall — Pink Floyd — EMI
  - 4 Reality Fills Fantasy — Earth & Fire — Phonogram
  - 5 Greatest Hits, vol. 2 — ABBA — Polydor
  - 6 Hair — Soundtrack — RCA
  - 7 Night Out — Ellen Foley — CBS
  - 8 20 Greatest Hits — Diana Ross & Supremes — EMI
  - 9 Tusk — Fleetwood Mac — WEA
  - 10 The Long Run — Eagles — WEA
- Nationale Hitkrant Producties

### New Zealand

- TOP TEN 45s**
- 1 Jezebel — Jon Stevens — CBS
  - 2 Video Killed The Radio Star — The Buggles — Festival
  - 3 Don't Stop Till You Get Enough — Michael Jackson — CBS
  - 4 Get Your Love Right — Jon English — Polygram
  - 5 Tusk — Fleetwood Mac — WEA
  - 6 Six Ribbons — Jon English — Polygram
  - 7 Please Don't Go — KC & The Sunshine Band — CBS
  - 8 Who Pays The Ferryman — Yannis Markopoulos — EMI
  - 9 Dreaming — Blondie — Festival
  - 10 The Part Of Me — Exile — EMI

- TOP TEN LPs**
- 1 Rod Stewart Greatest Hits — Rod Stewart — WEA
  - 2 Bee Gees Greatest — Bee Gees — Polygram
  - 3 ELO's Greatest Hits — ELO — CBS
  - 4 The Best Of Kenny Rogers — Kenny Rogers — Festival
  - 5 Nat King Cole 20 Golden Greats — Nat King Cole — EMI
  - 6 English History — Jon English — Polygram
  - 7 British Rock Classics — Various Artists — EMI
  - 8 Beatles Concerto — Rostal & Schaefer — EMI
  - 9 The Roussos Phenomenon — Demis Roussos — Polygram
  - 10 Tusk — Fleetwood Mac
- Record Publications Ltd.



## LATIN BEAT

On Nov. 30, the winners in various categories were announced in the 1979 Daily News Front Page Music Poll. For the second year in a row **Celia Cruz** won as the #1 Female Vocalist in Latin music, while **Hector LaVoe** surprised no one by taking the award for #1 Male Vocalist. The poll meant one more award for **Tito Puente** who won for #1 Orchestra.

Nov. 21-24 marked **Willie Colon-Ruben Blades** week in New York, and few people in the Latin music industry will ever forget it. Nor will the throngs of people who showed up at the four clubs Willie and Ruben appeared at during the four-day period. They played the Corso and the Casablanca in Manhattan, the Ecstasy Club in Brooklyn, and the Aretama in Queens. In the case of the Corso, the doors had to be closed well in advance of closing time. This was a record breaking week for two artists who have been breaking records all over the world.

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

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

The first Hispanic World's Fair took place Dec. 14-16 at the New York Coliseum. Of course, no major event of this kind could take place in New York without the sound of

Salsa emanating from within. With this in mind, the promoters of the Fair booked **Willie Colon** and **Ruben Blades** and **Eddie Palmieri** with **Ismael Quintana** and **Yomo Toro** and Group.

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

**Hector LaVoe** appeared in Chicago's newest club the East Palace, on Dec. 7 and 8.

The first single from **Ray Barretto's** album, "Rican/struction," on Fania Records will be "Al Ver Sus Campos" b/w "Ya Vez." It is being rushed out prior to the release of the album.

**Willie Cohen** and **Ruben Blades** spent Christmas in Costa Rica. They appeared there from Dec. 20-25.

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

The area of Atlanta, Ga. is opening up to "Salsa" due to the fact that approximately 60,000 Latins are residing there. **Celia Cruz** and **Casanova Y Montuno** appeared there recently (at the Hilton Hotel) and were received with tremendous enthusiasm.

Oxford University Press is the publisher of **John Storm Roberts'** book "The Latin Tinge," which is now on sale. The book covers everything as it relates to the Latin music influence from the tango to disco, from Tin Pan Alley to Nashville, over the past century. It is a must for anybody interested in and with with a love for Latin music, whether it is the music of Brazil, Cuba, Puerto Rico, Argentina, Chile, or other Latin countries. "The Latin Tinge" sells for \$12.95.

