

# CASHBOX

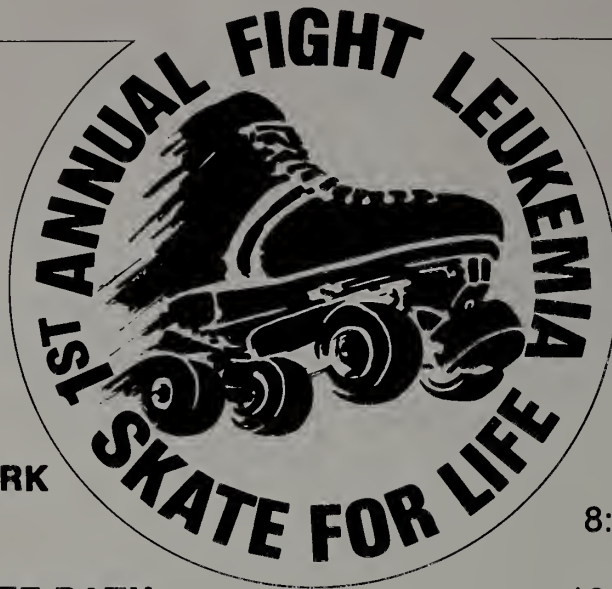
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# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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*Circulation*  
THERESA TORTOSA, Manager

**PUBLICATION OFFICES**  
**NEW YORK**  
1775 Broadway, N.Y., N.Y. 10019  
Phone: (212) 586-2640  
Cable Address: Cash Box NY  
Telex: 666123

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

**NASHVILLE**  
21 Music Circle East, Nashville, Tenn. 37203  
Phone: (615) 244-2898

**CHICAGO**  
CAMILLE COMPASIO, Coin Machine, Mgr.  
1424 S. 61st Ct., Cicero IL 60650  
Phone: (312) 863-7440

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

**UNITED KINGDOM** — NICK UNDERWOOD  
25 Denmark St., London WC 2 England  
Phone: 01-836-1362/01-836-4188

**MIGUEL SMIRNOFF**  
Director Of South American Operations

**ARGENTINA** — MIGUEL SMIRNOFF  
Belgrano 3252, Piso 4 "B"  
Buenos Aires, Argentina  
Phone: 89-6796

**BRASIL** Pandisc  
RVA Conselheiro Crispiniano, 344 4 Ander  
Sala 406 — Sao Paulo, Brasil  
Phone: 222-9312/223-8907

**CANADA** — KIRK LAPOINTE  
34 Dorval Road  
Toronto, Ontario, Canada M6P 2B4  
Phone: (416) 536-8824

**HOLLAND** — CONSTANT MEYERS  
P.O. Box 7485  
1007 JL  
Amsterdam, Holland  
Phone: 020-767472

**ITALY** — GUIDO HARARI  
via Forze Armate, 260 (II C)  
20152 Milan, Italy  
Phone: 02-45-65-065

**SPAIN** — ANGEL ALVAREZ  
Looez de Hoyos 178, 5 CD  
Madrid — 2 Soain  
Phone: 415 23 98

**AUSTRALIA** — ALLAN WEBSTER  
4 Stanley Street  
Richmond, Victoria, Australia 3121

**JAPAN** — Adv. Mgr., SACHIO SAITO  
Editorial Mgr., KOZO OTSUKA  
3rd Floor of Chuo-Tatemono bldg.  
2-chome, 11-1, Shinbashi, Minato-ku,  
Tokyo Jaoan, 105  
Phone: 504-1651

**FRANCE** — MS. DILEK KOC  
12 Boulevard Exelmans  
Paris, France 75016  
Phone: 524-4784

**WEST GERMANY** — GERHARD AUGUSTIN  
Herzog Rudolf Str. 3  
8 Munich 22  
Phone: 221363  
Telex: 5-29378

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## EDITORIAL Working Together

At a recent radio convention, Scott Muni, WNEW-FM program director, made a public plea for radio to "throw away tight playlists" and make an effort to break new artists. We at **Cash Box** applaud Mr. Muni for his enlightened position and also encourage other radio programmers to take his advice.

The radio and record industries have maintained a tight-knit relationship for many years, and the financial successes are often intertwined. It is now time for radio to help itself and the record industry by re-evaluating its policy toward breaking new talent.

Today's radio listener, with his changing tastes,

expects radio to challenge him with new and fresh music. At the same time, the tight playlists and heavy rotation of hits are not only turning off many of these listeners, but also are preventing new talent from being introduced to the public.

Record manufacturers are aggressively trying to expose their artists in a variety of fashions and radio should be most willing to be a vital part of this process. These new and developing artists can only mean future profits to the radio community.




The record industry needs radio as well as radio needs the record industry. With the cooperation of today's program directors, together we can create a new wave of excitement for the entire music world.

# NEWS HIGHLIGHTS

- Labels prepare superstar releases for Christmas season (page 5).
- Fill problems plague western retailers, racks and one-stops (page 5).
- Record Bar annual meeting generates enthusiasm, optimism for slump recovery (page 5).
- RKO forms new network, considers sharing satellite rights with AP (page 6).
- Retailers cautious with expansion plans in face of current economics (page 6).
- "In Through The Out Door" by Led Zeppelin and Van Morrison's "Into The Music" are top **Cash Box** Album Picks (page 9).
- The Knack's "Good Girls Don't" and "She Don't Reply" by Peter Frampton are top **Cash Box** Singles Picks (page 7).

## TOP POP DEBUTS

<b>SINGLES</b>	83	<b>HOLD ON</b> — Ian Gomm — Epic
<b>ALBUMS</b>	39	<b>OFF THE WALL</b> — Michael Jackson — Epic

<b>POP SINGLE</b>	<b>NUMBER ONES</b>	<b>POP ALBUM</b>
<b>MY SHARONA</b> The Knack Capitol		<b>GET THE KNACK</b> The Knack Capitol
<b>R&amp;B SINGLE</b>		<b>R&amp;B ALBUM</b>
<b>GOOD TIMES</b> Chic Atlantic		<b>TEDDY</b> Teddy Pendergrass Phila. Int'l. CBS
<b>COUNTRY SINGLE</b>		<b>COUNTRY ALBUM</b>
<b>THE DEVIL WENT DOWN TO GEORGIA</b> The Charlie Daniels Band Epic		<b>MILLION MILE REFLECTIONS</b> The Charlie Daniels Band Epic
<b>JAZZ</b>		<b>DISCO</b>
<b>STREET LIFE</b> Crusaders MCA		<b>THE BOSS/NO ONE GETS THE PRIZE</b> Diana Ross Motown

The Knack



# CASH BOX NEWS



**GRILL SIGNS WITH MERCURY** — Rob Grill, former lead singer of the Grass Roots, has signed a worldwide agreement with Phonogram/Mercury Records. His debut single, "Rock Sugar," produced by John McVie, is being rush-released. Pictured at the signing are (l-r): David Werchen, director of law for Mercury; Steven Steinberg, Grill's lawyer; Grill; Bob Sherwood, president of Phonogram/Mercury; and John McVie of Fleetwood Mac.

## Record Bar Affirms Faith In Industry At Annual Meeting

by Leo Sacks

HILTON HEAD, S.C. — Despite an anticipated 16% sales increase to \$50 million by the end of fiscal 1979, which ends Sept. 30, earnings for the Durham, N.C.-based Record Bar chain are expected to decline approximately 25% from the corresponding period a year earlier. These estimates were announced last week at the company's sixth annual convention at the Hyatt Hotel in Hilton Head, S.C., Aug. 19-22.

At a time when some record labels and retail chains have cancelled or downgraded convention plans for the year, the four-day conference demonstrated the chain's confidence in the resurgence of the economy and the music business. Symbolized by the slogan, "Everybody is a Star," the spirit of the convention was one of unity and a positive mental attitude in the face of slumping sales.

Alluding to the theme of the convention, Harry Bergman, president and chairman of the Record Bar, said, "That's just the way we feel about our managers. Our operation is still run very much like a family, and we know how to motivate them so that they feel they are part of a team."

Barrie Bergman, president and chief executive officer of the company and president of NARM, indicated that, although the company would report a 25% plunge in fiscal earnings, the 89-unit chain was still

"quite profitable." He added that, on a store-for-store basis, the company would match last year's sales figures, and on a dollar gross percentage basis, profits would increase, given the 10 new mall and freestanding stores that have opened during the fiscal year. Two new stores are scheduled to open during September in Bewbern, N.C., and Bowling Green, Ky. A total of 10-15 stores will open during fiscal 1980, Bergman projected, adding that the company is shooting for 140 units with a volume of \$700,000 per store by 1982.

### No More Superstores

Bergman also disclosed that the company would not open any more Tracks superstores, as had been projected at the company's convention last year. Instead, he said, Record Bar would construct freestanding stores in the 5-6,000 square-foot range.

Business was down roughly 5-7% this year at the 10,000-square foot Tracks store in Norfolk, Va., due in part to the opening of a Peaches store in the area, Bergman said. "We learned how to run the store a little more profitably in 1979, but it's still a business that's alien to our company. I just don't see the need for a store that size."

