

# CASHBOX

August 26, 1978

NEWSPAPER

\$1.95



The Moody Blues

# WHO ARE YOU



The long awaited brand new album by...

# THE WHO

# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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## EDITORIAL Walking Before Running

Writing in response to a **Cash Box** editorial titled "Let's Play It Again," (June 3, 1978), Patrick D. Gorlick of Marketing and Advertising Consulting Co. in Seattle agreed with the premise of the editorial that "A concentrated institutional advertising campaign" should be instituted by an industry organization, but suggested that we back up a step.

Gorlick writes that "advertising is just the tip of the iceberg . . . The key is research." We agree with Mr. Gorlick and made the dangerous mistake of assuming that research would precede any massive ad campaign. What Mr. Gorlick suggests is "the establishment of a mission and scope statement" to answer the basic question of "What are we trying to accomplish and what markets should we address?" Once these questions are answered, the parameters of an advertising campaign can be defined.

While both WCI and CBS have initiated studies in this regard and should be lauded for their efforts,

much of the vital information learned in these endeavors are being used by the respective companies and not for public knowledge. Because this research was privately funded, there is no reason why any of the data need be released for widespread use, and the fact that WCI distributed an attractive brochure including some of the information is a credit to the organization.

The ironic part to the current situation in the record industry is that while we are growing at a fantastic pace, no one is really sure why. The majority of the people in the business still react with surprise at the sales of "Saturday Night Fever," Fleetwood Mac and other mega-sales albums. While it often takes something as unexpected as SNF to open up our eyes, there is no reason not to set the goals that much higher and analyze how to achieve them.

Yes, Mr. Gorlick, research is the key, but once again, we need an initiator.

# NEWS HIGHLIGHTS

- Resignations of Harvey Cooper and three others at 20th Century-Fox Records prompts temporary return of Jack Hakim to label's domestic division. Cooper announces formation of new label.
- ASCAP, BMI file briefs with U.S. Supreme Court answering charges of price-fixing leveled by CBS, Inc.
- Disc chain emphasizes "humanization of retailing" at third annual convention.
- Phonogram/Mercury is "on the verge" at national promotion meeting in Chicago.
- Paris Ely named vice president of national promotion in black music marketing for CBS Records.
- Syndicated radio examined in first of two-part series.

## TOP POP DEBUTS

**SINGLES**

62

**WHO ARE YOU** — Who — MCA

**ALBUMS**

111

**CARAVAN TO MIDNIGHT** — Robin Trower — Chrysalis

**POP SINGLE**

**THREE TIMES A LADY**  
Commodores — Motown

**R & B SINGLE**

**THREE TIMES A LADY**  
Commodores — Motown

**COUNTRY SINGLE**

**WE BELONG TOGETHER**  
Susie Allanson — Warner/Curb

**JAZZ**

**SOUNDS . . . AND STUFF LIKE THAT!!**  
Quincy Jones — A&M

**NUMBER**

# ONES



Susie Allanson

**POP ALBUM**

**GREASE**  
Various Artists — RSO

**R & B ALBUM**

**LIFE IS A SONG WORTH SINGING**  
Teddy Pendergrass — Phila. Int'l.

**COUNTRY ALBUM**

**WHEN I DREAM**  
Crystal Gayle — UA

**CLASSICAL**

**RACHMANINOFF PIANO CONCERTO NO. 3**  
Horowitz: New York Philharmonic — RCA



# Dyan Diamond



Are you still in the dark?  
She won't be... for long

Produced by  
Kim Fowley

MCA-3053

MCA RECORDS

**1 POP!  
1 R&B! #1 EASY!  
1 LISTENING!  
THREE TIMES  
A LADY**

M-1443F

BY THE **COMMODORES**

IS **THREE TIMES  
NUMBER ONE!**

**FROM THE DOUBLE  
PLATINUM ALBUM  
"NATURAL  
HIGH"**

M7-902R1



ON **MOTOWN**  
**RECORDS & TAPES**



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**WHO'S WHO** — MCA Records recently feted The Who at a party on the Universal Studios lot while the group was in the U.S. for a three-day promotional visit in support of its new LP "Who Are You." Pictured (l-r) are: Mike Maitland, MCA president and Who members Keith Moon, Peter Dinklage and Roger Daltrey.

## ASCAP And BMI Reply To CBS' 'Price-Fixing' Charge

WASHINGTON, D.C. — Both ASCAP and BMI sent briefs to the U.S. Supreme Court last week, replying to CBS' latest brief to the Court which alleged that the two licensing organizations were engaged in "price-fixing."

The CBS brief also called on the high court to deny ASCAP and BMI petitions for certiorari of a 1977 Second Circuit Appeals Court decision that the organizations' blanket licensing arrangement with the network was unlawful.

BMI responded to the CBS salvo by asserting that "CBS' attempt to defend the Second Circuit's failure to consider the realities of the marketplace is nothing more than a lengthy exercise in name-calling."

BMI continued its attack by adding, "Repeatedly calling someone a 'price-fixer' does not make it so; the uncontroverted facts of record show clearly that BMI and its affiliates do no price fixing whatsoever."

Commenting on the lower court's ruling on behalf of CBS on the controversial blanket-licensing issue, BMI claimed that "the very existence of the performing rights organizations are placed in doubt as a direct consequence of this ruling." And, BMI asserted, "the livelihood of the mem-

## Disc Chain Adopts New Logo At Third Annual Convention

CHICAGO — The Disc record/tape/accessories chain is stepping up its drive toward the "humanization" of retailing, John Cohen, president, said in his keynote address before more than 60 store managers and home office staffers at the opening of the company's third annual convention August 14 at the Pheasant Run Lodge here.

Keyed to the push, Cohen said, is the adoption of a new logo for the chain. Formerly called Disc Records, the stores will now be known as Disc, "the record and tape store."

A highlight of the convention was a unique twist on the company's annual awards presentations. Key employees were awarded stock in CBS, RCA, MCA, EMI and WCI at the awards banquet on Thursday evening. Cohen said the idea was to recognize the employees' efforts by giving them an opportunity to share in the phenomenal growth of the record industry.

Earlier in the week, Cohen announced the set up of an area manager concept under which persons will be responsible for overseeing two or three stores in a particular market. He went on to emphasize

(continued on page 44)

bers of an entire profession are at stake on this petition."

ASCAP, in its brief urging the Supreme Court to review the case, cited several key arguments, including "the universal use of the blanket license; the unwillingness of (the Circuit Court) to place an absolute ban on the blanket licenses; the District Court's undisturbed findings that ASCAP's members are willing to deal directly with CBS, and the fact that the decision is an unprecedented

(continued on page 44)

## Phonogram/Mercury Promo Meet Tied To 'On The Verge'

by Dave Fulton

CHICAGO — Stressing the theme of "on the verge," executives representing Phonogram, Inc. and its distributed labels held a National Promotion Convention Aug. 11-13 to evaluate the company's progress over the past year and prepare for the remainder of 1978.

In his opening remarks, Charles Fach, executive vice president and general manager of Phonogram/Mercury, repeatedly used the theme of "on the verge" to describe the quality of forthcoming product from the label. He pointed out that in the area of black music, Phonogram Inc./Mercury was up 33 per cent from this time in 1977, spurred by gold albums from the Bar Kays and Con Funk Shun as well as developing new artists. He added that of the 21 R&B artists on the roster, 10 have gold records.

With the recent addition of DJM to the Phonogram distributed label family, Fach said that Johnny "Guitar" Watson means "instant gold."

Fach lauded the country division for a whopping 450 percent increase over last year's sales. He pointed to the growth of the Statler Bros. and Larry Gatlin as prime reasons.

### 'Fresh Look'

Acknowledging a tough first half of 1978 in the pop field, Fach said that the new artists have a "fresh and exciting look." He referred specifically to City Boy, Fonda Feingold, The Cryers and the continuing success of Rush.

Harry Losk, vice president/national sales for the company, introduced representatives from the distributed-labels, which include DJM, Lone Star, Delite and Monument, for product presentations.

Carmen LaRosa, vice president/general manager for DJM Records, U.S., said label owners Dick and Steve James are happy at being reunited with Phonogram. He offered a brief history of the company and each of

## 4 Resignations At 20th Bring Hakim Back To Domestic Div.

LOS ANGELES — Jack Hakim, vice president of 20th Century-Fox Records' international division, is temporarily heading up the label's domestic division following the August 11 resignations of Harvey Cooper, senior vice president of A&R and promotion, and three others.

In making the announcement of Cooper's departure from the label, Alan Livingston, president of the entertainment group of 20th Century-Fox Film Corp., said: "I make this announcement with regret. Harvey Cooper is a very bright and capable man in both A&R and promotion, and I am sorry that policy differences forced this decision."

Cooper, who has announced the formation of his own label (see accompanying story), described the parting as "amicable" and cited "philosophical differences" for his departure.

Barry Goldberg reportedly will be taking over duties as national promotion director, under Hakim's supervision, although Hakim retains his position as vice president of international. Goldberg essentially will be replacing Lenny Beer, former vice president of promotion for 20th.

Replacements have not yet been named for Cooper, Toni Profera, former national singles promotion director, or Marian Kornicki, director of national publicity. In the interim, A&R operations are being handled by Harvey Bruce, director of A&R, while Ivy Arlock is temporarily in charge of publicity.

Kevin Keogh, the label's national field

promotion representative, is staying with the company despite some reports which listed him as one of those who resigned. No major changes in field responsibilities are expected to come from the recent resignations.

Alan Livingston is scheduled to make an announcement this week regarding the changes and expand upon what steps the label will take to reverse the financial losses sustained by 20th Century-Fox Records in the past two quarters.

## Cooper Exits 20th, Forms New Label

LOS ANGELES — Harvey Cooper, who last week resigned his post as senior vice president of A&R at 20th Century-Fox Records, says he plans to form his own "small but powerful" record label.

He said the label, which is as yet unnamed, will concentrate its effort on a limited roster of "select artists" and that emphasis would also be placed on quality control of the product. Cooper said he hopes to have the new company active by October and that he is currently assembling a staff and negotiating with artists.

Cooper declined to name his partners in the venture, but described them as "probably the most powerful people in the business. We have several alternatives as far as the money is concerned. We have already been offered lots of outside money, but we prefer inside money to the outside money."

To establish his acts, Cooper said, "We are going to expend enough money to be as visible as any other artist on any other label."

He said a number of other aspects of the label still have to be settled, particularly the form of distribution to be used. He added that, "Everyone on my staff will have a piece of ownership, a piece of the profit. I think that makes sense, so that people know what they are working for."

The two main concepts behind the company — quality control and a small, select artist roster — "are all older theories that have worked before for other people and they are theories I plan to take advantage of," Cooper said.

"You have to have the goods. Everything is based on the goods and that people who are able to expose those goods sell it," he said.

"The other key is marketing," Cooper added, "which is so important these days because we have an unlimited market now for records. I don't think we've even reached the potential yet. And that's what excites me."



**COMMODORES DAY** — During the Commodores' recent visit to Indianapolis for an SRO concert, Mayor William H. Hudnut, III proclaimed Commodores Day and presented the group with keys to the city. Pictured (l-r) are: Al "The Bishop" Hobbs, general manager of WTLC radio; Joseph Slash, Deputy Mayor; Mayor Hudnut; Lionel Richie, Ronald LaPread, Walter Orange and William King of the Commodores.

# Syndicated Radio Catches On With Listeners & Advertisers

by Joey Berlin

(When the history of radio is written, the 1970s will be remembered at least in part as the decade when syndication became an integral part of the radio industry. In this first of a two-part series on radio syndication, **Cash Box** looks at the music-oriented programs regularly drawing audiences of millions and the companies behind them.

Next week's article will examine relationships among the syndicators, the record industry and radio stations.)

LOS ANGELES — More than a dozen syndicated radio programs currently expose new music to a million or more people on a regular basis. Series such as "King Biscuit Flower Hour," "Star Trak," "American Top 40" and "Rock Around The World" are some of the shows offering record companies tremendous exposure while giving

stations, usually free of charge, top quality programming that the stations are generally unable to produce for themselves.

Most of the successful national syndicated programs are produced and/or distributed by one of four companies; D.I.R. Broadcasting, Westwood One, Watermark and London Wavelength, although there are a few highly successful shows produced independently. In general, the shows are bartered to the stations that air them, meaning commercial time is included in the program and sold by the syndicator to national sponsors. In barter syndication, no money changes hands between the syndicator and its network of stations. When programs are sold rather than bartered the stations also get the commercial time to sell.

A few years ago, commercial sponsorship was hard for syndicators to find because the concept of contemporary music-oriented syndicated radio shows was new and many of its pioneers were unable to deliver promised airplay. But successful programs such as "American Top 40," which has been on the air since 1970 and is carried by almost 500 stations, proved the viability of syndication and advertising dollars have become more available.

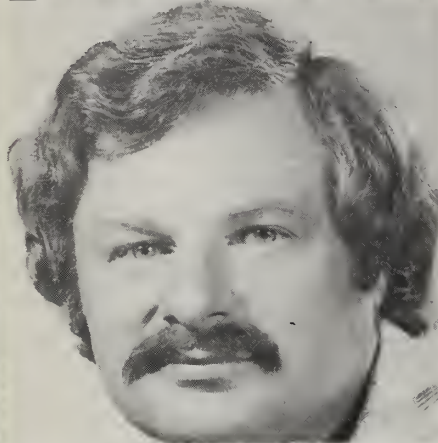
## Ad Agency Acceptance

"Syndication has grown tremendously in the past few years, it's gotten a lot more professional," says Mike Vaughn, president of New York-based London Wavelength, which handles three BBC shows in North America as well as "Rock Capsule" and "Country Capsule." "It's become more acceptable from an ad agency point of view. That's because people like DIR, Watermark and ourselves have delivered the goods."

The program that has delivered the most goods the longest is "American Top 40," hosted by Casey Kasem and sold directly to 486 stations at last count, according to Tom Rounds, president of Watermark. A competing syndicator calls "American Top 40" "the first of the modern syndicated radio shows." AT40, as it is sometimes called, is a three-hour weekly program that counts down the week's 40 top pop singles with commentary by Kasem. Beginning October 1, AT40 expands to four hours to allow more time for commentary and additional complementary songs.

AT40 originally tried to go the barter route, but switched to direct station sales in the fall of 1971. "Ad agencies didn't understand this kind of programming then," remembers Rounds, a former KFRC/San Francisco program director.

(continued on page 38)



Paul Tannen

## Tannen Named As Screen Gems VP

NEW YORK — Paul Tannen has been appointed vice president and director of professional activities for Screen-Gems-EMI Music Inc. Tannen will be based in New York and will be responsible for all the company's publishing activities in the East. In a related development, Charlie Feldman has replaced Tannen as general manager of its Nashville office.

Commenting on the appointment, Lester Sill, president of the company, said that "Paul gives us outstanding publishing representation in New York, and his future with Screen Gems gives us a great deal of confidence, optimism, and enthusiasm."

During the transitional period, Tannen, who joined Screen Gems in 1973, will maintain a close liaison with the Nashville office and will continue to serve as an active member on the board of the Country Music Association.



**U.F.O. SIGHTED AT FORUM** — Chrysalis recording group U.F.O. recently played second-billed to Blue Oyster Cult at the Inglewood Forum. The group is currently playing more than 75 dates in support of its latest album, "Obsession," and single, "Cherry." Pictured (l-r) backstage are: Terry Ellis, president of Chrysalis; Andy Parker of U.F.O.; Paul Hutchinson, vice president of finance, Chrysalis; Ann Munday, Chrysalis Music Inc.; Phil Mogg and Pete Way of U.F.O.; Ron Nevison, the band's producer; Paul Raymond of U.F.O.; Roger Watson, manager, Chrysalis A&R; and Michel Schenker, U.F.O.



Paris Ely

## Ely Picked As VP CBS Black Music Marketing Dept.

NEW YORK — Paris Ely has been promoted to vice president of national promotion, black music marketing, for CBS Records.

Ely has been charged with responsibility for overseeing the promotion activities of the black music marketing national and field staffs. He will report to LeBaren Taylor, vice president of black music marketing for CBS Records.

Ely joined CBS Records in 1975 as local promotion manager of black music marketing for the Houston market. Previously, Ely was program director of radio station KGOH in Houston.

In 1976, Ely moved to New York, where he assumed the position of associate director of product planning for East Coast black music marketing. In 1977, Ely was named director of merchandising for black music marketing.

## Full-Scale Promo By CBS Supports New Boston Album

NEW YORK — The release of "Don't Look Back," the new album by Epic recording group Boston, is being supported by a full-scale marketing effort by the label. The campaign includes 30-second television spots, major local print ads, a radio advertising campaign to be launched over the Labor Day weekend, and extensive trade advertising.

The initial merchandising behind "Don't Look Back," which shipped double platinum, began last Christmas, when Epic placed full-page color ads in selected consumer publications. The label also placed a series of full-page teaser ads in the trades prior to the release of the title track as the album's first single.

Commenting on the initial success of the Boston release, Don Dempsey, senior vice

(continued on page 44)

## Audiofidelity May Undergo Change In Ownership

NEW YORK — There is speculation here that Herman Gimbel, chairman of Audiofidelity Enterprises, Inc., may soon sell his controlling share in the publicly-held company.

Harold Drayson, president of Audiofidelity, would not comment on the reports. An official announcement is expected this week.

Among the labels affiliated with Audiofidelity Enterprises are Audiofidelity, Audio International, Audio Rarities, Chiaroscuro, First Component Series, Image, Mr. G. Thimble, Ashtree, BASF, Harlequin, Hidden Sign and World Jazz.

## Arista Sues CBS, Knight For \$100M

NEW YORK — Arista Records last week brought suit against CBS Records and Gladys Knight, asking \$100 million in damages, following the announcement of the singer's new contract with CBS Records.

The suit charges CBS with contractual interference in its attempt to lure Knight away from Buddah, which is distributed by Arista. The action is independent of the suit brought two weeks ago by Buddah against the same parties (**Cash Box**, August 1).

Claiming that CBS courted Knight as a recording artist with prior knowledge of her commitment to Buddah through an exclusive-services contract with Perfection In Performance Inc., Arista's suit asks for \$25 million in compensatory damages from both Knight and CBS, plus an additional \$50 million in punitive damages from the two parties. A spokesman for CBS declined to comment on the charges.

## CASH BOX



In late 1964 the British invasion was in full swing and America's airwaves were featuring either legends in the making or an equal number of near misses.

But one group in particular stuck out — The Moody Blues. Their song was "Go Now," a powerful tune done to a waltz beat. The tune reached the top five in the states before the group mysteriously disappeared.

British Decca kept the band's contract and name alive however, for three years, as various group members came and went. In 1967 Decca asked the group to record a stereo demonstration record which resulted in "Days Of Future Past..." a little something more than the label bargained for. Forced to release the LP in an attempt to recoup financial commitments, the rest is now a matter of an eight-album group history.

The group's new LP, "Octave" on the London label, is currently #20 on the **Cash Box** Top 100 Albums chart.

### Index

Album Reviews .....	16
Classical .....	43
Classified .....	51
Coin Machine News .....	49
Country News & Album Chart .....	31
Country Singles Chart .....	32
East Coastings/Points West .....	20
FM Analysis .....	22
International News .....	46
Jazz .....	37
Jukebox Singles Chart .....	49
Latin .....	45
Looking Ahead .....	48
Merchandising .....	14
New Faces To Watch .....	10
Pop Album Chart .....	54
Pop Radio Analysis .....	23
Pop Singles Chart .....	4
Radio News .....	21
Regional Programming Guide .....	26
R&B News & Album Chart .....	39
R&B Singles Chart .....	40
Singles Reviews .....	13



WANT ALL THE FEELS

WLY IN THE SKY WITH MARIAMMA

(462

A SOULFUL, DEFINITIVE VERSION OF THE CLASSIC LENNON/McCARTNEY SONG.

FROM THE BEST SELLING DOUBLE ALBUM "NATALIE LIVE" SKBL 11709





Cheryl Ladd

Until last month, Cheryl Ladd was known primarily as the "fourth angel" on the popular television series, "Charlie's Angels," which brings three attractive women together to fight crime. Then Capitol Records released her first solo album, and Ladd's cover of Brian and Brenda Russell's "Think It Over" started making its way into the Top Forty. The song is one of a number of pop selections that reflect the personality and style of Cheryl the singer.

Reached on the set of the TV program last week, Ladd recalls that music was her way of getting attention and appreciation from her family and friends in Huron, South Dakota, where she was born. "I used to sing with my father when his pals from the railroad would get together and jam," she says. "While the other kids would play outside, I liked to hang around the music. My dad would always ask me to join the group for a song, like Hank Williams' 'Your Cheatin' Heart.' He'd be out of town for weeks at a time, so I had a real connection with the guitar and my music." As a result, she added, "my feelings for it have always been honest."

Singing and dancing throughout elementary school, Ladd joined a quintet called The Music Shop while still in high school. "The group was in desperate need of a singer, and they told me that if I could learn their repertoire — about 35 songs — by the time of their next gig, the job was mine." After graduation, the group took to the road, playing in supper and night clubs, while the leader of the band served as Ladd's legal guardian because she was still underage. "I usually sat in the dressing room until we came on stage," she explains.

Though the group disbanded in Los Angeles soon after, Ladd was cast as the voice of the character "Melody" in Hanna-Barbera's animated "Josie and the Pussycat." After appearing in a number of commercials and television shows, she recorded two singles for a pair of major labels that "got great reviews but didn't quite go anywhere. It wasn't the kind of music that I wanted to do."

But that situation soon changed, once she established herself on the "Angels" series. Several companies were aware that she had previous recording experience, but it was Capitol that expressed the most enthusiasm for her work. "The response to the album thus far has been tremendous," she says, "but best of all is that the success of 'Think It Over' makes a follow-up record possible."

Produced by Gary Klein, "Cheryl Ladd" boasts material by such songwriters as Barry Mann, Cynthia Weil and Phil Spector ("Walking In The Rain"), Livingston Taylor ("I'll Come Runnin'"), and Susan Sheridan, whose "Lady Gray" Ladd promised to record when the two roomed together in L.A. years ago.

"Working with a producer is just like getting married," she says. "You hope the relationship blossoms so that it's mutually beneficial to both parties. And because Gary believed in my singing, he gave me the space to work my ideas into the record."

Ladd said her next album would include songs she's written herself. "I want people to know that I'm taking this aspect of my career seriously, because I love to sing."



The McCrarys

Beginning as gospel singers who were taught how to sing by their father and frequently performed in storefront churches, the McCrarys have skillfully completed the transition from being traditional gospel vocalists to establishing themselves as a promising R&B-flavored pop attraction. Like such artists as Aretha Franklin, Al Green and the Staples, this quartet from Youngstown, Ohio effectively utilizes its gospel background as a key resource in combining its intensely soulful energy with a polished, mainstream delivery.

"Although we've been singing gospel for 15 years and come from a very religious upbringing, the transition to pop has come naturally and easy," said Linda McCrary, who handles most of the group's lead vocals. "We love singing gospel, but we felt we could reach a larger audience if we headed toward pop."

The four McCrarys — Linda, Alfred, Sam and Charity, along with their six other brothers — were all raised in a musical environment. Both of their parents were musically inclined, especially their father, who taught them to sing at a very early age. Linda recalls how her father would become a bit frustrated and impatient if she had difficulty learning how to sing a particular part. "One day my dad and I were rehearsing, and I kept singing off key on a note. I was the spoiled baby of the family, so I kept singing it flat, not thinking he would do anything about it. But he got really disgusted and said, 'I'm going to go outside, and when I come back you have this part down or you're going to get it.' When he walked back in he had his belt in his hand, and because I still missed the note he gave me a couple of licks. But from that time on, I've never had any problems hitting notes."

As a gospel foursome, the McCrarys recorded two albums, "Sunshine Day" and "Emerge" for the Light label, but their recently released Portrait album, "Loving Is Living," is the group's first major pop effort. The LP includes the McCrarys' debut single, "You," which is garnering considerable pop and R&B chart attention, and features the harmonica playing of Stevie Wonder.

The guest appearance by Wonder on "You" came about quite spontaneously. The McCrarys had contributed background vocals on Wonder's "Songs In The Key Of Life" album, but the Motown singer/composer only accidentally was introduced to the quartet's music through its producer, Trevor Lawrence, a longtime friend of Wonder's. Having heard a couple of the McCrarys' songs, Wonder asked who it was and showed a strong interest in them. So when Lawrence asked Wonder if he'd like to play on "You," he happily obliged.

Now that "You" has provided the McCrarys with national airplay exposure, the group is looking forward to hitting the road with its stage presentation. Currently rehearsing in Los Angeles with choreographer Marla Blakey, the McCrarys begin a lengthy tour in Miami on August 27. In addition, the group has lined up a series of TV appearances. With the quartet achieving chart success and readying its new tour, the McCrarys are set to receive the acclaim deserving of this family enriched in strong gospel and now, pop tradition.

## Kenny Loggins Views Solo Career As A New Beginning

by Jeff Crossan

LOS ANGELES — When Kenny Loggins first embarked on a recording career as a soloist some six years ago, an unforeseen series of events promptly applied the brakes to his plans — his producer, Jim Messina became his partner, Loggins & Messina became a hit group and Loggins' solo career was shelved for the time being.

Now, two years after his parting with Messina and a year after the release of his "Celebrate Me Home" solo LP, Loggins has just released his second solo effort, "Nightwatch" on Columbia Records. But despite the high profile he attained with Loggins and Messina and the sales success of "Celebrate Me Home," Loggins says he feels like he's back at the beginning.

"What I'm doing now is starting over, almost," Loggins says. "This is a real exciting period of my career because it feels like the beginning again. Needless to say, I have the potential of inheriting a large audience if I give them what they want to hear."

But whether or not Loggins' audience is inherited, it's sizeable. Although "Celebrate Me Home" did not spawn a hit single, sales of the album reached 800,000 units, out-selling the last works of Loggins & Messina. And now, only five weeks after its release, Loggins' new single "Whenever I Call You 'Friend'" is number 30 bullet on the **Cash Box** singles chart.

### Complete Control

With this sort of successful start on his new solo career, Loggins is determined to keep the ball rolling, something he says is



more easily accomplished as a soloist.

"I enjoy being a soloist and having my career in my own hands as much as possible," Loggins says. "I can completely control who I am and where I am as much as any one person can. When you have an equal partner you never get anything exactly the way you might want it. That's only natural because compromise is the essence of that situation."

Loggins kept compromises to a minimum during his tenure with Loggins & Messina, he says, by avoiding joint dealings whenever possible. The duo maintained separate management contracts, agency contracts, recording company contracts and business managers.

"It made for a unique relationship," Loggins says. "When people would use the analogy of a partnership as a marriage, we used to say 'we're not married, we just live together.' When we worked together it was strictly on a creative level."

### Promotion Essential

Such a concern with the business *(continued on page 52)*

## ABC, Arista Plan Increased Promotion For Gospel And Inspirational Music

by Aaron Fuchs

As the commercial impact of both spiritual (black) and inspirational (white) gospel music continues to grow, major labels have begun to regard gospel artists as a valuable asset. A week ago, Steve Diener, president of ABC Records, described the label's "total commitment to black gospel." Further investigation by

### Isgro Named At Venture Records

LOS ANGELES — Joe Isgro has been named executive vice president and general manager of Venture Records, the new label formed recently by Tony Camillo and Cecile Baker.

Born in Philadelphia, Isgro joined the record industry in 1968 as a local promotion man with MCA's Decca Records division. In 1975 he became east coast regional promotion director for Motown Records, and six months later was appointed vice president of promotion for Motown. Prior to joining Venture, he was associated with EMI-America Records in Los Angeles.

In his new position, Isgro will initially be responsible for hiring the label's national sales, promotion, marketing and publicity staffs.



Joe Isgro

**Cash Box** revealed that ABC will be taking concrete steps to increase its presence in the gospel field.

ABC's first major move will be to promote gospel at a grass roots level. For example, at the Gospel Music Workshop of America currently in progress in Washington, D.C., ABC has set up booths to sell its own records in locations that will include the site of its artists' performances.

In another important development, ABC will soon set up offices in Detroit, primarily for the purposes of scouting new gospel talent. The office will be run by Bill Craig, ABC's vice president of promotion and A&R for special markets. Sonny Carter, director of A&R and promotion for ABC's gospel line, told **Cash Box**, "The offices will put us in closer touch with the gospel pulse. Aside from being in Detroit, where gospel is very popular, the office will give us access to the south and southeast."

### Absorb Word?

Gary Davis, vice president of ABC Records, suggested that the Texas-based white gospel label, **Word**, may soon be incorporated into the ABC Records division. **Word**, which is owned by ABC, Inc., is now technically a division of ABC Publishing.

Stan Moser, president of **Word**, said that he hadn't heard about a merger, but elaborated on the activities that are making the label an attractive pop commodity. The label currently has religious album product available by such pop names as B.J. Thomas, Barry McGuire and Billy Preston, and has slated for release albums by Michael O'Martian, who wrote the themes for "Barretta" and "Happy Days," and a solo album by Dan Peek, the leader of America.

### Hidden Strength

Arista Records is also deeply involved with gospel music. Savoy Records, the gospel line Arista distributes, currently has

*(continued on page 52)*

# "Substitute" Gloria Gaynor Brings England's #1 smash home.



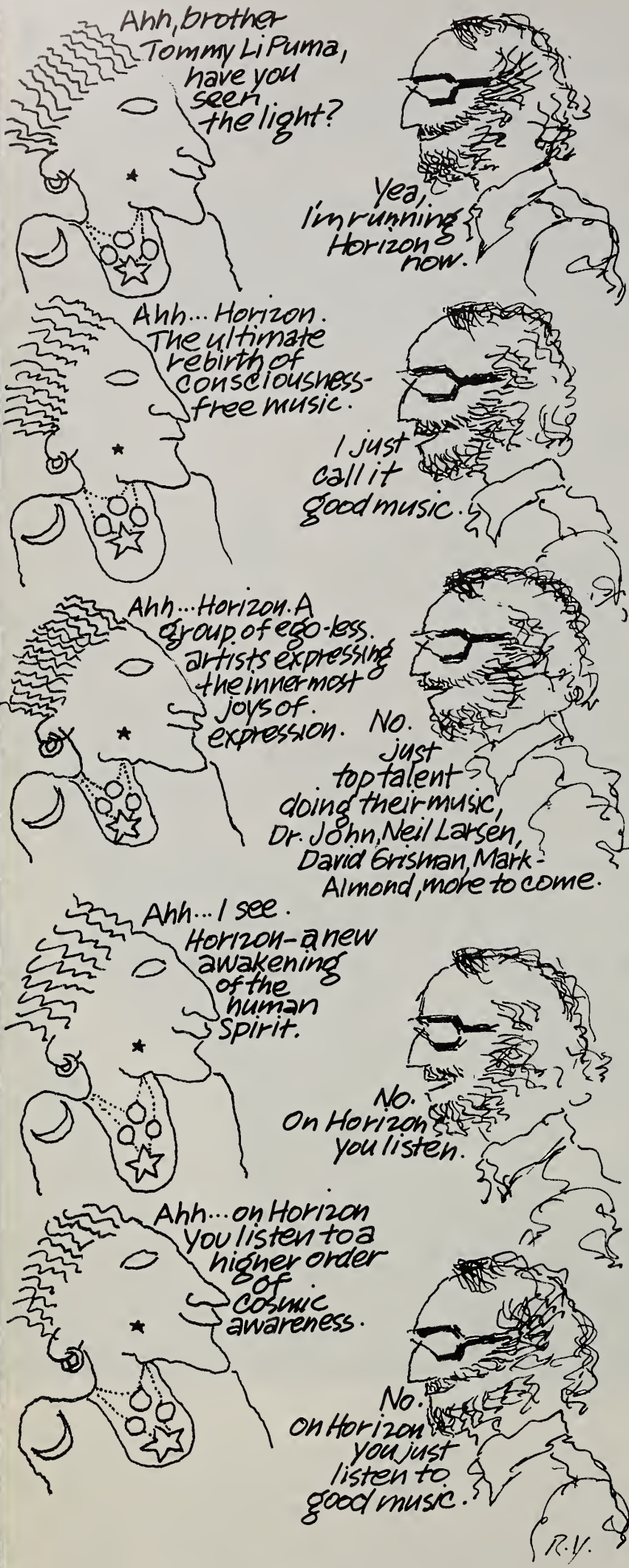
Produced by Dino Fekaris in association with Freddie Perrin for Grand Slam Productions.

The two smiling gentlemen next to Gloria Gaynor are Dino Fekaris, producer and Freddie Perrin, executive producer. They've hit it big with Sylvers and Tavares, and now they're tickled with Gloria's new single "Substitute."

The song is a #1 smash in England and Gloria's new version is heading for the top here in America. Gloria Gaynor is a proven star, and this new single is polishing her image even brighter.

**Gloria Gaynor's is the genuine "Substitute."**  
Accept no other. On Polydor Records.

PD-14508



**Charne**      **Holland**      **Barton**      **Mendelsohn**

**Charne Appointed At E/P/A** — Epic/Portrait/Associated Labels has announced the appointment of Jim Charne to director, national merchandising, Epic, Portrait, Associated Labels. He joined CBS Records in 1969 as one of the original CBS College Representatives, located in Madison, Wisconsin and in 1972 he was appointed the first Epic local promotion manager in Minneapolis, and was responsible for all promotional activities for Nebraska, Minnesota, North and South Dakota and Iowa.

**Holland Promoted At Capitol** — Arne Holland has been promoted to director of business affairs at Capitol Records, Inc. Prior to his promotion, he served as manager of business affairs at the label.

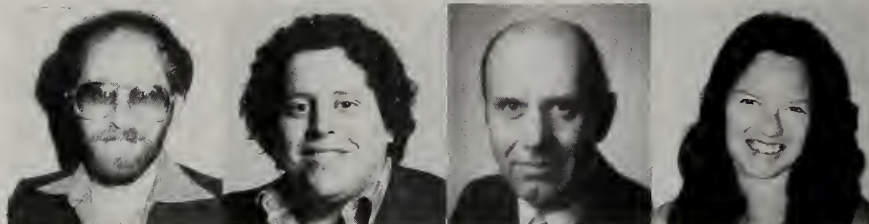
**Barton Appointed At Capitol** — Peter Barton has been appointed creative director of merchandising & advertising at Capitol Records, Inc. He joined Capitol in 1975 as head of publicity & artist relations for Capitol Records-EMI Group of Industries in London.

**Mendelsohn Named At ABC** — The appointment of Herbert J. Mendelsohn as senior vice president, marketing, for ABC Leisure Attractions, a division of American Broadcasting Companies, Inc., was announced. He joins the division from ABC Record and Tape Sales Corp., where he served as president from December 1975, until the division was sold to Lieberman Enterprises last month. He joined the division in 1974 as vice president, marketing.

**Levy Upped At Tomato** — Tomato, the independent record company, has upped Jack Levy from director of marketing to vice president of sales and marketing. Levy, assisted by Tomato's promotion and marketing staff, will be responsible for monitoring the individual distributor's sales, promotion and financial responsibilities to the label.

**Rudolph Appointed At CBS Associated Labels** — Gordon Anderson, director, national promotion, CBS Associated Labels has announced the appointment of Stephen Rudolph to associate director, national promotion, CBS Associated Labels. Rudolph will be responsible for coordinating airplay on all albums and singles released on the CBS Associated Labels. Prior to joining the CBS Associated Labels, Rudolph was the national head of promotion for Avco Embassy for five years. Before that he was with Scepter Records for five years in the same capacity.

**Siroty Appointed** — Epic/Portrait/Associated Labels has announced the appointment of Jeff Siroty to associate director, west coast artist development, Epic/Portrait/Associated Labels. He comes to the Epic/Portrait/Associated Labels family from the Paragon Agency in Georgia, where he worked for four years as head of their National College Program.



**Levy**      **Siroty**      **Getz**      **Kerr**

**Getz To CRI** — CBS Records International has announced the appointment of Frank R. Getz to director of international physical distribution operations, CBS Records International. He joined CBS in May, 1961, as a senior industrial engineer, later becoming manager, special projects in industrial engineering.

**Capricorn Announces New Posts** — Capricorn Records has announced the appointment of Lynne Richardson as national secondary singles promotion coordinator and Scott Graff as Minneapolis area promotion manager. Richardson joined Capricorn Records over five years ago and has been based at the label's west coast office, serving in a number of promotion and publicity functions. Her background in music includes stints as music director at KRLA and KPCC. Graff will be based in his home near Minneapolis and can be reached at (612) 447-2901. He is responsible for the Minneapolis area market.

**Salsoul Taps Johnson** — Connie Johnson has been named assistant R&B director at Salsoul Records. Prior to her current position, Johnson served as national promotion director at Philly Grove Records for four years. Previously, she worked as national promotion director with All-Platinum.

**Sprouse Named At Versatile** — Mario E. Sprouse has been named music director for Versatile Records, Ltd., New York. He taught black American music at the Joseph P. Kennedy Center and for Columbia University's Upward Bound program.

**Kerr Appointed At Capitol** — Judi Kerr has been appointed creative services projects manager at Capitol Records, Inc. She joined Capitol in 1973. From 1973 through 1977 she worked as a secretary in Capitol's marketing department. In 1977 she was promoted to the position of executive secretary.



**Huang**      **Posner**      **Rosenberg**      **Cox**

**Rustici Appointed At Columbia** — Columbia Records has announced the appointment of Patrick Rustici as regional promotion marketing manager, northeast, Columbia Records. Prior to joining CBS, he worked for Discount Records in 1971 and 1972. In 1973 he joined WEA as inventory clerk and then moved on to salesman for southern Connecticut. In 1974 he was promoted to local promotion manager for Warner/Elektra/Asylum and in 1977 Pat joined CBS Records as the Columbia local promotion manager in Hartford.

**Huang & Posner Named At Atlantic** — Nancy Huang and Susan Posner have joined Atlan-

(continued on page 48)



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# MERCHANDISING

## RCA Plans Push On Video Line

NEW YORK — In support of its expanded video cassette recorder line, RCA plans to increase its national advertising expenditures during the second of 1978 for its "SelectaVision" products.

James K. DeVoe, division vice president of advertising for RCA Consumer Electronics, said that the increased expenditures will be divided between network television spots and magazine advertising. Four different consumer ads are being planned.

The promotional campaign will begin later this month to launch a two-month "SelectaVision Film Festival" that includes the exclusive offer of the Muhammed Ali-Leon Spinks championship fights on the VSS videocassette format. Consumers who purchase an RCA videocassette recorder (VCR) during September and October will receive prerecorded cassettes and video club membership benefits approximating \$150 in retail value.

### Film Program

RCA plans to spend about \$2 million in advertising and promotional funds in support of the Film Festival, which is designed to appeal to a "movies-at-home" audience. According to DeVoe, the "SelectaVision" VCR is the first machine on the market that can be pre-programmed to record up to four different programs on four different channels over a seven-day period.

Consumers who buy the VCR will be offered their choice of two of 50 feature films. In addition, they will become members of the Video Club of America, sponsored by the Magnetic Video Corporation, and will receive five 20% discount coupons towards the purchase of movies in the current Magnetic Video catalog.

## Three Winners Named In Bee Gees Contest

LOS ANGELES — The three winners of the nationwide "Discover The Bee Gees" display contest were recently awarded their prizes by RSO Records. Chris Stewart, of Independent Records in Lakewood, Colorado, and Danielle Wagner from Eucalyptus Records in Tukwila, Washington, received all-expenses-paid weekends for two at Disneyland for their creative in-store or window displays in support of the RSO merchandising campaign. Also awarded the Disneyland trip was David Leach from RSO's Boston branch, who won a separate contest among Polygram merchandisers.

## Atlantic Posts Awards In ABBA Retail Contest

NEW YORK — Atlantic Records has awarded prizes to the winners of the ABBA Bucks sweepstakes, made eligible to retail store clerks for setting up displays, wearing ABBA t-shirts, and playing the ABBA in-store sampler. The grand prize winner of a trip to Sweden was Tyler Gustavson. The second prize winner of \$500 was Ann Lief. 74 additional prizes were also awarded.



**GREASE IS THE LOOK** — Polygram Distribution's Cleveland branch and RSO Records, in conjunction with Stark Records, Firestone Tires and Q10 radio, recently held a John Travolta/Olivia Newton-John look-alike contest at Stark Records' "Galaxy" disco in North Canton, Ohio. The winners, Kathy Cull and Dave Sheidlower, will receive a weekend for two in New York City.

## Polymusic Is Now Called Polygram Direct Marketing

NEW YORK — The Polygram Group has changed the name of Polymusic Inc., its direct marketing operation, to Polygram Direct Marketing Inc.

"The change is designed to reflect the expanding horizons of our company," said Abe Wiesel, president of the newly-named company. "We are now actively looking for acquisitions as well as joint ventures in various leisure-time product areas related to, but not limited to, music."

The name change is part of the Polygram Group's attempt to more clearly identify its international music and record companies. Earlier this year, Polygram's U.S. distribution arm, Phonodisc Inc., became Polygram Distribution Inc.

