

CASHBOX

April 21, 1979

NEWSPAPER

\$1.95



Average White Band

BEETLES

The spirit surrounds us.

“Love You Inside Out,” the new single.

Inevitably on its way to #1,
in the tradition of its
companion singles “Tragedy”
and “Too Much Heaven.”

From the 4,000,000-selling
album Spirits Having Flown.



TOO MUCH HEAVEN RS-913
TRAGEDY RS-918
LOVE YOU INSIDE OUT RS-925
SPIRITS HAVING FLOWN RS-1-3041



CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

EDITORIAL Accentuate The Positive

The incredible success of "Saturday Night Fever" attracted consumer publication interest in the music industry, and recent cover articles in *Newsweek*, *New York* and *Fortune* reflect that outside curiosity in our business not waning.

Interestingly, the three above mentioned articles take distinctive approaches to musical topics: *Newsweek* on the disco phenomenon; *New York* on the industry in N.Y. and an overall business approach in *Fortune*.

The music industry is like an iceberg. The public sees that tip above the water which can be much different from the 6/7 below. Be the coverage good or bad, it is often out of context.

The significance of these stories is that the media

is no longer dwelling on drug-related or other negative images of the industry. For years, consumer publications seemed intent to focus on overdoses, busts and other unusual activities that are not the norm.

But, it appears that music is now being recognized as a full-fledged business. The *Fortune* cover, with the Bee Gees in Brooks Brothers suits and looking like board members rather than pop stars, accurately reflects the new image.

Undoubtedly, part of this new image has come from the corporate involvement. RCA or CBS or MCA wouldn't continue to be in the record business if it wasn't a profitable and "legitimate" industry.

Anyway, it is nice to have friends on the outside.

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NEWS HIGHLIGHTS

- High rate of returns is object of concern for wholesalers and retailers (page 7).
- NAIRD convention reflects indie label worries about the future (page 7).
- End of Teamsters strike is relief to industry (page 7).
- Sluggish business taking its toll on pressing plants (page 8).
- California World Music Festival called a success despite monetary losses (page 10).
- "Waylon's Greatest Hits" by Waylon Jennings and "Gimme Some Neck" by Ron Wood are top Album Picks of the week (page 15).
- "Love You Inside Out" by the Bee Gees and "Honesty" by Billy Joel are the top Singles Picks of the week (page 17).

TOP POP DEBUTS	
SINGLES	39 LOVE YOU INSIDE OUT — Bee Gees — RSO
ALBUMS	125 YOU'RE NEVER ALONE WITH A SCHIZOPHRENIC — Ian Hunter — Chrysalis

POP SINGLE	KNOCK ON WOOD Amii Stewart Ariola
R&B SINGLE	DISCO NIGHTS (Rock Freak) G. Q. Arista
COUNTRY SINGLE	(IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT Barbara Mandrell MCA
JAZZ	LIVIN' INSIDE YOUR LOVE George Benson Warner Bros.

NUMBER ONES



Amii Stewart

POP ALBUM	SPIRITS HAVING FLOWN The Bee Gees RSO
R&B ALBUM	2 HOT! Peaches & Herb MVP/Polydor
COUNTRY ALBUM	THE GAMBLER Kenny Rogers United Artists
DISCO	DANCER/DANCE TO DANCE Gino Soccio RFC/WB

SEPTEMBER 28, 1978 CASH BOX DEBUTS TWO NEW BULLETS

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RADIO BULLET



GIVEN FOR EXCEPTIONALLY HEAVY RADIO ACTIVITY THIS WEEK

SALES BULLET



GIVEN FOR EXCEPTIONALLY HEAVY SALES ACTIVITY THIS WEEK

Cash Box charts now exclusively supply the entire industry—including manufacturers, wholesalers, retailers, jukebox operators and radio programmers—with the concise information necessary for making intelligent business decisions. Moreover, we believe our sales and radio seals are the most significant innovation in trade charts since we introduced the bullet 20 years ago.

**CASH BOX. . . HELPING THE INDUSTRY
MAKE SOUND BUSINESS DECISIONS.**

THE BMI WINNERS ARE



BEST ORIGINAL SONG

"Last Dance"

from Thank God It's Friday

Paul Jabara

BEST ORIGINAL SCORE

Midnight Express

Giorgio Moroder (SUISA)

BEST ORIGINAL SONG SCORE AND ITS ADAPTATION, or BEST ADAPTATION SCORE

The Buddy Holly Story

adaptation score by Joe Renzetti

BMI

What the world expects from the world's largest music licensing organization.



GOT TO BE GOLD — Columbia artist Cheryl Lynn received gold plaques for her self-titled LP and single, "Got To Be Real," at the NARM convention in Florida. Pictured are (l-r): Joe Mansfield, vice president of marketing for Columbia; Jack Craig, senior vice president and general manager of Columbia; George Souvall, president of Alta Distributing and past president of NARM; LeBaron Taylor, vice president of black music marketing for CBS Records; Cheryl Lynn; Bruce Lundvall, president of CBS Records Division; Paul Smith, senior vice president and general manager of marketing for CBS Records; and Ed Hynes, vice president of national promotion for Columbia.

Small Indie Labels Ponder Future At NAIRD Meeting

by Aaron Fuchs

NEW YORK — The Eighth Annual Convention and Trade Show of the National Association of Independent Distributors and Manufacturers (NAIRD) underscored the hard realities of a shrinking distribution network and a diminishing marketplace for small, catalog-oriented labels.

The convention, held at the Boston Park Plaza Hotel April 6-9, was marked by the virtual absence of old-line distributors (only Harvey Korman of Pika attended), and by an adversary relationship between NAIRD labels and distributors.

The labels felt that distributors were not getting their records to the stores, and were very late with payment, while distributors felt that labels were not making saleable product available to them, and were not effectively marketing or merchandising their catalog product to make it more saleable.

A consolidation at the top of the marketplace was seen as a threat to NAIRD members by Bruce Kaplan, president of Chicago-based Flying Fish Records, who spoke at a workshop titled, "The Future of Independent Distribution." "The trend toward multi-platinum sales and consolidation in the industry have had two negative effects on us," noted Kaplan. "First, they have put people out of the business owing us money; second, they have lessened the

Industry Relieved About Resumption Of Truck Service

by Aaron Fuchs

NEW YORK — The record industry breathed a collective sigh of relief at the news that a tentative settlement had been reached by negotiators for the trucking industry and the International Brotherhood of Teamsters.

Joe Bressi, vice president of marketing for Stark Records and Tapes, said, "Glory be, we were starting to get into a bind. While we were well-stocked, we were starting to get some holes in some racks that we won't be able to fill until next week. I'd say that this week we'll have lost about five to seven percent of our business. Despite the fact that there hasn't been ratification, trucks have already been coming in and picking up all day."

A source at Tower Records said, "Except for our stores out in the northwest, and Tempe, Arizona, we weren't that heavily affected, and in a way, we were fortunate that there weren't any big hits out. But, barring any snags in the rest of the negotiations, I don't see why we shouldn't be back to normal by early next week."

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existing number of warehousemen who hold our product."

According to Chris Strachwitz, who heads up Arhoolie Records in Berkeley, "it's becoming more difficult to sell catalog product. Even so-called superstores have their budgets hogged by the majors so that they are effectively customers for only four months out of the year."

One label owner, who asked not to be named, said, "a lot of us are scared by what's happening at the top of the industry. For example, this merger between Califor-

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Artist Development Subject Of UCLA-Cash Box Seminar

LOS ANGELES — "Developing New Artists, the Lifeblood of the Recording Industry" is the title of a day-long lecture and discussion being sponsored by the UCLA Extension program and **Cash Box** May 5 at UCLA.

Cash Box editor-in-chief Dave Fulton is coordinating the program, which will also feature guest speakers Lou Fogelman, president of Music Plus; Bob Hamilton, program director at KRTH/Los Angeles and Elektra/Asylum recording artist Bruce Roberts.

Also representing **Cash Box** will be Mel Albert, vice president and general manager; Alan Sutton, west coast editor and Ken Kirkwood, research manager.

The speakers will illustrate the process of developing the new talent that is essential in nourishing the rapid growth of the recording industry.

"Developing new talent is the single most important factor in the growth of the industry," says Fulton. "**Cash Box** recognizes the special needs of new artists and we welcome the opportunity to share our knowledge in this area through the Extension program, which has a history of being tuned in to the various topics of concern to the recording industry."

Seminar Elements

The seminar will begin with an audio/visual presentation explaining what **Cash Box** is and how it operates. A case history will then be used to trace an artist's development from the release of his record to his certification as a top-selling artist.

The program will then look into the **Cash Box** research department, with a day-by-day explanation of the weekly process of putting together the charts. The first half of the seminar will conclude with an editorial presentation, introducing such topics as promotional tours, talent reviews, new face stories and the history of artist development departments at record companies.

Following a lunchtime intermission, the

Higher Returns Cause Woes For Wholesalers, Retailers

by Charles Paikert & Joey Berlin

(The record industry has recently been experiencing an unusually severe returns problem. In the first of a two-part series, **Cash Box** surveyed a cross-section of record retailers and wholesalers to determine what returns cost them. Part II will examine the cost of returns from a manufacturer's point of view.)

NEW YORK — Returns, a perennial source of concern for both merchandisers and manufacturers, have become an even greater financial drain for retailers and rackjobbers thus far in 1979, according to a **Cash Box** survey.

Prominent retailers, rackjobbers, and distributors cited disappointing sales from Christmas, 1978, the subsequent first quarter sales slump, and sales pressure from the manufacturers as prime factors responsible for aggravating the controversial return situation. As a result, these executives asserted, they have had to absorb an increasingly heavy financial burden resulting from freight, warehousing and processing costs, in addition to the loss of interest from money tied up in inventory.

"Our return rate has been running about 30 per cent, almost 10 per cent higher than what we're used to," stated Bob Schneider, vice president of Western Merchandisers, the Texas-based distributor/rack jobber/retailer. "Returns went up after the poor Christmas sales and they haven't let up since. A year ago we had nine to ten peo-

ple working full-time on returns; now we have 12 to 15 people working on returns."

While Schneider estimated that returns cost Western Merchandisers 15 to 20 cents per copy, Lenny Silver, president of Transcontinent, the Buffalo-based rack jobber, which also handles one-stops and 17 Record Theater retail stores, estimated that returns cost him at least 25 cents a copy, amounting to a total of "a minimum of \$500,000 a year." According to Silver, the major financial problem of returns has been "the cost of holding. We're paying for warehousing, losing interest, and paying taxes on all that inventory."

Ben Karol, co-principal of the eight-store King Karol chain in New York, estimated that his costs for handling returns ran as high as 75 cents per record. Joe Bressi, executive vice president of the 73-store Stark/Camelot chain, stated that according to his "very rough estimation," returns were costing Stark/Camelot approximately \$250,000 a year, or 40 cents per album

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Casablanca Takes Top Music Awards On Oscar Night

by Joey Berlin

LOS ANGELES — While a pair of films dealing with the Vietnam War dominated the major awards, Casablanca Record and FilmWorks swept the key music categories at the 51st annual Academy Awards ceremony April 9 in Los Angeles. Giorgio Moroder was honored for his haunting original score for "Midnight Express" and Paul Jabara took the best song prize for "Last Dance," performed by Casablanca's Donna Summer in "Thank God It's Friday" and onstage at the Oscar ceremony.

Casablanca's "Midnight Express" also garnered the best adapted screenplay award. For screenwriter Oliver Stone and Moroder, "Midnight Express" was the first film either had been associated with.

"The Buddy Holly Story" won the Oscar for the adaptation of Holly's music to the screen by Joe Renzetti.

For Casablanca, which had only received one nomination previously for the score of "The Deep," this year's Academy Awards were a major victory. "We are jubilant over the Academy Awards Casablanca has won," commented company

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ATLANTIC FETES ROXY MUSIC — Atco recording group Roxy Music, who have a new album called "Manifesto," recently embarked on their first concert tour in three years. While the group was in New York, Atlantic Records celebrated the band's return to the concert scene with a luncheon for local broadcasters. Shown (l-r) are: Phil Manzanera of the group; Alan Wolmark, national album promotion/special projects manager for Atlantic; group members Andy Mackay and Paul Thompson; Kim Fels and Gloria Ehrenfeld of WPLJ; Jim Lewis, product management director for Atlantic; Dave Skinner of Roxy Music; Scott Muni, program director for WNEW-FM; Larry Berger, program director for WPLJ; Tunc Erim, vice president/national AOR promotion director for Atlantic; Dave Glew, senior vice president/general manager for Atlantic; Perry Cooper, director of artist relations for Atlantic; and Stu Ginsburg, national publicity director for the label.

Pressing Business Declines Across Nation; Many Plants Operating At Half Of Capacity

by Leo Sacks

NEW YORK — Sluggish conditions throughout the record industry are taking their toll at the nation's pressing plants. Spokesmen for the major manufacturers with pressing facilities and independent pressers attribute the marked decline in business to the reduced level of record sales in the fourth quarter of 1978 and the first quarter of 1979. A general lack of superstar releases and the threat of an economic recession is also contributing to layoffs at pressing plants nationwide. Meanwhile, pressers are bracing for the latest round of price increases for vinyl resins, PVC pellets, and album jackets.

The strike that briefly shut down much of the country's truck traffic increased an already-depressed situation, but a tentative settlement in that dispute was reached last week (see story page 7).

Richard Burkett, president of the ElectroSound Group, parent company of Goldisc Recordings in Holbrook, N.Y., Monarch Record Manufacturing in Sun Valley, Ca., and the Allentown Record Company in Allentown, Pa., said the pressing situation at the sites has been "uncharacteristically soft" in recent months. Though profit margins improved and operating earnings increased during the company's third quarter, ended Feb. 28, sales for the period declined eight percent from the comparable period in 1978.

Waiting For Orders

"Since we have lost the first three or four months of production this year, we're going to have to compress 1979 into an eight-month period to match last year's results," Burkett said. "We're pacing the floor waiting for orders."

ElectroSound's major clients include WEA, Polygram, and Capitol, and while Burkett is looking forward to summer releases from Fleetwood Mac and Led Zepplin, he anticipates the company's fourth

quarter will also be off in sales compared to a year ago. "But conditions can't stay this way much longer," he said.

Burkett estimated that the plants are operating at between 50-60 percent of peak capacity, with production of seven-inch discs creating the bulk of the work. The plants could be operating at peak capacity as early as June, he said, but added that a spate of new releases would create hardships for the plants if they were forced to press large volumes of LPs all at once.

Greg Speer, vice president of operations for the PRC Recording Co., which operates plants in Hollywood, Ca., and Richmond, Ind., doesn't think it's "any surprise that things are a little slow right now. Business has been spotty of late, and we're only working to about 75 percent of our full capacity."

Big Lay-Off

PVC, which presses for Polygram, WEA, Fantasy, Mushroom and Motown, was forced to lay off approximately one-third of its work force in December. Production on seven-inch discs has been strong for the company in the past few months, which has meant a full five-day schedule for the plants, with some Saturday work. But Speer said PVC was only operating at 50 percent of its capacity on the production of its 12-inch LPs. He noted that sales for the company's second quarter should surpass the results of the first quarter of 1979, though he doesn't anticipate a quarter as strong as 1978's comparable period.

"The labels did a very nice job of scheduling their releases last year, but it

escapes us why business has slowed to the extent that it has in 1979," he reflected. "We are totally dependent upon our clients in their marketing strategies."

At the Olyphant, Pa., plant of Specialty Records (recently acquired by Warner Communications, Inc.), production capacity for 12-inch recordings is only 40 per cent, according to John Williams, vice president of customer relations and promotion for the company. Production of seven-inch product is at peak capacity, however. He said second quarter results will probably be just as bad as they were for the first quarter, although the company was looking forward to a new Eagles release during that period.

Specialty, whose clients include Elektra/Asylum, Polygram, Fantasy, and Atlantic, experienced major layoffs recently, and Williams does not foresee the plant operating at peak capacity anytime soon. He speculated that "the public just doesn't seem to be buying many records at this time."

MCA Going Full Tilt

Of the major record companies with pressing facilities, only MCA is operating at full capacity, due to the acquisition of ABC Records. A spokesman for CBS Records, which operates plants in Pitman, N.J., Santa Maria, Ca., and Terre Haute, Ind., would not comment on the extent to which its manufacturing facilities were operating. However, one of the reasons why the company's net income dropped 47 per cent in the first quarter of this year was the loss of

(continued on page 40)

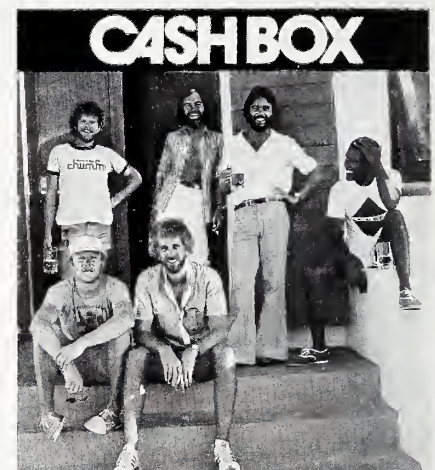
Lundvall To Receive City Of Hope Award

NEW YORK — Bruce Lundvall, president of CBS Records Division, will be honored by the Music Industry Chapter for the City of Hope National Medical Center at a fund-raising dinner on May 31 at the Beverly Hilton Hotel, Beverly Hills.

Lundvall will receive the "Spirit of Life," the most prestigious award presented on behalf of the City of Hope.

At the same time, Walter Yetnikoff, president of CBS/Records Group, was named honorary chairman of the chapter; Myron Roth, vice president of business affairs, west coast, for CBS Records was named west coast chairman; and Robert Altshuler, vice president of press and public affairs for CBS/Records group, was named east coast chairman.

The City of Hope, to which proceeds will go, conducts programs of free patient care research, and education in the field of catastrophic diseases.



Ever since the Glasgow-based Average White Band, "cut the cake" on the music scene in 1974, it has been one of the leading exponents of the blue-eyed soul sound. With the release of "Feel No Fret", AWB's seventh LP, the group proves that it is still one of the top jazz instrumental and vocal groups in music today.

"Feel No Fret" further extends and modifies the streamlined funk, choppy rhythm guitar style and soulful sax sound that AWB fans have come to know and love. The new album is currently #35 on the Cash Box R&B chart and #68 bullet on our pop chart.

AWB's 1974 self-titled debut album and its single, "Pick Up The Pieces" were certified gold by the RIAA in 1975. The band's second LP, "Pick Up The Pieces" was also certified gold in 1975, and its 1976 "Soul Searching" LP went platinum. In addition to those successes, one of AWB's highest honors came when it became the backbone of the Atlantic Superstars Band at the 11th Montreaux Jazz Festival in 1977.

E/P/A Developing Superstars Of 1980s, Says McCarrell

by Ken Terry

NEW YORK — Ron McCarrell, the newly-appointed vice president of marketing for Epic, Portrait and the CBS Associated Labels, has perceived that E/P/A's image is gradually changing.

At one time, he noted in an exclusive Cash Box interview, E/P/A was best-known for developing new and middle-level acts to superstar proportions; the established stars of the E/P/A roster were somewhat overshadowed by the galaxy of famous names signed to its sister label, Columbia.

But, as E/P/A has signed distribution agreements with labels that include such stellar acts as ELO, Barry White and the Beach Boys, it has begun to build a reputa-

tion as a superstar company, McCarrell pointed out. And, with new acts like Cheap Trick, Nigel Olsson and Meat Loaf breaking through to national prominence, said McCarrell, "it's my feeling that E/P/A will be the superstar labels of the '80s. For example, with a Meat Loaf, who came out of nowhere, and has one of the biggest selling albums on any label — his potential hasn't even been touched. Meat Loaf is just going to be waiting into the '80s, no question about it."

"We are sitting with a handful of superstars of tomorrow," McCarrell continued. "We've made great strides with first albums this year and last fall by a number of new groups who I'm convinced will be the platinum artists of the '80s — Molly Hatchet, the Clash, Steve Forbert, Trillion, McFadden & Whitehead, Patti Labelle, the Fabulous Poodles. When you can sell a quarter of a million albums or more on some of these groups, I'm very, very satisfied with our new artist development process at that level."

Narrower Focus

At the same time, however, McCarrell noted that some changes may have to be made in the way that the various departments under his purview — promotion, advertising, merchandising, publicity, product management and artist development — approach their responsibilities.

"One of the things I've experienced here," he said, "is that there are very talented and creative people here, but perhaps their energies and their efforts have been diffused to a point where it's kind of time to bring the focus a little narrower. . . . Wherever we see the most opportunity on the street, so to speak, we basically respond to indicators at radio or at retail that tell us when you have a hit and when you don't." McCarrell intends to induce a higher

(continued on page 44)

Integrity Charged With Making False Statements

LOS ANGELES — Integrity Entertainment, the nation's sole publicly-held record/tape/accessories retailer, last week disclosed that it had been named defendant in a civil class action suit charging "false and misleading" statements about inventory obsolescence.

At the same time, the company's outside financial consultant, Fran Daniels, said that she resigned recently on the grounds that

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BLONDIE GOES GOLD — Chrysalis recording group recently had its album "Parallel Lines" and single "Heart Of Glass" certified gold by the RIAA. Pictured (l-r) are: Terry Ellis, president of Chrysalis Records; Sal Licata, senior vice president for Chrysalis; Scott Krantzberg, national promotion director; Deborah Harry, Clem Burke and Jimmy Destri of Blondie; Billy Bass, vice president of promotion and creative services; Nigel Harrison of Blondie; Chuck Melanson, national sales manager; Frank Infante and Chris Stein of Blondie and Linda Steiner, director of artist development.

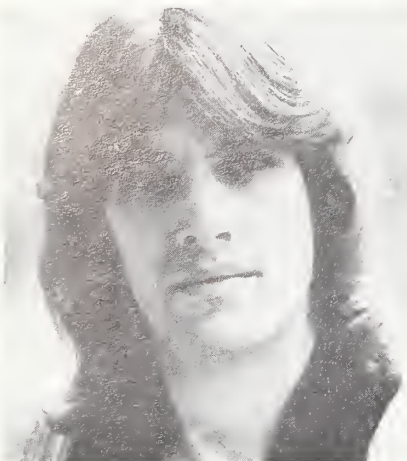
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CHUCK CASELL

He was an Artist with words
who will be dearly missed by us all.

-A&M Records

NEW FACES TO WATCH



Roger Voudouris

In a business that seems to cry for artists with crossover potential, Roger Voudouris stands like a musical dream come true. He is such a capable and diverse artist that his songs could fare well in any number of markets — R&B, pop or AOR rock.

His new album, "Radio Dream," and single, "Get Used To It" (currently #47 bullet on the **CashBox** Top 100 Singles chart), do not only carry plenty of crossover potential, but also boast some of the most distinctive vocals in popular music today. His soaring voice is heavily influenced by two of his idols, Lou Rawls and Johnny Mathis.

Voudouris grew up in Sacramento where, through the musical inspiration of John, Paul, George and Ringo, he was composing songs regularly by the time he was eight years old. He formed his first band, Roger Voudouris' Loud As Hell Rockers, in high school. After his tenure on the club and bar circuit in the Northern California area, Voudouris toured throughout the U.S. as an opening act for such luminaries as Stephen Stills, John Mayall and Lou Rawls.

Voudouris runs to keep his voice in shape. "It really wakes it up," says Voudouris. He started to jog when he found out that singing idol Johnny Mathis did the same. "As a singer I don't like the white rock 'n' roll scene. For me Johnny is the best of all," he adds. In addition to running, Voudouris keeps his pipes in good form by taking opera lessons.

Although Voudouris' wide ranging vocal ability is one of his most distinguishable traits, the subtle jazz tinges in his songs come from years of playing clubs in the San Francisco area like the Antique and the Wine Cellar. "I was a guitarist first and 50% of my live show showcases my guitar playing," says Voudouris. "My favorite part of a set is when I take a long acoustic guitar solo."

Voudouris and his band have just begun a tour that will take them through Texas and the midwest. His band includes Michael Wilk on keyboards, Peter Pfeifer on drums and Ray Raymond on guitar. "I'm not taking a bass player because I don't like the sound," mentions Voudouris.

"Radio Dream" is a complete metamorphosis from Voudouris' first fast-paced affair. "We were going for a pop album with good songs this time, while the last album was more rock 'n' roll," offers Voudouris. The new LP features bristling R&B/pop tunes like "Get Used To It," gentle rockers like "Radio Dream," as well as the classically influenced; "The Next Time Around."

Part of the reason for "Radio Dream's" diversity is Michael Omartian. Omartian, the noted producer and musician who arranged many of the tracks on Steely Dan's "Aja" LP, produced, played keyboards and cowrote all the songs on Voudouris' album. "He's always liked my voice and lyrics, and I've always loved his rhythms," says Voudouris. "He is my closest friend and we share many of the same beliefs about life."



Blackfoot

Blackfoot is another in the line of Southern rock bands that emerged from the hotbed of musical activity that centered around Jacksonville, Fla. during the late '60s. It was at a club called the Comic Book in downtown Jacksonville that musicians who would later form the nucleus of such groups as the Allman Brothers Band, Lynyrd Skynyrd, and the Atlanta Rhythm Section fused the blues of their Southern heritage with the fiery sounds of British blues-rock bands like Cream, the Yardbirds, and the Jimi Hendrix Experience.

Ricky Medlocke of Blackfoot is a product of this environment, and today his group plays with the kind of explosive energy that only great hard rock can deliver. Their new record for Atco is called "Strikes," and it is currently in its third week on the **Cash Box** Top 200 Albums chart.

Raised in Jacksonville by Shorty Medlocke, a prominent local musician and former share-cropper from Georgia, Medlocke started playing banjo when he was three years old. At age 10 he learned to play the guitar (and the drums), and he soon formed his own rock band with neighborhood friends Jackson Spires and Greg Walker. They are still together as Blackfoot.

The trio later dropped the name in favor of Fresh Garbage. Medlocke sang and played guitar along with Charley Hargrett, a new addition to the band, while Walker played bass and Spires worked the drums.

By this time, Medlocke had met Ronnie Van Zant, Allen Collins, and Gary Rossington, the nucleus of Lynyrd Skynyrd. Shorty Medlocke would host them for hours, telling stories and teaching them songs he knew. He made such an impression on Van Zant that the singer dedicated Skynyrd's "Nuthin' Fancy" album to him.

Medlocke's friendship with Van Zant took an eventful turn in 1971. Fresh Garbage had changed its name to Blackfoot and moved to New Jersey in search of work when Medlocke learned that Skynyrd's regular drummer had quit the band just as they were about to record their first LP. After he got his drumming back into shape, Medlocke joined them in the studio, where they cut several of his tunes. (The songs appear on Skynyrd's "First and Last" LP).

Medlocke could have stayed on with Skynyrd as a guitarist when their drummer asked to rejoin the group, but he chose to reform Blackfoot in North Carolina in 1972. Three years later they came to Muscle Shoals Sound Studios in Alabama to cut their own album, "No Reservations," for Island. The group recorded a second album for Epic called "Flying High" in 1976, "Strikes" was recorded late last year, and Al Nalli's production ably captures the dynamics of the group's live sound.

"We went into this new venture with an open mind," says Medlocke, "and Al showed us how to play for the studio. Our older songs used to be more complicated, but we've simplified our arrangements for the new LP. We're playing a more middle-of-the-road sound now."

Cal Music Fest A Success For Fans, Venue Despite Losses

by Mike Glynn

LOS ANGELES — Despite a loss of some \$200,000 incurred by promoters Wolf and Rissmiller Concerts, almost everyone involved with the two-day California World Music Festival felt that the rock event, only the second to be staged in the Los Angeles Memorial Coliseum since a disastrous five-day stand there by the group Pink Floyd in 1975, was a success.

Police and concert security had few problems handling the orderly crowd of over 80,000 people who attended during the course of both the Saturday and Sunday shows, although 191 arrests were made by the police on a variety of charges, from possession of drugs to counterfeit tickets.

From the standpoint of management and control, Coliseum general manager Jim

Hardy termed the festival a "tremendous triumph" and indicated that the smooth organization of the shows would certainly "encourage the future use of the facilities here for rock events."

"I have to give a lot of the credit to the kids," said Hardy. "They were very well-behaved and attentive to the music throughout. I must admit that I went into this thing with what you might call cautious optimism but as it developed, I was very pleased and excited over the prospects of more shows at the Coliseum."

Low Police Profile

For the most part, the Los Angeles Police Department kept "a very low profile" at the Festival, according to police Capt. Al Fried. The frisking of attendees at the Coliseum gates was left up to security personnel, who also confiscated and disposed of any illegal substances that were found. Police did patrol the grounds surrounding the Coliseum and generally acted "only when called upon by security," said Hardy.

The two medical facilities in the Coliseum, managed by Event Medical Services and Infield Medical, under the direction of Dr. Steven Roser, with the assistance of the Santa Monica Bay Drug Abuse Council, Cry Help, Inc. of North Hollywood and Casa de Hermano of West Los Angeles as volunteer units, experienced little trouble in treating the over 150 cases of drug-related and other problems during the event. The staffs of the two hospital tents reported that the figures were lower than expected in relation to the size of the crowd.

Traffic to and from the Coliseum presented a slightly larger problem, as heavy tie-ups occurred towards the end of each evening. Police reports estimated that 112 automobiles had been towed away for illegal parking and parking facilities at the Coliseum were filled to capacity each day, forcing patrons to use area garages and lots, which were asking between \$5 and \$7 per car. Promoter Jim Rissmiller noted that "10% of the people who came to the event used public transportation" and that he will be trying to work out an arrangement with the Los Angeles RTD for future Coliseum concerts where "a direct line will be run to the gates."

Carnival Suffers

Both the "Rock and Roll Supermarket," housed in the Sports Arena, and "Rock and Roll Midway," on the grounds between the Coliseum and Sports Arena, did not fare as

Jet Confab Set For April 27-30 In London, Eng.

LOS ANGELES — Jet Records Inc. will be holding its first international convention from April 27 through April 30 at the Piccadilly Hotel in London. The convention will be geared toward record retailers and will include live performances of Jet recording artists, product presentations of forthcoming Jet record releases and merchandising and sales seminars.

The convention will open on Friday, April 27 with a cocktail party reception and buffet dinner for Jet Records personnel from the U.S. and the U.K., Jet recording artists, artists managed by Don Arden, president of Jet Records Inc., CBS Records vice presidents and all those in attendance. A morning meeting will commence on April 28 for the delegates, featuring Jet product presentations for acts on both the English and American labels, including Adrian Gurvitz, Alan Prince, Violinski and Raymond Froggatt.

A highlight of the session will be a presentation of the upcoming release of the new ELO LP, "Discovery," with an explanation of the merchandising tools and in-store displays to be marketed around the album's cover art, given by the LP's art director, Paul Gross of Gribbitt.

A special dinner has been scheduled for the evening of April 28, with live perfor-

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MACE INKS WITH PHONOGRAM/MERCURY — Terry Mace has signed an exclusive worldwide recording contract with Phonogram, Inc./Mercury Records. The Los Angeles-based Mace is currently in England working on his Mercury debut LP, which is being produced by Mike Hurst, who has produced LPs by Cat Stevens and Manfred Mann. The LP is tentatively slated for a late May release. Pictured at the signing here are, standing (l-r): Mickey Shapiro, attorney for Mace and David Werchen, Phonogram/Mercury director of law. Shown seated (l-r) are: Mace and Bob Sherwood, president of Phonogram/Mercury.

TALENT

California World Music Festival

LOS ANGELES COLISEUM — As the gates of the Los Angeles Coliseum opened Saturday morning April 7, early arrivals and fans who had camped out overnight plodded onto the turf of the massive stadium to stake out prime viewing spots for the first day of the California World Music Festival. The proceedings opened under slightly cloudy skies and cool gusts of wind blew over the field as the winner of a festival-sponsored Battle of the Bands, Loosely Tight, took the stage to deliver an energetic set of hard rock before an appreciative, though still sparse, crowd.

Hard rock fans, who largely dominated the audience during both days of the Festival, showed their disdain for pop and new wave during the following Fabulous Poodles set, pelting the English band with cups of dirt and other objects. The Poodles tried to ignore the crowd's antagonism, obliviously running through selections from its "Mirror Star" LP with little positive effect.

Arista country rock band The Outlaws got into a searing guitar groove, relying on the trademark dual-lead guitars of the country rock genre, to excite the audience. Outlaw hit and performing staple, "Green Grass And High Tides," had the crowd stomping for more.

Toto, one of rock's most professional new bands, appeared on both Saturday and Sunday's bill. These fine studio musicians were not afraid to rock, and the crowd sang along word for word on the band's hits, "I'll Supply The Love" and "Hold The Line."

REO Speedwagon kept up the dizzying rock 'n' roll pace with a driving blend of Gary Richrath's buzzing guitar runs and Kevin Cronin's aggressive vocals. The group further endeared itself to the crowd by playing many of its hits, including "Riding the Storm Out," "Roll With The Changes" and selections from its latest LP, "You Can Tune A Piano But You Can't Tuna Fish." People began to bundle up in blankets or whatever else they could find to keep warm as night fell and the air became a little cooler. The field gradually became covered with more litter and excitement began to build before Cheap Trick turned in the most inspired and engaging performance of the day.

The unusual mix of glamour boys Robin Zander, on vocals and bass, and Tom Petersson on vocals, guitar and bass, with the zany Huntz Hall lookalike Rick Nielsen, on lead guitar, and Bun E. Carlos, on drums, makes for a visually, as well as musically, exciting group. Cheap Trick plays tight, streamlined power pop, and the crowd loved every minute of its set, from "Ain't That A Shame" to a cover of the Move's "California Man." New material from its upcoming "Dream Police" LP was also well-received, in addition to a promo clip for the album shown after the group's last encore.

After an old but still-amusing sketch by the comedy team Cheech and Chong, slightly updated to include jokes about the Festival, headliner Ted Nugent delivered a loud, ferocious set of his own brand of "animal rock," featuring "Cat Scratch Fever," "Dog Eat Dog" and other animal-theme songs favored by the Motor City Madman.

Opening the show Sunday was Dublin, Ireland's own Boomtown Rats. The new wave act had earlier in the week set a music industry first by performing at the famed Frederick's Of Hollywood lingerie shop. Although the Coliseum audience was not as

receptive to Rats as the miniscule Frederick's gathering, the Rats did receive some enthusiastic response. Lead singer Bob Geldof handled hecklers with flair and threw some great one liners back at the crowd.

The Rats ran through a quick set featuring songs from its new "A Tonic For The Troops" LP. Rats highlights included "Eva Braun," "Like Clockwork" and "Rat Trap." The band closed with a smoldering version of "Blind Date."

April Wine was up next and got the crowd on its feet with some mainstream boogie-rock. The Canadian rockers played selections from its debut Capitol release, "First Glance." The highpoint of the band's set was a letter perfect rendition of its charting single, "Roller."

Toto followed with a set similar to Saturday's, although the group seemed more at ease playing before the large crowd.

By the time Eddie Money danced onto the stage, the sunburned throngs were ready to "rock and roll the place." Money, is a rock 'n' roll star in the classic sense. He moves with the fluid aplomb of a Stewart or a Davies, yet he possesses his own Brooklyn street charm. Money and his band charged into a high voltage set that shook the very foundations of the great stadium. "Baby Hold On," "Rock 'n' Roll Star" and "Life For The Taking" were Money's most engaging numbers. However, "Two Tickets To Paradise" and the new "Everybody Rock 'n' Roll The Place" whipped the crowd into a frenzy. The night air was now alive with the fever for heavy metal.