Looking ahead to fiscal 1980, Bergman said that while the company was projecting reduced store average grosses for the first quarter of the new year, "two or three quarters from now, business is going to come back. The Carter administration will have to prime the pump sometime in 1980 to get

(continued on page 23)

## MCA Wholesale Price Increases Average 2.7%

LOS ANGELES — MCA Distributing Corp. last week notified dealers that it had raised the wholesale price on albums, tapes and singles. At the same time, it was announced that the suggested list price on 45s would be increased to \$1.49 from \$1.29.

Effective Aug. 20, the wholesale price of all MCA Records and Infinity Records product increased by an average of 2.7%. At the low end of the company's seven-tier pricing structure, the price of \$7.98 albums and tapes becomes \$4.10. At the top end, the price is \$4.38.

For \$8.98 list product, wholesale prices range from a low of \$4.61 to a high of \$4.93. The scale for \$1.49 list singles goes from a bottom of 69 cents to a top of 74 cents.

For MCA's newly created "Rising Star" and "Platinum Plus" \$5.98 list series, dealer prices range from a low of \$3.07 to a high of \$3.28.

MCA will continue to offer dealer programs involving free goods on singles orders and cash discounts on album orders.



**THORPE MOVES TO POLYDOR** — Australian rocker Billy Thorpe will now have his albums distributed by Polydor Records in the United States and Canada. Polydor has already undertaken an extensive promotion, marketing and merchandising campaign for "Children Of The Sun," Thorpe's current album. Pictured at the distribution signing are (l-r): Bill McGathy, Polydor's national AOR promotion manager; Spencer Proffer, Thorpe's producer; Dick Kline, executive vice president of Polydor; Thorpe; Dr. Ekke Schnabel, senior vice president, business affairs; Fred Haayen, president; Jim Collins, vice president of promotion; Harry Anger, senior vice president of marketing and Dr. Jerry Jaffe, vice president of artist development for the label.

## Accounts Hurt By Fill Problem On Cassettes, Hits, Catalog

by Joey Berlin and Richard Imamura

LOS ANGELES — Product fill problems are plaguing many of the nation's retailers and one-stops who report a long list of cassettes, albums and 45s in short supply. While cassettes are most difficult to keep in stock, key catalog albums and hit LPs are also being back-ordered at a time when the industry is showing signs of shaking out its year-long slump.

The eastern and midwestern regions of the country are encountering fewer fill problems. Giant rack operations such as Pickwick and Handleman report business as usual.

A number of reasons are being offered to explain why record and tape merchandisers, particularly in the west, are having trouble keeping their supplies abreast with consumer demands. Record pressing has never been an exact science, and it is not unusual to see occasional problems anticipating demand on surprise hits like the Charlie Daniels Band's "Million Mile Reflections."

But the discouraging returns situation of the first half of the year has compounded normal inventory problems. The major record companies are trying to reprocess returns wherever possible and the quantity of the returns makes this a slow procedure. Transportation time from eastern and midwestern warehouses, coupled with trucker work stoppages, has been a principal factor in keeping west coast supplies running behind those in the east.

The major labels' new conservatism in initial product runs has been another key factor in hampering the flow of records and

tapes to the stores. Some manufacturers also note that many accounts are on hold for falling behind on payments, causing those businesses and their customers to run out of product.

But whatever the reason, it is clear that overall sales volume has been hurt in recent weeks due to the stores' inability to keep the product the customers are asking for on the shelves.

"The fill problem seems to be getting worse," says Music Plus president Lou Fogelman. "The labels have gotten gun-shy about pressing too many records, so when something hits, it quickly runs out."

"My biggest problem is catalog, because with business soft the inventories are being kept low. I'm selling as much catalog as usual, but I can't sell what I don't have."

"And cassettes are up more than anyone anticipated so we're all caught short."

### 'Pleasant Problem'

"In comparison to the problems the record industry has been grappling with lately, back-orders are a pleasant problem," notes Warner Bros. vice president and director of sales Lou Dennis. "Sales are up and everybody's getting caught short. We've been reacting to a down trend and the current upswing has caught us short on the top LPs."

"Pressing plants are not working as many shifts as they had been. But the plants just reduced their capacity recently and let people go. You just can't call them back and get them on the job immediately."

Dennis also recognizes the growth of the cassette market and says that Warners is adjusting to the new buying pattern. "Cassettes have absolutely exploded, so

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## Labels Prime The Pump For Traditional Christmas Boom

by Alan Sutton

LOS ANGELES — A strong flow of major name album product between now and Christmas adds fuel to growing retail optimism that 1979's sales slump is ebbing.

The fourth quarter traditionally sees the most dramatic display of key releases, including many "Greatest Hits" and "Best Of" packages.

On the heels of such recent potential blockbusters LPs as Led Zeppelin, the Commodores, Chic, Michael Jackson and

Chicago, merchandisers can look forward to a potent wave of superstar product in the coming months.

### NARM Campaign

And they can anticipate another element of key timing: NARM has set Christmas as the target date for implementation of its industry-wide institutional campaign to sell the concept of recorded music as gift-giving items.

The following is a label by label release summary:

From the **CBS Records Group**, there are new albums by Bruce Springsteen, Barbra Streisand, Kenny Loggins, Toto, Johnny Mathis, Santana, Willie Nelson, Aerosmith, Boz Scaggs, Neil Diamond, Pink Floyd, Cheap Trick, Meat Loaf and Barry White.

New LPs by the Rolling Stones and Foreigner top the list of upcoming **Atlantic** product, which also includes releases by Sister Sledge, Firefall and the soundtrack to the Blues Brothers movie.

**Warner Bros.** is gearing up for the long-awaited Fleetwood Mac album, "Tusk." Slated for October, it is the follow up to the group's phenomenal best-seller, "Rumours." WB will also ship LPs by Steve Martin, Sly Stone and Foghat.

On tap at **MCA** are platinum-sellers Elton John and Steely Dan.

**Casablanca** boasts three of its top attractions, Donna Summer, the Village People and Parliament.

Stevie Wonder's first album in nearly three years and Rick James' third LP spearhead **Motown's** year-end thrust.

**Polydor's** schedule calls for new releases from Gloria Gaynor and Peaches & Herb.

**Capitol** is banking on new LPs by Anne

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When Charlie Daniels penned the lyrics to "The South's Gonna Do It," he didn't realize that the song would become the anthem for a whole genre of music. However, the Southern Comfort soaked sound that is intrinsic in such loud and proud Southern bands as The Allman Brothers, The Marshall Tucker Band and Lynyrd Skynyrd is also in the musical heart and soul of Tennessee's Charlie Daniels Band.

In fact, the Epic recording group currently reigns supreme over the fertile musical genre. If there is any doubt, just take a glance at the **Cash Box** charts this week and marvel at the national acceptance of the music that features searing twin guitar licks and torrid fiddle solos. The CDB's latest LP, "Million Mile Reflections," is riding at #1 on the country album chart and #7 on the pop album chart.

However, what is more astonishing is the success of the group's most recent single, "The Devil Went Down To Georgia." The song, which was originally tagged as a regional hit, has turned out to be one of the year's biggest singles. The song, a classic tale about a young fiddle player who bets his soul in a violin duel with the devil, is presently #1 on the **Cash Box** country singles chart and #4 bullet on the pop singles chart.

While Charlie Daniels' wry wit, unique lead vocal style, inventive musical compositions and hot fiddle passages power the band, Tom Crain (guitar and vocals), Joe "Taz" DiGregorio (keyboards and vocals), Charlie Hayward (bass) and percussionists Jim Marshall and Fred Edwards are all integral parts of the patented CDB sound.

Although, the CDB has played on the Grand Ole Opry numerous times and performed at President Carter's inaugural ball, it is through the group's five annual Volunteer Jams in Nashville that it has become a performing legend. The jams have all been broadcast nationally, and have become the subjects of a film and several documentary treatments.

The CDB's recent chart success is just the start of this year's accolades as "The Devil Went Down To Georgia" was certified gold a week after the "Million Mile Reflections" LP went platinum.

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# Retailers Are Cautious About Expansion In Light Of Current Business Climate

by Leo Sacks

NEW YORK — The recent decline in record sales, as well as a general increase in business costs, is inhibiting the growth of some retail chains. A **Cash Box** survey has revealed. Additionally, the recent increase in prime lending rates, coupled with the Federal Reserve Board's adoption of a more restrictive credit policy, has forced many retailers to reassess their current operations and future expansion plans.

Just as record manufacturers are curbing their own spending, dealers are also trying to keep down overhead by reducing utility and freight costs and, in some cases, trimming their work forces. In addition, many retailers are passing on wholesale cost increases to consumers. Several dealers noted that if business were better, they would have absorbed the recent spate of wholesale price hikes as they did in 1978.