### Classical Record Club

The major program operated by Polygram Direct Marketing is the International Preview Society, a classical record club that sells multi-record sets of Philips and Deutsche Grammophon records through the mail. Another classical club under the division's aegis is the Great Awards Collection.

Wiesel also said that the company is about to test-market another club called Classical Favorites, a budget-line program that will make two records available each month to subscribers over a 22-month period. Classical Favorites will be available for syndication to major companies for their own clients as well.

## 'Animal House' Backed By Four LA Companies

LOS ANGELES — A national marketing program for "National Lampoon's Animal House" film has been launched by four Los Angeles companies in support of the picture and the soundtrack album. Working with Universal Pictures and MCA Records are the Don Delley Organization, record promotion company RPM, college newspaper supplement Ampersand and Selluloid, a company which specializes in radio station promotion. Currently the campaign is going on in 33 cities, supplied by the movie company.

## Entertainment Mgmt. Expanding Services

LOS ANGELES — Entertainment Management Corp., of Beverly Hills has expanded their services to include concert merchandising and record album inserts. The firm's list of new clients include the Sylvers, who will be represented by EMC in the areas of mail order merchandising, album inserts and concert merchandising.

## SINGLES BREAKOUTS

- |  |  |  |
|--|--|--|
| Pickwick — National<br>SHAUN CASSIDY<br>DAN HILL<br>MICHAEL JOHNSON<br>KINKS                                     | Bee Gee — Albany<br>CARS<br>RICK JAMES<br>QUINCY JONES<br>EDDIE MONEY  | Tower — Seattle<br>BOSTON<br>KINKS<br>OHIO PLAYERS<br>GENYA RAVEN  |
| Zebra — Austin<br>E,W&F<br>WILLIE NELSON<br>BARBRA STREISAND — EYES  | Record Factory — San Francisco<br>BOSTON<br>NICK GILDER<br>LINDA RONSTADT  | Camelot — National<br>JIMMY BUFFETT<br>BILLY JOEL<br>JOURNEY<br>LTD<br>TOM PETTY<br>SPINNERS<br>TROOPER<br>BONNIE TYLER  |
| Disco Mat — New York<br>BOSTON<br>E.C. KING<br>LITTLE RIVER BAND   | Father's & Sun's — Indianapolis<br>ATLANTIC STARR<br>AEROSMITH<br>BOSTON<br>ROBIN GIBB<br>GERRY RAFFERTY<br>BOB SEGER<br>BRUCE SPRINGSTEEN<br>SWITCH | Radio Drs. — Milwaukee<br>BOSTON<br>KENNY LOGGINS<br>MEAT LOAF<br>BOB SEGER  |
| Alte — Phoenix<br>A TASTE OF HONEY<br>BOSTON<br>EXILE<br>ROBIN GIBB<br>LINDA RONSTADT                            | Cactus — Houston<br>KINKS<br>BARBRA STREISAND  | Sound Warehouse — Dallas<br>BOSTON   |
| Harmony House — Detroit<br>EXILE<br>CHERYL LADD<br>BOB SEGER   | Richmen Bros. — Philadelphia<br>BOSTON<br>FUNKADELIC   | Record World, T.S.S. — New York<br>BOSTON<br>EXILE<br>BOB SEGER<br>SIMON/TAYLOR  |
| Record Dept. Merch. — Memphis<br>EXILE<br>RICK JAMES<br>CHRIS REA<br>TRAVOLTA/JOHN                               | Music Plus — Los Angeles<br>BOSTON<br>FOXY   | Tower — Sacramento<br>CAPT. & TENNILLE<br>CHARLIE<br>WALTER EGAN<br>FOXY<br>NICK GILDER<br>O'JAYS<br>JEFFERSON STARSHIP<br>TRAVOLTA/JOHN<br>BONNIE TYLER — NEW |
| Wexie Maxie — Washington<br>BOSTON<br>CHERYL LADD  | P. B. One Stop — St. Louis<br>BOSTON<br>ROBIN GIBB<br>GERRY RAFFERTY<br>LINDA RONSTADT<br>BOB SEGER  | Sounds Unlimited — Chicago<br>AEROSMITH<br>RITA COOLIDGE<br>E,W&F<br>WALTER EGAN<br>EXILE<br>TRAVOLTA/JOHN   |
| Licorice Pizze — Los Angeles<br>CARS<br>ELO<br>E.C. KING<br>KINKS  | Siebert's — Little Rock<br>ROBIN GIBB<br>ANNE MURRAY<br>TRAVOLTA/JOHN  |  |
| Specs — Miami<br>SIMON & CHANDLER<br>CRYSTAL GAYLE<br>ANNE MURRAY<br>GERRY RAFFERTY<br>CHRIS REA<br>JAMES TAYLOR | Strawberries — Boston<br>ATLANTIC STARR<br>AEROSMITH<br>BEATLES — SGT.<br>BOSTON<br>E, W&F   |  |

## ALBUM BREAKOUTS

- |   |   |  |
|---|---|--|
| Handlemen — National<br>SHAUN CASSIDY<br>MICHAEL HENDERSON<br>RICK JAMES<br>KC & THE SUNSHINE BAND<br>ALAN PARSONS<br>DOLLY PARTON<br>ELVIS PRESLEY<br>KENNY ROGERS<br>"SGT. PEPPER"<br>WAR   | Camelot — National<br>BROS. JOHNSON<br>CON FUNK SHUN<br>EXILE<br>MICHAEL HENDERSON<br>MICK JACKSON<br>MICHAEL JOHNSON<br>KENNY LOGGINS<br>MATHIS/WILLIAMS<br>DOLLY PARTON<br>"SGT. PEPPER"                              | Strawberries — Boston<br>ATLANTIC STARR<br>ROY AYERS<br>CHILLIWACK<br>GRACE JONES<br>NORMA JEAN<br>JEAN LUC PONTY<br>SILVER BLUE<br>SYLVESTER  |
| Tower — Sacramento<br>KC & THE SUNSHINE BAND<br>BOB MC GILPIN   | Licorice Pizze — Los Angeles<br>TASTE OF HONEY<br>AMBROSIA<br>EXILE<br>DAVID GILMOUR<br>LITTLE RIVER BAND<br>DAVE MASON<br>MOODY BLUES<br>TEDDY PENDERGRASS<br>JEAN-LUC PONTY<br>UFO                                    | Pickwick — National<br>BEATLES — SGT. PEPPER<br>DEBBY BOONE<br>CHILLIWACK<br>EMOTIONS<br>FOXY<br>MICHAEL HENDERSON<br>OHIO PLAYERS<br>DOLLY PARTON<br>ELVIS PRESLEY<br>LEO SAYER<br>SLAVE<br>LORNA WRIGHT  |
| 1812 Overture — Milwaukee<br>ALESSI BROTHERS<br>PETER GABRIEL<br>MICHAEL JOHNSON<br>KC & THE SUNSHINE BAND<br>LITTLE RIVER BAND<br>KENNY LOGGINS<br>SYLVESTER<br>TROOPER<br>ROBIN GIBB<br>UFO | Record Theatre — Cleveland<br>LARRY CARLTON<br>EXILE<br>STEVE HARLEY<br>KC & THE SUNSHINE BAND<br>LITTLE RIVER BAND<br>ROADMASTER<br>SLAVE<br>LORNA WRIGHT  | Odyssey — Santa Cruz<br>ROY AYERS<br>TOBY BEAU<br>LARRY CARLTON<br>PETER GABRIEL<br>SAMMY HAGAR<br>HIGH INERGY<br>GRACE JONES<br>KC & THE SUNSHINE BAND<br>ANNE MURRAY<br>HELEN REDDY<br>LIVINGSTON TAYLOR |
| Gery's — Virginia<br>ANNE MURRAY  | Port O' Call — Nashville<br>JOHN PRINE<br>ROBIN TROWER  | Sounds Unlimited — Chicago<br>TASTE OF HONEY<br>BROS. JOHNSON<br>FATBACK BAND<br>RICK JAMES<br>KENNY LOGGINS<br>ROADMASTER<br>SYLVESTER<br>TROOPER<br>UFO<br>BETTY WRIGHT                                  |
| Jerry's — Philadelphia<br>KC & THE SUNSHINE BAND<br>MUSIQUE<br>LEO SAYER<br>UK  | Waxie Maxie — Washington<br>CAL JAM 2<br>CARS<br>SAMMY HAGAR<br>MICHAEL JOHNSON<br>KC & THE SUNSHINE BAND<br>LOUISIANA'S LE ROUX<br>MOTORS<br>DOLLY PARTON<br>MICHAEL STANLEY BAND<br>TALKING HEADS<br>JESSE WINCHESTER | Cactus — Houston<br>EMOTIONS<br>EXILE<br>FOXY<br>DOLLY PARTON  |
| Dan Jay — Denver<br>TOBY BEAU<br>LARRY CARTON<br>CHILLIWACK<br>WALTER EGAN<br>DAVID GILMOUR<br>OHIO PLAYERS<br>TEDDY PENDERGRASS<br>SWITCH<br>WAR OF THE WORLDS<br>JESSE WINCHESTER           | Everybody's — Portland<br>CHICK COREA<br>CRUSADERS<br>KENNY LOGGINS<br>PAT METHENY  | Cevases — Buffalo<br>AMBROSIA<br>SESAME STREET FEVER   |
| Father's & Sun's — Indianapolis<br>AMBROSIA<br>CARS<br>FATBACK BAND<br>OZARK MOUNTAIN DAREDEVILS<br>GENYA RAVAN<br>SYLVESTER<br>ROBIN TROWER  | Discount Records — St. Louis<br>ROY AYERS<br>DEBBY BOONE<br>EXILE<br>FATBACK BAND<br>KC & THE SUNSHINE BAND<br>CHUCK MANGIONE — BEST<br>SANTA ESMERALDA<br>SYLVERS<br>TALKING HEADS<br>ROBIN TROWER                     | Tower — Seattle<br>ROY AYERS<br>SAMMY HAGAR<br>GREG KINN<br>GENYA RAVAN<br>TALKING HEADS   |
| Sound Warehouse — San Antonio<br>AERIAL<br>DEBBY BOONE<br>CANTRABAND<br>LEO KOTTKE<br>CHERYL LADD<br>BOB MC GILPIN<br>GENYA RAVAN<br>LONE STAR SIX PAK<br>SUPREMES<br>ROBIN TROWER            | Oz — Atlanta<br>AMBROSIA<br>TOBY BEAU<br>THIN LIZZY   | Music Stop — Detroit<br>AMBROSIA<br>ROY AYERS<br>BROS. JOHNSON<br>SHAUN CASSIDY<br>RITA COOLIDGE<br>CHERYL LADD<br>PRISM<br>GENYA RAVAN  |
| Disco Mat — New York<br>BOSTON<br>FOREIGNER<br>PRISM<br>GENYA RAVAN   |   |  |

### TOP SINGLE BREAKOUT OF THE WEEK

REMINISCING — LITTLE RIVER BAND — HARVEST

### TOP ALBUM BREAKOUT OF THE WEEK

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3008 TRAVELING  
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BRENDA  
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**ANOTHER  
CASHBOX-2**

**DON'T LOOK BACK** — Boston — Epic FE 35050 — Producer: Tom Scholz — List: 7.98

It is difficult to recall when a second album by a group was so hotly anticipated, but Boston's new effort is out, and it features more of the instantly recognizable guitar licks of Tom Scholz, the soaring vocals of Brad Delp plus eight new compositions. Besides the bulleting title track single, this LP includes such fine tracks as "A Man I'll Never Be" and "Feelin' Satisfied." Although the band may not be exploring new territory in rock as it did on its debut work, this is undeniably an appealing, consistently engaging affair.

**CHAMPAGNE CHARLIE** — Leon Redbone — Warner Bros. BSK 3165 — Producer: Joel Dorn — List: 7.98

Step into the parlor, crank up the gramophone and sit back with Leon "Champagne Charlie" Redbone. For an artist with as unusual an approach as his, it is to Redbone's credit that his third LP still retains the freshness and charm of the first two. That's because he keeps throwing in vocal and instrumental surprises, such as the melancholy whistling on "Sweet Sue (Just For You)" which segues into a jumping baritone sax cadenza. A delightful album for AOR.

**COSMIC MESSENGER** — Jean-Luc Ponty — Atlantic SD 19189 — Producer: Jean-Luc Ponty — List 7.98

The term "commercial" would have to be the most despicable word ever affixed to that other hackneyed one, "art," but Jean-Luc Ponty is one of the few musicians who effectively straddles both idioms and makes his audiences love him for it. This LP is the most beautifully accessible album currently on the market under the nebulous heading of "jazz-rock." This is serious music that cooks! AOR seems responsive enough to have made "Cosmic Messenger" the third most added FM LP this week as well.

**FIRED UP 'N' KICKIN'** — Fatback — Spring/Polydor SP-1-6718 — Producer: The Fatback Band — List: 7.98

Already receiving R&B and pop chart action with this album, Fatback is a fiery, explosive outfit which packs a sturdy disco/R&B punch on this effort. Boasting capable vocal work plus strong instrumental support, "Fired Up 'N' Kickin'" lays down a pulsing dance beat that never quits. Exciting horn arrangements also highlight this LP, which includes such winning cuts as "I'm Fired Up," "I Like Girls" and "Boogie Freak."

**SECRETS** — Gili Scott-Heron and Brian Jackson — Arista AB 4189 — Producers: Gili Scott-Heron and Brian Jackson — List: 7.98

This musical duo has issued several albums which combine socio-political statements with a fusion of R&B, jazz and African music elements, and on "Secrets" Scott-Heron and Jackson emerge with another strong work. Such songs as "Third World Revolution," "Angola, Louisiana," and "Better Days Ahead" provide a good indication of the political themes that are covered here, and the duo's unique musical execution effectively articulates each lyrical statement.

**GONNA GET THROUGH** — Cleo Laine — RCA AFL1-2926 — Producer: Ken Gibson — List: 7.98

Cleo Laine has long been renowned for her exquisite vocal style, and on "Gonna Get Through" she beautifully handles this pleasant selection of pop confections. Boosted by affectionate arrangements from her husband John Dankworth and Ken Gibson, Laine expertly sings such familiar tunes as "When I Need You," "Just The Way You Are" and "On And On." For easy listening and possibly pop airplay.

**LIVE AT THE PALAIS** — Michael Nesmith — Pacific Arts PAC 7-118 — Producer: None Listed — List: 7.98

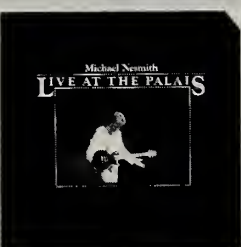
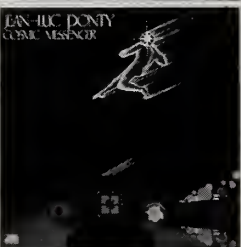
For the uninitiated, this LP recorded on Nesmith's fall 1977 Australia tour provides a sampling of seven of the best songs by one of the founders of country-rock. For his fans, the bonus is that those songs have been re-worked, often dramatically, from the studio versions. Nesmith has a superb pop voice and the recording here is of studio quality. It is also interesting to note that this is one complete live performance, not segments culled from numerous dates. For AOR and Top 40.

**FONDA FEINGOLD** — Mercury SRM-1-3721 — Producers: Hank Medress and Dave Appell — List: 7.98

On her debut Mercury album, this Atlanta-based singer/songwriter has created a distinctive, colorful pop album which centers around her smooth, attractive vocals. Containing a variety of numbers ranging from several intimate ballads to catchy, carefree songs, this album should appeal to contemporary adult listeners plus pop fans. Includes the single, "Day Dreamin'," "Warm In The Night" and "Feelin' Your Love."

**ANOTHER SIDE** — Vivian Reed — United Artists UA-LA911-H — Producer: Jeff Lane — List: 7.98

With her debut United Artists' album, Vivian Reed has concocted a solid, invigorating effort which highlights her powerful vocals and strong instrumental support by an array of musicians. "Don't Start Something You Can't Finish," "Start Dancin'" and "When You Touch Me" are just three of the first-rate tracks on this LP, which is suitable for both the dance floor and for pure listening enjoyment.



**IS IT STILL GOOD TO YA** — Ashford & Simpson — Warner Bros. BSK 3219 — Producers: Nickolas Ashford & Valerie Simpson — List: 7.98

In the duo's follow-up release to the gold-awarded "Send It" LP, Nickolas Ashford and Valerie Simpson have emerged with a rewarding assortment of soulful, colorful ballads and upbeat numbers. As usual, "Is It Still Good To Ya" features impressive vocals, compositions and production, but most importantly, this LP displays the confidence and assurance of a team who realize that they've finally established themselves as solid recording stars.

**BOOK EARLY** — City Boy — Mercury SRM-1-3737 — Producer: Robert John Lange — List: 7.98

This is the album that everyone felt City Boy was capable of producing when they first hit the scene three years ago bristling with promise and killer harmonies. "5.7.0.5." leaps off the LP as the perfect car radio tune. "Cigarettes," "Do What You Do, Do Well" and "The World Loves A Dancer" are perfect AOR fodder. As the very title suggests, "Book Early" for a long run of perfectly marvelous entertainment.

**TRIDENT** — Kingfish — Jet JZ 35479 — Producer: Johnny Sandlin — List: 7.98

With its latest album, Kingfish has established itself as a distinctive, original band which delivers a refined yet driving set of mainstream rock numbers. Now produced by Johnny Sandlin and introducing a new lineup, Kingfish has developed a more polished, intricate sound without sacrificing any of its old energy and intensity. Standout tracks include "Magic Eyes," "Hard To Love Somebody" and "You And I." For AOR and pop formats.

**SIR ARMY SUIT** — Klaatu — Capitol SW 11836 — Producer: Klaatu — List: 7.98

A work of near-perfect genius, "Sir Army Suit" could quite easily be the most challenging and provocative album released this year. The LP's tunes are all deliciously varied; from the chillingly beautiful "Dear Christine" to the blistering "Mister Manson." AOR shouldn't ignore this one for even a second and Top 40 singles abound as well. Made to be heard at high volume on expensive headphones.

**WELL KEPT SECRET** — Juice Newton — Capitol SW-11811 — Producers: Otha Young, Juice Newton and John Palladino — List: 7.98

Juice Newton is a dynamic, arresting performer who on "Well Kept Secret" bursts through with several hard-rocking, guitar-laden cuts plus more moderate, resonant ballads. Such top musicians as Jai Winding, Jeff Porcaro and Norton Buffalo assist Newton on this effort, but it is her confident vocals and charged-up personality which highlights this set. Includes the single, "Hey Baby."

**CHAMPION** — Epic JE 35438 — Producer: Gary Lyons — List: 7.98

Featuring Clem Clempson of Humble Pie fame and Geoff Britton, one-time drummer for Wings. Champion is an exciting hard-rock band which packs an array of invigorating guitar riffs, infectious lead vocals and harmonies plus first-rate arrangements and production. Standout tunes are "It's Your Life" and "You Knock Me Out," but every track here exhibits exuberant energy, a keen sense of dynamics and worthwhile lyrics. A strong pop and AOR contender.

**CA PLANE POUR MOI** — Plastic Bertrand — Sire SRK 6061 — Producer: Lou — List: 7.98

On the heels of his international hit single, "Ca Plane Pour Moi," Plastic Bertrand has released his debut album, a humorous, highly infectious collection of French-sung rock 'n' roll tunes. On this LP's best numbers such as "Ca Plane" and his latest European single, "Sha La La La Lee," Bertrand creates a driving yet hilarious guitar-laden formula which establishes him both as a comical performer and first-rate rocker. A solid bet for pop and AOR airplay.

**CORDS** — Synergy — Passport PB 6000 — Producer: Larry Fast — List: 8.98

Has The Synthesizer really become as disreputable as the Farfisa organ or the wah-wah peddle? Queen and Boston smugly slag the instrument and we all know how Elvis Costello would feel. But Synergy (a.k.a. Larry Fast) apparently doesn't give a damn because Fast has conceived an "electronic" album that contains more blood and gristle than any number of new wave posturers one would care to name. This LP's excitement is real and it's honest.

**FROM THE GUT TO THE BUTT** — Sho-Nuff — Stax/Fantasy STX-4107 — Producers: Mike Daniels and Vernon Weakley — List: 7.98

Hailing from Jackson, Mississippi, Sho-Nuff with its debut album has produced a varied assortment of funky, upbeat dance numbers and articulate, flowing ballads. The group boasts impressive self-penned material, aggressive vocals and innovative keyboard textures on this LP, which is highlighted by such tracks as "Steppin' Out," "Thinking Of You" and "Funkasize You." For disco, R&B and pop formats.



*Dolly*  
**HEARTBREAKER**



**CERTIFIED GOLD**

DOLLY PARTON'S LATEST ALBUM FEATURING SIX NEW PARTON ORIGINALS, AND THE TITLE SINGLE, "HEARTBREAKER," (PB-11296)

## FEATURE PICKS

**THE WHO** (MCA 40948)

**Who Are You** (3:22) (Eel Pie Publ. — U.S. rights admin. by Towser Tunes — BMI) (P. Townshend)

It has been almost three years since Top 40 radio had a new song from The Who. This first single from the new album of the same name has a gentle, jumpy chorus riding atop driving guitar chording by Townshend. Daltrey's lead vocals are gritty and inquiring. Piano fills, handclap beat add texture. Good AOR and Top 40 add.



**WINGS** (Capitol P-4625)

**London Town** (3:48) (ATV Music — BMI) (P. McCartney/D. Laine)

McCartney and Wings have the rare ability to combine simple elements and achieve intriguing results. This easy-paced ballad about a casual walk in London features an arrangement of electric piano, strings, horns and guitars. Well-timed pauses give the record an "open" feel. Vocals are gentle. Title track of the "London Town" LP, this single is suited to Top 40 and AC/MOR formats.



**STEELY DAN** (ABC 12404)

**Josie** (4:30) (ABC/Dunhill Music — BMI) (W. Becker/D. Fagen)

A familiar album cut from the classic "Aja" LP, "Josie" has finally been released as a single. Becker and Fagen work wonders, offering clean crystalline rhythm and lead lines. Piano work, understated yet invigorating rhythm guitar funk, fine vocals, horns and clever "up" lyric combine to make this a fine Top 40 add.



**DARYL HALL & JOHN OATES** (RCA PB-11371)  
**It's A Laugh** (3:38) (Hot-Cha Music — BMI) (D. Hall)

Hall and Oates have a new album, "Along The Red Ledge" and this first single possesses a strong, clearly defined hook and concept which ought to place it high on Top 40 rotation. Sax solo, full sound, effective guitars and excellent lead and backing vocals make this an engaging effort.

**VAN MORRISON** (Warner Bros. 8661)

**Wave Length** (3:57) (Essential Music — BMI) (V. Morrison)

It has been a year and a half since Morrison's last effort and this title track from his new album is on a rejuvenated wavelength suited to Top 40 formats. Swirling synthesizer work, handclap pauses, fine guitar work and firm beat integrate nicely. Morrison's singing and scatting are characteristically commanding. Strong hook.



**DIANA ROSS & MICHAEL JACKSON** (MCA-40947)

**Ease On Down The Road** (3:19) (Fox Fanfare Music — BMI) (C. Smalls)

Four labels will be promoting the soundtrack from the upcoming film release of "The Wiz," slated for the fall. Already a familiar song, this first single combines the talents of Ross and Jackson in a fast-moving, high stepping effort which is fattened by horns and backing singers. Suited to R&B and Top 40 playlists.



**RONNIE MILSAP** (RCA JH-11369)

**Let's Take The Long Way Around The World** (3:23) (Chess Music — ASCAP/Pi-Gems Music — BMI) (A. Jordan/N. Martin)

Milsap has racked up an impressive string of country hits and continues to expand his pop impact. This single from the "Only One Love in My Life" album has the potential to appeal to many formats. Piano, horns, strings, building chorus and a lyric about life threatening to pass by make this a good, wide-reaching add.



**NATALIE COLE** (Capitol P-4623)

**Lucy In The Sky With Diamonds** (3:45) (Maclen Music — BMI) (J. Lennon/P. McCartney)

Capitalizing on the current massive RSO push for "Sgt. Pepper," this track, taken from the "Natalie . . . Live!" album, is an exuberant treatment of the spacy ode to Lucy. Cole's smooth treatment of the chorus is original and successful. Orchestra support and quality backing singers make this a good R&B and Top 40 add.

## SINGLES TO WATCH

**TOMMY ROE** (WB/Curb 8660)

**Dreamin' Again** (3:13) (Roebot Music — BMI) (T. Roe)

Tommy Roe is a name many remember and now he is back with a revitalized sound. This first single has strong lyric and musical hooks and a fine arrangement of tandem guitars, piano, steady beat and mid-song interlude. This track is an excellent add to Top 40 playlists.

**STEVE HARLEY** (Capitol P-4622)

**Roll The Dice** (3:12) (Sebastian Music) (S. Harley/J. Partridge)

Taken from the "Hobo With A Grin" album, this is Steve Harley's first single as a solo artist. Fellow ex-Cockney Rebel Duncan McKay provides synthesizer work. Bill Payne of Little Feat plays piano. Ex-Rebel Jo Partridge adds strong guitar work. Good singing. Suited to Top 40 lists.

**PETER BROWN** (Drive/T.K. 6272)

**You Should Do It** (3:40) (Sherlyn Publishing — BMI) (P. Brown/R. Rans)

The feel is bright and bouncy on this track taken from the "A Fantasy Love Affair" album. Several keyboard and synthesizer layers, steady upfront beat and crisp vocal backing (Betty Wright) make this cut an excellent add for dancefloor, R&B and pop playlists.

**THE SYLVERS** (Casablanca NB 938)

**Don't Stop, Get Off** (3:08) (Rosy Publ. — ASCAP) (Leon, James, Joseph, Edmund & Foster Sylvers)

The Sylvers have a new label and this first single from the "Forever Yours" album is a funky celebration, likely to receive disco and R&B play. Handclapping, familiar chanting and driving, rhythmic undercurrents complement the dashing vocals.

**BLONDIE** (Chrysalis 2251)

**I'm Gonna Love You Too** (2:05) (MPL Communications — BMI) (Mauldin/Sullivan/Petty)

This cover of a Buddy Holly tune is an enthusiastic meeting of power pop and sweet innocence. Produced by Mike Chapman (chart activity with Exile and Nick Gilder), this lead single from the new "Parallel Lines" album features bright singing by Harry and tight, ticking support by the band. Top 40 action potential.

**HIGH INERGY** (G 716F)

**Lovin' Fever** (3:17) (Jobete Music — Ascap) (P. Sawyer/M. McLeod)

Taken from the "Steppin' Out" album, this is a temperature rising R&B and pop ballad about losing your cool because of a loving fever. Strings and nice production touches complement the muscular beat and excellent singing. Suited to Top 40 and R&B formats.

**STEPHEN STILLS** (Columbia 3-10804)

**Can't Get No Booty** (3:20) (Gold Hill Music/Colgems-EMI Music/Kortchmar Music — ASCAP)

Taken from the forthcoming album, "Thoroughfare Gap," this first single is an unusual effort from Stills. A stylistic meeting of K.C. and the Sunshine Band and bluesy slide guitar, this track has a "shake" lyric and a driving beat. Stills' guitar work is excellent. Suited to Top 40 and R&B lists.

**HENRY MANCINI & ORCHESTRA** (UA X1237)

**The Pink Panther Theme '78** (3:30) (UA Music/Northridge — ASCAP) (H. Mancini)

The irrepressible Panther is back and this first single from the "Revenge Of The Pink Panther" soundtrack is composed and conducted by Mancini and features a tenor sax solo by Tony Coe. The familiar theme is punched up and speeded up on this version.

**JANIS IAN** (Columbia 3-10813)

**That Grand Illusion** (2:48) (Mine Music — ASCAP) (J. Ian)

Janis Ian delivers a gentle and introspective acoustic ballad on this first single from her new, forthcoming album, "Janis Ian." Slow and moody, this track features a poetic lyric, spare electric piano fills and smooth guitar strumming. Suited to MOR/AC and pop formats.

**ARTHUR PRYSOCK** (MCA 40943)

**Here's To Good Friends** (2:02) (Shada Music — ASCAP) (B. Backer)

This song, loaded with a commercial plug, has reached millions. With the lyric restored to its original intent, Prysock delivers a warm message of beginning again. Harpsichord intro, gentle guitar strum and Prysock's rich and deep vocals make this worth a pop-/MOR spin.

**PAUL ANKA** (RCA JH — 11351)

**Brought Up In New York (Brought Down In L.A.)** (3:30) (Koppelman Bandier Music/Paulanne Music- BMI) (P. Anka/D. McCormick)

L.A. is a nice place to visit but no place to stay on this lost love first single from Anka's new "Listen To Your Heart" album. Simple arrangement of acoustic piano and guitar, strings and vibrant electric guitar solo provide solid backing for Anka's evocative vocals. Pop, MOR.

**BEN. E. KING** (Atlantic 3494)

**Tipplin** (3:57) (Dejuano Publ. — BMI) (B. Crutcher)

"You're tippin' in the front door while I'm tippin' in the back door" is the startling realization of this track by King. Strings, piano and backing singers add to King's soulful singing of a falling out couple's saga.

**DAVID GILMOUR** (Columbia 3-10803)

**There's No Way Out Of Here** (3:40) (Anglo-Rock — BMI) (K. Baker)

Gilmour, of Pink Floyd fame, delivers a good mid-tempo ballad with a bleak outlook on this first single from his solo namesake LP. The mood is despairing yet the uplift provided by the guitar and organ backing make this a good AOR and possible pop add.

**MARY KEALY** (ASI 1015)

**Dreamin' Man** (3:45) (Tektra Publ. — BMI) (Kealy)

Kealy has forged an interesting sound on this effort making it suitable to MOR and Top 40 playlists. Two-part in construction, the song opens with a sensitive ballad approach which then moves to an uplifting swell to the chorus reminiscent of the Ronettes. Strings sweeten.

**DAVE AND SUGAR** (RCA JH-11322)

**Tear Time** (2:32) (Forrest Hills Music — BMI) (J. Crutchfield)

Dave and Sugar have received considerable country attention. This single about crying time features silky strings, smooth and mellow singing and electric piano. Suited to MOR, Country and AC formats.

# London Town.



The New Single

## Industry Announcements

### Pickwick Canada Appoints Bibby

LOS ANGELES — Richard Bibby has been named vice president and general manager of Pickwick Records of Canada Limited.

Commenting on the appointment, Bob Newark, general manager of Pickwick Records, said: "I am very pleased to welcome Richard Bibby to our organization, following his highly successful 13-year tenure with MCA."

A Canadian citizen, Bibby entered the music industry in 1961 as manager of the Disc Shop retail outlet in London, Ontario. In 1965, he joined MCA Records (Canada) as a sales representative in Ontario and was later promoted to sales manager. Subsequently he held numerous positions with MCA, including national sales manager, vice president and general manager of MCA's Canadian operation and, most recently, vice president and general manager of MCA Records in the U.S.

### Leon Levy Dies At 83

PHILADELPHIA, PA. — Dr. Leon Levy a leader and innovator in the communications industry died at his home here August 9 at the age of 83.

Levy became president and general manager of radio station WCAU in 1925 and helped form a network of radio stations that eventually became the Columbia Broadcasting System. WCAU was the CBS Radio Network's first affiliate.

In 1927, Levy became a director of CBS, serving until 1935 as the corporation's secretary and treasurer. He continued to serve on the CBS board of directors until 1977 and was also a member of the board's finance committee and a director of the CBS Foundation.

### RCA Buys Theatre For 'Ain't Misbehavin'

LOS ANGELES — In celebration of the recent release of the original cast album of "Ain't Misbehavin'," featuring the music of Fats Waller, RCA Records has purchased the Longacre Theatre and has arranged for a special performance of the show Aug. 21. The label has invited more than 1,000 guests including radio personalities, record dealers, press, government officials and label personnel.

By agreement with the "Ain't Misbehavin'" company, all proceeds from the show will go to the Black Theatre Alliance and The Frank Silvera Writers' Workshop.

### Early Skynyrd LP Due

LOS ANGELES — "Skynyrd's First And . . . Last," an album recorded in 1971 but never released, will be released on MCA Records Sept. 5.

The album will contain the original versions of "Free Bird" and "One More Time" which were included on the band's "Street Survivors" LP. The new album was remixed and overdubbed in 1975 and was originally slated for release prior to the accident last October which claimed the lives of two of the group's members.

### Cowan Acquires Gibson

LOS ANGELES — Rogers & Cowan, Inc., has acquired Bob Gibson Public Relations, it was announced recently by Paul Bloch, president of the public relations firm's contemporary music division. Gibson will be headquartered in the Rogers & Cowan offices in Beverly Hills.

### For The Record

In last week's issue of **Cash Box**, the date of the next young publishers' meeting in New York was incorrectly stated as September 12. The meeting will take place on September 7.

### Parton Receives Key To New York From Koch

NEW YORK — Dolly Parton sang to the citizens and employees of the City of New York last week at mid-day on the steps of City Hall Plaza. Greeted by Mayor Koch upon her arrival at City Hall, Parton was presented with the Key to the City in a brief welcoming ceremony prior to her half-hour performance.

Addressing the crowd, who had gathered to hear Parton — many of whom had received flyers accompanying 150,000 city paychecks — the mayor said that it was his pleasure to present the singer with the keys, but that "it's also the key to our hearts."

After the concert, Parton held a "People's Press Conference" as the crowd asked her questions first-hand. "New York is the center of the world, and everyone knows that a performer must have success in the Big Apple before you can be considered a star," she said. "I just want to personally thank the people of New York, who have done so much to help me on my way, and I am thrilled that Mayor Koch has offered me this opportunity to sing for you."

Parton appeared at the Palladium the following night, where she performed songs from "Heartbreaker," her latest LP.

### Atlantic Issues Second Batch Of New Albums

NEW YORK — Atlantic Records has completed its mid-summer album release schedule. Under its "Phase One" and "Phase Two" campaign, the label released a dozen new albums between the last week of July and the third week of August. Included in the "Phase One" campaign were new albums by Bill Chinnock ("Badlands"), Sonny Fortune ("Infinity Is"), Joachim Kuhn ("Sunshower"), Slave ("The Concept"), and Dennis Coffey ("A Sweet Taste Of Sin").

The "Phase Two" set of releases consists of new LPs by The Chris Hinze Combination ("Bamboo Magic"), Jean-Luc Ponty ("Cosmic Messenger") Jay Boy Adams ("Fork In The Road") and Don Pullen ("Montreux Concert"), plus greatest hits collections from The Trammps and Donny Hathaway.

In support of the album release program, all WEA Corporation sales managers, marketing coordinators, sales, and promotion representatives on national, regional, and local levels have been supplied with quantities of album review booklets detailing the new product, merchandising aid descriptions and allotments, and new release sales order forms.

### Josephson Announces Record Earnings Totals

LOS ANGELES — Marvin Josephson Associates, Inc. has reported record revenues of \$31.7 million and earnings of \$4.1 million for the fiscal year ended June 30, 1978. Fourth quarter revenues and earnings were also at record highs, the company reported, with earnings more than doubling last year's figures.

Revenues were up 10 percent from last year's \$28.8 million and earnings rose 2 percent above last year's \$4.0 million. Earnings per share declined in 1978 to \$2.03 from 1977's \$2.09. An average of 2,013,797 shares and common stock equivalents were outstanding in 1978 versus 1,918,257 shares and equivalents a year earlier. Fully diluted earnings per share, however, rose from \$2.01 in 1977 to \$4.02 in 1978.

### Platinum For Boston

NEW YORK — Epic recording group Boston's new LP, "Don't Look Back," has been certified platinum by the RIAA. The album marks the group's second platinum effort.

**EAST COASTINGS — GOING ON RECORD** — This could be the quote of the year, folks, so get a grip on yourself. Cheryl Ladd, Charlie's Angel turned songstress, described what it was like to record her debut album: "Making an album is like losing your virginity," she confided. "It's a real agony-ecstasy situation — scary yet wonderful." . . . How can we top that one, you ask? Simple. We turn down south to the enterprising TK label, where vocalist **Joe Thomas** has recorded a single which pays homage to Manhattan's famous "on-premise swingers club," the one and only Plato's Retreat. Appropriately, Thomas' tune is titled "Plato's Retreat." The artist's previous efforts included the single, "Here I Come."

**REDDING MOVIE READIED** — **Phil Walden**, president of Capricorn Records, is currently laying the groundwork for a film biography of the late **Otis Redding**. Walden, who will be executive producer of the film, has begun the project by jotting down his own memories of Redding in an ever-present notebook.



**OVER THE RAINBOW** — **Stephanie Mills**, star of more than 2,000 Broadway performances of "The Wiz," shows TK recording artists **The Ritchie Family** the way to the yellow brick road. Pictured (l-r) are: **Ednah Holt**; **Mills**; **Dodie Draher**; and **Jacqueline Smith-Lee**.

Walden, who managed his Macon neighbor for a number of years, recalled the first time he met Redding: "His nickname then was 'Rockhouse' Redding, and he was the new vocalist for a local band known as **Johnny Jenkins and the Pinetoppers**. Even then he had a unique quality about him. I remember that, when the band took a break, he stayed and played the piano for himself. Also, at that time he was heavily influenced by **Little Richard**, **Sam Cooke** and **Ray Charles**, but he managed to combine their styles and still add his own dimension to whatever he sang." Walden says he plans to go to California in September and put the movie deal together.

**PRODUCING?** — For the would-be producer, an 80-page book has just been published by **Don Gere** called "The Record Producer's Handbook." A listing of recording facilities in the U.S. is included, and the book is available for \$7.95 from Acrobat Books in Los Angeles.

**NAMES IN THE NEWS** — Hot Hollywood duo **Bernie Taupin** and **Alice Cooper**. The two have collaborated for some songs on Alice's forthcoming album, "From The Inside," reportedly a recounting of Cooper's drying-out from alcoholism phase. . . . **Meat Loaf** will present a platinum album to sportscaster **Phil Rizzuto** before an upcoming New York Yankee game. . . . Ten years later, and they're still together? Yes, **Ozzy Osbourne**, **Tony Iomm**, **Geezer Butler** and **Bill Ward**, collectively known as **Black Sabbath**, are celebrating their tenth anniversary and the boys are set to come to Madison Square Garden August 27. . . . If you lived in England, and you bought the "Essential Jimi Hendrix" album, you would get Jimi's version of "Gloria" as a bonus single. . . . **Steve Love**, about to be named a VP in **Lew Grade's** ATV organization, will be in N.Y. to set up an ATV office here.

### YOU TOO CAN DRIVE THE BIG RIGS

Let's face the facts. You don't want to be sitting behind that desk. You want to be on top of a powerful diesel engine, your elbow out the window, seeing America while singing along with your favorite country artist. So stop complaining already! Bum a ride out to Kansas City September 7 and check out the "Fourth Annual Truckers Country Music Awards." While you're there, you'll get a free copy of the latest truckers sensation, "Hooked On That Diesel" by **Elliott Redpearl**. And don't forget to register at the ICS exhibit, where'll you'll be eligible to win a complete scholarship for the ICS Truck Technology for the Driver program. Beats paper shuffling.

### RELEASES AND RELATED SIGHTINGS

The next single from **Paul McCartney** and **Wings** will be "London Town" . . . **Nell Sedaka** does his first composition for a movie soundtrack, as he features "Love Keeps Getting Stronger" from the **Farah Fawcett-Majors** movie, "Somebody Killed Her Husband," on his next album, "All You Need Is The Music," due out in October. . . . **Devadip Carlos Santana** will perform for free with his guru, **Sri Chinmoy**, at the Creative Music Studio in Woodstock, N.Y., Saturday August 26. The faithful are promised the debut of a new band, **Sri Chinmoy Rainbow**, with Santana on lead guitar. . . . **Prism** does its bit to help out the Philadelphia Zoo when they perform a benefit concert at the zoo August 24. . . . **Andre DeShields**, one of the stars from the Broadway smash, "Ain't Misbehavin'," will do double-time every night after the show from September 12 to 24, when he headlines at Reno Sweeney. . . . Female rock singer **Pat Benatar**, newly signed to Chrysalis, opens at Trammps September 8. . . . And **Lorna Luft**, who boasts an illustrious music background, growing up with mother **Judy Garland** and half-sister **Liza Minnelli**, has signed with Private Stock.

**SAGER SANG A SONG** — **Carole Bayer Sager**, currently promoting her latest E/A album, "Too," has a busy half year ahead, as she looks forward to the showing of Neil Simon's new play, "They're Playing My Song," which is loosely based on her relationship with **Marvin Hamlisch**. Carole is writing lyrics for the songs in the play/musical, and guess who's writing the music? Marvin, of course. Sager has been involved in many a profitable collaboration, and her association with **Melissa Manchester** has a curious origin. Seems she was watching a **Bette Midler** show at Carnegie Hall about five years ago when Melissa, then a Midler back-up singer, grabbed Sager's ear. The next day, Carole looked up **Barry Manilow's** name in the phone book(!), got Melissa's number, and a songwriting team was born.