Van Halen probably received the biggest ovation of the day, because the crowd at this point still possessed enough energy to fully get into the quartet's heavy metal presentation. Fronted by lead singer David Lee Roth and powered by the guitar acrobatics of Edward Van Halen, the group offered a variety of boisterous rock selections from its two Warner Bros. albums.

During the past year in Southern California, Aerosmith has played to 250,000 at the Cal Jam at Ontario Speedway, to 15,000 at the Long Beach Arena and to 1,000 at its special Starwood concert. The band has proven it can win over crowds at any size gig, and before the huge audience at the Coliseum, Aerosmith demonstrated its resourcefulness again, giving the crowd a solid dose of its swaggering, raucous rock 'n' roll. Steven Tyler and gang, with standards like "Walk This Way" and "Draw The Line," brought the crowd up on its feet on several occasions, despite the fact that most of the fans at the Coliseum were weary and exhausted by the end of the show, slowly filing out of the Coliseum one last time.

m.g., m.c., d.k., h.t.

Elton John

THEATRE ROYAL DRURY LANE, LONDON — Elton John, fresh out of temporary retirement, played the first of six London concerts on his current U.K. comeback tour billed "A Single Man and Ray Cooper".

Simplicity and eccentric English elegance appropriate to the capacity Covent Garden theatre was the theme of the first half of the evening. With only a grand and an electric piano, several art-deco studio screens and the odd potted palm to accompany him, John was the legendary maestro, a true survivor of the fickle music world.

The excited audience was enthralled as John continued his musical reminiscence, singing clearly and hauntingly "Sixty Years

On." "Take Me To The Pilot," "Skyline Pigeon" and "Where To Now St. Peter," from his earlier LPs. He sketched and skated his way through these early masterpieces, delivering the classically intricate melodies that only this dexterous genius can conjure up. The sound of John's voice and piano came across with incisive clarity, though occasionally manipulated by added echo and phase allowing an extra dimension to heighten the overall simplicity of sound.

Presenting material from virtually every LP issued during the seventies, Elton John proved that he still ranks among the greatest musical talents of this century. Whether he performs as a flashy, high-energy royal rocker or simply, as on this occasion, as a humble, though eccentric artist, seems irrelevant with this performer. His talent charges through whatever the presentation.

nick underwood

Firefall Harold Payne

THE ROXY, LOS ANGELES — Firefall has reached platinum status with its third album, "Elan," which will come as no surprise to those who caught the Boulder-based sextet at the Roxy recently. The group mixed blazing guitar rock, mid-tempo love songs and blues-rock numbers from its three Atlantic albums and came up with one of the most exciting shows seen in L.A. this year.

The band began heating up early on with a fiery rendition of "Mexico," featuring stinging guitar leads that were a staple throughout the show. Axeman Jock Bartley is one of today's hottest, and together with singer/guitarists Rick Roberts and Larry Burnett he gives Firefall a rock-solid musical foundation.

Midway throughout the set, the group changed the pace and reeled off an impressive string of mid-tempo hits, including "You Are The Woman," "Goodbye I Love You" and "Just Remember I Love You."

By the time Firefall got around to its recent Top 10 hit, "Strange Way," the group had displayed a depth and range that few bands have achieved in recent years. And as if to emphasize the point, the group again changed gears and cooked with gas on an extended version of perhaps its best number, "Livin' Ain't Livin'."

The sold-out house of Firefall fans was also treated to a fine opening set by soulful singer/songwriter Harold Payne. His contagious enthusiasm captivated the usually reserved Roxy crowd as Payne ran through an impressive set of his songs, including "Music Speaks Louder Than Words" and "Daylight," an R&B hit for Bobby Womack. If he had a band behind him, Payne might be a killer, but even as a solo performer he has the style and grace to pull off a fine opening set.

joey berlin

Al Green

DOROTHY CHANDLER PAVILION, L.A. — Although Al Green no longer dominates the pop charts as he did in the early and mid-'70s, this Memphis vocalist/writer/producer remains a compelling, arresting artist whose latest albums, "Truth 'N Time" and "The Belle Album," rank with his finest works. In addition, his live performances maintain the intensity and excitement of his peak commercial period, captivating his audiences with his spectacular vocal acrobatics and his gospel-derived spiritual

energy.

Wearing a sleek white satin suit, Green entered the stage amidst the boisterous fanfare of his 10-piece backup band. Green immediately launched into a charged-up rendition of "Wait Here," which brought the crowd on its feet and sent a number of Green's devoted female fans flocking to the stage to catch one of the many red roses Green handed out. The veteran singer is now a fully ordained minister who occasionally preaches on stage about the goodness of the Lord in his between-songs patter, but this has not detracted one bit from his soulful sex appeal identity.

The majority of Green's songs deal with romance, whether it be pure love epics like "Let's Stay Together" or tunes depicting his struggles in fulfilling his romantic love for women while maintaining his total sacred devotion to Jesus (i.e. "Belle" and "Loving You"). On every number, Green is in total command, demonstrating flawless vocal dynamics and phrasing that encompasses everything from his delicate, almost whispering vocal nuances to ferocious outbursts of raw singing power. In addition, Green is supported by a tight, aggressive band which accentuates his every vocal whim with crisp horn licks and bristling syndrum rhythms.

About 20 minutes into the concert, Green (who is notoriously known for performing brief sets) teased the audience by saying the show was about to end. If it was practically any other performer, the crowd would have been in an uproar over the brevity of the set. But Green is such an exhilarating, intense performer that 20 minutes of Green in top form is worth more than two hours of a less rewarding artist. Fortunately, Green did continue with the gig, closing the show after an hour with a raucous, heart-stopping rendition of "I Feel Good."

dale kawashima

Lynn Anderson

BOTTOM LINE, NEW YORK — Anticipation was high here this cool night as a host of industry executives, radio personalities and fans awaited the appearance of Lynn Anderson, whose career is taking an upswing these days. When Anderson walked on the stage and threw her long white Fox coat on top of an amp, she was radiant.

Although seven months pregnant, Anderson bristled with energy and she seemed perfectly at ease before the packed house. She sang her big hits, but Anderson also introduced the audience to her new sound — a polished, uptown brand of country.

Anderson dove right into "Outlaw Is Just A State Of Mind," the title of her new album, and she never slowed down from there.

Anderson played a full hour set and used her band well, featuring them on a full-tilt version of "Rocky Top." Midway through her show, Anderson sang her million-selling song, "Rose Garden," and she moved through some of her other hits. She took the crowd back a few years with "You're My Man," "How Can I Unlove You" and "Top Of The World."

The bulk of Anderson's performance was devoted to cuts from her new album, which has been stirring up interest because of the impact of the chic, slick cover. She sounded best on "Isn't It Always Love" and "This Night Won't Last Forever," but Anderson's brilliant vocals on the sensual "I Am Alone" may have highlighted the evening. It is a safe bet the entertainment world will hear more and more from Lynn Anderson in the next year.

bob campbell

ON STAGE

UCLA Study Of Radio KACE Disputes ARB Sweep Results

by Cookie Amerson

LOS ANGELES — The listening audience of KACE Radio in Los Angeles is considerably larger than the station's position in the Arbitron ratings would indicate. This is one of the major findings in a recent study conducted by the UCLA Graduate School of Management.

By applying a mathematical formula to the latest Arbitron ratings for KACE, the audience was found to include more than 100,000 listeners over what was shown in ARB's latest report.

The object of the report, which utilized telephone survey techniques and personal interviews, was to give management additional leverage for marketing the station to potential advertisers. Specific information that was provided to the KACE management included: 1) importance of community service image of KACE, 2) the demographics of the KACE listening audience, 3) characteristics of stations identified as KACE's competition, and 4) the criteria used by advertisers in their purchase of air time from the station.

Consistent Results

"We were very explicit in making the report as detailed as possible," commented a source connected with the study, "Because we knew with the findings we gathered that we would be challenged by Arbitron, we placed special emphasis on highlighting our methodology, which Arbitron does not do. And our methodology was handled in such a manner that were it

to be done again, the results would basically be the same."

Noting the inconsistencies of Arbitron ratings as related to KACE, Willie Davis, owner of the station said, "The problem that lies with the inconsistencies is mainly one of education, more than anything else. When studies of this nature are done by other minority-owned broadcast properties, Arbitron will be forced to take a harder look at its methods of measuring the black population, and perhaps adopt more representative systems."

Related to the discussion of ARB rating methodology, the report also brought out controversial issue of why minority stations in general and KACE in particular receive limited recognition from advertising agencies, who strictly adhere to Arbitron's "estimated" audience ratings. A number of agencies mentioned that "audience measures were difficult to obtain for ethnic groups, the way Arbitron's system is presently set-up," the report stated.

Suggested Strategy

The report also established a recommended game plan that KACE could implement to add to its list of advertisers. Specifically, the report suggested a direct client approach, as opposed to going through the agency, as a way to set-up a line of communication between major accounts that consistently overlook minority radio.

"Since the client of the agency must be

(continued on page 42)



ELEKTRA/ASYLUM INKS VOYAGER — British group Voyager signed with Elektra/Asylum not long ago. The band's debut album, which will be produced by Gus Dudgeon, is tentatively set for June release. Pictured (l-r) are: Derek Nicol, managing director, Mountain Records Productions; Steve Wax, E/A president; and Bob Bonis, Voyager U.S. Management.

ASCAP Settles With Dept. Store Over Radio Use Via Loudspeakers

NEW YORK — ASCAP and the owner of the Kittery Trading Post, a department store in Kittery, Maine, have settled the first lawsuit brought under the new copyright law that is related to public performance of copyrighted music by means of a radio receiver and loudspeakers.

The department store admitted its liability for copyright infringement and paid ASCAP \$1,500 as part of the settlement, a sum equal to the amount of license fees that would have been due, as well as reimbursement for the expenses in bringing the lawsuit. The settlement provides that the department store will obtain an ASCAP license if it continues to pipe radio broadcasts over loudspeakers.

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RCA Sets Major Ad, Promo Push On Triumph LP

LOS ANGELES — A major nationwide advertising and marketing campaign has been set by RCA Records in support of the Canadian group Triumph's new "Just A Game" album. The three-month push begins with radio and print ads, placed in the southwest and southeast markets where the power trio has already performed and saturation time buys have been scheduled in all major cities in the midwest in addition to the Texas and Florida markets.

Print buys have been slated for the tip sheets and trade magazines, with a three week run of teaser ads, followed by album ads in the tips and full-page color ads in the trades. In addition, colorful promotional materials and sales tools and color television commercials will be utilized to take advantage of the highly visual nature of the group. The 25th Frame, a video company in Canada, is supplying footage for a feature film of the group's live performance for domestic and international use.

Game Theme

As a tie-in with the "Just A Game" theme of the LP and cover art, 1500 dart boards, bulk shipments of dice and game boards similar to the inside jacket cover of the LP will be shipped to RCA branches across the U.S. for distribution to the local retail outlets. Also included will be mobiles, picture postcards and a variety of paper and mounted posters to achieve high in-store visibility, in addition to a large supply of

WARMEST CONGRATULATIONS

TO THE MAN WITH THE 'GOLDEN TOUCH' — JAMES LAST
TO THE FINE PERSON — JAMES LAST
TO THE GREAT WRITER — JAMES LAST
ON HIS 50TH ANNIVERSARY

THANK YOU JAMES!

PANORAMA SONG GMBH
and
FRANCIS, DAY & HUNTER GMBH
Harvesthuder Weg 21
2000 Hamburg 13

April 17th

Dear James

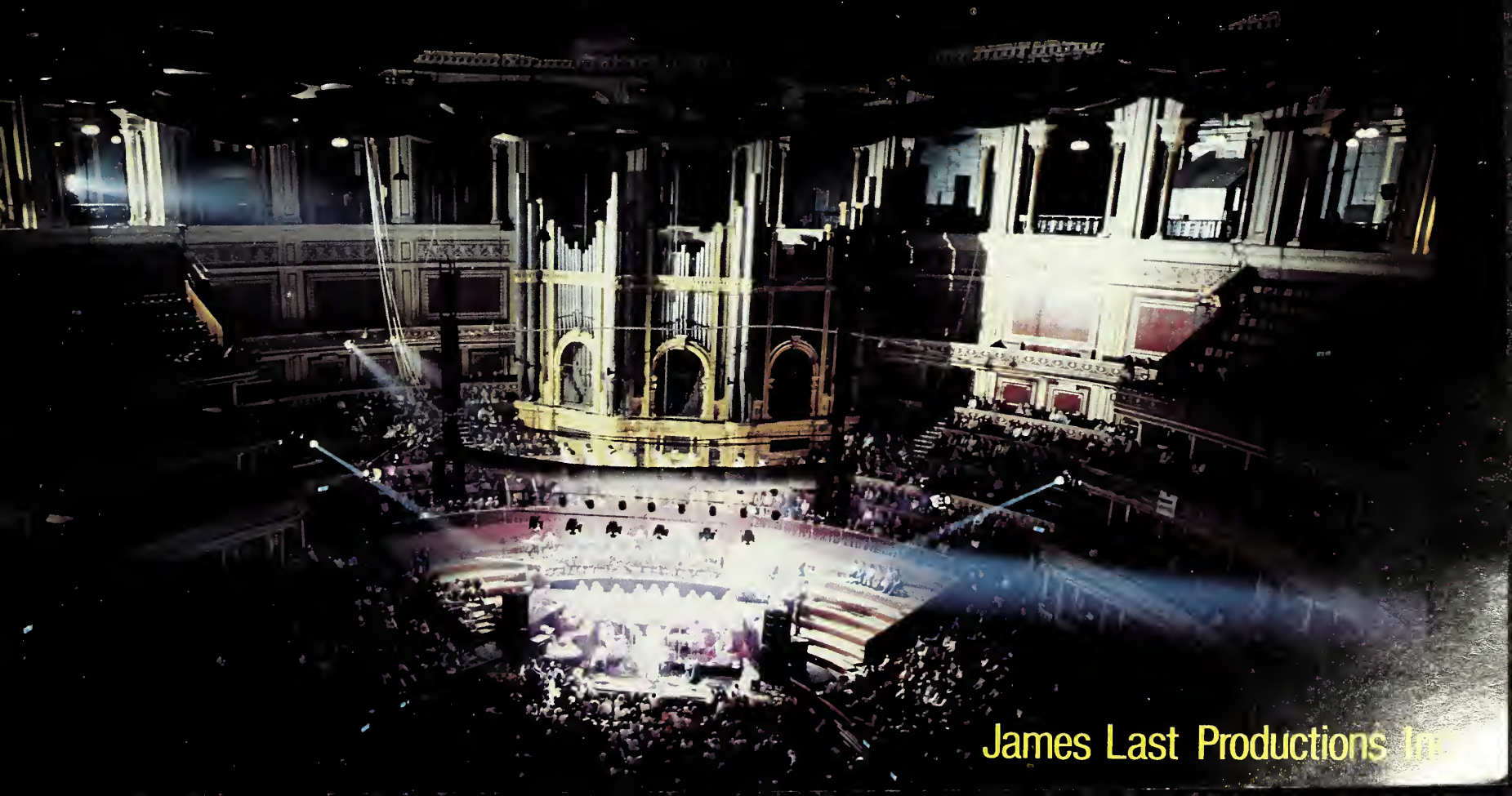
*Congratulations to your 50th birthday
and to 143 golden albums!*

We have only just begun!

*Good luck on your sell-out birthday
tour through the U.K.*

See you in London

The Family



RCA Corp. Improves First Qtr. Earnings

NEW YORK — The RCA Corporation experienced the best first quarter in its history as earnings rose 13% during the first period of 1979. The increase, achieved on a 20% gain in sales, gave RCA its ninth consecutive quarter of record earnings and the 15th quarter of year-to-year profit improvement.

Net income for the three months ended March 31, 1979, was \$62.1 million, compared with \$54.9 million in the same period of 1978. Sales for the quarter were \$1.80 billion, up from the previous high of \$1.5 billion a year ago.

Record Division Decline

However, earnings for the consumer electronics products and services division declined during the first quarter due to the "sluggish conditions in the domestic record industry," which resulted in lower profit for RCA Records. This same reason was cited by at least one other major manufacturer for the drop in its first quarter earnings.

Windsong Label Moves Offices To Los Angeles

LOS ANGELES — Windsong Records has moved its Los Angeles offices to 1901 Avenue of the Stars, Suite 740, Los Angeles, Calif., 90067. The telephone number is (213) 557-2100.

Sledge LP Goes Gold

NEW YORK — "We Are Family," the latest album by Cotillion recording group Sister Sledge, has been certified gold by the RIAA. The album was written, arranged, and produced by Bernard Edwards and Nile Rodgers.

CBS Inc. Posts Dip In First Qtr. Income

NEW YORK — First quarter net income for CBS, Inc. dipped 47% to \$17.8 million, compared to 1978's three-month net income of \$33.8 million. The corporation's first quarter revenues increased, however, to \$828.3 million, an 11% increase over 1978 first quarter revenues of \$744.2 million.

Both the CBS Broadcast and Record Groups experienced "substantial dollar declines," according to a statement issued by CBS. The domestic operations of the Record Group reported a slight revenue decline compared to last year's first quarter figures, but a strong performance by the international division accounted for a 12% revenue increase posted by the Record Group.

The disappointing figures had been predicted by CBS in February and March.

Moore Forms Eptember

NEW YORK — Melba Moore has formed Eptember Enterprises, Inc. (ASCAP), a publishing arm for her Hush Productions management firm. Jerry Silverhardt will head Eptember. In his position he will handle all of Miss Moore's original material and look for songwriters. Eptember Enterprises will base itself at 231 West 58th St., NYC. Silverhardt can be reached at (212) 582-1095.

Welk Group Expands

LOS ANGELES — The Welk Group has relocated its offices to the sixth floor of 6255 Sunset Blvd., as part of a continuing expansion effort. The new facility will house a multi-track recording studio for utilization during concept projects.

EXECUTIVES ON THE MOVE



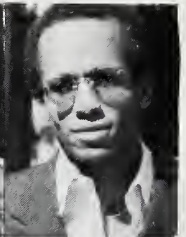
Handwerger



Shapiro



Joseph



Wilkins

Jem Names Handwerger — Arnie Handwerger has been named to the position of director of national promotion at Jem Records. Handwerger will be based at Jem's headquarters in South Plainfield, New Jersey. Handwerger will plan and execute all promotional activities at Jem, with a special concentration on the Passport and Visa labels. Among his primary responsibilities will be the structuring of a promotion department tailored to the needs of Jem's new distribution network.

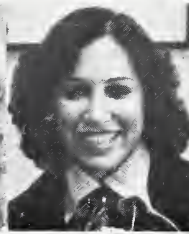
Shapiro Appointed At CBS — CBS Records has announced the appointment of Julian Shapiro to the newly created position of director of field communications, CBS Records. In his newly created position Julian will be responsible for establishing and monitoring a system for the flow of information between CBS Records headquarters and field personnel as well as within the various departments at headquarters. He will also work on specific creative type projects in the sales area that arise during the year. Julian will report directly to McGuiness.

Arista Names Joseph — Audrey Joseph has been named the label's director of national disco promotion for Arista Records. Joseph, in her new capacity, will have direct responsibility for all facets of disco promotion, and will supervise the label's efforts in establishing a more visible identity in the area of disco music. Among her responsibilities will be the opening of channels and servicing of product to the disco network of disc jockeys and DJ pools, clubs, publications and radio stations, the monitoring of activity on Arista disco records in clubs and record stores, and working in conjunction with other Arista departments in the creation and implementation of marketing campaigns on disco product.

Wilkins Appointed — Doug Wilkins has been appointed to the position of western regional promotion marketing manager, black music marketing/CBS Records. In this capacity Wilkins will be responsible for coordinating promotion and merchandising activities throughout the western region to achieve maximum sales as well as work with the RVP, branch managers, local promotion managers and national headquarters to organize and supervise artist activities within the region.



Kellerman



Sherry



Conte



Meehan

Kellerman To New Post — MCA Records has announced the appointment of Lynn Kellerman to the position of east coast artist development manager of special projects for the label. Based at MCA's offices in New York, and reporting directly to Russ Shaw, Kellerman will be responsible for the coordination of all club appearances, concert appearances and parties east of the Mississippi, working closely with the field in coordinating in-store displays in connection with artist appearances. She will also work with east coast promoters, artist managers and booking agents. Additionally, Kellerman will coordinate all appearances on east coast-based syndicated television and radio shows by MCA artists.

ASCAP Appoints Karen Sherry — Karen Sherry has been appointed director of public relations of the American Society of Composers, Authors and Publishers (ASCAP). In addition to directing general public relations functions, Sherry will be coordinating the P.R. activities scheduled this year to commemorate ASCAP's 65th anniversary. Prior to her appointment, Sherry was director of publicity for Morton D. Wax and Associates where she was responsible for handling P.R. projects for Paramount Pictures, Screen Gems/Colegems-EMI Music, CAM Productions, Famous Music and MacMillan Performing Arts. In her new capacity, she will be assuming the functions performed by Dick Frohlich who had been serving as acting director of the department in addition to his responsibilities as assistant to the president.

Conte Named At Atlantic — Patti Conte has been promoted to the position of Atlantic Records east coast publicity manager/trade liaison. In her new position, she will be primarily responsible for serving as the publicity liaison with the music industry trade publications in New York. She will also be involved with general press and publicity activities on the east coast.

Motown Ups Wylie And Ales — Hank Wylie has been appointed to the position of west coast sales manager for Motown Record Corporation. Prior to joining Motown, Wylie held the position of local sales manager at A&M Records in Los Angeles. Concurrent with the appointment of Wylie, the promotion of Steve Ales, former west coast sales manager, to the position of singles sales and retail accounts manager was announced. Ales has been with Motown for the last three years. Prior to joining Motown, he worked in sales for Prodigal Records before it was absorbed by the former.



Smith



Thompson



Wamser



Berman

Meehan Named — The appointment of Bill Meehan as manager, branch sales, Los Angeles, for RCA and A&M and Associated Labels was announced last week. Meehan for the past year had been key accounts salesman for A&M Pacific in Los Angeles, having

(continued on page 27)

UCLA Extension

presents

The Recording Contract

Saturday,
May 12, 9 am-4 pm
Bonaventure Hotel, Los Angeles

Program Chairmen:

Jay L. Cooper, Esq., Cooper, Epstein & Hurewitz, Beverly Hills
George Short, Esq., Alef & Short Law Firm, Los Angeles

Luncheon speaker:

Joseph Smith, President, Elektra/Asylum Records

Speakers:

Jay L. Cooper, Esq., Cooper, Epstein & Hurewitz
David Braun, Senior Partner, Hardee, Barovick, Koneck & Braun
Paul Marshall, Senior Partner, Marshall, Morris, Powell, Silfen & Cinque
Daniel Alef, Esq., Alef & Short Law Firm
George Short, Esq., Alef & Short Law Firm

Saturday,
9 am-4 pm, May 12
For further information, call
Ms. Linda Rich (213) 825-7031.

The recording contract is the most important agreement affecting the musical artist's career. The Music Industry Symposium this year assembles the industry's leading attorneys to discuss the key elements of recording contracts and to provide an in-depth analysis of questions commonly encountered by agents, personal managers, attorneys, business managers, record company executives and artists.

Topics:

- Creative control
- Promotion and distribution
- Merchandising and subsidiary rights
- Record company deals, foreign licenses and record clubs
- Enforcement of recording contracts
- Royalty provisions and other financial considerations
- Tax planning for the recording contract

A portion of the program reserved for a question-and-answer session.

GREATEST HITS — Waylon — RCA AHLI-3378 — Producer: None Listed — List: 7.98

Packed with 11 of Jennings' latest country hits, this album should further boost Ol' Waylon's status as a consistent, platinum-selling artist. Ever since Waylon and Willie Nelson's "Outlaws" album, both artists have become major country and pop acts, even without the benefit of having a Top 10 pop single. Nonetheless, practically every song included in this set is a Waylon favorite, including "Ladies Love Outlaws," "Luckenback, Texas" and "Honky Tonk Heroes," among others.

STARS — Sylvester — Fantasy F-9579 — Producers: Harvey Fuqua and Sylvester — List: 7.98

Last year, Sylvester finally broke through with his scorching disco album, "Step II." Now with his new album, Sylvester has recorded four songs which should further boost his standing as a major disco/pop attraction. Already hitting the charts with "I (Who Have Nothing)," this LP also possesses other potential hits. Sylvester's passionate high-pitched vocals, bristling percussion, swirling strings and sizzling synthesizer licks abound on this set.

CHERI — Madleen Kane — Warner Bros. BSK 3315 — Producers: Michael, Paul and Lana Sebastian — List: 7.98

Currently riding high on the disco charts with her single "Forbidden Love," Madleen Kane is set to garner not only disco but pop chart activity and airplay with this album. Kane is an attractive blonde who possesses a sweetly sexy, playful vocal style which is equally successful in handling non-stop disco workouts as well as straight pop ballads. Supported by rather anonymous but polished instrumental backing, "Cheri" should launch Kane as a noteworthy disco/pop figure.

CHRONICLE — The Staple Singers — Stax STX-4119 — Producer: Al Bell — List: 7.98

This Staple Singers anthology is one of six new compilation packages released by Fantasy to spotlight the classic works featured in the Stax/Volt catalog. All six collections include well-known, popular material, as witnessed by such hits as "Respect Yourself" and "I'll Take You There" on the Staples' album. The other acts presented in this "Chronicle" series are the Emotions, Rufus Thomas & Carla Thomas, Albert King/Little Milton, Eddie Floyd and Soul Children.

FINAL VINYL — Hot Tuna — Grunt BXLI-3357 — Producers: Various — List: 7.98

The release of this "greatest hits" package from Hot Tuna seems to generate a two-fold implication. On the one hand a better single disc distillation of an eight-album history has yet to be realized: rabid fans may be able to keep the track lineup quibbling to a minimum and as a primer for newcomers. "Final Vinyl" appears unexcelled as well. On the other hand, there is an unspoken statement made with this release that seems to say that the last remnants of the "San Francisco Sound," as the masses knew it, has finally been laid to rest.

APOLLO — Motown G7-985R1 — Producer: Ray Singleton — List: 7.98

This is the first album by this promising teenage R&B-disco quintet which features on keyboards, Kerry Gordy (Berry Gordy's son). On stage, Apollo is a very energetic, lively configuration, and this exuberant, rambunctious quality is captured on the group's album. Fronted by lead vocalist Benny Medina, Apollo boasts strong ensemble playing and peppy arrangements by veterans Gene Page, Greg Phillinganes and others.

COUNT THE DAYS — Al Wilson — Roadshow BXLI-3215 — Producers: T. G. Conway, Allan Felder and Sam Brown III — List: 7.98

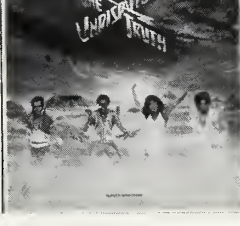
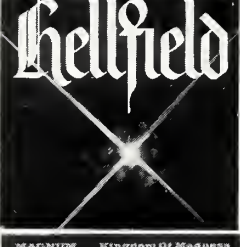
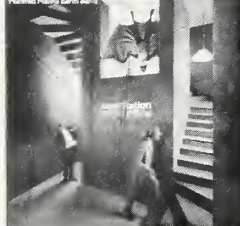
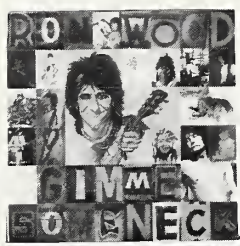
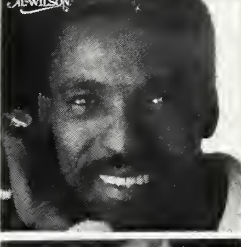
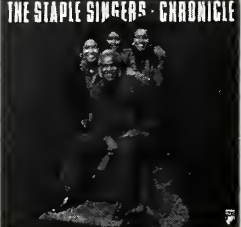
This veteran soul/pop vocalist is back with a new album, exhibiting the same throaty, aggressive vocal style that has been Wilson's trademark. Wilson focuses almost strictly on danceable disco material here, ranging from "Count The Days I'm Gone" to "Save A Dance." Bright, boisterous arrangements provide appealing accompaniment to Wilson's vocals, which remain in top form. For disco, R&B and pop play.

WHA CHA GONNA DO WITH MY LOVIN' — Stephanie Mills — 20th Century-Fox T-583 — Producers: James Mtume and Reggie Lucas — List: 7.98

Stephanie Mills is an exciting, soulful vocalist whose new album carefully blends R&B/funk, streamlined disco and soul ballads for a varied festive outing. Mills capably handles the diverse material here, displaying a soaring, flexible vocal range on the fiery dance numbers and a whispery, intimate singing approach on the album's ballads. Standout tracks here include "Starlight," "Feel The Fire" and the title cut.

B. BAKER CHOCOLATE CO. — LRC/TK 9325 — Producer: Sonny Lester — List: 7.98

B. Baker Chocolate is an all-star R&B/jazz outfit that is directed by Sonny Lester. Primarily an instrumental affair, this LP offers a number of star instrumentalists the chance to stretch out into some tight-knit jams within the framework of the Chocolate Co.'s airy, jazz-textured R&B style. Instrumentalists featured here include Jimmy Ponder, Lonnie Smith, Jimmy McGriff and Eddie Daniels. Also, two numbers here feature vocalists Gene Scott and Lew Kirton.



GIMME SOME NECK — Ron Wood — Columbia JC 35702 — Producer: Roy Thomas Baker — List: 7.98

Ron Wood has only enjoyed limited success with his previous solo endeavors, but now with the backing on this LP of his fellow Rolling Stones (on certain cuts) and Wood's own artistic maturity as a soloist, this LP should fare extremely well. "Gimme Some Neck" is mostly a collection of raucous rock 'n' roll tunes and searing blues-rock numbers. Wood's infectious guitar riffs bolster every track, and his thin but gritty vocals are assured and confident.

ANGEL STATION — Manfred Mann's Earth Band — Warner Bros. BSK 3302 — Producer: Anthony Moore — List: 7.98

"Angel Station" is a solid, consistent album of bold and challenging rock-out material from the Earth Band. Arguably, this is the best LP the group has released since their first groundbreaking Polydor LP at the beginning of the decade. The one track that best exemplifies why Manfred Mann himself remains a performer of such longevity is his head-on attack of Dylan's "You Angel You." Watch for this album to remain an FM staple for months to come.

SOONER OR LATER — Rex Smith — Columbia JC 35813 — Producers: Charles Calello & Stephen Lawrence — List: 7.98

The sentimental TV movie of the same name that some claim is responsible for this sleeper's sudden chart activity really tells only half the story. Rex Smith is no new comer. Having cut his teeth with his heavy-duty band persona "Rex," he has now released an album which, though geared to an age demographic that possibly excludes AOR involvement, possesses a palpable rock energy of its own that elevates it to a level of noteworthy flair and polish.

THE ROCHEs — Warner Bros. BSK 3298 — Producer: Robert Fripp — List: 7.98

Voted as a runner-up in the Best New Artist of 1978 category in *Rolling Stone*, the Roches have issued their first album as a full-fledged trio. Consisting of the Roche sisters — Maggie, Terre and Suzy — this group performs its self-penned material in a very distinctive, sparse folk style that charmingly exhibits the Roches' quirky humor and quiet sensitivity. The sisters possess an imaginative singing style, harmonizing in a natural, spontaneous fashion that captures the individual personality of each member.

COOL FOR CATS — Squeeze — A&M SP 4759 — Producers: John Wood & Squeeze — List: 7.98 — Bar Coded

Squeeze has now released a second album, and once you get past the lightweight cover graphics, it promises to be their best effort yet. Lyrically, the LP's dozen tracks embody a series of accurate statements about the universal human condition interjected with the wit of, say, a Jonathan Richman. Musically, this quintet packs an instrumental and vocal punch that shoots them completely out of the new wave elephant graveyard and makes forceful bids for mainstream acceptance.

LEAH KUNKEL — Columbia JC 35778 — Producers: Val Garay and Russ Kunkel — List: 7.98

Leah Kunkel's first solo album is an engaging outing by this veteran background vocalist. Leah, Russ Kunkel's wife and Mama Cass' sister, delivers a balanced presentation of ballads and upbeat tunes on the album, singing in a fluid, smooth vocal style that occasionally resembles a Judy Collins or Karla Bonoff. Featuring material by the Bee Gees, Stephen Bishop and John Phillips, as well as Leah herself, this album is a colorful, pleasant affair. For pop and MOR formats.

HELLFIELD — Epic JE 36005 — Producer: Bob Gallo — List: 7.98

Hellfield is another heavy metal band hailing from Toronto which executes a pounding, no-holds-barred brand of rock. Led by Mitch Hellfield, this quintet's assets are its high-powered energy, blazing guitar licks and its simple, basic musical approach. With a glut of British-influenced, guitar-dominated groups vying for the heavy rock market, Hellfield may have difficulty standing out amongst the the crowd. But its AOR acceptance thus far is promising.

KINGDOM OF MADNESS — Magnum — Jet JZ 35811 — Producer: Jake Commander — List: 7.98

Magnum is a versatile hard-rock outfit that plays an assortment of British-flavored styles, ranging from synthesizer-laden progressive rock to raunchy guitar-rock that is reminiscent of early Queen. In addition, the band can handle more mainstream pop material, as witnessed by the grandiose, ELO-like "Universe." Although Magnum lyrically is a bit too overblown, the group executes potent heavy rock that should appeal to a Kansas/Styx-type audience.

SMOKIN' — The Undisputed Truth — Whitfield WHK 3202 — Producer: Norman Whitfield — List: 7.98

After a number of personnel changes, the Undisputed Truth is back with its first album in three years. Marcy Thomas has replaced Taka Boom as the female lead singer, and Melvin Stewart is now the male lead, but the distinctive, spirited Truth sound (guided by original member Joe Harris) remains intact, while Norman Whitfield's meticulous production adds to the LP's impact. For R&B and possibility pop formats.

Foreign Deals, Low Overhead Keep Inner City Competitive

by Alan Sutton

LOS ANGELES — How does Inner City Records, the New York-based independent label with 32 employees and one promotion man on each coast, put out from eight to 12 albums each month and thus compete on a release-per-release basis with industry giants Columbia and Warner Bros. for a share of the growing jazz market?

Not long ago that question was put to Irv Kratka, president of the Music Minus One Group, Inner City's parent company. His response:

"For openers, we have a very broad base of product," says Kratka. "We offer product ranging from the '50s through the late '70s; that is, we offer music from the mainstream swing era through bebop into fusion and even ECM-style chamber jazz.

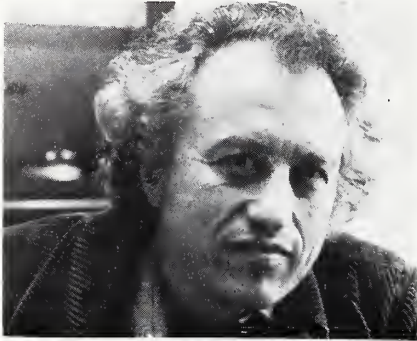
"And we're not just spewing forth records," he continues. "They are carefully selected to present a diverse picture in terms of the types of releases. In a typical release, for example, we'll have a jazz piano album, a trio album, a bebop-type date, a famous sax soloist, a fusion album and something by an unknown artist. We try to keep this type of mix each month, so there is great diversity in what we are doing.

Realistic Potential

"We're also realistic as to the (sales) potential of the records we release — and we don't have to support the huge superstructure that exists at a major label. There is no getting away from it: this is a small market. So when you get involved to a level where you have a big promotion staff and spend thousands of dollars in the studio like on a typical rock date, you are setting up road blocks for the jazz sales, which traditionally aren't that large.