Although some chain retailers, including Record Bar, Stark/Camelot, Music Plus and Musicland, are still enjoying good catalog sales, smaller dealers indicated that they were trying to reduce their inventories of catalog product and place more emphasis on Top 200 product. Other dealers reported that, while the ratio of their inventories to sales had risen slightly of late, it was considerably below the figure they had averaged during the recession year of 1975.

Buying Patterns

Another sign of sluggish business activity has been the summer buying patterns of particular retailers. For example, Albie

Cohen, a partner in the Massachusetts-based Popcorn Records chain, said that his stores have significantly reduced their summer purchases so that the chain could be in a better position to assess its inventory.

"The major labels have a habit of forcing more albums on the retailer than he really wants," Cohen said, "and now that business has slowed, it puts us in a very precarious position." He urged the retail community to scrutinize what it buys "from now on, especially if we see a cutback in co-op advertising."

Cohen stated that increased costs had forced him to postpone the opening of a new store until next March and that he had laid off six to eight part and full-time employees since January. Nevertheless, he said he expected to rehire the workers shortly in anticipation of an upswing in sales leading to Christmas.

Mort Barnett, president of the Baltimore-based Record and Tape Collector, revealed that his six units have been locked into a heavy return schedule in recent weeks and that he anticipated "a long haul for a lot of people before we see any changes." Barnett expressed cautious optimism for the balance of fiscal 1979 and said that he hoped to add two new stores next year. "If I were pessimistic about

business, I wouldn't even consider it. Hopefully, we'll be able to finance internally. I certainly wouldn't turn to a bank. It's going to take a lot of hard work and imagination, but that's the way it's got to be if we're going to survive."

Cautious Outlook

Allan Dulberger, who owns the six-unit 1812 Overture chain based in Milwaukee, told **Cash Box** that "the quick turn of events in the business this year has created the kind of situation where we want the chain to grow one store at a time. We're being very cautious right now; we don't want to make any mistakes."

Dulberger bemoaned the fact that, in a time of depressed sales, "too many labels are withdrawing into a shell instead of increasing contact with their accounts. I can't understand their paranoia. Obviously, times are tough and the labels are cutting back, but that should make them want to confer with us all the more. Instead, the sales situation has brought the morale of the regional and local reps down to the point where they are isolating themselves from contact with the retailer."

Cactus Records, which operates four stores in the Houston area, recently changed its expansion criteria even though

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# RKO Forms New Network, May Share Satellite With AP

by Ken Terry

NEW YORK — RKO Radio has announced that it is launching a new network that will combine a music orientation with news and entertainment features. The network will be the first to utilize satellite transmission on a regular basis, if the FCC approves its application.

At present, the RKO Radio Network consists of 12 owned-and-operated AM and FM stations in eight markets. The new network, it is hoped, will attract up to 250 affiliates within 2½ years, according to Thomas F. Burchill, vice president and general manager of the RKO Radio Network.

RKO is starting the new network to provide national programming services to the 60% of U.S. radio stations that presently have no such services, said Burchill. 1980 was considered a good year in which to launch the network, he added, because events like the presidential primaries and election and the Olympic Games will boost

advertiser interest in radio networks.

However, said Burchill, the date for supplying live programming to affiliates of the new network has been moved up from February 1, 1980, to October 1, 1979. The shows will be broadcast from the WOR studios in New York while construction of the new RKO studios continues.

RKO is in danger of losing the licenses for its owned-and-operated stations, due to parent company General Tire and Rubber's admitted bribery of foreign officials and illegal political contributions in the U.S. (**Cash Box**, August 4). In Burchill's view, however, the new network will be well underway before that happens, if it does happen. Currently, RKO claims 10 million listeners for its 12 stations.

Satellite Approval

Meanwhile, RKO has reached an agreement with the Associated Press to share in the A.P. satellite communications system using Western Union's Westar satellite. The Associated Press is awaiting approval from the FCC on a 15-foot earth station satellite system, patterned after National Public Radio's successful application for a similar system. RKO expects to set up earth stations in 50 cities within five months after receiving the FCC's approval.

Commenting on the agreement, Burchill said, "This commitment to the technology of the '80s puts RKO in the forefront of the industry, and it will provide our affiliates with full stereo quality network transmission capabilities. Plans to implement satellite distribution to smaller market cities will depend on further government action. Our commitment is to eventually provide satellite transmission to all our affiliate stations."

An additional spinoff of the satellite link is a communications system called Interkom which will permit instantaneous data exchanges between network headquarters and each affiliate. Also, Interkom will provide an information bank which can be used as a programming resource. Interkom offers The New York Times Information Bank, all U.P.I. news, syndicates, weather services, stock and commodity exchanges, self-instruction programs, and most major

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# Moss Denies Truth To A&M Sale Rumor

HOLLYWOOD — In response to a raft of rumors circulating in the industry and printed in the press, Jerry Moss, the chairman and co-founder of A&M Records released the following statement last week, "Neither A&M or any part of A&M Records is for sale. I believe the rumors to that effect that have been recently surfacing are either being circulated by so-called 'sources' with nothing else to talk about, or by some of our competitors in a seeming attempt to undermine our acquisition of artists and our aggressive position in the marketplace. It is my hope that talk of any sale will fade into the ionosphere where it belongs and we can continue, uninhibited, doing the job we do best; that's making great records, promoting and selling them."



**MCA RECORDS ALL BOTTLED UP** — MCA Records recently signed L.A.-based group The Bottles, comprised of lead singer Peter Bayless and producer/lead guitarist Jefery Levy. The band's self-titled debut LP will be released in early September and their first single, "I Don't Wanna Be Your Man," has just been shipped. Pictured at the signing are (l-r): Denny Rosencrantz, MCA vice president of A&R; Jefery Levy; Bob Siner, MCA Records president; Peter Bayless; and John Sheinberg, group manager and executive producer.

FEATURE PICKS

**THE KNACK** (Capitol P-4771)

**Good Girls Don't** (3:07) (Eighties Music-ASCAP) (D. Fieger)

The Knack took the country by storm with both their debut LP and their single, "My Sharona," still firmly ensconced in the #1 spot on the Top 100. This followup continues in the same quick, slick mode of immensely infectious pop-rock geared directly to the teenage market both musically and lyrically. An instant Top 40 add, this is a guaranteed chart-topper.



**PETER FRAMPTON** (A&M 2174)

**She Don't Reply** (3:57) (Almo Music Corp./Fram-Dee Music/Frampton Music — ASCAP) (P. Frampton)

Frampton follows his last Top 20 single, "I Can't Stand It No More," with a melodic little riff-rock number which adeptly mixes a mesmerizingly rough guitar chord with streamlined soloing and a more aggressive vocal stance. Obviously, Peter has never quite forgotten his roots from Humble Pie days, as those influences shine through.



**JIMMY BUFFETT** (MCA MCA-41109)

**Fins** (3:27) (Coral Reefer Music-BMI) (J. Buffett, D. McColl, B. Chance, T. Corcoran)

The first single from Buffett's newly-released "Volcano" LP finds the singer/songwriter in his usual good humour lyrically, with a healthy dose of fine musical backing from The Coral Reefer Band. Swinging southern pop-rock, served up Florida style, compliments the neat double entendre. A Top 40 singer.



**KANSAS** (Kirshner ZS9 4285)

**Reason To Be** (3:50) (Don Kirshner Music/Blackwood Music Pub. — BMI) (K. Livgren)

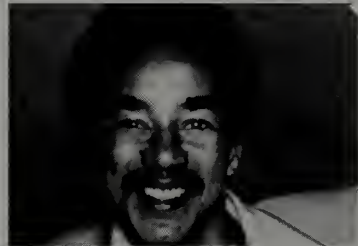
Kansas' state-of-the-art symphonic rock shifts back here to an easy, acoustic guitar base on this second single from the "Monolith" LP. Fans who enjoyed "Dust in The Wind" should find this cut equally suited to their tastes, as well as being a solid successor to "People Of The Southwind." Targeted at Top 40.



**SMOKEY ROBINSON** (Tamla T 54306F)

**Cruisin'** (4:11) (Bertam Music Co. — ASCAP) (W. Robinson, M. Tarplin)

This second single from the "Where There's Smoke" LP is heaven for fans who remember Smokey's distinctively soft and supple R&B and a good primer for the younger pop and R&B audience who've never been properly introduced to his legendary style. Smokey's still got it and a number of formats should pick up on it.



**CRYSTAL GAYLE** (Columbia 1-11087)

**Half The Way** (4:02) (Chriswood Music — BMI/MurfeeZongs — ASCAP) (B. Wood, R. Murphy)

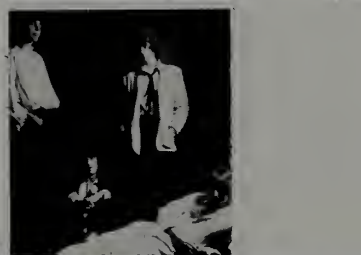
The first single under Gayle's new affiliation with Columbia, this track, from the "Miss The Mississippi" LP, finds Gayle loosening up a bit on this pleasant pop number. The twisting twang in her phrasing is most appealing on the building bridge, leading straight into a nice hook. This should easily cross from C&W lists to pop.