**POINTS WEST — ON THE OUTSIDE LOOKING IN** — In its ever-increasing attack upon the American social conscience, the record industry was the subject of a lengthy article in the Los Angeles Times last week. Titled "The Record Industry: How To Spin Gold," the story cited 1977's \$3.5 billion year, contrasted it to the film industry's \$2.4 billion gross and went on to acknowledge how it is music, even more than movies, contributing to the resurgence of the glitter and glamor of Hollywood. Most of the article dealt with why record spending keeps increasing (because old buyers keep buying and new ones keep coming



**B.B. GETS THE KEY** — ABC recording artist **B.B. King** was presented with a key to the city of Los Angeles by Mayor **Tom Bradley** following a concert at the Roxy recently. Pictured (l-r) are: **B.B. King's** father; **Bradley** and **King**.

charles palkert

(continued on page 52)

# RADIO NEWS

## AirPlay

**WHAT'S NEW AT ARBITRON** — Rip Ridgeway, Arbitron's vice president of client research services, took time out recently to answer criticism of the ratings service in an address to the New York State Broadcasters Association earlier this month. His subject was "What's New At Arbitron," and he put forth a vision of a service company striving to meet the needs of its clients.

"For years, Arbitron has been criticized for not having sufficient in-tab diaries for the under-35 age group and for measuring only listed telephone households," said Ridgeway. "Expanded Sample Frame is a response to both of these items.

"We estimate that between 20 and 50 percent of all telephone households in any given metro area are not listed in the telephone directory. Previously, this significant population had to be ignored, because we had no way of identifying which telephone numbers would reach those households. Now we have that facility, and we call it Expanded Sample Frame.

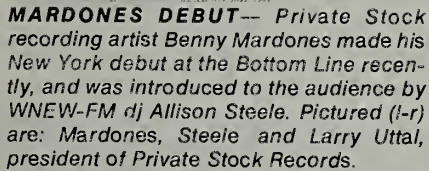
"Our research tells us that ESF households are . . . younger, have larger families, tend to provide a somewhat greater proportion of minorities, cover the entire income spectrum, seem to be more mobile and are heavier listeners to radio . . . The addition of this population to the universe being measured is a significant improvement in the quality of research . . . Arbitron will implement ESF, in 30 markets, starting with the Oct/Nov 1979 survey. We are currently offering up to about 15 markets the opportunity of starting the ESF procedures one year earlier."

Ridgeway also spoke of Arbitron's Radio Coverage Survey, a county by county audience study which shows individual station listening within each county of a market. It will tell programmers the proportion of their audience that comes from each county in their signal area, allowing them to pinpoint where additional promotion could be most effective and document estimated audiences for local accounts.

**THE FUTURE IS NOW** — To illustrate the capabilities of Westar I, the Western Union satellite parked in geostationary orbit which the Mutual Broadcasting System hopes to use to improve its network broadcasting, the NAB ignited the mortgage on its national headquarters with an electronic satellite signal from Westar I. The mortgage was placed in a receiving dish and NAB president Vincent Wasilewski pressed a button which set off a chain of impulses that triggered the satellite to set fire to the mortgage, about a half-second after Wasilewski hit the button.

Although there probably aren't many stations that need satellites to burn their mortgages, there are hundreds whose programming will be greatly enhanced when this new technology comes into general use. And that time now appears to be only a few months away.

**SUMMER'S HERE AND THE TIME IS RIGHT** — Among the more interesting station promotions we've gotten wind of recently is the "Looking For Mr. Goodmouth" contest at KPOL here in Los Angeles.



**MARDONES DEBUT**— Private Stock recording artist Benny Mardones made his New York debut at the Bottom Line recently, and was introduced to the audience by WNEW-FM dj Allison Steele. Pictured (l-r) are: Mardones, Steele and Larry Uttal, president of Private Stock Records.

The KPOL contest is looking for the person who has the best thing to say about Smog City. Some 3,000 KPOL listeners have submitted entries in the contest that asked them to complete the phrase "I like to live in Los Angeles because . . ." The grand prize will allow the winner to bring two people from anywhere in the U.S. to L.A. for a week which includes round-trip airfare, a suite at a luxury hotel, meals, concert tickets and other attractions.

**NEW JOBS** — Brady McGraw, former assistant program director and co-music director at WSGA/Savannah, has been appointed PD at WAGQ/Athens, GA. Jim Lewis is taking over McGraw's MD duties. McGraw is the third WSGA staffer this month to grab a programming spot. Previously, Stu Wright became PD at WORG/Orangeburg, S.C. and Dan Valli is the new PD of 92Q/Nashville. In addition, another ex-WSGA staffer, Scott McCloud, is now PD at WNOX/Knoxville, TN. But despite these moves, there is no truth to the rumor that the remainder of the WSGA staff is going to New York to take over programming responsibilities at WABC. After all, somebody's got to stay home and mind the store . . . Former WRKO/Boston PD Harry Nelson is now firmly ensconced at KFRC/San Francisco, where he is doing weekends and serving as PD Les Garland's right hand man . . . Lee Masters, air personality at WNBC/New York, has recently announced that he will leave that position to become a partner in a corporation involved in the acquisition and operation of radio properties. Masters will be forming the partnership with Ed and Louisa Henson, owners of Kentucky Technical Institute, licensee of WLRS-FM and WXVW-AM in Louisville. He had previously worked with the Hensons as PD and later station manager of WLRS. Masters was doing morning drive at WNBC.

John St. John has joined the staff of KSD/St. Louis and is heard weekdays 2-6 pm. "The Saint" comes from WKBO/Harrisburg, PA . . . In another KSD change, Tom Straw is now heard 6-11 pm . . . Frederick Moore has been appointed chief engineer for both WNEW and WNEW-FM in New York. Moore comes from WWSH/Philadelphia, where he was chief engineer . . . The new news director of WGM/Chicago radio and television is John Ravencroft. Ravencroft has been at WGN since 1970 . . . Mutual Southwest Radio Network sportscaster Ron McAllister is now working for the network as a newscaster. McAllister is a veteran of many Dallas area radio stations . . . WINW/Canton needs a 2-7 p.m. jock. Tapes and resumes to Pete London, P.O. Box 9217, Canton, Ohio 44711.

**MIDEAST SECONDARY RADIO CONFERENCE** — Following a highly successful Northeast conference in New Haven earlier this month, the first Mideast Secondary Radio Conference will be held in Columbus, Ohio, September 22-23 at the Columbus Hilton. Application forms are available from any of the planning committee members, including Don Anti/Tony Muscolo, Anti/Muscolo promotions; Rick Allen, WKNX/Saginaw; Ted Atkins, WTAE/Pittsburgh; Dave Bishop, WCOL/Columbus; E. Alvin Davis, WSAI/Cincinnati; Gary Flirth, WDRQ/Detroit; Jeff Gerber, WGCL/Cleveland; Bob Goode, WRCK/Rockford; Gary Guthrie, WAXY/Louisville; Lee Logan, WIFE/Indianapolis and Shane Randell, WCIR/Beckley, W.Va.

Joey Berlin



**CARS AT WPIX** — E/A's The Cars pulled into WPIX-FM in New York recently for an on-air chat with listeners and dj Danny Near. The station had previously given away a Renault Le Car in conjunction with the band's promotion. Pictured seated above at the station are (l-r) Elliot Easton of The Cars, WPIX PD George Taylor Morris, and The Cars' Ric Ocasek, Grease Hawkes and David Robinson.

## Washington Now Has Black-Owned AM Radio Station

WASHINGTON, D.C. — Washington Community Broadcasting's WYCB-AM 1340 went on the air last week after 12 years of legal battles and delay. It is one of only 50 black-owned stations in the country and it is Washington's first.

WCB had filed in 1966 for control of the frequency occupied by WOOK(AM). After years of haggling, the FCC revoked WOOK's license in 1975 on the grounds of a history "replete with violations of FCC technical rules," plus numbers-related misconduct (**Cash Box**, June 10, 1978). The station's religious programming, oriented to mostly black listeners, was filled with announcements concerning lotteries — with tips given in guise of Bible passages, citing chapter and verse. WOOK's owner appealed the case up to the Supreme Court and did not leave the frequency until last April.

However, WYCB-AM is firmly entrenched now and offers "inspiration and information" on the frequency that was formerly WFAN-FM, WOOK's Spanish-Language sister station. (Observers note the FM frequency is more lucrative now than the AM would have been). The 1,000-watt WYCB-AM broadcasts seven days a week, 24 hours a day of progressive gospel, inspirational music, public affairs programs and nearly an hour of news daily highlighting local developments.

## E/A Holds First Promo Workshop

LOS ANGELES — Elektra/Asylum Records recently held the first of its new day-long training workshops for promotion representatives at the label's New York offices, under the direction of Rip Pelley, national field promotion manager. The sessions focused on the structure of the company, the WEA distribution system and the industry as a whole. New product from Linda Ronstadt and Joe Cocker was also previewed for the promotion representatives.

## For The Record

In an article entitled "Miami Discorama Set" in the Aug. 5 issue of **Cash Box**, it was stated that the event was being co-hosted by station 99X. Actually, the station's identification is 96X.

## Religious Station Sued By ASCAP Members In N.J.

NEW YORK — Radio station WWDJ, Hackensack, New Jersey has been sued for 30 alleged infringements of federal copyright law by 13 members of ASCAP. The station, one of the largest religious programming in the country, is owned by Pacific and Southern Broadcasting Company, Inc., a subsidiary of Combined Communications Corporation.

The suit filed by ASCAP claims that 30 copyrighted songs were performed at WWDJ without authorization, violating the U.S. Copyright Act of 1976, which prohibits public performance of a copyrighted musical work without permission of the copyright owners.

Among the songs involved in the action are "Jesus I Heard You Had A Big House" by William and Gloria Gaither, "My Little House" by Ralph Carmichael, "Get In Touch With The Savior" by Danny Lee, and "Make Me Worthy" by Terry Talbert.

Included among the plaintiffs are World Music, Inc., Benson Publishing Company, Holicantas Music, and William and Gloria B. Gaither. The plaintiffs are seeking injunctive relief and statutory damages of no less than \$250 for each infringing performance and costs including attorney's fees.

## Parsons LP Goes Gold

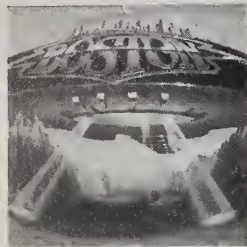
LOS ANGELES — "Pyramid," the second album by the Alan Parsons Project on Arista Records, has recently been certified gold by the R.I.A.A. Arista has released "What Goes Up" as the first single from the LP.



**CENTRAL PARK JAZZ** — Despite threatening weather and technical problems, the WRVR-sponsored jazz concert featuring ABC's John Klemmer and Woody Shaw on August 7 was a big success. Pictured above after the show doing interviews are (l-r): Klemmer, WRVR morning man Les Davis and independent jazz producer Michael Cuscuna.

# MOST ADDED FM LPs

## #1 Most Added



**BOSTON**  
Don't Look Back  
Epic

## #2 Most Added



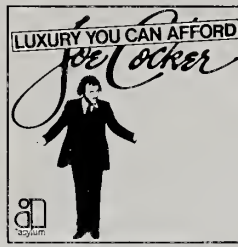
**ROBIN TROWER**  
Caravan To Midnight  
Chrysalis

## #3 Most Added



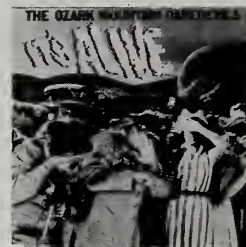
**JEAN LUC PONTY**  
Cosmic Messenger  
Atlantic

## #4 Most Added



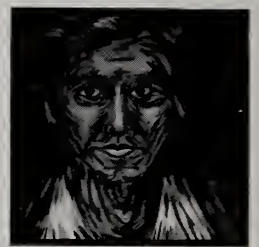
**JOE COCKER**  
Luxury You Can Afford  
Asylum

## #5 Most Added



**THE OZARK MOUNTAIN DAREDEVILS**  
It's Alive  
A&M

## #6 Most Added



**THE GREG KIHN BAND**  
Next Of Kihn  
Beserkley

### #1 Most Added

**BOSTON — Don't Look Back — Epic**

**ADDED THIS WEEK —** WAAF, KWST, WABX, KSHE, KMEL, WNOR, KMET, WJKL, KOME, WYFE, WLVQ, WBLM, WLAV, WYSP, WNEW, KLOL, KEZY, WMMS, WBAB, WIOQ, C-101, KSN, KADI, WBCN, KBPI, KREM, WKQX, WMMR, KAZY, WLIR, WYDD, KGGO

**HISTORY TO DATE —** None

### #2 Most Added

**ROBIN TROWER — Caravan To Midnight — Chrysalis**

**ADDED THIS WEEK —** WAAF, KZAM, WLAV, WYSP, KRST, KEZY, WMMS, WXRT, KREM, WMMR, WREM, WMMR, KAZY, KFML, WLIR

**HISTORY TO DATE —** KINK, KFWD, WNEW,

WLVQ, WAAL, WBLM, WIOQ, KADI, KNAC, KLOL, WBAB, WJKL, WYFE, KSJO, KOME, WBCN, C-101, KSHE, WABX, KWST, KMEL, KSN

### #3 Most Added

**JEAN LUC PONTY — Cosmic Messenger — Atlantic**

**ADDED THIS WEEK —** WAAF, KSHE, WNOR, WJKL, WYFE, KZAM, WLAV, WNEW, WIOQ, KSN, WXRT, WBCN

**HISTORY TO DATE —** None

### #4 Most Added

**JOE COCKER — Luxury You Can Afford — Asylum**

**ADDED THIS WEEK —** KWST, WABX, KMEL, KMET, KZAM, WNEW, WYDD, WIOQ, WHFS, WBCN, WMMR, WLIR

**HISTORY TO DATE —** None

### #5 Most Added

**THE OZARK MOUNTAIN DAREDEVILS — It's Alive — A&M**

**ADDED THIS WEEK —** KGGO, KSHE, WJKL, WBLM, WLAV, KRST, WRNW, WIOQ, WXRT

**HISTORY TO DATE —** None

### #6 Most Added

**THE GREG KIHN BAND — Next Of Kihn — Beserkley**

**ADDED THIS WEEK —** KSHE, KMEL, KINK, KRST, KLOL, C-101, KREM

**HISTORY TO DATE —** WNEW, WXRT, WLAV, KNAC, WJKL, WBLM, KSLO, WBAB, KKT, WBCN, WMMS, WLIR, WHFS, KSN

### #7 Most Added

**LIVINGSTON TAYLOR — 3-Way Mirror — Epic**

**ADDED THIS WEEK —** WAAF, KZAM, KINK, WBLM, WIOQ, WMMR, WLIR

**HISTORY TO DATE —** WBCN, WBAB

### #8 Most Added

**1994 — 1994 — A&M**

**ADDED THIS WEEK —** WJKL, WYSP, WBAB, WIOQ, C-101, WHFS

**HISTORY TO DATE —** WNEW

### #9 Most Added

**LEO KOTTKE — Burnt Lips — Chrysalis**

**ADDED THIS WEEK —** KZAM, WLAV, KRST, WIOQ, WXRT

**HISTORY TO DATE —** WNEW, KLOL, KMBQ, WJKL, KZAM

### #10 Most Added

**SAVOY BROWN — Savage Return — London**

**ADDED THIS WEEK —** KSHE, KOME, WIOQ, WBCN, WMMR

**HISTORY TO DATE —** KRST, WBAB, WJKL, KSJO, KNAC, WXRT, WHFS

### #11 Most Added

**AMBROSIA — Life Beyond L.A. — Warner Bros.**

**ADDED THIS WEEK —** KGGO, KMEL, WLVQ, KNX

**HISTORY TO DATE —** WAAL, WGRQ, KWST, WAAF, KBPI, WYDD, KRST, KKT, KADI, C-101, KMBQ, KNAC,

WYSP, KSHE, WABX, WIOQ, KZAM, WBCN, KADI, WLAV, WSN, KFML, KLOL, KOME, WXRT, WLAB, WYFE, WLIR, WZMF, WMMS

### #12 Most Added

**MOON MARTIN — Shots From A Cold Nightmare — Capitol**

**ADDED THIS WEEK —** KOME, C-101, KREM, WMMR

**HISTORY TO DATE —** WYSP, WLAV, WAAL, KRST, WYFE, WBCN, WXRT, WLIR, WHFS, KSN, WIOQ, KZAM, WBAB, KFML, KLOL, WJKL, KSJO

## FM Station Reports — New ADDS/Hot Rotation

### KMET-FM — LOS ANGELES — JACK SNYDER

**ADDS:** Boston, Joe Cocker  
**HOTS:** Rolling Stones, Foreigner, Bruce Springsteen, Cars, Tom Petty, Cheap Trick, Linda Ronstadt (45), Who (45), Foghat, Joe Walsh, "Sgt. Pepper", "Gal Jam 2", Kinks, David Gilmour, Chilliwick

### KNX-FM — LOS ANGELES — MICHAEL SHEEHY

**ADDS:** Ambrosia, Commodores (45), Steely Dan (45/"Josie")  
**HOTS:** Leon Russell, Larry Carlton, Chris Rea, Laura Allen, Michael Johnson, Tarney/Spencer, Colin Blunstone, Moody Blues, Carole Bayer Sager, Harry Chapin, Kenny Loggins, Jesse Winchester, Little River Band, "War Of The Worlds"

### KWST-FM — LOS ANGELES — BOB GOWA

**ADDS:** Boston, Joe Cocker, Stephen Stills (45), Hall and Oates (45), Eric Carmen (45)  
**HOTS:** Bob Seger, Bruce Springsteen, Rolling Stones, Tom Petty, Chilliwick, Stonebolt, Cars, Prism, Foreigner, Pablo Cruise, Kenny Loggins, Dave Mason, Cheap Trick, Little River Band

### WNEW-FM — NEW YORK — TOM MORRERA

**ADDS:** Synergy, Blondie, "You Gotta Walk It Like You Talk It" (sndtrk/re-issue), Jean-Luc Ponty, Mose Jones, Joe Cocker, Shirts, Boston, Plastic Bertrand, Boney M  
**HOTS:** Bruce Springsteen, Rolling Stones, Cars, Bob Dylan, Bob Seger, Foreigner, Steve Gibbons, Nick Lowe, Elvis Costello, Tom Petty, Jackson Browne, Marshall Chapman, John Prine, Synergy, Motors, Meat Loaf, Genya Ravan, Talking Heads, David Johansen

### WNOR-FM — NORFOLK — RON REGER

**ADDS:** Boston, Jean-Luc Ponty, Tarney/Spencer, Meat Loaf, Who (45)  
**HOTS:** Kenny Loggins, Pablo Cruise, Jimmy Buffett, Bob Seger, Foreigner, Bruce Springsteen, Rolling Stones, "Sgt. Pepper", Van Halen, Jefferson Starship, L. Le Roux

### WIOQ-FM — PHILADELPHIA — HELEN LEICHT

**ADDS:** Boston, Joe Cocker, Genya Ravan, Leo Kottke, "Animal House", Jean-Luc Ponty, 1994, Ozark Mtn. Daredevils, Livingston Taylor, Savoy Brown  
**HOTS:** Bruce Springsteen, Joe Walsh, Tom Petty, Rolling Stones, Cars, Foreigner, Talking Heads, Todd Rundgren, Cheap Trick, Gerry Rafferty, Genesis, Kinks, David Gilmour, Who (45), Moon Martin, Russ Ballard, Aerial, Motors, "War Of The Worlds", Leo Sayer

### WMMR-FM — PHILADELPHIA — JERRY STEVENS

**ADDS:** Robin Trower, Savoy Brown, Leo Sayer, Moon Martin, Boston, Livingston Taylor, Joe Cocker  
**HOTS:** Bob Seger, Rolling Stones, Beatles (Sgt. Pepper), Bob Dylan

### WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON

**ADDS:** Boston, UFO, 1994, Robin Trower, Linda Ronstadt (45), Hall and Oates (45)  
**HOTS:** Alan Parsons, Billy Joel, Joe Walsh, Bob Dylan, Rolling Stones, Bruce Springsteen, Pablo Cruise, Moody Blues, "Sgt. Pepper", Bob Seger, Foreigner, Prism

### WYDD-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON

**ADDS:** Boston, City Boy, Joe Cocker, Player (ep), Hall and Oates (45)  
**HOTS:** Boston, Rolling Stones, Bruce Springsteen, Bob Seger, Foreigner, Moody Blues, Kenny Loggins, Alan Parsons, Bob Dylan, Little River Band, Pablo Cruise, Gerry Rafferty, David Gilmour

### KINK-FM — PORTLAND — LESLIE SARNOFF

**ADDS:** Richard Soupa, Livingston Taylor, Greg Kihn  
**HOTS:** Alan Parsons, Bob Dylan, Joe Walsh, Moody Blues, Dave Mason, Kenny Loggins, Little River Band, Leo Sayer, Jesse Winchester, Earl Klugh, Crusaders, Rolling Stones, Wendy Waldman, Robin Trower, "War Of The Worlds"

### WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

**ADDS:** Jean-Luc Ponty, Boston  
**HOTS:** Bob Dylan, Foreigner, Bruce Springsteen, Joe Walsh, Cheap Trick, Moody Blues, Bob Seger, Alan Parsons, Pablo Cruise, Rolling Stones, Leon Russell, Ambrosia, Kenny Loggins, Robin Trower, UFO, Linda Ronstadt (45), Who (45)

### KADI-FM — ST. LOUIS — PETE PARISI

**ADDS:** Boston, Trickster  
**HOTS:** Bob Seger, Rolling Stones, "Sgt. Pepper", Joe Walsh, Moody Blues, Kenny Loggins, Foreigner, Todd Rundgren, David Gilmour

### KSHE-FM — ST. LOUIS — TED HABECK

**ADDS:** Ozark Mtn. Daredevils, Boston, Greg Kihn, Savoy Brown, Jean-Luc Ponty  
**HOTS:** Bob Seger, Rolling Stones, Chilliwick, Joe Walsh, Bruce Springsteen, Foreigner, Trooper, David Gilmour, Robin Trower, Michael Stanley, Foghat, Sammy Hagar, Dave Mason, Little River Band

### KMEL-FM — SAN FRANCISCO — MARK COOPER

**ADDS:** Boston, Joe Cocker, Ambrosia, Greg Kihn, Hall and Oates (45)  
**HOTS:** Rolling Stones, Foreigner, Pablo Cruise, Joe Walsh, Bob Seger, Chilliwick, Sammy Hagar, Bruce Springsteen, Cars, Bob Dylan, Kenny Loggins, Moody Blues, David Gilmour, Kinks, "Sgt. Pepper", Chris Rea

### KSAN-FM — SAN FRANCISCO — KATE INGRAM

**ADDS:** Boston, Jean-Luc Ponty, Roger C. Reale, Chris Rea, Blondie  
**HOTS:** Cars, Cheap Trick, Peter Gabriel, Sammy Hagar, Greg Kihn, Kinks, Motors, Tom Petty, Genya Ravan, Rolling Stones, Bob Seger, Bruce Springsteen, Talking Heads, UFO, Who (45)

### KOME-FM — SAN JOSE — DANA JANG

**ADDS:** Boston, John Prine, Moon Martin, Savoy Brown, Stephen Stills (45)  
**HOTS:** Cars, Cheap Trick, Bob Dylan, Foreigner, David Gilmour, Kenny Loggins, Moody Blues, Pablo Cruise, Alan Parsons, Rolling Stones, Bob Seger, Bruce Springsteen, Joe Walsh

### KZAM-FM — SEATTLE — JON KERTZER

**ADDS:** Leo Kottke, Livingston Taylor, Richard Soupa, Jean-Luc Ponty, Robin Trower, Joachim Kuhn, Joe Cocker, "Lone Star Six Pak", Linda Ronstadt (45)  
**HOTS:** Ian Matthews (imp), John Prine, Rolling Stones, Bruce Springsteen, Jesse Winchester, Gerry Rafferty, Pat Metheny, Pousette-Dart, Willie Nelson, John Hammond, Laura Allan, Bob Seger, Bryn Haworth, Wendy Waldman, Auger/Tippets, Ry Cooder, Laura Nyro, Joe Walsh

### KREM-FM — SPOKANE — LARRY SNIDER

**ADDS:** Moon Martin, Leon Russell, Robin Trower, Hollies, Greg Kihn, Chris Rea, Anthony Phillips, Boston  
**HOTS:** Bob Seger, Rolling Stones, Joe Walsh, Alan Parsons, Kenny Loggins, Tom Petty, Foreigner, Bruce Springsteen, Pablo Cruise

### WHFS-FM — WASHINGTON — DAVE EINSTEIN

**ADDS:** Terry Curry, Wilding/Bonus, 1994, Player (ep), Joe Cocker, Kingfish, Synergy, Gil-Scott Heron, "You Gotta Walk It Like You Talk It" (soundtrack/re-issue), Michael Nesmith, Pierce Arrow, Hall and Oates (45)  
**HOTS:** Bruce Springsteen, Rolling Stones, Bob Dylan, Pat Metheny, Jesse Winchester, John Prine, Johnny Winter, Genya Ravan, Talking Heads, Greg Kihn, Chris Rea, Robin Trower, Leon Russell, Moon Martin, Leo Kottke, Mose Jones, John Mayall, Danny Gatton, L. Le Roux, Trickster

### WRNW-FM — WESTCHESTER — DONNA LEMISZKI

**ADDS:** Bill Champlin, Richard Soupa, Alessi, Larry Carlton, Ozark Mtn. Daredevils, Roy Ayers, Keith Jarrett  
**HOTS:** Joe Walsh, Moody Blues, Gerry Rafferty, Kenny Loggins, Rita Coolidge, Wendy Waldman, Todd Rundgren, Crusaders

### WAAF-FM — WORCESTER — LEE ARNOLD/JOHN DUNCAN

**ADDS:** Boston, Beatles (Sgt. Pepper), Robin Trower, Leo Sayer, Livingston Taylor, Joanne Barnard, Jean-Luc Ponty, Crusaders, Larry Carlton, Spyro Gyra  
**HOTS:** Cars, Boston, Bob Dylan, Foreigner, Meat Loaf, Moody Blues, Pablo Cruise, Rolling Stones, Linda Ronstadt (45), Bob Seger, Who (45), "Sgt. Pepper"

# POP RADIO

A N A L Y S I S

## REGIONAL ACTION

### EAST

- Most Added**
1. **WHENEVER I CALL YOU "FRIEND"** — Kenny Loggins — Columbia
  2. **RIGHT DOWN THE LINE** — Gerry Rafferty — United Artists
  3. **HOLLYWOOD NIGHTS** — Bob Seger — Capitol
  4. **IT'S A LAUGH** — Hall & Oates — RCA
- Most Active**
1. **KISS YOU ALL OVER** — Exile — Warner/Curb
  2. **SUMMER NIGHTS** — Olivia Newton-John & John Travolta — RSO
  3. **AN EVERLASTING LOVE** — Andy Gibb — RSO
  4. **REMINISCING** — Little River Band — Harvest/Capitol

### SOUTHEAST

- Most Added**
1. **DON'T LOOK BACK** — Boston — Epic
  2. **BACK IN THE U.S.A.** — Linda Ronstadt — Asylum
  3. **RIGHT DOWN THE LINE** — Gerry Rafferty — United Artists
  4. **OHI DARLING** — Robin Gibb — RSO
- Most Active**
1. **REMINISCING** — Little River Band — Harvest/Capitol
  2. **SUMMER NIGHTS** — Olivia Newton-John & John Travolta — RSO
  3. **KISS YOU ALL OVER** — Exile — Warner/Curb
  4. **GOT TO GET YOU INTO MY LIFE** — Earth, Wind & Fire — Columbia

### SOUTHWEST

- Most Added**
1. **WHO ARE YOU** — The Who — MCA
  2. **BACK IN THE U.S.A.** — Linda Ronstadt — Asylum
  3. **DON'T LOOK BACK** — Boston — Epic
  4. **WHENEVER I CALL YOU "FRIEND"** — Kenny Loggins — Columbia
- Most Active**
1. **GOT TO GET YOU INTO MY LIFE** — Earth, Wind & Fire — Columbia
  2. **KISS YOU ALL OVER** — Exile — Warner/Curb
  3. **FOOL (IF YOU THINK IT'S OVER)** — Chris Rea — United Artists
  4. **BOOGIE OOGIE OOGIE** — Taste Of Honey — Capitol

### MIDWEST

- Most Added**
1. **WHO ARE YOU** — The Who — MCA
  2. **JOSIE** — Steely Dan — ABC
  3. **RIGHT DOWN THE LINE** — Gerry Rafferty — United Artists
  4. **DON'T LOOK BACK** — Boston — Epic
- Most Active**
1. **HOPELESSLY DEVOTED TO YOU** — Olivia Newton-John — RSO
  2. **KISS YOU ALL OVER** — Exile — Warner/Curb
  3. **AN EVERLASTING LOVE** — Andy Gibb — RSO
  4. **SUMMER NIGHTS** — Olivia Newton-John — RSO

### WEST

- Most Added**
1. **WHO ARE YOU** — The Who — MCA
  2. **BACK IN THE U.S.A.** — Linda Ronstadt — Asylum
  3. **DON'T LOOK BACK** — Boston — Epic
  4. **WHENEVER I CALL YOU "FRIEND"** — Kenny Loggins — Columbia
- Most Active**
1. **KISS YOU ALL OVER** — Exile — Warner/Curb
  2. **BOOGIE OOGIE OOGIE** — Taste Of Honey — Capitol
  3. **HOPELESSLY DEVOTED TO YOU** — Olivia Newton-John — RSO
  4. **REMINISCING** — Little River Band — Harvest/Capitol

## MOST ADDED RECORDS

1. **DON'T LOOK BACK** — BOSTON — EPIC  
CKLW, WQXI, KILT, KHJ, WKBW, WING, WSGN, KTLK, 13Q, WLAC, WAYS, Q102, Q94, KEEL, WKY, WAPE, KRKE, Z96, WAVZ, KROY, KENO, WFOM, KAAV, KFMD, WKIX, WANS, WRFC, WFLI, WICC, V97, WGSV.
2. **WHENEVER I CALL YOU "FRIEND"** — KENNY LOGGINS — COLUMBIA  
KRBE, KSTP, KAKC, WRKO, WAKY, WBBQ, WIFI, KCPX, KTAC, WLAC, WDRC, KDWB, WBBF, KEEL, WAVZ, WLOF, WGUY, WMFJ, KRKE, KROY, KYNO, WDBQ, WTLB, WFLI, WPRO, WINW.
3. **BACK IN THE U.S.A.** — LINDA RONSTADT — ASYLUM  
CKLW, KYA, 96X, KAKC, WPGC, WPRO-FM, WKLO, KBEQ, KJR, KNDE, WTI, WHHY, KFYR, WBLI, WERC, WAUG, KROY, KYNO, KFMD, WFLB, WICC, V97, WINW.
4. **RIGHT DOWN THE LINE** — GERRY RAFFERTY — UNITED ARTISTS  
KLIF, KSTP, Z93, KGW, WPGC, WIFI, WZZP, KRTH, WLAC, WDRC, WAPE, WCAO, KEEL, WSTP, KFMD, WRFC, WBEC, WTLB, WICC, WTRY, WANS, WSTV, WINW.
5. **WHO ARE YOU** — THE WHO — MCA  
CKLW, 13Q, KXOK, WTI, BJ105, KNDE, KBEQ, KSLQ, KING, WKXX, WANS, WFOM, KRSP, WSPT, KENO, KROY, KSLY, WCUE, WGUY, Z96.
6. **HOLLYWOOD NIGHTS** — BOB SEGER — CAPITOL  
KIMN, 13Q, WLAC, WDRC, WBBF, KJRB, Q94, WISM, KEEL, WAPE, KRKE, KROY, KFMD, WKIX, WBEC, WTLB, WTRY.
7. **OHI DARLING** — ROBIN GIBB — RSO  
WPGC, WDRC, Q94, WISM, WHHY, Z93, 96X, WBBQ, WTRY, WTLB, WDBQ, KRSP, KENO, WBLI.
8. **YOU NEEDED ME** — ANNE MURRAY — CAPITOL  
KRBE, WING, WHBQ, KGW, WLEE, WBBQ, WGCL, BJ105, KXOK, WHHY, WGUY, WCUE, KSLY.
9. **IT'S A LAUGH** — HALL & OATS — RCA  
KLIF, WZUU, 99X, WIFI, KRTH, WICC, WPRO, WFLB, WRFC, WGSV, KSLY, KFYR.
10. **HOT CHILD IN THE CITY** — NICK GILDER — CHRYSALIS  
96X, Z93, KING, WLEE, KBEQ, KCBQ, KTAC, KIOA, WKY, WCAO, WJDX, WDBQ.
11. **TOOK THE LAST TRAIN** — DAVID GATES — ELEKTRA  
KRTH, KJR, 13Q, WAYS, KJRB, WBBQ, KAKC, WKXX, WAVZ, WKIX.
12. **LOVE IS IN THE AIR** — JOHN PAUL YOUNG — SCOTTI BROS/ATLANTIC  
WMET, KCPX, WKLO, KSLQ, WING, KSTP, WFLI, WTLB, KROY, WGUY

## RADIO ACTIVE SINGLES

1. **KISS YOU ALL OVER** — EXILE — WARNER/CURB  
WCAO 20-16, WHHY 8-1, WAPE 24-21, WKY 19-15, KEEL 27-21, WMC-FM 14-7, WNDE 25-19, KDWB 24-13, WISM 16-11, KIOA 26-7, Q102 27-20, Q94 11-8, KJRB 17-12, WBBF ex-29, WDRC 25-21, WAYS 20-11, WLAC ex-30, 13Q 24-19, WOW ex-14, WOKY 17-9, KTAC 25-20, KTLK 25-21, KXOK 27-21, BJ105 19-11, WSGN 7-5, KCPX 7-3, KJR 17-13, KCBQ 32-26, KRTH 18-15, WKBW 24-20, WPRO 12-5, WIFI 14-11, WPGC 27-21, WLEE 21-15, KSLQ 24-17, KFRC 24-17, KING 23-13, 99X 26-21, WRKO 28-23, Z93 3-1, WQXI 10-3, WHBQ ex-25, KAKC 3-1, KSTP 25-22, KYA ex-22, WZUU 19-7, WING 21-13, CKLW ex-29, WVBF 27-21, 96X 19-11.
2. **SUMMER NIGHTS** — JOHN TRAVOLTA/OLIVIA NEWTON-JOHN — RSO  
KRBE 19-10, WCOL 28-17, WDRQ 29-26, WVBF 30-23, 96X 15-9, WING 29-18, KYA 25-18, KAKC 35-24, KILT 21-12, WQXI 30-26, WRKO 23-20, KING ex-21, KFRC 10-7, WAKY 10-7, WLEE 20-13, WPGC 13-5, WPRO-FM 28-13, WKBW 15-10, WKLO 29-12, KCPX 13-9, Y100 29-24, WSGN 15-12, BJ105 33-20, KTAC ex-30, WOKY 31-22, WOW 14-3, 13Q 29-22, WLAC ex-31, WAYS 27-23, WDRC 30-23, Q94 12-6, WNCI ex-19, Q102 14-10, WNDE 15-9, KEEL 26-19, WKY ex-20, WHHY 9-7, WCAO 19-13.
3. **GOT TO GET YOU INTO MY LIFE** — EARTH, WIND & FIRE — COLUMBIA  
WCAO 27-17, WHHY 12-9, Q94 15-9, WDRC 27-18, WFLI ex-15, WAYS ex-29, WLAC 36-21, 13Q 23-20, WMET 34-27, KXOK 24-13, BJ105 39-36, Y100 21-16, KNDE 15-12, Q102 32-21, WISM 22-19, WMC-FM 18-14, KEEL 32-24, WKY ex-19, WAPE 23-20, WLEE 17-12, KSLQ 28-19, WGCL 8-4, WKLO 28-18, WZZP 10-8, KBEQ 19-13, KCBQ 21-17, KJR 12-9, KLIF 30-26, KRBE 16-7, KSTP 20-17, WCOL 29-22, WDRQ 12-7, 96X 13-10, KAKC 23-18, WHBQ 18-13, WQXI 17-12, KFRC 19-15.
4. **HOPELESSLY DEVOTED TO YOU** — OLIVIA NEWTON-JOHN — RSO  
KLIF 9-7, KSTP 17-13, CKLW 13-7, WVBF 28-22, 96X 12-8, WING 8-3, WRKO 13-9, KING 11-7, KFRC 25-20, WNOE 11-6, KSLQ 22-12, WGCL 12-9, WPRO 11-4, KBEQ 10-4, KCBQ 27-21, KNDE 13-11, KCPX 10-8, WSGN 6-4, BJ105 29-23, KTLK ex-28, KTAC 22-16, WOKY 19-15, WLS 28-20, WMET 16-9, WDRC 23-19, WBBF 15-11, Q94 6-2, WNCI 12-10, KIOA 15-8, WISM 5-3, WNDE 10-6, KEEL 10-5, 13Q 15-12, WKY 13-9, WCAO 7-5.
5. **REMINISCING** — LITTLE RIVER BAND — HARVEST  
KJRB 22-17, Q94 16-13, WISM 20-17, KEEL 33-24, WAPE 26-23, WSGA 26-21, WHHY 27-19, WCAO 28-24, 13Q 25-21, WLAC ex-29, WAYS 29-22, WDRC ex-24, KXOK 34-30, WTI, BJ105 37-34, WSGN 18-9, KIMN 28-23, KCPX 26-23, KNDE 30-27, KJR 21-18, KBEQ 23-18, WZZP 26-21, WKBW 28-23, WIFI 30-27, WPGC 26-22, WLEE 25-20, KSLQ 33-28, WNOE 25-22, KGW 24-17, WRKO ex-30, WQXI ex-28, KILT 40-33, KSTP 18-14, KLIF 25-21.

## SECONDARY RADIO ACTIVE

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

1. **KISS YOU ALL OVER** — EXILE — WARNER/CURB  
WINW 34-18, WSTV 21-16, WANS 8-3, V97 25-22, WTRY 10-7, WPRO 26-17, WFLI 13-6, WTLB 20-13, WDHA 15-10, WRFC 18-11, WGSV 12-7, WAIR 19-14, KFMD 20-14, WDBQ 29-22, WFOM 12-8, KYNO 25-22, KRSP 12-6, WSPT 17-8, KENO 20-16, KROY 30-21, KRKE 14-8, WAUG 9-3, KSLY 11-4, WCUE 20-17, WERC 16-8, WGUY 20-14, WLOF 31-23, WBLI 22-17, Z96 20-15, KFYR 12-7.
2. **REMINISCING** — LITTLE RIVER BAND — HARVEST/CAPITOL  
WSTV 28-21, WANS 24-19, V97 24-19, WTRY ex-26, WICC 22-18, WFLI ex-18, WTLB 26-22, WFLB 30-26, WRFC 29-23, WGSV 19-16, WKIX 30-23, KFMB ex-24, KAAV ex-19, WFOM 22-18, KRSP 23-19, WSPT 19-14, KRKE 20-16, WAUG 20-15, WMFJ 13-8, KSLY 10-7, KROY ex-27, KENO 30-27, WSPT 10-7, KRSP 15-9, WFOM 14-10, KAAV 22-16, WDBQ 27-23, KFMD 16-13, WKIX 29-22, WJDX 15-10, WFLB 20-17, WTLB 21-18, WFLI 23-20, WTRY 18-12, V97 26-23, WANS 22-16, WSTV 34-30, WIRL 19-13, WINW 35-28.
3. **FOOL (IF YOU THINK IT'S OVER)** — CHRIS REA — UNITED ARTISTS  
KFYR ex-20, WAVZ 14-9, WBLI 16-13, WLOF 24-18, WGUY 21-18, WERC 25-21, WCUE 27-23, KRKE 10-7, KROY ex-27, KENO 30-27, WSPT 10-7, KRSP 15-9, WFOM 14-10, KAAV 22-16, WDBQ 27-23, KFMD 16-13, WKIX 29-22, WJDX 15-10, WFLB 20-17, WTLB 21-18, WFLI 23-20, WTRY 18-12, V97 26-23, WANS 22-16, WSTV 34-30, WIRL 19-13, WINW 35-28.
4. **SUMMER NIGHTS** — OLIVIA NEWTON-JOHN & JOHN TRAVOLTA — RSO  
WAVZ 3-1, Z96 22-18, WBLI 20-16, WLOF 17-3, WGUY 10-7, WERC 17-11, WCUE 18-8, KSLY 10-5, WMFJ 27-17, KRKE ex-19, KROY 26-19, KENO 22-10, KRSP 21-17, WFOM 19-16, WDBQ ex-29, WKIX 17-12, WGSV 31-21, WRFC 25-20, WFLB 15-12, WTLB 14-8, WFLI ex-13, WPRO 29-25, WTRY 23-16, V97 20-7, WSTV 9-6, WINW 25-16.
5. **HOPELESSLY DEVOTED TO YOU** — OLIVIA NEWTON-JOHN — RSO  
WGUY 7-4, WLOF 19-14, WBLI 18-10, Z96 10-4, KFYR 18-13, KSLY 22-15, WAUG 11-5, KRKE 6-4, KROY 16-13, KENO 13-7, WSPT 7-3, KRSP 6-3, KYNO 23-18, WFOM 16-13, KAAV 18-13, WDBQ 17-12, KFMD 13-8, WKIX 4-2, WRFC 7-5, WDHA 11-8, WTRY 4-2, V97 18-14, WANS 4-2, WSTV 12-10, WIRL 22-16, WINW 9-4.
6. **AN EVERLASTING LOVE** — ANDY GIBB — RSO  
WIRL 25-21, WSTV 18-15, WANS 9-6, WICC 11-8, WPRO 11-9, WFLI 6-3, WDHA 6-4, WBEC 6-2, WGSV 9-6, WKIX 9-6, WAIR 12-9, KFMD 19-16, WDBQ 25-15, KAAV 15-11, WSPT 16-13, KROY 13-8, KRKE 13-5, WAUG 14-10, WCUE 14-10, WERC 14-9, WGUY 4-2, WLOF 30-20, WBLI 15-11, Z96 13-8.
7. **GOT TO GET YOU INTO MY LIFE** — EARTH, WIND & FIRE — COLUMBIA  
WSTV 32-26, WANS 23-14, V97 30-16, WTRY 27-22, WPRO 20-16, WFLI ex-19, WTLB 24-21, WRFC 23-17, WJDX 14-8, WKIX ex-25, WFOM 17-12, KRSP 22-18, WSPT 23-19, KROY 24-18, KRKE 22-15, WAUG 25-17, WCUE 26-12, WLOF 33-21, WBLI ex-23, Z96 28-24.

# TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	11	Some Girls	The Rolling Stones	Rolling Stones	2	Miss You, Respectable, Beast, Whip, Shattered
2	2	9	Double Vision	Foreigner	Atlantic	3	Hot Blooded, Title, Blue Day, Children
3	3	14	Stranger In Town	Bob Seger	Capitol	7	Still The Same, Hollywood, Number, Final Scene
4	4	11	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	16	Prove It, Promised Land, Factory
5	7	14	But Seriously Folks . . .	Joe Walsh	Asylum	10	Life's Been Good, Second Hand Store
6	10	6	Nightwatch	Kenny Loggins	Columbia	22	"Friend," Easy Driver, Angelique, Title
7	5	11	Worlds Away	Pablo Cruise	A&M	6	Love Will Find A Way, Rio, Runnin'
8	8	8	Street-Legal	Bob Dylan	Columbia	14	New Pony, Stop Crying, Senor
9	6	9	Octave	The Moody Blues	London	20	Slide Zone, Driftwood, Had To Fall, Day We Meet
10	9	11	The Cars	The Cars	Elektra	34*	Just What I Needed, You're All I've Got, Bye Bye Love
11	11	10	David Gilmour	David Gilmour	Columbia	46	No Way Out, Short And Sweet, Breathe, Raise My Rent
12	14	4	Sgt. Pepper's . . .	Various	RSO	4*	Come Together, Into My Life, Oh! Darling
13	13	9	Pyramid	Alan Parsons	Arista	13	What Goes Up . . . Eagle, Pyramania, Can't Take It
14	12	13	Heaven Tonight	Cheap Trick	Epic	48	Surrender, High Roller, Radio, Title, Top Of World
15	15	14	You're Gonna Get It	Tom Petty	Shelter	61	Hurt, Magnolia, Need To Know, Title
16	16	3	Had Enough/Who Are You (45)	The Who	MCA	—	
17	25	10	Sleeper Catcher	LRB	Harvest	51	Shut Down, Light, Paradise
18	29	7	See Forever Eyes	Prism	Ariola	104*	Flyin', Nickels And Dimes, Title
19	—	—	<b>Life Beyond L.A.</b>	<b>Ambrosia</b>	<b>WB</b>	<b>99*</b>	<b>Various</b>
20	28	18	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	149	Out Of Control, Wolf, Friends, Children, Fade Away
21	—	—	<b>Caravan To Midnight</b>	<b>Robin Trower</b>	<b>Chrysalis</b>	<b>111*</b>	<b>My Love, For You, Title</b>
22	—	—	<b>Shots From A Cold . . .</b>	<b>Moon Martin</b>	<b>Capitol</b>	—	<b>Various</b>
23	—	5	Images	The Crusaders	ABC	33	Various
24	19	2	More Songs About Buildings	Talking Heads	Sire	110	Good Thing, Found A Job, Artists, River
25	20	14	Misfits	The Kinks	Arista	62	Fantasy, Hay Fever, Wardrobe, Title
26	17	4	Obsession	UFO	Chrysalis	54*	You Can Rock Me, Cherry
27	18	37	Bat Out Of Hell	Meat Loaf	Epic	24	Paradise, Two Out Of Three, Words
28	30	2	War Of The Worlds	Various	Columbia	117	Forever Autumn
29	24	22	City To City	Gerry Rafferty	UA	12	Baker Street, Home And Dry, Title, Down The Line
30	23	10	Mariposa De Oro	Dave Mason	Columbia	44	Birds, So Good, Love Me Tomorrow

## FM Station Reports — New ADDS/Hot Rotation

### KRST-FM — ALBUQUERQUE — BOB SHULMAN

**ADDS:** Robin Trower, Leo Sayer, Greg Kihn, Ozark Mtn. Daredevils, Leo Kottke, Albert King, Moe Koffman, Atlantic Starr  
**HOTS:** Bob Dylan, Foreigner, Cars, Kenny Loggins, "War Of The Worlds", UFO, Crusaders, Ambrosia, Moon Martin, Prism, Trooper, Thin Lizzy, Bros. Johnson, Moody Blues, Leon Russell

### KEZY-FM — ANAHEIM — LARRY REISMAN

**ADDS:** Robin Trower, Boston, Who (45), Hall and Oates (45)  
**HOTS:** Linda Ronstadt (45), Prism, Ambrosia, Joe Walsh

### WBCN-FM — BOSTON — TONY BERARDINI

**ADDS:** Leo Sayer, Jean-Luc Ponty, "Animal House", Blondie, Savoy Brown, Joe Cocker, Boston, Player (ep)  
**HOTS:** Moon Martin, Talking Heads, Genya Ravan, Rolling Stones, Cars, Cheap Trick, Bob Seger, Bruce Springsteen, Steve Gibbons, Greg Kihn

### WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

**ADDS:** Dirty Angels, Jean-Luc Ponty, 1994, Tim Curry, Ozark Mtn. Daredevils, Kenny Barron, Boston, Ralph Sutton, Pete Magadini, Heron and Jackson, Boyzz, Stephen Stills (45), Who (45)  
**HOTS:** Cars, David Gilmour, Rolling Stones, Marshall Tucker, Robin Trower, Asleep At The Wheel, Adelphi All Stars, Foreigner, Bruce Springsteen, John Prine, Talking Heads, Wendy Waldman, Michael Bloomfield, Stoneground, Johnny Winter, Nighthawks, Mink DeVille, Steve Gibbons, Bob Dylan, Cheap Trick

### WKQX-FM — CHICAGO — BOB KING

**ADDS:** Boston, Linda Ronstadt (45), Who (45)  
**HOTS:** Joe Walsh, Bob Seger, Foreigner, Rolling Stones, Foghat, Moody Blues, Cheap Trick, Bruce Springsteen, Kenny Loggins, David Gilmour, Alan Parsons

### WXRT-FM — CHICAGO — BOB GELMS

**ADDS:** Robin Trower, Jean-Luc Ponty, Leo Kottke, Ozark Mtn. Daredevils, Boston (45), Linda Ronstadt (45)  
**HOTS:** Rolling Stones, Bruce Springsteen, Foreigner, Todd Rundgren, Journey, Tom Petty, Kenny Loggins, Elvis Costello, Cheap Trick, Burton Cummings, Laura Nyro, ARS, Pat Metheny, Russ Baliard, Peter Gabriel, Johnny Winter, UFO, Bob Dylan, Warren Zevon, Charlie

### WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

**ADDS:** Boston, Robin Trower, Boyzz, Player (ep)  
**HOTS:** Bruce Springsteen, Rolling Stones, Bob Seger, Foreigner, Michael Stanley, Cars, Tom Petty, Joe Walsh, Todd Rundgren, Kenny Loggins, David Gilmour, "Sgt. Pepper", Pablo Cruise

### WLWQ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

**ADDS:** Boston, Ambrosia, Shel Silverstein, Linda Ronstadt (45)  
**HOTS:** Foreigner, Rolling Stones, Pablo Cruise, Todd Rundgren, Joe Walsh, Alan Parsons, Bob Seger, Bruce Springsteen, AC/DC, "Sgt. Pepper", David Gilmour, Moody Blues, Jefferson Starship, Dave Mason, Michael Stanley, Kenny Loggins, Cars, Walter Egan, Chris Rea

### C-101-FM — CORPUS CHRISTI — MANDO CAMINA

**ADDS:** "Lone Star Six Pak", Moon Martin, 1994, Greg Kihn, Boston  
**HOTS:** Kenny Loggins, Rolling Stones, Pablo Cruise, Foreigner, "Sgt. Pepper", Wendy Waldman, Bob Seger, Burton Cummings, Moody Blues, Bob Dylan, Joe Walsh, Chilliwick, Prism, Roadmaster, Bros. Johnson

### KAZY-FM — DENVER — GREG GILLISPIE

**ADDS:** Chilliwick, Robin Trower, Dirt Band, Boston, Linda Ronstadt (45)  
**HOTS:** Foreigner, Rolling Stones, Pablo Cruise, Joe Walsh, Bob Seger, Bob Dylan, Alan Parsons, "Sgt. Pepper", Who (45), Kenny Loggins

### KBPI-FM — DENVER — JOHN BRADLEY

**ADDS:** Boston, Dirt Band, Linda Ronstadt (45)  
**HOTS:** Rolling Stones, Foreigner, Bob Seger, Pablo Cruise, Who (45), Joe Walsh, Toby Beau, "Sgt. Pepper", Bob Dylan, Billy Joel

### KFML-AM — DENVER — RANDY SUTTON

**ADDS:** Mose Jones, Robin Trower, Steve Gibbons, Who (45), Hall and Oates (45)  
**HOTS:** Rolling Stones, Foreigner, Bob Seger, Joe Walsh, Alan Parsons, Pablo Cruise, Moody Blues, Kenny Loggins, Ambrosia, Bros. Johnson, Crusaders, Larry Carlton, Lee Ritenour, Tom Petty, David Gilmour

### KGGO-FM — DES MOINES — MITCH MCCRACKEN

**ADDS:** Burton Cummings, Boston, Ambrosia, Ozark Mtn. Daredevils, Who (45), Stephen Stills (45)  
**HOTS:** Boston, Alan Parsons, Kinks, Joe Walsh, Rolling Stones, Little River Band, Bob Dylan, "Sgt. Pepper"

### WABX-FM — DETROIT — JOE KRAUSE

**ADDS:** Joe Cocker, Boston, Hall and Oates (45)  
**HOTS:** Rolling Stones, Foreigner, Journey, Pablo Cruise, Bob Seger, Joe Walsh, "Sgt. Pepper", Gerry Rafferty, Bruce Springsteen

### WLAV-FM — GRAND RAPIDS — DOC DONOVAN

**ADDS:** Jean-Luc Ponty, Joachim Kuhn, Leo Kottke, Robin Trower, Gil-Scott Heron, Ozark Mtn. Daredevils, Boston, Who (45), Linda Ronstadt (45), ARS (45), Steely Dan (45/"Josie"), Stephen Stills (45)  
**HOTS:** Rolling Stones, Foreigner, Pablo Cruise, Bruce Springsteen, Alan Parsons, Joe Walsh, "War Of The Worlds", Bob Seger, Ambrosia, Kenny Loggins, Crusaders, Van Halen, Journey, Michael Stanley, Meat Loaf, "Sgt. Pepper", David Gilmour, REO Speedwagon, Prism, Eddie Money

### KLLOL-FM — HOUSTON — SANDY MATHIS

**ADDS:** Boston, "Youngblood", Colin Blunstone, Crimson Tide, Greg Kihn, Leon Redbone  
**HOTS:** Robin Trower, "White Mansions", Kenny Loggins, Cars, Moody Blues, Who (45), Moon Martin, Steve Gibbons, Chris Rea, Joe Walsh

### KKTX-FM — KILGORE — JIM HODO

**ADDS:** Alessi, Pat Metheny, Linda Ronstadt (45), Boston (45), Stephen Stills (45)  
**HOTS:** Foreigner, Rolling Stones, Bruce Springsteen, Bob Seger, Pablo Cruise, Joe Walsh, Little River Band, Bob Dylan, Moody Blues, "Sgt. Pepper", Meat Loaf, UFO, David Gilmour, Kenny Loggins, Prism, Dave Mason, Greg Kihn, Cars, Alan Parsons

### WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

**ADDS:** Boston, Lost Gonzo Band, Ozark Mtn. Daredevils, Livingston Taylor, Dirty Angels, Mose Jones  
**HOTS:** Cars, Tom Robinson, Little River Band, Foreigner, Kenny Loggins, Crusaders, Jesse Winchester, John Prine, Stonebolt, Pablo Cruise, Bob Dylan, Dirt Band, Rita Coolidge, David Gilmour, Bruce Springsteen, Alan Parsons, Carlene Carter, Moody Blues, Motors, Fandango, Ambrosia

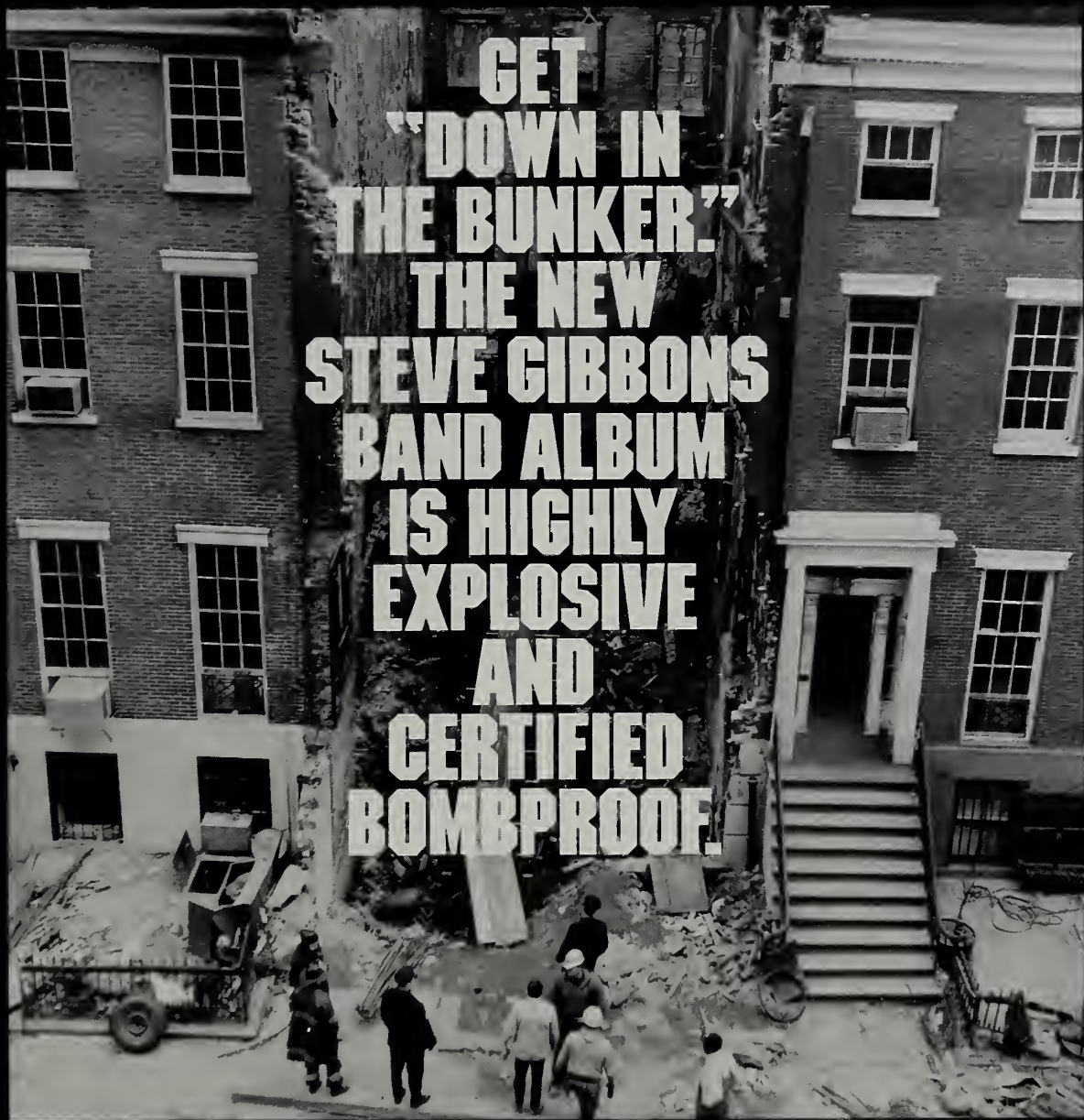
### WBAB-FM — LONG ISLAND — BERNIE BERNARD

**ADDS:** Boston, Synergy, Wilding/Bonus, Leon Redbone, Tim Curry, 1994, Alessi, Linda Ronstadt (45)  
**HOTS:** Rolling Stones, Boston, Meat Loaf, Joe Walsh, Ambrosia, Bruce Springsteen, Foreigner, Bob Seger, Pablo Cruise, Eddie Money, Kinks, U.K., Prism, Peter Gabriel, Todd Rundgren, Moody Blues, Elvis Costello, Bob Dylan, Billy Joel, Exile

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

**ADDS:** Richard Supa, Robin Trower, Japan, "Animal House", Bill Chinnock, Livingston Taylor, Mushroom, Chris Rea, "You Gotta Walk It Like You Talk It" (sndtrk/re-issue), Joe Cocker, Boston, Dirty Angels, Linda Ronstadt (45), Stephen Stills (45), Hall and Oates (45)  
**HOTS:** Alessi, Boston (45), Arc, Rolling Stones, Tarney/Spencer, Jackson Browne, Joe Walsh, Cars, Peter Gabriel, Pablo Cruise, Eddie Money, Nick Lowe, Who (45), Bruce Springsteen, Moon Martin, "Rocky Horror Picture Show", Carillo, Alvin Lee, David Gilmour, Bob Seger





**GET  
"DOWN IN  
THE BUNKER."  
THE NEW  
STEVE GIBBONS  
BAND ALBUM  
IS HIGHLY  
EXPLOSIVE  
AND  
CERTIFIED  
BOMBPROOF.**

Steve Gibbons has shaved his beard, reared back, and blasted out his strongest album of rock and roll yet.

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**FMOB'S BILL HARD PICKS "DOWN IN THE BUNKER" AS HIS "HARD CHOICE."**

Hey! This one hits it. The new Steve Gibbons Band album is a treat from start to finish and *will* see a dramatic increase in add activity.

**"BOFFO" SAYS GAVIN.**

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**WALRUS SINKS HIS TUSKS INTO "DOWN IN THE BUNKER."**

"Strongly meritorious. His best...super Gibbons songs yield the kind of album which will wear well play after play."

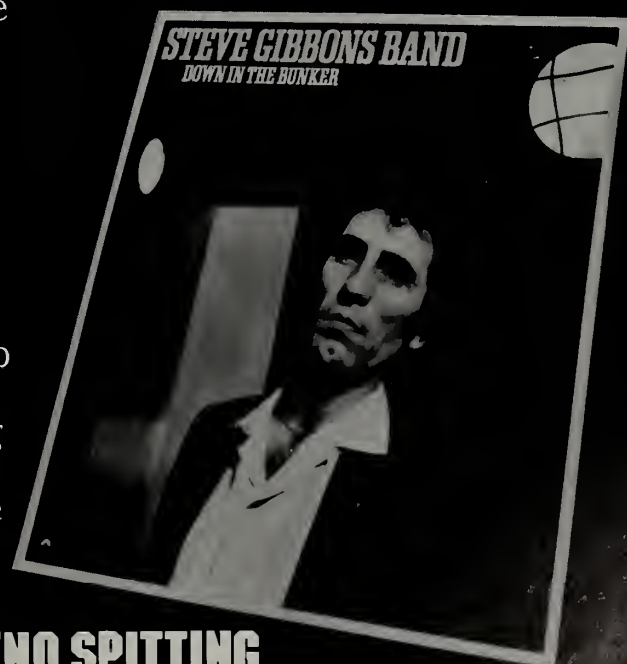
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Songs like "No Spitting On The Bus," "Chelita" and the title track are generating shock waves on heavyweight AOR stations in New York, Long Island, Boston, Philadelphia, Kansas City, Chicago, Cleveland, Cincinnati, Nashville, Miami, San Francisco and Seattle. And the reports of great listener response keep pouring in.

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# COUNTRY

## TOP 50 ALBUMS

	Weeks On Chart	8/19		Weeks On Chart	8/19
<b>1 WHEN I DREAM</b> CRYSTAL GAYLE (United Artists UA-LA 858-H)	1	9	<b>27 SON OF A SON OF A SAILOR</b> JIMMY BUFFETT (ABC AA-1046)	27	18
<b>2 LOVED OR SOMETHING LIKE IT</b> KENNY ROGERS (United Artists UA-LA903-H)	2	6	<b>28 HEAVEN'S JUST A SIN AWAY</b> THE KENDALLS (Ovation OV 1718)	36	48
<b>3 STARDUST</b> WILLIE NELSON (Columbia JC 353605)	3	17	<b>29 BARTENDER'S BLUES</b> GEORGE JONES (Epic KE 35414)	28	2
<b>4 ONLY ONE LOVE IN MY LIFE</b> RONNIE MILSAP (RCA APL 1-2780)	4	9	<b>30 CLASSIC RICH</b> CHARLIE RICH (Epic JE-35394)	34	2
<b>5 HEARTBREAKER</b> DOLLY PARTON (RCA AFL 1-2797)	10	2	<b>31 SOMEONE LOVES YOU HONEY</b> CHARLEY PRIDE (RCA APL 1-2478)	31	24
<b>6 LET'T KEEP IT THAT WAY</b> ANNE MURRAY (Capitol ST-11732)	8	29	<b>32 QUARTER MOON IN A TEN CENT TOWN</b> EMMYLOU HARRIS (Warner Bros. BSL 3141)	29	29
<b>7 ROOM SERVICE</b> OAK RIDGE BOYS (ABC AY-1065)	12	11	<b>33 TAKE THIS JOB AND SHOVE IT</b> JOHNNY PAYCHECK (Epic KE 35045)	33	40
<b>8 WAYLON &amp; WILLIE</b> WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	6	29	<b>34 GUITAR MONSTERS</b> CHET ATKINS & LES PAUL (RCA APL 1-2768)	30	7
<b>9 VARIATIONS</b> EDDIE RABBITT (Elektra 6E-127)	7	21	<b>35 THE BEST IS YET TO COME</b> JOHNNY DUNCAN (Columbia KC 35451)	—	1
<b>10 ENTERTAINERS... ON AND OFF THE RECORD</b> THE STATLER BROTHERS (Mercury ARM 1-5007)	9	20	<b>36 COUNTRY BOY</b> DON WILLIAMS (ABC DO2088)	32	3
<b>11 ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO!</b> ELVIS PRESLEY (RCA CPL 1-2901)	19	2	<b>37 THE BEST OF GENE WATSON</b> (Capitol ST-11782)	41	8
<b>12 OH! BROTHER</b> LARRY GATLIN (Monument MG 7626)	11	11	<b>38 DON'T BREAK THE HEART THAT LOVES YOU</b> MARGO SMITH (Warner Bros. BSK 3173)	38	12
<b>13 TEN YEARS OF GOLD</b> KENNY ROGERS (United Artists LA 835-H)	13	30	<b>39 JERRY LEE LEWIS KEEPS ROCKIN'</b> (Mercury SRM-1-5010)	39	5
<b>14 HONKY TONK HEROES</b> CONWAY TWITTY/LORETTA LYNN (MCA-2372)	16	7	<b>40 BILLY "CRASH" CRADDOCK SINGS HIS GREATEST HITS</b> (ABC AB 1078)	35	3
<b>15 IT'S A HEARTACHE</b> BONNIE TYLER (RCA AFL 1-2821)	5	12	<b>41 LOVE... &amp; OTHER SAD STORIES</b> BILL ANDERSON (MCA 2371)	—	1
<b>16 WOMANHOOD</b> TAMMY WYNETTE (Epic KE-35442)	17	8	<b>42 OL' WAYLON</b> WAYLON JENNINGS (RCA APL 1-2317)	40	67
<b>17 THE VERY BEST OF CONWAY TWITTY</b> (MCA 3043)	18	12	<b>43 Y'ALL COME BACK SALOON</b> OAK RIDGE BOYS (ABC/Dot DO 2093)	43	43
<b>18 I'M ALWAYS ON A MOUNTAIN WHEN I FALL</b> MERLE HAGGARD (MCA-2375)	20	3	<b>44 SOFT LIGHTS AND HARD COUNTRY MUSIC</b> MOE BANDY (Columbia KC 35288)	44	4
<b>19 HERE YOU COME AGAIN</b> DOLLY PARTON (RCA APL 1-2544)	15	44	<b>45 IT WAS ALMOST LIKE A SONG</b> RONNIE MILSAP (RCA APL 1-2439)	47	39
<b>20 I BELIEVE IN YOU</b> MEL TILLIS (MCA-2364)	14	9	<b>46 WE MUST BELIEVE IN MAGIC</b> CRYSTAL GAYLE (United Artists UA-LA 771-G)	46	4
<b>21 OLD FASHIONED LOVE</b> THE KENDALLS (Ovation OV 1733)	21	20	<b>47 THE OUTLAWS</b> WAYLON JENNINGS/WILLIE NELSON/JESSIE COLTER/TOMPALL GLASER (RCA APL 1-1321)	49	86
<b>22 THE BEST OF THE STATLER BROTHERS</b> (Mercury SRM 1-1037)	22	38	<b>48 DAYTIME FRIENDS</b> KENNY ROGERS (United Artists UA-LA 754-G)	—	1
<b>23 CONTRARY TO ORDINARY</b> JERRY JEFF WALKER (MCA-3041)	23	8	<b>49 SIMPLE DREAMS</b> LINDA RONSTADT (Asylum 6E-104)	50	48
<b>24 LOVE ME WITH ALL YOUR HEART</b> JOHNNY RODRIGUEZ (Mercury SRM-1-5011)	24	5	<b>50 REDHEADED STRANGER</b> WILLIE NELSON (Columbia KC 33482)	45	5
<b>25 LOVE IS JUST A GAME</b> LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	25	51			
<b>26 EVERY TIME TWO FOOLS COLLIDE</b> KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	26	22			

## ASF Country Judging Held In Nashville For First Time

by Bob Campbell

NASHVILLE — The American Song Festival, billed as the world's largest open songwriting contest for amateurs and professionals, held here last week for the first time in the festival's five-year history its second and third level country category judging and awarded over \$9000 in prizes for winning songs.

American Song Festival President Ted Danz hosted a private reception for judges and music row luminaries at the Exit/In following the competition, and Mayor Richard Fulton proclaimed August 10 American Song Festival Day in Nashville. The top song in the country amateur and professional categories each won \$1000 and are eligible for the \$6000 Grand Prize to be awarded this fall.

Judges here who participated in the competition included Dianne Petty, vice president of ABC Music; Tim Wiperman, general manager of Warner Bros. Music; Henry Hurt, vice president of Chappell Music; Bob Montgomery, executive vice president of House of Gold Music; Maggie Cavender, executive director of the Nashville Songwriters Assc. Int.; David Conrad, general professional manager of Pi-Gem Music; and Cliff Williamson, creative director of Tree Music.

The festival, which has awarded more than \$500,000 to over 4500 prize-winning songs since its inception, has always held the judging in its 10 categories in Los Angeles. However, Danz has always felt the judging of country songs should transpire in Nashville. Until this year, a simple matter of economics has kept all judging in L.A.

### Long Overdue

"There are really two reasons why we haven't been in Nashville before," Danz said. "Up until very recently, we have always lost quite a bit of money and our parent company has had to subsidize us to keep it going. Because we were not finan-

cially well, we have had to keep operating expenses down. In the last couple of years — particularly this year — the song festival has started doing better and we could afford to come here. The second reason is that we sit around every year and try to make improvements to make the song festival better for the entrants. This year we realized it was long overdue to have the judging done on country songs in Nashville. We don't try to kid ourselves. LA has a country music group, and there are country

(continued on page 35)

## TM Stations Will Air CMA Awards

NASHVILLE — Radio stations which subscribe to the TM Country Programming Service from TM Programming, Inc. located in Dallas, Tx. will air a three-hour Country Music Association (CMA) Awards Show Special the weekend of Oct. 7-8 preceding the ABC nationally televised show live from The Grand Ole Opry House Oct. 9.

### Audio Biographies

Titled "The CMA Awards-Nominees," special program will offer a complete audio biography of all the nominees in each of the 10 award categories and a review of this year's possible inductees to the Country Music Hall of Fame. Pete Porter, director of operations for the country division of TM Programming, has written the show and will serve as host. TM's Lance Holley will produce the program.

Much of the show will consist of interviews with various nominees and general information about the awards and how the voting and nominations are conducted. Artists who have already been interviewed include Bill Anderson, Crystal Gayle, Barbara Mandrell, Charley Pride and Kenny Rogers.

Ann Booth of The Country Music Assoc. here has acted as special coordinator for the program.

## Hank Snow Charters International Child Abuse Prevention Foundation

by Donna Barham

NASHVILLE — Veteran country entertainer and RCA recording artist Hank Snow has announced that a benefit concert at the Grand Ole Opry House August 31 will kick off fund raising for the Hank Snow International Foundation for Prevention of Child Abuse and Neglect of Children Inc.

A victim of child abuse himself, Snow promised to start a national drive to help battered children nearly two years ago when he read about several sensational child abuse cases in the local area.

"We're not interested in duplicating services already provided for by the state, but our purpose is to coordinate the efforts of small groups across the country, initially through information and later by becoming a training center to rescue children from homes that involve a high risk of abuse," stated Snow at a recent press conference. But we've gotta crawl before we can walk, and hopefully local interest will grow to national attention."

Working with Snow is a board of directors which includes John Miller, Urban Observatory; Margaret Hyde, retired Nashville businesswoman; Sharon Shaw, executive director of the Tennessee Chapter of the National Association of Social Workers; Mary D. Shahan, executive director of the Tennessee Society of Professional Engineers; Jerry Bradley, vice president, Nashville Division RCA; Joe Talbot, Joe Talbot and Associates; Bud Wendell, general manager of Opryland; Frances Preston, vice president, Nashville BMI;

Jimmy Snow, pastor of Evangel Temple Church; Jo Walker, executive director of the Country Music Association; and Sherry Frazier, Tennessee Dept. of Human Resources.

Shahan, who has been working closely with Snow for over a year, added that initially the funds raised will be used to set up office space and the beginning of an educational trust for the foundation.

"Within 3 years, we hope to build a rescue center for abused children and to expand our interests internationally," Shahan concluded.

"Child abuse is a global problem," said Snow, "but it seems that the laws in foreign countries are more strict than here. In this country 3.7 million children are abused each year. That means that every three minutes around the clock a child is abused or neglected."

The August 31 benefit will feature Loretta Lynn, Conway Twitty, Boots Randolph, Skeeter Davis, Ernest Tubb and the Texas Troubadors, the Four Guys, the Carolee Singers, Ralph Sloan and the Tennessee Travellers, Joe Edwards and others.

"We're really in good shape for a real fine show," reported Snow, "and we're hoping for big things on the 31st. It has become my slogan and the theme of this foundation that the future of the world tomorrow depends on today's children."

Tickets for the 8:00 pm show are \$5 and \$6 and are available at Opryland and a other locations throughout Nashville. Mail orders are also available through Opryland

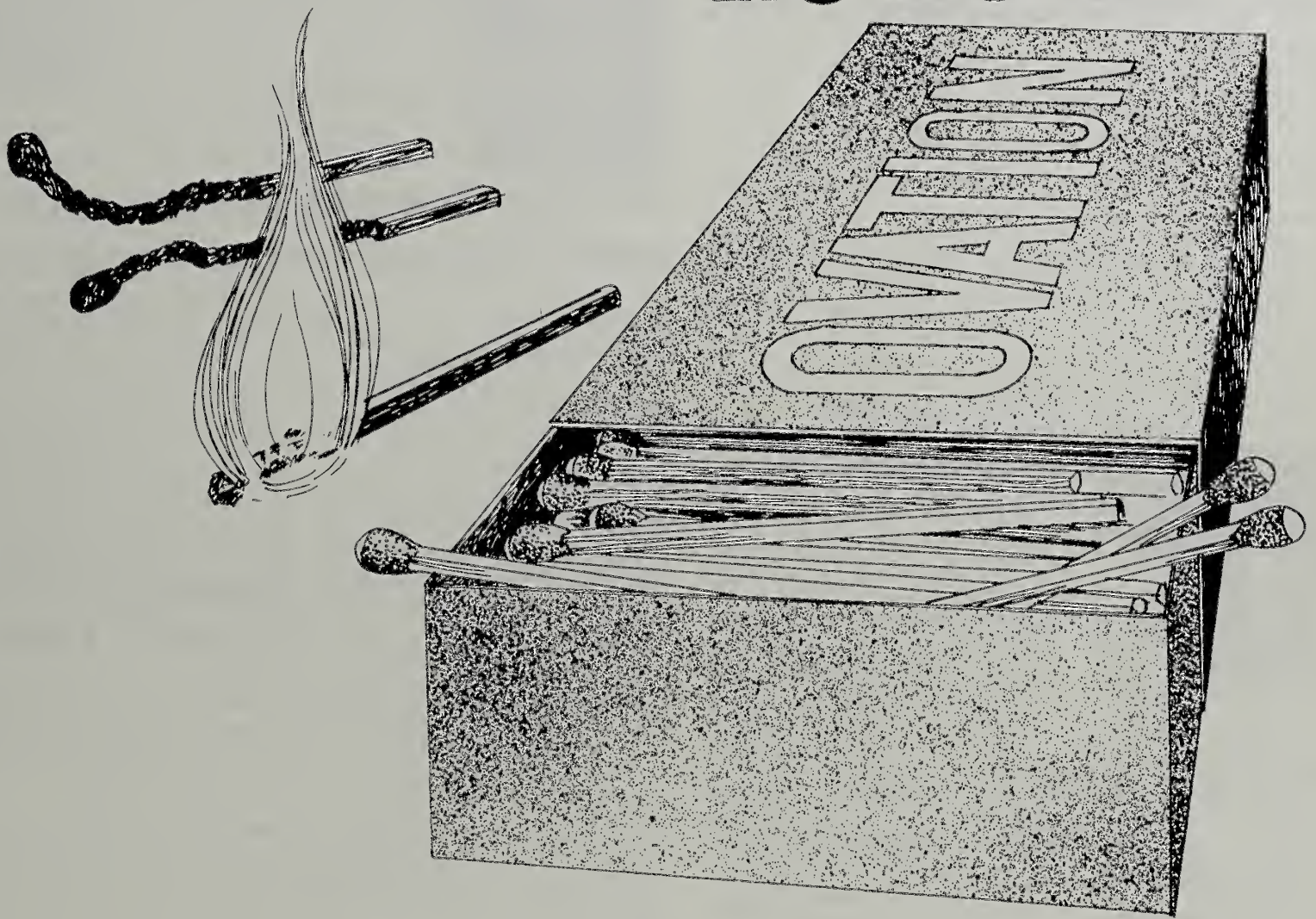


**MILSAP PACTS WITH BMI** — RCA's Ronnie Milsap recently formed his own publishing firm, Mad Lad Music, and signed an agreement with Broadcast Music Inc. Shown at the signing are (l-r): Patsy Bradley, director of publisher administration, BMI; Milsap; Donald Reeves, Milsap's manager; Francis Preston, vice president, BMI; and Rob Galbraith, manager of Mad Lad Music.





# *Old Flames Can't Hold A Candle To You*



***Ovation Strikes Again!***

**from the forthcoming**

**JOE SUN LP**

**"OLD FLAMES"**

**OV-1734**

## KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)

**Anyone Who Isn't Me Tonight** (2:20) (Bobby Goldsboro Music — ASCAP) (C. Kelly/J. Didier)

All the ingredients are here for another huge hit for Kenny Rogers and Dottie West. This excellent record is tailored for any radio format.

## OAK RIDGE BOYS (ABC AB-12397)

**Cryin' Agaln** (2:32) (Tree Publishing Co./Cross Keys Publishing Co. — BMI) (Rafe Van Hoy/Don Cook)

The Oaks are huge talents who seem to be finding their musical niche after many years. The group's lush harmonies are spotlighted on this beautiful song.

## MARGO SMITH (Warner Bros. WBS-8656)

**Little Things Mean A Lot** (2:52) (Leo Feist Inc. — ASCAP) (Cari Stutz/Edith Lindeman) Margo continues with her special sound which has captivated a large listening audience. Along the lines of her previous successful records, this one should head to the top.

## JACK CLEMENT (Elektra/Asylum E-45518)

**All I Want To Do In Life** (1:48) (Good Music — ASCAP/Aunt Polly's Publishing — BMI) (Allen Reynolds/Sandy Mason Theoret)

With his second single, Clement will undoubtedly pick up new listeners and radio markets. Smooth vocals and perfect production highlight this compelling record.

## Singles To Watch

### DAVID ALLAN COE (Columbia 3-10816)

**If This Is Just A Game** (3:29) (Warner/Tamerlane — BMI) (D.A. Coe)

### JOHN PRINE (Elektra/Asylum E-45509-A)

**Fish And Whistle** (3:13) (Big Ears Music-ASCAP) (John Prine)

### LINDA RONSTADT (Elektra/Asylum E-45519-A)

**Back In The USA** (3:02) (Arc Music Corp. — BMI) (Chuck Berry)

### DOC AND MERLE WATSON (United Artists UA-X1231-4)

**Don't Think Twice It's All Right** (2:43) (Warner Bros. Inc. — ASCAP) (Bob Dylan)

### BEVERLY HECKEL (RCA JH-11360)

**Bluer Than Blue** (2:50) (Let There Be Music/Springcreek Music — ASCAP) (Randy Goodrum)

### AMAZING RHYTHM ACES (ABC AB-12359)

**Turning The Ballroom Down** (3:17) (Tintagel Music Inc./Bad Ju Ju Music/St. Michael's Alley Music — ASCAP) (Russell Smith/James H. Brown, Jr.)

### BRIAN COLLINS (RCA JH-11350)

**Moonlight And Magnolia** (2:58) (Chappell Music/Warner Bros. Music — ASCAP) (Jonathan Lee)

### GEORGE HAMILTON IV (ABC AB-12376)

**Take This Heart** (3:26) (April Music Inc./Robin Batteau Music/Applecider Music Inc./Music Of The Times Inc. — ASCAP) (Robin Batteau)

### MICKEY ROONEY, JR. (AVI AVI-223-S)

**Crazy Ideas** (3:27) (Dawnbreaker Music — BMI) (Brian Foley)



## WILLIAMS PURSUES NEW CAREER —

Launching a new career, Jody Williams (left) is leaving BMI to become professional manager of Charlie Daniels' and Joe Sullivan's Hat Band Music. Wishing him good luck are Frances Preston, BMI vice president, and Sound Seventy's Joe Sullivan, his new employer.

## Narvel Felts Gives Fender To Museum

NASHVILLE — ABC recording artist Narvel Felts joined the growing number of entertainers to donate artifacts to the Country Music Hall of Fame and Museum in presenting his Fender Telecaster guitar to the museum's impressive guitar collection and exhibit.

Diana Johnson, director of the hall of fame and museum, commented that "this donation is doubly important to us in that it not only adds to our collection of memorabilia of currently popular country music entertainers, but in addition it adds to our small but growing collection of electric guitars.

"Our collection of acoustic guitars has gained a national reputation, and Mr. Felts' Telecaster is one of many electrics we plan to add. It will be placed beside other electric guitars on display in the museum, including Merle Travis', Joe Maphis' and Leon McAuliffe's."

Felts, who has used the guitar extensively in stage appearances over the past several years, donated the instrument in ceremonies recently held here.

## Paul Randall Joins Pete Drake Prod.

NASHVILLE — Paul Randall has been named public relations and promotions director for Pete Drake Productions here.

The addition of Randall is one of many planned by company president Pete Drake in preparation for growth within his company which handles veteran country artist Ernest Tubbs, among others.

"Randall is a necessary ingredient for our future plans," Drake said. "He will be responsible for the complete shaping and structuring of our present businesses and those we are organizing for the future. Primarily he will concentrate on the press, publicity, promotion and artist development. But he will also oversee all facets of our current operation which includes First Generation Records, Second Generation Records, Pete's Place, Brushape Music, Window Music and Tomake Music."