ray terrace

## LATIN PICKS

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

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



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

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



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

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



## SINGLES TO WATCH

**MARIO QUINTERO** (Orfeon) **Me Pregunto** (Gilberto Galaviz)

**ROBERTO GUINAR** (RCA-Mexico) **La Cobija** (J. Miguel Acosta)

**QUETA JIMENEZ** (RCA-Mexico) **A Hora Niegalo** (A. Ruiz Del Rio)

**MR. LOCO** (Orfeon) **Dancing Loco Disco**

**2+2 DE COLOMBIA** (Orfeon) **Disco Cumbia El Ano Viejo**

**LUPITA D'ALESSIO** (Orfeon) **Aqui Estoy Yo** (Lolita De La Colina)

**LOS BUKIS** (Profono Int'l) **Me Dejo Que Me Quleras** (Ramiro Aguilar)

**RIGO TOVAR** (Melody) **El Recado** (Rigo Tovar)

**LOS HICSOS** (CBS-Costa Rica) **El Taxista** (Carmen Granados)

## LATIN BEST SELLERS

### Chicago Salsa

- 1 Celia Cruz/Sonora Poncena — Vaya
- 2 Solo — Willie Colon — Fania
- 3 Pacheco/Santos — Fania
- 4 Hector Lavoe — Fania
- 5 Oscar de Leon — T.H.
- 6 Siembre — Colon/Blades — Fania
- 7 Andy/Pellin — Velvet
- 8 Dimension Latina — Velvet
- 9 El Gran Combo — Combo
- 10 Rey/Cruz — Rainbow
- 11 Tommy Olivencia Orq. — T.H.
- 12 Yambu — Chevere
- 13 Ismael Miranda — Fania
- 14 Willie Rosario — T.H.
- 15 Tito Puente Vol. #2 — Tico
- 16 Justo Betancourt — Fania
- 17 Super Salsa — Luis Ortiz — New Generation
- 18 Fania All Stars — Columbia
- 19 En Cuba — Tipica 73 — Fania
- 20 Joe Cuba — Tico

### Miami

- 1 Emociones — Julio Iglesias — Alhambra
- 2 Suzy Leman — Pronto
- 3 Aquellos Boleros — Rolando Ojeda — Alhambra
- 4 Estrellas de Oro — America
- 5 Chrino — Oliva Canto Records
- 6 Roberto Carlos — Caytronics
- 7 Camilo Sesto — Pronto
- 8 Jose, Jose — Pronto
- 9 Robert Jordan — Arcano
- 10 Alvarez Guedes — Gema
- 11 Lolita — Caytronics
- 12 Alberto Cortez — Alhambra
- 13 Pequena Amante — Braulio — Alhambra
- 14 Pequena Compania — Alhambra
- 15 Sophy — Velvet
- 16 Boleros Con Amor — Arcano
- 17 Yo Te Amo — Lissette — Boringuen
- 18 Nelson Ned — West Side Latino
- 19 Disco Sambo — Musart
- 20 Claudia De Colombia — Caytronics

### Los Angeles

- 1 Camilo Sesto — Pronto
- 2 Juan Gabriel — Pronto
- 3 Los Buckys — Melody
- 4 Vicente Fernandez — CBS
- 5 Ramon Ayala — Freddy
- 6 Los Tigres Del Norte — Fama
- 7 Julio Iglesias — Alhambra
- 8 Salvador — Arriba
- 9 Los Fellinos — Musart
- 10 Jose, Jose — Pronto
- 11 Estrellas De Oro Vol. #2 — America
- 12 Roberto Carlos — Caytronics
- 13 Chelo — Musart
- 14 Rigo Tovar — Melody
- 15 Yolanda Del Rio — Arcano
- 16 Leo Dan — CBS
- 17 Los Humildes — Fama
- 18 Mercedes Castro — Musart
- 19 Nelson Ned — West Side Latino
- 20 Jose Luis — T.H.

### New York Salsa

- 1 Celia Cruz/Sonora Poncena — Vaya
- 2 Santos/Pacheco — Fania
- 3 Andy/Pellin — Velvet
- 4 Oscar de Leon — T.H.
- 5 Charanga Casino — SAR
- 6 Solo — Willie Colon — Fania
- 7 Pete El Conde — Fania
- 8 Joe Cuba — Tico
- 9 Hector Lavoe — Fania
- 10 En Cuba — Tipica 73 — Fania
- 11 Willie Rosario — T.H.
- 12 Fania All Stars — Columbia
- 13 Charanga America — El Sonido
- 14 Orquesta La Masacre — New Generation
- 15 Pacheco/Casanova — Fania
- 16 Vol. #2 — Tito Puente — Tico
- 17 Fausto Rey/Larry Harlow — Fania
- 18 Justo Betancourt — Fania
- 19 Orquesta Yambu — Chevere
- 20 Super Salsa — Luis Ortiz — New Generation

### Mexico

- 1 Disco Samba — Gamma
- 2 Juan Gabriel — Ariola
- 3 Camilo Sesto — Pronto
- 4 Joan Sebastian — Musart
- 5 Alvaro Davila — Melody
- 6 Callados — Ariola
- 7 Jose Domingo — Melody
- 8 Los Yonic's — Polydor
- 9 Los Babys — Peerless
- 10 Piero — RCA
- 11 La Peguena Compania — Melody
- 12 Baringuen Disco Party — CBS
- 13 Pedro Vargas — RCA
- 14 Yolanda Del Rio — RCA
- 15 Amil Stewart — Ariola
- 16 Gloria Gaynor — Polydor
- 17 Bee Gees — RSO
- 18 Village People — Casablanca
- 19 ABBA — RCA
- 20 Suzi Quatro/Chris Norman