**BETTE MIDLER** (Atlantic 3616)

**Hang On In There Baby** (3:55) (Bushka Music — ASCAP) (J. Bristol)

From the "Thighs And Whispers" LP, this lush, sensuous disco-flavored ballad should fare better than "Married Men," which did surprisingly well in spite of a cover battle with Bonnie Tyler. Percussion fills are well-placed, as is a smart horn solo and Midler's vocal phrasing is less campy and more controlled than ever. Dynamite dance and pop contender.



**VOYAGER** (Elektra E-46528)

**Judas** (3:04) (Panache Music, Inc. — ASCAP) (P. French, P. Hirsh)

From Voyager's much-underrated "Halfway Hotel" LP, bold, powerful lead vocals match the grandiose symphonic rock instrumentals perfectly. Strikingly imaginative guitar licks, brought out front with Gus Dudgeon's majestic production, make this track an AOR, pop sleeper.

SINGLES TO WATCH

**THE SANFORD/TOWNSEND BAND** (Warner Bros. WBS 49053)

**Gopher Broke** (3:45) (Edzactly Pub./Gandharva Pub. — BMI) (E. Sanford, J. Townsend)

The way Sanford/Townsend punch their way through this pumping, charging cut from their "Nail Me To The Wall" LP, they come across like they're literally "going for broke." All out guitar and organ should click on Top 40.

**GERARD KENNY** (RCA PB-11708)

**Fit To Be Tied** (3:56) (Unichappell Music, Inc. — BMI) (D. Shepperd, G.W. Kenny)

Kenny makes no bones about the fact that he is a singer/songwriter/piano man cut from the same cloth as Barry Manilow and Billy Joel, whose roots are uncannily similar. Orchestral-choral elements here obscure his wit and talent a bit, but pop and A/C lists will find this cut attractive.

**RAINBOW** (Polydor PD 2014)

**Since You Been Gone** (3:10) (Island Music — BMI) (R. Ballard)

Ritchie Blackmore has stepped back a bit more as Roger Glover, who also serves as producer here, returns and Ronnie Dio has been replaced by Graham Bonnet, whose forceful lead vocals are nicely multi-tracked here. Rainbow is now a mature band and this snappy pop-rocker will show you why. For AOR, pop.

**KOOL & THE GANG** (De-Lite DE-801)

**Ladies Night** (3:32) (Delightful Music/Gang Music — BMI) (G. M. Brown, Kool & Gang)

It's Ladies Night at the disco and the Gang's paean to the dream evening of every male who has ever been to a disco comes to life with just the right horn shadings, handclaps and smooth interplay between male and female vocals. For B/C formats.

**DAVID CASTLE** (Parachute RR 2901)

**At One With The Universe And You** (3:38) (Combat Music/Rev. LeRoy's Music/Westcliff Music — BMI) (D. Castle, P. McClure)

Castle's high, airy vocals glide over a graceful piano phrase, steady high hat work and electronic embellishments on this lyrically blissful ballad. Fine for A/C, pop lists.

**MILLIE JACKSON** (Spring SP 3002)

**We Got To Hit It Off** (3:57) (Sherilyn Pub. Co., Inc. — BMI) (B. Latimore)

TK recording artist Benny Latimore provides Jackson with a smoky, grinding number which lyrically and musically fits the forthright singer like a glove. She pulls no punches and her honest style makes this a very likeable R&B-dance tune.

**J.D. SOUTHER** (Columbia 1-11079)

**You're Only Lonely** (3:46) (Ice Age Musci-ASCAP) (J.D. Souther)

Souther's plaintive vocals have always shined on his own bittersweet ballads and this a prime example of what he does best. While hardly a dirge, the title track from his new LP echoes the classic Roy Orbison ballads right down to the chorus.

**RORY BLOCK** (Chrysalis CHS 2356)

**You're The One** (3:32) (Rare Blue Music Inc./Tiny Titan Music — ASCAP) (L. Boone)

An even, mid-paced disco beat powers Block's versatile, vocals at a clip which dance fans should find easy to step out to. While the arrangements are rather plain, the performance is fine.

**RACEY** (Infinity INF 50,030)

**Some Girls** (3:23) (Arista Music, Inc. — ASCAP) (N. Chinn, M. Chapman)

This souped-up pop-rocker, which is an eclectic mix of '50s music, with boogie-woogie piano parts and do-wop chorus, and '70s vocals, scored big in most parts of Europe and Australia. An off-beat sleeper, this could repeat its success here. For adventurous pop lists.

**PETER TOSH** ((Rolling Stone RS 20000)

**Buk-In-Hamm Palace** (3:45) (Mabrak Music-BMI) (P. Tosh)

Tosh, who has already established himself as a leader in the reggae music genre, makes a foray into disco-reggae mix on this pared-down song which is also available in an extended version for disco play. Rasta lyrical touch makes this a unique fusion which could appeal to a number of formats.

**CHER** (Casablanca NB 2208)

**Hell On Wheels** (3:21) (Rick's Music, Inc./Alier & Esty Music — BMI) (M. Aller, B. Esty)

Under the watchful direction of Bob Esty, Cher continues to mine the disco vein, but like Donna Summer's "Hot Stuff," this cut hooks on a grinding rock guitar riff and spacey electronics which add punch to the songstress' rippling vocal.

**PATTIE BROOKS** (Casablanca NB 2204)

**Got Tu Go Disco** (3:55) (Cafe Americana, Inc./Monstrous Music/Midsong Music, Inc. — ASCAP) (J. Davis)

This song was the title theme for a Broadway musical which never quite took flight, but this horn-laden, pulsing homage to the 'disco lifestyle' is given a nice reading by Brooks, whose lead vocals are punched up by some fine harmonies. A disco hit.

**JAMES BROWN** (Polydor PD 2005)

**Star Generation** (4:21) (Kayvette Music, Inc. — BMI) (B. Shapiro, R. McCormick)

The backbeat may be a little bit stronger and more consistent, with strings and female backup vocals adding the sweetening, to cross Brown over to disco, but there are flashes here of Brown at his raw funkier. Check out the lyrics. For B/C, dance lists.

**K.C. AND THE SUNSHINE BAND** (TK TKX-1035)

**I Betcha Didn't Know That** (3:57) (Moonsong Pub./East Memphis Music/Two-Knight Pub. — BMI) (F. Knight, S. Dees)

While the flip side of this K.C. cut is pop-oriented, this half of the double A-sided single will more easily find a home on B/C or even A/C playlists. Harry Casey's affection for early R&B is quite evident here.

**STERLING** (Motown M 1468F)

**Roll-Her, Skater** (3:53) (J. P. Everett Publishing — ASCAP) (H. Beatty, R. Davis)

As the roller-disco trend continues to grow, a plethora of songs catering to the new fad are cropping up, made to be played in the skating emporiums. Whether songs such as this can receive mass acceptance is still in question, but this is quality funk-disco.

## NEW FACES TO WATCH



### The Records

Moving solidly to the forefront of those rock bands that combine the cheery hook-filled, compact pop music of the mid-60s with the sobriety and maturity of the '70s are the Records. A British quartet who are Virgin/Atlantic's debut entry into the American market, they are already charting via their album, "The Records," and bubbling with their single, "Starry Eyes." And, though their success seems sudden, the group has a maturity that belies any impressions that they might be an "overnight success."

The group traces its roots to England's fertile pub-rock scene. Two years ago, drummer Will Burch and singer-rhythm guitarist John Wicks emerged from the disbanded Kursaal Flyers and formed a songwriting partnership. By February, 1978, they'd found bass player Phil Brown and guitarist Huw Gower, who won over 200 other auditioners.

"We started writing songs the minute the band broke up, knowing that we'd get another group together," Burch recalls. The Kursaal Flyers were a group that made every mistake in the book, and one could say that a part of the formation of the Records was an intellectual decision to see if we could do it again the right way. Needless to say, we made a whole new set of mistakes."

In any event, the group started on the road to good fortune when it signed with a Virgin Records-distributed firm and released a single, "Rock and Roll Love Letter," that generated some interest. But it wasn't until the group was invited to join the "Be Stiff" tour of America that they met with real acclaim. "They asked us to back Rachel Sweet for the English part of the tour," recalls Wicks, "and we refused, because we didn't want to be anyone's back-up band. Then because we realized that the tour was important, we said we'd back her, provided we could play our own set, too, and in a foolish moment, Dave Robinson (Stiff's president) agreed to it."

"Although the acts started out rotating, it's fair to say that we were blowing people off the stage," recalls Burch, "and we were very quickly made the opening act." At the end of the tour, the group signed with Virgin proper.

Though the group's debut album is currently bulleting up the charts with a rapidity that might leave lesser performers open-mouthed. Burch is philosophical about their success. "Music is once again becoming the domain of the good pop songwriters. People have had instrumental virtuosity pushed down their throats, and even the success of a group like Boston, for all its heavy metal, is based on a very 1960's sense of songwriting."