"I'm determined to market the item at a cost that is commensurate with the potential sales. So when you ask how do we compete, we compete on a similar level of interest but at a smaller overhead."

After 29 years as head of the MMO Music Group, Kratka's time has come. Inner City, now three years old, has more than 200 titles in its catalog and is widely regarded as one of the most important sources of contemporary jazz music. Sales have increased 400 per cent since the label's inception, and the company recently moved to a new 25,000 square foot facility in mid-Manhattan complete with offices, art



Irv Kratka

department, recording studios and shipping warehouse.

In large measure, Inner City's growth reflects Kratka's penchant for nailing down licensing agreements for unreleased European and Japanese imports. First, from Musidisc of France, came LPs by Earl Hines, Archie Shepp and Jean-Luc Ponty, among others. From Denmark's Steeplechase label came recordings from many of the bebop stylists who were being overlooked in the states, including Dexter Gordon's entire output from 1971-75. From Enja Records of Germany emerged a more modern direction including the Revolu-

(continued on page 36)

UA Music Renews Contract With Steiger

NEW YORK — United Artists Music has renewed its employment agreement with Herman Steiger as director of operations for the Big 3 Music Corporation, U.A.'s print division. As general manager, Steiger, who has headed the Big 3 for fifteen years, supervises the creation of new music print product, the acquisition of individual artists and catalogs for print rights and the market planning of all print product. Steiger has been one of the pioneers in leasing outside copyrights for print use, and the Big 3 now produces and distributes product from the catalogs of more than 40 outside publishers.

Ben Hoagland, administrative director of the Big 3, will coordinate and carry through Steiger's new plans for further expansion of the Big 3 operations. Hoagland, who has been at the Big 3 for eight years, will report to Steiger.



EAST COASTINGS — **EVENTFUL** — Despite the snow, rain, cold temperatures and high wind, spring must be here because the high-powered parties, dinners and functions have begun filling everyone's evening calendar. **Bob Sherwood**, president of Mercury, wanted to make sure everybody knew that his label was high on DJM artists **Horslips**, so he threw a bash at Christopher's on E. 63rd St. that featured traditional Irish music, as well as real Irish leprechauns (who were actually German midgits). The Polygram brass showed up in force . . . Then it was Atlantic's turn to show the world that **Chic** is the greatest dance band, so they rented out the Cotillion room at the Pierre for a spectacular dinner. Guests included **Ben E. King**, **Roberta Flack**, and **Ashford and Simpson**, among many others . . . Not to be outdone, WNEW-FM wanted to let everyone know they were still alive and kicking, so **Scott Muni** and company held their annual party at the Rainbow Room. **Mick Jagger** and **Herb Alpert** showed up, as did **Mike Klenfner**, who is hardly keeping a low profile following his ouster from Atlantic.

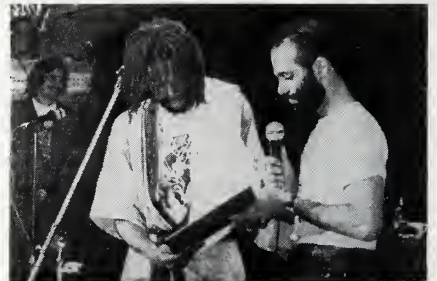


BRUCE CATCHES FIRE — When RCA recording artist **Robert Gordon** played the *Past Lane in Asbury Park, N.J.*, he was joined on stage by **Bruce Springsteen**, who penned "Fire" for Gordon last year. **Springsteen (left)** also sang a duet of "Heartbreak Hotel" with Gordon to close the evening.

were plagued by a faulty sound system, in addition to their own musical sloppiness. However, **Lightnin' Hopkins** was in fine form, as was **John Lee Hooker**. And **Clifton Chenier**, "King of Zydeco," who was later joined by **Big Mama Thornton**, provided rousing accordion boogie music for a crowd that included **Allen Ginsberg**, **Jann Wenner** and **Paul Simon**.

NAMES IN THE NEWS — **Diana Ross** is off on a 26-city national tour, which will be her first tour of the U.S. as a solo artist . . . **Barry Manilow's** third network TV special will be aired May 23 on ABC. **John Denver** is a definite guest . . . **The Moody Blues** will tour in May. Seventeen dates have been set, ranging from Biloxi, Mississippi to Vancouver, British Columbia . . . **Isaac Hayes** and **Millie Jackson** have recorded a pair of duets, set to be released in June. The songs are cover versions of **Anne Murray's** "You Needed Me" and **Peter McCann's** "Do You Wanna Make Love." . . . **Nils Lofgren** tries again — **Bob Ezrin** produced the latest album, due in the stores in mid-May . . . Remember **Sparks?** If you don't, the group understands — which could be why they'll go disco on their next E/A album, under the production supervision of **Giorgio Moroder** . . . **Jerry Weintraub** has another movie deal ready — it's called "Cruisin'" and **William "The Exorcist"** **Friedkin** will reportedly direct.

EAST COAST INK — **Carolyn Maas**, who took New York's rock community by storm this winter, has signed to Mercury. **Steve Berg**, who did **Steve Forbert's** debut album, will also produce Maas' first. Her red hot band, led by **David Landau**, remains intact and studio sessions will begin in New York in May . . . **Irwin Sirota** is no longer with Capitol. Sirota handled northeast regional AOR promotion for the label, and he can now be reached at (212) 896-0352 . . . Disco artist **Sandy Mercer** goes to RCA via H&L . . . **Chuck Kirkpatrick** has returned to Criteria Studios in Miami after seven years absence. Kirkpatrick worked on "Layla" and "Eat A Peach," among many others during his stay at Criteria but left for the big time in L.A. as a performer. He recorded one album with Capitol as "Chuck Crane" . . . **Mongo Santamaria** plays at the 92nd St. Y April 21 . . . **Pere Ubu**, newly signed to Chrysalis, comes into Hurrah's April 24 and 25 . . . **The Model Citizens** became the first new wave band to play the Cotton Club in Harlem . . . and finally, from the Hot Club in Philly, this week's all-star double bill: **The Stimulators** with **Johnny Blitz**, plus **the Autistics**.



TOSH HONORED IN ATLANTA — **Rolling Stones** Records recording artist **Peter Tosh**, after playing a recent date at Atlanta's **Capri Ballroom**, was presented with a proclamation naming him an honorary citizen of Atlanta. Pictured (l-r) are: **Tosh** and **Fulton County commissioner Michael Lomax**.

ENOUGH IS ENOUGH DEP'T. — **Porter Wagoner** is reported to be hard at work arranging a disco version of the *Star-Spangled Banner* . . . **Jaws 3?** Oh no . . . Oh yes, say the folks at Universal Pictures. But **Jaws 3**, they say, will be a spoof on the original, based on a story line by **National Lampoon** president **Matty Simmons**. Yet-to-be-named **Lampoon** editors will do the screenplay. **GOTHAM WRAP-UP** — **Elizabeth Swados**, who brought the sociological musical "Runaways" to Broadway, has adapted "Dispatches," **Michael Herr's** collection of Vietnam journalism, into a rock musical. The work is currently previewing at **Joseph Papp's** Public Theater Cabaret and should open by the end of April. The 26-year-old Swados, who has never been to Vietnam, is concerned that people may be offended by her adaptation, and she told the *New York Times*, "the book is about much more than Vietnam — just as Vietnam was about much more than Vietnam. The subtext is passion, energy, and lust. 'Dispatches' is about the darker forces that overtake, confuse, and also elate the senses." . . . The **Electric Circus**, a gigantic new disco at Fifth Ave. and 15th St., is set to open April 25. The disco's opening has been long delayed because of vehement neighborhood opposition, and skeptics still question whether a last-minute political maneuver might not delay things again. But spokesmen for the disco, which doesn't have a liquor license, swear everything is set to go . . . A new jazz club has opened in New York. It's called **Fat Tuesday's** and is located at Third Ave. and 17th St. . . . **Twisted Sister**, an unsigned, unrecorded band from Long Island, sold out the **Palladium** recently. The band, which owes much to **Kiss**, has cultivated a young, anti-disco audience and hopes to ink a major record deal very soon.

charles paikert

FEATURE PICKS

BEE GEES (RSO RS 925)

Love You Inside Out (3:27) (Stigwood Music/Unichappell Music, Admin. — BMI) (Barry, Robin, Maurice Gibb)

The Bee Gees have turned radio inside and out with their music. While "Tragedy" is still holding on in the Top 10 of the pop chart, RSO is coming with the third single from the smash "Spirits Having Flown" LP. Obviously, this finely arranged and performed love song will become an immediate add for Top 40 and various formats.



BILLY JOEL (Columbia 3-10959)

Honesty (3:50) (Impulsive Music/April Music — ASCAP) (B. Joel)

Billy Joel attracts strong Top 40 interest with his releases whether the first or last from an album. This third single from "52nd Street" is a provocative and melodic ballad full of words and meanings. The piano chording and drumming is emphatic. Background strings sweeten the emotion. Already well-known as an LP cut, this is a likely top pop hit.



TOTO (Columbia 3-10944)

Georgy Porgy (3:48) (Hudmar Publ. — ASCAP) (D. Paich)

This third single from the "Toto" album opens with stout drumming and melodic piano playing, conga backing and excellent overlapping flute, guitar and vocal lines. Quintessentially professional, the members of Toto deliver strong performances which will make this a likely winner for pop lists.



NEW ENGLAND (Infinity INF-50, 013)

Don't Ever Wanna Lose Ya (3:28) (Infinity Music Int'l/Rock Steady Music — ASCAP) (J. Fannon)

The Infinity crew has been talking about this band since the formation of the company. This first single from the rocking quartet is reminiscent of the hard-crunching work of Boston. With deft guitar power chords, ticking bass line and synthesizer coloration, this track has the towering rock feel. Top 40.

SARAH DASH (Kirshner/CBS ZS8 4281)

(Come And Take This) Candy From Your Baby (3:21) (Don Kirshner Music — BMI/Kirshner Songs — ASCAP) (G. Allan/G. Knight)

This single from the "Sarah Dash" album is a silky yet funky number likely to appeal to dancing and R&B lists. Rhythm guitar, conga backing, horns and stepping beat make this tick. John Luongo did the disco mix. Following the hit track, "Sinner Man," this is a likely hot add.



CHILLY (Polydor PD 14552)

For Your Love (3:35) (Blackwood Music — BMI) (G. Gouldman)

Disco remakes of classic rock material have elicited groans from loyal rockers in the past but this remake may win new converts. A stunning synthesizer track, solid guitar work and excellent lead and backing singing make this suited to Top 40 lists. This sounds like a hit.



SOUTHERN COOKIN' (Polydor PD 14555)

You Are My Inspiration (3:18) (Clandalee Music — BMI) (J. Jules)

This single has excellent trade-off singing by Gene Williams and Ann Johnson and a classy arrangement that will make this track a hit on R&B and crossover lists. The chorus is one that sticks in the listener's head. A gentle beat, piano chording, strings and emotional mood sets this song apart from the competition. Watch this one go to the top.



MICHAEL FRANKS (Warner Bros. WBS 8811)

When It's Over (3:08) (Warner Tamberlane Pub./Mississippi Mud Music — BMI) (Michael Franks)

"When It's Over" is another one of Frank's sleepy jazz flavored tunes. Frank's engaging, almost whispered vocals are sensually accompanied by a female singer on this cut from the "Tiger In The Rain" LP. His jazz guitar meanderings are well suited to this witty ode to a love affair gone by. For a variety of lists.

SINGLES TO WATCH

THE BOOMTOWN RATS (Columbia 3-10960)

Rat Trap (4:59) (Anthione Enterprises — BMI) (B. Geldof)

Although associated with the new wave, the Boomtown Rats play rock 'n' roll in more of a Springsteen/Thin Lizzy style. This tune taken from the "A Tonic For The Troops" LP, is chocked full of inventive vocal arrangements and dramatic changes in musical direction. Bob Geldof, Rat lead singer, possesses a "Saturday Night's Alright For Fighting" attitude in his vocals.

CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR-41013)

Game Seven (Part 1) (3:36) (Ascent Music/Nouveau Music — BMI) (C. Brown/J. Buchanan/L. Fleming/C. Johnson/D. Tillery/J. Wilder)

Brown & The Soul Searchers made a mark recently with the muscular funk "Bustin' Loose." This second single from the album has a slower groove that builds nicely. Horns and outspoken rhythm guitar and keyboards makes this track suited to R&B and crossover lists.

HEATWAVE (Epic 8-50699)

Eyeballin' (3:53) (Almo Music — ASCAP) (R. Temperton)

Taken from the album "Hot Property," this single with its tasty blending of jazz and funk is likely to appeal to R&B and crossover lists. The smooth, tumbling chorus is a particular winning part of the track. Check it out.

LEN BOONE (Chrysalis CHS 2317)

There's No Me Without You (3:21) (Rare Blue Music/Tiny Titan Music — ASCAP) (L. Boone)

Holly Sherwood and Len Boone share the singing on this vibrant danceable song likely to appeal to Top 40 and various other lists. Supporting strings, steady kick drum and conga backing are joined by punctuating horns and fine sax solo. Give this a spin.

DYNASTY (Solar/RCA JH-11539)

Your Piece Of The Rock (Part 1) (3:25) (Rosy Music — ASCAP) (R. Sylvers/F. Sylvers/L. Sylvers/D. Griffey)

Dynasty provides some party music on this funky track which offers dance instruction on the latest craze — the Rock. Upfront bass work, percussion embellishments, punctuating strings and good vocals make this a fine add.

THE MIKE THEODORE ORCHESTRA (Westbound/Atlantic WT 55421)

High On Mad Mountain (3:45) (Bridgeport Music — BMI) (M. Theodore)

If you like your disco on a 7" with tasty garnishes of percussion, steady fast beat, piano, flighty strings and euphoric chorus vocals, then this is the dish you have been waiting for. The edit is good. Synthesizer adds pulse. Suited to dancing lists.

HIGH ENERGY (Gordy G7166F)

Shoulda Gone Dancin' (3:53) (Old Brompton Road — ASCAP) (D. Jones/A. Mason)

This infectious dancing cut features one of the most provocative vocal arrangements since Donna Summer's "Love To Love You Baby." It tells the tale of a woman who "Shoulda Gone Dancin'" instead of ending up in a one night stand. A solid walking bass line, a nice chopping guitar rhythm and strong female lead vocals make the cut a strong candidate for R&B, pop and dancing lists.

FATBACK (Spring/Polydor SP 195)

(Do The) Boogie Woogie (3:38) (Clita Music/House of Gemini Music — BMI) (G. Thomas)

Taken from "Brite Lites/Big City," this track has a steady throbbing bass line and smooth male and female vocals. Guitars and horns add texture. "Get up on the dancefloor and let your mind rule your mind" is the message contained herein.

ROCKETS (RSO RS926)

Can't Sleep (3:04) (Gear Publishing — ASCAP) (J. Badanjek)

This song features some loud, hypnotic Detroit rock 'n' roll. The cut is highlighted by a strong bassline and Clapton-like lead guitar riffing. The bouncy beat augments gruff lead vocals and catchy harmonies. For AOR lists.

APOLLO (Gordy G 7165F)

Astro Disco Part 1 (3:39) (Jobete Music — ASCAP) (K. Gordy/C. Liles/L. Greene/B. Medina/D. Fletcher/R. Singleton)

"It's your duty to shake your booty" urges the lyric on this dancin' number, and discophiles will find the

prompting hard to resist. The song is full of rhythmic and vocal tricks, and Apollo seems to be having a great deal of fun during the track. The band's spirit is contagious and makes this song a good disco and R&B add.

KENNY ROGERS (United Artists UA-X1273-Y)

She Believes In Me (3:30) (Angel Wing Music — ASCAP) (S. Gibb)

This is another fine ballad served up in Kenny Rogers' own distinctive, world weary vocal style. A pretty acoustic piano melody and swelling strings embellish a biographical tribute to a woman who stands behind her man. This track is suited to MOR and country lists.

SHALAMAR (Solar JH-11542)

Stay Close To Love (3:30) (Rosy Music — ASCAP) (L. Sylvers and H. Brown)

Taken from Shalamar's "Disco Gardens" album, this track is a beautiful R&B ballad. The song features some great male female harmony exchanges and a strong keyboard and string arrangement. The addition of the kettle drum to emphasize the chorus is another reason for this being a fine R&B and pop add.

RONNIE MILSAP (RCA JH-11553)

Nobody Likes Sad Songs (3:35) (Hall-Clement Publications/Maplehill Music/Vogue Music — BMI) (Bob McDill and Wayne Holyfield)

This is the first single from Milsap's new "Images" LP, and it marks another successful crossover from country to pop for him. The "feelin' sorry for myself" lyric, the simple piano and string arrangement perfectly complement Milsap's warm and mellow vocals. For MOR and country lists.

JERRY BUTLER (Philadelphia International ZS8 3683)

Let's Make Love (3:40) (Mighty Three Music — BMI Fountain Productions ASCAP) (K. Gamble/L. Huff/J. Butler)

"Let's Make Love" has a moving soul orchestra feel to it a la Lou Rawls and Barry White. The song is replete with plucked strings and harp fills. However, it is Butler's powerful and distinctive vocals that supply the strongest reason for the song's appeal. This track is suited for pop and R&B lists.

POINTS WEST



'IT STARTS WITH A SONG' FOR ASCAP — John Strong Productions recently entered into an agreement of cooperation with ASCAP regarding a television special in honor of the performing rights society's 65th anniversary. The TV special, "It Starts With A Song," will be produced by John Strong Productions. Shown here in Los Angeles after concluding the agreement are (l-r) Arthur Hamilton, a member of ASCAP's board of directors; Stanley Adams, president of ASCAP; Gerald Marks, member of ASCAP's board of directors and chairman of ASCAP's public relations committee; and John Strong, John Strong Productions.

Joe Sample
CARMEL
A
SAMPLE
OF JAZZ

PRODUCED BY WILTON FELDER, NESBERT STIX HOOPER &
JOE SAMPLE FOR *Cash Box* PRODUCTIONS, INC.

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POINTS WEST — GREEK THEATRE SCHEDULE — The pairings of **Joni Mitchell** with **Weather Report** and the **Village People** with **Gloria Gaynor** highlight the musical attractions announced for the Greek Theatre's summer season. The season will officially open May 31 when **Dave Mason** begins a three-night stand. Gaynor and the Macho Men are set for June 6-9, followed by **Steve Stills**, June 10-12. July attractions include **Johnny Mathis** and **Ramsey Lewis**, July 5-8; **Peabo Bryson** and **Linda Clifford**, July 13-14; **Harry Chapin**, July 15-16; **Harry Belafonte**, July 17-22; **George Benson** and the **Los Angeles Ballet**, July 25-29 and **Sha Na Na** July 31 and August 1. Also in August, the Nederlander Organization is offering **Joan Baez**, Aug. 5-7; **the Tubes**, Aug. 9-11; **Al Jarreau**, Aug. 17-18, **Charles Aznavour**, Aug. 29 and **Natalie Cole**, Aug. 30-31 and Sept. 1-2. The Greek will wind up its season with **Teddy Pendergrass**, Sept. 4-9, Greek singer **Nana Mouskouri**, Sept. 10 and **Mitchell** with **Weather Report**, Sept. 28-29. Additional acts will be announced as they are set.

ARTIST UPDATES — Vocalist **Greg Walker** and keyboard player **Chris Rhyane** have left **Santana** . . . While the B'nai B'rith's Anti-Defamation League is formally protesting the inclusion of "Jewish Princess" on the new **Frank Zappa** album, Zappa himself is making plans to go to Vienna. The Vienna Symphony will be performing a concert of Zappa music on June 13 and although he won't be conducting, Zappa is planning to add some guitar solos to the proceedings . . . **Linda Ronstadt** isn't the only industry heavy accompanying California Governor **Jerry Brown** on his African vacation. **Herb Cohen** and his wife **Suzanne** are also part of the safari. Cohen used to manage Ronstadt, and now does the same for **George Duke** and **Tom Waits** . . . Cornered at the Roxy recently, **Emerson, Lake & Palmer's Carl Palmer** said that the trio may tour late this summer following the release of the group's live album and a 55-minute film that goes with it. And, added Palmer, "that's all you'll hear from us as a group." . . . It was quiz time at the



CUMMINGS AT THE PALOMINO — Following his recent performance at L.A.'s Palomino, **Burton Cummings** posed backstage with some Portrait executives. Pictured above (l-r) are: **Lorne Saifer**, A&R vice president; **Cummings** and **Larry Harris**, vice president and general manager

Box recently when RSO's **Suzi Quatro** visited the **Cash Box** Hollywood offices. Quatro talked some about her bulleting single and album and her upcoming summer tour, but mostly she tried to get the staff to help her fill out a singles trivia quiz she was working on . . . Oscar-winning songwriter **Paul Jabara** and singer/songwriter **Bruce Roberts** are working together on the theme for "The Main Event," a movie set to star **Barbra Streisand**. **Bob Esty** will produce the song . . . **George Thorogood** met with MCA and Rounder officials last Thursday look for an announcement this week as to the fate of the Thorogood tapes MCA is planning to release.

FOX FLICKS — The Fox Venice Theatre, which from time to time serves as an excellent venue for live shows, will be screening a pair of important rock films this month. "Cocksucker Blues," a controversial documentary about the **Rolling Stones** 1972 American tour by filmmaker **Robert Frank**, has never been commercially released, but the Fox is showing it in conjunction with a Frank exhibit now at the Long Beach Museum of Art. It is being shown at midnight April 20 . . . "The Grateful Dead Film," which was released and pulled back very quickly a couple of years ago, will play the Fox the week of April 20-27.

BANDITS WITH A BULLET — **Alto Reed**, full-time sax man with **Bob Seger's Silver Bullet Band**, took advantage of a recording break on the new Seger LP, being cut at Criteria Studio C in Miami, to jet here and catch fellow Detroit rockers and proteges **Barooga Bandit** in the quartet's opening set for **Dire Straits**. Before the show, Reed stopped by the **Cash Box** offices here to talk about the Bandits and the band's debut album, "Come Softly," which he co-produced with **Punch Andrews**. "I saw them for the first time at Roy's Lounge in Detroit and although they weren't doing any original material, I was impressed. I thought they might be a good vehicle for my own songwriting but as it turned out, the group really came into its own. Punch and I have tried to take the group one step at a time, because they're such a young band, but the group has really developed confidence on the road, which is exactly what happened with the Silver Bullet Band."

CLUB HOPPING — While in town after the California World Music Festival, **Ted Nugent** cruised down to the Starwood April 9 to see **Brownsville**, a group he has shared bills with many times. And of course Terrible Ted couldn't resist joining the band for a couple of numbers, blowing away the late show crowd with "Blue Suede Shoes" and a 15-minute rendition of Chuck Berry's "Oh Carol." Nugent's summary of the night: "It was ***** great." . . . Less happy are local fans of the L.A.-based group **Quiet Riot**. More than 100 of them picketed the major record companies April 10 to protest the fact that the band's albums are available only as imports on CBS-Sony . . . And another local band has been attracting packed crowds around town recently. **Clean** is a well-scrubbed sextet that performs infectious mainstream rock in the **Toto/Pablo Cruise** vein. Clear, engaging melodies, multi-layered vocal harmonies and crisp lead guitar work add up to a winning formula, as witnessed by such self-penned compositions as "Where Are You No. 1," "Like A Siren" and "Rainbow River." Last weekend at the Troubadour, the group was joined onstage by veteran piano-thumper **Leon Russell**, who was knocked out by Clean's music and decided to jam with them during the second set. The group's management is planning a major showcase gig for Clean for sometime in May.

STUDIO TRACKS — With completion of the hotly-anticipated new **Eagles** album still dragging on in Florida, axeman **Joe Walsh** has been keeping himself busy with a number of other projects. His cut on the soundtrack to "The Warriors," "In The City," is getting heavy airplay around the country and Walsh is now working on sessions for the next **Warren Zevon** album . . . At Filmways/Heider in Hollywood, **Peter Frampton** has been overdubbing his next for A&M with co-producer **Chris Kimsey**. **Eddie Rabbitt** has also been in the studio, cutting tracks for his next on Elektra. And JVC Yamaha recently cut a direct-to-disc album there with **Lee Ritenour** and Band . . . Heider's in San Francisco has housed sessions for local band **the Skins**, being produced by **Norton Buffalo** with a number of labels showing interest . . . **Genya Ravan** is finishing up her next for 20th, a self-produced project due for May/June release . . . **Delbert McClinton's** "Keeper Of The Flame" LP is due in May . . . From the Where Are They Now file, the

(continued on page 36)

JAZZ

ON JAZZ

TOP 40 ALBUMS

	Weeks On Chart	4/14 Chart		Weeks On Chart	4/14 Chart
1 LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)	1	6	21 NIGHT RIDER! TIM WEISBERG (MCA 3084)	24	3
2 CARMEL JOE SAMPLE (MCA AA-126)	2	11	22 ME MYSELF AN EYE CHARLES MINGUS (Atlantic SD 8803)	21	9
3 FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	4	7	23 STUFF IT STUFF (Warner Bros. BSK 3262)	25	4
4 TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	3	18	24 CHAMPAGNE WILBERT LONGMIRE (Columbia JC 35754)	31	2
5 FOLLOW THE RAINBOW GEORGE DUKE (Epic JE 35701)	5	7	25 JAZZSTARS IN CONCERT RON CARTER, SONNY ROLLINS, McCOY TYNER (Milestone M 55006)	23	14
6 AN EVENING WITH HERBIE HANCOCK & CHICK COREA (Columbia PC 35663)	7	5	26 STROKIN' RICHARD TEE (Columbia JC 35695)	29	2
7 TIGER IN THE RAIN MICHAEL FRANKS (Warner Bros. BSK 3294)	9	7	27 LAND OF PASSION HUBERT LAWS (Columbia JC 35708)	—	1
8 MORNING DANCE SPYRO GYRA (Infinity INF 9004)	20	3	28 GROOVIN' YOU HARVEY MASON (Arista AB 4227)	—	1
9 ANGIE ANGELA BOFILL (Arista GRP 5000)	6	16	29 RED HOT MONGO SANTAMARIA (Tappan Zee/Columbia JC 35696)	26	6
10 LIGHT THE LIGHT SEAWIND (Horizon/A&M SP-734)	11	5	30 BRAZILIA JOHN KLEMMER (MCA AA-1116)	—	1
11 AWAKENING NARADA MICHAEL WALDEN (Atlantic SD 19222)	12	8	31 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	30	76
12 EXOTIC MYSTERIES LONNIE LISTON SMITH (Columbia JC 35654)	8	12	32 SPACE GEORGE BENSON (CTI 7085)	22	13
13 PATRICE PATRICE RUSHEN (Elektra 6E-160)	10	23	33 TO TOUCH YOU AGAIN JOHN TROPEA (Marlin/TK 2222)	38	2
14 THE JOY OF FLYING TONY WILLIAMS (Columbia JC 35705)	16	3	34 RETURN TO FOREVER LIVE (Columbia JC 35281)	28	9
15 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	14	29	35 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	33	33
16 SUPER MANN HERBIE MANN (Atlantic SD 19221)	15	9	36 WE ALL HAVE A STAR WILTON FELDER (MCA AA-1109)	27	21
17 FLAME RONNIE LAWS (United Artists UA-LA881-H)	17	25	37 MR. GONE WEATHER REPORT (Columbia JC 35358)	32	26
18 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	13	27	38 HOT DAWG DAVID GRISMAN (Horizon/A&M SP 731)	39	3
19 PAT METHENY GROUP (ECM 1-1114)	18	37	39 JUNGLE FEVER NEIL LARSEN (Horizon/A&M SP-733)	34	14
20 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	19	25	40 ARCADE JOHN ABERCROMBIE QUARTET (ECM-1-1133)	37	4

NAIRD AND ALL THAT JAZZ — The turnout of jazz producers at the NAIRD convention was most impressive. Representatives from Adelphi, Concord, Zim, Progressive, Beehive, Nessa, Jazz Archives, Sackville, Steeplechase, Contemporary, India Navigation, Improvising Artists, Delmark, DRG, Joyce and Alligator were among those in attendance, and there was a good deal of news from everybody. Most important was the release of five new LPs by Contemporary. This quality label has a long and interesting history, but in the past decade, it has slowed almost to a halt. **Rich Seidel** reports that a full roster of national distributors is virtually complete, and that augurs well for a return to prosperity for the line. New releases by **Art Pepper**, **Hampton Hawes**, **Phineas Newborn**, **Chico Freeman** and **Ray Brown** are shipping now, and much of the deleted catalog is scheduled to be restored in the near future. . . . Beehive is completing its first year of operation with new releases by **Sal Nistico**, **Curtis Fuller** and **Ronnie Matthews**. These should be shipping shortly. . . . Concord announced the signing of pianist **Dave McKenna** and has several new releases on route, including items by **Laurindo Almeida**, **Charlie Byrd** and **Kenny Burrell**. Concord is also recording **Art Blakey** and pianist **James Williams**. . . . Delmark, which has acquired rights to United States and Regal in recent years, is working on two further acquisitions, each of which has a substantial jazz and blues importance. . . . Alligator, doing well with its recent **Albert Collins** LP, has recorded the **Lonnie Brooks** blues band, which was represented in one of the label's recent Living Chicago Blues anthologies. . . . Steeplechase displayed its new series of vintage LPs, featuring **Bud Powell** and **Dexter Gordon**. Label head **Nils Winther** has plans for recording trumpets **Lois Smith** and **John McNeil** together, and also the father and son guitar duo of **Jimmy** and **Doug Reney**. . . . Sackville has a new LP by **Buddy Tate** and **Bob Wilbur**, titled "Sherman Shuffle," a new solo piano album by **Jay McShann**, playing **Fats Waller** songs, and several other interesting LPs in the works. . . . DRG has leased four masters from English Pye, including sets by **Sarah Vaughan**, **Carmen McRae** and **Ronnie Scott**. . . . Jazz Archives has an upcoming LP by **Sidney Bechet** and **Ben Pollack** and an album of cylinder recordings that may contain the very first recordings of **Benny Goodman**. . . . Zim has a new LP of **Howard McGhee** (with **Frank Wass** and **Charlie Rouse**), recorded live, and future plans for LPs by **Nat Pierce** and **Wardell Gray**. . . . Progressive has upcoming sets by **Derek Smith**, **Scott Hamilton**, **Arnett Cobb**, **Sonny Stitt** and **Dick Meldonian** for release soon. . . . While the convention was going on most of the jazz guys managed to get by Lulu White's, an impressive new club in Boston which had **Al Cohn** all week. At first, Al was paired with **Zoot Sims**, and later in the week with **Sonny Stitt**.

DEXING ON THE COAST — **Dexter Gordon**, the towering tenorman whose triumphant return to the States in 1976 after a 15-year stay in Europe was hailed as the Second Coming for acoustic mainstream jazz, stopped by the west coast office of **Cash Box** following a four-day stint at Concerts By The Sea. Gordon downplayed all the commotion over his "homecoming" three years ago, saying that his landmark engagement at New York's Storyville was meant "to be a regular date." As it turned out, he was greeted with a five-minute standing ovation before the band — which at that time included trumpeter **Woody Shaw** and drummer **Louis Hayes** — launched into a riveting set that brought down the house, including CBS Records president **Bruce Lundvall**, a long-time jazz buff. Subsequently Gordon was introduced to Lundvall, and before he knew it, he was a Columbia recording artist. "It's a hard thing to grasp, having the biggest record company in the world putting out my records," Gordon told **Cash Box**. "But CBS has done a magnificent job for me. There's no comparison between them and a regular jazz label. Traditionally, jazz labels have done almost nothing in the areas of promotion, publicity and so forth; everything was done by word of mouth. So I'm very pleased with this new level of marketing behind my records. This is the way it's supposed to be." Of his three Columbia albums, Gordon said he is most proud of "Sophisticated Giant," a 1977 project that featured his poetic solos in an expanded (11-piece) setting arranged and orchestrated by trombonist **Slide Hampton**. "This LP is a classic," proclaimed Gordon. "I was amazed that so many great musicians from diverse backgrounds were able to grasp the concept of what we were doing. The writing was excellent, the playing and solos were fantastic and everything fit so

(continued on page 44)

JAZZ ALBUM PICKS

AFFINITY — **Bill Evans** — Warner Bros. BSK 3293 — Producer: Helen Keane — List: 7.98

Bill Evans is not only one of today's most gifted musicians, but also one of the most prolific. His latest release has the master pianist paired with legendary harmonica player Toots Thielemans and a trio of fine support players. The result is both soothing and lilting, as the players caress such standards as "The Days Of Wine And Roses," "Body & Soul" and Paul Simon's "I Do It For Your Love."



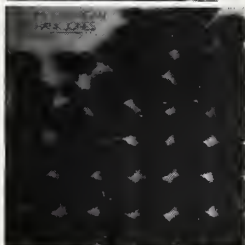
CHARLIE SMITH — West 54 8002 — Producer: Roger Fola — List: 7.98

Ms. Smith is a big-voiced shouter who can handle standards and blues with considerable ability. This is her first American LP, and she has plenty of good company. Budd Johnson, Art Farmer, Richard Wyands, George Duvivier. Especially good is "I Need A Shoulder To Cry On." Suitable for airplay on all tracks.



OUR DELIGHTS — Tommy Flanagan/Hank Jones — Galaxy 5113 — Producer: Ed Michel — List: 7.98

Two of the best pianists around, these gents had appeared before as leaders on Galaxy, so it seemed a good idea to combine their talents. Alas, almost 39 minutes of piano is not that easy to take. There is separation, but sooner or later everything begins to run together. Bass and drums might have helped this to be a classic, but even as it stands, it is head and shoulders above most similar combinations.



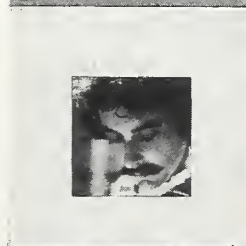
TOGETHER AGAIN-FOR THE FIRST TIME — **Mel Torme & Buddy Rich** — Gryphon G-784 — Producer: Norman Schwartz — List: 7.98

Despite their long friendship, this is the first album pairing Torme's famed tenor with Rich's exciting drumming, along with Rich's excellent big band. The unit is in fact probably Rich's best band ever and its support gives both the jazz greats a chance to shine on seven standards, cleverly embellished with snippets of other songs. Fans of the big band sound, Torme and Rich won't be disappointed.



TO TOUCH YOU AGAIN — **John Tropea** — Marlin 2222 — Producers: John Tropea, Charlie Conrad and Stephen Galfas — List: 7.98

John Tropea is a top east coast session guitarist who could break wide open with this album. Tropea was playing "fusion" before the musical style was even named, and he continues to forge ahead into virgin territory on "To Touch You Again." His axe work is nothing less than superb, and with the support of many of the top eastern session cats Tropea has produced a gem.



WARM TENOR — **Zoot Sims** — Pablo 2310871 — Producer: Norman Granz — List: 8.98

The album is well-titled because Sims, at this point in his career, represents a mellowness, a maturity perhaps not found in many players. His rhythm section has Jimmy Rowles and George Mraz aboard, and the program is solid standards. A fine job all around.



RADIO NEWS



GORDON IN CLEVELAND — Robert Gordon recently performed at the Agora Ballroom in Cleveland. Pictured backstage are (l-r): Frank Sperrazzo, Cleveland promotion for RCA; Matt the Catt, WMMS-FM; Dan Carfield, promotion manager for WMMS; Mike Craft, east central region manager for RCA; Kid Leo, music director of WMMS; Robert Gordon; Joshua Blardo, director of national album promotion for RCA; Tony Garenvis, Gordon's bass player; and George Taylor Morris, album specialist for RCA.