### Texas

- 1 Jimmy Edwards — 1003
- 2 Chelo — Musart
- 3 Los Cadets de Linares — Ramex
- 4 Los Tigres del Norte — Fama
- 5 Wally Gonzalez — Falcon
- 6 Los Clasicos — ARV
- 7 Jose Domingo — Melody
- 8 Manolo Munoz — Gas
- 9 Yolanda del Rio — Arcano
- 10 Julio Iglesias — Alhambra
- 11 Mazz — El Cara
- 12 Camilo Sesto — Pronto
- 13 Ramon Ayala — Freddy
- 14 Roberto Pulido — ARV
- 15 Tony de La Rosa
- 16 Alberto Vazquez — Gas
- 17 Los Fellinos — Musart
- 18 Los Humildes — Fama
- 19 Vol. #2 — Joey
- 20 Celos de Ti — MAR



# COIN MACHINE



**COOKIN' IN PINBALL COUNTY** — Cook County, a.k.a. Vic Caesar, recently stopped by the Cash Box West Coast offices in support of his debut album on Motown Records. Playboy bunnies Toyce and Sharon presented Cash Box staffers with their personal copies of "Pinball Playboy." Pictured above (l-r) are: Andre Montell, Motown; Bonnie Goldner, Motown; Sharon; Mel Albert, vice president and general manager of Cash Box; Toyce, and Cook County.

## John Neville Joins Chicago's Empire

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

### Management Major

Neville is a graduate of Loyola University where he majored in management and

marketing. In 1962, while on the Seeburg staff, he participated in the company's "van program" for promoting the jukebox and covered the Eastern seaboard and Southern states. Prior to joining World Wide he was on the staff of Sammons Pennington in Nashville.

Neville is married and has three daughters. He assumed his new position at Empire on December 17.

## Stern Electronics Orders 'Lock-Out'

CHICAGO — Stern Electronics, Inc. ordered a lockout of almost 400 union employees amidst a contract negotiation dispute.

The lockout followed employees' rejection of a new wage and benefit package by a vote of almost two-to-one, according to the company. Members of the International Brotherhood of Electrical Workers, Local #713, were voting on a new two-year contract. The previous agreement expired on Dec. 12 and contract negotiations were scheduled to resume on Dec. 20.

Gary Stern, president of the company, said the lockout is expected to delay introduction of new pinball games.

More than 100 employees at Stern's subsidiary, Universal Research Laboratories, the solid state assembly plant in suburban Elk Grove Village, are not affected by the lockout.

## Electrohome Introduces New Color Monitors

KITCHENER, Ontario — Electrohome of Kitchener, Ontario, the Canadian electronics firm that developed the "Quadrascan" XY monitor with Atari, recently introduced a new "raster scan" color monitor in 14, 19 and 25-inch screen sizes. This new series of G07 color monitors is an alternative to the standard design which has earned coin machine industry acceptance over the past three years, as the color provides added realism to video displays. The Canadian firm is also set to introduce a "raster" scan monochrome projection monitor within the next few months.

## NAMA's Schreiber Not Amused By Vending Attacks

CHICAGO — G. Richard Schreiber, president of NAMA, recently issued a mailing to all association members on the subject of "kicking" and manhandling vending machines, which is becoming a growing threat to operators and the manufacturers of this equipment. Schreiber urged that these incidents be reported to the news media.

Included in the mailing was the newly published NAMA guide titled "How To Work With News Media In Your Community." The guide is available to members and nonmembers, on request, by contacting the NAMA headquarters at 7 S. Dearborn St., Chicago, Illinois 60603.

In his letter Schreiber cited various cases of abuse of vending machines and stressed that operator failure to involve the police in such matters is a major part of the problem. The letter reads in part:

"Abuse of vending machines was involved in four reported labor law decisions thus far in 1979 and in three of the cases the vending machine was the loser.

"The Rhode Island Supreme Court ruled in one widely publicized case that a worker who sustained injury in an attack on a coffee machine had to be compensated under the State's Workman's Compensation Act. Said the Court: 'the worker's response was identical to that exhibited by most individuals who, after depositing the necessary funds, discover to their dismay that the vending machine fails to produce

(continued on page 26)

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. MESSAGE IN A BOTTLE THE POLICE (A&M 2190)
2. LAST TRAIN TO LONDON ELECTRIC LIGHT ORCHESTRA (Jet/CBS ZS9 5067)
3. DIRTY WATER THE INMATES (Polydor PD 2032)
4. SARA FLEETWOOD MAC (Warner Bros. WBS 49150)
5. WHY ME STYX (A&M 2206)
6. VOLCANO JIMMY BUFFETT (MCA 41161)
7. FOOL IN THE RAIN LED ZEPPELIN (Swan Song/Atlantic SS 71003)
8. CRAZY LITTLE THING CALLED LOVE QUEEN (Elektra E-46579)
9. CAN WE STILL BE FRIENDS ROBERT PALMER (Island IS 49137)
10. I DON'T WANT TO TALK ABOUT IT ROD STEWART (Warner Bros. WBS 49138)