"My favorite songwriters," observes Burch, "are Randy Newman and Ray Davies. Without writing about war or politics or anything seemingly heavy, they've been able to make some of the most profound statements about the human condition. Like them, I'm more interested in the politics of the soul. And, as for this new British invasion that people say Americans are finally awakening to, I think it's more a matter of the fact that those in the forefront of it are starting to write good pop songs again."



### Carolayne Mas

While urban rock 'n' roll is particularly indigenous to the northeastern U.S., the spawning ground for Bruce Springsteen, J. Geils Band, Southside Johnny and others, few female rock artists have taken that area by storm as Phonogram/Mercury's Carolayne Mas has. The singer/songwriter/musician's engagingly classy blend of gutsy rock, exemplified in her current single "Stillsane," and glowing ballads, such as her chilling "Snow," generated a "buzz" among both club and concert-goers, as well as radio and record people, that hasn't let up.

In fact, the heavy "street talk" behind Mas was exactly what she had going for her slightly less than a year ago, when her current manager, Faris Bouhafa, a former artist development exec at CBS, first saw her at Kenny's Castaways in Manhattan. Within a matter of months, things snowballed at a dizzying pace for the diminutive singer, especially after a series of showcase gigs at The Other End in Greenwich Village, backing established acts.

It all came together when she finally got her own headline date at the club, where she was spotted by Mercury chief Bob Sherwood and signed three weeks later.

"It was all very weird," explained Mas, still bewildered, though happily so, over her sudden success. "It was a combination of good timing, the street talk, and basically a lot of luck. From the period between January and March this year when I was playing at The Other End, there was so much press that it was difficult to keep up with it all."

However, despite early musical training, which began for Mas at the age of 6 with piano lessons, then moving on to voice and guitar at 11, the road to her self-titled debut LP was rather uncertain, in spite of her strong penchant to perform.

"I was following the quiet vocation of art while I was still in grade school," wryly reflected Mas. "My family moved from Westchester, New York to Long Island and I began to meet a few guitar players in the 9th grade, playing with them in everything from battles of the bands to bar mitzvahs and peace rallies."

She continued to play piano and sing by herself eventually graduating to jamming with blues and rock bands from around the area.

"Rock bands were all very male-oriented and being a girl, no matter how good they thought I was, they didn't always take me seriously," noted Mas. "Often, I didn't get paid when we played a date."

In the fall of 1976, Mas moved from Levittown, Long Island to New York City and enrolled in the American Music and Dramatic Academy on Bleeker Street in Greenwich Village and then the Light Opera of Manhattan, practicing both performance and vocal technique.

After gigs singing at Folk City in the Village on Hoot nights, she decided to make a stab at the big time and her parents helped pay for her backing band, which she found jamming at the Tin Palace. The pieces to her musical puzzle started falling into place after meeting producer Steve Burgh and guitarist David Landau. Local radio stations began to play her demo tapes even before the LP was finished, and the good word has been spreading ever since.

## SONGWRITERS PROFILE

# New Book By Oscar Winners Details Craft Of Songwriting

by Frank Sanello

LOS ANGELES — Al Kasha and Joel Hirschhorn, who won Academy Award for the theme song to the *Poseidon Adventure* and the *Towering Inferno*, have put their experience and knowledge of songwriting into a new book, *If They Ask You, You Can Write A Song*, which is scheduled for a late August release by Simon and Schuster.

Several ideas motivated the duo to write a book which Kasha describes as the "first academic text on the craft of songwriting." The 38-year-old lyric-writing half of the team teaches an accredited course in songwriting at UCLA and other universities. A recent Gallup poll shows that one out of every six Americans aspires to be a professional songwriter. However, the most compelling motivation to write the book is suggested in the authors' introduction.

### 'Masterwork' Bombs

Fifteen years ago the struggling pair took what they considered their musical masterwork to practically all the publishers in New York and were turned down by every one of them. As the authors admit in the candid introduction, they had not yet learned the craft or the principles of songwriting. Their book is a collection of those principles which they have analyzed and developed since their initial rejection 15 years earlier.

"I don't mean to sound conceited," says Kasha, who seems to be team spokesman, "but I believe that if you have talent and follow the principles laid down in our book, you can become a successful songwriter."

Kasha offers some convincing proof for this claim. He uses these principles in his course at UCLA, and some of his students, most notably Alan O'Day, who wrote the Helen Reddy hit, "Angel Baby," have already sold their first song.

Despite the "academic" basis of the book, the chapter titles suggest that this is not an ivory tower tome, but a practical guide, a how-to book on all facets of songwriting. Chapters such as "Choosing the Right Publisher," "Writing Commercials," "The Anatomy of a Hit," and "Joining ASCAP, BMI or SESAC" reflect this practicality, while "The Rhyming Revolution," "Basic Melodic Points," and "Musical Progressions and Sequences" emphasize that this is a technical work as well.

Although there have been other how-to



Hirschhorn and Kasha

songwriting books by Tommy Boyce, Harvey Rachland and Tom T. Hall, Kasha feels that these were actually autobiographies with the songwriting information apparently thrown in as an afterthought.

### 13 Gold Records

Kasha was the youngest A&R director at CBS Records when in 1962 he discovered his future partner, Joel Hirschhorn. Since then, their collaboration has yielded 13 gold records and a total of \$50 million in sales. They have written numerous film and TV scores, including an Oscar-nominated song from the Disney film, *Pete's Dragon*.

The two recently completed rewriting the libretto and composing eight new songs for *Seven Brides for Seven Brothers*, which will open on Broadway in September.

Perhaps their most ambitious project will be doing similar chores for several MGM movie musicals, including the Fred Astaire vehicle, *Daddy Long Legs*, which will tour the country as stage productions and later be broadcast on network television.

In addition to his academic duties, Kasha, along with Hirschhorn, writes a column for *Songwriter Magazine*, and both men were judges at the 1978 American Song Festival.

Hirschhorn, a soft-spoken man of few words, likes to emphasize the practical side of songwriting. "As Irving Berlin said a long time ago," Hirschhorn says, "You can't whistle chords."

## Reflections From The Trail: Charlie Daniels Shoots Gold

by Jennifer Bohler

NASHVILLE — With a million miles of music behind him, Charlie Daniels is in an extremely good mood these days. And why shouldn't he be? When he talked to *Cash Box* last week, he had just been notified that his group's single, "The Devil Went Down To Georgia," was certified gold. And the week before that, the album, "Million Mile Reflections," from which the single was culled, turned platinum. As if that isn't enough, he is riding high on the #1 position on both the *Cash Box* Country Single and Album charts for the second week in a row. And in the pop section, both the single and LP are climbing through the Top Five.

Remarkably, in the 21 years the North Carolina native has been involved professionally in the music business, and more important, in the eight years he has been with the Charlie Daniels Band, this is his first #1 hit.

To quote Daniels, he is "ecstatic, tickled to death about it. What can I say? All the

good things you can think of, that's the way I feel about it. Me and Hazel (his wife), opened up a bottle of champagne when I found out."

But "The Devil . . ." was almost the hit that never was, to hear Daniels tell of it.

"I had the idea for the song, a different sort of thing, but it never did materialize," related Daniels. "Then as we got on into the album, we found that we didn't have a fiddle tune (Daniels is the king pin of fiddlers). We decided we had to have one, so we took about a three day break out of our recording schedule and just went in and wrote it. There's nothing more romantic about it than that. That's just how it happened. Sometimes those things are the one."

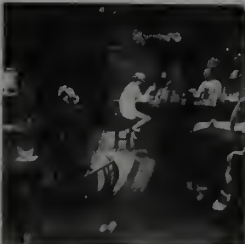
The Charlie Daniels Band, which Daniels respectfully refers to as "one of the best bunch of musicians I've ever worked with," is comprised of Tom Crain, Joe "Taz" DiGregorio, Charlie Hayward, Jim Marshall and Fred Edwards.

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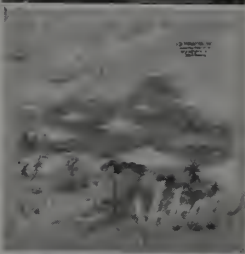
**IN THROUGH THE OUT DOOR — Led Zeppelin — Swan Song SS 16002 — Producer: Jimmy Page — List: 8.98**

Fans of the "Physical Graffiti" album will revel in this long awaited LP by these heavy metal kings. John Paul Jones steps to the forefront on this album and shows his expertise on the keyboards while Messr. Page is content to keep the rhythms going on guitar. Plant's famous moans and wails are, as usual, in peak form throughout the album. A boogie woogie number called "Hot Dog" and the "Ocean" sounding "In The Evening" should keep Zep fans rambling on for quite sometime.



**VOLCANO — Jimmy Buffett — MCA-5102 — Producer: Norbert Putnam — List: 8.98**

This sunbleached, Florida Keys songwriter has always been a walking advertisement for the good life of sailing, rum and visits to tropical islands. While Buffett doesn't break any new ground thematically or musically on "Volcano," he does manage to come up with his most consistently pleasing album yet. His breezy acoustic ballads and Caribbee flavored rockers will please AOR and adventuresome Top 40 programmers once again.