Music, Olympics To Be Highlighted On ABC Radio

DALLAS — Concerts, music specials and Olympic sports coverage highlight the upcoming program offerings from the ABC Radio Network. Richard A. Foreman, vice president and director of the programming radio network cited the success of recent programming ventures in those areas as the basis for those future broadcasts.

The ABC American FM Network will broadcast a series of concerts entitled "Supergroups in Concert," beginning May 12. The "Supergroups" schedule is as follows: Chicago, May 12; Foreigner, May 19; Peter Frampton, July 28; Eagles, mid-summer; Steve Miller Band, September 15 and Boz Scaggs in the fall. The programs will be supplied to stations via off-line distribution and will be broadcast in stereo.

Music Specials

The ABC Radio Network will also feature close ups of the world's biggest superstars in the form of music specials. The series' debut will feature Barbra Streisand and will be aired in early summer. Foreman added that 1980 winter and summer Olympic games will have the most comprehensive and in-depth radio coverage available.

Stewart LP Platinum

NEW YORK — "Time Passages," Al Stewart's debut LP for Arista Records, has been certified platinum by the RIAA. It is the second platinum LP for Stewart.

Mutual Affiliates Meet Scheduled For June

LOS ANGELES — The First Mutual Affiliates Convention will be held June 3-5 at the Atlanta Hilton in Atlanta, Georgia. According to Gary Worth, Mutual executive vice president, the affiliates convention will look at the entire picture of the burgeoning future of Mutual — from satellite program distribution to moves in the direction of programming other than news and sports.

Mutual has approximately 950 affiliates in the 50 states, plus Puerto Rico and the Virgin Islands. Richard M. Devos, recognized as one of America's most able sales executives and as a dynamic spokesman for free enterprise, will make the keynote lecture at the affiliates convention.

Thayer Resigns NBC Radio Post

LOS ANGELES — Jack Thayer has resigned from his position as the executive vice president/special project for the NBC Radio Group. Thayer plans to pursue another highly active situation elsewhere. No replacement for Thayer has been named by NBC officials.

Dire Certified Platinum

LOS ANGELES — "Dire Straits" the debut album by the English group with the same name was recently certified platinum by the RIAA. The album features the hit "Sultans Of Swing."

PRODUCED BY WILTON FELDER, NESBERT STIX, HOOPER & JOE SAMPLE FOR *Capgem* PRODUCTIONS, INC.

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AIR PLAY

A FESTIVAL WITH KMET — The California World Music Festival held at L.A.'s Coliseum was a resounding success, according to L. David Moorhead GM at KMET/Los Angeles. "It was not only good for KMET, but it was good for Los Angeles because it proved that we could successfully put on a two-day rock festival in downtown L.A. and have people coexist peacefully." The April 7-8 extravaganza, featuring headliners Aerosmith, Van Halen, Ted Nugent, Cheap Trick and a dozen other bands, was sponsored by concert promoter Jim Rismiller and KMET. A total of 48 people along with 2 helicopters, 2 mobile units and 4 roving reporters with wireless microphones supplied the audience and listeners with KMET festival coverage. KMET air personalities broadcast from 9 locations inside the Coliseum including 24 hour coverage from the police command post. Moorhead also explained that he assured police that KMET's air personalities had a tremendous amount of expertise and experience in handling large crowds. The police could hardly argue after the music had stopped. Captain Matt Hunt of the L.A.P.D. pointed out that there were fewer incidents at the festival than a Rams' football game. The KMET concert force moved in Thursday morning and set up a master control in the press box and didn't strike the concert set-up until three o'clock Monday morning. The station's broadcast set-up occupied two studios backstage in addition to two broadcast booths in the press box. Moorhead was the executive producer of KMET's "main event." Assistant producers included: Bill Fuhrer, KMET's chief engineer; Gus Krueger, KMET's production director; Joe Kluge, KMET's production assistant; Jack Snyder, KMET's MD; Howard Bloom, KMET's sales manager and Robert Moorhead.

BEATLEMANIA — Creative Radio Shows in Burbank, California is releasing a four-hour syndicated radio special entitled "The Beatles" to radio stations in the U.S., Europe and Canada. The show will feature a detailed look at the sociological and musical



VAN HALEN TWO — Two of the most prominent members of Warner Bros.' recording group Van Halen, David Lee Roth and Edward Van Halen, dropped by and visited KIIS-AM/Los Angeles' Bill Moran not long ago. Pictured (l-r) are: Roth, Van Halen and Moran.

affects that the foursome had on the world, as well as probe the group's career through exclusive in-depth interviews with John, Paul, George and Ringo. It's been 15 years since the group ignited the British explosion, and its effect on pop culture is undeniable. Bob Eubanks, the concert promoter who first presented the Beatles at the Hollywood Bowl in 1964, will host the marathon special. In Australia, New Zealand and Africa "The Beatles" will be syndicated by Creative Radio Shows in conjunction with the Grace Gibson Company. Creative Radio Shows will also be releasing a four-hour Beach Boys special this summer along with a one-hour Hoyt Axton program. A major part of the Axton special will be recorded live at the Palomino in L.A. on

April 23 and 24. The syndication firm released a "Buddy Holly" special earlier this year that was heard on over 80 stations throughout the U.S. and Canada.

SYNDICATION INDICATIONS — A conversation with Bob Seger on April 22 and a 90-minute Rolling Stones concert on April 27 highlight the April editions of the King Biscuit Flower Hour... The Robert W. Morgan Special Of The Week will feature Smokey Robinson, explaining his beginnings in show business, and Steely Dan, revealing why it doesn't believe in touring, in the next few weeks to come... Radio Arts, the Burbank-based radio syndicator, is now releasing a new music format entitled "American Rock." The format is a mass appeal hit-based concept designed for long listening patterns. The features of the new programming service include: maximized energy curved programming, personalized voicing, hit match blending, daypart capability and special accent categories encompassing disco, AOR and golden oldies. The format's music is programmed primarily to 12-34 audiences and is available for AM and FM stations. "American Rock" joins Radio Arts' other music formats: "The Entertainers" (Adult MOR), "Sound 10" (Adult Contemporary) and "Bright 'n Easy Country."

PROMOTION IN MOTION — WMMS/Cleveland in conjunction with Cream Records and Robinson Jewelers are holding an interesting promotion for rock group Legs Diamond. The contest sponsors are asking listeners to send in polaroid snapshots of legs. The legs will be judged in these categories: sexiest, longest, shortest, hairiest, fattest, skinniest and strangest. The winner in each category will be awarded a .25 carat diamond from J.B. Robinson Jewelers... "Evolution Of War — The Music Band," an hour long documentary produced by MCA and chronicling the history and music of War, is being offered free to pop, disco, AOR and R&B radio stations throughout the country.

STATION TO STATION — KSHE/St. Louis is currently holding a celebrity auction. Listeners are being given the chance to bid on items donated by their favorite rock stars. Chuck Berry's guitar, a gold album from Supertramp and Ian Anderson's flute are just a few of the articles up for auction. The proceeds will go to the St. Louis Heart Association and the American Cancer Society... KSJO/San Jose's April Fools Day joke was to inform Bay area rockers that it was going disco. Of course the station remains San Jose's number one AOR... WHYI/Miami-Ft. Lauderdale will broadcast (for the first time in South Florida) a live Donna Summer Concert from the Sunrise Musical Theatre on April 21... WNEW-FM/New York was voted "Radio Station Of The Year" in the Third Annual Readers Poll conducted by Rolling Stone recently... WPIX/New York, the station that gave its listeners the first "No Bee Gees Weekend," is sponsoring another unique promotion in the near future. The station is aiming its sights directly at WKTU/New York by hosting a "No Disco Weekend."

NEW JOBS — Jim Fox is the new PD at KAUM/Houston. He comes to the station from WKRQ/Cincinnati... Mark Bell has replaced Steve York as the MD at WAUG/Augusta... Tony Evans has left KCBQ/San Diego for 2-6 p.m. airshift duty at John Sebastian's KUPD/Phoenix... Ted Anthony, formerly of Radio Iran, is the new morning man at WTWR/Detroit. WLCY/Tampa's new morning team is Burt and Kurt over from WJDX/Jackson.

marc ceter

POP RADIO

A N A L Y S I S

REGIONAL ACTION

EAST

- Most Added 1. HOT STUFF — Donna Summer — Casablanca
 2. LOVE YOU INSIDE OUT — Bee Gees — RSO
 3. HONESTY — Billy Joel — Columbia
 4. DEEPER THAN THE NIGHT — Olivia Newton-John — MCA
- Most Active 1. GOODNIGHT TONIGHT — Wings — Columbia
 2. IN THE NAVY — Village People — Casablanca
 3. REUNITED — Peaches & Herb — MVP/Polydor
 4. LOVE BALLAD — George Benson — Warner Bros.

SOUTHEAST

- Most Added 1. LOVE YOU INSIDE OUT — Bee Gees — RSO
 2. HOT STUFF — Donna Summer — Casablanca
 3. DEEPER THAN THE NIGHT — Olivia Newton-John — MCA
 4. SHE BELIEVES IN ME — Kenny Rogers — United Artists
- Most Active 1. GOODNIGHT TONIGHT — Wings — Columbia
 2. REUNITED — Peaches & Herb — MVP/Polydor
 3. IN THE NAVY — Village People — Casablanca
 4. HE'S THE GREATEST DANCER — Sister Sledge — Atlantic

SOUTHWEST

- Most Added 1. LOVE YOU INSIDE OUT — Bee Gees — RSO
 2. HOT STUFF — Donna Summer — Casablanca
 3. LOVE TAKES TIME — Orleans — Infinity
 4. SHE BELIEVES IN ME — Kenny Rogers — United Artists
- Most Active 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. BLOW AWAY — George Harrison — Dark Horse/Warner Bros.
 4. LOVE BALLAD — George Benson — Warner Bros.

MIDWEST

- Most Added 1. HOT STUFF — Donna Summer — Casablanca
 2. LOVE YOU INSIDE OUT — Bee Gees — RSO
 3. DEEPER THAN THE NIGHT — Olivia Newton-John — MCA
 4. LOGICAL SONG — Supertramp — A&M
- Most Active 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. BLOW AWAY — George Harrison — Dark Horse/Warner Bros.
 4. HEART OF GLASS — Blondie — Chrysalis

WEST

- Most Added 1. LOVE YOU INSIDE OUT — Bee Gees — RSO
 2. HOT STUFF — Donna Summer — Casablanca
 3. DEEPER THAN THE NIGHT — Olivia Newton-John — MCA
 4. LOGICAL SONG — Supertramp — A&M
- Most Active 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. BLOW AWAY — George Harrison — Dark Horse/Warner Bros.
 4. LOVE BALLAD — George Benson — Warner Bros.

MOST ADDED RECORDS

- LOVE YOU INSIDE OUT — BEE GEES — RSO**
WHYY, WAPE, WLEE, WCAO, WKY, WKBW, KXOK, KPAM, WABC, WAYS, WBBO, WLAC, KLEO, 92X, WGCL, B100, KSLQ, KERN, 99X, Y100, WQXI, WNCI, KTLK, KEEL, KSTP, WHB, BJ105, WSGA, KREM, KCPX, KJRB, WSGN, WKXX, WPRO-FM, WBBF, KTAC, WRVO, JB105, KGW, WRKO, KHJ, KRTH, WISM, KILT, WPGC, KJR, WRFC, WJDX, WKIX, WAGO, WINW, V97, WEBC, WTLB, WTRY, KROY, WFOM, KINT, KOPA, WAUG, WAIR, KELI, KSLY, KASH, WIFE, KRSP, WKWK.
- HOT STUFF — DONNA SUMMER — CASABLANCA**
WNDE, WPGC, WAPE, WCAO, WSGA, WFIL, WZZP, WABC, WAYS, WERC, WKXX, WSGN, WBBO, KBEQ, CKLW, WGCL, KJRB, KCPX, KVIL, WPRO-FM, WDRC, KSLQ, KLIF, JB105, WRVO, KRBE, KERN, KFRC, WRKO, 99X, KHJ, KRTH, WHBQ, Y100, WOXI, Z93, KTLK, BJ105, KILT, KRIB, WANS, Z96, WRFC, WAIR, WFLB, WAGQ, V97, KFMD, WIFE, KASH, WTLB, WTRY, KSLY, WBLI, WFOM, KRSP, WAVZ, WKWK, WMFJ, WING, WAUG, KOPA.
- DEEPER THAN THE NIGHT — OLIVIA NEWTON-JOHN — MCA**
WHYY, WCAO, WFIL, WZZP, WERC, WKXX, WSGN, WBBO, WLAC, KLEO, B100, WDRC, KSLO, KERN, 99X, 94Q, BJ105, WQXI, WANS, Z96, WRFC, WAGQ, V97, WEBC, WIFE, KELI, WSPT, KSLY, WBLI, WFOM, WKWK, WING, WAUG.
- HONESTY — BILLY JOEL — COLUMBIA**
WHYY, WFIL, WERC, WSGN, KLEO, KJR, KCPX, B100, KDWB, WRVO, KERN, KRTH, KSTP, WFLB, WPRO-FM, WBBF, KING, 99X, KRIB, WANS, KASH, WWKS, WKWK.
- THE LOGICAL SONG — SUPERTRAMP — A&M**
WKBW, KREM, WLAC, KLEO, 92X, WTIK, KCPX, KTAC, KFI, WBBF, JB105, KRBE, KHJ, WZUU, WHB, KFMD, KSLY, KROY, WBLI, WFOM.
- LOVE TAKES TIME — ORLEANS — INFINITY**
KXOK, WAKY, KREM, WABC, KJRB, Z96, WKIX, KVIL, KIMN, 99X, WHBO, WNCI, V97, WDBO, KEEL, KILT, WIFE, KRKE, KAAV.
- LOVE IS THE ANSWER — ENGLAND DAN & JOHN FORD COLEY — BIG TREE/ATLANTIC**
WSGA, CKLW, KIMN, WPRO-FM, KSLO, KING, KERN, WISM, KYA, KEEL, KILT, Z-96, WJDX, WIFE, WBLI.
- JUST WHEN I NEEDED YOU MOST — RANDY VANWARMER — WARNER BROS.**
WABC, 92X, KJRB, KLIF, WRKO, 130, KINT, WHB, Z-96, KSLY, KROY, WBLI, WOPD.
- LITTLE BIT OF SOAP — NIGEL OLSSON — BANG**
WCAO, WTIK, KJRB, KCPX, KFI, KELI, WAUG, WNOE, KING, WPGC, WJDX, WEBC, WKWK.
- SHE BELIEVES IN ME — KENNY ROGERS — U.A.**
WINW, KELI, KOPA, WLEE, WKY, WAYS, WKXX, WSGN, WBBO, KVIL, KRTH, WHBO, Z93.

RADIO ACTIVE SINGLES

- GOODNIGHT TONIGHT — WINGS — COLUMBIA**
WHYY 24-19, WAPE 29-26, WLEE 18-15, WOW 28-18, WSGA 19-12, WKY Ex-27, WFIL 22-14, WKBW 27-21, KXOK 16-11, WAKY 25-17, KPAM 23-20, KREM 19-13, WZZP 30-11, WOKY 25-22, CKLW 26-15, KLEO 14-9, WLAC 20-15, WBBO 29-23, WSGN 28-25, WKXX 29-22, WERC 23-17, WAYS 25-20, KLIF 35-32, WNOE 18-11, KSLO 27-19, WDRC 25-20, WPRO-FM 22-15, WBBF 32-25, KFI 19-12, KTAC 22-15, KIMN 29-22, KRBE 19-8, KDWB 18-12, JB105 24-18, KERN 16-13, KING 23-20, KFRC 26-22, WRKO 26-22, 99X 14-10, KHJ 26-19, KRTH 22-16, WHBO Ex-27, KYA 24-19, 94Q 19-13, Y100 29-23, WISM 22-14, Z93 23-15, WNDE 23-18, WZUU 21-18, WHB 13-8, WLS 23-18, WSPT 21-4, KILT 20-9, KEEL Ex-25, KTLK 31-24, WPGC 25-17, BJ105 28-23.
- REUNITED — PEACHES & HERB — POLYDOR**
KIOA 19-9, WAPE 24-19, WLEE 19-12, WCAO 14-4, WOW 27-17, WKY 24-10, WFIL 20-4, WKBW Ex-22, KXOK 13-8, WAKY 24-16, KPAM 22-17, WZZP 22-14, KCPX 10-6, KJR 8-3, KVIL 10-6, WTIK 23-7, WGCL 18-9, WOKY 18-15, CKLW 9-5, KBEQ 26-12, KLEO 24-8, WBBO 20-10, WSGN 22-5, WKXX 10-3, WABC 25-19, KLIF 33-29, WNOE 21-10, KSLQ 22-11, WDRC 24-8, KFI 16-6, KTAC 13-6, KIMN 27-21, WRVQ 15-10, JB105 13-4, KGW 15-9, KERN 23-10, WRKO 14-4, 99X 26-20, KHJ 12-7, KRTH 7-3, KYA 30-16, WQXI 4-2, 94Q 14-8, Y100 20-10, WISM 20-9, WNOE 29-26, WZUU 13-4, WHB 8-4, WLS 12-5, WSPT 13-4, KILT 13-7, KEEL 14-5, KTLK 17-13, BJ105 14-6.
- BLOW AWAY — GEORGE HARRISON — DARK HORSE/WARNER BROS.**
WHYY 16-13, WAPE 26-21, WLEE 15-11, WCAO 17-14, WOW 16-6, WSGA 21-16, WKY 19-12, WKBW 23-17, WAKY 18-12, KREM 15-11, KJRB 15-11, KVIL 31-22, WGCL 30-25, 92X 30-26, KLEO 16-7, WBBQ 15-9, WKXX 20-15, KLIF 34-30, WNOE 19-16, KSLQ 18-13, WDRC 17-14, WBBF 22-14, KFI 22-19, KIMN 19-12, B100 7-5, WRVQ 7-4, KDWB 22-17, JB105 16-12, KGW Ex-24, KERN 26-21, KFRC 21-17, WRKO 11-8, KHJ 27-22, KRTH 17-11, KYA 26-20, Z93 17-14, WZUU 18-10, WHB 12-6, KILT 19-11, WPGC 19-15, BJ105 33-30.
- LOVE BALLAD — GEORGE BENSON — WARNER BROS.**
WHYY 15-11, WAPE 15-12, WLEE 11-7, WSGA 16-11, WKY 21-16, WFLB Ex-29, WAKY 20-14, KREM 23-20, WZZP 28-15, KJR 20-17, WTIK 21-16, KLEO 8-5, WBBO 13-6, WKXX 22-16, WABC 43-39, KLIF 31-27, WNOE 20-13, KSLQ 17-12, WDRC 19-15, WPRO-FM 21-17, WBBF 33-26, KFI 28-23, B100 14-10, KDWB 23-20, JB105 22-17, KGW 13-10, KERN 28-25, KING 15-12, KFRC 18-11, KRTH 16-13, WHBO 29-25, Y100 13-7, 13Q 24-16, Z93 18-13, WNOE 29-26, WHB 19-14, WSPT 13-10, KEEL 23-20, BJ105 26-22.
- IN THE NAVY — VILLAGE PEOPLE — CASABLANCA**
WHYY 22-15, WAPE 23-17, WLEE 24-14, WOW 14-3, WFIL 19-11, WKBW 25-20, WZZP 13-10, KCPX 11-8, KJRB 17-12, WGCL 16-13, 92X 23-12, KLEO 28-21, WLAC 8-5, WBBO 28-21, WSGN 16-7, WERC 18-12, WAYS Ex-23, WABC 23-13, WNOE 23-18, KSLQ 14-9, WDRC 22-16, WPRO-FM 15-7, WBBF Ex-27, KIMN 26-23, KRBE 20-15, WRVQ 14-11, KERN 22-16, KING 11-9, WRKO Ex-18, 99X 11-7, KRTH 21-15, Y100 18-15, 13Q 15-8, WNOE 18-9, WZUU 19-13, KILT 22-17, KEEL Ex-24, KTLK 21-18.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary stations around the country.

- GOODNIGHT TONIGHT — WINGS — COLUMBIA**
WAVZ 12-8, WWKS 18-13, WFOM 19-15, WBLI 25-21, WQPD 29-19, WDBQ 28-25, WSPT 23-19, WINW 24-20, WEBC 28-20, KFMD 23-13, WIFE 21-12, KYNO 24-18, KASH 25-17, KSLY 22-15, KROY 29-22, KAAV 25-22, WTRY 28-17, WTLB 20-15, V97 26-23, WKIX Ex-27, WFLB 34-25, WAIR 20-10, WRFC 19-13, Z96 28-24, WANS 26-19, KRIB 21-10.
- REUNITED — PEACHES & HERB — MVP/POLYDOR**
KRIB 22-17, WANS 8-3, Z96 25-15, WRFC 9-5, WAIR 21-15, WJDX 16-13, WKIX 21-12, V97 40-28, WTLB 25-13, WTRY 15-3, KELI 26-8, KAAV 22-12, KROY 10-3, KSLY 19-13, KASH 10-4, KYNO 97, KFMD Ex-22, WEBC 30-22, WINW 16-10, WSPT 28-22, WQPD 28-18, WBLI 27-18, WFOM 11-6, KOPA 19-12, KRSP 14-5, KINT 20-5, WAUG 13-7.
- BLOW AWAY — GEORGE HARRISON — DARK HORSE/WARNER BROS.**
WWKS 21-15, KINT 30-26, KRSP 10-6, KOPA 22-19, WFOM 14-11, WQPD 21-8, WDBQ Ex-28, WSPT 15-8, WINW 30-23, WEBC 17-14, KFMD 19-12, KYNO 29-26, KASH 13-10, KSLY 32-28, KROY 30-24, KAAV 24-19, KELI 11-3, WTLB 2823, V97 29-26, WKIX 26-23, WAIR 23-18, Z96 24-16, WANS 17-14, KRIB 10-7.
- IN THE NAVY — VILLAGE PEOPLE — CASABLANCA**
KINT 24-20, KRSP 12-7, WWKS 14-10, WFOM 16-10, WBLI 17-12, WQPD 31-24, WDBQ Ex-27, WINW 23-19, WEBC Ex-34, KFMD 24-15, KROY 19-12, KELI 9-6, WTRY 27-15, WTLB 11-7, WAGO 15-12, WKIX 28-21, WJDX 14-11, WFLB Ex-29, WAIR 19-13, Z96 16-12, KRIB 24-20.
- SHAKE YOUR BODY — JACKSONS — EPIC**
WANS 16-8, KRIB Ex-29, WRFC 7-4, Z96 10-6, WJDX 9-4, WAIR 24-7, WKIX 8-4, WAGO 5-2, WTLB 18-14, WTRY Ex-22, KELI 6-4, KROY 12-7, KSLY 8-6, KASH 24-16, WIFE 15-6, WEBC Ex-25, WSPT Ex-29, WOPD 30-23, WFOM 6-4, KOPA 25-20, WABC 25-21, KINT 22-10.
- I WANT YOUR LOVE — CHIC — ATLANTIC**
WAVZ 9-7, WAUG 22-18, KRSP 6-4, KOPA 13-10, WBLI 9-6, WQPD 16-10, WDBQ 22-19, WINW 13-8, WEBC 18-11, WIFE 13-10, KASH 18-14, KSLY 23-14, KROY 22-14, WTRY 19-11, WTLB 14-11, WKIX 12-7, WFLB 5-2, WAIR 7-4, WRFC 11-8, Z96 14-8, KRIB 13-9.
- LOVE BALLAD — GEORGE BENSON — WARNER BROS.**
WANS 14-11, WFLB 21-18, WKIX 17-13, V97 19-16, WTLB 26-20, KELI 17-14, KROY 25-20, KSLY 16-12, KYNO 27-23, WIFE 23-16, KFMD 20-17, WEBC 16-10, WDBQ 30-23, WOPD 14-11, WBLI 30-27, WFOM 9-5, WWKS 15-12, KRSP 18-13, WAVZ 14-9.
- HE'S THE GREATEST DANCER — SISTER SLEDGE — ATLANTIC**
WWKS 10-8, KRSP 17-9, KOPA 12-7, WFOM 13-9, WBLI 7-5, WQPD 26-22, WIFE 14-11, KYNO 30-24, KASH 15-12, KSLY 27-16, KROY 24-16, KELI Ex-12, WTRY 25-14, WTLB 21-18, WJDX 18-14, WFLB 6-3, WAIR 15-8, WRFC 12-10, Z96 26-22.

EXECUTIVES ON THE MOVE

(continued from page 14)

ing joined A&M in 1975 in Toronto as branch manager for A&M Records of Canada. **Smith Appointed** — MCA Distributing Corp. announces the appointment of Mike Smith to the position of branch manager, St. Louis Branch. Previously, Smith was the St. Louis sales representative for Polygram Distributing, a position he held since July of 1978. From 1972 to 1978 Smith was sales representative for RCA Records for the Kansas City and St. Louis markets.

Infinity Names Thompson — Carmen Thompson has been appointed to the newly-created position, coordinator of production & traffic, west coast at Infinity Records. Thompson joins Infinity from A&M Records where she served in a succession of positions over the past six years including accounts receivable processor, production coordinator and most recently, inventory control manager.

Dibble Appointed — Rock Allen Dibble has been named Atlantic Los Angeles local pop promotion representative. Prior to joining Atlantic, Dibble was with San Francisco's *BAM Magazine* as advertising and promotion coordinator. In 1977 he was with KJJO-FM doing air work, advertising, and promotion. He has also been involved in independent concert promotion and advertising and worked as a disco disc jockey.

Berman And Wamser To Posts At Millennium — Beverly Berman has been named administrator and Barbara Wamser has been appointed to the position of assistant to the president and product coordinator for Millennium Records. Berman will handle and maintain all pertinent financial matters and act as the company's business affairs liaison. She will also head Millennium's publishing/copyright department. Formerly promotion coordinator at RCA Records, Wamser will work in all areas of product, maintain the tape inventory and coordinated all A&R functions for the label.

CTI Appointment — CTI Records announces the appointment of Allen J. Sherman as director of production. Sherman was formerly director of production and distribution at New World Records.

WEA Philadelphia Appoints Washington — Joe Washington has been promoted to inventory clerk/field merchandiser.

Potratz Upped — The board of directors of Sparrow Records, Inc. has announced the appointment of Steve Potratz as corporate vice president. Potratz will continue to direct the company's marketing operation.

20th Names Grasberg — Twentieth Century Fox Records, announces the appointment of Wendy Grasberg to the position of assistant disco coordinator.

Barrett Appointed — Phonogram proudly announces the acquisition of Marilyn Barrett as assistant to Jimi Fox, national promotion manager/west coast. Marilyn was previously with Atco & Custom Labels as national secondaries/west coast.

Four Named At WEA — Don Dumont, WEA Boston branch manager announces the promotion of Manuel Rodriguez from field merchandiser to sales representative in the Hartford market. Mike Spence, WEA vice president/Cleveland branch manager, announces the appointment of Mark Spuzillo as a sales representative in the Cincinnati market. George Rossi, WEA Los Angeles branch manager, announces the promotion of Linda Allison from inventory/sales to sales representative in the Denver market. Darrel Lloyd joins WEA as an inventory/sales representative in the Denver market.

Snyder Appoints Van Duren — Douglas K. Snyder, new A&R head at Big Sound Records, has recently drafted Big Sound recording artist Van Duren to assist him with A&R duties.

WEA Announces Five Appointments — The following appointments to the Warner/Elektra/Atlantic Corporation's promotion staff were announced this week: Lawrence Bole (representing Warner Bros. product, Cleveland); Robert Gellman (representing Atlantic product, Chicago); Wayman Johnson (representing Elektra/Asylum product, Charlotte, N.C.); James A. Smith (representing Atlantic R&B product, Baltimore); Anthony Mollica (representing Elektra/Asylum product, Boston).

Branker, McLaughlin Appoints Quick As VP — Branker, McLaughlin Productions, Ltd., tour production and promotion specialists, has announced the appointment of concert producer Tom Quick to the position of vice president of production. Recently general manager of International Automated Media recording studio in Irvine, California, Quick will now continue his association with IAM, as the company's L.A. representative.

WEA Announces Seven — The following appointments to the Warner/Elektra/Atlantic Corporation's field merchandising staff were announced this week: Ron Cataldi (Hartford); Van James (Detroit); Ed Butler (Cleveland); Henry Smith (New Orleans); Suzanne Smith (Washington, D.C.); Lewis Young (Baltimore); and Joseph Washington (Philadelphia).

Platt Upped — Margie Platt, administrative assistant to Hanson & Schwan executive vice president Skip Heinecke, has been elevated to publicist.



POINTER'S PLAQUE — Planet Records' the Pointer Sisters received a specially designed gift plaque from the label for the gold certification of their album, "Energy," and its first single, "Fire." The album and single were the first records to be released by Planet, which is distributed by Elektra/Asylum. Pictured (l-r) are: Mel Posner, E/A vice chairman; Richard Perry, Planet Records president; Ruth Pointer; Joe Smith, E/A chairman and June and Anita Pointer.

Cerf Named As GM For Riva Label In U.S.

LOS ANGELES — Martin Cerf has been named general manager of Riva Records/America. In his new post, Cerf will oversee all label activities nationally and serve as chief coordinator of promotion and marketing of Riva product, which is distributed in the U.S. by Phonogram Inc. Riva is a subsidiary of Gaff Management, headed by Billy Gaff, which handles both Rod Stewart and Johnny Cougar worldwide.

Headed PRM

Prior to joining Riva, Cerf was editor and publisher of *Phonograph Record Magazine* from 1970 through Jan. 1979. During the period from 1970 through 1973, Cerf was also director of creative services for United Artists Records. In 1973 he co-founded *Radio & Records* with Bob Wilson and became co-owner/founder of Bob Hamilton's *Radio Quarterly Report* between 1976 and 1978. He further extended his involvement with the radio trade papers by editing *FM Radio News*, a 'Phonograph Record' magazine station's house organ, and served as creative consultant to Claude Hall's *International Radio Report* in early 1978.

Schwartz Bros. Post Record Sales, Income Totals

NEW YORK — Schwartz Brothers, Inc., independent record distributors and owners of the 19-store Harmony Hut retail chain, posted record sales and net income for the year and the fourth quarter which ended January 31, 1979.

Schwartz Brothers reported that net income for the 1978 fiscal year rose to \$653,308, compared to net income of \$551,637 for the year-earlier period. Revenue for Schwartz Brothers rose to \$31,732,698, from \$29,261,678 for the year-earlier period.

Net income for the fourth quarter increased to \$469,144, compared to \$449,921 for the year-earlier period. Fourth quarter sales totaled \$10,059,071, compared to \$9,605,387 for the fourth quarter of fiscal 1978.

Schwartz Brothers opened two Harmony Hut stores in Maryland in fiscal 1978, as well as one in New Jersey, and the firm plans to open the 20th store in the chain in Laurel, Maryland in August.

In addition, Schwartz Brothers has begun construction of a new 93,000-square-foot headquarters and distribution center in Lanham, Maryland, just outside of Washington, D.C.

LOOKING AHEAD TO THE TOP 100

AIN'T NO STOPPIN' US NOW (Mighty Three — BMI) McFADDEN & WHITEHEAD (Philadelphia International/CBS ZS8 3681)

ALL I EVER NEED IS YOU (United Artists/Racer — ASCAP) KENNY ROGERS & DOTTIE WEST (United Artist UA-X1276-Y)

ONE MORE MINUTE (Heath Levy/April — ASCAP) SAINT TROPEZ (Butterfly FLY41080)

GEORGY PORGY (Hudman — ASCAP) ITOTO (Columbia 3-10944)

Trigger a Tidalwave of Music

June's brewin' up a storm: The **BMA's Founders' Conference**.^{*} Your opportunity to meet the pillars of the Black Music Industry. Sponsored by the **BLACK MUSIC ASSOCIATION**. An organization dedicated to the advancement, enrichment, encouragement, and recognition of black music. It's all part of a June Celebration Of Black Music.

So ride a wave of words and music at the **BMA's Founders' Conference**. Register today. You'll be right on course!

For more facts on the **BMA's Founders' Conference** and **Black Music Month** contact the **BLACK MUSIC ASSOCIATION** at (215) 545-8600, or write BMA

^{*}Conference registration deadline: May 15.



Black Music Association
1500 Locust Street, Suite 1905
Philadelphia, PA 19102

ACADEMY AWARD WINNER

PAUL JABARA

for

BEST ORIGINAL SONG

"LAST DANCE"

AS PERFORMED BY:

DONNA SUMMER

in

THANK GOD IT'S FRIDAY.

CONGRATULATIONS!

from

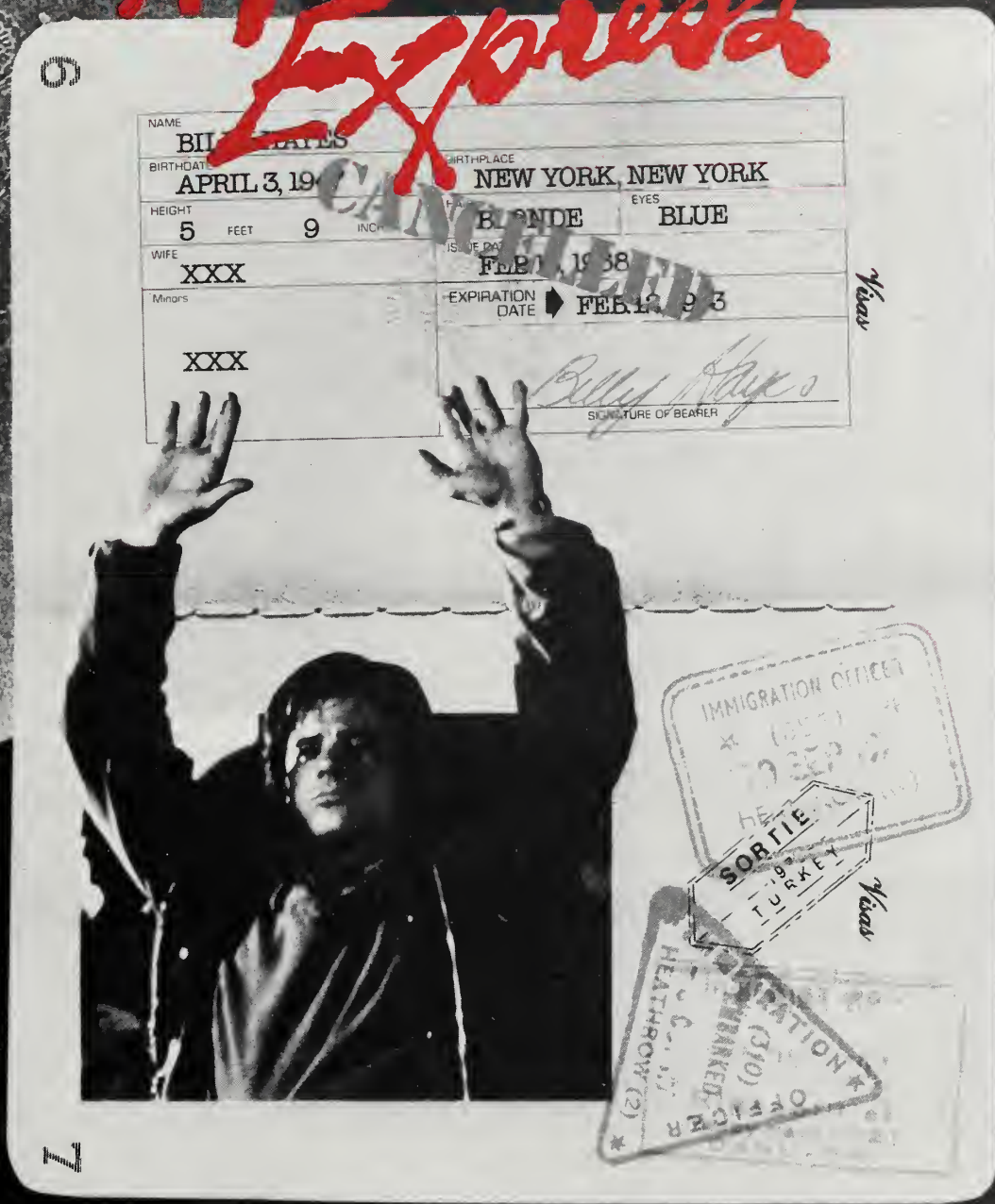
**THE CASABLANCA RECORD
AND FILMWORKS FAMILY.**



Academy Award Winner
GIORGIO MORODER

"Best Original Score"

Midnight Express



CONGRATULATIONS!