### TOP NEW COUNTRY SINGLES

1. MISTY MORNING RAIN RAY PRICE (Monument 45-290)
2. LOVE ME OVER AGAIN DON WILLIAMS (MCA 41155)
3. I'LL BE COMING BACK FOR MORE T.G. SHEPPARD (Warner Bros. WBS 49110)
4. SUGAR FOOT RAG JERRY REED (RCA PB-11764)
5. LEAVING LOUISIANA IN THE BROAD DAYLIGHT OAK RIDGE BOYS (MCA 41154)
6. BACK TO BACK JEANNE PRUETT (IBC IBC 0005)
7. YOUR OLD COLD SHOULDER CRYSTAL GAYLE (United Artists UA-X1329-Y)
8. THE SHUFFLE SONG MARGO SMITH (Warner Bros. WBS 49109)
9. YEARS BARBARA MANDRELL (MCA 41162)
10. BABY YOU'RE SOMETHING JOHN CONLEE (MCA 41163)

### TOP NEW R & B SINGLES

1. TIT FOR TAT BOBBY BLAND (MCA 41140)
2. PULL MY STRINGS LAKESIDE (Solar/RCA JH-11746)
3. STEPPIN' GAP BAND (Mercury 76021)
4. FOREVER MINE O'JAYS (Phila. Int'l./CBS ZS9 3726)
5. BE WITH ME TYRONE DAVIS (Columbia 1-11128)
6. DON'T TAKE IT AWAY WAR (MCA 41158)
7. THE SWEETEST PAIN DEXTER WANSEL (Phila. Int'l./CBS ZS9 3724)
8. ROTATION HERB ALPERT (A&M 2202)
9. WONDERLAND COMMODORES (Motown M1479F)
10. MY FEET KEEP DANCING CHIC (Atlantic 3638)

### TOP NEW DISCO SINGLES

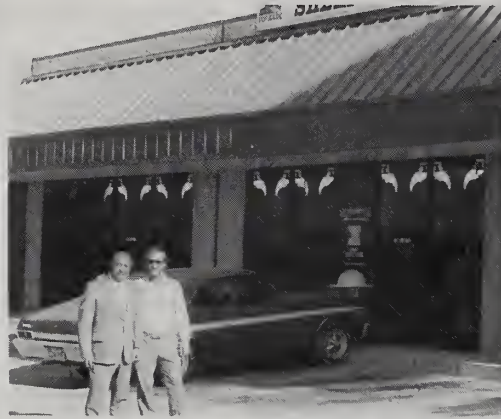
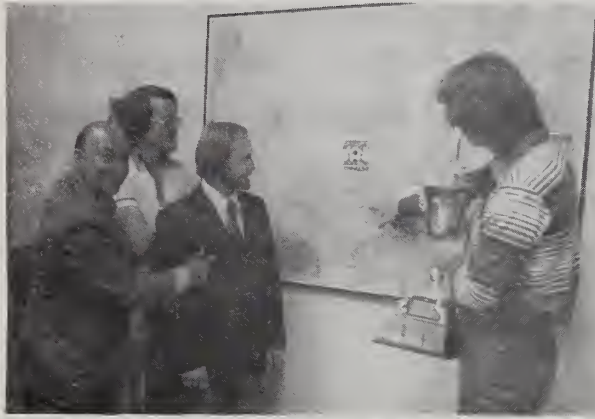
1. WEAR IT OUT STARGARD (Warner Bros. WBS 49066)
2. HAVEN'T YOU HEARD PATRICE RUSHEN (Elektra E-4655L)
3. MONEY FLYING LIZARDS (Virgin/Atlantic VA67003)
4. JUMP THE GUN THREE DEGREES (Ariola 7776)
5. FAN THE FIRE EUGENE RECORD (Warner Bros. WBS 49126)

## A JUKEBOX MUST!

**"COME TO MY LOVE"** UAX-1328  
 FITS ALL FORMATS  
 VOTED TOP NEW FEMALE ARTIST  
 ACADEMY OF COUNTRY MUSIC

ON UNITED ARTISTS RECORDS

# COIN MACHINE



**TORNADO BLOWING STRONG** — Because of the overwhelming demand for its table soccer games, Tornado Table Soccer Inc. had added a new manufacturing facility and amusement center, and added new personnel to its professional staff. Pictured at Tornado's Ft. Worth headquarters are (l-r): Peter J. Petropoulos, newly appointed Inter-

national sales and marketing director; Jon F. Baxley, marketing director; C.E. (Ed) McCloud, president; Tom Jonas, director of tournaments and promotional events; Petropoulos and McCloud (in front of Tornado's new amusement center); and Petropoulos; Mona Woods, administrative director and McCloud.

## Bally Taps Adams As Mktg. Dir. In G.B. Schreiber Upset At Vending Abuse

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

### Duties

Adams' duties will include the direction and coordination of all Bally activities with the company's distributors in Great Britain. In addition, he will be active in new product development working in conjunction with Bally's engineering group in London and in Ireland; and he will also direct the firm's field service program in this area.

### Headquarters

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

(continued from page 25)

its product, be it telephone service, a newspaper, a beverage, food, candy or tobacco."

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

"The 10th Circuit Court agreed with the National Labor Relations Board that an employee had been improperly fired for union activities and that his 'insensate and destructive' attack on a soft drink vender was only the pretext for his firing because "kicking and jostling the vending machine was a common practice among employees."