## CMF Gets Oermann

NASHVILLE — Danny Hatcher, director of the Country Music Foundation Library and Media Center, has announced the appointment of Robert Oermann as reference librarian.

"Oermann's addition to our staff will give this organization a greater capacity to serve the needs of scholars, journalists, and the music industry," Hatcher said. "His knowledge of country music's history, as well as his credentials as a librarian will enhance the library's growing reputation as the place to acquire current and historical information on country music."

### Pittsburg Native

A native of Pittsburg, Pa., Oermann graduated from the University of Pittsburg with a Fine Arts Degree. He has worked as a free-lance artist and illustrator and has earned his Master of Library Science Degree from Syracuse University.

Oermann and his wife are currently collaborating on a book concerning the history of women in country music.



## AIN'T LIVING LONG LIKE THIS — Rodney Crowell — Warner Bros. — BSK-3228 — Producer: Brian Ahern — List: 6.98

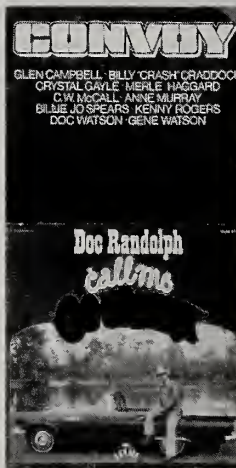
If the songs of Kris Kristofferson and Billy Joe Shaver added new dimensions to country music, writers such as Rodney Crowell are prepared to spread those boundaries even further. A former rhythm guitarist and harmony singer for Emmylou Harris, Crowell's debut album successfully bridges that intangible gap between 'art' and 'commercial' music. A look at Crowell's work is a look at the future of country music.

## CONVOY — Various Artists — United Artists — UA-LA910-H — Producer: Varlous — List: 6.98

The movie "Convoy" has been panned by many movie critics. However, the soundtrack contains a wide assortment of contemporary country material previously released but never offered before in the same package. Even though Kris Kristofferson stars in the movie, there is nary a song by him on the album. Merle Haggard's "Okie From Muskogee," Kenny Rogers' "Lucille" and a new version of C.W. McCall's "Convoy" are a sample of the cuts here.

## CALL ME COUNTRY — Doc Randolph — Uplift Records — ULR-81743 — Producer: Doc Randolph — List: 6.98

An inventor, lecturer, scientist and director of the Institute of Plastic Surgery in New Orleans, La., Dr. Randolph M. Howes is also an excellent country singer and songwriter. With his debut album, Doc Randolph has proven himself a man of enormous versatility. "Call Me Country" has already been released as a single, and two other songs are possible single cuts. "Higher Than A Georgia Pine" and "I'd Give My Right Arm" showcase Randolph's songwriting abilities and extraordinary vocal range.



## Illinois Couple Wins Fraud Suit Against Local Producer

NASHVILLE — An Illinois couple was awarded \$2500 in damages here last week by General Sessions Judge Dennis Summers who ruled the two had been defrauded by Music Row producer/publisher Cliff Ayers Ostermeyer. After hearing three hours of testimony against Ostermeyer by Mr. and Mrs. Johnnie McClain of Stewardson, Ill., Summers said "The court is of the opinion that they have been taken."

The McClains said they borrowed most of the \$930 they paid in all to Ostermeyer as a fee for a 20-minute recording session and promotion for the record. The couple claimed Ostermeyer never sent them 500 copies of their record, which he had promised, and a survey of 80 radio stations conducted by the McClains revealed he had no promotional efforts by Ostermeyer's American Sound Records. Ostermeyer denied any failure to comply with contractual agreements with the couple.

### Legitimate Function

In a court argument which is supported by many of the 'custom' record labels here, Ostermeyer's attorney Gary Sadler said small "pay-as-you-go firms" serve a legitimate function in the music business. "Are we not going to allow anyone who wants to cut a record to come in off the street and pay their money and cut a record?" he asked.



**ANDERSON SIZES UP ANDERSON —** MCA's Bill Anderson is sized up by Cincinnati Reds Manager Sparky Anderson prior to the singer's recent appearance at a Reds-Houston Astros baseball game in Cincinnati. Appearing with Anderson was Mary Lou Turner, The Po' Folks Band and Mac McGaha's Bluegrass-Country Show.

The McClain's attorney, Rose Palermo, argued "I'm not saying there should not be pay-as-you-go in the music business, but I am asking that there be honest and reputable people to do it."

As part of the testimony, Ostermeyer said he had earlier "resigned" from Broadcast Music Inc. over a royalty dispute. But Patsy Bradley, BMI's director of publisher administration, testified BMI dropped Ostermeyer in 1976 for "unprofessional conduct" in his associations with songwriters.

## ASCAP's Jones Selected To Head N'ville PR Office

NASHVILLE — Rusty Jones has been named director of public relations for the Nashville office of the American Society of Composers, Authors and Publishers (ASCAP), announced Ed Shea, ASCAP's southern regional director. Jones will also serve as assistant to Shea.

The 28-year-old attorney is a graduate of Hillsboro High School here with a B.A. Degree from The University of Tennessee at Knoxville. Jones earned his Juris Doctor Degree from the Memphis State University School of Law where he served as president of the Student Bar Assc. and held membership in Omicron Delta Kappa Honorary Fraternity and Phi Alpha Delta Legal Fraternity. Jones has also been a recipient of the Donnelley J. Hill Memorial Scholarship.

Jones has served with the Shelby County Public Defender's office as a law clerk and as counselor at the Davidson County Sheriff's Dept. Jones is currently President of the Memphis State University School of Law Nashville Alumni Chapter and is a member of the American and Tennessee Bar Association.

Jones has toured the United States with the Nashville-based religious group, "Good News" and has worked in clubs throughout Europe and the eastern United States playing banjo and guitar. He also helped finance his law education playing in musical shows.

Jones has also acted as a professional snow ski instructor, licensed Snake River float trip guide in Grand Teton National Park in Wyoming, professional ski patrolman, deputy sheriff and staff member at the Hotel Weissess Kreuz in Interlaken, Switzerland.

# COUNTRY

## The Country Column

**Don Williams**, whose current ABC single "Rake and Ramblin' Man" is #3 bullet on the **Cash Box** country singles chart this week, will do a record promo tour in Texas from Sept. 10-13, including a special performance at the new Palladium in Dallas on the 11th. During 1977, Williams was named **Best International Male Artist** at the Wembley Festival and at the same time had all six of his albums in the Top 20 of Great Britain. Before coming to Nashville Oct. 9 for the CMA Awards, Williams will be appearing Sept. 15 at the Chris Fritz Auditorium, Grand Forks, ND; The Municipal Auditorium, Topeka, Ks., on the 16th; and the Kansas State Fair, Hutchinson, Ks., on the 17th. He will also entertain crowds at Lanierland Amusement Park, Cummings, Ga., Sept. 23; the Peach State Fair in Byron, Ga. on the 25th; Ak Sar Ben Rodeo in Omaha, Sept. 27; and the Mid South Fair in Memphis on the 30th.



Don Williams

Warner Bros.' **Guy Clark** has just completed his new album and release date is set for Sept. 8. Production credits for the LP, simply titled "Guy Clark", go to **Neil Wilburn**.

The non-profit organization Metro Friends of Country will host a free concert at New York's Lincoln Center for the Performing Arts, Thursday, August 29. WHN's **Lee Arnold** will MC the show that includes entertainment by Monument's **Larry Gatlin** and Warner Bros.' **Con Hunley**.

WZTV (UHF) in Nashville is planning taped broadcasts of performances at the Exit/In for local TV viewers and possible regional and national syndication in the future.

Epic's **Jody Miller** just wrapped up two performing dates with **David Soul**. The pair were featured in country shows at the Mill Run Theatre in Chicago and the Westbury Music Fair on Long Island, NY.

Inside sources have hinted **Jerry Lee Lewis** is about an inch away from signing a lucrative, long-term Elektra/Asylum recording contract and might be involved in future recording contracts with such E/A acts as **Linda Ronstadt** and **Jackson Browne**.

NARAS recently hosted a showcase with benefits going to the Muscular Dystrophy Telethon. Those appearing included **Ferlin Huskey**, **Charlie McCoy**, **Hargus "Pig" Robbins**, **Linda Hargrove**, **Pam Rose** and **Pete Drake**.

Mayor Ed Koch announced that RCA's **Dolly Parton** has donated her time to perform for the citizens of New York, August 21, on the steps of City Hall. The Mayor will then salute Dolly's gesture with the Key to the City just prior to her concert. Following the presentation of the key and Dolly's performance, Mayor Koch has acceded to host one of Dolly's fondest wishes of holding a Peoples Conference during which she wants to thank her fans who have contributed to her becoming a worldwide respected artist. At the conference, Dolly will have a chance to answer questions from her fans which until now she has been unable to do on a person to person basis.

The first Annual **Kenny Rogers** Celebrity Tennis Tournament has been announced by tournament director David Mirisch. The United Artists recording artist will host more than 30 Hollywood personalities and athletes the weekend of Sept. 22-24 at San Diego Country Estates, and all proceeds from the event will benefit the United States Olympic Committee. In addition to the weekend of tennis and social activities, Rogers will headline an all-star variety show on Saturday evening with many of the tennis participants performing on the bill.

Con Brio recording artist **Don King** has been chosen as one of six subjects for a film commissioned by the U.S. Information Agency. The film, which will be released exclusively in foreign countries early next year, is designed to give foreigners a glimpse at six different American life styles. Award winning film maker **Richard Miller** and producer/director **Erich Killmar** have been spending time in Nashville filming Don in such activities as composing a song, rehearsing, recording and finally performing the composition.

Warner/Curb recording artist **Hank Williams, Jr.** is once again climbing up the **CB** country charts, this time with "I Fought The Law", currently #42 bullet on the singles charts. He and the Barna band have been travelling extensively in the South and Southeast rounding out at the Buck Lake Ranch in Angola, In., August 27. In the works is also a TV special entitled "Come Back", with **James Whitmore**, scheduled for airing in Nov. The show's theme is concerned with persons who have been given a second chance at life after close brushes with death. Writer **Michael Bane** is currently working on Bocephus's biography.



Hank Williams, Jr.



**HUNLEY AND CHARLES IN GATLINBURG** — Warner Bros. artist Con Hunley recently performed with the legendary Ray Charles in Gatlinburg's Sheraton Inn. Shown backstage between shows are (l-r): Tim Williams, **Cash Box**; Charles; Hunley; and Dave McLacklen, vice-president, Agency For The Performing Arts, New York City.

## ASF Country Judging Held

(continued from page 31)

artists represented in L.A. But the real home of country music is in Nashville and the most knowledgeable publishers are in Nashville.

"We are not only going to come back to Nashville next year, but we are going to bring the country tapes here at the first level also," Danz added. "A lot of our judges were so impressed with the song festival that they want to do it all. They don't want to just pick it up at the second level after the LA judges have gone through the first level. So we will be back here for two weeks next year as opposed to one week this year."

### No Great Songs

The only criticism encountered by judges here was a suspicion some good songs might have been passed over by the LA judges. For instance, Wiperman said he heard some good songs, but no great ones.

"I didn't hear any smash hits, but that could have been because the first level judging was done in L.A. where I don't know if they really have a good understanding of country music or not," Wiperman said. "The judging was very interesting, but that is why some of the other judges I talked with would like to hear the first level songs also. We heard some well-written songs, but not that one great song you love to hear. But it was fun and the people who ran the festival were very nice to us."

Danz, who stresses the festival "is a song competition, not a performance competition," also said last week he plans to expand the festival judging next year to New York.

"Not only are we going to come back here to Nashville next year, we are going to make this into a national song festival where every music center can participate," Danz said. "We are going to take a category to New York next year. We don't know which category that will be — probably easy listening or top 40. But the three major music centers should be involved in judging these songs."

### Fairness System

The American Song Festival has worked hard at establishing a system of judging which will insure fairness to the entrants. As explained by Flip Black, festival director of creative services, "A songwriter submits his song to us on a cassette along with an entry form and a check for \$13.85. We process it, assign it an identification number, and then have a judge listen to it knowing only the song's title and ID number. The writer's name is withheld to insure impartiality. Each song is listened to at least twice by two separate judges so that it has every chance at receiving a fair hearing. If it gets picked on this first level, it is passed up to a second level panel of three judges. It must pass through three levels of judging to reach the final judging process."

## D.J. Semi-Finalists Selected In Annual CMA D.J. Contest

NASHVILLE — The Country Music Association (CMA) has announced 17 semi-finalists in its annual disc jockey of the year contest.

Given during the CMA's annual October banquet held in the midst of WSM's Grand Ole Opry Celebration Week, the awards are divided into three categories. Small markets include cities of under 50,000 population, medium markets (50,000-500,000) and large (over 500,000).

A selected group of the CMA's membership which includes disc jockeys and radio and television industry employees are eligible to vote. Approximately 500 participants vote with two ballots, and the final decisions will be made by an anonymous panel of judges who listen to one-hour 'air check' tapes of each semi-finalist. The awards were begun 10 years ago.

### Large Market

Semi-finalists in this year's competition are: Les Acree, WMC, Memphis, Tenn.; Bob Cole, KIKK-FM, Houston, Tx.; Chris Lane, KGBS-FM, Los Angeles, Ca.; Jack Reno, WLW, Cincinnati, Ohio; and Lee Shannon, WIRE, Indianapolis, Ind.

The semi-finalists in the medium market category are: Lonnie Bell, KOYN, Billings, Mon.; Mike Burger, WHOO, Orlando, Fla.; Dugg Collins, KDJW, Amarillo, Tx.; Bobby

Denton, WIVK, Knoxville, Tenn.; Bob Grayson, WAME, Charlotte, N.C.; and Buddy Ray, WWVA, Wheeling, W. Va.

Small market semi-finalists include: Gaylon Christie, KOOV, Copperas Cove, Tx.; Billy Dillworth, WLET, Toccoa, Ga.; Len Ellis, WLJE, Valparaiso, Ind.; Dusty Rhodes, WXOX, Bay City, Mich.; and Ann Williams, WSVL, Shelbyville, Ind.



**MERCURY PRESENTS PLATINUM** — Phonogram/Mercury officials recently presented **Cash Box's** Nashville office with a platinum album commemorating sales of a million albums for The Statler Brothers' "The Best Of The Statler Brothers" LP. Shown during the presentation are (l-r): Bob Campbell, **Cash Box**; Frank Lefel, national country promotion manager, Phonogram/Mercury; Jim Sharp, director of operations, Nashville, **Cash Box**; and Tim Williams, **Cash Box**

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# COUNTRY RADIO

## THE COUNTRY MIKE

**TOP 40 TO GO COUNTRY IN CINCY** — Top 40 formatted WSAI/Cincinnati will change its format to country as of Monday, August 21. Although official confirmation was not available at presstime, industry sources believe the new country format would be run by Nashville's **Jonathon Fricke**. Fricke is currently president of Promotions Plus, a Nashville-based independent promotion firm. Fricke has also been PD at KLAQ/Denver, KD-JW/Amarillo, and several other country stations. WSAI is a 5,000 watt AM station at 1360 on the dial, owned by Affiliated Publications. Current WSAI PD, **E. Alvin Davis** was not available for comment.

**MUSIC DIRECTOR PROFILE** — **Tim Wilson** was recently promoted to MD at WAXX/Eau Claire when former MD, **Ken Loomis**, left to go to work at KWKH/Shreveport. Wilson has been at WAXX for over a year now. Born in Rochester, Minnesota, Wilson began his first radio job at KWBG/Boone, Iowa. Before coming to WAXX, Wilson also did some jock work at WLBH/Mattoon, Illinois. Wilson also announces in the 9-noon timeslot in addition to his music duties at WAXX.

KSON/San Diego has a new music director. . . **Ron West**. West comes to San Diego from KARM/Fresno, and will be working under PD **Rod Hunter**.

Former KSON PD **Ed Chandler** wrote in to say he's been keeping very busy since leaving the San Diego station. Chandler says he's just finished an audition for an upcoming Hollywood movie, and he's also working on a television show all about country music. He says it should be shown sometime around the first of the year. As far as radio goes. . . Chandler says he's still open for a programming or announcing position on the west coast, and he's currently doing some part time work at KLAC/Los Angeles.

After a few jocks have changed shifts, here's the latest line-up at KENR/Houston: **Bill Bailey**, mornings, **Dick Martin** 9-noon, **The Dr. Bruce Nelson** noon-3, **Hal McClain** 3-7, **Mike Cannon** 7-midnight, and **John Connor**, all nights.

WMNI/Columbus will take part in sponsoring the Ohio State Fair August 2-6. WMNI PD **Steve Cantrell** reports that six of the 13 performing acts at the fair this year will consist of country artists. Country stars on the Ohio State Fair include **Johnny Cash**, **Charlie Pride**, **Johnny Paycheck**, **Ronnie Milsap**, **Dolly Parton**, **Eddie Rabbitt**, **Kenny Rogers**, **Dottie West**, and **Debbie Boone**.

**Cash Box** sends out deepest regrets to KLAQ/Denver PD **Bill Ashford** at the recent passing of his father.

**Columbia Pictures**, owners of WWVA/Wheeling and WYDE/Birmingham, says that the recent Jamboree In The Hills '78 was an outstanding success, with more than 70,000 people showing-up for the two-day country concert. A new feature at the Jamboree this year was a newly-developed camping area, which attracted more than 800 recreational vehicles. One of the reasons for the yearly success of the Jamboree can be attributed to the weekly WWVA, Wheeling Jamboree U.S.A., which has been running for the past 45 years.

WIRE/Indianapolis has recently announced that they have selected an 18-year-old high school grad, **Becky J. Cordell**, as their 1978 spokesperson. The station says that Becky will represent them throughout the year with speaking engagements, personal appearances, and on-the-air promotions. For her trouble, Miss Cordell will receive a trip for two to Hawaii, a \$1,000 wardrobe, and the use of a new car.

KCKN/Kansas City has a new afternoon drive jock. . . **Gary Semro**. Semro's been in radio for eleven years, and is a graduate of the University of Denver.

KFIX/Kansas City music director, "Uncle" **Don Rhea** is now publishing a weekly playlist. To get a copy of the list. . . call Rhea at 816-531-3400.

Send your weekly playlists, along with photos and station news to: COUNTRY MIKE. . . Cash Box. . . 21 Music Circle East. . . Nashville, Tennessee. . . 37203.

country mike

## On The Street Survival

by Dave Donahue

(The following article is the second in a three part series on contemporary radio.)

It came to you several ways. . . bad ratings, "you don't fit the flow," "the owner died and they are selling and/or changing formats." Or, you yourself determined it's time to go and grow and the boss found out you were looking and zap! In those and many other cases you could find yourself out on the street unemployed for a spell!

Unprepared for it, putting food on the table and paying the bills can almost make you believe your mother when she said, "Son, when are you going to grow up and get a real job?"

Maybe that's a starting point, especially if your unemployment came right before, during or right after a rating period. (Most stations don't hire or fire during that time.) What it might mean to you is until they see their books you might be unemployed for up to four months. What to do in case that happens?

Work in radio if you can. Step down to a small market that isn't affected by ratings. However, many smaller stations are somewhat wary of over-qualified people. Some reason, and rightly so, that you'll jump ship as soon as the majors start playing musical chairs again. In that case, can you sell used cars? Furniture? Insurance? Houses? Pump gas? Drive an ice cream truck? The main thing is to try to keep the money flowing in. Forget your ego totally.

Selling chicken feathers is better than nothing.

Check and see if you're eligible for unemployment. This will be a nightmare, for most state employment agencies have never handled unemployed radio people. (If you're a program director, for instance, they think you work with computers. Just talk slow.) Also, they won't understand why you just can't go across the street and work at the station you competed against. (It's worth trying, but more often than not, the door will be closed to you.)

On the street survival may also mean, "When it rains it pours." If you were smart you put some away for a rainy day. Judging from the many radio people experienced and not I've talked to, few admit to seldom getting ahead enough to have put some money away in the cookie jar.

You've heard it before somewhere, hear it again. It is the strongest piece of advice ever given about on the street survival: Pay yourself before you pay anybody else. It pays off in so many headache-eliminating ways. A good figure for that "rainy day" is ten percent of your monthly gross. It's high, but so is the cost of paying the bills.

In the first place, the job you have or had or the next job you move to, you should think that way before you make the move. If you can't afford to pay yourself that ten percent first, then pay your bills, maybe you shouldn't accept that next offer until you

(continued on page 44)

## MOST ADDED COUNTRY SINGLES

- 1. ANOTHER GOODBYE — DONNA FARGO — WARNER BROS.**  
KRAK, WCMS, KHAK, WUBE, WWOL, WPNX, KCUB, WPLO, KFTN, KLAQ, WTSO, KFDI, KERE, KKYX, KYNN, KGA, KVOO, KD JW, WSDS, WAXX..
- 2. I WANT TO BE IN LOVE — JACKY WARD — MERCURY**  
KSSS, WUNI, WIRE, WUBE, KMPS, KWJJ, KLAC, WYDE, KXLR, KLAQ, WTSO, KYNN, KWMT, WSDS, WAXX.
- 3. ONE SIDED CONVERSATION — GENE WATSON — CAPITOL**  
KENR, WIRE, WWOL, WPNX, KIKK, KGBS, WBAM, WPLO, WHOO, WTSO, KFDI, KKYX, KGA, KVOO, WSDS.
- 4. TEAR TIME — DAVE & SUGAR — RCA**  
WMPS, KXOL, WMC, KCUB, KXLR, KLAQ, WTSO, WHK, KHEY, WDEE, KYNN, KWMT.
- 5. DO IT AGAIN TONIGHT — LARRY GATLIN — MONUMENT**  
KRAK, WMPS, KSON, WSLR, KLZ, KWJJ, KLAC, WYDE, WAME, KEBC, KYNN, KNEW.
- 6. NO SLEEP TONIGHT — RANDY BARLOW — REPUBLIC**  
WMPS, WIRE, KUZZ, WBAM, KWJJ, WBAP, WAME, KFTN, WHK, WMNI, KWMT.
- 7. LOVE, LOVE, LOVE/CHAPEL OF LOVE — SANDY POSEY — WARNER BROS.**  
WUNI, WIRE, WMC, WWOL, KCUB, KGBS, KWJJ, WKDA, WXCL, KCKN.
- 8. '57 CHEVROLET — BILLIE JO SPEARS — UNITED ARTISTS**  
KXOL, WWVA, KLAC, WYDE, KXLR, WAME, WTSO, WDEE, WMNI, KYNN.
- 9. WHAT TIME DO YOU HAVE TO BE BACK TO HEAVEN — RAZZY BAILEY — RCA**  
KRAK, WCMS, KCUB, KGBS, WHOO, WTSO, KERE, KYNN, KD JW, WAXX.
- 10. HEARTBREAKER — DOLLY PARTON — RCA**  
KXOL, WMC, WUBE, WHOO, KLAQ, KHEY, WKDA, WMNI, KYNN.

## MOST ACTIVE COUNTRY SINGLES

- 1. WHO AM I TO SAY — THE STATLER BROS. — MERCURY**  
WNRS 32-24, KJJJ 39-33, KHEY 39-28, WSHO 18-13, WHK ex-36, KEBC 56-40, WJJD ex-27, WIL 37-32, KLAQ ex-33, WAXX 35-25, WSDS 46-30, KD JW 46-32, KNEW ex-35, KVOO 46-31, KGA 30-25, KWMT 37-29, KYNN 30-23, KCKN ex-38, WXCL ex-32, KOYN ex-40, KFDI 35-30, KRMD ex-34, KFTN 34-26, WEEP 35-30, WAME ex-25, KXLR 34-24, WBAP 31-21, WYDE ex-48, WLOL 38-29, WPLO ex-28, KWJJ ex-39, KMPS 30-23, KLZ 37-32, KUZZ 43-38, KCUB 32-25, KIKK ex-40, WWVA 21-15, WUBE 24-19, WMC 24-18, KENR ex-39, KSSS ex-27, WMPS 28-23.
- 2. I'VE ALWAYS BEEN CRAZY — WAYLON JENNINGS — RCA**  
KJJJ 31-24, WMNI 30-24, WKDA 15-8, WVOJ 16-9, WHK 31-21, WHN ex-20, KEBC 28-23, WJJD 24-18, WIL 25-17, KLAQ 25-18, WAXX 22-16, WSDS 30-16, KD JW 25-10, KGA 26-18, KWMT 23-16, KNUZ 29-15, KKYX ex-35, KCKN 26-18, KOYN 37-31, KFDI 37-31, KRMD 26-21, WAME ex-19, KXLR 21-14, WYDE 32-22, WHOO 33-26, KLAC 31-20, KWJJ 26-18, KCKC 12-6, KMPS 22-13, KUZZ 42-37, KCUB 22-16, WWVA 16-7, KENR ex-27, WSLR 37-31, WCMS 22-16, KXOL 37-31, KIKK 34-15, WMPS 15-10, KRAK 38-26.
- 3. IF THE WORLD RAN OUT OF LOVE TONIGHT — JIM ED BROWN/HELEN CORNELIUS — RCA**  
KJJJ 40-34, WMNI 40-35, WSHO ex-19, WTSO 30-24, WAXX ex-36, WSDS 36-20, KNEW ex-33, KVOO 41-29, KGA ex-29, KWMT ex-37, KYNN ex-40, WXCL 32-27, KOYN 39-28, WAME 28-20, WLOL 46-38, WTMT 38-33, WHOO 31-19, KLAC 44-34, KWJJ ex-37, KCKC ex-32, KMPS 29-22, KLZ 34-28, KUZZ 32-26, KGBS 30-22, WMC 28-21, WWOL 40-35, WMC ex-27, WSLR 37-31, WCMS 36-29, KSON ex-40, KSSS ex-26, KXOL ex-38, WMPS 27-20.
- 4. WITH LOVE — REX ALLEN, JR. — WARNER BROS.**  
WDAF 29-18, WKDA ex-28, KEBC 53-38, WTSO 24-18, WAXX 36-26, WSDS 31-19, KD JW 49-41, KNEW 34-26, KGA ex-27, KWMT 33-28, KYNN 26-21, KKYX ex-38, KFDI 28-21, WMAQ ex-39, KRMD ex-36, KFTN 31-25, WAME 26-18, WYDE ex-45, WTMT 35-24, KLAC 49-40, KWJJ 39-30, KCKC 25-19, KMPS 28-19, KLZ 33-27, KGBS 45-40, KCUB 26-20, WPNX ex-38, WUBE 19-13, WSLR 33-26, WIRE 41-36, KSSS 29-22, WMPS ex-30, KAYO 21-14.

## Deltron Launches TN Promotion Campaign

NASHVILLE — Deltron Records of Nashville has embarked on a promotional campaign to bring attention to Tennessee, Nashville and Country Music.

This campaign is in the form of a picture record album, high fidelity and long playing, with historic scenes and artists such as MCA's Mel Tillis, United Artist's Dottie West and Billie Jo Spears, B.J. Thomas and Epic's George Jones featured.

### Government Assistance

The promotion is being done with the help of the State Tourism Dept., the Governor's office, the mayor's office, Nashville Chamber of Commerce, Opryland and all the area business people aiding tourism in the state.

Records are available through tour spots, motels, record shops and amusement parks.



**MANDRELL AT JAMBOREE** — ABC's Barbara Mandrell takes a deserved break following her performance at the recent WWVA Radio's, two-day Jamboree In The Hills' Country Music Show outside of Wheeling, W. Va. Pictured backstage with Mandrell is Bud Forte, morning jock at WWVA Radio.

# JAZZ

## TOP 40 ALBUMS

	Weeks On Chart	8/19 Chart		Weeks On Chart	8/19 Chart
<b>1 SOUNDS... AND STUFF LIKE THAT!</b> QUINCY JONES (A&M SP 4685)	1	10	<b>21 FRIENDS</b> CHICK COREA (Polydor PD-1-6160)	29	3
<b>2 IMAGES</b> CRUSADERS (ABC BA-6030)	2	7	<b>22 CASINO</b> AL DIMEOLA (Columbia JC 35277)	17	18
<b>3 FEELS SO GOOD</b> CHUCK MANGIONE (A&M SP 4658)	3	43	<b>23 SKY BLUE</b> PASSPORT (Atlantic SD 19177)	23	15
<b>4 SUNLIGHT</b> HERBIE HANCOCK (Columbia JC 34907)	4	8	<b>24 LOVE ISLAND</b> DEODATO (Warner Bros. BSK 3132)	24	22
<b>5 TROPICO</b> GATO BARBIERI (A&M SP 4710)	7	5	<b>25 PHIL UPCHURCH</b> (Marlin 2209)	27	6
<b>6 FREESTYLE</b> BOBBI HUMPHREY (Epic 35338)	6	12	<b>26 LARRY CARLTON</b> (Warner Bros. BSK 3221)	28	3
<b>7 WEEKEND IN L.A.</b> GEORGE BENSON (Warner Bros. 2WB 3139)	5	30	<b>27 MONTREUX SUMMIT</b> VARIOUS ARTISTS (Columbia JG 35090)	22	7
<b>8 DON'T LET GO</b> GEORGE DUKE (Epic JE 35368)	8	13	<b>28 ELECTRIC GUITARIST</b> JOHN McLAUGHLIN (Columbia JC 35326)	20	13
<b>9 SUPER BLUE</b> FREDDIE HUBBARD (Columbia JC 35386)	10	8	<b>29 ALL ABOUT ESTHER PHILLIPS</b> ESTHER PHILLIPS (Mercury SRM-1-3733)	31	3
<b>10 THIS IS YOUR LIFE</b> NORMAN CONNORS (Arista AB 4177)	9	14	<b>30 THE CAPTAIN'S JOURNEY</b> LEE RITENOUR (Elektra 6E-136)	26	12
<b>11 MAGIC IN YOUR EYES</b> EARL KLUGH (United Artists UA-LA877-H)	11	12	<b>31 HEART TO HEART</b> DAVID SANBORN (Warner Bros. BSK 3189)	30	13
<b>12 ARABESQUE</b> JOHN KLEMMER (ABC AA-1068)	12	12	<b>32 SAY IT WITH SILENCE</b> HUBERT LAWS (Columbia JC 35022)	32	22
<b>13 MODERN MAN</b> STANLEY CLARKE (Nemperor/CBS JZ 35303)	13	29	<b>33 EASY</b> GRANT GREEN (Versatile 6002)	36	3
<b>14 ALIVEMUTHERFORYA</b> VARIOUS ARTISTS (Columbia JC 35349)	14	18	<b>34 SUNNY SIDE UP</b> WILBERT LONGMIRE (Columbia/Tappan Zee JC 35365)	33	5
<b>15 LOVE AFFAIR</b> GARY BARTZ (Capitol 11789)	16	7	<b>35 SPYRO GYRA</b> (Amherst AMH 1014)	34	16
<b>16 IN THE NIGHT TIME</b> MICHAEL HENDERSON (Buddah BDS 5712)	18	8	<b>36 LIVE AT THE BIJOU</b> GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	35	14
<b>17 MY SONG</b> KEITH JARRETT (ECM-1-1115)	19	4	<b>37 BEST OF CHUCK MANGIONE</b> (Mercury SRM 2-8601)	—	1
<b>18 YOU SEND ME</b> ROY AYERS (Polydor PD-1-6159)	25	3	<b>38 SUITE LADY</b> GAP MANGIONE (A&M SP 4694)	37	9
<b>19 PAT METHENY GROUP</b> (ECM-1-1114)	21	4	<b>39 LIVING ON A DREAM</b> WAYNE HENDERSON (Polydor PD 1-6145)	38	14
<b>20 RAINBOW SEEKER</b> JOE SAMPLE (ABC AA-1050)	15	29	<b>40 BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	40	29

## ON JAZZ

Joe Venuti, jazz violin giant, died in Seattle August 14. Because of the New York newspaper strike further details were not available. Venuti's age was given as 76, but it is unlikely anyone knew his age since he was capable of doing a Dizzy Dean (different information to each different person) with whoever inquired.

Venuti's recording career lasted well over fifty years, and he was the first major jazz violinist. His duets with **Eddie Lang**, his long associations with **Paul Whiteman** and **Bing Crosby**, and the unabashed joy of his playing will be remembered forever. In recent years he teamed up with tenorman **Zoot Sims** for some sterling record dates. Much of his recent work was on Chiaroscuro.

Four new LPs from Chiaroscuro have Vocalist **Irene Kral**, a two-time Grammy nominee, died Aug. 15 after a six-year bout with cancer. She was 46. Born in Chicago, she was the sister of Roy Kral, who is one half of the popular husband and wife team, Jackie and Roy. Irene Kral came into prominence in the 1950s with Woody Herman's band and later toured with Maynard Ferguson. In recent years she gained long overdue recognition for her work with pianist **Alan Broadbent**, who played on her two Grammy-nominated albums, "Where Is Love" and "Kral Space."

arrived: "Six By Six" by **Synthesis**, a New York avant garde band featuring **Arthur Blythe**; "Ring Toss" by **Ryo Kawasaki**; "You Can't Live Without It" by **Jack Wilkins**, including the **Brecker Brothers** and **Al Foster**; and "The Lee Konitz Nonet," a second album by this most interesting group.

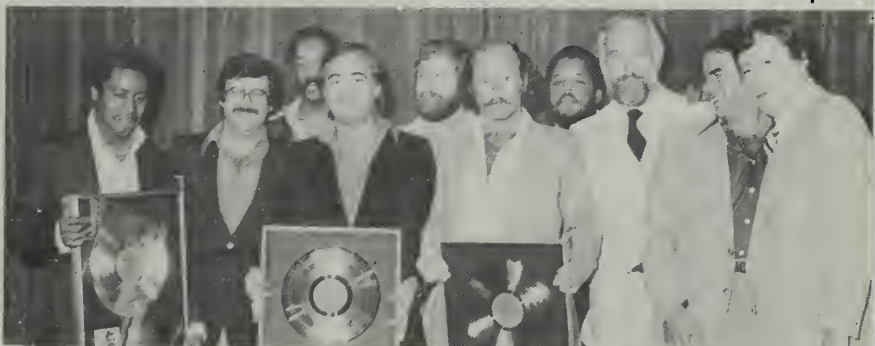
Delmark has announced the release of LPs by **Jimmy Forrest**, **Art Hodes**, **Archie Shepp** and **Curtis Jones**. The Shepp and Jones albums have been out of catalog for several years. The Hodes LP, titled "Friar's Inn Revisited," features **Georg Brunie** and **Volly DeFaut**, both of whom are alumni of the New Orleans Rhythm Kings. The Jimmy Forrest includes recordings which were originally on the United label and is titled "Night Train" after the title track which is the original recording of that jazz classic.

Guitarist **Gene Bertoncini** will do the "Tonight" show September 7. Bertoncini once gave guitar lessons to host **Johnny Carson**. Gene's latest album is "Bridges" on MPS.

New from Atlantic: **Sonny Fortune**, "Infinity Is" and "Sunshower" by pianist **Joachim Kuhn**.

**Chick Corea** and **Joe Farrell** join pianist **Jeff Lorber** on his latest Inner City album, "Soft Space."

bob porter



**HEAVY ALBUM** — ARC/Columbia recording group **Weather Report** received gold record awards for their "Heavy Weather" LP at the CBS Records Convention in Los Angeles. The group's next album, entitled "Mister Gone" is slated for September release. Pictured at the presentation are (l-r): Wayne Shorter of Weather Report; Bob Cavallo, co-manager and co-chairman of ARC/Columbia; Dr. George Butler, vice president of jazz/progressive A&R for Columbia; Joe Ruffalo, co-manager and co-chairman of ARC/Columbia; Don Ellis, vice president of national A&R for Columbia; Joe Zawinul of Weather Report; Vernon Slaughter, director of jazz/progressive marketing, black music marketing, for CBS Records; Bruce Lundvall, president of CBS Records Division; Mike Dilbeck, vice president of West Coast A&R for Columbia; and Jack Craig, senior vice president and general manager of Columbia.

## JAZZ ALBUM PICKS

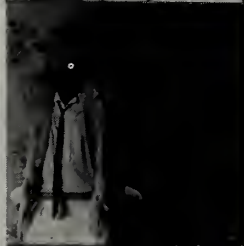
**NIGHT DANCING** — Joe Farrell — Warner Bros. BSK 3225 — Producer: Trevor Lawrence — List: 7.98

Saxman Farrell has enlisted the aid of some of today's top jazz/fusion players, including Lee Ritenour, Harvey Mason and Herbie Hancock for this LP which contains popular tunes by Stevie Wonder, The Bee Gees and Rod Stewart. Farrell's sultry playing on "How Deep Is Your Love" and "You're In My Heart" should prove popular on the jazz airwaves.



**YOU SEND ME** — Roy Ayers — Polydor PD-1-6151 — Producer: Roy Ayers — List: 7.98

Ayers' dance beat arrangements never let up on this funky fusion effort. A disco sound is employed on most of the cuts here, but it is the lead vocals of Ayers and Carla Vaughn which the production really zeros in on. "Rhythm," a bouncy number, features an especially tasty acoustic piano solo by Ayers.



**NEW WARRIOR** — Bobby Lyle — Capitol SW-11809 — Producer: Wayne Henderson — List: 7.98

Bobby Lyle tackles anything with a keyboard, from the harpsichord to the synthesizer, on this album, while also handling the vocal chores. This record has something for all jazz fans, from the free-flowing fusion of the title tune to the pure funk of "Groove (Ain't No Doubt About It)" which features some soulful singing by Alexandra Brown. For R&B as well as jazz playlists.



**LEE KONITZ**  
TENORLEE



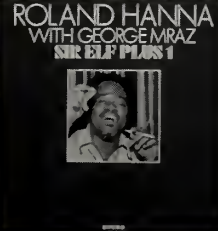
**TENORLEE** — Lee Konitz — Chocle 1019 — Producer: Gerry McDonald — List: 7.98

Konitz is better known for his alto playing, even though he has featured tenor from time to time through the years. The setting here is intimate, with only Jimmy Rowles and bassist Michael Moore aboard. The program is vintage standards and the performance mellow and laid back. Well done all around.



**TRAVELING** — Chuck Wayne — Progressive 7008 — Producer: Gus Statras — List: 7.98

Wayne is a fluent, thoughtful guitar player and his latest album reflects those qualities. Backing is by vibes, bass and drums, and the voicings occasionally recall George Shearing's group (where Wayne served effectively for several years). Perhaps the most appealing performance is "Skyliner", associated with Charlie Barnet and seldom heard in this context.



**SIR ELF PLUS ONE** — Roland Hanna — Chocle 1018 — Producer: Gerry McDonald — List: 7.98

Hanna is one of the best modern pianists, and, although his lone sideman on the date is bassist George Mraz, the playing here is stimulating throughout. A mix of standards and originals serve the players well, and the results are sparkling duo jazz.

# Syndicated Radio Catching On With Listeners & Advertisers

(continued from page 8)

But by a year later AT40 had established itself in the ratings books, putting Watermark in a healthy financial position. Today Rounds says his company's overhead expenses are more than a million dollars annually.

With the success of AT40, Watermark has created American Country Countdown, an AT40 for country formats that now is sold to 156 stations each week.

In 1976, Watermark got back into bartering with "Special Of The Week," a program profiling contemporary music stars through the star's eyes. The subject becomes the narrator of his own success story, explaining to host Robert W. Morgan how it feels to make it. The show was founded with the help of the ad agency of Dancer, Fitzgerald, Sample as an ad vehicle for Toyota, which has always been the show's sponsor. "Special Of The Week" is currently aired by about 120 stations.

Next year, Watermark plans to premiere at least two new series. "Alien Worlds" is a radio drama, somewhat similar to the television program "Star Trek," set to debut in January. "The Heavies" will be a music show hosted by KMET/Los Angeles dj B. Mitchel Reed. Rounds seems particularly enthused about "Alien Worlds."

## Broadened Parameters

"A show like 'Alien Worlds' is exciting because it's a whole new way people can relate to radio programming," explains Rounds. "It reflects our purpose in syndication: to broaden the parameters of radio communication."

Watermark has not limited itself just to syndication, though. It started a record company that lasted two-and-a-half years, and it now uses its modern production facilities as a studio. Among the users of Watermark's studio are the producers of two other syndicated programs, "Record Report" and "Jazz Album Countdown."

## Westwood One

The syndication firm with the most series and the widest spectrum of programming on the air is Westwood One, located in Los Angeles and headed by Norm Pattiz, who left his sales manager position at KCOP-TV in Los Angeles to start the company less than four years ago. Westwood One has yet

to come out with an unsuccessful show and now has six active series, including "Star Trak," "National Album Countdown," "In Hollywood," "Dr. Demento," "Disco Express" and "Fast Eddie's World Of Sports." A seventh program, designed for AOR stations, is due out shortly. All of Westwood One's shows are bartered.