**LADIES' NIGHT — Kool And The Gang — Delite DSR-9513 — Producer: Eumir Deodato — List: 7.98**

It's been some time but "Ladies' Night" is here and it was worth the wait. Robert "Kool" Bell and his boys have come up with an irresistible collection of disco/funk songs. The band's slick compositions are produced brilliantly by Eumir Deodato, and "J.T." Taylor's vocals are silks perfection. The title cut, "If You Feel Like Dancin'" and "Too Hot" are the ones to listen for on this LP.



**YOU'RE ONLY LONELY — J.D. Souther — Columbia JC 36093 — Producer: J.D. Souther — List: 7.98**

Souther is most famous for penning such Linda Ronstadt classics as "Prisoner In Disguise" and "Faithless Love." However he is a great solo artist in his own right. On "You're Only Lonely," Souther reaffirms his position as one of the pillars of South California's rock society. Two shimmering ballads "The Last In Love" and "White Rhythm And Blues" and the rockin' "Till The Bars Burn Down," a classic statement about L.A. night life, are the album's highlights.



**TAKE IT HOME — B.B. King — MCA-3151 — Producers: Various — List: 7.98**

Listening to B.B. King is akin to a relaxing evening at home where, even though you got the blues, things will all work out somehow eventually. With ample help from a couple of Crusaders (Joe Sample, Wilton Felder and "Stix" Hooper) on back-up and song writing duty, B.B. has undoubtedly produced the best album he and "Lucille" have recorded in years. His jive-avuncular vocal delivery and silk-smooth guitar work flows as unfettered and purposeful as the muddy Mississippi on its way to New Orleans.



**BEAR — Richard T. Bear — RCA AFL1-3313 — Producer: Jack Richardson — List: 7.98**

Bear's majestic piano chordings and gritty vocals are reminiscent of Springsteen, but on "Bear" the hairy one shows that he has his own distinct musical identity. Bear's dramatic compositions deal with escape, the highway and nocturnal love, and his music, searing rock with a melodic piano edge, suits the lyrical themes nicely. The overpowering "Breaking Out Tonight" and the low down "Love Stealer" are the key cuts here.



**STREET LIGHT SHINE — The Shirts — Capitol ST-11986 — Producer: Mike Thorne — List: 7.98**

Oh, yes. The Shirts. Punk band, right? Wrong. This is The Shirts' second album and one which seems to grab hold of that elusive animal called "creative originality" and strip it of its golden fleece. Punkoid head-banging never occurs at all here. "Outside The Cathedral Door" (for example) is a glorious, dirge-like full harmony hymn that will conjure up images of Annie Haslam's "Renaissance" rather than Dee Dee Ramone's "Pin Heads."



**ANOTHER CHA-CHA — Santa Esmeralda — Casablanca NBLP 7175 — Producers: Jimmy Skorsky and Jean Manuel De Scarno — List: 7.98**

Santa Esmeralda returns with an album that should be a successful follow up to last year's "Don't Let Me Be Misunderstood." This time the latin/disco band is showcasing a piece entitled "Another Cha-Cha," and it features a sort of Copacabana horn sound with the usual steady rhythm kick. The song which takes up all of a side one should be a smash on the dance floors, a la its predecessor.



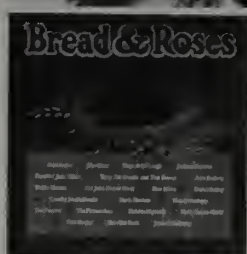
**NO ACCIDENT — Larry Raspberry And The Highsteppers — Mercury SRM 1-3782 — Producer: Ralph Murphy — List: 7.98**

This veteran rock 'n' roller writes songs about older women and ladies of the evening, and delivers them to the listener in a frenzied 4/4 style. His raucous voice is also suited to some bluesy, piano flavored ballads which are in evidence throughout the LP. "Betty," a sizzling rocker, and "Please Forgive A Fool," a plaintive ballad, are the prime cuts on the album. For AOR and Top 40 lists.



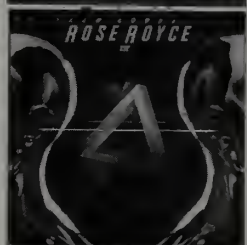
**INTO THE MUSIC — Van Morrison — Warner Bros. HS 3390 — Producer: Van Morrison — List: 8.98**

Few singers in contemporary music can put out as much excitement or sing with the abandon as Van "The Man" when he has a horn section behind him. Happily, on "Into The Music" Van has horns and that swirling violin of his "Astral Weeks" period augmenting his fabulous Irish blue-eyed soul vocals. Two emotion filled epics, "And The Healing Has Begun" and "You Know What They're Writing About" are the showcase tunes on the album.



**BREAD & ROSES — Various Artists — Fantasy F-79009 — Producer: Various — List: 11.98**

album is a must for folk enthusiasts as some of the genre's place at the first annual Bread & Roses Festival of Acoustic Music at Berkeley's Greek Theatre in October of 1977. The album is a must for folk enthusiasts as some of the genres greatest artists are in peak form on this waxing. Standout performances are turned in by Jackson Browne, Dan Hicks, Hoyt Axton, Ramblin' Jack Elliott, Richie Havens and Maria Muldaur. For AOR programmers who need a fine, mellow audi.



**RAINBOW CONNECTION — Rose Royce — Warner Bros. WHS 3387 — Producer — Norman Whitfield — List: 7.98**

This platinum act has the ability to segue from a lovely ballad to a torrid funkathon, and that transition is evident on "Rainbow Connection." The band, headed up by lead vocalist Gwen Dickey, has a tremendous harmony range, and sometimes the vocal arrangements are as wild as the funky bass lines. Norman Whitfield's production is more adventuresome than the last few outings, and this album should go high on the B/C charts.



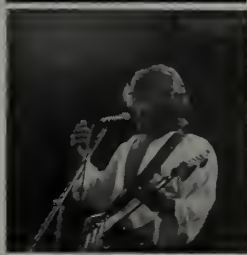
**AMERICAN BOY & GIRL — Garland Jeffreys — A&M SP-4778 — Producers: Roy Garcia and Garland Jeffreys — List: 7.98**

This album is a great follow up to last year's "One Eyed Jack" LP. Jeffreys' urban rock tales are the musical equivalent of the great American short story. He is one of music's most eloquent and sophisticated singer/songwriters. His music, a mixture of rock, blues and reggae influences, is the perfect vehicle for his penetrating looks at modern society. "Night of The Living Dead," a putdown of the social elite, and "Matador," an ode to Ernest Hemingway, are the LP's best tracks.



**FRANCE JOLI — Prelude PRL 12170 — Producer: Tony Green — List: 7.98**

This lovely Montreal-based songbird is only 16 and, if her debut effort is any indication, she has a long disco career ahead of her. Tony Green's sterling production work and catchy dancin' arrangements provide a rhythmic setting for her soaring vocals. "Come To Me," a 9:34 disco barn burner, and the saucy "Playboy" are guaranteed to please the dancin' crowd.



**SHAKE HANDS WITH THE DEVIL — Kris Kristofferson — Columbia JA 36135 — Producer: David Anderle — List: 7.98**

While Kristofferson has a somewhat erratic recording career, he has come up with a tasty album this time around. Opening with the rockin' title cut, Kristofferson grabs the listeners attention, with his deep whiskey soaked voice, and keeps it until the last strains of the lilting "Fallen Angel" on side two. Two ballads, "Seadream" and the somewhat biographical "Whiskey, Whiskey" are the top cuts.



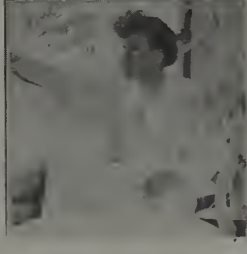
**I-GAMMA — Elektra 6E-219 — Producer: Ken Scott — List: 7.98**

Just when everyone thought Ronnie Montrose was single-mindedly determined to turn down the music, he resurfaces with pyro-technically oriented Gamma and Ken Scott (no less) at the control board. Heavy synthesizer tracking coupled with Montrose's soaring guitar work shoot the entire proceedings pell mell into outer space (where this album is basically coming from to begin with). Gamma is a more than welcome entrant into that area of Anglo progressive rock.



**BAMA — Free Flight AHLI-3440 — Producer: Jim Vienneau and Bama — List: 7.98**

Bama proves that it is one versatile musical outfit on its debut LP. The album includes some fine MOR ballads, a catchy disco/funk number and some streamlined southern rockers. The threesome's tight compositions and sweet silky harmonies are augmented nicely by the Muscle Shoals Horns on this nifty first recording. Bama is suited to a variety of lists, but "Show Me Your Love" could become an A/C hit.