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GOSPEL



REBA SIGNS WITH BMI — Contemporary Christian writer/artist Reba Rambo Gardner has signed a long-term writer and publisher agreement with Broadcast Music, Inc. Reba's new Greentree Album, "The Prodigal," will be released this month. Shown seated at BMI are (l-r): Frances Preston, BMI vice president, Nashville, and Reba. Pictured standing are (l-r): Mickey Bryant, Reba's business manager; Judy Gossett, Reba's tour director; and Joe Moscheo, BMI.

Benson Co. Signs Humbards

NASHVILLE — Impact Records, a division of the Benson Co., has announced the signing of the Rex Humbard Family to the Impact Label.

The three-year agreement includes product by the entire family as well as solo albums by Maude Aimee Humbard and Liz Humbard and the Humbard grandchildren. The company will also distribute product previously recorded by the Humbard Family.

Based out of Akron, Ohio, the Rex Humbard TV show is featured on more than 600 television stations and 2,000 feeder satellite stations on six continents each week. The program features the entire 14-member Humbard Family. Impact product recently released includes "All Time Favorite Gospel Songs and Poems" by Rex and Maude Aimee Humbard and "We Learn About Jesus In Grandma's Rocking Chair" by the Humbard grandchildren.

Liz Humbard, the only daughter of the Humbard's, also has finished a new album,

"Storybook Realities," which will be released this month. She recently spent two days in Nashville meeting with the Benson promotion staff and sitting for photo sessions.

Nenow Named Head Of Perelandra Firm

NASHVILLE — Ray Nenow, formerly with the Tame Agency here, has been named president of the Perelandra Artist Agency headquartered in Nashville.

Nenow will be involved in both booking and management. Represented artists will include Albrecht, Roley & Moore, Amplified Version, Ark, Bonnie Bramlett, Wendell Burton, Chris Christian, Jan Daley, DeGarmo & Key, Family, Lanier Ferguson, Joey Geroge, Benny Hester, Mighty Clouds of Joy, Higehr Ground, Mike Johnson, Danny Korem, Randy Matthews, Sammy Stevens and the Ephesians, Stu Phillips and Turley Richards.

Benson Co. Kicks Off A.I.M. Campaign

NASHVILLE — The Benson Co. here has initiated a new merchandising campaign called A.I.M. (Aggressive In-Store Merchandising).

The A.I.M. program involves the shipment of in-store merchandising aids to the top 500 bookstores in the top 200 markets

throughout the United States. The package includes two four-color 2x2 posters; two four-color window banners; an artist biography and itinerary; taped 30 and 60-second radio copy; a co-op information sheet; demo album; three mini ads and one ad slick.

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	4/7
1 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1	24
2 LEGENDARY GENTLEMEN JACKSON SOUTHERNAIRS (Malaco 4362)	—	2
3 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	2	30
4 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	3	22
5 EVERYTHING WILL BE ALRIGHT REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 14499)	4	14
6 I'LL KEEP ON HOLDING ON MYRNA SUMMERS (Savoy 14483)	6	36
7 TREASURES SHIRLEY CAESAR (Hob HBL 502)	7	8
9 FAMILY REUNION REV. JULIUS CHEEKS (Savoy 14504)	8	6
9 FOR THE WRONG I'VE DONE WILLIE BANKS & THE MESSENGERS (HSE 1521)	5	20
10 FROM THE HEART SHIRLEY CAESAR (Hob HBL 501B)	10	30
11 DR. JESUS THE SWANEE QUINTET (Creed 3088)	9	20
12 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light LS 5717)	12	40
13 DWELL IN ME REV. MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR (Savoy 14501)	11	18
14 YOU LIGHT UP MY LIFE REV. ISAAC DOUGLAS (Creed 3090)	15	4
15 MORE THAN ALIVE SLIM & THE SUPREME ANGELS (Nashboro 7209)	16	4
16 CAN'T NOBODY DO ME LIKE JESUS REV. WILLINGHAM (Nashboro 7208)	17	4
17 COMMON LAW MARRIAGE REV. LEO DANIELS (Jewel 0145)	18	4
18 TRY BEING BORN AGAIN TROY RAMEY & THE SOUL SEARCHERS (Nashboro 7190)	13	16
19 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	19	92
20 FIRST LADY SHIRLEY CAESAR (Hob HBL 500)	14	14

Inspirational

	Weeks On Chart	4/7
1 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	2	20
2 HAPPY MAN B.J. THOMAS (Myrrh MSB 6593)	3	32
3 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	1	18
4 THE VERY BEST OF THE VERY BEST BILL GAITHER TRIO (Word WSB 8804)	4	22
5 MIRROR EVIE TOURQUIST (Word WST 8735)	5	92
6 FORGIVEN DON FRANCISCO (New Pax NP 33042)	6	18
7 PRAISE III VARIOUS ARTISTS (Maranatha MM 0048A)	—	2
8 MUSIC MACHINE CANDLE (Birdwind BDWG 2004)	10	56
9 HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	7	92
10 TELL 'EM AGAIN DALLAS HOLM & PRAISE (Greentree R 3480)	8	24
11 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow SPR 1015)	9	92
12 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow SPR 1020)	12	48
13 REX NELSON LIVE (Canaan CAS 9830)	13	6
14 HIS LAST DAYS DALLAS HOLM & PRAISE (Greentree R3534)	17	4
15 COSMIC COWBOY BARRY MCGUIRE (Sparrow SPR 1023)	18	26
16 A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS EVIE TOURQUIST (Word WST 8745)	11	52
17 HINSONS... ON THE ROAD — LIVE (Calvary STAV 5159)	14	16
18 SING ABOUT A NEW DAY FLORIDA BOYS (Canaan CAS 9837)	15	10
19 LOOKING FOR YOU INSPIRATIONS (Canaan CAS 9838)	19	22
20 GENTLE MOMENTS EVIE TOURQUIST (Word WST 8714)	16	92

REVIEWS

JEANNIE C. RILEY — Wings To Fly — Cross Country: R3539 — Producer: Joe Huffman — List: 6.98

This is the best album Jeannie C. Riley has ever done, and it is one of the finest country and gospel albums to come out of Nashville in many, many moons. Jeannie is singing with control and conviction and the production by Joe Huffman is creatively complementary to each song. And the songs are great. "It's Wings That Make Birds Fly," written by Jeannie and Kim Riley is simply stunning and the signature cut of the album. Side one is incredible; "Wings..." followed by Walt Mills' "I Have," Dottie Rambo's "Home Never Looked So Good To Me," and "Travelling Man," and Earl Montgomery's "One Of These Days." Jeannie C. has earned her wings and this album will put her back on top where she belongs.

JOHN MICHAEL TALBOT — The Lord's Supper — Birdwing: BWR 2013 — Producer: Mark Clevenger — List: 6.98

"The Lord's Supper" is an album of liturgical music. The lyrical content comes from formal liturgies back several centuries. Set against modern orchestration, the nature of these timeless messages are given new spiritual rebirth. John Michael Talbot performs eloquently and the production by Mark Clevenger and orchestration by David Britton results in an awesome, moving, artistic yet contemporary experience; as powerful a recorded experience as the musical community has ever unveiled. Includes: "We Shall Stand Forgiven" (an especially sensitive interpretation), "Holy, Holy, Holy," "Lord's Prayer," and "Communion Song." Also, album graphics are as tasteful as the content.



PAT BOONE — Just The Way I Am — Lamb & Lion: LL-1039 — Producer: Paul Johnson — List: 6.98

Pat Boone is predictable and the forecast is sunny and warmer. His gracious baritone on "Just The Way I Am," is just the way it has always been and it has always been mellow and moderate and music to middle America's ears. His song selection is confined to covers of well known songs such as: "More Of You," by Bill & Gloria Gaither and Gary Paxton, "Something Good," another Gaither tune, "I Go To The Rock," a Dottie Rambo classic, and "Stone By Stone," previously recorded by Wendell Burton and the only cut that is an improvement over the original. Another boon to Boone fans.



DAVID MEECE — Everybody Needs A Little Help — Myrrh: MSB-6619 — Producer: Brown Bannister — List: 6.98

David Meece, a musical disciple of "The Bee Gees," has been running up and down the gospel charts. The impression of the album cover and content is that he may be in for "marathon man" status with his footprints sneaking across pop and easy listening territory. The message is clear and uncomplicated — "... every day's a good day as long as I know that you're near ..." — the central theme of contemporary Christian music and the core of "Everybody Needs A Little Help." Radio programmers looking for standard fare will love "All I Can Do."

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	4/14		Weeks On Chart	4/14
1 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	1	19	38 DUETS JERRY LEE LEWIS AND FRIENDS (SUN 1011)	32	14
2 NEW KIND OF FEELING ANNE MURRAY (Capitol SW 11849)	2	10	39 NATURAL ACT KRIS & RITA (A&M SP 4690)	39	9
3 SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	3	11	40 A WOMAN MARGO SMITH (Warner Bros. BSK-3286)	40	6
4 TNT TANYA TUCKER (MCA-3066)	4	19	41 TEAR TIME DAVE & SUGAR (RCA APL 1-2861)	33	29
5 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	5	20	42 THE PERFORMER MARTY ROBBINS (Columbia KC-35446)	42	5
6 EVERY WHICH WAY BUT LOOSE ORIGINAL MOVIE SOUNDTRACK (Elektra 5E-503)	6	16	43 LOVE NOTES JANIE FRICKE (Columbia KC-35774)	51	2
7 OUR MEMORIES OF ELVIS ELVIS PRESLEY (RCA AOL 1-3279)	13	7	44 JERRY LEE LEWIS (Elektra 6E-184)	—	1
8 THE BEST OF BARBARA MANDRELL BARBARA MANDRELL (MCA AY-1119)	8	11	45 WE'VE COME A LONG WAY, BABY LORETTA LYNN (MCA-3073)	45	12
9 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	7	42	46 LADIES CHOICE BILL ANDERSON (MCA 3075)	46	10
10 STARDUST WILLIE NELSON (Columbia JC 35305)	9	50	47 REFLECTIONS GENE WATSON (Capitol SW 11805)	47	4
11 ARMED AND CRAZY JOHNNY PAYCHECK (Epic KE 35444)	11	21	48 JOHNNY PAYCHECK'S GREATEST HITS, VOL. II (Epic KE-35623)	48	23
12 TOTALLY HOT OLIVIA NEWTON-JOHN (MCA-3067)	12	19	49 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	49	54
13 THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	18	3	50 RODRIGUEZ WAS HERE JOHNNY RODRIGUEZ (Mercury SRMI-5015)	56	6
14 LARRY GATLIN'S GREATEST HITS (Monument MG-7628)	14	23	51 THE SONGS WE MADE LOVE TO MICKEY GILLEY (Epic KE-35714)	35	5
15 LEGEND POCO (MCA AA-1099)	15	8	52 Y'ALL COME BACK SALOON OAK RIDGE BOYS (MCA DO 2093)	37	76
16 ROSE COLORED GLASSES JOHN CONLEE (MCA AY-1105)	19	23	53 THE AMAZING RHYTHM ACES THE AMAZING RHYTHM ACES (MCA AA-1123)	44	9
17 EXPRESSIONS DON WILLIAMS (MCA AY-1069)	17	29	54 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	50	75
18 JOHN DENVER (RCA-AOL 1-3075)	10	12	55 SEE YOU WHEN THE SUN GOES DOWN JOHNNY DUNCAN (Columbia KC-35775)	53	4
19 JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	16	19	56 ROOM SERVICE OAK RIDGE BOYS (MCA AY-1065)	54	44
20 GARY GARY STEWART (RCA AHL 1-3288)	24	7	57 BEST OF DOLLY PARTON (RCA APL 1-1117)	57	25
21 CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	29	3	58 LIVING IN THE USA LINDA RONSTADT (Asylum 6E-155)	55	27
22 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	22	26	59 HALF & HALF JERRY REED (RCA AHL 1-3359)	60	3
23 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	23	62	60 CON HUNLEY (Warner Bros. BSK 3285)	52	4
24 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2979)	20	35	61 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	58	60
25 JIM ED & HELEN JIM ED BROWN & HELEN CORNELIUS (RCA-AHLI-3258)	27	6	62 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	59	55
26 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	26	39	63 THE OUTLAWS VARIOUS ARTISTS (RCA APL 1-1321)	63	28
27 IT'S A CHEATING SITUATION MOE BANDY (Columbia KC-35779)	28	5	64 LOVE LIES CHRISTY LANE (LS 8029)	64	5
28 OUTLAW IS JUST A STATE OF MIND LYNN ANDERSON (Columbia KC-35776)	36	4	65 PLEASURE & PAIN DR. HOOK (Capitol SW-11859)	61	23
29 THE BEST OF THE STATLER BROTHERS Mercury SRM 1-1037)	25	69	66 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1715)	65	26
30 PROFILE/BEST OF EMMYLOU HARRIS (Warner Bros. BSK-3528)	30	20	67 DOWN ON THE DRAG JOE ELY (MCA-3080)	66	6
31 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	31	60	68 GREATEST HITS THE MARSHALL TUCKER BAND (Capricorn CPN-0214)	69	24
32 ARE YOU SINCERE? MEL TILLIS (MCA MCA-3077)	21	7	69 TURNING UP AND TURNING ON BILLY "CRASH" CRADDOCK (Capitol SW 1153)	70	27
33 CONWAY CONWAY TWITTY (MCA 3063)	38	23	70 FALL IN LOVE WITH ME RANDY BARLOW (Republic RLP-6063)	71	25
34 TEX MEX FREDDY FENDER (MCA AY-1132)	34	5	71 A TRIBUTE TO THE KING RONNIE McDOWELL (Scorpion SCS-0015)	62	3
35 MOODS BARBARA MANDRELL (MCA AY-1088)	41	26	72 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury SRM 1-5007)	67	26
36 THE ORIGINALS THE STATLER BROTHERS (Mercury SRM 1-5016)	—	1	73 THE FOOL STRIKES AGAIN CHARLIE RICH (United Artists UA-LA-925-H)	68	11
37 BURGERS AND FRIES CHARLEY PRIDE (RCA APL 1-2983)	43	27	74 ONE RUN FOR THE ROSES NARVEL FELTS (MCA AY-1115)	74	10
			75 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	73	53

Nashville Companies Testing Market For Broad Video Use

by Bob Campbell

NASHVILLE — The use of video tape and cassettes in record marketing, merchandising and promotion is being discussed and utilized more and more in the expanding market of today's recording industry. And Nashville recording companies as a whole are gingerly testing the current for a determination of the feasibility of video use in country music.

A recent **Cash Box** survey of Nashville companies indicates virtually all country divisions are preparing for the future use of video, and RCA and CBS have been utilizing video with country artists in various marketing and promotional areas for two or three years. At this point, television advertising is the direction most companies are leaning toward with regards to video.

CBS is utilizing video footage for in-store promotional use, and Roy Wunsch, director of marketing, CBS, Nashville, said additional footage is being sent to the CBS creative services department in New York for inclusion in video cassette packages.

In-Store Use

"As far as home video, we aren't into that yet," Wunsch said. "But we discovered two or three years ago when several large square footage locations were looking for different merchandising avenues for product, that they were putting up three-foot Advent TV screens in their stores. And record companies started supplying their on-hand video footage. The companies started putting them into cassette form and making a 12-to-15-minute package out of an artist. There was some footage of Crystal Gayle from the CMA show, for instance. This helps market penetration and artist image identification. I think as far as we're concerned now, stores are looking for 35-minute, 45-minute and 60-minute cassettes to constantly run in the store. As a company, we have begun putting footage together on several different artists and putting them all together on a 50-minute cassette.

"But we don't segregate a country artist into a country package," Wunsch added. "I

don't think it would behoove us to do it. What we do is make film available through one source — our creative services department in New York. We've got footage on many different artists, most notably Willie Nelson, taken from concerts and TV appearances around the country. A certain amount of Willie Nelson footage will go into a 50-minute package with the Fabulous Poodles and Neil Diamond, and it will run in the stores."

Wunsch also said CBS tried to gain maximum mileage from each video tape by using footage in different areas.

"We try to use it for multiple purposes," Wunsch said. "Artist development can use some tape to create a 10- or 12-minute vignette to go to the east and west coast for TV shows. We just videoed Lynn Anderson over in Atlanta and got some real useful video out of that. In merchandising, I really do think it is becoming one of the real important elements in selling an album.

(continued on page 34)



MEMPHIS STATE HOSTS LAW PANEL — Memphis State University School of Law recently hosted an Entertainment Law guest lecture panel. Presided by class instructor Harold Streibich, the lecturers included ASCAP's southern regional executive director Ed Shea, Wesley Rose of Acuff-Rose Publishing Co., and ASCAP southern director of public relations, Rusty Jones, who is an alumnus of the class. Pictured in the photo (l-r) are: Shea, Streibich and Rose.

CMA Holds Second Meeting

NASHVILLE — The board of directors of the Country Music Association held its second quarterly board meeting for 1979 at the Westward Look in Tucson, Az., April 4-5. Among the items discussed were the upcoming events for Fan Fair and October activities, including the CMA Awards.

Jim Halsey confirmed that the 1979 Talent Buyers Seminar will be held October 8-10 at the Radisson Hotel in Nashville. Promotion committee chairman Joe Smith told of his committee's recommendations: that the CMA invite talent buyers from the major television syndicated and nationally broadcast talk shows to the October convention; and that the CMA encourage the use of country artists in public service and institutional spots to various organizations.

Plans for Fan Fair were outlined by committee chairman Bud Wendell, who reported that registrations for Fan Fair already totaled more than 11,000. Softball committee chairman Bill Denny reported on the committee's re-evaluation and restructure of the Fan Fair softball tournament, with emphasis on eligibility requirements for participants.

Norro Wilson spoke on the findings of the Awards Criteria committee, which suggested that publishers of "Song of the Year" nominees should be listed on the ballots for the CMA Awards, and should be named when announcing the winner. It was also suggested that songwriter's full names

should appear on the ballot as well.

In other reports, Wesley Rose, co-chairman of the International committee told the board that acts from seven countries — Canada, Czechoslovakia, England, Germany, Holland, Ireland and Sweden (alternates: Norway and Australia) — have been chosen to appear on the Fan Fair International Show. The show will be co-hosted by Roy Clark, and an as-yet unnamed female artist.

Bob Austin reported on the activities of the PR committee, including the possibility of CMA providing country talent for the NAB convention in 1980. Frances Preston reported on the plans decided upon by the Meetings and Arrangements committee in regard to 1980 board meetings. The first three board meetings for 1980 will be held in Montego Bay, Jamaica; Chicago; and Lake Tahoe. The fourth quarterly meeting is always held in Nashville. Sites were suggested for 1981 meetings.

Frank Jones reported on the joint meeting of the Membership, PR, DJ and promotion committees, in which it was decided to formulate a new concentration on increasing CMA's membership.

The third quarterly board meeting will be held July 10-12 in Calgary, Alberta, Canada; and the fourth October 9 in Nashville. CMA board members serve gratis, and pay all expenses incurred in attending board meetings.

45 — REVIEWS — LP

THE KENDALLS (Ovation OV-1125)

Just Like Real People (3 17) (Hall-Clement Pub. — BMI) (Bob McDill)

This title cut from the Kendall's latest album should continue their string of Top 5 singles. This slow ballad is characteristic of a Bob McDill penned song but not in the vein of the past Kendall's singles. Produced by Brien Fisher.

BOBBY BORCHERS (Epic 8-50687)

I Just Wanna Feel The Magic (2 40) (Chappell Music — ASCAP) (R. Bourke/M. McDaniel)

Producer Eddie Kilroy and Bobby Borchers team up again for that sound reminiscent of his first Playboy releases. Written by Rory Bourke and Mel McDaniel.

CRISTY LANE (LS LS-172)

Simple Little Words (3 22) (Cristy Lane Music — ASCAP) (Douglas Johnson)

Cristy's last single, "I Just Can't Stay Married To You", made the Top 5 on the **Cash Box** Country Charts. This single seems to have all the same ingredients, including simple, catchy lyrics and upbeat melody. Produced by Charlie Black.

SUSIE ALLANSON (Elektra/Curb E-46036)

Two Steps Forward And Three Steps Back (2 57) (World Song Pub. — ASCAP/Hot Cider Music — BMI) (Jerry Crutchfield/Molly-Ann Leikin)

Susie's second Elektra/Curb release tends to lean toward the pop Olivia Newton-John sound. However, with Susie's past airplay success at country radio this upbeat tune should lend itself to spring programming.

SINGLES TO WATCH

DALE McBRIDE (Con Brio CBK-151)

Getting Over You Again (2 41) (Briar Patch — BMI) (Eddie Rabbitt)

TOMMY OVERSTREET (Elektra E-46023)

I'll Never Let You Down (3 24) (Gary S. Paxton Pub., Inc. — BMI) (Dennis B. Payne)

HOYT AXTON (Jeremiah 1000)

Della And The Dealer (2 50) (Lady Jane Music — BMI) (H. Axton)

LEONA WILLIAMS (MCA MCA-41006)

Good Nights Make Good Mornings (3 06) (Cedarwood Pub. Co. — BMI) (Naomi Martin)

FRANK MYERS (Little Darlin' LD-7914)

My Fingers And You (2 17) (Dream City Music — BMI) (Frank Myers)

LEE DRESSER (Capitol P-4708)

Let's Love Tonight (3 13) (Starship Music, Inc./Galleon Music, Inc. — ASCAP) (Lee Dresser)

KATHLEEN CASA (NSD NSD-17)

I Don't Like To Sleep Alone (2 39) (Spanka Music — BMI) (Paul Anka)



GREATEST HITS — Waylon Jennings — RCA-AHLI-3378-B — Producer: Various — List: 7.98

This collection of greatest hits by Jennings is more than a package of great songs. These 11 tunes serve as an anthology of the progressive country movement. Country music was bent and altered forever under the impact of these songs and a new generation of country fans was born under direct influence of Waylon's music. Take your pick here. "Honky Tonk Heroes," "Luckenbach, Texas" and "Mamas, Don't Let Your Babies Grow Up To Be Cowboys" are included.



ME AND MY BROKEN HEART — Rex Allen, Jr. — Warner Bros. — BSK-3300 — Producer: Buddy Killen — List: 7.98

Under the production work of Buddy Killen, Rex Allen, Jr. has completely left his western influences behind on this new album. The music here is smooth and MOR-oriented with the accent on love ballads. Allen co-wrote three of the songs and Rafe Van Hoy also co-wrote three songs. There is not much versatility here, but "Me And My Broken Heart" and "If I Fell In Love With You" are good.

Grapevine Opry Airs On Television Show

NASHVILLE — "P.M. Magazine," a syndicated, TV magazine format which airs nationally on Westinghouse Broadcasting Stations, recently aired a live segment of the Grapevine Opry in Grapevine, Tx. WFAA-TV in Dallas filmed the original segment for usage in its local news spot.

The show was filmed during a regular Saturday's activities at the Grapevine Opry House, whose shows are based loosely on Nashville's Grand Ole Opry. Using a full crew and nine cameras, the sound was mixed through the Opry House's 16-channel recording studio. The show is narrated by Grapevine Opry owner Chisai Childs and Johnny High, co-host and general manager.

Van Dyke Enters Into William Morris Pact

NASHVILLE — Veteran country entertainer Leroy Van Dyke has signed an exclusive booking contract with the William Morris Agency here. Van Dyke is managed by Happy Shahan.

MUSEXPO Appoints Parker In Nashville

NEW YORK — MUSEXPO '79 has appointed Ervan James Parker as its representative for the Nashville area. He will be responsible for coordinating the participation of companies within the Tennessee area for MUSEXPO's November convention in Miami. Parker will be based at 106 Highway 70, Mt. Juliet, Tenn., 37122, tel (615) 747-8708.

KENNY O'DELL



HAS GOT THE R_x FOR A HIT MEDICINE WOMAN

(CPS 0317)

2 cups lovin'

& 1 tablespoon um um ummm!

Nominated by the Academy of Country Music Association for Best New Artist, Kenny's single Medicine Woman is great relief for a weary radio—just check the charts.

BB  CB  RW 38

Catch Kenny's performance of Medicine Woman, May 5th, on NBC's broadcast of the 1979 Academy of Country Music Association Awards.

 CAPRICORN RECORDS

COUNTRY

THE COUNTRY COLUMN

Tommy Overstreet has a new label, a new producer and a new album, and from all accounts, he is quite pleased with all three. The man who has 18 albums to his credit is now with Elektra/Asylum. His producer is **Bob Millsap**. And of his debut album for the label, "I'll Never Let You Down," Tommy says, "I really look at it as my first album. With this particular album, we took the time, had the budget and found the right material; material which I consider to be exceptional in quality."

Always one to speak candidly, **Larry Gatlin** has once again opened his heart, this time to the editor of Gallery magazine, **Nils A. Shapiro**. The topic? Country radio and music. Says Gatlin, "I have a lot of dear friends in the radio business, but radio is so complex and so insane there is no method to their madness. I don't care what they say. They have their demographic charts and all this crap, but it all boils down to what the music director or program director decides to play. Some of my last records were as good pop records as I think can be made, but most of the pop stations wouldn't play them because they said, 'Larry Gatlin is from Nashville, he belongs to the Grand Ole Opry, and he picks his nose.' So we didn't get our song on there."



The Oaks will be guesting on a new NBC mini-series, "Presenting Susan Anton." This particular segment of the one-hour music/variety show will air May 3.

Roy Clark, Barbara Mandrell and **Dennis Weaver** will host the 14th annual Academy of Country Music Awards May 2. Set to perform on the show are: **Loretta Lynn, Don Williams, Eddie Rabbitt, Foster Brooks, the Oak Ridge Boys, Kenny Rogers and Dottie West, Jerry Lee Lewis**, and nominees for Best New Male and Female Performers: **John Conlee, Kenny O'Dell, Ronnie McDowell, Con Hunley, Lee Dresser, Susie Allanson, Christy Lane, Zella Lehr** and **Charly McClain**.

Elvis Presley's 63-year old father **Vernon** suffered another heart attack April 10, his second this year. At press time, he was reported in serious condition at Baptist Hospital in Memphis.

The Statler Brothers announced from their office in Staunton, Va. that their special guest for Staunton's 10th Annual Happy Birthday U.S.A. Celebration will be **Barbara Mandrell**, who has been part of the Statler's touring group for the past year. The fund raising celebration July 3-4 in Staunton was started by the Statlers to raise money for all the local charities in their hometown. Meanwhile, the Statlers have been voted the Best Selling Country Group for 1978 at the recent NARM convention.

John Loundermilk, a performer who dropped out of the Nashville music scene for seven years to pursue a quieter lifestyle in Louisiana, has decided to come back. His first project is producing **Rita Carpenter**, wife of **John Jenrette**, Democratic Representative from South Carolina. The 28-year-old Carpenter was pursuing a music career in college, until the political bug bit her. But her interests have come full circle and she is into music again. Carpenter will probably be recognizable from her Clairol commercials.

The 1979 American Song Festival will hold all of its country music songwriting competitions in Nashville this year, according to ASF creative services director **Flip Black**. The 30-40 Nashville judges will include producers, executives and publishers. Prize money this year will be \$2,000 for each of the winners in 10 separate categories.

Hank Williams Jr., Stella Parton and **Eddie Rabbitt** will all be heading to Alaska (separate ventures) to perform sometime in the next few months. Rabbitt will also be taping an **Anson Williams** special ("Pottsy" on "Happy Days"), and his new album "Lovelines" will be released May 4.

Jerry Clower bantered **Johnny Bench** during a testimonial roast April 5 in Cincinnati. The roast, a Kidney Foundation benefit, was video-taped in the Cincinnati area. Other celebrities barbing Bench included **Bob Hope, Pat Paulsen, Kenny Price, Joe Morgan** and **Tom Dreessen**.

Norm Anderson, manager of Columbia Studios in Nashville, announced last week that first quarter business was up 19% over the same period last year.

The Sixth Annual **Hank Williams Memorial Celebration** will be held June 3 at Hank's birthplace in the rural community of Mt. Olive, West, near Georgiana, Alabama. Any artists wishing to appear should call **Ron Taylor** at (205) 469-5075, or **Edna Liller**, (205) 527-3119. For details write: **Hank Williams Memorial Association**, Route 2, Box 113-A, McKenzie, AL 36456.

Stella Parton played before a record 42,000 fans at the famed Silver Dome in Pontiac, Michigan as part of her participation in a program called "Super Country Super Stars."

Roy Clark was admitted to the Mayo Clinic in Rochester, Minn. last week for tests and treatment for a persistent bronchial condition. A spokesperson from the **Jim Halsey** firm, Clark's management, said doctors felt Clark needed several days of rest and medical supervision to correct the problem. Clark should be released by the 16th, the day after his 46th birthday, and return to work.



Roy Clark



CONWAY IN MICHIGAN — Sporting his new hairstyle and a new image, **Conway Twitty** performed before an audience of 50,000 people at what has been billed as "the largest country show in the world" in Pontiac, Mich. The attraction also featured 14 other artists performing at two shows. Pictured after the concert are (l-r): **MCA Detroit promotion David Levitt; MCA regional midwest promotion Denise Moncel; Twitty; and MCA country regional promotion Bob Walker.**

Spears Covers Disco Single

by **Bob Campbell**

NASHVILLE — The new country/disco single by **Billy Jo Spears**, "I Will Survive," is getting more radio response than any of her previous singles, according to **Jerry Seabolt**, United Artists Nashville director of operations.

"It's been the fastest breaking record she's ever had," Seabolt said. "We've had no opposition. People are coming out of the closet on this song. Country people are finally admitting they like to dance."

"I Will Survive," which enters the CB Country Singles Chart at #74 bullet this week, has been a #1 disco and pop record for **Gloria Gaynor**, but Spears' producer **Larry Butler** felt it was a natural country song when he first heard it.

"I heard the song in Odessa, Texas," said **Butler**, who also produces **Kenny Rogers** and **Dottie West**. "I was there listening to an artist sing. I left this particular club and went to a disco which was owned by the same person. I heard the song playing by **Gloria Gaynor**, and I couldn't even talk business with this guy because I was listening to the song. I'd never heard the record before, but I told the guy right there, 'My God, this lyric is so applicable to country. I've got a girl who can sing the hell out of it.' So I got back to town and we cut it."

Butler also said he never thought of cutting the record as a crossover or pop record. He said his only guideline to recording music is the quality of the song.

"I cut this the same way I always cut records," **Butler** said. "I just go for the song. I don't really go for any particular market ever. Now, I want **Billy Jo** to have a #1 country record. But I wasn't afraid of it a bit. I just loved the song. It is obvious the pop and disco people liked it."

"I hate categories," **Butler** added. "I cut

records for people to listen to, and I don't say what group of people should listen to them. I just hope a lot of people dig it."

New LP Set

Under the production reins of **Butler**, **Spears** has recorded a new album soon to be released, and **Butler** said the songs will be more uptempo and current than before. For instance, she recorded a hot tune, "The Angel In Your Arms This Morning Will Be The Devil In Someone Else's Arms Tonight."

"I think people will be pleasantly surprised with this new album," **Butler** said. "I have been disappointed in the success of her last few singles, and extremely disappointed in her albums. So this time we went in there and didn't hold anything back. We just cut some records."



SKLAR JOINS VANHOY SESSION — **Hollywood** musician **Leland Sklar** flew into Nashville to pick on **Tree International** songwriter **Rafe VanHoy's** recent album session. **VanHoy** has written such songs as "Crying Again", and the **Oak Ridge Boys'** latest single "Sail Away." Pictured in the photo (l-r) are: **Sklar, VanHoy, and VanHoy's producer Don Grant.**

Nashville Testing Video Use

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Merchandising space in stores around the country comes at a very high premium. Companies that are interested in displays in a Peaches or K mart will book space way up front when they know a program is coming. I think in the last two years, video has become one of the most important ways to sell an album."

According to **Joe Galante**, RCA's vice president of marketing, Nashville, video is simply another marketing tool which is good for some artists, and not for others. But **Galante** said RCA here had been utilizing video for some three or four years.

Not For Everyone

"If you have video, and video is part of the overall media mix that you can work into any marketing program, that particular element of the mix is not necessarily a boon for every artist," **Galante** said. "The decision is based upon the particular album that is out there, and the particular situation as far as whether it is a crossover record or if it is a new album or new artist. It depends on the individual case."

"Part of the purpose of a video is not necessarily to gain a direct sales benefit," **Galante** added. "By that, I mean somebody just walking in and buying the album and walking out. Obviously, you can use it for presentations to not only radio and retail clientele, but also for an account presentation. It is a lot better visually than just using basic slides. I do think that video for country is something of a boon to its overall image."

Jimmy Bowen, who has been the Nashville head of Elektra/Asylum since last fall, works under the philosophy that Nashville artists deserve the same support given west and east coast acts. He has consistently tried to bring sophistication and

expertise to all phases of country music, and video is one element he has been discussing with E/A executives on the west coast.

"We are planning to do almost anything that's done for any kind of artist for all the artists out of our division," **Bowen** said last week from Los Angeles. "In a marketing meeting I was in out here yesterday, we were discussing video and the artist we were discussing was **Eddie Rabbitt**. But nothing was finalized. We are just in those early stages. We will be using video for TV commercials, and we will be using video on some of our artists for when it's requested by some of our foreign licensees. And between now and the end of the year, we will do some video on **Eddie Rabbitt** and make it available — him doing his new record, for example."

Market Tests

Bowen also said video was expensive, and that E/A was planning on running tests in two or three market areas in TV advertising or visual presentations "to determine if we can get a dollar return that makes sense."

The tremendous expense of video is the major concern of most companies. **Warner Bros.' Stan Byrd**, the company's national country promotion director, feels the most practical idea is to shoot some film when all the artists are together.

"We have had inquiries now from both **Burbank** and **New York**, and they want some film on the country artists," **Byrd** said. "What we are trying to do is get the right venue because it is very expensive. If you were going to fly one artist in to the studio, it would probably cost about \$35,000 to shoot

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Foreign Deals, Low Overhead Keep Inner City Competitive

(continued from page 16)

tionary Ensemble, Cecil Taylor, Hannibal Marvin Peterson, Mal Waldron and Dollar Brand.

East Wind Catalog

More recently, Kratka acquired the rights to 28 East Wind of Japan recordings. Already available from the East Wind deal are LPs from Art Farmer, Johnny Griffin, Jackie McLean, Oliver Nelson and Lennie Tristano, as well as "The Three" by Joe Sample, Ray Brown and Shelly Manne. Also pending is a deal with the German-based MPS label.