"Star Trak" was the company's first series and is still its biggest. Hosted by Candy Tusken, "Star Trak" is a 90-second mix of rock news and interviews made available to stations 10 times a week and generally aired twice daily, Monday-Friday. It reaches an estimated audience of 20 million listeners each week, according to Pattiz.

"In Hollywood," now hosted by Chris Calloway, is similar to "Star Trak" but directed to black formats. Pattiz calls it the most successful show in black radio.

"National Album Countdown" is hosted by "Humble Harv" Miller. It is a three-hour countdown of the week's top 40 albums.

"We meet stations' needs," says Pattiz. "We look where formats are going and find complementary programs. We look to see what's successful on the local level and try and expand it."

Pattiz cites "Dr. Demento" as an example of this effort paying off. "Dr. Demento" was a big hit in Los Angeles on KMET for the past few years, "and now it's the hottest contemporary syndicated program in the country," according to Pattiz. The two-hour weekly show reaches approximately 750,000 12-34 listeners in ARB-rated markets alone.

## Never A Loser

"We've never had a loser," Pattiz proudly states, "so with our track record we can get sponsorship for a new program before we even have our station list together. And it's important that our sponsorships don't cost local stations ad dollars, so the best thing is when we can develop new advertisers. We even make demos and sales tools for our stations to help them sell the local ad time."

"I want Westwood One to be the Viacom of radio," says Pattiz. "I could pull money out of the company now, but instead we're building up the business. We're now in the process of computerizing our ad sales tools, because we intend to be in the business for a while."

## DIR-King Biscuit

Another of the most successful syndicators is DIR, producer of the twice monthly "King Biscuit Flower Hour" and its supplements, "Best Of The Biscuit," "British Biscuit" and "Conversation." DIR stands for Directions In Radio and "King Biscuit Flower Hour" was originally the name of one of the first music radio shows in the 1920s.

"We are less a syndication company than a network," indicates Peter Kauff, DIR executive vice president. "Our programs usually air on the same day at the same time, which allows us to advertise in publications like Rolling Stone and makes promotional tie-ins easier. Our audience can also develop regular listening habits."

DIR president is Bob Meyrowitz, who was at WNBC/New York when that station was using a program much like the current "King Biscuit," an hour-long taped live performance show featuring the top names in rock 'n' roll. In 1973, the first "King Biscuit" was aired, featuring Blood, Sweat & Tears and a fresh Columbia artist named Bruce Springsteen. The program now airs on 232 stations reaching up to eight million listeners, usually on Sunday nights. "King Biscuit" runs on the second and fourth Sundays of the month, "Best Of The Biscuit" runs on the first Sunday, "British Biscuit" runs on the third Sunday and "Conversation," a two-hour interview program hosted by WNEW-FM/New York morning man Dave Herman, runs on the fifth Sundays. King Biscuit is widely acknowledged as the breakthrough program for barter syndication.

## Bottom Line Live

DIR has a second concert series for lesser-known acts, "Live From The Bottom Line." "Bottom Line" is carried by almost 100 stations every other week.

A third live music series, "Super Jam," is set to debut soon. "Super Jam" will feature various band members joining together for one-shot get-togethers in a studio and almost 100 stations are already lined up to air it six times a year.

DIR is also active in special programs, as are the other large syndication companies and many others, including automated programmers Drake-Chenault.

DIR had a successful special last week

with Peter Townshend, coinciding with the release of a new Who album. Watermark's "Elvis Presley Story" has run on more than 500 stations and Westwood One's "The Sound Of Motown" started off that company's run of hits.

Some music also gets into "Direct News," a five-minute DIR news/feature service slanted toward AOR listeners and carried by more than 200 stations.

## London Wavelength

In 1972, the president of London Wavelength, Mike Vaughn, acquired the rights to broadcast the "BBC Rock Hour" and its sister shows, "Best Of The BBC" and "BBC Specials." These rights had not been picked up since the late '60s and Vaughn correctly surmised that there was an American audience for the hour-long concert series from across the Atlantic. Now 169 stations air the BBC series, with nine more adding the specials.

London Wavelength also barter "Rock Capsule," a three-minute music-oriented feature, to 161 stations and plans are in the works for a "Country Capsule" early next year. Vaughn is also involved in syndicating NFL football films, such as "This Week In The NFL."

## 'Inner-View'

Some single programs have been able to float in the syndication market without other programs to share overhead expenses. "Inner-view" interviews major acts and intersperses the conversation with music by the artist(s) and commentary by KMET personality Jim Ladd. It's a one-hour series carried by about 150 AOR stations and reaching approximately two-and-a-half million people, according to Jack Morris, who takes care of the business side of "Inner-View," leaving the talent to Ladd.

"It's a non-judgemental forum for a 'name' to speak out," says Morris.

Dan Lipman's "Rock Around The World" is another independent syndicated series, and at four years old it's a year older than "Inner-View." The combination of interviews, concerts and commentry is also carried by about 150 stations and is bartered. Eddie Kritzer resigned as president of "Rock Around The World" not long ago and now has a personal management com-

(continued on page 42)



**BARE FACTS ON PROMO TOUR** — Columbia recording artist Bobby Bare traveled to ten top markets across the U.S. recently on a promotion tour called "Bare Tracks Cross Country." The tour was designed to herald his recent signing with the label and with Bill Graham's management company. Bare met with radio, television, press and label representatives in Minneapolis, Los Angeles, Denver, Houston, Dallas, St. Louis, San Francisco, Seattle, Cleveland, and Atlanta. Pictured (l-r) in the top row of photos are: Buddy Bengert, label product manager, Columbia, Minneapolis; Arnold Pustilnik, product manager, Bill Graham Productions; Bare; David Lieberman, president, Lieberman Enterprises; Mary Ann McCready, director, contemporary artist development, CBS Records, Nashville; and Chuck Thagard, director, national promotion and trade relations, Columbia; Stan Monteiro, director of marketing, Cash Box; Bare; Dave Fulton, editor in chief,

Cash Box; Ron Oberman, vice president, merchandising, Columbia, west coast and Graham; and Warren Williams, western regional marketing manager, Columbia; Greg Phifer, label product manager, Denver, Columbia; Bare and Mike Waggoner, branch manager, Denver CBS Records. Shown in the bottom row of photos (l-r) are: Zohn Artman, director of press and public relations, Bill Graham Presents; Frank Mooney, vice president sales and distribution, CBS Records; Bare; and Ed Climie, southwestern regional promotion marketing manager, Columbia; and Terry Stevens, music director, WHK; Bare and Don Dempsey, music director, WSLR; and Steve Perry, of Journey; Larry Reyman, label product manager, Columbia, Seattle; Greg Rolie of Journey; (kneeling) Ross Vallory of Journey; Arnold Pustilnik, product manager, Bill Graham production; Bare; Clem Daniels, KJR; Neil Schon of Journey; Al Bergamo, vice president, marketing, E/P/A, west coast.

# RHYTHM AND BLUES

## TOP 75 ALBUMS

	Weeks On Chart			Weeks On Chart	
	8/19	Chart		8/19	Chart
<b>1 LIFE IS A SONG WORTH SINGING</b> TEDDY PENDERGRASS (Philadelphia International JZ 35095)	1	11	<b>38 THE CONCEPT</b> SLAVE (Cotillion SD 5206)	46	3
<b>2 TOGETHERNESS</b> L.T.D. (A&M SP 4705)	4	11	<b>39 YOUNGBLOOD</b> WAR (United Artists LA904-H)	44	4
<b>3 NATURAL HIGH</b> THE COMMODORES (Motown M6-902B1)	2	14	<b>40 MACHO MAN</b> THE VILLAGE PEOPLE (Casablanca NBLP 7096)	40	24
<b>4 A TASTE OF HONEY</b> (Capitol ST 11754)	3	13	<b>41 JASS-AY-LAY-DEE</b> OHIO PLAYERS (Mercury SRM-1-3730)	48	3
<b>5 COME GET IT!</b> RICK JAMES (Gordy G7-981R1)	5	14	<b>42 WHO DO YA (LOVE)</b> KC & THE SUNSHINE BAND (TK 607)	54	2
<b>6 GET OFF</b> FOXY (TK/Dash 30005)	10	9	<b>43 HAPPY TO BE WITH YOU</b> JEAN CARN (Phila. Int'l. JZ 34986)	36	10
<b>7 NATALIE... LIVE!</b> NATALIE COLE (Capitol SKBL 11709)	7	8	<b>44 MY RADIO SURE SOUNDS GOOD TO ME</b> LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	37	14
<b>8 IN THE NIGHT TIME</b> MICHAEL HENDERSON (Buddah BDS 5712)	9	9	<b>45 SHADOW DANCING</b> ANDY GIBB (RSO RS-1-3034)	39	10
<b>9 SOUNDS... AND STUFF LIKE THAT!</b> QUINCY JONES (A&M SP 4685)	6	11	<b>46 DO WHAT YOU WANNA DO</b> THE DRAMATICS (ABC AA-1072)	41	17
<b>10 BLAMI</b> BROTHERS JOHNSON (A&M SP 4714)	13	4	<b>47 HOUSE OF LOVE</b> CANDI STATON (Warner Bros. BSK 3207)	51	6
<b>11 LOVESHINE</b> CON FUNK SHUN (Mercury SRM-1-3725)	8	12	<b>48 SWITCH</b> (Gordy/Motown G7-980R1)	60	2
<b>12 GET IT OUT'CHA SYSTEM</b> MILLIE JACKSON (Spring SP-1-6719)	12	7	<b>49 DON'T LET GO</b> GEORGE DUKE (Epic JE 35366)	42	14
<b>13 SO FULL OF LOVE</b> THE O'JAYS (Phila. Int'l. JZ 35355)	11	19	<b>50 FOREVER YOURS</b> THE SYLVERS (Casablanca NBLP 7103)	58	2
<b>14 SMOOTH TALK</b> EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	15	16	<b>51 MIDNIGHT BELIEVER</b> B.B. KING (ABC AA-1061)	45	13
<b>15 SHOWDOWN</b> THE ISLEY BROTHERS (T-Neck/Epic JZ 34930)	14	20	<b>52 NORMA JEAN</b> (Warner Bros. BRK 6933)	55	4
<b>16 IMAGES</b> CRUSADERS (ABC AB-6030)	17	7	<b>53 SATURDAY NIGHT FEVER</b> BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	49	35
<b>17 THAT'S WHAT FRIENDS ARE FOR</b> JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	20	5	<b>54 WORLDS AWAY</b> PABLO CRUISE (A&M SP-4697)	56	7
<b>18 BETTY WRIGHT LIVE</b> (Alston 4408)	16	11	<b>55 SWEET THUNDER</b> (WMOT/Fantasy F-9547)	53	16
<b>19 IF MY FRIENDS COULD SEE ME NOW</b> LINDA CLIFFORD (Curton CUK 5021)	18	20	<b>56 FAME</b> GRACE JONES (Island ILPS 9525)	50	6
<b>20 SPARK OF LOVE</b> LENNY WILLIAMS (ABC AA-1073)	19	8	<b>57 KISS THE WORLD GOODBYE</b> MTUME (Epic JE 35255)	59	5
<b>21 STEP II</b> SYLVESTER (Fantasy F-9556)	24	8	<b>58 DREAM WORLD</b> CROWN HEIGHTS AFFAIR (De-Lite DSR-9506)	62	5
<b>22 SUNLIGHT</b> HERBIE HANCOCK (Columbia JC 34907)	25	9	<b>59 DO IT ALL NIGHT</b> CURTIS MAYFIELD (Curton/Warner Bros. CUK 5022)	67	2
<b>23 THANK GOD IT'S FRIDAY (SOUNDTRACK)</b> VARIOUS ARTISTS (Casablanca NBLP 7099)	21	17	<b>60 THE ONE AND ONLY...</b> GLADYS KNIGHT & THE PIPS (Buddah BDS 5701)	—	1
<b>24 CENTRAL HEATING</b> HEATWAVE (Epic JE 35260)	23	20	<b>61 NEW BEGINNINGS</b> DELLS (ABC AA-1100)	—	1
<b>25 SUNBEAM</b> THE EMOTIONS (Columbia JC 35385)	33	3	<b>62 LOVING IS LIVING</b> MCCRARYS (Columbia/Portrait JR 34764)	63	5
<b>26 FIRED UP 'N' KICKIN'</b> FATBACK BAND (Spring 1-6716)	29	7	<b>63 JAM 1980's</b> JAMES BROWN (Polydor PD-1-6140)	52	20
<b>27 ATLANTIC STARR</b> (A&M SP-4711)	31	5	<b>64 ROSE ROYCE STRIKES AGAIN</b> ROSE ROYCE (Warner Bros. WHK 3227)	—	1
<b>28 REACHING FOR THE SKY</b> PEABO BRYSON (Capitol ST 11729)	22	30	<b>65 FOR YOU</b> PPINCE (Warner Bros. BSK 3150)	69	2
<b>29 SOME GIRLS</b> ROLLING STONES (Rolling Stones/Atlantic COC 39108)	27	9	<b>66 LOVE BROUGHT ME BACK</b> D.J. RODGERS (Columbia JC 35393)	70	2
<b>30 HEADLIGHTS</b> THE WHISPERS (Solar/RCA BXL 1-2274)	26	18	<b>67 THE GARDEN OF LOVE</b> DON RAY (Polydor PD-1-6150)	66	8
<b>31 IN FASHION</b> THE STYLISTICS (Mercury SRM-1-3727)	35	6	<b>68 TASTY</b> PATTI LABELLE (Epic JE 35335)	57	13
<b>32 SUNBURN</b> SUN (Capitol ST-1173)	32	19	<b>69 DEADEYE DICK</b> C.J. & COMPANY (Westbound WT 6104)	47	8
<b>33 YOU SEND ME</b> ROY AYERS (Polydor PD-1-6159)	43	3	<b>70 FANTASY LOVE AFFAIR</b> PETER BROWN (Drive 104)	64	35
<b>34 BAND II</b> THE MEMPHIS HORNS (RCA APL 1-2643)	28	10	<b>71 QUARTZ</b> (Marlin 2216)	—	1
<b>35 THIS IS YOUR LIFE</b> NORMAN CONNORS (Arista AB 4177)	30	16	<b>72 FEELS SO GOOD</b> CHUCK MANGIONE (A&M SP 4658)	72	18
<b>36 SUMMERTIME GROOVE</b> BOHANNON (Mercury SRM-1-3728)	38	10	<b>73 WEEKEND IN L.A.</b> GEORGE BENSON (Warner Bros. 2WB 3139)	68	30
<b>37 FREESTYLE</b> BOBBI HUMPHREY (Epic JE 35338)	34	11	<b>74 STREET PLAYER</b> RUFUS AND CHAKA KHAN (ABC AA-1049)	71	29
			<b>75 ALL 'N ALL</b> EARTH, WIND & FIRE (Columbia JC 34904)	74	39



**BRICK AND BUSBEE** — Governor of the state of Georgia, George Busbee, congratulates *Brick* recording artists *Brick* upon the receipt of their platinum album (for their latest self titled LP) at a reception honoring Georgia's music makers at the Georgia Plaza Park Hotel. Pictured ((l-r) are: Governor Busbee and *Brick* members Jimmy Brown, horns; Ray Ransom, bass; Eddie Irons, drums; Regi Hargis, lead guitar and Donald Nevins, keyboards.

## Ramos To Burkhardt/Abrams, Will Consult WKTU, New York

LOS ANGELES — Wanda Ramos Charres, former music director at WBLS-FM in New York, has joined Burkhardt/Abrams and Associates as a program consultant and will be working at station WKTU (FM-92) New York's only 24-hour disco station.

The station recently (July 24) changed from a "mellow sound" to its present format which Charres described as a "good mixture of black and white music."

"My job is to find hits, including imports, as fast as possible and expose them," she explained. "There aren't many all-disco stations around but these stations give music a lot of exposure. Disco product is doing better these days and this is particularly good for black artists because most disco music is black oriented or made by black artists. So this is an avenue of exposure for them."

### First Step

Charres went on to say that the first step is getting the listeners adjusted to the new sound. "There are a lot of listeners from the previous format who are still tuned in as well as new listeners. This type of radio has really never been utilized this extensively and it requires different formulas of rota-

tion. The longer cuts are a little harder to program into a time slot and we don't want to bore the ears."

In reference to competition, Charres said that the station would not be in direct competition with WBLS because musically "they can get into a lot of things that I cannot." WBLS' format, she said, extends into "choice product" like jazz in addition to disco as well as a softer sound like the Commodores' "Three Times A Lady." WPIX, however, could in her opinion go all the way disco, "and that might be competition."

### Special Programs

She added that WKTU will also implement special programs on disco into its format and that she will be frequenting the more popular discos to keep up with the times. Her objective, she says, is to find exciting records that can eventually cross over.

Charres will be in charge of disco and soul consultation at Burkhardt/Abrams and Associates and is presently working with another Burkhardt/Abrams client KSET in El Paso, Texas which recently changed its format from rock to disco.

## THE RHYTHM SECTION

**FOR WOMEN ONLY** was the setting of the August 11 concert at Philadelphia's Shubert Theatre where **Teddy Pendergrass** performed in the midnight hour before a SRO audience of females. The environment was near hysteria as Pendergrass, with his dynamic sexual appeal, had the ladies swooning to a frenzied beat. A similar concert is scheduled for September 2 at Avery Fisher Hall in New York. An extra added attraction in Philly were the chocolate-covered "Teddy Pops" handed out to all the women in attendance. Subsequent dates for the tour extend into late fall and include a September 15 engagement in New Orleans, where Pendergrass will sing the national anthem at the **Muhammed Ali — Leon Spinks** bout. Following that, there will be several dates in Texas (September 22-24) and two nights at the Circle Star Theatre in San Carlos (September 29-30) with a return engagement in L.A. at the Greek Theatre, October 2-3. Back east, the Apollo in New York is set for November 8-12 after which "Teddy Bear" will cool out and contemplate material for his next LP.

**INTERNATIONAL PLACES & SPACES** take **Etta James** to the National Jazz Music Festival in Sao Paulo, Brazil, September 10-18. Joining her at the Convention Palace of Anhembi Park will be **Flora Purim, Dizzy Gillespie, Al Jarreau, Kelth Jarrett, Chick Corea, George Duke** and **Taj Mahal**. Atlantic recording artists **The Temptations** to some far away stops (France, Switzerland, Holland, England) on a foreign tour commencing August 20 at La Bussola Domani (Tent Summer Theatre) in Via Reggio, Italy and running through September.

**PUSH WEST**, People United To Save Humanity, recently held a "Day Of Joy" Gospel Festival in Kansas City, Missouri. The event was produced by **Bill Cherry**, director of special projects for Operation Push and featured, among others, **Walter and Edwin Hawkins, Jessy Dixon** and **Andrae Crouch**. Also pushing west to L.A. to work on several projects are **Julie** and **Roy Rivkind** and **Bill Spitalsky** president and vice presidents, respectively, of Spring Records. In addition to lining up TV dates for **Joe Simon** and the **Fatback Band**, the three will supervise production of a 15-minute film promoting **Millie Jackson's** new mini-musical show, "Get It Out 'Cha System" which begins a nationwide tour in September.

**FOR IMMEDIATE RELEASE**, platinum certification for **The Dooble Brothers'** "Taking It To The Streets" album... A double taste of Gold for **A Taste Of Honey** with their self titled debut album for Capitol along with the single "Boogie Oogie Oogie" being certified as such... Look for "Alley & The Soul Sneakers" a debut LP on Capitol from composer/sing-

(continued on page 42)









**MONTANA AT VALENTINO'S** — Atlantic artist Vincent Montana recently appeared at Valentino's in Cherry Hill, New Jersey. Pictured following the performance are (l-r top row) WEA Philadelphia branch marketing coordinator Rich Cervino, regional R&B promotion director Buddy Dee, WCAU program director Ray Lawrence and Rick Alden. In middle row are (l-r) WCAU vice president and general manager Jim Keating; a guest WCAU dj Bob Pantana, Denice Montana; Vincent Montana; a guest; and Bruce Solomon, artist relations manager for Atlantic. At bottom are (l-r) Issy Sanchez, national disco promotion director for the label, and Paula Dorf, artist relations manager for Atlantic.

## Syndicated Radio Catches On

(continued from page 38)

pany in Santa Monica.

"60-Second L.P.," produced by Jeff Craig, is a barter syndicated series carried by more than 60 stations featuring minute-long reviews of new albums including bits from a few songs off the album. Craig estimates his audience at half a million impressions daily.

On the jazz side, Richard and James Cook's "Jazz Album Countdown" is carried by well over 100 stations in its first year of syndication. The three-hour rundown of the jazz LP chart mixed with artist interviews has surprised many observers with its out of the box success.

There are also several syndicated news programs with substantial audiences. Lew Irwin's "Earth News," a five-year old news and interview report often featuring music people that airs twice daily, seven days a week, is heard on some 550 stations, giving it the largest station list on radio. The same company also produces "Hot News," an off-beat "Earth News." The two-and-a-half year old show is hosted by Jeff Hillery on about 400 stations. Both shows are bartered.

"Record Report" is a two-and-a-half minute news feature focusing on the artists

making today's hits that currently airs on some 225 stations twice daily Monday-Friday. "Record Report," hosted by Robert W. Morgan, was a part of the now-defunct Filmways radio division, but executive producer Gary Kleinman has kept the show rolling and it still reaches up to eight million listeners a week.

And there are many other syndicated series being programmed around the country. Sonny Fox produces an hour-long show called "The Comedy Hour," available through Steven Saslow at Interaudio Associates in Hempstead, N.Y. Others include Richard Barna's Chicago Radio Network's "News Blimp" and "Sound Advice." And the list goes on.

Clearly, there are many valuable syndicated radio series providing programming for hundreds of stations nationwide while also exposing artists and records to millions of listeners. Yet almost every syndicator, from the large companies to the independent producer, feels that the record industry has not fully grasped what syndication has to offer in promotional terms.

Next week, part two of this series will examine the relationships among the syndicators, the record companies and the radio stations.

## THE RHYTHM SECTION

(continued from page 39)

er/pianist/Alan Gordon . . . "New Warrior" from keyboardist/composer Bobby Lyle . . . and listen for "Ooh Child" the single from "Passionate Breezes" by Charles Jackson. The singer/songwriter/musician/producer feels "no extra pressures" as a result of pursuing a solo career. "It's good therapy," Jackson said in a recent interview with CB. "I've done a lot of things in music and have given people a lot of songs. After wondering what it would be like to do my own thing, I decided to try it." On his association with Marvin Yancy and singer Natalie Cole, Jackson says the security of good people is an asset adding that it's important at this point for him to introduce himself to the public. "The more you associate with the public, the more you become in tune with what's happening," he said. "All writers try to put out new creations and if they are not immediately accepted it's because of the fact that it's something new." Professing to be a "balladeer", the 32-year-old Greenville, South Carolina native concluded that his style on stage will be a "different approach to delivering with a natural feel that's unique, sophisticated and versatile." . . . Meanwhile Natalie Cole will participate at the 8th Annual Black Caucus Dinner as a special guest performer. The event, already SRO, is scheduled for September 30 in the main ballroom of the Shoreham Americana Hotel in Washington, D.C. The organization is a non-profit coalition of the black members in the House of Representatives working for legislation to benefit black and poor citizens.

**RADIO ROTATION** has station WWRL taking it to the streets with the Respect Yourself Campaign. Bob Law and a Respect Yourself team that will include community leaders, entertainers, elected officials and a teen-age Honor Guard will tour the Bronx, Queens and Brooklyn talking to youngsters during the August 17th weekend . . . Veteran telephone talkshow host Leon Lewis returning to the New York airwaves broadcasting over WEVD-FM, August 13 . . . Friends of Bobby Earle of WBOK in New Orleans, honoring him with a testimonial as an "outstanding communicator" at the New Orleans Hilton on October 27.

. . . former WBMX program director Ernest James going to WVON/WGCI in general manager's shoes?? . . .

carlta spencer

## Free Flow Develops Artists Along With New Producers

(continued from page 30)

ter to work with than the artist who can't write. It's very unusual today that you get an artist whose voice is so unique that, just on the strength of the voice a label wants to make a deal with you."

Although he recognized that some producers and labels concentrate on pairing marketable artists with commercial material, Frank remarked, "That's only one part of the business. We've found that when we go to a record company, we need the artist who writes the material. If you don't have the material, whether it's from the outside or from the artist, you have nothing."

### Co-Publishing Pact

In January of this year, Free Flow entered into an agreement with UA Music Publishing which allows Free Flow to give writers weekly salaries paid by UA. In return, UA has half the publishing rights on anything penned by these writers. Free Flow has the rest of the publishing rights and can record the writers' performances for publishing demos. Artist/songwriters who work under this arrangement are signed both to UA Music and to Free Flow's publishing firm. "What this deal has afforded us is the opportunity to deal on a worldwide basis without having to create the overhead internally," explained Frank. "My approach has been to work with a very low overhead, even if it means giving up a piece of the action to UA." Frank added that, from UA's viewpoint, "the opportunity is there to internally place material" with one of the artists who work with Free Flow producers.

Songwriters have not always had a great deal of experience in the performing arena, but Free Flow demands at least some background in this area before it will sign an artist. "All the artists we work with, whether they're new or not, have been doing the bars, playing parties, etc.," Frank stated. "They've been around a bit; most of them just haven't had a structure to work

under. And that's where we come into play."

But Free Flow does sometimes misjudge the stage of development of a new act. "We had an instance recently in which I made an error of judgement about a group I was really impressed with, in terms of how they wrote and a very raw demo," Frank recalled. "We rehearsed them for a month and went into the studio and cut four tunes: their tape is great. Then I went to see them perform live — and it was a disaster. So I had to retrench and say, 'Okay, now we've got to work on their live show and get them together on stage before we present them to a record company.' I won't make that mistake again."

Normally, Frank said, "We spend anywhere from two months to a year developing an artist before we take him into the studio." Adding on the amount of time it may take to produce a good demo and interest a record label in signing the artist, Free Flow has a long haul before they can realize any money from their clients. However, Frank emphasized, "The key to success in the record business is going to be with new talent, where we have the opportunity to mold the artist from ground zero . . . A lot of the artists we're dealing with have never been inside a studio before, but have real talent. If we can accomplish what we hope to, I think we can build very important, long-lasting artists."

## Street Survival

(continued from page 36)

can.

You might reach a point in trying to pay the bills with nothing coming in that a cut-back in bill paying might be necessary. To avoid problems, communicate your money problems with your creditors. It may surprise you, but most of them will understand your situation. There's a multitude of "deals" you can work out with them. The best on installment payments for instance is, pay the monthly interest accumulated. It's a small payment and one that will automatically extend your contract. It helps keep your car and furniture. The interest payment system also keeps your credit clean. You know what that means if you've been in radio for any length of time. It's hard enough to get. (A lot of people still think we're a bunch of gypsies.)

Here's hoping no one will have to go through the out on the street survival course. However, if you do, always remember, somewhere sometime, when you least expect it . . . you're gonna hear, "Hey kid, can you sell chicken feathers?"

Next week: Moving up: Getting that new job.

## DRG Releases Six

NEW YORK — DRG has released six new albums, the original 1957 Broadway cast album of Jerome Kern's "Leave It To Jane," the 1952 soundtrack album of "The Belle of New York," "Marilyn Monroe: Never Before and Never Again," which includes the soundtrack from "Gentlemen Prefer Blondes," "Gene Kelly: Song and Dance Man," the 1955 TV soundtrack of Noel Coward and Mary Martin's "Together With Music," and "Special Occasions: Richard Rodney Bennett plays the ballet music of Cole Porter, Harold Arlen, and Richard Rogers."



**ZEN BOOGIE IN BEVERLY HILLS** — The musical "Zen Boogie" recently began its run at the Solari Theatre in Beverly Hills. An album of original songs from the stage production is now being recorded for Capitol Records. "Zen Boogie" was written and directed by J.J. Barry and produced by David Krebs and Steve Leber in association with Bruce Lazarus. Pictured (l-r) at a party following the performance are: Dennis White, vice president, marketing; Krebs; Don Zimmermann, president and chief operating officer; Sas Wakasa (the Buddah); Leber; Rupert Perry, vice president, A&R; and Lazarus.

# CLASSICAL

## TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	<b>HOROWITZ:</b> Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA CRL 1-2633 (8.98/1 LP)	8/19 24
2	<b>RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP</b> Rampal, Laskine Columbia M 34569 (7.98/1 LP)	2 22
3	<b>RAVEL:</b> Bolero La Valse, Del Gracioso, Orchestre National De France (Bernstein) Columbia XM 35 103 (7.98/1 LP)	3 10
4	<b>BOLLING:</b> Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	6 94
5	<b>LEHAR:</b> The Merry Widow Sills, New York City Opera Orchestra & Chorus (Rudel) Angel S-37500 (7.98/1 LP)	5 16
6	<b>WAGNER:</b> Orchestral Excerpts Chicago Symphony Orchestra (Solti) London CS 7078 (7.98/1 LP)	7 10
7	<b>GREATEST HITS OF 1720</b> Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 4544 (5.98/1 LP)	4 42
8	<b>LEONTYNE PRICE:</b> Prima Donna/Volume 4 New Philharmonia Orchestra (Santi) RCA ARL 1-2529 (7.98/1 LP)	9 14
9	<b>DONIZETTI:</b> La Favorita Pavarotti, Cossotto, Bacquier, Ghiaurov, Cotrubas, Orchestra Teatro Comunale, Bologna (Bonyngé) London OSA 13113 (23.94/3 LPs)	6 24
10	<b>HOLST:</b> The Planets Amsterdam Concertgebouw Orchestra (Marriner) Philips 9500.425 (8.98/1 LP)	18 6
11	<b>PACHELBEL:</b> Canon: Two Suites <b>FASCH:</b> Two Sinfonias and Concerto in D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	11 94
12	<b>HOROWITZ:</b> Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	10 34
13	<b>MAHLER:</b> Symphony No. 1 Boston Symphony Orchestra (Ozawa) DG 2530 993 (7.98/1 LP)	15 12
14	<b>PROKOFIEV:</b> Peter And The Wolf <b>BRITTEN:</b> Young Person's Guide To The Orchestra Bowie, Philadelphia Orchestra (Ormandy) RCA ARL 1-2743 (7.98/1 LP)	14 16
15	<b>MAHLER:</b> Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.98/2 LPs)	16 78
16	<b>OPERATIC DUETS:</b> Sutherland And Pavarotti National Philharmonic Orchestra London OS 26449 (7.98/1 LP)	13 34
17	<b>WILLIAMS:</b> Suites From Star Wars and Close Encounters Of The Third Kind Los Angeles Philharmonic (Mehta) London ZM 1001 (7.98/1 LP)	12 28
18	<b>NYIREGYHAZI PLAYS LISZT</b> Columbia M2 34598 (15.98/2 LPs)	— 2
19	<b>BIZET:</b> The Pearl Fishers Cotrubas, Vanzo, Sarabia, Soyer, Chorus & Orchestra of the Paris Opera (Pretre) — Angel SBLX-3856 (16.98/2LPs)	21 26
20	<b>RAMPAL:</b> Favorite Encores Rampal, Tokyo Concert Orchestra (Yamaoka) Columbia M 34559 (7.98/1 LP)	20 26
21	<b>VERDI:</b> Il Trovatore Price, Obratzsova, Bonisoli, Berlin Philharmonic Orchestra (Von Karajan) Angel SCLX-3855 (24.98/3 LPs)	22 14
22	<b>TOMITA:</b> Kosmos RCA ARL 1-2616 (7.98/1 LP)	19 30
23	<b>BORODIN:</b> The Complete Orchestral Music National Philharmonic Orchestra (Tjcknavorian) RCA CRL3-2790 (23.94/3 LPs)	28 6
24	<b>DVORAK:</b> Concerto in B Minor, Op. 104 <b>SAINT-SAENS:</b> Concerto No. 1 in A Minor, Op. 33 Angel S-37457 (7.98/1 LP)	24 16
25	<b>PUCCINI:</b> La Fanciulla Del West Nablett, Domingo, Milnes, Chorus & Orch. of Royal Opera House (Mehta) DG 2709 078 (26.98/3 LPs)	— 2
26	<b>THE COMPLETE CARUSO, VOLUME 4/1906-1907</b> RCA ARM1-2755 (7.98/1 LP)	26 8
27	<b>JOHN WILLIAMS AND FRIENDS</b> Columbia M 35108 (7.98/1 LP)	30 4
28	<b>DVORAK:</b> Symphony No. 9 ("From The New World") Chicago Symphony Orchestra (Giulini) DG 2530 881 (8.98/1 LP)	17 20
29	<b>MAHLER:</b> Symphony No. 4 in G von Stade, Vienna Philharmonic (Abbado) DG 2530 966 (7.98/1 LP)	— 2
30	<b>NYIREGYHAZI PLAYS LISZT</b> Desmar IPA 111 (7.98/1 LP)	33 6
31	<b>BEETHOVEN:</b> Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	27 38
32	<b>VERDI:</b> La Traviata Cotrubas, Domingo, Milnes, Bavaria State Orchestra & Chorus (Kleiber) DG 2707103 (17.96/2 LPs)	25 28
33	<b>HAYDN:</b> Symphonies Nos. 94 "Surprise" And 96 "Miracle" Academy Of St. Martin-in-the-Fields (Marriner) Philips 9500.348 (7.98/1 LP)	34 8
34	<b>GREAT PATTEN SONGS</b> Reed, D'Oyly Carte Opera Company London OS 26526 (7.98/1 LP)	36 4
35	<b>BEETHOVEN:</b> The Complete Sonatas For Violin And Piano Periman, Ashkenazy London CSA 2501 (39.90/5 LPs)	23 18
36	<b>MOSTLY MOZART — VOL. III</b> De Larrocha London CS 7085 (7.98/1 LP)	— 2
37	<b>THE GREAT PAVAROTTI</b> London OS 26510 (7.98/1 LP)	35 78
38	<b>STRAVINSKY:</b> The Rite Of Spring New York Philharmonic (Mehta) Columbia XW 34557 (Special List)	31 26
39	<b>OTHER SONGS BY LEIBER &amp; STOLLER</b> Nonesuch H-71346 (4.96/1 LP)	29 10
40	<b>RAMPAL/WILSON:</b> 3 Concertos For 2 Flutes RCA ARL1-2713 (7.98/1 LP)	39 10

## Regional Opera Productions Attracting Larger Audiences

by Peter Dvarackas

(The audience for opera is growing in America. Last year, an estimated 9.2 million people attended at least one opera in the U.S., and 68 major companies spent \$79.7 million on their opera productions. In the first of a three-part series which will examine the impact of this phenomenon on opera record sales, **Cash Box** examines the increasing popularity of opera outside the established cultural centers of the nation.)  
NEW YORK — What does opera mean to Americans who live far away from such bastions of culture as New York, Boston and San Francisco? Judging from the success of this summer's opera festivals in places like Cincinnati, Chicago, Des Moines and Seattle, it means a great deal to a large and growing grassroots audience.

Once considered the domain of a small, moneyed elite, opera is now often being sung in English and is metamorphosing into a national pastime. It is also being staged and sold differently than in the past. By hiring imaginative stage directors and singers who can act and look their parts, opera companies are drawing larger theater crowds, and impresarios are adopting more aggressive methods of selling their shows.

While the music in opera will always be of paramount importance, the spotlight nevertheless is moving away from the principal singers and the conductor to the director. Opera is a director's medium, and the most ingenious of them perform a complex and costly juggling act to balance music and drama.

### Great Theatre

Opera interpreted as a theatrical event was the principal focus of the productions reviewed by **Cash Box** across the country. There were no superannuated, overweight sopranos or tenors awkwardly colliding in love scenes; the singers' acting abilities were at an impressively high level all around. Moreover, the casting was uncommonly believable: it is not often in New York, for example, that a production of "Lucia di Lammermoor" is graced by so handsome a couple as Catherine Malfitano and Neil Shicoff, who sang so effectively

with the Cincinnati Opera.

According to the libretto, Lucia is scheduled to go certifiably mad in the third act, but in Cincinnati she became unravelled in the first. Malfitano's portrayal was a smoking, evanescent flame, ever changing. She was ebullient, loving, giving, temperamental, while also being crazed, insecure and frightened, all before the end of her first aria. She dramatized everything but somehow one got the feeling Lucia never really enjoyed her love affair with Edgardo. Vocally, Malfitano did some gorgeous work, taking a high note at the end of the Mad Scene, but otherwise minimizing the embellishments.

Cincinnati has had an opera for 50 years, operating for the most part out of the city's zoo. Its new home for the past four years has been Cincinnati's beautiful Music Hall, where the company presented in English this season "Tales Of Hoffman," "La Boheme," and "The Student Prince." The opera company also did its first "Die Walkure" in half a century, as well as Italian language performances of "MacBeth," "Cavalleria Rusticana," "Pagliacci" and "Lucia."

### Commercial Potential

The growing commercial potential of opera is graphically illustrated by the success of the Pacific Northwest Opera Festival. Last year, for instance, the festival helped sell out its German and English "Ring" cycle by offering a "Free Wagner Orgy Kit." Now, having completed its fourth year, the Ring presentation is more successful than ever, and opera in Seattle is a big part of the city's tourism strategy. Festival administrator Glynn Ross is currently aiming to create a year-round World's Fair of the Arts — to include a grand new opera house — which he calls "A Festival in the Forest."

"As far as I'm concerned," Ross said, "Provincialism is dead. Long live regionalism!"

In Wagner's grand design for the Ring, his theatre at Bayreuth was envisioned as the official shrine for presentation of "Das

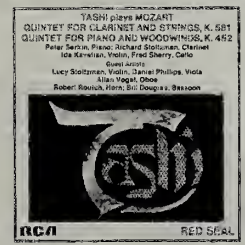
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## CLASSICAL ALBUM REVIEWS



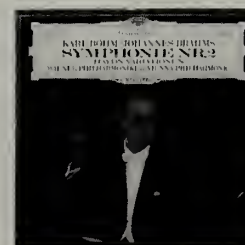
**GEORGE PERLE:** String Quartet No. 7; **HAROLD BLUMENFELD:** "Voyages" after Hart Crane. New York String Quartet: Patrick Mason, baritone; Kim Kashkashian, viola; David Starobin, guitar; Gordon Gottlieb and Louis Oddo, percussion; Arthur Welsberg, conductor. — CRI SD 387 — List: 7.98

Both of these composers received awards from the American Academy Institute of Arts and Letters last year. Perle's quartet is more dynamic than some of his earlier work; its mixture of tonality and 12-tone music delivers a very human message. Blumenfeld's "Voyages," a vocal setting of several Hart Crane poems, is more abstract. But the instrumentation, particularly the combination of guitar and percussion, is quite striking.



**MOZART:** Quintet for Clarinet and Strings, K. 581; Quintet for Piano and Woodwinds, K. 452. Peter Serkin, piano; Richard Stoltzman, clarinet, Ida Kavafian, violin; Fred Sherry, cello; Lucy Stoltzman, violin; Daniel Phillips, viola; Allan Vogel, oboe; Robert Rouch, horn; Bill Douglas, bassoon — RCA ARL 1-2863 — List: 7.98

The first four musicians listed above, of course, form the outstanding chamber group known as Tashi, while the others are guest players on this album. The Clarinet Quintet is beautifully rendered without sentimentality; Stoltzman's playing, superb throughout, is especially expressive in the Andante. And the performance of the Piano Quintet is notable for its clarity and warmth.



**BRAHMS:** Symphony No. 2; Haydn Variations. Vienna Philharmonic, Karl Bohm, conductor — DG 2530 960 — List: 8.98

Part of a complete set of the Brahms symphonies which DG released two years ago, this interpretation of the Second Symphony is one of the few really worth having.



**PHONOGRAM CONVENTION** — Phonogram, Inc., recently held its annual three-day national promotion convention in Chicago. Pictured (l-r) in the **top row** of photos are: Lou Simon, senior vice president/director of marketing, Phonogram/Mercury; Charlie Fach, executive vice president/general manager, Phonogram/Mercury; Candy Tusken Monteiro; Irwin Steinberg, president of Phonogram/Mercury and Stan Monteiro, **Cash Box** marketing director; and David Ezzel, vice president, promotion, Monument Records; Carmen LaRosa, vice president/general manager, KJM Records, U.S.; Terry Fletcher, vice president, marketing, Monument Records; Harry Losk, vice president, national sales,

Phonogram/Mercury; Guerry Massey, president, Lone Star Records and Wes Day, secretary/treasurer, Lone Star Records. Shown in the **bottom row** of photos (l-r) are: Jim Taylor, national promotion director, Phonogram/Mercury; Doc Remer, Cleveland local promotion manager, Phonogram/Mercury; Gerry Hoff, vice president, west coast A&R Phonogram/Mercury; and Fonda Feingold, performing at the Saturday Night banquet; and Monteiro; Sheryl Feuerstein, national publicity director, Phonogram/Mercury; LaRosa; Candy Tusken Monteiro; Dave Fulton, editor in chief of **Cash Box** and Holt. The convention included social as well as business gatherings.

## Phonogram/Mercury Promo Meet Tied To 'On The Verge'

(continued from page 7)

their continuing satisfaction in the association.