**THE GOOD LIFE — Bobbi Humphrey — Epic JE 35607 — Producer: Ralph MacDonald — List: 7.98**

This singer/flutist has quite a jazz background as she studied under Hubert Laws and is an alumnus of Herbie Mann's band. On "The Good Life" her sensual vocals are in the limelight as much as her superb flute playing. Although the material has a strong jazz feel, there are excursions into disco and pop throughout the LP. The upbeat title tune and the funky "Love When I'm In Your Arms" are two of this LP's many highpoints. Suited to a variety of lists.

## RCA Will Acquire C.I.T. Financial Corp.

NEW YORK — RCA Corporation and C.I.T. Financial Corporation, a financial service concern, have agreed, in principle, for the acquisition of C.I.T. by RCA at a price of \$65 per share of C.I.T. common stock. Forty-nine percent of the C.I.T. shares would be acquired for cash, and the remainder would be acquired for a package of RCA straight preferred and convertible preferred stocks. Based upon approximately 20.75 million C.I.T. shares outstanding, the transaction would have a total value of \$1.35 billion.

The transaction, as structured, will permit C.I.T. shareholders to obtain tax-free treatment if they receive only RCA securities in the transaction.

A statement issued jointly by RCA and C.I.T. read, "At the next regular meeting of the RCA Board of Directors on Wednesday, September 5, it is contemplated that the Board will act on a definitive merger agreement between RCA and C.I.T."

## Walters Taps Saffian, Forms Publishing Co.

NEW YORK — Sol Saffian, the former head of the black contemporary music division at the William Morris Agency, has been named executive vice president of Norby Walters Associates.

Saffian will be headquartered at the Walters office in Beverly Hills and will oversee the TV and film department, as well as personal appearances. His duties will also include signing new artists, development of production deals and packaging European artists for the U.S. markets.

Prior to his three-year stint at William Morris, Saffian was involved in the ATI Agency with Jeff Franklin and Ira Blacker. He has also worked at ABC and GAC.

### New Publishing Company

In addition, Norby Walters Associates have formed a publishing division known as Mega-Star Music. Mega-Star will be managed by Barry Yearwood and is located at 1299 Avenue of the Americas, suite 264. Songwriters are encouraged to send cassette tapes to Mega-Star in a self-addressed envelope.

## Josephson Associates Earnings Up In 78-79

LOS ANGELES — Marvin Josephson Associates, Inc., a company with interests in talent agencies for the entertainment and literary professions, plus radio and television operations, reported an increase in revenues and profits for the fiscal year ending June 30, 1979.

Total revenues of \$37,654,900 represented a 19% gain over 77-78 figures, while profits of \$5,230,200 were up 28% over the same period. Both totals were all-time highs for the company.

As a result, earnings per share jumped 25% to \$2.03. An average of 2,572,533 shares and common stock equivalents were outstanding in 78-79, as opposed to 2,517,246 shares and equivalents for 77-78.

Fourth quarter totals were also impressive, with revenues jumping 18% to \$8,909,600 and profits up 4% to \$819,300 over the fourth quarter of 77-78.

## Stone Forms Company

LOS ANGELES — Butch Stone, former president of Black Oak Arkansas Inc. for the past 14 years, has formed Butch Stone Enterprises, Inc., a full-service production, publishing and management firm which will be based in Los Angeles. Stone and his company will be actively involved in the development of new talent in addition to other duties.

The firm is located at 9229 Sunset Blvd., Suite 813, Los Angeles, Calif. 90069. The phone number is (213) 788-8620.



Danny Davis

## Davis Appointed Promotion VP At Casablanca

LOS ANGELES — Danny Davis, former senior vice president of promotion at Motown, has been named vice president of promotion at Casablanca Record and FilmWorks.

Davis had been named to the senior VP spot at Motown only six weeks ago, prior to which time he was in charge of promotion for the label.

Before signing on at Motown in 1978 Davis was president of Screen Gems Publishing.

Davis said that his departure from Motown was amicable, adding that he will advise the new Motown promotion vice president, Skip Miller, during a short transition period.

## Cheslaw, Hersh Form Management Company

LOS ANGELES — Paul Cheslaw and Al Hersh, personal managers for recording artists Tom Scott and the group McGuinn, Clark and Hillman, have opened up joint management offices in Santa Monica, Ca.

Cheslaw will continue to operate his Crimson Studio, formerly The Beach Boy's Brother Studio, as well as handling L.A.-based power pop group, the Falcons.

Hersh was most recently involved in handling McGuinn, Clark and Hillman during their recently-completed world-wide tour and debut LP. He has also served on the touring staff of Bob Dylan's Rolling Thunder Revue.

## American Bandstand To Be Seen Live In Japan

LOS ANGELES — The Aug. 25 taping of Dick Clark's American Bandstand will be broadcast live in Japan as part of the 24-hour "Love Saves The Earth" telethon. The show, which will air in the U.S. on Sept. 15, will be shown in Tokyo in the early morning hours of Aug. 26 via the NTV network. Guests include the Beach Boys and Japanese act Shogun.

## Kreiss-Chapin, Inc. Opens Mgmt. Office

LOS ANGELES — Steve Kreiss and Allan Chapin have formed Kreiss-Chapin Organization, a personal management and production firm. Their offices are located at 8111 Beverly Blvd. in Los Angeles. Phone: (213) 653-2194.

## Connelly Leaves CEA, Forms Boston Mgmt.

LOS ANGELES — Jack Connelly has left CEA, Inc. of Boston to form Boston Management with Sam Bell. Connelly and Bell, who is now handling Phil Garland's "Nightstar," have opened up offices for the new firm in both Boston and New York.

**Cataldo Named At Polydor** — Bill Cataldo was appointed national promotion director, Polydor Records. He comes to Polydor from a similar post at Atlantic Records, which he joined in 1974 as local promotion representative based in Miami. In January, 1977, he became the label's New York local promotion rep.

**Hutchinson Named At GRT** — Jerry Hutchinson has been named general manager, custom division at GRT Corporation's Nashville, Tennessee operation. He joined the company in 1968 in Sunnyvale, California, and was named plant manager in 1977. He moved to Nashville in July, 1979, as plant manager of Records and Tapes.

**Harris Promoted At MCA** — Roger Harris has been promoted to Cincinnati branch manager for MCA Distributing Corporation. Harris, who has been a salesman in the MCA Chicago branch for three years, had previously managed Sound Town in Dallas, and was a buyer at Sound Warehouse in Chicago.

**Craig Appointed** — Schwartz Brothers has announced the appointment of Nancy Craig as director of sales promotion for the Schwartz Brothers/Harmony Hut Stores. Formerly with the Taubman Co., she has had 13 years of promotional experience including marketing and advertising for a non-profit agency, retail fashion store and shopping center developer.

**Strickoff Named At CBS** — CBS Records has announced the appointment of Joe Strickoff to associate director, print, CBS Records. He joined CBS Records in 1976 as manager, print advertising.

**Polydor Promotes Wood** — Rich Wood has been promoted to southern regional marketing manager for Polydor Records. He was previously the local manager for Polydor in Atlanta. Before that, he held down the post of operations manager at KINT in El Paso, Texas, for five years.

**Gagliano Promoted At Polygram** — Polygram Distribution has announced the promotion of Joe Gagliano to Cleveland branch sales manager. He has been with Polygram Distribution since 1975, serving as Cincinnati salesman, working out of the Cleveland Branch. Prior to joining Polygram Distribution, he held the positions of merchandiser and more recently salesman for ABC Records in Cleveland.

**Midsong Names Steinmetz** — Midsong Records has announced that Eric Steinmetz has been named assistant to the president. He is a 25 year veteran of the record industry and has served in various capacities with different companies through the years.

**Pasha Promotes Sumner-Davis** — The Pasha Music Organisation, Inc. has announced the promotion of Ann Sumner-Davis to executive director-administration of the Pasha Group of Companies.

**Eisner Promoted At MCA** — Susan Eisner has been promoted to office manager, east coast, at Infinity Records. She previously held positions with Elektra/Asylum and Motown in New York before joining Infinity in October 1978.

**Blum Named At Arista** — Linda Blum has been named professional manager west coast of the Arista Music Publishing Group. She was formerly with Landers-Roberts Enterprises.

**Two Appointed At CBS Records** — CBS Records has announced the appointment of Irene Edwards and Carol A. Roberts to field credit managers, Santa Maria, CBS Records. Edwards previously served as assistant field credit manager, Santa Maria, CBS Records. She joined CBS in 1978 after having held positions in credit management with Lever Brothers and GAF Corporation. Roberts has been active in credit management, having recently served as a divisional credit manager for Dictaphone Corporation and with the GRT Corporation.

**Hutchinson Appointed At CBS** — CBS Records has announced the appointment of Earl Hutchinson to merchandiser, New York Branch, CBS Records. He has worked professionally as a musician and has been involved with diversified forms of music from an early age.

**Midsong Appoints Meyer** — Midsong Records, has announced the appointment of Marjee Meyer as national promotion coordinator. She was formerly with TAR productions where she was assistant to the president.

**Lowe To Prelude** — Bob Lowe has joined the promotion department of Prelude Records as national coordinator-disco promotion.