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

## Reflection Releases 3 "Rap" Records

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

## CALIFORNIA CLIPPINGS

PETER BETTI OF PORTALE Automatic Sales reports that Gottlieb's "Roller Disco" is testing extremely well at the distrib, and that he should be receiving "Buck Rogers" within the next few weeks. Betti also said that Exidy's "Sidetrack" and Gremlin's "Monaco GP" are turning out to be strong games. In addition, he maintained that there was a lot of operator interest in Gremlin's new duo-game concept, which combines two color monitor games within a single cabinet. Portale is currently gearing up for a January showing of Rock-Ola's new 480 model. "It looks like it's going to be a big year for music," explained Betti. "Rock-Ola has just introduced two hot new boxes and they should satisfy some of the pent-up demand for new phonographs as it's getting to be that "time" in the replacement cycle.

OPERATORS ARE CLAMORING FOR Atari's "Asteroids" and Midway's "Space Invaders Deluxe" and C.A. Robinson is having trouble keeping up with the demand, according to Hank Tronick. Tronick also said customers were excited about Bally's "Dolly Parton" and that it was proving to be quite a "buxom" game. In addition, Tronick was excited about C.A.'s Christmastime used game sale, and mentioned that it was a great success especially home sales-wise. Gremlin's "Monaco GP" went in and out at the distributor and is getting excellent reports from operators. "Despite the fact that its in an expensive game, operators are ordering heavily," said Tonick. Valley will hold a pool tournament in conjunction with C.A. Robinson later on this month. The tournament will involve a select group of C.A. picked operators. The event's objectives are to stimulate operator sales and to minimize the location buying of pool tables.

## INDUSTRY CALENDAR

- Jan. 17-19, 1980, IMA (Int'l. Amuse. & Vending Trade Fair), Frankfurt Fairground, Frankfurt, Germany.
- Jan. 18-20, Oregon Amusement & Music Operators Assn., annual conv., Valley River Inn, Eugene.
- Jan. 18-20, Music Operators of Minnesota, site to be announced.
- Jan. 22-24, ATE; annual conv.; Alexandra Palace; London.
- Feb. 8-10, So. Carolina Coin Operators Assn.; annual conv. & trade show; Carolina Inn; Columbia, S.C.
- Mar. 14-16; NAMA Western Convention;

- Anaheim Convention Center; Anaheim, California.
- Mar. 14-15, AMOA Notre Dame Seminar; O'Hare Hilton; Chicago.
- April 18-20; International Coin Machine Trade Show; New York Statler Hotel; New York City.
- May 16-18, Music and Amusement Assn. (N.Y.); annual conv.; Host Farm; Lancaster, Pa.
- June 5-7, Music Operators of Texas, Flagship Hotel, Galveston.
- Oct. 23-26; NAMA National Convention-Exhibit; H. Roe Bartle Convention Hall; Kansas City, Missouri

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**MEET TOM JONES** — MCA Recording artist Tom Jones recently appeared at the Chateau de Ville in Framingham, Mass. Pictured at the show are various winners of the WHDH/Boston "Meet Tom Jones" contest, along with Stew Ross (third from left), Boston salesman for MCA; Tom Jones (center); and Shaun Casey (far right), WHDH air personality.

## Labels Hike Prices All Year, Then Set Up \$5.98 Midlines

(continued from page 6)

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

But the most dramatic feature of the company's new program, which also included provisions for a new returns and service policy, was the reduction of nearly 400 catalog titles to \$5.98 list (**Cash Box**, Sept. 22). The selections featured the bulk of the company's pop releases by "accepted superstars and established artists," including titles by Chicago, Bob Dylan, Billy Joel, Cheap Trick, Charlie Daniels, Ted Nugent, and Earth, Wind and Fire.

The industry trend toward reducing catalog merchandise to \$5.98 from \$7.98 continued the same week as Phonogram/Mercury and Capitol each

created a \$5.98 list price series. Phonogram/Mercury bowed its "Encore Series" Oct. 1 with a selection of 20 titles. Lou Simon, senior vice president and director of marketing for the label, said the company would issue 12 to 20 new series titles on a quarterly basis. Capitol launched its program Sept. 10 with a selection of 14 LPs, including some that had never been released in the U.S. Unlike the company's already existing \$3.98 midline series, the new \$5.98 line included 8-tracks and cassettes.

Other legislation currently being worked on includes a revision of the Copyright Act, "Which is proceeding very slowly," says Robertson, and a possible release of a federal sales tax on sound recordings. "We're not too optimistic about that one," he admits. "The economic climate is bad right now, and the government doesn't seem to want to grant too many concessions."

## Mobile Fidelity's New Half-Speed LPs Draw Raves From Dealers

(continued from page 7)

mits consumers to return defective LPs to their warehouse in Chatsworth, California, it does not accept returns on goods sold to retailers.

Gary Giorgi, vice president of Mobile Fidelity, said that during the past 12 months, the company has experienced "an eight-fold growth" and was now shipping in a month "almost what our earliest anticipations in a year were."

He said that he conceived of the label with veteran record producer Brad Miller in 1977 "as a way of making better phonograph records to meet the technological demands of people who own expensive stereo equipment by taking the original master tape and recutting a master lacquer at half speed." The records are pressed in Japan, he said, because Environmental Protection Agency standards do not permit the level of vinyl that the Mobile records are pressed on to be manufactured in the U.S.