### Gatlin Growth

Terry Fletcher, vice president and general manager of Monument Records, stressed the significant sales growth of Larry Gatlin since the association with Phonogram. Both David Ezzel, vice president of promotion, and Tex Davis, national country promotion, discussed existing and future product that included releases by Gatlin, Gary Apple, Charlie McCoy, Larry Jon Wilson and Boots Randolph among others.

Lou Simon, senior vice president/director of marketing, Phonogram Inc./Mercury, spoke briefly about the recent Polygram Distribution meeting (**Cash Box**, August 12, 1978) and the overall marketing partnership of the two companies. He then introduced a visual presentation that utilized the Phonogram "Star Flight" theme and highlighted August releases for the company.

The Aug. 13 session included the announcement of a new "Platinum Potential" program on four new Mercury albums by Harry Losk. The program, being implemented through Polygram Distribution, is keyed to the August releases of "Book Early" by City Boy, "Fonda Feingold," "The Cryers" and "Phyrework."

The program included a special discount on the albums through Aug. 31, and although the records would be non-returnable for 120 days, billing would also be delayed for 120 days.

Losk emphasized the necessity of promotion and sales working together to produce hits.

### Other Speeches

In other speeches during the day, Sheryl Feuerstein, national publicity director, emphasized the need for local and regional promotion managers to maintain contact with key writers in their markets. Mini-seminars, conducted by the national

promotion staff, included such topics as relating to radio today, using the ARB's to promote certain albums and singles and individual case studies of various Phonogram product during the past year.

An incentive program, based on airplay, was also discussed during the day's meetings.

Social gatherings during the three-day convention included an opening night bar-b-que and a dinner show featuring Mercury artist Fonda Feingold.

## ASCAP And BMI Reply To 'Price-Fixing' Charge

(continued from page 7)

interpretation."

ASCAP also alleged that "the central fallacy of the CBS brief is the assumption of an 'economic axiom' that the blanket license has an 'anticompetitive effect' and that (this economic axiom) is not (even) a proposition which must be proven. We respectfully submit that the blanket license has no impact on competition for a user such as CBS which may deal directly with ASCAP's members."

ASCAP referred to "the sure turmoil" that the lower court's decision "will cause in the music licensing world" and concluded that "the questions concern not only the creators of the music world but all those who engage in cooperative business activities."

## MCA Slates 'Wiz'

LOS ANGELES — MCA Records will release "The Original Motion Picture Soundtrack 'The Wiz,'" containing 23 songs from the forthcoming film in mid-September. The LP will include numbers from the original Broadway musical as well as some new tunes composed by Quincy Jones, who produced the album. Artists featured on the album include Diana Ross, Michael Jackson, Richard Pryor, Nipsy Russell and Lena Horne.

## Disc Chain Adopts New Logo At Meet

(continued from page 7)

that while the individual managers are directed by the chain's in-store computer system, they have "near autonomous" control of their stores in regard to hiring, buying, inventory and profit control.

### Best Year Ever

Cohen noted that the 36-store chain was coming off of its best sales year ever in 1977, having posted a 23 percent increase over 1976. He attributed the increase to a variety of factors, including the improved quality of hardware, the proliferation of multi-platinum selling albums and expanding demographics of the record buying public.

According to Cohen, Disc will continue its policy of "controlled" expansion as opposed to "the indiscriminate opening of a lot of stores" which is "fraught with danger." With the exception of a superstore slated for Louisville, Cohen said the emphasis will

be on medium-size, free-standing locations.

In addition to the business meetings, the convention featured a series of intimate seminars covering such topics as radio airplay, advertising, promotion, merchandising displays, etc. The sessions were conducted by various store managers who were chosen on the basis of their expertise in these areas.

### Airplay Discussed

The subject of radio's dwindling playlists was discussed at length during the week-long meeting. In-store play, more effective displays and stepped up use of video merchandising were cited as sales-boosting alternatives to radio airplay.

Six different product presentations were made to Disc personnel on the final two days of the convention. Among the participating labels were CBS, Capitol, RCA, MCA, Motown and Polygram.

## ABC/GRT Slate Wha-Koo Campaign

LOS ANGELES — An extensive marketing and promotion push for the recording group Wha-Koo is being planned by ABC Records international and its Canadian Licensee, GRT, to coincide with the group's Aug. 26 appearance at the Canada Jam, according to Elaine Corlett, vice president of artist development for ABC International.

Wha-Koo has been selected by Jam promoters Lenny Stogel and Sandy Feldman to "officially open" the event with a pre-concert engagement Aug. 22-23 at Toronto's El Mocambo club. CFTR-AM in Toronto, one of the co-sponsoring stations of Canada Jam, will broadcast live the group's opening night second set. Corlett said it is the first time a live broadcast will be presented on AM radio in Canada.

GRT is flying in 100 key radio and press people for the opening night El Mocambo show. At a special reception prior to the show, guests will be able to watch on five six-foot TV screens a Canadian broadcast of the "California Jam." GRT has also unveiled a comprehensive merchandising program for the group. It includes buttons with the inscription "Wha-Koo is Coming," Wha-Koo/Canada Jam T-Shirts, and stickers on every beer bottle in the El

Mocambo calling attention to the group and its Ontario tour dates.

A film clip of Wha-Koo's current single, "Fabulous Dancer," which ABC International produced, has been shown as part of a TV ad campaign for the Canada Jam, Corlett said.

## Boston Gets Big Push

(continued from page 8)

president and general manager of Epic/Portriat/Associated labels, said, "The importance which Epic Records placed in the group's second album has been based upon our faith in their music and the boundless versatility of Tom Scholz. And judging by the astounding response which the single and album have received at both retail and radio, 'Don't Look Back' is a powerful equal to Boston's history-making debut LP."

The merchandising in support of "Don't Look Back" extends to a wide-range of in-store display material. Fiber-optic light boxes with a design built around the Boston logo, super posters, neon display pieces, and 3-dimensional dye-cut mobiles were prepared in advance of the release of both the album and the single.

## TOP 20 ALBUMS

### Los Angeles Pop

- 1 LUPITA D'ALESSIO (Orfeon-16-021)
- 2 DERRUMBES (Arriba ARS-3005)
- 3 LOS POLEFACETOS (Latin International 5067)
- 4 GENERATION 2000 (Atlas 5045)
- 5 LOS ANGELES NEGROS (International 925)
- 6 KORAS (Latin int. 5066)
- 7 VOLCAN JOSE JOSE (Pronto 1035)
- 8 CHELO AND HIS CONJUNTO (Musart 10587)
- 9 ROBERTO CARLOS (Caytronics 1505)
- 10 YOLANDA DEL RIO (Arcano 3418)
- 11 LOS POTROS (Peerless 10039)
- 12 ROCIO DURCAL (Pronto 1031)
- 13 JOSE LUIS Y LOS MALOS (Latin int. 5068)
- 14 MARCO ANTONIO MUNIZ (Arcano 3392)
- 15 DANIEL MAGAL (Caytronics 1516)
- 16 MANOLO OTERO (Latin int. 6922)
- 17 MELODICOS (Discolando 8427)
- 18 CARLOS & JOSE (Falcon 5014)
- 19 CLAUDA DE COLOMBIA (Caliente 7253)
- 20 LOLA BELTRAN (Gas 4180)

### Los Angeles Salsa

- 1 COMEDIA HECTOR LAVOE (Fania 522)
- 2 780 KILOS DE SALSA LA DIMENSION LATINA (Top Hits 2025)
- 3 SPANISH FEVER FANIA ALL STARS (Columbia CL-35336)
- 4 EL OSCAR DE LA SALSA OSCAR DE LEON (Top Hits 2026)
- 5 EXPLORANDO LA SONORA PONCENA (Inca 1060)
- 6 ALBERTO SANTIAGO (Fania 512)
- 7 ONLY THEY COULD HAVE MADE THIS ALBUM CELIA CRUZ/WILLIE COLON (Vaya 66)
- 8 LA RAZA LATINA LARRY HARLOW (Fania 516)
- 9 FIREWORKS MACHITO/RODRIGUEZ (Coco 131)
- 10 A TOUCH OF CLASS PETE EL CONDE RODRIGUEZ (Fania 519)
- 11 LATIN FROM MANHATTAN BOBBY RODRIGUEZ Y LA COMPANIA (Vaya 72)
- 12 MITIENDO MANO W. COLON/R. BLADES (Fania 500)
- 13 MI TIERRA Y YO CHEO FELICIANO (Vaya 69)
- 14 THE MUSIC MAN EDDIE PALMIERI (Tico 1420)
- 15 EL NEGRO CHOMBO TOMMY OLIVENCIA (Inca 1055)
- 16 CON AMOR BORINCUBA (Libre 2003)
- 17 #9 ROBERTO ROENA (International 924)
- 18 WILLIE COLON/HECTOR LAVOZ DEJAVA (Vaya 526)
- 19 HEAVYWEIGHT CHARLIE PALMIERI (Alegre 6009)
- 20 LA LEYENDA TITO PUENTE (Alegre 6012)

## LATIN BEAT

Louie Ramirez' current album, "Louie Ramirez y Sus Amigos," on the Cotique label looks like a winner. The cuts that seem to be getting the most air-play are "Something" and "Salsa Vibes." The album is doing extremely well in Puerto Rico and on the west coast. Up until now Louie has concentrated on his behind-the-scenes work, but now he is planning to form a band that would include dancers up front. He would like to play special dances and concerts rather than working on a weekly basis, watch for more on Louie's future plans, which are sure to include producing albums with some of Salsa's top artists. **Ralph Mercado** and **Ray Aviles** are very pleased with the way tickets have been selling to the two-day "Salsa Festival" set for Madison Square Garden on Sept. 1 and 2. They have just received word that 45 people will be flying in from Martinique, and will be attending both concerts. People will be coming in from Los Angeles, Colombia, Caracas, Mexico and other parts of the world for the big event. **Hector Lavoe** has informed **Cash Box** that he's left the management office of **Ralph Mercado**. He feels he was lost in the shuffle of their other talent, and he needs more attention to his career. From the oldest active orchestra in Puerto Rico comes **Sonora Poncena** latest on the Inca label, "Sonora Poncena Explorando," featuring the keyboard work of **Papo Lucca**. **Papo's** fame boasts an impressive list of credentials. He is the son of **Quique Lucca**, Sonora's musical director, leader and founder. But his own reputation as a great musician has been solidified as **Ponceanas** producer, co-leader and one of the **Fania All Stars**. **Explorando** is the second LP to feature the vocals of **Yolanda Rivera**... the newest addition to the inimitable sounds of **Sonora Poncena**. **Eddie Palmieri** is booked straight through October with tours of California and South America. Watch for a special announcement from **Larry Harlow** of a permanent move to Venezuela. **Herb West** formerly with **Coco** now working promotion for **Bobby Marlin's** **Sonido** label.

Fania Records filed suit in New York State Supreme Court against 13 New York area retailers charging them with manufacturing and selling Fania products. Fania obtained a temporary restraining order signed by a Supreme Court justice prohibiting record shops from illicitly manufacturing, advertising, or selling illegally reproduced products. Fania president **Jerry Masucci** mailed a letter March 1 to almost 500 New York retailers putting the dealers on notice regarding laws and penalties for the above offense: "Your participation in disregard of the law could result in prosecution and conviction punishable by fine, jail sentence or both..." The letter goes on to warn retailers that

all legitimate 8-track product would henceforth be distinguished by purple plastic and the phrase "Distributed by Fania" embossed across the top of the cartridge. Fania hired investigators to supply the FBI with information that led to the recent actions, reports **Sal Nigrone**, Fania attorney who spearheaded the antipiracy drive. The list of defendants is long; plaintiffs in the suit are corporations corresponding to the related Fania labels — **Vaya**, **Inca**, **International**, **Cotique** and **Karen**. Aside from \$2 million in damages the suit requests that the defendant retailers be required to account for all proceeds received from pirated tapes and records. Although only retailers were named in the action, they were charged with illegal manufacturing as well as selling of product as a means of placing the burden of proof on the retailers.

In an attempt to reach more people on a broader level, T.R. Records has signed a contract with **WBNX (Radio X)**. Every Monday, from one to three in the afternoon, **Polito Vega** will host a show exclusively comprised of music from T.R. recording artists. The agreement runs for one year with an option for continued air time. Numerous phone calls from all over the world have been placed to **Salsoul Records** requesting additional copies of the **Anvil Band's** "Free Spirit." The music directors are reporting that the current release of the LP is causing musical hysteria from listeners who are constantly calling their stations to play **Anvil Band**. The **Anvil Band** produced by **Off-The-Wall Productions**, features the best Salsa musicians in New York and the finest music artists of the Philly sound. **Chuck Gregory**, vice president and general manager of **Salsoul Records**, reports that "The Man," "The Tunnel" and "Continental Square" are receiving the most airplay. He elaborates on the success of the **Anvil Band** by pointing out that Salsa music has always been a hit with many of our top artists like **Stevie Wonder**, **Santana** and most of our American rock artists. It's been the roots of our music and people have always liked that funky sound. The **Anvil Band** just put together the right combination for music listeners. **Fania All Stars** played to 20,000 people in Puerto Rico. **RCA News** in Brazil... A great festival of classical guitar music will take place in Martinica, Brazil. The best classical guitarist of all will participate, among them, the worldwide known 'Carceres.' The only non-classical, in other words, 'popular' guitarist that was invited to participate will be sambist **Joao Bosco**. **Joao** has successfully finished a recent promo-tour all over the country. Famous producer **Roberto Livi** has signed a contract with **RCA** for independent services. **Livi** is known as an aggressive talent scout having discovered internationally known artists like **Sydney Magal** and **Peninha**.

ray terrace

## Latin Picks

**LA VOZ DEL AMOR** — Aldo Monges — Microfon 76088 — Producer: Jose Carli

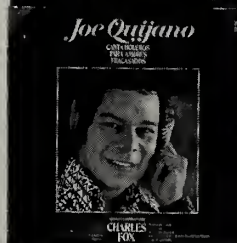
After an absence of several months Aldo Monges returns with his second LP for Microfon. This album is under the direction of Jose Carli who also arranged all the music in this album. The best songs are "Hojas Muertas," "Un Hijo En Febrero," "Que Sera Sera," "Cancion Del Adios," "No Te Habla Conocido" and "Sabras Que Te Quira." Without any doubt this album of love songs should be high on the Latin charts all over Latin America.

**CANTA BOLEROS** — Joe Quijano — Cesta Nueva 1002 — Producer: Joe Quijano

Veteran singer Joe Quijano gives his heart and soul on this album of love songs. Joe has been a leader of Conjunto Cachana for years, but here he turns to a different approach to pop Latin music. The backing of Charlie Fox who has a lot of musical credits to his name is superb. The voice of Joe Quijano is intact in all of the songs. This album is a masterpiece for lovers of Latin boleros.

**AHORA Y SIEMPRE** — Tito Allen — Alegre JMAS 6012 — Producer: Louie Ramirez

This is Tito Allen's third round with the Fania Family. He has proven himself a superstar since leaving Tipica 73 and Tito Puente. On this album he is surrounded by the top Latin musicians in the business. Most of the cuts are moving salsa numbers except for two boleros and one merengue. Tito Allen stands out in "Ciudad Solitaria." The album closes with a jazzy samba which is great.



## SINGLES TO WATCH

- LAZARO (Orfeon) Artudltu (Omero)
- JOHNNY LABORIEL (Orefon) No Pidas Mas Perdon (Marquez/Hernandez)
- BORINCUBA (Libre) Tu Sin Mi, Yo Sin Ti (Tito Valentin)
- BRAULIO (Al Records) Pequena Amante (Braulio A. Garcia)
- EMILIO JOSE (AL Records) Maronero Cantor (E. Jose)
- LOS MISMOS (AL Records) A Mame Y Tomame (2:29) (Perez Thackway)
- SUBLIME (TR) Cantlnero (3:35) (R.R.)
- ARELYS (CBS-Columbia) Vlejo Ladron De Suenos (Nilson-C. Madevilla)
- LEBRON BROS. (Cotique) Las Piedras Cantan (4:20) (Angel Lebron)
- JOSE ALBERTO GREY (CBS-Columbia) No Voy Hablar De Ti (Jose Alberto Grey)
- SALSA DISCO FEVER (Coco) Severa (3:52) (R.R.)
- JOSE FAJARDO (Coco) Tamalltos De Olga (3:58) (Jose Fajardo)
- MACHITO (Coco) Soy Salsero (3:50) (F. Machito Grillo)
- EDDIE PALMIERI (Coco) Cobarde (3:59) (E. Palmieri)
- ORQUESTRA CIMARRON (Coco) Flor De Fango (3:49) (Johnny Ortiz)
- EDGAR Y SU INSPIRACION (Orfeon) Merengulltco (Edgar Morales)
- GRUPO OLLANTAY (Orfeon) Las Barbas De Mi Chivato (D.A.R.)

## '78 'Explosive Growth' Cited At Polygram Canada Conv.

by Kirk LaPointe

MONTREAL — Polygram Canada recently held its National Sales and Promotion Convention in the Laurentian Mountains, just north of Montreal.

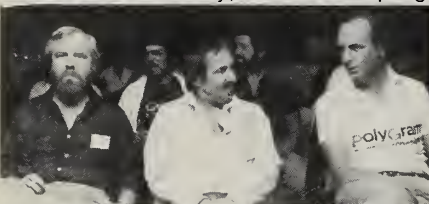
The gathering, entitled "Polygram Puts It Together," was the site for meetings between international Polygram representatives and leading U.S. record executives, who were on hand to discuss the progress made by the firm in Canada over the past year.

Among those in attendance were Dr. Werner Vogelsang, president of Polydor International and vice president of Polygram worldwide; Al Coury, president, RSO; Mitch Huffman, national sales manager, RSO; Mauri Lathower, international vice president, Casablanca Records and FilmWorks Inc.; Bill Levy, director of creative services, Polydor, New York; Harry Losk, vice president, national sales, Phonogram, Chicago; and Russ Regan, president, Parachute Records.

In his opening address to the delegates, Polygram president Tim Harrold cited the first half of 1978 as the company's most "explosive growth period" in its ten-year history. Harrold later told **Cash Box**, "We experienced a phenomenal 300 percent sales increase, and doubled a planned budget. While all Polygram countries have experienced this enormous growth rate in sales, we plan to expand our network in this country wisely, so as not to outgrow ourselves."

The label has placed itself "a solid number three," says Harrold, due to several hit albums on the RSO label ("Saturday Night Fever," "Grease" and Eric Clapton's "Slowhand" album among them), in addition to success with releases on the Casablanca, Capricorn and Polydor labels.

Harrold expressed satisfaction with the company's performance this year. "We were getting to the point where we had too many executives passing decisions up. Now, a lot of the responsibility has been delegated, and people are putting out for their salaries. We are a firm believer in establishing strong regional representation across the country, and developing



Pictured (l-r) at the convention held recently are: Mitch Huffman, national sales manager for RSO; Al Coury, president of RSO; and Tim Harrold, president of Polygram Canada.

regional strengths. We have recently added personnel in Vancouver, Calgary, Winnipeg, Montreal and Toronto."

Harrold feels that a lot can be learned from the approach taken by RSO and Casablanca, in selling records through film releases. "I think that both of those companies have proven beyond a shadow of a doubt, that if you get to the people, they will buy your records. Essentially, in 'Grease,' 'Saturday Night Fever' and 'Thank God It's Friday,' we have a videodisc before the videodisc. Radio play, album sales and movie popularity all are interrelated, and all thrive off each other now."

Harrold estimates that Polygram will corner 20 percent of the record market this year in Canada. "We've been careful to adhere to the fundamentals in this game," he says. "We want to make sure that the hits get sold, that the catalogue gets worked and that acts get broken."

Al Coury, president of RSO, expressed his admiration for the Canadian operation in helping to establish acts like the Bee Gees, Andy Gibb and Eric Clapton as solid artists in this country. Coury cited his label's approach of maintaining a small roster and maximizing potential. He stated, however, that in spite of the phenomenal successes of individual releases, a company should never lose sight of its "bread and butter," its catalogue.

Coury introduced to those in attendance a sampling of RSO fall releases, among them a track from the forthcoming Bee Gees' album, the new Player album ("Danger Zone"), as well as comments about two new RSO signings, Jim Capaldi (ex-Traffic) and Marcy Levy (vocalist in Eric Clapton's band). Coury also said that Clapton was readying work on his new studio album.

The Polydor New York presentation was handled by Bill Levy, who announced the signing of 10cc to the label, and spotlighted releases from its new disc, "Bloody Tourists," as well as tracks from the new Steve Gibbons album and a fourth recording from Ottawa native Pat Travers.

Mauri Lathower, with the assistance of Christy Hill, showcased a video presentation at the convention was the fall release of four solo albums by the members of Kiss and a double live Donna Summer disc. Lathower announced that the two Village People albums had just surpassed gold status in Canada.

Parachute Records president Russ Regan expressed thanks at the convention for the work done with Stonebolt, a Vancouver band signed internationally by Parachute. It was later announced that the label had signed Tony Green, a Canadian artist showcased at the convention.



**EAGLES ARE BACK** — After an absence from the stage for over a year, the Eagles stormed the Edmonton Coliseum for a recent appearance which also marked the debut of bassist/vocalist Timothy Schmit as a new member of Eagles in a performance capacity. Pictured (l-r) standing are: Don Henley, Roger Desjardins (WEA); Stuart Harnell (E/A, U.K.); Joe Walsh; Glen Frey; and Don Felder. Kneeling are: Mick O'Keefe (WEA); and Schmit.

## Increased Import LP Duties May Catapult Classical Prices

by Kirk LaPointe

OTTAWA — Classical music lovers in Canada have voiced concern about a recent federal government policy decision, which effectively increased imported record duty assessment levels, thus driving up the retail prices of German discs in this country.

In April of this year, the Canadian government increased duty revenues on German records to the level of their "home market value," which it is felt will inevitably lift the cost of such albums from the present suggested list price of \$9.98 to a level exceeding \$15.

In the past, Canadian subsidiaries and wholesalers bought in massive quantities from German dealers. With the recent reappraisal of custom duties, record companies in Canada are faced with a 200 percent increase in the duty assessed to a disc.

### Extreme Dissatisfaction

Already Polygram Canada Ltd., the largest importer of German records, has expressed extreme dissatisfaction with the new government policy. Polygram Canada president Tim Harrold said, "Classical music lovers are up in arms over the new price hikes, as are we. The Deutsche Grammophon line (with Telefunken, the two affected labels) is a huge source of revenue for us. Last year, classical import sales made up 20 percent of our business in Canada."

Harrold has met with the Minister of Department of National Revenue, Joseph Guay, and has pleaded with him to amend the policy through Section 37 of the Canadian Customs Act, which allows the responsible minister to change the act "under exceptional circumstances."

Harrold and other industry leaders in Canada are deeply concerned about the possibilities of retail "undercutting" by retailers who venture to the United States to buy the discs cheaply, then sell them at a competitive price in Canada.

### Halted Imports

At present, Polygram has halted imports

(continued on page 47)

## WEA Combines Promo And Sales Jobs In UK

LONDON — Aiming to boost radio playlist action on new records, WEA UK is forming a special sales promotion team which links the singles sales force and the promotion team.

"The regular sales team continues to service all our accounts," says Mike Heap, national sales promotion manager of WEA, "And they will do the regular marketing campaigns and new releases. However, after that, my new team comes into action in areas where there is preliminary independent radio coverage. In those areas where records are getting airplay, they will combine the jobs of plugging the radio stations and selling to the dealers."

## Charly Goes For Gusto

LONDON — Charly Records has secured a licensing deal with the Gusto Record Corporation of Nashville. The agreement gives Charly access to the King-Federal-Starday catalogue which was formed in the mid-'40s by Syd Nathan.

The catalogue includes over 70,000 masters, with which Charly intends to launch a 15 album series collectively entitled, "Kings Of Rhythm And Blues."

## INTERNATIONAL BESTSELLERS

### France

#### TOP TEN 45s

- 1 Miss You — Rolling Stones — Pathe Marconi
- 2 Let's All Chant — Michael Zager Band — Sonopresse
- 3 Bubble Star — Laurent Voulzy — RCA
- 4 En Chantant — Michel Sardou — Trema/RCA
- 5 Una Lacrima Sul Viso — Bobby Solo — Ibach Disques
- 6 Comme Avant — Mort Shuman — Phonogram
- 7 Femme, Femme, Femme — Serge Lama — Phonogram
- 8 Tu — Umberto Tozzi — CBS
- 9 Solitude — Sylvie Vartan — RCA
- 10 You Light My Fire — Sheila & B. Devotion — Carrere

#### TOP TEN LPs

- 1 Got The Feeling — Patrick Juvet — Barclay
- 2 Saturday Night Fever — Various Artists — Polydor
- 3 City To City — Gerry Rafferty — Sonopresse
- 4 Elle M'Oublie — Johnny Hallyday — Phonogram
- 5 Lilas — Gerard Lenorman — Carrere
- 6 Thank God It's Friday — Various Artists — Vogue
- 7 Jaloux — Julien Clerc — Pathe Marconi
- 8 Nobody Knows — Claude Nougaro — Barclay
- 9 I Believe — Marion Williams — RCA
- 10 Approved By The Motors — Motors — Polydor

Europe 1

### Great Britain

#### TOP TEN 45s

- 1 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 2 Substitute — Clout — Carrere-EMI
- 3 Boogie Oogie Oogie — A Taste Of Honey — (Tower) — Capitol
- 4 Smurf Song — Father Abraham — Decca
- 5 Three Times A Lady — Commodores — Motown
- 6 Rivers Of Babylon/Brown Girls In The Ring — Boney M — Atlantic/Hansa
- 7 Forever Autumn — Justin Hayward — CBS
- 8 Dancing In The City — Marshall Hain — Harvest
- 9 If The Kids Are United — Sham 69 — Polydor
- 10 Wild West Hero — Electric Light Orchestra — Jet

#### TOP TEN LPs

- 1 Saturday Night Fever — Various — RSO
- 2 20 Golden Greats — The Hollies — EMI
- 3 20 Giant Hits — Nolan Sisters — Target
- 4 Nightflight To Venus — Boney M — Atlantic
- 5 Street-Legal — Bob Dylan — CBS
- 6 Live And Dangerous — Thin Lizzy — Vertigo
- 7 The Kick Inside — Kate Bush — EMI
- 8 Grease — Original Soundtrack — RSO
- 9 Handsworth Revolution — Steel Pulse — Island
- 10 War Of The Worlds — Jeff Wayne's Musical Version — CBS

### Canada

#### TOP TEN 45s

- 1 Grease — Frankie Valli — RSO
- 2 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 3 Three Times A Lady — Commodores — Motown
- 4 Two Out Of Three — Meat Loaf — Epic
- 5 It's A Heartache — Bonnie Tyler — RCA
- 6 Baker Street — Gerry Rafferty — UA
- 7 Copacabana — Barry Manilow — Arista
- 8 Miss You — Rolling Stones — WEA
- 9 Shadow Dancing — Andy Gibb — RSO
- 10 Break It To Them Gently — Burton Cummings — Port

#### TOP TEN LPs

- 1 Grease — Various — ROS
- 2 Bat Out Of Hell — Meat Loaf — Epic
- 3 Saturday Night Fever — Various — RSO
- 4 Some Girls — Rolling Stones — RSR
- 5 Sgt. Pepper's Lonely Hearts Club — Various — A&M
- 6 The Stranger — Billy Joel — CBS
- 7 City To City — Gerry Rafferty — UA
- 8 Pyramid — Alan Parsons Project — Arista
- 9 Dream Of A Child — Burton Cummings — Port
- 10 It's A Heartache — Bonnie Tyler — RCA

CRIA



# Regional Opera Productions Attract Larger Audiences

(continued from page 43)

Rheingold," "Die Walkure," "Siegfried," and "Götterdämmerung." Yet, for many Wagner fans, Seattle has become a new spiritual home for the Ring dramas. One can venture some guesses as to why this is so. Bayreuth these days is very expensive, and the European festival has recently taken a socio-political approach which is not to the taste of many opera fanciers.

Seattle, on the other hand, lets the drama stand on its own merits, and, as faithfully as the budget permits, has tried to reproduce Wagner's stage conception with dragon and bear, wishing cap and magic ring. As a result, the faithful have been drawn to Seattle, and critics and repeat visitors agree that the performances there are getting better all the time.

In the latest performance of the cycle, the Seattle Opera Orchestra under Henry Holt was excellent. And Ross, who doubles as stage director, is to be commended for his wizardry in casting Wagner's vocally challenging roles so well. While he did not uncover any new legendary voices, the heroic requirements were mostly satisfied.

There were virtually no disappointments in the huge cast of soloists, but some deserve special mention. Johanna Meier won top honors for her tenderly portrayed Sieglinde, which was a treasure of musical and dramatic nuances. Ute Vinzing, the German cycle Brunhilde, was absolutely amazing in "Die Walkure," and gave respectable performances in "Siegfried" and "Götterdämmerung." Her powerhouse dramatic soprano recalled the youthful qualities of Martha Modl and Astrid Varnay, great Brunhildes of their day. With her vocal strength, richness, top notes and endurance, Vinzing has a great future ahead of her.

As is usually the case with Wagner, tenors posed more of a casting problem. Strangely enough, the finest performances were in the character roles. Emile Belcourt was the best as the German-English Loge, singing the role beautifully and making the character a clever, soulless intellect. Paul Crook was also first-rate as Mime in the dual-language "Siegfrieds." The heroic tenors were less successful. Richard Kness was a satisfactory Siegmund. Herbert Becker sang with conviction and strength and displayed acting talent as the German cycle Siegfried, and Alberto Remedios made fine efforts toward sustaining the lyric aspects of the English Siegfried, but we shall have to wait for a multi-faceted heldentenor to come along.

Rudolf Hotenau's Nolan grew in character as the nights went on. He was fine in "Das Rheingold" and "Die Walkure," but achieved outstanding results in his meaty scenes with Erda in "Siegfried." Malcolm River's Alberich in both languages was close to a definitive statement of the role. Noel Mangin undertook the parts of Fafner, Hunding and Hagen, and made a great success of them all. Similarly triple-cast Marvlee Cariaga was excellent as Fricka, the Second Norn and Waitraute.

### Corn Belt Opera

The only live Italian music between Cincinnati and Central City, Colorado can be heard at the Des Moines Metro Opera. Located in Indianola, 30 miles south of Des Moines, Iowa, the DMM Opera draws fans for hundred of miles around. DMM is five years old and has tripled its audience in that time. Traditional works are the favorite there. This year, "La Boheme" and "Carmen" sold out, while Gian Carlo Menotti's "The Consul" (a 1950 Pulitzer Prize winner) did not sell out until its third and final performance.

Despite the lack of public support for "The Consul," which managing director Douglas Duncan blamed on a rather weak

TV production of the opera, the Des Moines company's realization of it was well cast, nicely sung and interestingly staged. The action was played on two separate stages with the orchestra in the middle, dividing the nightmarish worlds of the Consulate from the home of the outlaw Sorel family, whose members perish in the course of three acts.

Carol Stuart received a standing ovation for her portrayal of Magda Sorel, although her lovely lyric soprano was not exactly right for the part. This became most evident during her big second act aria, "To This We Come," which could have used more vocal thrust. But the Iowa audience was driven into a frenzy by her performance, which was as much a testament to Menotti as to Stuart.

### Noise Pollution

The Chicago area's Ravinia Festival, now in its 43rd season, is an open-air summer home for the Chicago Symphony Orchestra. This year Ravinia offered a concert version of Berlioz's magnificent opera, "Les Troyens." The same composer's "Nuits d'ete," sung exquisitely by mezzo Claudine Carlson and tenor Philip Greech, was the curtain raiser at another concert, followed after intermission by the first act of "The Capture of Troy." The next night, the remaining three acts of the opera, entitled "The Trojans At Carthage," were performed.

The biggest drawback to hearing opera at Ravinia — or for that matter at any open-air music festival — is one of noise pollution. Once an amusement park, Ravinia still has commuter train service which comes right to its borders. And when trains did not offend, planes roared overhead.

Nevertheless, "Les Troyens" was superbly rendered by James Levine's orchestral forces and Margaret Hillis' wonderful chorus. The soloists were excellent, too, especially Nadine Denize in the role of Cassandra.

Musically, the Chicago Symphony performance under Levine was the best heard on our summer excursion, and while it may be unfair to compare a great virtuoso orchestra to several regional opera orchestras, there was no denying the world of difference in their playing.

## Looking Ahead

- 101 BADLANDS**  
(Bruce Springsteen — ASCAP)  
BRUCE SPRINGSTEEN (Columbia 3-10801)
- 102 IT'S THE FALLING IN LOVE**  
(Unichappell Music/Begonia Melodies & Cotaba Music Inc. — BMI)  
CAROLE BAYER SAGER (Elektra E-45507)
- 103 THERE'S NO SURF IN CLEVELAND**  
(Camex — BMI)  
EUCLED BEACH BAND (Cleveland Int'l./Epic 8-50584)
- 104 1 2 3 KIND OF LOVE**  
(Bema Music Co. — ASCAP)  
WILD CHERRY (Sweet City/Epic 8-50551)
- 105 TAKIN' IT EASY**  
(Phillips-MacLeod Music/Bone Tone Music — ASCAP)  
SEALS & CROFTS (Warner Bros. WBS 8639)
- 106 IF THE WORLD RAN OUT OF LOVE TONIGHT**  
(ABC/Dunhill — BMI)  
ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 16125)
- 107 HONEY I'M RICH**  
(Raydola — ASCAP)  
RAYDIO (Arista AS 0353)
- 108 HOW MUCH I FEEL**  
(Rubicon Music — BMI)  
AMBROSIA (Warner Bros. WBS 8640)
- 109 IF MY FRIENDS COULD SEE ME NOW**  
(Notable Music/Lida Enterprise — ASCAP)  
Linda Clifford (Curton/WB CMS 0140)
- 110 SATURDAY**  
(Chic Music In — BMI)  
NORMA JEAN (Bearsville BSS 0326)

(continued from page 12)

tic Records' newly-organized product management department. Product manager Nancy Huang was most recently a financial analyst and stock broker working for the firm of Smith, Barney, Harris, Upham — where she specialized in entertainment stocks. Prior to becoming a product manager, Susan Posner served as assistant to Atlantic Records' vice president of A&R for three years. A native American, she joined the company in 1975 after spending three years in London, where she worked for the Kinamusic company.

**Rosenberg Named At Atlantic** — Roy Rosenberg, former local promotion representative for Atlantic Records in New York City, has been named northeast regional album promotion/artist development manager for the label. He joined Atlantic Records in February 1978.

**Versatile Appoints Shirk** — F. Alan Shirk has been named press information director for Versatile Records, Ltd., New York. His responsibilities include general publicity, media and trade relations and artists' information.

**Cox Joins Polydor** — Polydor Incorporated announced that Cynthia Cox has joined the company and will be national secondary promotion administrator. She was most recently head of national secondaries for Salsoul Records. Prior to that she worked with Silver Cloud Records.

**A&M Names Haverly** — A&M Records has announced that Doug Haverly has been appointed international administrative manager. He will be responsible for all administrative and affiliate matters pertaining to A&M's 45 international licensees world-wide, as well as international royalty earnings, sales and release dates for product for all affiliates.

**Changes At CBS Israel** — CBS Israel has announced the appointment of David Kriss as A&R administrator, CBS Israel. U.K.-born, Mr. Kriss is 27 years old and a graduate in law from Manchester University. He came to Israel in 1972 where he has recently served as public relations officer for the Jerusalem Foundation. Ilan Ben Shachar, has joined the international A&R staff of CBS Israel. He was previously a disc jockey. Ronnie Braun has been named as manager, international A&R, CBS Israel. He studied psychology at Tel Aviv University and is fluent in English, German, French and Hebrew. Debby Shenker has been named as staff assistant, international A&R, CBS Israel. U.S.-born, Ms. Schenker joined CBS Israel in 1975. In the past three years she has served in various departments of the company, progressing from secretarial duties to international servicing assistant to creative services administrator.

**Winnick Named** — Epic/Portrait/Associated Labels has announced the appointment of Walter Winnick to northeast regional album promotion manager, Epic/Portrait/Associated Labels. He joined CBS Records in 1976 as college representative based at George Washington University. In 1977 he joined the company full-time as local promotion manager, Epic/Portrait/Associated Labels in the Miami market, the position he has held until his current move to New York.

**Conrad To E/A** — Sean Conrad, a 20-year veteran of radio, has been named Elektra/Asylum local promotion representative/San Francisco. Conrad has been program director and air personality at a number of radio stations nationally, most recently at KSFY-FM in San Francisco.

**Changes At Image** — Annie Jones, Ron Bowman and Sheri Johnson have joined the staff of Image Marketing & Media in Los Angeles. Jones was previously employed by Nehi Dist. and she will serve in the capacity of market surveyor. Bowman's background includes Billboard Magazine and 20th Century Records and he will be filling the slot of operations assistant. Johnson is assistant to the office manager.

**Sexton Named At Roxy** — Ray Sexton has been promoted to the position of manager of The Roxy Theatre, 9009 Sunset Blvd., West Hollywood. He has been with the club for the past eight months.

**Kaye Joins Spunk** — Terri Kaye has joined the staff of Spunk Productions in Los Angeles as production coordinator. Her first assignment will be Marilyn Scott's debut album for Atco Records.

**Rabins To Lucas** — Jan Lucas Management has hired Marc Rabins, former radio and records production assistant to direct JLM promotion and publicity.

**Ring Appointed At Columbia** — Columbia Records has announced the appointment of Sherry Ring to tour publicist, Columbia Records. She joined CBS Records in 1972 and has since held various positions in the publicity department. In 1975 she was named administrator, CBS Records publicity. In 1977 she was appointed manager, artist functions, CBS Records publicity, the position she has held until her current move.

**Changes At Network** — Network Records has added Jim Carlon, A&R, John Burns, publishing administration and Kathy Grieb, secretary to its staff.

**Lubin At Bloom** — Peter Lubin has been named an account executive at The Howard Bloom Organization, Ltd. He was previously the director of publicity and promotion at Big Sound Records.

**Bursky To APA** — Alan Bursky has returned to agenting at the Agency For The Performing Arts (APA). He is working directly with Marty Klein, recently named president of the agency.



**QUINTESSENCE DEBUT** — Pickwick Records recently introduced its Quintessence jazz series at a reception at Chasen's Restaurant in Los Angeles. Pictured (l-r) are: jazz specialist Gene Norman; Bob Newmark, Pickwick Records general manager; Artie Mogull and Jerry Rubinstein, co-chairmen of United Artists Records and Chuck Smith, Pickwick International president.



# COIN MACHINE



**HERE'S TO HEARTACHE** — AMOA's first vice president Wayne Hesch (3rd from left) was among industry luminaries present at the recent cocktail party, hosted by RCA Records, to honor recording artist Bonnie Tyler, who gained national prominence with her hit recording of "It's A Heartache." Pictured with Hesch are (l-r): Camille Compasio of *Cash Box*; Mrs. Hesch; and Gus Tartol, Sharon Ciasnocha and Marty Hirsch of *Singer One Stop For Ops*.

## Empire Distributing Announces Plans For Seminars On Route Management

CHICAGO — Joe Robbins, in the latest edition of the Empire Dist., Inc. newsletter, announced that the distributor is seriously considering the possibility of sponsoring a series of seminars focusing on the various aspects of route management. Among the topics recommended for study are: route accounting, simple financial statements, operating expenses, management of personnel, procedures in collecting, servicing and purchasing of equipment and parts, procedures in the operation of music, pinball machines, and pool tables, guidelines in buying or selling an operation, and direct sales problems.

Robbins explained that the classes would be conducted by qualified individuals and tailored to the specific needs of the various urban and rural operations. The initial series, he said, could be held in such areas as Chicago, Milwaukee, Green Bay, Grand Rapids, Detroit and Indianapolis. The proposed program, Robbins noted, is in response to several inquiries from operators and, to assist Empire in arranging a productive curriculum, a questionnaire mailing has been issued requesting operator suggestions as to time and frequency and other specifics.