Kratka says he receives a dozen or more cassettes each week as part of an ambitious recording program on top of Inner City's existing licensing arrangements. "We're opening up our company to a lot of new young artists, with remarkable results," he notes. "We audition cassettes all the time and we're looking for any artist who impresses us as being a forerunner and an innovator."

The label's biggest successes to date have been with more commercial sounding groups such as the Jeff Lorber Fusion, whose second LP, "Soft Space," is nearing the 100,000 unit sales mark. Other Inner City bands exploring the commercially potent crossover sound include Mel Martin and Listen from San Francisco, Dry Jack from Kansas City and High Rise out of Dallas.

But, according to Kratka, he doesn't have to sell 100,000 copies of an album in order to make money. "At 20,000 units we have a highly profitable record," he says. "Our breakeven point on many records is seven to eight thousand copies."

Keeps Costs Down

He says the key to profitability for a small label like Inner City is to keep recording costs down. "We demand that our artists go into sessions fully rehearsed, they don't use the recording studio at \$150 an hour to learn their tunes. In this way, if the album sells, the artist has a tremendous payday because he hasn't shot all his money on recording costs."

Kratka emphasizes that Inner City supports its releases with an aggressive marketing stance, including an annual advertising budget that is approaching 10 per cent of sales. "We service about 270 radio stations playing jazz in the U.S. and Canada, including commercial and college stations," he says. "For fusion artists, we service an additional list of 100 stations that play this type of music."

"We print a quarter of a million catalogs a year, as well as order forms, broadsheets and newsletters. And each month we prepare a ring-bound book of 10 records

with a set of two-color press releases.

"These slick books are mailed to about 250 distributors and their sales people on the seventh of each month. On the fifteenth, we get in touch with all the distributors and solicit their orders. We do this to get our records properly oriented in the salesman's mind and to let the dealers see the packaging we're offering."

"We do a lot of radio promotion and radio and print advertising, interviews, giveaways and so forth. To boost in-store play, we will be pressing about 2,000 record samplers a month and offer them to dealers and their sales people."

With "well over 100 masters in the can," Kratka is banking that interest in jazz will continue to grow in the '80s. "People are turning to it more and more each day as a more 'stick to the ribs' type of music," he maintains. "I believe jazz earned its spurs in the late '70s and it will become an even larger entity in the '80s. The demographics of the larger record-buying public is going to be a factor. Plus, I think there is an awareness among the young people that this is a very special art form and not just more of the same."

Record Contract Is Focus Of UCLA Music Symposium

LOS ANGELES — "The Recording Contract" will be the featured topic at UCLA's first annual Music Industry Symposium in a day-long seminar to be held May 12, from 9 a.m. to 4 p.m., at the Bonaventure Hotel in Los Angeles. Joe Smith, president of Elektra/Asylum Records, will be the luncheon guest speaker and leading attorneys will talk about the key elements of recording contracts, in addition to providing an in-depth analysis of questions concerning contracts encountered by agents, personal managers, attorneys, business managers, record company executives and artists.

Topics

Some of the topics which will be discussed during the course of the seminar will be: creative control, promotion and distribution, merchandising and subsidiary rights, record company deals, foreign licenses and record clubs, enforcement of recording contracts, royalty provisions and other financial considerations, and tax planning for the recording contract.

For registration information, write the Department of Management and Business, UCLA Extension, P.O. Box 24902, Los Angeles, CA 90024 or call (213) 825-7031.



ROGERS DEALS OUT PLATINUM 'GAMBLER' — United Artists Records' Kenny Rogers presented concert promoter C.K. Spurlock, who handles most of Roger's concerts, with a platinum copy of his current LP, "The Gambler," after a recent performance at the Anaheim Convention Center. Pictured backstage at the presentation are (l-r): Jim Mazza, president of EMI America/United Artists Records; Rogers; C.K. Spurlock, and Ken Kragen, Roger's personal manager.

Nashville Testing Video Use

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an album. Now it would be cheaper here. You could probably do it for about \$15,000.

"What we are mainly looking at is someplace to do it," continued Byrd. "We've got a major showcase coming up in Atlanta, and we can bring in the whole roster for one shot. We are gonna try to film everyone there at one time and use it in a network show or run it on cable television. You still have to handpick your acts though. Emmylou Harris would be excellent to have video on. We have done video on her in the past, put it into retail and it has been very successful."

United Artists and MCA are both easing slowly into the video market, mainly with television spots. Jerry Seabolt, United Artists Nashville director of operations, pointed out that right now a concept video spot was being shown nationally, including Nashville, on Kenny Rogers.

"TV spots are our basic venue of usage at this stage of the game," Seabolt said. "I think video will be the coming thing. We

aren't geared up for it at this stage of the game, but I'm sure we will be. We have a TV commercial currently running on Kenny Rogers. It is done with a dramatic flair with a little scenario. It is a whole concept thing for Kenny Rogers."

Foglesong Committed

All of the transitional problems have not been worked out yet in the recent merger of ABC and MCA, but MCA Nashville president Jim Foglesong said video is a definite future consideration of the Nashville operation.

"We are hoping to get more and more into it," Foglesong said. "We are just now reaching a point where we can talk to the MCA marketing people about things like that. I have always felt we could tie in TV spots with Roy Clark on "Hee Haw" and pick up some sales on his albums. But we have never put it together. Although radio is still the #1 medium, TV and video is becoming more and more important. I really hope to get into the program where it makes sense."

POINTS WEST

(continued from page 18)

Chambers Brothers are recording at Blue Seagull Studios

ON THE ROAD — The Village People's national tour with Gloria Gaynor looks like it will be among this summer's hottest attractions. Casablanca is planning to record the band's first live album, with most of the taping to be done during the Greek Theatre dates June 6-9. . . . Elektra/Asylum will have a pretty busy artist development staff in the coming weeks. **The Pointer Sisters** are about to begin their first tour since parting with Planet, covering 21 cities beginning April 19 in Vancouver. And **Gilberto Gil** is making his first North American tour, starting out in Atlanta April 22 and Yellow Springs, O. April 24. **Grover Washington** also will be hitting the road soon for a six-week summer tour. . . . **Engelbert** (he's dropped the Humperdinck) is headlining April 13-19 at the Sahara Tahoe. . . . New wave comedy pianist (?) **Dale Gonyea** and **Michele Brouman** will play McCabe's Guitar Shop in Santa Monica April 22, with proceeds benefitting Amnesty International.

SHORT TAKES — To celebrate the gold certification of **Nicolette Larson's** debut LP, Warner Bros. had a picnic at the label's Burbank offices for all its staffers and selected outside guests April 6. Among the luminaries seen at the barbeque were label chairman and president **Mo Ostin**, producer **Ted Templeman** and the rumba girl herself. . . . Warners might also have been celebrating the arrest of **Daryl Craig**, who has allegedly been impersonating **Rod Stewart** in Kentucky recently. . . . And speaking of rock's favorite blond, Stewart is no longer rock's most eligible bachelor. He was married last week to **George Hamilton's** ex, **Alana**. . . . When Peaches president **Tom Heiman** and Polygram Distribution vice president **Emiel Petrone** stayed over in Florida after the NARM convention it appeared something was fishy. And appearances were not deceptive, as was evidenced by the 200 lb. hammerhead sharks that both men caught during their extended stay. . . . One of the most offbeat love stories filmed recently is **Robert Altman's** "A Perfect Couple," which includes some fine musical numbers produced by **Allan Nicholls** featuring **Ted Neeley**, **Heather MacRae** and musical director **Tony Berg**. Also featured prominently in the film are a special cover of **Cash Box** and a guest appearance by editor-in-chief **Dave Fulton**. . . . On the subject of films, **Carol Connors** has been signed to write lyrics for "Rocky II" to go with **Bill Conti's** score. . . . San Francisco's **Eric Martin** and **The Rivals** has signed with Banner Records.

GOING MOBILE — Supertramp member **Roger Hodgson** and his wife **Karuna** had a baby girl, the couple's first, last Wednesday in San Diego. Amazingly, Karuna gave birth to the baby in a mobile home in the parking lot of the San Diego Sports Arena, just 12 minutes before the group was scheduled to take the stage. Weighing in at seven pounds, 14 ounces, the baby girl (who has yet to be named) and mother are both doing well.

joey berlin



BMA SETS MEETING — Pictured in top row (l-r) are: Bo Crane, National Association of Record Pools; Ray Caviano, president of RFC Records; Judy Weinstein; Stan Hoffman, co-owner of Prelude Records; Patti LaBelle; Jim Keating of WCAU-FM; Kenny Gamble, chairman of the board of Philadelphia International Records; and George Chavous of T.K. Productions. Pictured in bottom row (l-r) are: Joey Carvello of Warner Brothers Records; Joe Loris of Power Play/Impact; and Wayne Gettman of Second Story/Catacombs.

BLACK CONTEMPORARY

TOP 75 ALBUMS

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

THE RHYTHM SECTION

PUSH EXCEL-A-THON IN L.A. — Rev. Jesse Jackson's Push For Excellence program will debut the First Annual Excel-A-Thon Marathon in Los Angeles, April 21. More than 40 celebrities have been set to participate in the program which will be co-hosted by **Marlon Brando** and **Muhammad Ali**. The events of the evening will be sports competition between teams of celebrities, political figures and music personalities. The purpose of the marathon is to raise money to expand the Push For Excellence program, and to carry Rev. Jackson's message of improving the quality of life through education to the people of Los Angeles. The Excel-A-Thon thrust is placed on motivation, development and informing the youth of today via sports and entertainment.

FROM PROMOTION TO PUBLICITY — An independent promotion firm, **Tar Incorporated** added a publicity arm to its operation. In addition to offering record promotion to its clients on a national basis, the company will also specialize in press coverage for disco and R&B oriented artists. **Ahrgus Juillard**, national director of publicity says, "We will arrange in-store promotions, coordinate television appearances and host promotional parties, as an extension of the record company as we do in promotion."

PROGRAMMERS PROFILE — **Dell Rice**, program director of KPRS and KPRT in Kansas City, Missouri, has been in radio nine years. After high school, Rice spent two years at different jobs trying to find the right career. He finally decided to go to a broadcasting school, where after attending only three months, he was approached by **Andrew and Mildred Carter**, who owned KPRS/KPRT, who wanted him to do an air shift. Rice started at the station in 1970, took a two year hiatus from that company after he had been with them a year, and went to KUDL, the Top-40 station in the city. When Rice returned to the station in 1972, he started programming both KPRS and KPRT. The station is automated and maintains a good position in the marketplace, garnering a 5 to 7 point share of the overall market.

RADIO ACTIVITY — **Pepper Martinez** is the new programmer's assistant at KKSS in St. Louis. . . . **Beverly Fox** is on the air at WSDO in Miami. . . . KKSS is looking for a new air personality, send tapes and resumes to **Lee Michaels**, 1215 Cole St., St. Louis, Mo. 63106. . . . To gain a more in-depth community minded image, KACE in Los Angeles, has created a promotion coordinator slot and moved one of its air personalities to that position. **Larry Herbert** (L.A. Larry) is organizing several community oriented programs to insure that the station gains the image it seeks.

NOT JUST NIECY — ARC/Columbia recording artist — and now producer — **Deniece Williams** is making several changes in her career status with her soon to be released LP, which is entitled "When Love Comes Calling." After being in the studio for over a year doing different projects, Williams is now planning a tour, elated over the fact that for the first time she co-produced her own LP, and has plans to produce some other people in the very near future. Explaining her new career goals, she said, "I have watched **Stevie Wonder** and **Maurice White** producing other people, and although it wasn't easy, I co-produced my upcoming album with **Ray Parker Jr.** and **David Foster**, and it really felt good. Production is a new side of my career that I feel very good about. When my tour is over in October, I have two groups that I have signed to a production label that I plan to produce." Williams is also taking acting lessons and she is planning to do some acting in the future. As for her fall tour, Williams will perform in auditoriums that hold three to four thousand people, and has plans of touring with either **George Benson**, **Teddy Pendergrass**, **Michael Henderson** or **Lou Rawls**. For the first time she will also do the Kool Jazz Festival this year. Her upcoming LP sounds like more than just a winner, since it includes performances from **Ray Parker Jr.**, **Toto**, **Maurice White** and the **Waters**.

ARTISTS ROUND-UP — **Giorgio Moroder** is producing the next **Sylvers** album, which will be out in a few weeks. . . . **Jermaine Jackson** will be rejoining his family, on their upcoming tour. . . . **Isaac Hayes** and **Millie Jackson** recorded a cover version of the **Anne Murray** hit, "You Needed Me." The duo is still working on the remainder of their upcoming LP. This is the first time they have ever sung together, so there is a great deal of anticipation over the single, which will be released on Spring Records. . . . During his recent U.S. tour, **Peter Tosh** was made an Honorary Citizen of Atlanta by County Commissioner **Michael Lomax**. In addition, the Atlantic City Council passed a resolution acknowledging Tosh's contribution to the music world, by bringing reggae music to the U.S. and the world. . . . **The Crusaders** next week will be embarking on their first national tour of 1979. During the tour, the group will be previewing cuts from their upcoming LP on MCA Records called "Street Life." . . . **Natalie Cole** will begin her European tour in May. This will be Cole's first appearance in Europe since 1975. So far it has been slated that she will visit France, Germany, Switzerland and Italy, with other dates to be added. **cookie amerson**

PROGRAMMERS PICKS

Tony Jamison	WAOK/Atlanta	You Gonna Make Me Love Somebody Else — Jones Girls — Phila. Int'l/Epic
Mike Payne	WAMO/Pittsburgh	Let Me Be Your Woman — Linda Clifford — Curtom/RSO
Doug Blakely	WUFO/Buffalo	Wild & Peaceful — Teena Marie — Motown (LP)
Hardy Jay Lang	WSOK/Savannah	I Wanna Be With You — Isley Bros. — T-Neck/Epic
Elliot Frances	WILD/Boston	I Wanna Be With You — Isley Bros. — T-Neck/Epic
Alonzo Miller	KACE/Los Angeles	Showtime — Undisputed Truth — Whitfield/Warner Bros.
James Jordan	WYBC/New Haven	You Gonna Make Me Love Somebody Else — Jones Girls — Phila. Int'l/Epic
Joe Tamburro	WDAS/Philadelphia	Let Me Be Good To You — Lou Rawls — Phila. Int'l/Epic
Steve Woods	KDAY/Los Angeles	Wild & Peaceful — Teena Marie — Motown (LP)



A VERY GAYE BIRTHDAY PARTY — A birthday party for Motown singer Marvin Gaye, given by Gaye's wife Jan at the Peruvian Room in Hollywood April 2, turned into a very special occasion when old friends Smokey Robinson and Stevie Wonder joined the many well-wishers at the party. A high point of the night came when



Wonder and Gaye took the stage together for an impromptu duet. Pictured here at the celebration (l-r) are: Gaye; Peter Prince, Motown vice president of international; James Fisher, Motown general manager of international; Smokey Robinson; and Gaye and Wonder sharing an amusing moment at the microphone.

Small Indie Labels Ponder Future At NAIRD Meeting

(continued from page 7)

nia Record Distributors and Record Merchandising really has us scared. A lot of California's business was with NAIRD labels, and we're afraid that we'll be dropped in the consolidation."

Hit/Catalog Dichotomy

What also became evident was that even among NAIRD distributors who have traditionally been catalog-oriented, a hit/catalog dichotomy was developing. According to Ken Irwin of Rounder, "the success of George Thorogood has actually hurt the rest of catalog, and our returns on catalog product are increasing now that distributors have something to exchange them for."

A distributor who wanted to remain nameless concurred: "I'll hock the family jewels to make sure that Rounder gets paid on time so that I can always have the Thorogood. I can't say that about the rest of my lines."

Possible solutions to the catalog problem were offered at the "Future of Independent Distribution" workshop. Hal Brody, head of the Kansas City-based House Distributors, said, "I'd like to see catalog keep working, but we have to keep it in front of the public at a price that they can afford." Strachwitz concurred, "Because warehousing and keeping inventory on slow-turning catalog product costs the distributor so much time and effort, they should be given higher profit margins," he said.

More Advertising

Jerry Richman, co-president of Richman Brothers' one-stop in Philadelphia, advocated the use of advertising money for coop ads, suggesting that one ad in the Philadelphia newspaper could tell of a label's product availability in 11 Sam Goody stores. Scott Billington of Rounder expressed the need for labels to keep the distributing sales personnel fully informed with literature and promotional records for both their accounts and for the salesperson's own education.

Specifically addressing the issue of distribution, Ray Fleurlage of the Chicago-based Kinnan Distributors called for the franchising of geographic boundaries for distributors so that a distributor could not be stuck with returns that weren't his. Also, Fleurlage noted, he would be more inclined to work out local coop advertising deals if he wasn't afraid that he would be benefiting a competitor. Bruce Kaplan expressed his fear of granting distributors exclusivity, however, because he "did not yet know which ones were right," at which point

Brody retorted, "Does that mean you go out and sell to everybody?"

Bob Schubart, head of Philo Records, later said, "there has to be a recognition by many of the manufacturers that their lines are archival, that distributors don't want them, and that's why they don't get bin space. On the other hand, there has been an unwillingness on the part of labels to get tough with distributors that don't pay. Orwaka Distributors recently went out of business, taking tens of thousands of NAIRD dollars with them, and the last thing that NAIRD labels did before they went under was float them thousands of dollars more worth of product which they just sold out the back door."

Learn From Majors

But at the distribution meeting, Schubart offered several concrete suggestions, "Rather than perceiving the majors as a threat," he began, "we should learn from their examples. We will be able to survive with geographically-bounded territories for distributors with written contracts. We also have to use our catalogs more judiciously; our three percent of the market has more titles than the majors' 85 per cent. We will also have to make room in our budgets for advertising and promotion and, if necessary, sharing with distributors the cost of maintaining catalog product in warehouse space."



PORTRAIT'S 20/20 VISION — Portrait Records has signed popular Los Angeles-based rockers, 20/20. The band and friends celebrated the signing at a recent Whisky appearance. Pictured (l-r) are: Rezi Kashfi, Menage a Trois Management; Larry Harris, vice president and general manager of Portrait Records; Steve Allen, 20/20; Arlene Matza, manager of A&R for Portrait; Mike Gallo, 20/20; Chris Silagi, 20/20; Lorne Saiter, VP of A&R, Portrait; Ron Flynt, 20/20; front row: Greg Rogers, director of merchandising for Portrait; Shelly Safran, Menage a Trois Management; Larry Douglas, director of promotion for Portrait; and Robby Randall, Menage a Trois Management.

RCA Sets Major Ad, Promo Push On Triumph LP

(continued from page 12)

album covers, minis and prepared ad mats. Thirty and sixty-second AM/FM spots have also been set for maximum radio exposure in every U.S. city the group has played, including those not slated on Triumph's upcoming tour itinerary.

Special promotions will be featured in each market on the Triumph U.S. tour, which begins in Spokane, Wash. June 1 after 20 dates in Canada and Vancouver, and the band will be making in-store and radio visits. The band will usually be playing 3,000-5,000 seat auditoriums, co-headlining in most cities because of the elaborate nature of its stage show and the vast amount of equipment being used.

Commenting on the extensive scope of RCA's ad and marketing campaigns, Mort Weiner, director of pop merchandising, said, "Based on the success of the group in Canada and the fact that large numbers of LPs have been sold wherever it's toured, we feel that the investment made in support of both the album and the tour will show a strong return. Since the band members themselves are very business-oriented, we are receiving their full commitment in this effort."

"The campaigns have been well-planned and coordinated and in anticipation, we started on this three to four weeks ahead of the release of the album. Our radio support, planned by Joshua Biardo, director of national album promotion, is the best I've ever seen. We will be capitalizing on the strong visual presentation of the band by using parts of a 20-minute film clip for TV spots and in-store play. We've tried to cover every aspect in merchandising this album and we're confident that it will be a success."

Pressing Plant Business Down

(continued from page 8)

ABC and A&M as CBS manufacturing customers. The CBS spokesman would not say whether the company had added any new customers.

A spokesman for Capitol Records, which operates a total of five plants in New Jersey, Illinois, Virginia, and two in Los Angeles, declined to estimate the label's current production volume, but he said its facilities were not operating at peak capacity. "It's the nature of this business to experience feast or famine," he explained, "but there's nothing one or two hits won't cure. They're as inevitable as the sun coming up in the morning. I'm sure we'll see some hits in the not too distant future."

Al Bergamo, president of the MCA Distributing Corp., said the ABC acquisition had put a burden on the company's pressing plants in Gloversville, N.Y., and Pinckneyville, Ill., and that MCA was looking into the possibility of either adding a third plant on the west coast or upgrading its two sites to handle the additional volume. He noted that the company was recently forced to turn to outside pressers to handle some production on singles.

The MCA plants laid off as many as 50 percent of their employees in the fourth quarter of 1978 and the first quarter of 1979, and Bergamo said that, were it not for the acquisition of ABC, "MCA would probably be in the same position as the other manufacturers." He estimated that without the added ABC volume, MCA would probably be running at only 60-75 percent capacity.

A spokesman for RCA Records said its plants in Los Angeles, Indianapolis, and Rockaway, N.J., were running three shifts a day on a five-day basis, but declined to elaborate any further.

DISCO

DISCO BREAKS

TOP 30 DISCO

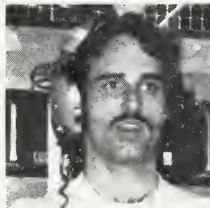
	Weeks On Chart		Weeks On Chart
1 DANCER/DANCE TO DANCE GINO SOCCIO (RFC/WB — LP)	1 9	16 MY BABY'S BABY* LIQUID GOLD (Parachute/Casablanca — 12")	22 4
2 HE'S THE GREATEST DANCER/WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic — LP/12")	2 11	17 LET ME BE YOUR WOMAN (ALL CUTS) LINDA CLIFFORD (Curton/RSO — LP)	19 3
3 TAKE ME HOME CHER (Casablanca — LP)	5 8	18 MUSIC IS MY WAY OF LIFE PATTI LABELLE (Epic — 12")	21 3
4 (EVERYBODY) GET DANCIN'* BOMBERS (West End — 12")	3 11	19 BAD BAD BOY THEO VANESS (Prelude — LP)	24 2
5 DISCO NIGHTS G.O. (Arista — 12")	8 9	20 NIGHTIME FANTASY* VICKI SUE ROBINSON (RCA — 12")	20 4
6 DANCE WITH YOU* CARRIE LUCAS (Solar/RCA — 12")	10 5	21 THERE BUT FOR THE GRACE OF GOD GO I* MACHINE (Hologram/RCA — 12")	14 13
7 BANG A GONG WITCH QUEEN (Roadshow/RCA — 12")	11 7	22 PICK ME UP, I'LL DANCE* MELBA MOORE (Epic — 12")	23 5
8 FORBIDDEN LOVE* MADLEEN KANE (Warner Bros. — 12")	12 6	23 KEEP ON DANCIN' GARY'S GANG (SAM/Columbia — 12")	17 16
9 HOLD YOUR HORSES (ALL CUTS) FIRST CHOICE (Gold Mind/Salsoul/RCA)	9 7	24 BELLE DE JOUR (ALL CUTS) ST. TROPEZ (Butterfly — LP/12")	26 2
10 I GOT MY MIND MADE UP* INSTANT FUNK (Salsoul — 12")	4 12	25 BY THE WAY YOU DANCE BUNNY SIGLER (Gold Mind/Salsoul/RCA — 12")	27 5
11 FIRE NIGHT DANCE PETER JAEQUES BAND (Prelude — LP)	6 11	26 ROCK IT TO THE TOP MANTUS (S.M.I. — LP/12")	28 2
12 WORK THAT BODY* TAANA GARDNER (West End — 12")	16 4	27 IN THE NAVY VILLAGE PEOPLE (Casablanca — LP/12")	30 2
13 MAKIN' IT* DAVID NAUGHTON (RSO — 12")	13 6	28 BOOGIE WOOGIE DANCIN' SHOES* CLAUDJA BARRY (Chrysalis — 12")	— 1
14 I (WHO HAVE NOTHING)* SYLVESTER (Fantasy — 12")	15 4	29 RING MY BELL* ANITA WARD (TK — 12")	— 1
15 KNOCK ON WOOD AMII STEWART (Ariola — 12")	7 10	30 SHAKE YOUR BODY (DOWN TO THE GROUND) JACKSONS (Epic — 12")	— 1

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

PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
Al Paez New Orleans	Ring My Bell Anita Ward — T.K.	Have A Cigar Rosebud — Warner Bros.
Danny Krivit New York	By The Way You Dance B. Sigler — Gold Mind	Bad For Me Dee Dee Bridgewater — Elektra
Michael Neuman Omaha	Let Me Take You Dancing Bryan Adams — A&M	Hot Stuff Donna Summer — Casablanca
Tim Rivers San Francisco	I'm So In Love With You Mantus — SMI	Hot Stuff Donna Summer — Casablanca
Jim Knapp Tampa	Goodnight Tonight Wings — Columbia	Do You Wanna Party K.C. & The Sunshine Band — T.K.
Paul Curtis Seattle	My Baby's Baby Liquid Gold — Parachute	I Can Tell Chanson — Ariola
Bill Sandor Pittsburgh	Keep My Lovelight Burnin' Evie Sands — RCA	Music Is My Way Of Life Patti Labelle — Epic
Jose Bonillo Brooklyn	If You Want It You Got It Sandra Evans — Venture	Dance By Myself Dalton & Dubarri — Hilltak
Peter Lewicki Chicago	Hot Stuff Donna Summer — Casablanca	Boogie Business Lamont Dozier — Warner Bros.
Bob Smith Charlotte	All Through Me Laura Taylor — T.K.	Boogie Woogie Dancin' Shoes Claudja Barry — Chrysalis
Lou Lacoste Los Angeles	Hot Stuff Donna Summer — Casablanca	Panic French Kiss — Polydor
Preston Powell New York	There For the Grace Machine — Hologram/RCA	High On Mad Mountain Mike Theodore — Atlantic
Chuck Weissmuller Chicago	I Can Tell Chanson — Ariola	Hot Stuff Donna Summer — Casablanca
Danae Jacovidis Boston	Roads Of Life Bobby Womack — Arista	Hot Stuff Donna Summer — Casablanca
Chuck Parsons Baltimore	My Love Is Music Space — Casablanca	Heaven Must Have Sent You Bonnie Pointer — Motown

THE FIRST HURRAH — In recent months since its format change **KIIS-FM** has maintained a relatively low profile in Los Angeles. However, in recent weeks, **KIIS-FM** "All Disco For Southern California" has intensified its image campaign with new billboards across town and a successful disco extravaganza at the **Hollywood Palladium** April 7. The event was the first full-scale celebration of the station's format change. Coordinated by **Meridith May**, director of promotions for the station, in association with **Ed Boyd**, general manager, the Palladium party drew more than 2500 people who enjoyed disco dance instruction by **Ken Kashan**, disco make-up displays by **Marie Augustine**, leather fashions by **Mark Stein**, hair styles by **Jon Peters' Salons** and a great night of music provided by **Mike Harper of Discody Sound Systems**. In addition, the party goes milled among the colorful merchandising displays arranged by **TK, Atlantic, Polydor, RSO, Ariola, Chrysalis, Casablanca, Warner Bros., Arista, RCA** and local **Kapri Records**. Many artists made appearances at the bash including **Alton McClain & Destiny, Arpeggio, Carrie Lucas** and the **Glass Family** who performed live vocal over tracks and **Tuxedo Junction, G.O., David Naughton** and **Linda Clifford** who presented awards and signed autographs. With **Sherman Cohen**, music director and **Mike Wagner**, program director on hand, the other **KIIS-FM** jocks **Paul Freeman, Bruce Philip Miller** and **Joe Daniels** pitched in with MC duties.



D.J. Steven Smith

NAMES IN THE NEWS — **Billy Smith** has been named to head a new disco label to be distributed by **London Records**. Smith reports that the as-yet-unnamed label will handle exclusively disco product. The **Howard Smiley**-produced acts, **Pompeii** and **Thunder Bay** will be released by the new Smith label . . . **Tarquin Featherstonshaw** is the new western regional disco representative for **RCA, TQ**, as Tarquin is known by his friends, was most recently with **Ariola**. He replaces **Jeanne Radnetter** who is planning several photographic projects . . . **Ted Sclavos** has been named director of disco promotion for **Audio Fidelity**. Ted comes from **SMI** which is distributed by **Audio**. His main project continues to be the new **Mantus LP**. Ted can now be reached at: (212) 757-7111 . . . **JDC Records** has reorganized recently. **Skip Goodman** left a month ago while

(continued on page 42)

REVIEWS

THE MIKE THEODORE ORCHESTRA — **High On Mad Mountain** — **Westbound/Atlantic** **WT 6109 — LP — List: 7.98**

Did you receive a mysterious test pressing in the mail that had no markings on the outside and incredible music on the inside? You can thank **Israel Sanchez**. The teaser was for the **Mike Theodore Orchestra**. Among those playing on the LP are **Dennis Coffey, King Errisson, CJ & Company** and the **Fantastic Four**. The title track is stunning. Primitive chant vocals, dashing strings, vibrant horns and a guttural percussion break make this a dance-floor winner. "Wonder Man" is lighter in mood but packs just as powerful a punch. "Disco People" opens with steady kick and congas which build nicely to the to-the-point lyric. "Dragons Of Midnight" with its monster growls and strong rhythmic underpinnings is suited to the midnight hour crazies. Check this LP out immediately.

EL COCO — **Dance Man/Love Exciter** — **AVI-270-D — 12" — List: 3.98**

This first 12" from the forthcoming **El Coco** album was produced by **Laurin Rinder** and **Michael Lewis**. "Dance Man" with its clipping drum beat, flutter of syndrums and funky overlapping of keyboards and strings is likely to suit those moments on the way up. The vocals have a breathy child-like quality. The overall romantic effect is bolstered by a tasty string arrangement. "Love Exciter" opens with a funky keyboard line which repeats and then is surrounded by a jumpy rhythm guitar. Strings again carry the focus. The vocals are again comparatively silky and romantic. The break has strong potential for ecstatic moments.

DIRECT CURRENT — **Everybody Here Must Party** — **TEC #59A — 12" — List: 3.98**

Produced by **Doug King** and **Nick Martinelli** and mixed by **Billy Kennedy**, this 12" is worth consideration. **Deborah, Dorothy** and **Denise Clement** do a fine job. Opening with a wired-up bass and handclaps, the rhythm tracks on this song are excellent. Tambourine and congas join the handclaps to create a solid party mood. The vocals are outgoing and down-home. Strings, keyboards and guitars add nice punch. **Direct Current** is plugged in on this effort.

RADIO

DISCO

HIGHLIGHTS

BANG A GONG — **WITCH QUEEN**
PRIME MOVER: WDMT, WDRO, KIIS-FM, 96X, KRLY.
BELLE DE JOUR (LP/12") — **ST. TROPEZ**
ADD: KJLA, 96X. **PRIME MOVER:** KIIS-FM, KINT, WKTU, KRLY, KXTC.
BOOGIE WOOGIE DANCIN' SHOES — **CLAUDJA BARRY**
ADD: KJLA, WMAK, WDKB. **PRIME MOVER:** KIIS-FM, KINT, KFMX, KXTC.
DANCE WITH YOU — **CARRIE LUCAS**
ADD: WKTU. **PRIME MOVER:** WDRO, WBOS, KIIS-FM, 96X, WCAU, WKYS, KRLY.
DISCO NIGHTS — **G.O.**
PRIME MOVER: WDMT, WDKB, WDRO, KUTE, 96X, KFMX.
FORBIDDEN LOVE — **MADLEEN KANE**
PRIME MOVER: WDRQ, WBOS, KIIS-FM, KINT, WKTU, 96X, KXTC.
HE'S THE GREATEST DANCER/WE ARE FAMILY — **SISTER SLEDGE**
ADD: KINT. **PRIME MOVER:** WDMT, WDRO, KUTE, WMAK.
HOT STUFF — **DONNA SUMMER**
ADD: KJLA, WMAK, KFMX, WGCI-FM, KIIS-FM, WBOS, WDRO, WDMT. **PRIME MOVER:** WKTU, 96X, WKYS, KRLY.
I (WHO HAVE NOTHING) — **SYLVESTER**
ADD: WKYS, WCAU, WKTU. **PRIME MOVER:** KIIS-FM, WKTU, 96X, WKYS, KFMX.
IT MUST BE LOVE — **ALTON McCLAIN & DESTINY**
ADD: WKTU. **PRIME MOVER:** WDKB, WBOS, KFMX, KRLY.
MY BABY'S BABY — **LIQUID GOLD**
ADD: WMAK, KINT, WDMT. **PRIME MOVER:** WBOS, KIIS-FM, WKTU, KXTL.
STAR LOVE — **CHERYL LYNN**
PRIME MOVER: WDRO, KINT, 96X, WKYS, KRLY.
THERE BUT FOR THE GRACE OF GOD GO I — **MACHINE**
PRIME MOVER: WDMT, WDRO, KUTE, WGCI-FM, WKYS.