### Different Standards

"Our records are made from a different set of standards than phonograph records are manufactured by in this country," he continued. "We make these as an audio component in the hope of getting the maximum musical content out of the performance on the master tape, and delivering a record to the consumer in nearly flawless shape."

Giorgi said that the Victor Company's tolerance for warpage is measured at one millimeter from "the label to the groove

guard." Once they've been shipped back to Mobile's warehouse, warpage as measured by Victor averages two-tenths of one millimeter, he said.

In addition to the current "Abbey Road" LP, Mobile will ship six albums including the Diamond LP in March. They are: "The Grand Illusion" by Styx; "A Place In The Sun" by Pablo Cruise; "All Around My Hat" by Steeleye Span; "Melissa" by Melissa Manchester; and "Finger Paintings" by Earl Klugh.

## RKO Network Signs Affiliates

LOS ANGELES — The RKO Radio Network has affiliated its first fifty stations representing ownerships such as Southern Broadcasting Co., ChartCom Inc., Mann Media, Great Trails Broadcasting Corp., Gaylord Broadcasting Co., and Swanson Broadcasting Inc.

## Muhammad Guilty Of Copyright Infringement

NEW YORK — Ilyas Muhammad has been convicted on 11 counts of copyright infringement by the Sixth Circuit Court of Appeals in Nashville, Tenn. Muhammad was fined \$3,000 and sentenced to five months and 29 days in jail for each of the 11 counts. However, all but the first 45 days of the jail sentence have been suspended.

## Christmas Down From '78; Midlines, K-tel Product Up

(continued from page 14)

year's results. Lou Fogelman, president of the chain, said that while catalog sales were strong, his business was sparked by the movement of new LPs by Stevie Wonder, Fleetwood Mac, Barbra Streisand, Tom Petty, and "No Nukes."

"Items released in the last 90 days really moved well for us this year," he said, "but that's nothing new. There's so much new product out this time every year that it's bound to oustrip your catalog sales. I'm not talking Top 30. I'm talking Top 200."

### One-Stop Gains

Although the holiday picture was decidedly mixed for the nation's rack jobbers, Roger Sattler, vice president of sales for Lieberman Enterprises, said that considerable gains in the company's one-stop operations from Portland to Dallas bode

## Cassette Sales Surge Causes Product Lag

(continued from page 6)

was compounded by the closing of plants owned by Ampex and GRT, who both went out of business in 1979, and the flood of new releases held back until the fourth quarter.

An additional problem was the lay-off of manufacturing personnel throughout the year, which, combined with the aforementioned factors, resulted in "a situation of severe under-capacity in the business," according to Wesley Wood, chairman of the board for Candlelight Music, the parent company of Preferred Sounds, a New York-based independent manufacturer.

### NARM Resolution

In an attempt to help both retailers and manufacturers exploit the cassette boom to maximum advantage, the NARM board of directors adopted a resolution in June recommending that manufacturers package cassettes in eight-track package size in order to facilitate display and sales of the configuration.

"We have to do something to make the cassette more merchandisable," stated Joe Cohen, executive vice president of NARM.

"Keeping the product locked up, as cassettes are now, just plain hurts sales," added Barrie Bergman, president of Record Bar and also president of NARM in 1979.

well for the company and the record industry in 1980.

"The fact that business was so good for our one-stops is a positive sign for the record business in general," he argued, "since one-stops are a good barometer in terms of movement of goods. It's the first place business either picks up or slows down, and reorders after Christmas Day were particularly good at all our branches."

### Business Was Good

Despite the fact that Lieberman will probably finish off the selling season with a decrease of about 12 percent, Sattler said that business for the company was "extremely good wherever there was a heavy concentration of discount stores that we serviced in a particular area." This trend, he believed, indicated that consumers were trading down more this holiday than in previous years. He said that "discretionary dollars were at a premium this season, which is one of the reasons why branches serving the K marts, Walgreens, and Pamida Gibsons did as well as they did from a volume standpoint, compared to those branches that didn't have a similar concentration of discount stores in their regions."

Siebert's Inc., like Lieberman, took a conservative approach to their buying for the holiday season in preparation for the new return policies that will take effect in 1980. David Siebert, president of Siebert's, noted that catalog sales helped to give the company a slight edge over last year's figures.

"It's too bad that with the exception of Kenny Rogers and a few other artists, hit product moved as slow as it did," he lamented. "If we had known that in advance, we would have been much more prepared to handle catalog goods, because they were just fantastic for us."

## Garrett Set For NBC-TV Special

LOS ANGELES — Scotti Brothers recording artist Leif Garrett will be featured on "The Sensational, Shocking, Wonderful, Wacky '70s," a two-hour NBC-TV special to air Jan. 4. Garrett will perform "When I Think Of You" from his "Feel The Need" album, an international best-seller that was certified platinum in five countries. Garrett recently won Germany's Golden Otto Award as Best Male Singer of 1979.



**TOMMY JAMES RETURNS** — Tommy James has signed a long term recording contract with Millennium Records. James' debut single for the RCA-distributed label will be "Three Times In Love," set for January release. Pictured (l-r) are: Jimmy Jenner, president of Millennium; Tommy James; and Larry Palmacci, director of associated labels marketing for RCA Records.