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

- 1 **PARADISE BY THE DASHBOARD LIGHT MEAT LOAF** (Cleve. Int'l. 3-50568)
- 2 **DON'T LOOK BACK BOSTON** (Epic 8-50590)
- 3 **SUMMER NIGHTS JOHN TRAVOLTA/OLIVIA NEWTON-JOHN** (RSO 906)
- 4 **HOLLYWOOD NIGHTS BOB SEGER** (Capitol P-4618)
- 5 **COME TOGETHER AEROSMITH** (Columbia 3-10802)
- 6 **SHE'S ALWAYS A WOMAN BILLY JOEL** (Columbia 3-10786)
- 7 **BACK IN THE USA LINDA RONSTADT** (Asylum E-45519-A)
- 8 **OHI DARLING ROBIN GIBB** (RSO 907)
- 9 **CALIFORNIA NIGHTS SWEET** (Capitol P-4610)
- 10 **ALL I SEE IS YOUR FACE DAN HILL** (20th Century TC-2378)

### TOP NEW COUNTRY SINGLES

- 1 **HEARTBREAKER DOLLY PARTON** (RCA PB 11296)
- 2 **EASY FROM NOW ON EMMYLOU HARRIS** (Warner Bros. WBS 8623)
- 3 **I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS** (RCA PB 11344)
- 4 **WHO AM I TO SAY STATLER BROS.** (Mercury 55937)
- 5 **DO IT AGAIN TONIGHT LARRY GATLIN** (Monument 45-259)
- 6 **IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD** (MCA 40956)
- 7 **TEAR TIME DAVE & SUGAR** (RCA PB-11322)
- 8 **TOE TO TOE FREDDIE HART** (Capitol P-4609)
- 9 **I FOUGHT THE LAW HANK WILLIAMS JR.** (Warner/Curb WBS 8641)
- 10 **IF THE WORLD RAN OUT OF LOVE TONIGHT JIM ED BROWN & HELEN CORNELIUS** (RCA PB 11304)

### TOP NEW R&B SINGLES

- 1 **MIND BLOWING DECISIONS HEATWAVE** (Epic 8-50586)
- 2 **THERE WILL BE LOVE LOU RAWLS** (Phila. Int'l. ZSB-3653)
- 3 **I'M IN LOVE (AND I LOVE THE FEELING) ROSE ROYCE** (Whitfield WHI 8529)
- 4 **HONEY I'M RICH RAYDIO** (Arista AS 3353)
- 5 **SMILE EMOTIONS** (Columbia 3-10791)
- 6 **IT'S BETTER THAN GOOD TIME GLADYS KNIGHT & THE PIPS** (Buddah BDA 598)
- 7 **BLUE LOVE RUFUS FEATURING CHAKA KHAN** (ABC AB 12390)
- 8 **YOU WERE MEANT FOR ME DONNY HATHAWAY** (Atco 7092)
- 9 **FUNK-O-NOTS OHIO PLAYERS** (Mercury 74014)
- 10 **SEASONS FOR GIRLS THE TRAMMPS** (Atlantic 3640)

### TOP NEW MOR SINGLES

- 1 **SHE'S ALWAYS A WOMAN TO ME BILLY JOEL** (Columbia 3-10788)
- 2 **OHI DARLING ROBIN GIBB** (RSO 907)
- 3 **ALL I SEE IS YOUR FACE DAN HILL** (20th Century TC 2378)
- 4 **ALMOST LIKE BEING IN LOVE MICHAEL JOHNSON** (EMI 8304)
- 5 **HERE'S TO GOOD FRIENDS ARTHUR PRYSOCK** (MCA 40943)

## 'Service' Is Key Word For Distributors, Portale Says

LOS ANGELES — "The distributor is the most important cog in the coin machine industry." Tom Portale, executive vice president of Portale Automatic Sales, speaks quite frankly about the role of the coin machine distributor today — a role he says benefits all segments of the industry.

"We provide a centralized marketplace where the operator can come to look at all the new equipment. We provide parts replacement and service facilities. We provide a forum for discussion of the pros and cons of new equipment. And we make financing available that the customers may not be able to obtain elsewhere.

"The distributor also performs many valuable functions for the manufacturers. We provide a showcase for their equipment but, more importantly, the showcase is aimed at the one small segment of society they really want to reach — the operators. We also carry replacement parts and provide warranty service for the manufacturers."

Portale, 29, took over the day-to-day operation of the business in February of last year following the death of his father, Robert Portale, who founded the firm back in 1968 with Bert and Hugh Betti of New Jersey. Today, with offices in Los Angeles and San Francisco, Portale Automatic Sales is regarded as one of the leading distributorships on the west coast.

## Herrick Named Gottlieb Mktg. VP

CHICAGO — The appointment of Thomas L. Herrick as vice president, marketing for D. Gottlieb & Company was announced by the factory's executive vice president Alvin J. Gottlieb. Herrick comes to Gottlieb with 25 years experience in the coin machine industry. He was marketing and group vice president of the original J.P. Seeburg Company for more than a decade and also served as associate publisher of *Vending Times*.

"We've known Tom Herrick for a good many years," said Al Gottlieb in commenting on the appointment, and he is on a first name basis with many of our distributors. This and his broad experience in both marketing and communications in the games/music industry were significant factors in our seeking him out to fill our primary marketing position," he added.

Herrick and his wife, Jane, live in the Chicago suburb of Northfield. They have two married daughters living in Akron, Ohio and Fort Worth, Texas.

The new appointment became effective Aug. 21.



Thomas Herrick

To keep pace with its continuing growth, as exemplified by the expansion into the Bay Area market which began last October, Portale recently underwent a major staff reorganization that saw Jerry Monday named as manager of the San Francisco office while Oscar Robins was named as sales manager of the Los Angeles office. Both men report directly to Portale, who is responsible for overseeing the firm's operations in northern and southern California.

Asked about his current priorities, Portale emphasized the importance of maintaining an effective service network. "Our primary concern today is to provide as

(continued on page 50)

## Bally Atlantic City Hotel Slated For Mid-1979 Opening

CHICAGO — William T. O'Donnell, chairman and president of Bally Manufacturing Corp. recently announced that "the company will renovate its Dennis Hotel property on the Boardwalk in Atlantic City, New Jersey supplemented by major new construction, thereby advancing the opening of its casino-hotel to mid-1979 from the mid-1980 date previously announced. This will permit Bally to proceed prior to a determination on demolition of the entire nine acre Bally property on the Boardwalk in Atlantic City."

The company intends to begin renovation and construction prior to obtaining the required license to operate the facility, he noted.

According to O'Donnell, "Bally has not abandoned its master plan to construct a 1500 room casino-hotel for the long-range development of its Atlantic City properties, including the Dennis and Marlborough-Blenheim Hotels."

O'Donnell went on to explain that "demolition and new construction in certain New Jersey coastal areas, including Atlantic City, requires a permit from the New Jersey Department of Environmental Protection, which administers the New Jersey Coastal Area Facilities Review Act ("CAFRA"). In March, 1978, the Department of Environmental Protection advised the company that, because of the potential historical significance of one or more of the existing hotels on the company's properties, the company would be required to justify any demolition of such buildings. In April, 1978, the company submitted to the Department of

(continued on page 50)

## DOWN TIME

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Nation's oldest and largest component repair center can save you money. Logic repairs-all makes, all models of video and non-video P.C. boards, monitors and jukebox amplifiers. \$13.50 plus parts.

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## CHICAGO CHATTER

Coming soon from Midway Mfg. Co. is a new one- or two-player "fun game" which reflects a real "down home flavor" in both play theme and design, as the factory's director of marketing **Stan Jarocki** describes it. The model is called "Dog Patch" and with the post-  
vacation resumption of production at the plant on Aug. 7, you can bet it will be on display in distributor showrooms very shortly — so, watch for it.

OUR SINCERE CONDOLENCES TO **Nate Feinstein**, president of World Wide Dist., on the recent passing of his wife, **Eve**, who will be missed by the many in the industry who knew and respected her. We express sympathy also to Eve's brother, **Ed Ginsburg**, who is president of Atlas Music Co.

CURRENTLY BEING SHIPPED, in prototype form by Stern Electronics, Inc., is the firm's next four-player flipper, a model called "Lectronamo." Visually, it is "something else," according to marketing director **Steve Kaufman** — mirroring, unbelievable color, etc. Can't wait to see it.

ATTENTION PHONO OPS: Chicago-based artist **Don Drumm**, who has been developing quite a track record on the national country charts, has a new single out on Churchill Records. Titles are "Something To Believe In" b/w "Sad Songs" and both are featured on his latest album. "Sad Songs," as Don pointed out, should be especially appealing to the jukebox crowd because of its opening lyrics.

THE WILLIAMS ELECTRONICS, INC. plant is back in production following the annual vacation shutdown and the top priority items, of course, are "Contact" and "Disco Fever," two of the factory's outstanding new pingames — or, as **Jack Mittel** puts it, "a pair of real blockbusters." When you're hot, you're hot.

HAPPY TO LEARN THAT **Ed Nemeth**, credit manager for Rock-Ola Mfg., is convalescing nicely following recent surgery. Who knows, he might even be back at work by the time this column makes print — and that's good news.

DATELINE SUNNYVALE: Supplementing the August schedule of Atari service seminars currently in progress at various distributor points across the country will be a September 13-14 session, sponsored by Brady Distg. in Raleigh, Va. and Charlotte, No. Carolina, respectively. All sessions are being conducted by Atari's field service staff, with subject matter focusing on solid state electronics, troubleshooting and repair techniques of Atari video games and pinball machines.

ON THE SINGLES SCENE: **Gus Tartol** of Singer One Stop For Ops clewed us in on the latest **Lou Rawls** coupling, "There Will Be Love" b/w "Unforgettable" on the Columbia distributed Phila. Int'l. label, with special emphasis on the flip side 'cuz Rawls' rendition of the standard "Unforgettable," is magnificently performed and should be a natural for jukebox play, as Gus sees it.

NICE CHATTING WITH **Ken Anderson** of Game Plan, Inc. in suburban Elk Grove Village, who said the firm's recently introduced pinball machine in a cocktail table is doing superbly well.

## CALIFORNIA CLIPPINGS

Two prominent game manufacturers — Sega and Gremlin — have reached an agreement in principle for the acquisition of Gremlin by Sega. While there are still several points that have to be worked out, Sega marketing director **Jack Gordon** indicated that a final agreement should be worked out by the middle of next month.

IN KEEPING WITH THE factory's "On the Scene" field support program, a number of Atari executives, including **Frank Ballouz** and **Don Osborne**, are currently on the road meeting with distributors to provide additional sales and back-up support. At the same time, Atari has announced the availability of two additional bench test units for video and pinball games. The new units are designed to reduce troubleshooting time by quickly pinpointing problem areas on most PC boards. Like the previously introduced ROM/RAM tester (**Cash Box**, June 24), the new units are available through Atari's network of distributors.

CIRCLE INTERNATIONAL distribs recently hosted a showing of Game Plan's new "Foxy Lady" cocktail pinball as well as Williams new "Contact." Both pieces were well-received, according to Circle's **John Scavarda**, who noted further that the distrib plans to host additional showings in the near future.

## EASTERN FLASHES

The Irving Kaye Co. factory resumed production Aug. 21, after shutting down for the annual summer vacation period.

WILLIAMS PINBALL MACHINES are very much in the spotlight at Northern Star-Albany, as **Sid Gordon** proudly notes. Factory's "World Cup" has been a super seller, he said, and based on initial reaction the follow-up "Contact" piece will bring similar results. Contact's wide body certainly enhances the game's appeal, as Sid pointed out, but by the same token the machine's size is not so large as to create space problems, since it is built to fit into just about any type of location. On the subject of shuffle alleys, it's "Topaz" all the way. Earnings reports have been "fantastic." Sid's prognosis for fall — a "big season" with "exciting new products from Williams and Seeburg."

SPOKE WITH Universe Affiliated Int'l. prexy **Barry Felblatt**, who just returned from a visit to the Playmatic factory in Spain — where he viewed the firm's next pinball machine, which is scheduled for premiere at the AMOA convention. The game is called "Chance," the theme is astrology and Barry said we'll be especially impressed with the unique back-glass features. As for the present, Universe distribs are being serviced with sample models of Playmatic's current machine, "Last Lap." Although the official release date of this model is Sept. 25, test samples will be received by distribs very shortly.

## 'Service' Is The Key Word For Distributors, Says Portale

(continued from page 49)

many services for our customers as we possibly can. We are constantly striving to increase our service capability by acquiring more test equipment and updating our service facilities. In Northern California, for example, we are remodeling our shop to include a video service department.

"Service is a key word as far as we are concerned. We feel that particularly in Northern California we can make strong inroads in the marketplace and generate additional sales by developing a top-notch service organization."

Wayne Connor is the service manager for Portale's Los Angeles outlet and his counterpart in San Francisco is Jim Allison,

who is assisted by video technician Dave Steiner.

Portale also stressed that he plans to hold more factory-sponsored service schools. He feels that with the advent of solid-state technology, operators look to the distributor to provide information on troubleshooting and repair techniques. "Historically, with electro-mechanical games, the operators were excellent mechanics and could handle most of their own repairs. But now with the new technology it's much more complicated and operators don't have the necessary knowledge in electronics and computers; as a result, they rely much more on the distributor for service."

Although he had been associated with his father's firm since 1970, it was primarily in an accounting capacity, so Portale characterized the past year-and-a-half "a tremendous learning experience." What has been the most difficult adjustment he's had to make?

"I feel that learning to deal with people has been the most difficult thing," he says. "I had a pretty good knowledge of the ins and outs of the business, but I hadn't been involved in dealing with customers and manufacturers. So it was a matter of being able to interpret what people say and made decisions that may not be to everybody's liking, but are in the company's best interest."

## More Than 2,300 Listings In 1978 NAMA Directory

CHICAGO — More than 2,300 firms and operating units of the vending and foodservice management industry are listed by state and city in the newly published 1978 Directory of Members of the National Automatic Merchandising Association (NAMA), said G. Richard Schreiber, president.

The 68-page annual directory provides the addresses and phone numbers of nearly 2,000 vending and foodservice management firms, as well as the vending machine manufacturers and producers of equipment and food items who are NAMA members.

Each listing of service firms is coded, giving the types of service and products carried by the firm. Included in the code is whether the operation provides office coffee service and whether the firm operates a food production commissary.

NAMA member firms receive one free copy of the directory and can purchase additional copies at \$2.50 each. The price for nonmembers is \$75 per copy.

## Bally Atlanta City Hotel Slated For Mid-1979 Opening

(continued from page 49)

Environmental Protection a comprehensive study justifying demolition of the existing hotels. A public hearing on the company's permit application is scheduled for August 17, 1978 and a decision is expected in September 1978."

### Modified Plans

O'Donnell then noted that "the issue of demolition pending before the Department of Environmental Protection may delay the granting of permits for the Dennis Hotel and the rotunda tower which is part of the Blenheim Hotel. As a result, and in order to proceed with the construction of a casino-hotel on its properties at the earliest possible date, the company has modified its original plans."

O'Donnell also said that "the revised plan, which will permit the company to commence construction of a casino-hotel on its Atlantic City properties at an earlier date than originally scheduled, contemplates the gutting, renovation and expansion of the Dennis Hotel which will provide 500 totally new hotel rooms conforming to the requirements of the New Jersey Casino Control Act. Under the plan, the Marlborough Hotel and the rear portion of the Blenheim Hotel will be demolished. A 60,000 square foot casino and other facilities, including meeting, exhibition, indoor dining, entertainment and athletic facilities will be constructed on the site. At the present time, the company estimates that completion of this facility will require capital expenditures of approximately \$45 million."

The completion and operation of the casino-hotel project is subject to obtaining necessary approvals from New Jersey casino authorities and others and the finalization of financing arrangements.

## CASH BOX

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OTHER \_\_\_\_\_



# Kenny Loggins Views Solo Career As A New Beginning

(continued from page 10)

aspects of his career is still evident. Currently, Loggins says he is participating in the promotion of his new LP whenever he's not performing.

"Promotion of the record is essential," he says. "I can't make a record and spend six months of my life working on a piece of art all the way down to the frame and then just throw it out the window and say if it sells, it sells. I'm going to do everything I can to turn people on to that record and to make people listen, and that includes extensive touring. Otherwise, I've let it down and I'll always look back and wonder how far it could have gone. I always work closely with the company and say 'Come on, let's get the record to the store or let's get it to the radio stations.'"

Loggins says his role in promotion is "to do a lot of press and radio and to try and make myself visible as an individual as much as I can."

"I've made a lot of friends in radio during the past couple years," he says. "And I know a lot of the people I meet in radio really want me to give them something that they can play and with 'Nightwatch' I think I've finally done that. Even some of the guys that wouldn't play 'Celebrate Me Home' would say to me 'as soon as you give me something right I'm going on it because I want to help you, but I can't put my own job at stake doing it.' So I said, 'Okay, I'll do my best to keep my commitment to myself by keeping the artistry up, and I'll also try to fill my commitment to you by giving you something you can play.' When we strike

that balance then we're all happy."

## Not Consciously Commercial

Still, despite the fact that programmers could not find a Top 40 tune on "Celebrate Me Home," Loggins says he didn't consciously aim for a more commercial sound when he sat down to write songs for the "Nightwatch" album.

"I think in commercial terms only in one sense," he says. "If I have a tune that I feel has a strong melody and an equally strong lyric, like 'Whenever I Call You Friend,' I will not put a seven minute jam in it. I'm not going to cut off my nose to spite my face. If I feel that the tune has commercial potential, I will structure it so that it will fit into a playing format."

And even on "Whenever I Call You Friend" Loggins says he outstepped the bounds of conventional Top 40 song style.

"I started with the a capella vocal section when I know better than to do that because radio doesn't like to start out slow. They want to hit you with a bang and hold you. But it felt right to me. I believed the tune demanded this little piece of self-indulgence and actually I felt the a capella section was a hook."

So far, it looks like Loggins has the best of both worlds — artistic and commercial satisfaction.

"The goal of this album was to achieve some of the energy and excitement that my concerts reach. I think I've done that. This is really exciting for me. My audience response is getting stronger each time I play, the record is starting to take off and things look like they're going to break."

# ABC, Arista Will Step-Up Promotion For Gospel And Inspirational Music

(continued from page 10)

six out of the Top 10 records on the **Cash Box** Spiritual charts. According to label estimates, Savoy accounts for three to four percent of Arista's total sales. Elliott Goldman, executive vice president of Arista, said that "it would be fair to consider Savoy as Arista's hidden strength." He added that Arista would utilize all its promotional muscle to promote gospel music. At the moment gospel TV packages are being advertised by Arista, and Goldman could foresee the use of Arista's videocassette system as a promotional

tool. Goldman also noted that Arista regularly confers with Savoy president Fred Mendelsohn to determine which gospel LPs are most suitable for crossover to the pop market.

Mendelsohn told **Cash Box** that Arista's distribution has given him the leverage to sign more artists and to step up promotion of them. In fact the last several months have seen the release of several Savoy albums with crossover potential, including an instrumental album by jazz saxophonist Houston Person and a disco-styled Gospelaires album produced by noted Philadelphia soul-disco producer Bobby Eli. Mendelsohn also noted that in addition to the TV package, Savoy was in the process of making a gospel motion picture in conjunction with Atlanta-based Omni Pictures.

At the Gospel Music Workshop of America, there are rumors that other major labels are about to get involved with gospel. Ed Smith, the convention publicist, has heard that Motown will be unveiling a gospel label within the month and that CBS is considering the purchase of a gospel label. At press time, publicity personnel for these companies could not confirm either speculation.

## Gomez Signs Pact With Arista Publishing Arm

LOS ANGELES — Casablanca recording artist Leroy Gomez, former lead vocalist of Santa Esmeralda, has signed a worldwide co-publishing agreement with the Arista Music Publishing Group. Under terms of the pact, Arista will co-publish and administer Gomez' Akila Music catalogue throughout the world.

## Pendergrass Platinum

NEW YORK — Philadelphia International artist Teddy Pendergrass' album, "Life Is A Song Worth Singing," has been certified platinum.

(continued from page 20)

into the market) and the other financial aspects of the music business, supplementing the text with quotes from **Al Coury**, **Joe Smith** (who said recording artists get more money now than do film stars. "(Robert) Redford can get \$3 million for a movie, but the movie will take him a year to do. The Bee Gees will probably get \$10 million to \$15 million from 'Saturday Night Fever,' and we pay a number of our artists, more than \$3 million") as well as **Ed Rosenblatt**, **A.J. Cervantes**, **Juggy Murray** and **Robert Schiff**. Most of the figures used seem fairly reasonable, although publishers and record companies may get some calls from artists who read, "Depending on the popularity and therefore the negotiating strength of a singer or group, performers get between 40 cents and \$1 for every album sold" . . . A story in the most recent issue of "Newworld" looked more closely at one area of pop music, that of women in rock. Through interviews with **Grace Slick**, **Deborah Harry**, **Chaka Khan**, **Mick Jagger**, **Ronnie Montrose**, **Julla London** of Woman Against Violence Against Women, **Roland Young** (A&M art director), **Glen Ross** (RSO art director) and **Roy Cohara** (Capitol art director). The consensus was that rock seems to be the last stronghold of real machismo" as the article puts it. Glen Ross' comment best summarizes the tone of the story: "Is rock sexist? Does it see woman as an object? Sometimes. Some forms of it do. But to say it's all sexist is a real generalization, like saying all Italians are drunks or all blacks eat watermelon." It focussed much attention on the **Rolling Stones** because so many of the



**ALL TOGETHER NOW** — Warming up for his upcoming (Aug. 25 and 26) Hollywood Bowl appearance, singer-guitarist Jose Feliciano joined producer Henry Lewy and Epic recording artist Bill Hughes to play on Hughes' upcoming LP. Pictured above are (l-r): Feliciano, Hughes and Lewy.

group's songs cast women in less than admirable roles. "Most of those songs are really silly, they're pretty immature," Jagger says. "Any bright girl would understand that if I were gay I'd say the same things about guys or others girls. I don't think any of the traits . . . are peculiar to girls. It's just about people."

## WARNING: I CRASH FOR SMALL ANIMALS

That's what **Aerosmith's Steven Tyler** should use as his motto. Tyler was driving down the road in New Hampshire when a deer suddenly loomed up in front of him on the highway. He swerved to avoid hitting somebody who might be Bambi's cousin and managed to total his Porsche 911 when he smashed it into a tree. Fortunately, both Steven and the deer went uninjured, which is more than can be said for his car . . . Another bit of bad timing

came the way of Mercury's **Larry Gatlin**. Even though Gatlin was busy in Buena Park performing at Knott's Berry Farm, several friends and fans became concerned when they heard on CBS news that Larry Gatlin was arrested for bank robbery. It turns out, the suspect arrested was named Larry Gatlin, but it was not the Mercury recording artist. When told of the incident, Gatlin (the singer) just laughed because the night before he had eaten dinner with Bud Grant, vice president of CBS News programming.

## FIRST A CONCERT, THEN THE WORLD SERIES

The **Eagles** last week headlined a concert in Cincinnati's Riverfront Stadium, home of the Reds, and it was the first concert ever held at the park. The Eagles, along with **Steve Miller** and **Eddie Money**, drew more than 55,000 fans, making it the largest attendance and biggest grossing concert in Cincinnati's history. It's likely, we suspect, that the group chose this particular venue so they could scout the field ahead of time for their softball match against WLS in that city. If they keep winning (Eagles pitcher **Don Henley** is now 3-0), they may challenge **Pete Rose** and company, but not without first tackling the **Cash Box** Bullets, also undefeated (just don't ask about who we've beat) . . . The Memphis police/firemen strike which has resulted in an 8 pm curfew has now made its impact in the music world. Epic's **Meat Loaf** was scheduled for an 8 pm concert, but had to move it up to 4 pm so people would be able to see the show and then get home before curfew . . . Arista vp of west coast operators **Michael Lippman** celebrated his birthday last week at Le Dome, joined by **Al Stewart**, **Bernie Taupin**, **Alice Cooper**, **Shaun Cassidy** and **Cheryl Ladd** among others . . . **Jose Feliciano**, always big on duets, will perform Aug. 25 and 26 with **Henry Mancini** and the Los Angeles Philharmonic, then will appear about two weeks later on the Sept. 8 NBC-TV special "Dick Clark's Cast Of Thousands" performing a duet with guitar master **Les Paul**.

## THE REAL THING AND ALMOST THE SAME

The Starwood, L.A.'s up and coming nightclub displayed last week the range of artists that has helped to make the club one of the west coast's leading venues for all kinds of music. **Buddy Rich** brought his 15-piece orchestra into town and packed the 750-capacity club to the rafters for three nights to hear his exhilarating big band sound. As has become the custom when Rich visits the Starwood, Hollywood celebrities were out in force, including **Johnny Carson**, and **Charlie Callas**, who treated the Saturday night crowd to one of his side-splitting routines. A few nights later **Jimi Hendrix** impersonator **Randy Hansen** was on display. This young, white performer's impression of the late, great guitarist must be seen to be believed: **Cash Box** staffer **Joey Berlin** was highly impressed by Hansen's energy and accuracy in his projection of Hendrix and reports that his is one of the most entertaining unsigned acts to play in L.A. in recent months . . . Guitar-banjo man **Larry McNeely** has signed with **Shorty Lavender** management in Nashville. McNeely will be going in the studio shortly to cut his second direct-to-disc for the Sheffield label . . . **Judy Collins** is preparing to start work on her 17th album for Elektra. **Charles Koppelman** and **Gary Klein** of the Entertainment Company will produce.

## SHORTS TAKES

The **Beach Boys** and **Jan & Dean** will re-unite for 10 one-night concerts beginning August 25. It will be the first time the two premiere 1960s surf-rock groups will have performed together since 1966. The shows will be held in Grand River, Michigan; Pittsburgh; Cincinnati; Charleston, West Virginia; Mobile, Alabama; Omni, Atlanta; Miami; Lakeland, Florida; Savannah and Jacksonville . . . Members of **Fleetwood Mac** called a press conference in Cleveland to explain why they had to cancel the show at the 80,000-seat Municipal Stadium as well as to announce that the show has been re-scheduled for August 26 . . . **Alex Hodges**, president of the Paragon booking agency, plans to open a New York office and is expected to announce a major merger as well as the addition of two or three major acts to his client roster . . . **Jean-Luc Ponty** showed up at Tower Records last weekend for an Atlantic promo . . . **Barry Manilow**, who sold out eight nights at the Greek Theatre Aug. 27-Sept. 3, has added four more shows to his stint Sept. 12-15. Manilow, who won an Emmy Award for his television special last year, has "The Second Barry Manilow Special" nominated in the same competition four times this year. Other musical personalities nominated in the balloting include **Bing Crosby**, **Dolly Parton**, **Cher**, **Kristy McNichol**, **Donny & Marie Osmond**, **The Captain & Tennille** and **Olivia Newton-John**.

randy lewis



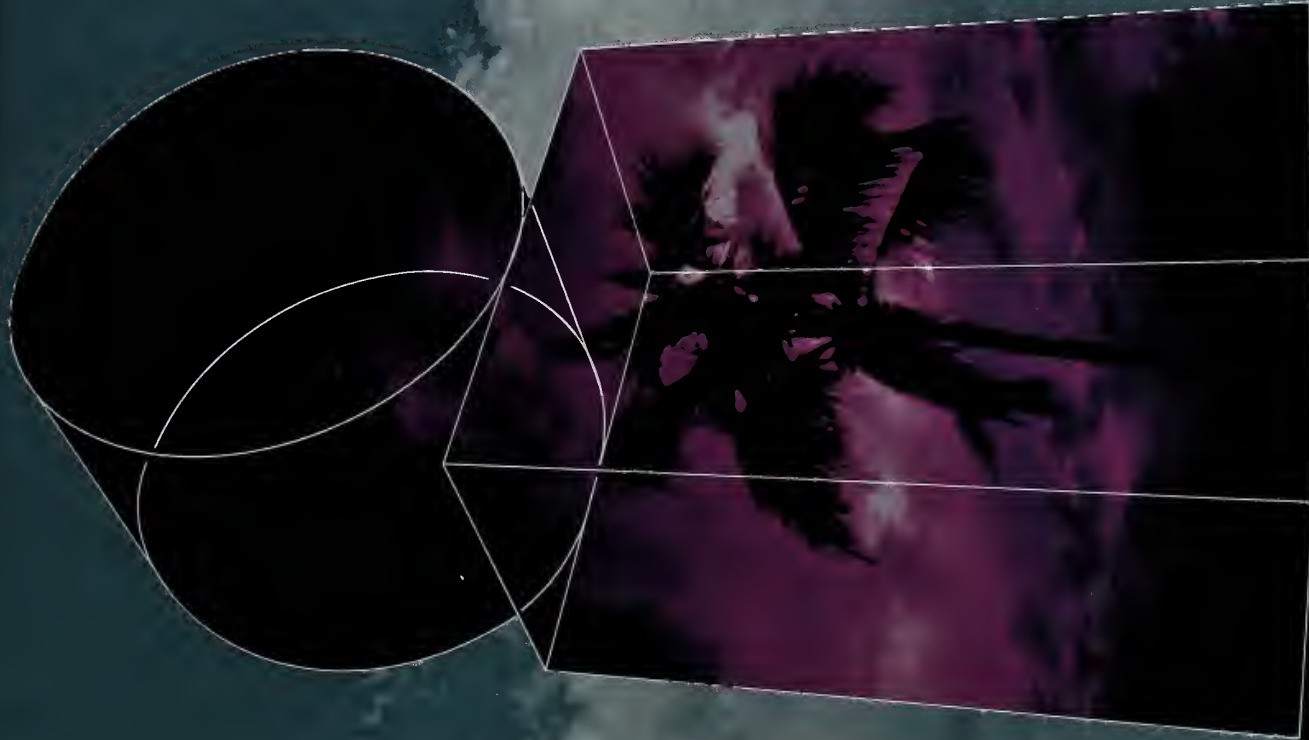
**GOLDEN SPEEDWAGON** — The members of Epic recording group REO Speedwagon were recently presented with gold record awards for their latest album, "You Can Tune A Piano But You Can't Tune A Fish." The group is currently in the midst of an extensive national tour. Pictured (l-r, standing) are: Don Dempsey, senior vice president and general manager, Epic/Portrait/Associated labels; Alan Cratzer and Gary Richrath of REO; and Becky Shargo of Epic's West Coast A&R. At bottom and (l-r): REO's Kevin Cronin and Neal Doughty.



# CASH BOX TOP 100 ALBUMS

August 26, 1978

Rank	Album	Price	Weeks On Chart		Rank	Album	Price	Weeks On Chart		Rank	Album	Price	Weeks On Chart	
			8/19	Chart				8/19	Chart				8/19	Chart
1	<b>GREASE</b> VARIOUS ARTISTS (RSO RS-2-4002)	12.98	1	15	34	<b>THE CARS</b> (Elektra 6E-135)	7.98	38	10	67	<b>EARTH</b> JEFFERSON STARSHIP (GrunT/RCA BXL 1-2515)	7.98	48	13
2	<b>SOME GIRLS</b> ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	7.98	2	10	35	<b>THAT'S WHAT FRIENDS ARE FOR</b> JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	7.98	41	5	68	<b>WHO DO YA (LOVE)</b> KC AND THE SUNSHINE BAND (TK 607)	7.98	89	2
3	<b>DOUBLE VISION</b> FOREIGNER (Atlantic SD 1999)	7.98	3	8	36	<b>THANK GOD IT'S FRIDAY</b> VARIOUS ARTISTS (Casablanca NBLP 7099)	14.98	33	17	69	<b>DOUBLE PLATINUM</b> KISS (Casablanca NBLP-7100-2)	12.98	67	18
4	<b>SGT. PEPPER'S LONELY HEARTS CLUB BAND</b> VARIOUS ARTISTS (RSO RS-2-4100)	15.98	5	4	37	<b>TOBY BEAU</b> (RCA AFL-1-2772)	7.98	42	11	70	<b>RUMOURS</b> FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	74	78
5	<b>NATURAL HIGH</b> COMMODORES (Motown M7-902R1)	7.98	4	14	38	<b>MACHO MAN</b> VILLAGE PEOPLE (Casablanca NBLP 7096)	7.98	40	24	71	<b>SUNLIGHT</b> HERBIE HANCOCK (Columbia JC 34907)	7.98	72	9
6	<b>WORLDS AWAY</b> PABLO CRUISE (A&M SP-4697)	7.98	7	11	39	<b>BOYS IN THE TREES</b> CARLY SIMON (Elektra 6E-128)	7.98	39	10	72	<b>CALIFORNIA JAM 2</b> VARIOUS ARTISTS (Columbia PC2-35389)	13.98	76	7
7	<b>STRANGER IN TOWN</b> BOB SEGER & THE SILVER BULLET BAND (Capitol SW-11698)	7.98	6	14	40	<b>LOVESHINE</b> CON FUNK SHUN (Mercury SRM-1-3725)	7.98	27	11	73	<b>EDDIE MONEY</b> (Columbia JC 34909)	7.98	84	43
8	<b>SATURDAY NIGHT FEVER</b> BEE GEES & VARIOUS ARTISTS (RSO RS-4001)	12.98	8	38	41	<b>IN THE NIGHT TIME</b> MICHAEL HENDERSON (Buddah BDS-5712)	7.98	47	9	74	<b>SLOWHAND</b> ERIC CLAPTON (RSO CRS-1-3030)	7.98	65	38
9	<b>SHADOW DANCING</b> ANDY GIBB (RSO RS-1-3034)	7.98	9	11	42	<b>NATALIE... LIVE!</b> NATALIE COLE (Capitol SKBL-11709)	11.98	32	7	75	<b>CENTRAL HEATING</b> HEATWAVE (Epic JE 35260)	7.98	63	20
10	<b>"BUT SERIOUSLY, FOLKS ..."</b> JOE WALSH (Asylum 6E-141)	7.98	11	13	43	<b>SO FULL OF LOVE</b> THE O'JAYS (Phila. Int'l. JZ 35355)	7.98	37	20	76	<b>... AND THEN THERE WERE THREE...</b> GENESIS (Atlantic SD 19173)	7.98	69	20
11	<b>LIFE IS A SONG WORTH SINGING</b> TEDDY PENDERGRASS (Phila. Int'l./JZ 35095)	7.98	14	11	44	<b>MARIPOSA DE ORO</b> DAVE MASON (Columbia JC 35285)	7.98	45	10	77	<b>IT'S A HEARTACHE</b> BONNIE TYLER (RCA AFL-1-2821)	7.98	68	24
12	<b>CITY TO CITY</b> GERRY RAFFERTY (United Artists LA 840-G)	7.98	12	20	45	<b>FM</b> VARIOUS ARTISTS (MCA 2-12000)	7.98	43	17	78	<b>FANTASY LOVE AFFAIR</b> PETER BROWN (Drive 104)	7.98	73	33
13	<b>PYRAMID</b> THE ALAN PARSONS PROJECT (Arista AB 4180)	7.98	13	9	46	<b>DAVID GILMOUR</b> (Columbia JC 35388)	7.98	44	10	79	<b>SHOWDOWN</b> ISLEY BROTHERS (T-Neck JZ 34930)	7.98	70	23
14	<b>STREET-LEGAL</b> BOB DYLAN (Columbia JC 35453)	7.98	10	8	47	<b>PETER GABRIEL</b> (Atlantic SD 19181)	7.98	36	7	80	<b>THANKFUL</b> NATALIE COLE (Capitol SW 11708)	7.98	75	37
15	<b>THE STRANGER</b> BILLY JOEL (Columbia JC 34987)	7.98	16	45	48	<b>HEAVEN TONIGHT</b> CHEAP TRICK (Epic JE 35312)	7.98	50	13	81	<b>STAY THE NIGHT</b> JANE OLIVOR (Columbia JC 35437)	7.98	82	10
16	<b>DARKNESS ON THE EDGE OF TOWN</b> BRUCE SPRINGSTEEN (Columbia JC 35318)	7.98	15	11	49	<b>GET OFF</b> FOXY (Dash/TK 30005)	7.98	58	9	82	<b>SHAUN CASSIDY</b> (Warner/Curb BS 3067)	6.98	87	83
17	<b>TOGETHERNESS</b> L.T.D. (A&M SP-4705)	7.98	19	11	50	<b>GET IT OUT'CHA SYSTEM</b> MILLIE JACKSON (Spring/Polydor SP-1-6719)	7.98	57	7	83	<b>NOT SHY</b> WALTER EGAN (Columbia JC 35077)	7.98	99	17
18	<b>A TASTE OF HONEY</b> (Capitol ST-11754)	7.98	21	13	51	<b>SLEEPER CATCHER</b> LITTLE RIVER BAND (Harvest SW-11783)	7.98	54	12	84	<b>STARDUST</b> WILLIE NELSON (Columbia JC 35305)	7.98	81	17
19	<b>COME GET IT!</b> RICK JAMES (Gordy/G7-981R1)	7.98	20	13	52	<b>INFINITY</b> JOURNEY (Columbia JC 34912)	7.98	46	23	85	<b>STONE BLUE</b> FOGHAT (Bearsville BRK 6977)	7.98	78	15 <sup>1</sup>
20	<b>OCTAVE</b> MOODY BLUES (London PS 708)	7.98	18	9	53	<b>THE MICHAEL JOHNSON ALBUM</b> (EMI America SW-17002)	7.98	55	8	86	<b>LEVEL HEADED</b> SWEET (Capitol SKAO-11744)	7.98	83	28
21	<b>BLAM</b> THE BROTHERS JOHNSON (A&M SP 4714)	7.98	25	4	54	<b>OBSESSION</b> UFO (Chrysalis CHR 1182)	7.98	62	8	87	<b>LEO SAYER</b> (Warner Bros. BSK 3200)	7.98	97	3
22	<b>NIGHTWATCH</b> KENNY LOGGINS (Columbia JC 35387)	7.98	23	7	55	<b>CHAMPAGNE JAM</b> ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	7.98	56	22	88	<b>ALL 'N ALL</b> EARTH, WIND & FIRE (Columbia JC 34905)	7.98	90	39
23	<b>EVEN NOW</b> BARRY MANILOW (Arista AB 4164)	7.98	17	27	56	<b>BETTY WRIGHT LIVE</b> (Ariston 4408)	7.98	59	10	89	<b>20 GOLDEN GREATS</b> BUDDY HOLLY/THE CRICKETS (MCA 3040)	7.98	92	11
24	<b>BAT OUT OF HELL</b> MEAT LOAF (Cleve. Int'l./Epic PE 34974)	6.98	22	43	57	<b>LOVE OR SOMETHING LIKE IT</b> KENNY ROGERS (United Artists LA 903-H)	7.98	66	8	90	<b>SON OF A SON OF A SAILOR</b> JIMMY BUFFETT (ABC AA-1046)	7.98	91	21
25	<b>AJA</b> STEELY DAN (ABC AB-1006)	7.98	26	48	58	<b>VAN HALEN</b> (Warner Bros. BSK 3075)	7.98	60	27	91	<b>CABIN FEVER</b> MICHAEL STANLEY BAND (Arista AB 4182)	7.98	94	9
26	<b>SOUNDS... AND STUFF LIKE THAT</b> QUINCY JONES (A&M SP-4685)	7.98	24	11	59	<b>THE ALBUM</b> ABBA (Atlantic SC 19164)	7.98	51	29	92	<b>TOGETHER FOREVER</b> MARSHALL TUCKER BAND (Capricorn CPN 0205)	7.98	77	21
27	<b>RUNNING ON EMPTY</b> JACKSON BROWNE (Asylum 6E-113)	7.98	29	35	60	<b>WHEN I DREAM</b> CRYSTAL GAYLE (United Artists LA 858-H)	7.98	61	9	93	<b>ALL NIGHT LONG</b> SAMMY HAGAR (Capitol SMAS-11812)	7.98	104	4
28	<b>SMOOTH TALK</b> EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	7.98	30	10	61	<b>YOU'RE GONNA GET IT</b> TOM PETTY & THE HEARTBREAKERS (Shelter/ABC DA-52029)	7.98	49	13	94	<b>YOU LIGHT UP MY LIFE</b> JOHNNY MATHIS (Columbia JC 35259)	7.98	80	23
29	<b>LOVE ME AGAIN</b> RITA COOLIDGE (A&M SP-4699)	7.98	34	11	62	<b>MISFITS</b> THE KINKS (Arista AB 4167)	7.98	64	13	95	<b>THE CONCEPT</b> SLAVE (Cotillion SD 5206)	7.98	128	3
30	<b>UNDER WRAPS</b> SHAUN CASSIDY (Warner/Curb BSK 3222)	7.98	71	3	63	<b>HEARTBREAKER</b> DOLLY PARTON (RCA AFL 1-2797)	7.98	85	3	96	<b>WEEKEND IN L.A.</b> GEORGE BENSON (Warner Bros. 2WB3139)	7.98	93	30
31	<b>SONGBIRD</b> BARBRA STREISAND (Columbia JC 35373)	7.98	28	12	64	<b>SUNBEAM</b> THE EMOTIONS (Columbia JC 35385)	7.98	79	3	97	<b>THE GRAND ILLUSION</b> STYX (A&M SP 4637)	7.98	101	57
32	<b>FEELS SO GOOD</b> CHUCK MANGIONE (A&M SP 4658)	7.98	31	44	65	<b>LIVE AND DANGEROUS</b> THIN LIZZY (Warner Bros. 2BS 3213)	9.98	53	8	98	<b>YOU SEND ME</b> ROY AYERS (Polydor PD-1-6159)	7.98	132	2
33	<b>IMAGES</b> THE CRUSADERS (ABC Blue Thumb BA 6030)	7.98	35	7	66	<b>LONDON TOWN</b> WINGS (Capitol SW-11777)	7.98	52	20	99	<b>LIFE BEYOND L.A.</b> AMBROSIA (Warner Bros. BSK 3135)	7.98	109	4



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