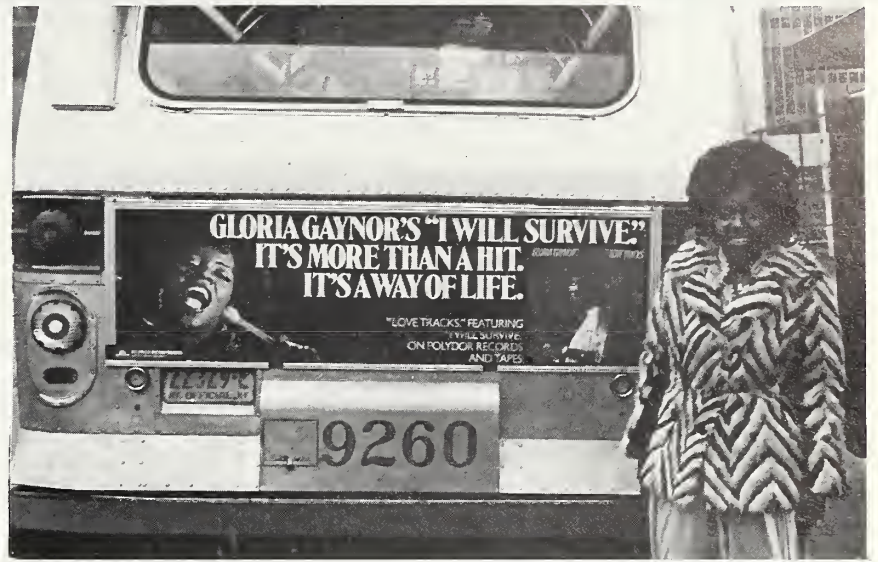
MERCHANDISING

SINGLES BREAKOUTS

- | | | |
|---|---|---|
| Pickwick — National
DR. HOOK
EXILE
OLIVIA NEWTON-JOHN
NIGEL OLSSON
LINDA RONSTADT
BOB SEGER
REX SMITH
STYX
DONNA SUMMER | Galgano — Chicago
APRIL WINE
THELMA HOUSTON
LITTLE RIVER BAND
SISTER SLEDGE
SYLVESTER
BOB WELCH | Richman Brothers — Philadelphia
CLAUDJA BARRY
BEE GEES
BRICK
PHYLLIS HYMAN
JONES GIRLS
OHIO PLAYERS
RAYDIO
REAL THING
STYX
SUPERTRAMP
TAVARES
WAR |
| Peaches — Cincinnati
LINDA CLIFFORD
ELVIS COSTELLO
CHERYL LYNN
WAR | Tower — Seattle
BEE GEES
CHERYL LYNN
DONNA SUMMER | Tape City — New Orleans
ALLMAN BROTHERS
BEACH BOYS
PEACHES & HERB
MARC TANNER BAND
VILLAGE PEOPLE |
| Tower — San Francisco
ALLMAN BROTHERS
BADFINGER
INSTANT FUNK
BARBARA MANDRELL
ALTON McCLAIN & DESTINY
DAVID OLIVER
ORLEANS
POINTER SISTERS
RAYDIO
ROCKETS
RAY STEVENS
NARADA MICHAEL WALDEN | Record World, T S S — New York
BEE GEES
SAINT TROPEZ
DONNA SUMMER
TUBES | Discount — St. Louis
RANDY BROWN
SAMMY HAGAR
DAVID NAUGHTON
SPYRO GYRA |
| Harmony Hut — Washington
BEE GEES
DELEGATION
RICK JAMES
ORLEANS
GINO SOCCIO | Poplar Tunes — Memphis
ALLMAN BROTHERS
ANGELA BOFILL
GAP BAND
ISLEY BROTHERS
POLICE
RAYDIO
BOB SEGER
TYCOON
NARADA MICHAEL WALDEN
WINGS | Wherehouse, — Los Angeles
FOXY
SAMMY HAGAR
RICK JAMES
OLIVIA NEWTON-JOHN
NIGEL OLSSON
ORLEANS
GEORGE THOROGOOD |
| Cactus — Houston
BOMBERS
RICK JAMES | Radio Doctors — Milwaukee
APRIL WINE
CHER
ORLEANS
SUPERTRAMP | Bee Gee — Albany
GEORGE HARRISON
OLIVIA NEWTON-JOHN
PEACHES & HERB
DONNA SUMMER
VILLAGE PEOPLE |

ALBUM BREAKOUTS

- | | | |
|---|--|---|
| Camelot — National
BAD COMPANY
CHER
NATALIE COLE
ART GARFUNKEL
GEORGE HARRISON
JOURNEY
FRANK MILLS
SUPERTRAMP
VAN HALEN
VILLAGE PEOPLE | Peaches — Cleveland
JOURNEY
FRANK MILLS
SUZI QUATRO
VAN HALEN
VILLAGE PEOPLE | Peaches — Atlanta
RICKIE LEE JONES
POLICE |
| Lions Share — Indianapolis
LOWELL GEORGE
IAN HUNTER
RICKIE LEE JONES
SYLVESTER | Independent — Denver
AVERAGE WHITE BAND
BADFINGER
LINDA CLIFFORD
FOXY
RICKIE LEE JONES
MASS PRODUCTION
POLICE
TATA VEGA
WAR
WHISPERS | Flipside — Chicago
BABYS
LOWELL GEORGE
GO
HELLFIELD
IAN HUNTER
GRAHAM PARKER
SUSAN
"THE WARRIORS"
TRIUMPH |
| Wherehouse — Los Angeles
NATALIE COLE
ART GARFUNKEL
DWIGHT TWILLEY | Korvettes — National
LINDA CLIFFORD
GO
"HAIR"
JOE JACKSON
FRANK MILLS
STARZ
SYLVESTER
TYCOON
VILLAGE PEOPLE
FRANK ZAPPA | Tower — Los Angeles
IRONHORSE
HUBERT LAWS
JERRY LEE LEWIS
NO DICE
SAINT TROPEZ
SUSAN |
| Disco 'O' Mat — New York
JAY FERGUSON
IAN HUNTER
LEAH KUNKEL
ORLEANS
GRAHAM PARKER
REX SMITH
VAN HALEN | Cactus — Houston
McGUINN, CLARK & HILLMAN
MICHAEL MURPHEY | Sam Goody — New York
GRAHAM PARKER |
| Peaches — Dallas
JOURNEY
DAVE LAMBERT
MICHAEL MURPHEY
NIGEL OLSSON
SUPERTRAMP | Radio Doctors — Milwaukee
BOOMTOWN RATES
LINDA CLIFFORD
GO
IAN HUNTER
ORLEANS
SUZI QUATRO
REX SMITH
TUBES
VILLAGE PEOPLE
GROVER WASHINGTON | Sound Warehouse — San Antonio
HERMAN BROOD
LINDA CLIFFORD
JAY FERGUSON
GLASS FAMILY
"HAIR"
JOHN KLEMMER
HARVEY MASON
SUSAN
UK
GROVER WASHINGTON |
| Streetside — St. Louis
BOOMTOWN RATES
ROXY MUSIC
REX SMITH | Everybody's — Portland
BLONDIE
LOWELL GEORGE
RICKIE LEE JONES
JOURNEY
PEACHES & HERB
POLICE
CARLOS SANTANA
SISTER SLEDGE
SPYRO GYRA
VAN HALEN | Peaches — Bethal Park
LINDA CLIFFORD
JOURNEY
OAK RIDGE BOYS
TIN HUAY
WAR |
| Odyssey — Santa Cruz
AVERAGE WHITE BAND
LINDA CLIFFORD
ART GARFUNKEL
GO
HOT TUNA
RICKIE LEE JONES
JERRY LEE LEWIS
GRAHAM PARKER
SUZI QUATRO
VILLAGE PEOPLE | Soul Shack — Washington
PATTI AUSTIN
LINDA CLIFFORD
TEENA MARIE
STEPHANIE MILLS
SALSOUK ORCHESTRA
SKYY | DJ's Sound City — Seattle
ALLMAN BROTHERS
GEORGE HARRISON
EDDIE MONEY
VILLAGE PEOPLE |
| Handleman — National
BLONDIE
LINDA CLIFFORD
NATALIE COLE
JOURNEY
EVELYN "CHAMPAGNE" KING
PEACHES & HERB
POLICE
KENNY ROGERS & DOTTIE WEST
SUPERTRAMP
VILLAGE PEOPLE | Pickwick — National
AVERAGE WHITE BAND
BLONDIE
NATALIE COLE
ENGLAND DAN & J.F. COLEY
"HAIR"
JOURNEY
EVELYN "CHAMPAGNE" KING
MAZE
SUZI QUATRO
KENNY ROGERS & DOTTIE WEST
SISTER SLEDGE
SUPERTRAMP
VAN HALEN
VILLAGE PEOPLE
FRANK ZAPPA | Bee Gee — Albany
LINDA CLIFFORD
"HAIR" |
| Richman Brothers — Philadelphia
STEVE FORBERT
LOWELL GEORGE
TYCOON | Poplar Tunes — Memphis
LOWELL GEORGE
GO
EVELYN "CHAMPAGNE" KING
OHIO PLAYERS
GRAHAM PARKER
RAYDIO
SUPERTRAMP
FRANK ZAPPA | Peaches — Oklahoma City
JAY FERGUSON
LOWELL GEORGE
JERRY LEE LEWIS
OAK RIDGE BOYS
KENNY ROGERS & DOTTIE WEST
STATLER BROTHERS |



GAYNOR IN TRANSIT — Polydor recording artist Gloria Gaynor took a New York City bus to several record stores in New York to thank customers and record store staffers for helping to make her "Love Tracks" LP go platinum.

Motown To Launch Largest TV Campaign, Features Gaye, James

LOS ANGELES — Motown Records, in support of current product releases from Marvin Gaye and Rick James, will be launching the most extensive television advertising campaign in the label's history, to begin this month and run throughout May. Simultaneous campaigns for both James and Gaye have been set, although similar elements will be utilized in both campaigns.

Key national markets will be focused on in each campaign, featuring 30-second spots to be aired during prime-time, prime-access and late-night programming, all seven days of the week. In addition, concentrated radio time buys, extensive in-store displays and materials and consumer press advertising have been planned for each market to reinforce the TV campaigns.

In-store video tape displays will be distributed nationally by PromoVision to such major retail chains as Peaches, Oz Records, D.J.'s Sound City, Harmony House, Record Town of Houston, Soundwarehouse and the National Record Mart. The Gaye tape features the single "A Funky Space Reincarnation" and the James video highlights the "High On Your Love Suite" single and the title track from his LP, "Bustin' Out Of L Seven."

The Gaye campaign will focus on the Los Angeles, Chicago, Detroit, Cleveland and Atlanta markets, where sales of past Gaye products have been particularly strong. In addition to the 30-second spots, 10-second spots will also be utilized, with several spots planned for daytime airing around soap operas, in keeping with the theme of the album. The James campaign coincides with his first national tour as a headliner, with 30-second spots airing in New York, Los Angeles, Chicago, Detroit, Washington, Atlanta, Cleveland and Baltimore. Spots will run prior to and following scheduled tour dates in each market.

New Campaign Set For Mushroom's Doucette

LOS ANGELES — Mushroom Records is launching major promotional, marketing and publicity campaigns in support of Jerry Doucette's new LP, "The Deuce Is Loose." The label will soon be supplying major markets with promotional material including: buttons, mobiles, point of purchase displays, T shirts and posters. Doucette just captured Canada's Juno award for most promising artist of the year in 1978. His new album will be shipping gold in the Canadian market.

NARM's Grossman Stresses Key Role Of LP Dealers In Video

NEW YORK — The recent annual seminar of the International Tape Association at Hilton Head, S.C. featured an address by David Grossman, manager of special projects for NARM, who discussed the emerging role of the record and tape dealer as an outlet for home video products.

In his speech entitled "Software Merchandising Muscle: The Record Retailer," Grossman emphasized that "... the marketing and merchandising expertise that the record retailer has in selling audio software is easily applicable to selling video software."

Grossman used a slide presentation to illustrate his remarks. The slides provided visual examples of retailers that are currently enjoying success by cross-merchandising records and tapes along with pre-recorded video cassette programs. Grossman stressed that video software manufacturers and distributors must, like record companies, offer liberal return policies, easier minimum purchase quotas, advertising and point of purchase merchandising support, and extended dating programs.

Capricorn To Ship 3

NEW YORK — Capricorn will release three albums in April. Shipping April 16 are "Night of the Living Dregs" by the Dixie Dregs, and "Balls Out," the debut album by Two Guns. Shipping April 25 is "Boatz," the debut album by Boatz.



UNIDENTIFIED FLYING 45s — Licorice Pizza in conjunction with Chrysalis Records and Pickwick Distributors recently ran a contest in support of UFO's "Strangers In The Night" LP that awarded 200 lucky people with UFO flying 45s. Pictured sifting through entry blanks (l-r) are: Morris Sullivan, marketing rep for Pickwick distributors; Lee Cohen, advertising director for Licorice Pizza; and Brendan Bourke, national merchandising coordinator for Chrysalis Records.

TOP SINGLE BREAKOUT OF THE WEEK

LOVE TAKES TIME — ORLEANS — INFINITY

TOP ALBUM BREAKOUT OF THE WEEK

GO WEST — VILLAGE PEOPLE — CASABLANCA

E/P/A Developing Superstars

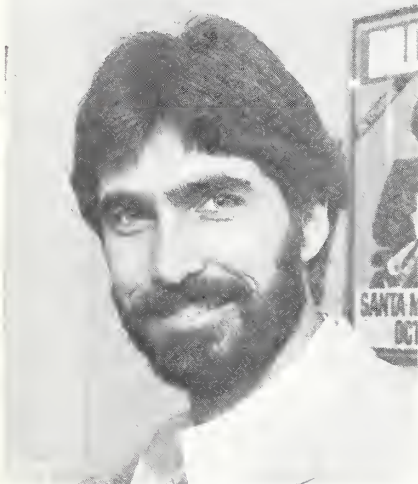
(continued from page 8)

level of street consciousness among his staff members. "It's a matter of developing and strengthening the existing departments here, and getting them perhaps more in synch with the needs and requirements of the CBS branch distribution system," he explained, adding that "one of my priorities on this job is to bring the headquarters departments together to insure that we are basically all operating on the same set of priorities."

In-Store Emphasis

Before assuming his present position, McCarrell was vice president of merchandising for Columbia Records. It is not surprising, therefore, that he is a strong believer in the value of in-store merchandising.

"There comes a point in the life of a record where the music has to stand on its



Ron McCarrell

own," he stated. "And CBS Records — E/P/A specifically — is a strong enough, sophisticated enough operation to do that. We can get the records in the stores; we can get the displays in the stores; we can get the records played; we can advertise them, market them, merchandise them. But there comes a point in the life of a record — and this is really my philosophy — when a consumer has to hear it a few times, perhaps, and respond to it enough to go into a store and buy it.

"Our market research has told us that consumers go into record stores pretty much with specific ideas in mind as to what they want to buy, but very often they change their mind. We've discovered that as many as three out of five record sales are made in impulse at point of purchase, so I think we're going to see from E/P/A — through the CBS branch distribution system — a much greater effort at the in-store level than in the past."



LARSON LOVERS — Warner Bros. Records put on mass gold presentation ceremony in honor of Nicolette Larson's "Nicolette" LP which was recently certified gold by the RIAA. The entire staff of the Burbank home office of WEA Distributing Corp. and their friends turned out for the presentation.

McCarrell did not deny the crucial role of airplay in record sales for most acts. But he pointed out that the Clash have sold 130,000 copies of their latest album, "Give 'Em Enough Rope," without receiving substantial airplay. He attributed these sales to "tremendous critical support," their sold-out shows in America, and old-fashioned word-of-mouth. "All we need from this band is one cut to go on radio, and the sky is the limit," he commented. Then he added that, even without pumping out commercial radio hits, the Clash will be "a trend-setting band for the '80s."

At another point, while discussing the forthcoming album by Ted Nugent, McCarrell remarked, "I think it's interesting that, as an industry, we're seeing less and less radio support in terms of airplay for the hard rock acts. Nevertheless, Nugent sells multi-platinum numbers every time out. There's certainly, in my mind, a huge untapped radio audience for this kind of music, and it's something that's not being programmed in a major way around the country — the Ted Nugent, Black Sabbath, Aerosmith kind of hard rock."

Meanwhile, of course, the most-discussed current alternative to radio play is disco play, and E/P/A has been getting more involved in the disco field of late. McCarrell was especially enthusiastic about the potential of McFadden & Whitehead, whose "Ain't No Stoppin' Us Now" 45 began as a disco record and is currently bulleting up the **Cash Box** Black Contemporary Chart. Patti Labelle and Melba Moore also have disco records out, and disco product will be released by such unlikely acts as Cheap Trick and Wet Willie.

Although McCarrell feels that 12-inch disco singles detract from album sales when both are on the market, he stressed the value of the 12-inch as a promotional tool. "They are a profit item for us, too," he added.

McCarrell noted that E/P/A will not always release a seven-inch version of a song that it is putting out as a 12-inch (although the 45 will always be serviced to pop radio stations). "For example," he said, "in the case of this McFadden & Whitehead record on Philadelphia International, there are two versions of it currently on the market, one of them being an extended 6½-minute disco version, and then there's also a seven-inch 45 for sale. But in certain cases, we will release pure disco records just as a 12-inch and not necessarily for radio."

McCarrell doesn't believe that the 12-inch will ever replace the 45 altogether. "45 sales on disco product may diminish somewhat," he noted, "but nevertheless, the single record market as a whole continues to be very strong, particularly in the Top 40 rock area."



JANS SIGNED TO INFINITY — Singer-songwriter Tom Jans recently signed a long-term, worldwide recording contract with Infinity Records. Jans joins fellow Infinity artist Dobie Gray, who once recorded and scored a hit with Jans' "Loving Arms." Pictured here following the signing are (l-r): Bud O'Shea, Infinity vice president and general manager; Ron Alexenburg, Infinity president; Jans; and Larry Fitzgerald, Fitzgerald-Hartley Management.

Licorice Pizza Celebrates With Sale

LOS ANGELES — In celebration of the 10th anniversary of its retail chain, Licorice Pizza has undertaken an extensive merchandising and promotional campaign. In addition, the 25-store chain has initiated a special sale of its single disc albums, charging \$4.39 for all \$7.98 list records and tapes, and \$4.99 for all \$8.98 list product.

The LP sale and overall anniversary campaign was the joint idea of the Licorice Pizza management officials, who decided to launch the sale and campaign to provide a special bonus discount to its customers, and to draw attention to the chain's 10-year history.

John Houghton, vice president of marketing for Licorice Pizza, wanted to make clear that the \$4.39 sale is only a one-time program, and not a sale which will be regularly instituted by the company.

"We're not out to heat up a price war between us and other retailers," asserted Houghton. "We're only conducting this sales as a one-time, special service to our customers. We want them to take advantage of this very low discount and to help us

celebrate our 10th birthday.

"The \$4.39 album sale is only one aspect of our 10th anniversary promotional campaign," Houghton pointed out. "We have also initiated extensive television, radio and print advertising programs, as well as spotlighting the sale in all of our stores with giant displays, new print and header cards, and special 10th anniversary buttons."

For its radio campaign, Licorice Pizza has enlisted the assistance of numerous pop recording artists to say, "Happy 10th Birthday, Licorice Pizza," at the beginning of the chain's new radio spots. Among the performers participating in these radio ads are Robin Gibb, Donna Summer, Chuck Mangione, Deniece Williams, Fee Waybill of the Tubes, Emmylou Harris, Keith Knudsen of the Doobie Brothers, Kim Carnes, Helen Schneider, Gino Vannelli, Melissa Manchester, and members of Firefall, Poco, Toto and the Raes.

In its television advertising spots, the chain has employed a Dallas-based computer animation firm, Computer Image, to design a series of new TV spots.

ON JAZZ

(continued from page 19)

well — what more could you ask for?"

FESTIVALS AND TRIBUTES — The first Duke Ellington Tribute concert is set for April 27 at UCLA's Royce Hall. Heading the talent lineup are an all-star septet led by guitarist **Kenny Burrell** and the Ellingtonia All Star Big Band, led by **Bill Berry**. The Burrell septet features **Snooky Young** on trumpet, **Benny Powell** on trombone, **Jerome Richardson** on sax and vocalist **Ernie Andrews**. Trumpeter Berry's big band includes **Marshall Royal** on alto sax, **Frank Capp** on drums, **Monty Budwig** on bass, **Pete Christlieb** on tenor sax and **Jimmy Cleveland** and **Buster Cooper** on trombones. The program will also include a special award presentation to surviving members of the Ellington band. Net proceeds from the concert will go to the establishment of a Duke Ellington Scholarship fund at UCLA in cooperation with the Jazz Heritage Foundation and the UCLA Committee on Fine Arts Productions. . . . The emphasis will be on social commentary music and Latin Jazz as **Gil Scott-Heron**, **Flora Purim**, **Joe Cuba**, **Machito** and **Cal Tjader** head the list of performers set for the Cinco de Mayo Spring Jazz Festival, May 6 at the Starlight Bowl in San Diego's Balboa Park. The concert is a fundraiser for the Metropolitan Area Advisory Committee, a nonprofit organization involved in job training and placement in the San Diego area.

KEEPING TRACK OF KLEMMER — Saxophonist John Klemmer, whose latest LP on MCA (by way of that label's recent acquisition of ABC Records), "Brazilia," this week entered the **Cash Box** Jazz chart at #30 bullet, also just came out with an album on Arista's Novus label entitled "Nexus." While jazz fans will have little difficulty distinguishing between the two (the former being an electrified fusion effort, while the latter captures him in an acoustic, sixties-style jam session), Klemmer is not under contract to either company; instead, the best selling, hard blowing player/composer from Chicago recently signed with Elektra/Asylum, which apparently will not be releasing any Klemmer product in the near future. Also, it is understood that he still has two LPs yet to come from MCA: a greatest hits package due some time this summer, as well as a direct-to-disc recording of a live concert.

NEW RELEASES — The latest from Inner City: **Teddy Wilson** ("Three Little Words"); **Doc Cheatham** ("Good For What Ails You"); and **Laurindo Almeida** ("Concierto De Aranjuez"). . . . **Stan Lewis'** Ronn label returning to life with an album of Chicago Blues by **Buster Benton** ("Spider In My Stew").

NEW YORK CLUB AND CONCERT NEWS — **Helen Merrill** appears at Marty's, a new club at 73rd and Third Ave. April 16-19. Argentinian pianist **Carlos Franzetti** at Sweet Basil with a quartet April 24-29. **Cecil Taylor** at the Public Theatre, April 27 (solo) and 28 (group). **Jack Kleinsinger's** Highlights In Jazz is presenting a "Tribute to E.Y. Yarburt," the lyricist of "April In Paris," "Over The Rainbow" and countless other famous songs, on April 19 at NYU's Loeb student center. **Jackie Cain** and **Roy Kral** will headline with **Gene Bertocini**, **John Bunch** and **Don Elliot**.

bob porter & alan sutton

LATIN

LATIN BEAT

TOP 20 ALBUMS

CHICAGO POP

- 1 **EMOCIONES**
JULIO IGLESIAS (Alhambra 3122)
- 2 **LA VOZ RANCHERA**
CHELO (Must 10638)
- 3 **JURO QUE NUNCA VOLERE**
LUPITA D'ALESSIO (Orfeon 321)
- 4 **ROBERTO CARLOS**
(Caytronics 1540)
- 5 **LOLITA DE LA COLINA**
(Arcano 3416)
- 6 **LA MUERTE DE UN GALLERO**
VICENTE FERNANDEZ (Caytronics 1492)
- 7 **LEO DAN**
(Caytronics 1504)
- 8 **ELLA VINO AL VALLE**
FREDDY FENDER (GCP 141)
- 9 **ESPECTACULAR**
JUAN GABRIEL (Pronto 1036)
- 10 **ESTOS SON LOS FELINOS**
(Musart 1735)
- 11 **A LA INSPIRACION DE JIMENEZ**
CHELO (Musart 1238)
- 12 **VAMOS A LA ESCUELA**
CEPILLIN (Orfeon 16010)
- 13 **CAMARON PELAO**
LOS POLIFA CETICOS (Latin Int. 5025)
- 14 **DEMASIADO AMOR**
BASILIO (Zafiro 513)
- 15 **LA HIJA DE NADIE**
YOLANDA DEL RIO (Arcano 3202)
- 16 **AMIS 33 ANOS**
JULIO IGLESIAS (Alhambra 38)
- 17 **BESITOS**
LOS HUMILDES (Fama 560)
- 18 **NUNCA SUPE LA VERDAD**
DANNY DANIEL (Borinquen 1327)
- 19 **EL PARRANDERO**
AGUSTIN RAMIREZ (Freddy 1095)
- 20 **LO NUEVO DE CARLOS GUZMAN**
(Falcon 5016)

CHICAGO SALSA

- 1 **SIEMBRA**
WILLIE COLON/RUBEN BLADES (Fania 537)
- 2 **HOMENAJE A BENNY**
TITO PUENTE (Tico 1425)
- 3 **LA CHARANGA 76 EN EL 78**
CHARANGA 76 (TR 139X)
- 4 **NEW YORK CITY SALSA**
ORQUESTRA BWAY (Coco 140)
- 5 **LA COMEDIA**
HECTOR LAVOE (Fania 522)
- 6 **ONLY THEY COULD HAVE MADE THIS ALBUM**
CELIA CRUZ/WILLIE COLON (Vaya 66)
- 7 **SALSA MAYOR**
(Velvet 8011)
- 8 **SALSA ENCENDIDA**
TIPICA 73 (Inca 62)
- 9 **SPANISH FEVER**
FANIA ALL STARS (CL 35336)
- 10 **EDDIE PALMIERI**
(Epic JE-35523)
- 11 **SABOR SENTIMIENTO Y PUEBLO**
ISMAEL MIRANDA (Fania 530)
- 12 **EN LAS VEGAS**
EL GRAN COMBO (EGC 015)
- 13 **MUSICAL SEDUCTION**
BOBBY VALENTINE (Bronco 106)
- 14 **AMIGOS**
LOUIS RAMIREZ (Cotique 1096)
- 15 **EXPLORANDO**
LA SONORA PONCENA (Inca 1060)
- 16 **THE ARTIST**
JOHNNY PACHECO (Fania 503)
- 17 **A LA CARTE**
MONGO SANTAMARIA (Vaya 74)
- 18 **ESTO SI ES LO MIO**
ISMAEL RIVERA (Tico 1428)
- 19 **INCONQUISTABLE**
DIMENSION LATINA (TH-2040)
- 20 **MACHA MUMBA**
SAOCO (Salsoul 4117)

Celia Cruz, known the world over as "la guarachera del mundo" is the foremost female vocalist in the world of salsa. She's been compared to jazz great **Ella Fitzgerald** and others for her great ability at improvisation (what is known in jazz as scatting but done with rhyming words and phrases in salsa). Her penetrating gutsy voice brings power and excitement to any song she interprets as it is as much an instrument of rhythm as melody.

Celia Cruz is an amazing singer (sonera) and showperson. Her improvisations are always done at the spur of the moment and never repeated. As Celia explains, "It's something you're born with. You can't practice ahead of time because it won't come out right. You'll start thinking of what you're going to say. I never know what I'm going to say. And the same thing never comes out twice."



Celia Cruz

Celia has been singing for some 38 years. Rumors have put her age at close to 60. But upon witnessing and experiencing her stage performance, one would have to say that she is ageless. Her glittering hour glass fitting costumes awe her audiences and her dancing steps and general showmanship on stage are dazzling.

Celia's "golden years" are those 15 years she spent with **La Sonora** traveling South America, the Caribbean, Mexico, Europe and the U.S. Even today she is asked for requests from this era such as "Yerberero," "Barundanga" and her first and favorite recordings "Mata Siguarana," and "Cao

Cao Mani Picao" on the Seeco label. The team was such a success that they were known to their public as "cafe con leche": coffee and milk.

It was with **La Sonora** that Celia met her husband of 16 years, **Pedro Knight**, who played first trumpet with the band. He has since left the group to become Celia's personal manager and spiritual guide.

Celia left **La Sonora** and **Seeco Records** in 1965 and joined **Tico Records** one year later. During this time, she appeared and recorded many LPs with **Tito Puente** which resulted in a few semi-hits.

After this, Celia fell into a slow period in her life. She was given a release from **Tico Records** and signed to **Vaya**. However, the fire of Celia Cruz did not begin to blaze among the younger salsero fans until her appearance as "Gracia Divina" in the Latin opera "Hommy" created by **Larry Harlow**. From this sensational comeback it was uphill all the way for Celia. She recorded a concept LP with **Johnny Pacheco** in 1974, entitled "Celia and Johnny" which went gold. After her second LP with the master of the flute, "Tremendo Cache," Celia could not be stopped. Her excursions with **Fania All-Stars** to Cannes, France and Zaire, Africa were huge successes. Her third LP with Pacheco, "Celia, Johnny, Justo and Papo," went gold. Today, promoters who book her anywhere are assured of a packed house.

Her two LPs of santero (Afro-Cuban to thunderous applause and her spiritual demeanor implants a picture of humble perfection to her fans.

Her two LPs on santero (Afro-Cuban religious) music on the Seeco label are collector's items which are still popular today and add to her history of 50 LPs. She is the proud holder of 20 gold LPs and over a hundred different awards from various countries, institutions, magazines, etc. She recently won the *Daily News* Music Poll for best female Latin vocalist for 1977.

Her most outstanding memories thus far include her warm reception in Cannes, France and when actor **Anthony Quinn** got up to dance while she sang on stage.

Her latest LP with the young creative bandleader/trumpeter **Willie Colon** has plummeted Celia Cruz even deeper into contemporary popularity. This new team of Celia and Willie personifies her intergenerational exchange of song and life.

ray terrace

LATIN PICKS

VIVA ROLANDO — Rolando Laserle — Oasis 332 — No Producers Listed

Veteran Cuban singer Rolando Laserle has been around for some time. In fact, he has recorded with such greats as Tito Puente in the United States. In this album he demonstrates his ability to sing with the best in salsa music. His voice is superb, as this recording done in Mexico clearly demonstrates. The following sides are considered the best: "El Reloj de Pastora," "Tu Boca," "Donde Vas," and "La Primera Lagrima."

SALSA SANTERA — Fernando Ramos Y Su Combo Santero — Orfeon 12-1082 — Producer: Bobby Marin

This album is a dedication to Voodoo chants and vocals with salsa feeling with an orchestra that has the shades of the old Palmieri sound *La Perfecta*. In this album there are a few good solos by trombones and timbales and rhythm section, but no listing for personnel on the liner notes. The vocals are superb; the orchestra is very tight and arrangements are great. Best songs are "Alegre Con Olofi," "Adorar A Batata," "Rey Del Mundo," "Congo Rey Chango," and "A Santa Barbara."

PARA VIVIR UN GRAN AMOR — Cacho Castana — Microfon 2003 — Producer: Jose Carl

Argentine singer Cacho Castana is outstanding on this album of love songs and soft rock. His voice is great, backed by excellent orchestrations. Recording was done well in Argentina. The best songs are: "Mirame Las Manos," "Te Acordas Que Fuiste Mian," "Vamos A Vivir," and "Para Vivir Un Gran Amor." Without a doubt, this album of love songs should go high on the charts all over Latin America.



SINGLES TO WATCH

- MIRIAM NUNEZ** (Orfeon) **Burlate** (Omero Gonzalez)
- MARIO QUINTERO** (Orfeon) **Mejor Otras Gentes Que Tu** (Mario Quintero)
- DUETO AGUA PRIETA** (Epic-Mexico) **Seis Ples Abajo** (Gaston Garza)
- ALFREDO ARROYO** (Epic-Mexico) **Como-Tu** (Lolita de La Colina)
- GUALBERTO CASTRO** (CBS-Mexico) **Te Necesito Mi Amor** (Guillermo De Anda)
- JOSE ANTONIO ALVAREZ** (RCA-Mexico) **Como Es El** (Adolfo Salas)
- CONJUNTO MICHOCAN** (RCA-Mexico) **La Vidva** (Maria Valdez)
- EDUARDO AVILA** (RCA-Argentina) **Un Cigarillo, Usted Y Un Cafe** (VHC)
- ESTUDIANTINA DE LA UNIVERSIDAD LA SALLE** (RCA-Mexico) **Amigo** (R. Carlos/E. Carlos)
- EKO** (RCA-Mexico) **Crel** (Chucho Monge)
- MARIA DE LOURDES** (RCA-Mexico) **Lo Pasado Pasado** (Juan Gabriel)
- LAS ESTRELLAS DE ACAPULCO** (RCA-Mexico) **Pacho Galan** (P. Galan/C. Vidal)
- LOS SHARKS** (RCA-Mexico) **Que Quieres Que Te Diga** (J.R. Camarena)
- MARIA VICTORIA/MARIA LUISA LANDIN** (RCA-Mexico) **Pa Que Me Sirve La Vida** (J.C. Monge)
- CESAR COSTA** (RCA-Mexico) **Dame Un Solo Minuto** (Faccinetti/Negrini)
- IVAN Y SU SATELITE** (RCA-Mexico) **Chiquilla Linda** (Juan)
- GERARDO OLVERA** (RCA-Mexico) **A Donde Vas** (Gerardo Olvera)
- HERNANOS PRADO** (Arriba) **Pa Que Y Por Que** (Esteban Tirado)
- LOS OLIMPICOS "5"** (Arriba) **El Carreton** (El Compadre Valenzuela)
- TIPICA 73** (Fania) **Un Pedacito** (Sabino Penalver)
- JOE CUBA** (Tico) **Tartara** (Diego Ugarte)
- ESTELA NUNEZ** (RCA-Mexico) **Pero Los Tiempos Cambian** (Indalecio Ramirez)
- LOS BARRANQUENOS** (RCA-Mexico) **La Pinta Y El Ronos** (Bulmaro Bermudez)



PAINTING THE TOWN GREEN — Phonogram, Inc./Mercury Records and DJM Records brought a little bit o' Ireland to N.Y.C. recently when they threw a bash for the DJM Irish rock act Horslips at Christopher's, including traditional Irish bands, folk dancers and leprechauns. The event was hosted by actress Geraldine Fitzgerald. Pictured at the festivities (l-r) are: Charles O'Connor, Horslips; Fitzgerald; Barry Devlin, Horslips; Bob Sherwood,



Phonogram, Inc. president; Carmen La Rosa, DJM general manager; Burt Naidoff, Phonogram regional marketing manager; Steve Katz, vice president of A&R for Phonogram; Steve Greenberg, DJM local promotion; Alison Steele, WNEW-FM; La Rosa; Jim Jeffries, Phonogram vice president of national promotion; Fitzgerald, Eamon Carr, Johnny Fear and Jim Lockhart of Horslips.

Mounting Returns Cause Woes For Wholesalers And Retailers

(continued from page 7)

returned. Processing and storing the returned albums at Stark/Camelot's central warehouse in North Canton, Ohio, made up the bulk of the expense, Bressi said, noting that at least ten employees worked full-time on returns.

David Lieberman, president of Lieberman Enterprises, one of the nation's leading rack jobbers, stated that "the cost of handling returns significantly affects our bottom line, to the tune of 25 to 30 cents per copy." Dave Marker, co-principal of the Los Angeles-based Music Plus chain, noted that while his chain's return rate is normally about 10 per cent, this year's early slump has brought the figure up to 20 per cent.

Manufacturers' Delays Cited

"Because most record companies aren't seeing the growth they were looking for this year," Marker declared, "quotas are harder to reach and they are getting more reluctant to process return requests."

Alleged delays by manufacturers in authorizing credit for returns was a major source of discontent among the retail executives surveyed. Schneider noted that record companies "have seemed more reluctant and slower to accept returns in recent months." Tom Keenan, owner of the six-store Everybody's Records chain in Oregon, who estimated that returns are costing him between \$100,000 and \$200,000 annually, cited one of the three major manufacturers for trying to enforce 15 percent return quotas. "They don't want to take back a lot of records without fresh releases to trade them for. What they really want is for you to order a couple of times more than you return; they don't want to just exchange."

Further Slowdown?

And, according to an executive for a major southern retail chain, "there are indications that the credit pipeline will slow down even further." Such a development, stated John Cohen, president of the 34-store Disc chain, who estimated his return rate at 14 per cent per year, would compound a serious concern. "What do you do about your inventory and payables?" Cohen asked. "If your inventory grows in leaps and bounds and your volume goes up a little, that's a sure way to make a store unprofitable." Cohen estimated that he loses "at least" 30 to 40 cents per record on returns.

Karol, however, did not see the delay problem as a new development. "The manufacturers try their best to delay the returns as long as possible," the veteran retailer claimed. "By delaying the returns, hopefully, you'll sell a few more records

and, of course, for the salesman working on commission and his superiors, why should the money come out of this month's billing? Let's go to next month's, or the month after. Nobody's in a hurry to authorize returns."

Karol, along with most of the other retail executives, viewed returns as an "inherent problem in the record business." The source of the problem, according to Karol, has been the record companies' tendency to "try and overpower the retailer with records. They won't take 'no' for an answer, and they'll sweeten the deal with all kinds of goodies, which are very tempting, because you are competing for advertising dollars with your retail competition."

"It is a constant problem," agreed Cohen, "because of the tremendous number of releases the manufacturers force on the merchandisers." In addition, Bressi cited two other sources of the return problem, including "the intensity of manufacturers on artist development. They want to get coverage on the new artist at retail, and we try to help them. But this does cause returns, because so many artists don't make it through."

Bressi, while adding that "mistakes in buying" by retailers played a significant role in the return situation, also noted that buyers are sometimes pressured by the record companies to overbuy "in order to get returns — which continues to steamroll the problem."

Although retailers such as Cohen termed the expenses of returns "unnecessary," other executives, including John Kaplan, executive vice president of the Handleman Corporation, defended the returns policy as a necessary part of the record business. "Yes, it's costly," Kaplan said, "but that's what it has to be. This business is completely dependent on new acts for new areas of growth. There has to be the guarantee factor, or everybody would be afraid to take a chance."