# TALENT

## Stevie Wonder

CIVIC AUDITORIUM, PASADENA — While Stevie Wonder is unquestionably one of the true superstars of the past decade, he has certainly put his reputation on the line with his latest work, "Journey Through The Secret Life Of Plants." It is a credit to his uncompromising talent that he opened the first part of his first local L.A. appearance in five years with the austere, rambling work.

The Wonder man indeed takes chances and although his love song to the earth was hampered by an inadequate sound system and an orchestral accompaniment that verged on the ridiculous, "The Secret Life" had a spellbound audience on its feet by the time the last synthesized note faded into intermission.

However, the second half of the three hour tour de force was what re-established Wonder as major concert performer. Wonder came out as Little Stevie Wonder, and with the aid of a vocoder sang a wild falsetto version of his first hit, "Fingertips." The '60s chestnut was followed by hit after hit — "Signed, Sealed Delivered," "My Cherie Amour," "Uptight" et al.

While his '60s music is full of that vibrant R&B charm, it is Wonder's platinum successes of the '70s that have earned him the honor of **Cash Box** Artist of the Decade. Torrid versions of "Boogie On Reggae Woman," "In The City" and "Higher Ground" were delivered with a passion that few musical artists possess.

It is the music of his mind (his work since 1971) that is the most artistically stimulating, and "Secret Life" takes up where songs like "Pastime Paradise" and "Contusion" (from "Songs In The Key Of Life") left off. Wonder ended his show with a reprise of his bold new work.

The gifted blind artist was backed by The National Afro-American Philharmonic Orchestra, a group of classical musicians that was clearly unfamiliar with the subtleties of "A Secret Life," and Wonderlove, who faired best on the older material.

marc cetner

## Dan Fogelberg

ANAHEIM CONVENTION CENTER — Cool mannered, high-spirited and unaccompanied, Dan Fogelberg cast his musical spell over a nearly full house of adoring fans. Silencing the crowd with instrumental solos and encouraging participation on such standards as "Netherlands," Fogelberg demonstrated his versatility and command of both the acoustic guitar and piano with visible assurance, despite the fact that this was just the beginning of his solo national tour.

Accentuating his broad abilities, Fogelberg included instrumental solos like "Morning Sky," an uptempo 12-string jam, as well as a softer, melodic piano solo on "Full Moon Mansion." The Full Moon/Epic recording artist added a touch of Latin to the evening with a number from *Black Orpheus*, "Manat de Carnival," displaying his varied influences while offering some fine guitar playing.

Inspiring sighs from the crowd, the lilting ballad "Longer," from his new LP "Phoenix," underscored the hushed, romantic aura of the evening. Contrary to the popular belief that Fogelberg's sensitive, ardent songwriting style has gone out of fashion with the close of the decade. "Beggar's

Game" and "I Saw The Face Of A Child" strongly suggested the potential longevity of his latest efforts.

A high quality sound system further enhanced the nostalgic magic of the souvenirs Fogelberg sings about, which came to life in such songs as "Illinois" and "When Will The Next Time Be?" Other memorable songs like "Now My Song Is Young" and "Captured Angel" excited the enraptured audience and found their way into the hearts of many a starry-eyed girl.

In honor of the holiday season, Fogelberg performed a number called "One More Auld Lang Syne," a soothing, lyrically evocative ballad, as yet unrecorded. Judging from the audience response, there were many who would like to see it available on the racks.

After a well-rounded two-hour set of the old, the new and several strikingly different compositions, Fogelberg returned for two well-earned encores. "There's A Place In The World For A Gambler," the first of the two, inspired overwhelming crowd appreciation and participation.

robin hawes

## Rupert Holmes

ROXY, L.A. — Rupert Holmes' first Los Angeles performance started with his chart topping song "Escape (The Pina Colada Song)." From there, he concentrated on material from his current LP, "Partners in Crime," but his 90-minute set also included songs from earlier LPs. From his first album "Widescreen," "Terminal," which received a great deal of pop/adult radio play, also proved to be a crowd pleaser during the performance.

Keeping in mind that Holmes' main forte has been songwriting, the slight awkwardness in the pacing of the show did not seem to turn the audience off. Rather, his casual sense of humor, fresh enthusiastic approach, and personal insights into each song seemed to make everyone comfortable and hold their attention.

Holmes has maintained a knack for turning out songs that weave one romantic drama after another with a stage presence that treaded the skirts of being very Manilowish, but, at the same time he manages to retail individuality that is still truly his own. His 5-piece band, which included a female back-up vocalist, certainly could not come close to the lavish orchestration on his album, but its heavy bass-influenced sound managed to give a very full and adequate depth to his performance.

Holmes' current album is his fifth recording effort. He has written songs for Barry Manilow, Dionne Warwick, Barbra Streisand and produced several artists. Already proven as a successful songwriter/producer, he is well on his way to becoming a very successful artist/performer.

cookie amerson

## Pat Metheny Group

THE ROXY, L.A. — Over the course of the last few years, The Pat Metheny Group has established itself as one of the most consistently successful jazz fusion groups. While the band's last two albums, "New Chataqua" and "American Garage," serve to illustrate innate commercial sensibilities blended with a veritable pastiche of

melodically colorful chord progressions, it has been their professional road work that has won a loyal and fervent cult of fans.