And Russ Hapgood, financial vice president of the 88-store Record Bar chain, noted that his chain had an entire separate 25,000 sq. ft. warehouse with 18 employees which is used exclusively for returns. "From our standpoint," he said, "it represents an additional cost of doing business. The worst part is that it ties up cash that could otherwise be earning interest. But if you take the situation as a given, then such a warehouse would be looked on as a positive return on investment in terms of speeding up cash flow and credits."

Adds Bressi, "this is a roll-of-the-dice business, and there's no way around returns. I don't think it's unfair for us to absorb the costs."

Suit Charges False Claims By Integrity

(continued from page 8)

Integrity had violated the terms of their agreement by distributing press releases Feb. 14 and March 20 without her knowledge.

"I was very distressed at having no knowledge of those releases," said Daniels of the prepared statements which reported a downward revision of previous earnings forecasts for the fiscal year ending June 30. "The information they had been giving me up until that time was that everything was marvelous."

Stock Decline

Integrity's stock, which earlier this year was trading over-the-counter at about \$5 a share, hovered around the \$2.25 to \$2.75 mark last week.

The company's announcement issued April 12 quoted its president Lee Hartstone as saying the class action suit against Integrity and several of its officers was filed in U. S. District Court in New York City.

According to the announcement, "The complaint alleges principally that Integrity has made false and misleading statements during its current fiscal year concerning inventory obsolescence, stating that inventory obsolescence was not a significant factor in its operations because of a record industry exchange privilege."

However, the complaint was quoted as saying, "in fact Integrity was suffering from rapidly increasing inventory obsolescence, which could not be corrected by such exchange privilege."

The complaint alleges further that "as a result thereof, Integrity was forced to mark down the price of its records and tape inventory in order to sell such inventory, resulting in decline in sales and net earnings," according to the announcement.

The Integrity statement concluded: "Mr. Hartstone stated that in management's opinion, the charges are wholly without basis or merit, the conclusions are false and the litigation will be vigorously defended."

Hartstone could not be reached for comment about the lawsuit.

Integrity operates approximately 130 retail outlets doing business as the Wherehouse, Big Ben's and Hits-For-All in California, Arizona and Nevada.

MCA Pushes Dramatics

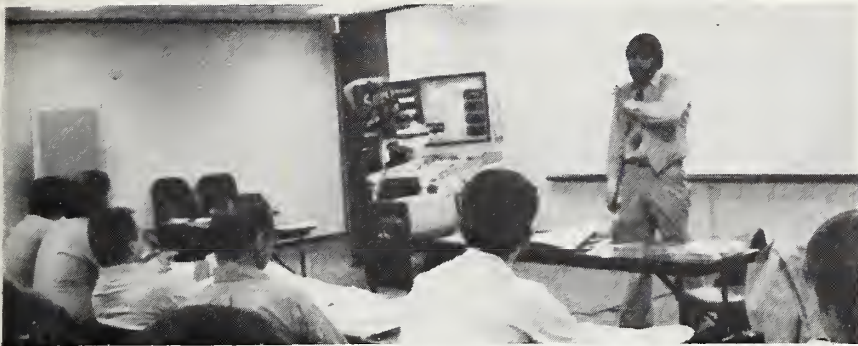
LOS ANGELES — The Dramatics' new album, "Anytime, Anyplace," is the object of a major multi-media marketing/merchandising campaign, by MCA Records. The Dramatics will embark on an extensive tour in late spring, which will be supported by MCA at the radio and retail levels.

Trade advertising for "Any Time, Anyplace" will commence immediately with full page ads aimed at the R&B market in major national publications. Local consumer print for the new LP will be placed in conjunction with local radio time buys. Keyed to the party theme of the album, streamers, party favors and crepe paper will be part of the merchandising material sent to retail stores for promotional tie-ins.



LINDA CLIFFORD AT CASH BOX — Curtom/RSO artist Linda Clifford personally delivered her new album, "Let Me Be Your Woman," to the Cash Box Hollywood office recently. Pictured above are (l-r): standing Mark Albert, Dave Fulton, Clifford, Ken Kirkwood and RSO's Jason Minkler and kneeling Jack Chipman and Sean Thomas.

COIN MACHINE



SUPERMAN SEMINAR — Bob Salmons recently reviewed the technical features of the new "Superman" TM pinball machine for distributor technicians at Atari sponsored service seminars in New Jersey and California.

'Superman' Seminar Held By Atari

SUNNYVALE — In conjunction with the introduction of the new "Superman" (TM) pinball machine, Atari sponsored a special program of service seminars for distributor technicians. About 60 service representatives attended the sessions, which were held in Atari's New Jersey and California offices. Fred McCord, together with Bob Salmons and Russ MacDonald of the factory's field service staff, reviewed all of the new technical features of the new machine, during the course of study.

"This special training program will better prepare the distributor's service personnel to work with Atari's new game in the field," reported Fred McCord. "The advanced modular electronic system was explained in depth during each full day ses-

sion. The theory as well as practical parts introduced with Superman were reviewed. Additionally, the extensive new bookkeeping system was demonstrated."

An all new pinball test fixture, the PBS 2, was previewed at the seminars. State of the art features including the advanced signature analyzer were pointed out, according to McCord, and practical applications and use in defining problem areas were thoroughly explained.

Those who attended received a complete review of the new pinball electronic features and, as McCord pointed out, Atari's field service department planned the program to help assure the best support for the new games. Additional seminars will be scheduled in the near future.

Gottlieb Appoints New Distributors

CHICAGO — A realignment of Gottlieb distribution in the state of Louisiana has been announced by Tom Herrick, marketing vice president of D. Gottlieb & Co.

A. M. A. Distributors, Inc. of New Orleans and S & H Novelty Co., Inc., of Shreveport have been named Gottlieb distributors.

"We have known both Bob Nims of A. M. A. and T. W. Hughes of S & H for many years," commented Herrick in discussing the appointments. "Both have been very supportive of Gottlieb over the years and are welcome additions to our family of distributors."

"Having recently visited both offices I was privileged to meet the extremely capable personnel at each office," he continued, "as well as to view firsthand the facilities of these distributors which include full equipment and parts inventories as well as top service capabilities. We will be proud to have these fine companies representing us in this key state."



Darl Davidson

Davidson Upped At Atari Corp.

SUNNYVALE — Darl Davidson has been promoted to manager of customer service at Atari. He has been with the company for two years during which period he was a manufacturing engineer and production

(continued on page 50)

Bally Releases 'Star Trek' Pin

CHICAGO — "Star Trek," the new 4-player electronic pingame from Bally Manufacturing Corp., is currently in full production at the factory, announced Paul Calamari, director of sales for Bally's Pinball Division.

The new machine, licensed from Paramount Pictures Corporation, features all the familiar TV series and incorporates a few new ones from the upcoming Paramount release "Star Trek — The Motion Picture."

Combined with the outstanding visual characteristics of the game are a multitude of very exciting play features, beginning with a starting bonus score of 1,000 points from which players may advance up to 29,000. A "Warp Speed Lane" skill shot with the noted memory and recall provides players a chance to enter a time warp and return the ball to the plunger for added scoring potential; and there is also an ad-



'Star Trek'

justable "Hyper Space Lane" with an extra ball feature.

Another very exciting scoring aspect is

(continued on page 50)

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **GOODNIGHT TONIGHT WINGS** (Columbia 3-10939)
2. **ROCK 'N' ROLL FANTASY BAD COMPANY** (Swan Song/Atlantic SS 70119)
3. **CRAZY LOVE ALLMAN BROTHERS** (Capricorn CPS-0320)
4. **DEEPER THAN THE NIGHT OLIVIA NEWTON-JOHN** (MCA MCA-41009)
5. **OLD TIME ROCK & ROLL BOB SEGER** (Capitol P-4702)
6. **(SITTIN' ON) THE DOCK OF THE BAY SAMMY HAGAR** (Capitol P-4699)
7. **LOVE YOU INSIDE OUT BEE GEES** (RSO RS 925)
8. **HOT STUFF DONNA SUMMER** (Casablanca NB 978)
9. **HONESTY BILLY JOEL** (Columbia 3-10959)
10. **I WANT YOU TO WANT ME CHEAP TRICK** (Epic 8-50680)

TOP NEW COUNTRY SINGLES

1. **LYING IN LOVE WITH YOU JIM ED BROWN/HELEN CORNELIUS** (RCA PB 11532)
2. **SAIL AWAY OAK RIDGE BOYS** (MCA AB-12463)
3. **HOW TO BE A COUNTRY STAR STATLER BROTHERS** (Mercury 55057)
4. **WHEN I DREAM CRYSTAL GAYLE** (United Artists UA-X1288-Y)
5. **IF I SAID YOU HAD A BEAUTIFUL BODY WOULD YOU HOLD IT AGAINST ME BELLAMY BROTHERS** (Warner/Curb 8790)
6. **RED BANDANA MERLE HAGGARD** (MCA 41007)
7. **SWEET MELINDA RANDY BARLOW** (Republic REP 039)
8. **SEPTEMBER SONG WILLIE NELSON** (Columbia 3-10929)
9. **SHE BELIEVES IN ME KENNY ROGERS** (United Artists UA-X1273-Y)
10. **WHAT IN HER WORLD DID I DO EDDY ARNOLD** (RCA PB-11537)

TOP NEW R&B SINGLES

1. **IN THE NAVY VILLAGE PEOPLE** (Casablanca NB 973)
2. **GOOD, GOOD FEELIN' WAR** (MCA-40995)
3. **I WANNA BE WITH YOU ISLEY BROTHERS** (T-Neck/CBS ZS8 2279)
4. **I (WHO HAVE NOTHING) SYLVESTER** (Fantasy F-855-A-S)
5. **ANY FOOL COULD SEE BARRY WHITE** (Unlimited Gold/Columbia ZS8 1401)
6. **NEVER CHANGE LOVERS IN THE MIDDLE OF THE NIGHT MILLIE JACKSON** (Spring/Polydor SP 192)
7. **DANCER GINO SOCCIO** (RFC/Warner Bros. RCS 8757)
8. **SHAKE GAP BAND** (Mercury 74053)
9. **HOT STUFF DONNA SUMMER** (Casablanca NB 978)
10. **SATURDAY NIGHT T-CONNECTION** (Dash/T.K. 5051)

TOP NEW MOR SINGLES

1. **JUST WHEN I NEEDED YOU MOST RANDY VANWARMER** (Bearsville 0334)
2. **IN A LITTLE WHILE ART GARFUNKEL** (Columbia 3-10933)
3. **I'LL COME RUNNING LIVINGSTON TAYLOR** (Epic 8-50667)
4. **CAN'T HELP FALLING IN LOVE ENGELBERT HUMPERDINCK** (Epic 8-50692)
5. **LET ME BE GOOD TO YOU LOU RAWLS** (Phil. Int'l/CBS ZS8 3684)

Midway Introduces Cocktail Model Of Popular 'Space Invaders' Game

CHICAGO — "We took the world's hottest game and incorporated it into a 'sit-down' cocktail table style," said Stan Jarocki, Midway's director of marketing, "as a great door opener to more locations." He is referring to the newly introduced "Space Invaders" cocktail table.

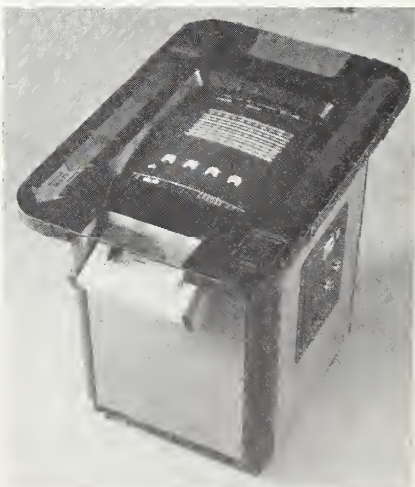
The table, measuring 22 inches by 32 inches, takes up little space, less than six square feet; and is smartly styled to enhance any location setting. "If anyone feels that the video cocktail table game market is diminishing," Jarocki noted, "they better take another look. We're convinced that this cocktail table style with a game that has achieved great popularity will be a tremendous boost for operators, new locations and the entire industry."

The Space Invaders Cocktail Table features a 19 inch monitor with a flip-flop screen for 1 or 2 player action and the play theme is the same as that of the highly successful upright unit. Players must exercise skill, strategy and quick reflexes against invaders from outer space. In the process of play, waves of marauders sweep down the screen toward earth, relentlessly dropping bombs and missiles on the player's laser base, threatening to overrun it and as the invaders advance hypnotic staccato sounds and tense rhythms accompany the action.

The player defends earth by maneuvering the laser horizontally, hiding behind protective bunker shields and simultaneously firing the laser missile launcher at the

attackers to score target values. The aim is to wipe out the invaders before being destroyed; three hits to the laser bunker eliminates the player and the game ends. Proficient defense, however, may earn the player extended play. Scoring 1000 points means the raiders will need a fourth hit to eliminate the player and beating the high score awards the satisfaction of temporarily conquering the Space Invaders.

In conclusion, Jarocki cautioned that "Space Invaders" has proved habit forming. "You can't play it just once — whether it's an upright or cocktail model."



'Space Invaders'

COIN MACHINE

CALIFORNIA CLIPPINGS

Vector-beam will be showing its exciting new game "Speed Freak" at the International Coin Show at New York City's Statler Hilton on May 4-6. According to Vector Beam's Paul Jacobs, the response to the new game by distributors from coast to coast is highly encouraging. Jacobs added that the vector beam mechanism is becoming more and more accepted and that the reliability of the machines has been good.

CIRCLE INTERNATIONAL'S GM, John Scavarda, says that Williams' "Flash" pin is doing terrific. He mentioned that although the trucking strike has crippled his distributorship a bit, Flash is turning out to be one of the hottest games of the year. Circle International will sponsor a Williams' service school for "Flash" in Los Angeles on April 24-25, San Diego on April 26 and Phoenix on May 1.

SPOKE WITH Jack Sutton, manager of Rowe International, Inc. in San Francisco, briefly and he said his distrib is anxiously awaiting the arrival of Williams' "Flash" and Atari's "Superman." He also said that Gottlieb's new "Count-Down" will also be shipped his way shortly.

THE PAST FEW WEEKS have been extremely busy ones at C.A. Robinson distributors in Los Angeles. On March 30, an estimated (based on receipts from the catered lunch buffet) 250-300 operators turned out for the premier of Atari's new "Superman" pinball game. "The most exciting thing about the show," according to C.A. Robinson vice president Ira Bettelman, "was the operators' interest in the improvements Atari has made — technically with the new electronics system and cosmetically, by placing the scoring display on the back-glass. I was pleased with the number of questions that were asked and how the Atari field personnel, headed by Fred McCord, handled them." Ira also was proud of two handsome plaques C.A. Robinson received recently from manufacturers in recognition of the exceptional job the distrib did in boosting game sales. First, Bally's Paul Calamari made a rare trip to the coast to present the distrib with a plaque for its outstanding efforts on behalf of the factory's "Playboy" pinball. Then Midway's Larry Berke gave C.A. Robinson an award for its performance on "Space Invaders."

Industry Calendar

May 4-6, International Coin Machine Trade Show, Statler Hilton Hotel, New York.
 May 11-12, Ohio Music & Amusement Assn., annual conv., Columbus Hilton Inn, Columbus.
 May 25-27, Music & Amusement Assn., Inc., annual conv., Stevensville Country Club, Swan Lake, N.Y.
 June 3-6, Consumer Electronics Show (CES); summer conv.; McCormick Place, Chicago, Illinois.
 June 7-9, Music Operators of Texas, annual conv., Marriott Motor Inn, Austin.
 June 14-17, Illinois Coin Machine Operators Assn., annual conv., West Port Sheraton, St. Louis, Mo.

July 20-21, Montana Coin Machine Operators Assn., annual conv., Holiday Hotel, Helena.
 Sept. 15-16, No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte.
 Oct. 14, Deutsche Wurlitzer Distributors Meeting; Hotel Croatia; Dubrovnik, Yugoslavia.
 Oct. 25-28, NAMA national conv., McCormick Place, Chicago.
 Nov. 9-11, AMOA international exposition, Conrad Hilton Hotel, Chicago.
 Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.

CHICAGO CHATTER

Game Plan, Inc. will be exhibiting at the May 4-6 International Trade Show in New York's Statler Hilton and, as we learned from the firm's national sales manager Steve Yonkowski, one of the products on display will be "Sharpshooter," Game Plan's debut model in the upright pin category. This machine will be released to the trade very shortly. The company will also show its current line of pinball tables including "Foxy Lady," "Star Trip" and "Family Fun" — in booths 25-28.

STERN ELECTRONICS, INC. execs Gary Stern, Steve Kaufman and Larry Siegel were in attendance at the recent Shaffer Dist. 50th anniversary celebration in Columbus. Although this was basically a social function there was an equipment display and Stern's "Trident" was among the star attractions. Steve said the new machine is doing so well they've increased production. Stern recently sponsored a couple of service schools in Toronto (New Way Sales) and Montreal (Laniel) with Mike Baird conducting.

CURRENTLY IN PRODUCTION at Midway is the cocktail table version of "Space Invaders." See it at your local distributor's showroom.

NAMA PRESIDENT G. Richard Schreiber announced, just prior to the opening of the Western Convention in San Francisco, that various vending machines and coin handling devices equipped to accept the new Susan B. Anthony \$1 coin, would be making their public debut at this convention. The new coin is in production at the U.S. Bureau of the Mint facilities and should be in circulation this summer.

THE ANNUAL AMOA BOARD MEETING, during which much important business is discussed, including last year's convention, the '79 exposition and other pertinent matters, was held in Orlando, Florida April 5-7. Fred Granger and Vic Rye were due back from the meeting at deadline but we hope to have a full report in a subsequent issue.

EASTERN FLASHES

As we go to press, the main topic of discussion among area traders is the national trucker's strike. Many who had barely recovered from the equipment shortages created during the winter storms in Chicago, expressed apprehension at this point over the probability of a similar situation occurring should the strike linger. Hopefully, a settlement will have been reached by the time this column makes print.

STANLEY KNOLL of Cleveland Coin-Columbus has a ton of orders for Williams' "Flash" and is crossing his fingers that nothing stands in the way of delivery. The distrib has been enjoying terrific spring business and Stan noted that the Seeburg "Disco 160" phonograph is among his good sellers these days.

BALLY NORTHEAST-DEDHAM is currently in the midst of an extensive facelift — remodeling, expansion, the works. Its warehouse space, which is already double its original size, will be even larger when the job is completed. Bob LeBlanc mentioned that the distrib recently sponsored a very successful Automatic Products school and will shortly schedule some sessions on Williams' "Flash" and Atari's "Superman," which will be conducted by Bally-Northeast personnel as part of their in-house school program. In view of all the expansion going on out there, need we add that present business is quite good.

NYSCMA PREXY Millie McCarthy sends word that the International Coin Olympics competition, which is underway in several states across the country, will be starting up in New York State very shortly. The event is under the sponsorship of the Games Tournament Board and GTB will also serve as regional director here. Jim Ferguson of Tournament Headquarters is implementing the entire program and he can be reached at (315) 458-2910.

Davidson Promoted At Atari, Inc.

(continued from page 49)

manager for the Printed Circuit Board Division.

Davidson has a strong background in the electronics industry and his expertise covers all the engineering and technical phases of manufacturing. In his new position he will be responsible for parts procurement and order processing and will be interfacing closely with the technical service support areas.

Prior to joining Atari he spent four years with National Semiconductor in an engineering capacity. "Darl's experience and familiarity with the industry will be reflected in his new position," commented

Frank Ballouz, national sales manager of Atari. "He also has an acute sense for planning and problem solving which will prove valuable in our continual efforts to maximize the service to our customers."

Bally 'Star Trek' Out

(continued from page 49)

the B-A-L-L-Y feature whereby the top two lanes (A & B), side three targets (L, L, Y) and top saucer symbol (BALLY) spots any letter that is lit. Upon completion of the five letter sequence, the letters strobe, sounds pulsate and lit value scores and advances for a very thrilling effect.

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8	1 2 3 4 5 6	1 2 3 4 5 6 7 8
7	1 2 3 4 5 6	1 2 3 4 5 6 7 8
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2	1 2 3 4 5 6	1 2 3 4 5 6 7 8
12	1 2 3 4 5 6	1 2 3 4 5 6 7 8

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OTHER _____



BROWN HOLDS PRESS CONFERENCE — Polydor recording artist James Brown held a press conference in New York to discuss his new LP and to introduce the producer of the album. This album will mark the first time Brown has ever worked with a producer. Pictured (l-r) are: Rick Stevens, vice president A&R Polydor; Sonny Taylor, vice president, special markets, Polydor; Fred Haayen, president, Polydor; Dick Kline, executive vice president, Polydor; Brown; Dr. Werner Vogelsang, president Polydor International; and Brad Shapiro, producer.

Jet Conference

(continued from page 10)

mances by Jet recording acts Trickster, Magnum, Alan Price and Violinski, featuring ELO violinist Mik Kaminski. A record awards presentation ceremony will follow, with Arden and Ronnie Fowler, U.K. label head, as presenters, with Maurice Oberstein, CBS Records U.K. president, included in the proceedings. CBS, which distributes Jet product, will be represented by VPs, regional VPs and product managers. Members of the key trade publications and heads of major record retail chains from the U.S. and Europe will also be in attendance.

Scheduled "free-time" activities include a fashion show for attendees' wives at the Fortnum and Mason department store and a Thames river cruise on the afternoon of April 29.

Columbia Debuts New Jazz Label

NEW YORK — Columbia Records will debut a new subsidiary label, the Encore Star Series, in mid-April. The label, which will feature mostly jazz reissues, will also include a number of previously unreleased tracks. The first five artists represented are Harry James ("The Man With The Horn," P14357); Duke Ellington ("Suite Thursday/Controversial Suite/Harlem Suite," P14359), Erroll Garner ("Dreamy," P14386), Billie Holiday ("Swing Brother, Swing," P14388) and Bob Wills ("Lone Star Rag," P14390).

Eight-Tracks Available

Eight-track tape versions will also be available, with album and tapes carrying a suggested list price of \$7.98.

CalMusicFest A Success For Fans, Venue Despite Losses

(continued from page 10)

well as the concessionaires and operators had expected. The carnival rides suffered the most, as festival patrons showed little interest in spending extra energy and money on the midway attractions. Sales of everything from T-shirts to paraphernalia and health food were lowest during sets by the festival's headlining acts but increased during mid-day and early afternoon portions of the event. Films were shown free of charge, which helped to draw several thousand people to the arena.

Despite the monetary losses, festival promoter Jim Rissmiller stated that the event "was our finest hour," though he had hoped for 80,000 people to attend each day. After noting that at least 55,000 tickets sold for each day were needed to break even, he added, "I honestly would've been surprised if we reached that point. I looked at the festival as an investment in an experiment. It was a learning experience and I found many ways where I can improve the event next time around."

Rissmiller reported that much of the financial burden lay in the substantial costs spent in planning and running the festival, because he wanted the event "to run as smoothly as possible, paving the way for future shows here." My advertising and promotional costs were triple that of a normal event and the sound, stage and lighting systems were the most elaborate we've ever used. Another heavy expense was the two enormous video screens on each side of the stage, which added an incredible visual dimension to the performances."

More Coliseum Shows

Rissmiller indicated that he now plans to promote "at least one more show at the Coliseum" before the end of summer and perhaps several more.

"Although Anaheim Stadium is still my 'home' and I don't want to abandon them, I do foresee using the Coliseum facilities in the near future. At some point, I'd like to give a show to benefit the 1984 Olympics, which will be held there," he said.

The artists themselves were very pleased with the way the festival turned out, according to promoter and manager David Krebs, whose two acts, Ted Nugent and Aerosmith, headlined the event.

"The acts, of course, are always con-

cerned about the quality of the sound at such events and they all seemed to feel that the sound at the festival was very good."

Krebs, who himself will be promoting four regional rock festivals across the country by the end of this year, suggested that a major reason for the poor turnout was that many L.A. concert-goers are still leery of attending Coliseum shows after police arrested 500 people on drug charges during the Pink Floyd shows.

"The same package of acts would have sold out at least a week ahead of time in Anaheim," said Krebs. "Many people still remember those drug busts here. Now, I think we've taken a giant stride in bringing large music festivals back to Los Angeles and people have already begun to recognize that the police and the kids are not enemies."

L.A. Winner

By all accounts, the City of Los Angeles was the big winner at the festival, which, according to David Moorhead, general manager of KMET-FM, co-sponsors of the festival, "made more off the concert than a UCLA or USC football season." Hardy added that "if we have four or five outdoor concerts in the Coliseum between spring and late fall, we will generate more revenue than what we will be losing by the departure of the Rams." The Los Angeles Rams will be leaving the Coliseum for the Anaheim Stadium in 1980.

The two musical surprises of the festival were second-billed groups Cheap Trick and Van Halen, as both bands drew exceptionally strong response from the crowds prior to appearances by headliners Aerosmith and Ted Nugent.

Composer Rota Dies In Rome

LOS ANGELES — Academy Award-winning composer Nino Rota died of a blood clot in a Rome clinic on April 9. He was 68.

Rota was most famous for writing the music to "The Godfather" and all of Federico Fellini's films. Rota received a gold album for composing the score to the Franco Zeffirelli's film, "Romeo and Juliet." He won an Oscar, along with Carmine Coppola in 1974 for writing the score to "The Godfather, Part II."

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*Conference registration deadline: May 15.



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IRAKERE AT THE PALLADIUM — Columbia Records recording group Irakere recently played the Palladium Theatre in New York as part of their first American tour, opening for Steve Stills. Pictured backstage are (l-r) **bottom row**: Enrique Pla, Carlos Emilio Morales, Armando Cuervo and Carlos del Puerto of Irakere. In **second row** are (l-r): Carlos Averhoff of Irakere; Bruce Lundvall, president of CBS Records Division; Bill Freston, executive assistant to the president of CBS Records Division; and Gilberto Valdez. In **third row** (l-r) are: Raul Roa-Kouri, permanent representative of the Republic of Cuba to the U.N. and Arturo Sandoval and Jorge Varona of Irakere. At **top** (l-r) are: Felix Pita, assistant to the Cuban ambassador to the U.N.; Jesus "Chucho" Valdes, Irakere's leader; and Oscar Valdes of Irakere.

CASH BOX TOP 100 ALBUMS

April 21, 1979

	8.98	Weeks On Chart	4/14
1 SPIRITS HAVING FLOWN	THE BEE GEES (RSO RS-13041)	1	10
2 MINUTE BY MINUTE	THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	2	18
3 DIRE STRAITS	(Warner Bros. BSK 3266)	3	19
4 2 HOT!	PEACHES & HERB (MVP/Polydor PD-1-6172)	5	20
5 DESOLATION ANGELS	BAD COMPANY (Swan Song SS 8506)	7	5
6 LIVIN' INSIDE YOUR LOVE	GEORGE BENSON (Warner Bros. 2BSK 3277)	6	6
7 BREAKFAST IN AMERICA	SUPERTRAMP (A&M SP-3708)	11	4
8 ENLIGHTENED ROGUES	ALLMAN BROTHERS BAND (Capricorn CPN-0218)	8	6
9 BLONDES HAVE MORE FUN	ROD STEWART (Warner Bros. BSK 3261)	4	18
10 52nd STREET	BILLY JOEL (Columbia FC 35609)	9	26
11 PARALLEL LINES	BLONDIE (Chrysalis CHR 1192)	14	31
12 GEORGE HARRISON	(Dark Horse DHK 3255)	12	8
13 CHEAP TRICK AT BUDOKAN	(Epic FE 35795)	10	9
14 GO WEST	VILLAGE PEOPLE (Casablanca NBLP 7144)	31	2
15 DESTINY	THE JACKSONS (Epic JE 35552)	15	22
16 WE ARE FAMILY	SISTER SLEDGE (Cotillion/Atlantic SD 5209)	19	10
17 LEGEND	POCO (MCA AA-1099)	18	22
18 BRIEFCASE FULL OF BLUES	BLUES BROTHERS (Atlantic SD 19217)	13	18
19 LOVE TRACKS	GLORIA GAYNOR (Polydor PD-1-6184)	17	17
20 INSTANT FUNK	(Salsoul SA 8513)	23	11
21 THE CARS	(Elektra 6E 135)	22	44
22 CRUISIN'	VILLAGE PEOPLE (Casablanca NBLP 7118)	20	28
23 VAN HALEN II	VAN HALEN (Warner Bros. HS 3312)	49	2
24 KNOCK ON WOOD	AMII STEWART (Ariola/Hansa SW 50054)	28	7
25 OUTLANDOS D'AMOUR	THE POLICE (A&M SP4753)	30	9
26 C'EST CHIC	CHIC (Atlantic SD 19209)	21	22
27 EVOLUTION	JOURNEY (Columbia FC 35797)	41	3
28 THREE HEARTS	BOB WELCH (Capitol SO-11907)	16	7
29 SHEIK YERBOUTI	FRANK ZAPPA (Zappa/Mercury SRZ 2-1501)	33	6
30 MUSIC BOX DANCER	FRANK MILLS (Polydor PD-1-6192)	36	6
31 BUSTIN' OUT OF L SEVEN	RICK JAMES (Gordy/Motown G7-984R1)	24	12
32 LIFE FOR THE TAKING	EDDIE MONEY (Columbia JC 35598)	27	13
33 LIVE AND MORE	DONNA SUMMER (Casablanca NBLR 7119)	26	32
34 HEAD FIRST	THE BABYS (Chrysalis CHR 1195)	25	14

	7.98	Weeks On Chart	4/14
35 TAKE ME HOME	CHER (Casablanca NBLP 7133)	43	9
36 NEW KIND OF FEELING	ANNE MURRAY (Capitol SW-11849)	29	10
37 TOTO	(Columbia JC 35317)	35	27
38 DISCO NIGHTS	GQ (Arista AB 4225)	56	4
39 ARMED FORCES	ELVIS COSTELLO & THE ATTRACTIONS (Columbia JC 35709)	34	13
40 McGUINN, CLARK & HILLMAN	(Capitol SW-11910)	32	9
41 MANIFESTO	ROXY MUSIC (Atco SD 38-114)	47	5
42 TOTALLY HOT	OLIVIA NEWTON-JOHN (MCA 3067)	37	21
43 PIECES OF EIGHT	STYX (A&M SP 4724)	40	30
44 I LOVE YOU SO	NATALIE COLE (Capitol SO-11928)	61	3
45 THE BEST OF EARTH, WIND & FIRE VOL. 1	(ARC/Columbia FC 35647)	38	21
46 THE GAMBLER	KENNY ROGERS (United Artists UA-LA 934)	44	19
47 YOU DON'T BRING ME FLOWERS	NEIL DIAMOND (Columbia FC 35625)	39	19
48 THE STRANGER	BILLY JOEL (Columbia JC 34987)	46	79
49 NICOLETTE	NICOLETTE LARSON (Warner Bros. BSK 3242)	42	25
50 REMOTE CONTROL	THE TUBES (A&M SP 4751)	57	5
51 RICKIE LEE JONES	(Warner Bros. BSK 3296)	76	4
52 MACHO MAN	VILLAGE PEOPLE (Casablanca NBLP 7096)	52	58
53 SLEEPER CATCHER	LITTLE RIVER BAND (Harvest SW 11783)	59	43
54 GREATEST HITS	BARRY MANILOW (Arista A2L 8601)	51	21
55 HARD TIMES FOR LOVERS	JUDY COLLINS (Elektra 6E-171)	45	7
56 BARBRA STREISAND'S GREATEST HITS VOL. 2	(Columbia FC 35679)	50	22
57 TIGER IN THE RAIN	MICHAEL FRANKS (Warner Bros. BSK 3294)	60	8
58 FEETS DON'T FAIL ME NOW	HERBIE HANCOCK (Columbia JC 35784)	62	8
59 ENERGY	POINTER SISTERS (Planet P-1)	48	22
60 IF YOU KNEW SUZI ...	SUZI OUATRO (RSO RS1-3044)	70	6
61 MOVE IT ON OVER	GEORGE THOROGOOD & THE DESTROYERS (Rounder 3024)	55	24
62 BELL & JAMES	(A&M SP-4728)	54	13
63 INSPIRATION	MAZE FEATURING FRANKIE BEVERLY (Capitol SW 11912)	84	3
64 GREASE	VARIOUS ARTISTS (RSO 2-4002)	58	49
65 FOLLOW THE RAINBOW	GEORGE DUKE (Epic JE 35701)	66	7
66 BUSTIN' LOOSE	CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR-3076)	53	12

	12.98	Weeks On Chart	4/14
67 SATURDAY NIGHT FEVER	BEE GEES & VARIOUS ARTISTS (RSO RS 4001)	64	72
68 FEEL NO FRET	AVERAGE WHITE BAND (Atlantic SD 19207)	87	4
69 STRANGER IN TOWN	BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	69	48
70 DANGER MONEY	UK (Polydor PD-1-6194)	74	6
71 BOBBY CALDWELL	(Clouds/TK 8804)	63	24
72 LET ME BE YOUR WOMAN	LINDA CLIFFORD (RSO RS-2-3902)	95	3
73 ANGIE	ANGELA BOFILL (Arista GRP 5000)	73	13
74 DOUBLE VISION	FOREIGNER (Atlantic SD 1999)	87	42
75 TYCOON	(Arista AB 4215)	86	6
76 SMOOTH TALK	EVELYN "CHAMPAGNE" KING (RCA APL-1-2466)	68	18
77 FATE FOR BREAKFAST	ART GARFUNKEL (Columbia JC 35780)	91	4
78 IT'S ALRIGHT WITH ME	PATTI LABELLE (Epic JE 35772)	81	6
79 DOG & BUTTERFLY	HEART (Portrait/CBS FR 35555)	75	30
80 MUSIC BOX	EVELYN "CHAMPAGNE" KING (RCA AFL 1-3033)	101	3
81 GOLD	JEFFERSON STARSHIP (Grunt/RCA BZL 1-3247)	65	10
82 THANKS I'LL EAT IT HERE	LOWELL GEORGE (Warner Bros. BSK 3194)	114	2
83 HERE MY DEAR	MARVIN GAYE (Tamla/Motown T 364)	71	15
84 DON'T CRY OUT LOUD	MELISSA MANCHESTER (Arista AB 4186)	72	19
85 VAN HALEN	(Warner Bros. BSK 3075)	89	61
86 L.A. (LIGHT ALBUM)	THE BEACH BOYS (Caribou/CBS JZ 35752)	90	4
87 ROCK ON	RAYDIO (Arista AB 4212)	106	2
88 CARMEL	JOE SAMPLE (MCA AA-1126)	78	11
89 THE PROMISE OF LOVE	DELEGATION (Shadybrook SB010)	92	8
90 SOME GIRLS	ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	82	44
91 ALIVE ON ARRIVAL	STEVE FORBERT (Nemperor/CBS JZ 35538)	96	14
92 BROTHER TO BROTHER	GINO VANNELLI (A&M SP4722)	94	30
93 MIRROR STARS	THE FABULOUS POODLES (Epic JE 35666)	79	13
94 THE MUSIC BAND	WAR (MCA-3085)	118	2
95 CROSSWINDS	PEABO BRYSON (Capitol ST-11875)	80	21
96 KEEP ON DANCIN'	GARY'S GANG (Columbia JC 35793)	99	6
97 BACKLESS	ERIC CLAPTON (RSO RS-1-3039)	77	22
98 THE MESSAGE IS LOVE	BARRY WHITE (Unlimited Gold/CBS JZ 35763)	125	2
99 LET THE MUSIC PLAY	ARPEGGIO (Harem/Polydor PD-1-6180)	85	9
100 ONENESS-SILVER DREAMS GOLDEN REALITY	DEVADIP CARLOS SANTANA (Columbia JC 35688)	88	6

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