At a recent series of sold-out showcases here, Metheny and his stalwart trio of top notch musicians moved easily from one picturesque musical landscape to the next with nary a pause to catch a breath. Opening with what has become their traditional introductory number, "Phase Dance," the band set the pace for the ebbing and flowing swells that wash throughout most of their most popular numbers.

Wave after wave of notes from Metheny's guitars, both electric and acoustic, landed upon the steadily building rhythmic bed of the group, coalescing into dramatic crescendos that left the young audience joyful and exhilarated. Metheny himself proved to be quite adept at both the subtle weaving of intricate guitar passages, moving rapidly up and down the scale, as well as launching into forceful finishes.

His equally colorful co-writer and keyboardist, Lyle Mays, counter-balanced Metheny's exuberant playing with provocative, swirling piano figures of his own. Closing the show with an epic encore of "American Garage," Metheny and crew left the crowd both drained and delighted.

mike glynn

## Dexter Gordon

EVERY FISHER HALL, N.Y.C. — For this, the third annual Dexter Gordon concert, pianist Barry Harris brought along a chorus, strings, two dancers and guest soloist Woody Shaw. Trumpeter Shaw added fireworks, but in the end, it was Gordon's own tenor saxophone efforts in the second half that saved the day.

His composition, "Tivoli," was hauntingly voiced, with the strings echoing that mood. The usually snappy "Star Eyes" was played as a ballad to great effect and the closing "Moose The Mooche" had the singers singing lyrics that, albeit incoherent from where we sat, made the bebop anthem all the more authentic.

But it all lacked that extra something that might have made it more than just an entertaining evening. The pizzazz that has sparked Gordon's past affairs in the Apple seemed to be hanging out backstage somewhere, readying to come out, but getting stage fright at the last moment.

Gordon's quartet, playing tunes from his new Columbia album, tried mightily to instill some fervor in the first half, but to no avail. Pianist Kirk Lightsey did more than his share in that regard. At times, with the two dancers flanking Gordon, strings, voices and quartet, it looked for all the world like a hip circus, complete with three rings.

arnold jay smith

## Larry Raspberry

STARWOOD, L.A. — Larry Raspberry has been rock 'n' rollin' since 1965 when, at the age of 17, he joined a local Memphis band named the Gentrys who went on to enjoy a major chart success with the single "Keep On Dancing." Group dissolutions and a deal with the financially ailing Stax label have made it difficult for Raspberry to achieve large scale success since, but that may be changing.

With the support of his first major label contract with Mercury/Phonogram under his belt, Larry Raspberry and his band, the

Highsteppers, gave a spirited performance at the Starwood. Attired in blue jean cutoffs and bare feet, Raspberry had the young new wave expectant crowd momentarily disoriented, but the confusion was short-lived.

In the best Memphis bar tradition, the five members of the Highsteppers wasted no time in delivering hard driving, southern flavored rock 'n' roll. Although the sound system was more accommodating to the instruments, especially percussion and bass, Raspberry made sure the various songs were properly introduced by speaking in a DJ/auctioneer-type high speed patter. Breathing was allowed during two ballads, "Hard Way Out," the current single, and "I'm Gonna Forgive You," where his wife and keyboardist supplied a beautiful harmony.

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

dennis garrick

## Cecil Taylor/Max Roach

McMILLAN THEATRE, COLUMBIA UNIVERSITY, N.Y.C. — Rarely in recent years has such anticipatory electricity been so profoundly rewarded as in the first meeting between avant garde pianist Taylor and "bebop" drummer Roach.

Roach opened with a demonstration of what melodic, conceptualized percussion is all about. Against a dirge-like, bass drum-hi-hat figure, the simplest "boom-chick" imaginable, the lithe drummer went through figurations, rudiments, exercises and developmental ideas ranging from open rolls to rim shots.

Taylor's brief exposition was quiet, deliberate, tasteful and, humorous. The duo then launched into a non-stop hour-and-a-quarter of music, making everything they had done previously, whether solo or with other groups, pale before it. There were Latin-flavored episodes and themes, and tonal colorations from the pianist and, with the deft use of pedal dampers from the drummer, as well. Taylor's reputation for overpowering his "opponent" was not evidenced this night. In fact, he and Roach exchanged glances periodically, allowing time to adjust their dynamics.

Tempos changed intermittently, but not unreasonably. Roach even left his drum kit to augment Taylor with small percussion instruments such as slapstick and triangle. Roach also demonstrated his use of brushes, an almost forgotten art. His bebop licks contrasted sharply, but not uncomfortably with Taylor's own brand of percussiveness. Neither musician was compromised. It was like watching a choreographed fireworks display, with its profusion of lights and sound.

Taylor surprised most of us by playing a beautiful ballad, while Roach slumped over in contemplation. Then Roach rapped out a melodic piece with more Latin overtones as he returned to the triplet figure of the theme.

We have been led to believe that the concert was recorded for commercial release. The anticipation is expected to be as urgent for the record as for the concert.

arnold jay smith

# ON STAGE

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