**Musexpo Expands Staff** — Musexpo has announced the appointment of marketing representatives in the west and the east coast. Michele Elyzabeth & Associates have been retained as west coast representatives. Prior to starting her own firm in 1978, she was a publicist with Rogers & Cowan since 1973. In New York, Frank Newman was appointed east coast coordinator. Prior to joining Musexpo, he was creative director at Manhattan Advertising since 1974.

**McCaskill Joins ASCAP** — The American Society of Composers, Authors and Publishers has announced the appointment of Eric McCaskill to membership representative in the Los Angeles office. Most recently, he handled production work, on an independent basis, for Marvin Gaye and Norman Connors. Prior to that, he was professional manager for Almo-Irving Music working with such writers as Homer Banks and Carl Hampton.



**BALDRY'S 'OUT' AT WHISKY, GETS PLATINUM** — EMI America recording artist Long John Baldry, the veteran British rock musician, put on a simply "mad" show recently at the Whisky in Hollywood and was presented afterwards with a platinum award for sales of his latest LP, "Baldry's Out," in Canada. Pictured backstage are (l-r): Don Grierson, EMI America/United Artists Records vice president of A&R; Kathi McDonald, Baldry cohort and singer; Long John Baldry; Jim Mazza, EMI America/United Artists Records president; and Gary Gersh, EMI America/United Artists Records A&R.

# MERCHANDISING

## SINGLES BREAKOUTS

- Pickwick — Midwest**  
CHEAP TRICK  
PATRICK HERNANDEZ  
MOON MARTIN
- Harmony Hut — Washington**  
CARS  
COMMODORES  
FUNKADELIC  
M  
DIANA ROSS
- Sound Warehouse — San Antonio**  
ATLANTA RHYTHM SECTION  
KC & SUNSHINE BAND  
M  
MANFRED MANN'S EARTH BAND  
SNIFF 'N' THE TEARS
- Harmony House — Detroit**  
CRUSADERS  
LOBO  
M
- Waxie Maxie — Washington**  
ATLANTA RHYTHM SECTION  
BLACKFOOT  
MICHAEL JACKSON  
LOBO  
MOON MARTIN  
JOHN STEWART  
DONNA SUMMER
- Spec's — Miami**  
LOBO
- Poplar Tunes — Memphis**  
HERB ALPERT  
ASHFORD & SIMPSON  
CHEAP TRICK  
FUNKADELIC  
NICK LOWE  
M  
SNIFF 'N' THE TEARS
- Tower — Los Angeles**  
BRIAN ADAMS  
LENE LOVICH  
NAUGHTY SWEETIES  
ROXY MUSIC  
SISTER SLEDGE  
JOHN STEWART  
DONNA SUMMER
- 1812 Overture — Milwaukee**  
ATLANTA RHYTHM SECTION  
CHICAGO  
COMMODORES  
CRUSADERS  
IAN GOMM  
IAN HUNTER  
CURTIS MAYFIELD  
MARY MACGREGOR  
ROBERT PALMER  
BRENDA RUSSELL
- Tower — Seattle**  
DOOBIE BROTHERS  
BOB DYLAN
- Record World, T.S.S. — New York**  
CHICAGO  
M
- Richman Bros. — Philadelphia**  
BECKMEIER BROTHERS  
COMMODORES  
LOUISE GOFFIN  
NEW ENGLAND  
OAK  
BRUNI PAGAN  
BONNIE POINTER  
JOHN STEWART  
JENNIFER WARNES
- Western Merch. — Amarillo**  
EARTH, WIND & FIRE  
PATRICK HERNANDEZ  
LITTLE RIVER BAND  
BONNIE POINTER  
SUPERTRAMP
- Peaches — Columbus**  
ATLANTA RHYTHM SECTION  
FERN KINNEY  
NICK LOWE  
M  
JACKIE MOORE  
PEACHES & HERB  
ROCKETS  
DIANA ROSS  
DONNA SUMMER  
BRAM TOHAJKOVSKY
- P.B. One Stop — St. Louis**  
ATLANTA RHYTHM SECTION  
M  
DONNA SUMMER
- Alta — Phoenix**  
M

## WHAT'S IN-STORE

**STORE OPENINGS** — Streetside Records has opened their third outlet in the St. Louis County area in Creve Coeur at 742 No. New Ballas Rd. The 4,400 square footer features an enclosed classical department. Opening day was highlighted with a **Michael Stanley** ribbon-cutting along with giveaways for T-shirts, concert tickets, a stereo system, and appearances by local radio personalities. . . . A new **Crickets Store** will also be opening soon in the St. Louis area. **Backstage Records**, a new outlet, is also moving into the active St. Louis retail scene. . . . **Great American Music** is adding another store in the Minneapolis area.

**IN STORE** — First off, it's **Oasis Records** (National Record Mart) of Pittsburgh with the only **Kansas** in-store on their current tour. 1,500 showed up and lined around the store for the two-hour appearance. Members of the band picked winners for prizes which included tour jackets, four pair of concert tickets, and autographed Kansas stand-ups. In addition, all employees dressed up as Indians to accent the back picture of the "Monolith" cover which was constructed in the store. According to Doug Laufer of NRM, "it was the best, most organized in-store we've ever done." It was all tied together with "Kansas Week" at all Oasis Stores backed with displays and radio spots. A Paul Anka-Las Vegas trip is also coming up at all area National Record Mart stores. Also, Blackfeet was in for an appearance at NRM's Charleston store. . . . 2,500 people came out to see Dean, of Jan & Dean at **Record Theatre** in Cincinnati. **Dean** spent 3 1/2 hours of "solid autographing" with the enthusiastic crowd. The appearance was tied in with a nostalgia day featuring antique cars and a skateboard demonstration. According to manager Bob Myers, "It was our most successful in-store as far as product movement." . . . **Peaches/Orange** sponsored a 130-second grab-what-you-can spree recently. However, this one was done on roller skates. The winner only got away with \$80 worth of merchandise due to the fact that she was a "fair, but excited skater and was falling all over the place." Local television covered the event in co-operation with WPOR radio. **Southside Johnny** also did an in-store in Orange as well as Peaches/Cleveland.

**HARD ROCKIN' TOWN** — So just where is the rock 'n' roll capitol of the U.S.A.? Well, a lot of cities make the claim, but mostly just out of self-indulgence. Most city residents actually believe it, but in reality are just falling victim to a sharp promotion team at an area AOR. In reality, it would be extremely hard to pinpoint THE rockin' region by retail sales alone. However, one thing is for sure, when it comes to The Heavy Metal Capital City in the top 50 states, the winner hands down and volume up is San Antonio, Texas. What other city can claim **Judas Priest** and **Scorpions** catalogue as top twenty items? All new heavy metal releases shoot straight into the top thirty and don't sit in a breakout stage awaiting airplay to stimulate sales. So, San Antonio, take a bow. . . . "What's In-Store" awards you the Golden Concert Encore Lighter. Turn it up.

**CUSTOMER QUOTE OF THE WEEK:** "Whad'ya mean Led Zeppelin ships next week? I heard it on the radio yesterday."

**REGIONAL ACTION** — **Ian Hunter** single in the midwest. . . . **Dylan** and **Dave Edmunds** singles on the west coast. . . . **Cameo** single in the east. . . . "HavanaH Jam" LP jumping out in Miami. . . . "Americathon" soundtrack in L.A. . . . **Sweetbottom**, **Matrix**, and **Yipes** breaking out in Milwaukee. . . . **Duross** in San Francisco. . . . "Rocky Horror Picture Show" still top twenty in Seattle. . . . And **Sammy Hagar** LP is NOT breaking exclusively in San Francisco.

**ENDS & ODDS** — Lou Fogelman of **Music Plus** in L.A. states that business is up 15% since the chain began selling L.A. Aztec soccer tickets. . . . The list price on the Fantasy Records 79000 double LP series has gone from \$9.98 to \$11.98. . . . **Stevie Wonder** is endorsing TDK tape product. . . . Capitol Records is re-issuing the **Minnie Riperton** Epic catalogue at \$4.98. . . . The **Fabulous Thunderbirds** on Takoma Records are **Muddy Waters'** favorite band. . . .

Did you know that **Toby Beau** is named after a Gulf Of Mexico shrimp boat? Did you also know that **Larry Raspberry** (Mercury) was the lead singer for **The Gentry's**? . . . But you probably know the mistake last week in saying that **Wha-Koo's** David Palmer played with **Frank Zappa** and **Rare Earth**. Oops. . . . it was **Ronnie Fransen**, Wha-Koo's keyboard player.

marty sobol

## ALBUM BREAKOUTS

- Record Bar — Chicago**  
MICHAEL JACKSON
- Chicago One Stop — Chicago**  
BOHANNON  
FIVE SPECIAL  
PATRICK HERNANDEZ  
MICHAEL JACKSON  
B.B. KING  
"MAIN EVENT"  
JACKIE MOORE  
PLEASURE  
BILLY PRESTON  
TOWER OF POWER
- Tower — Seattle**  
CHICAGO  
MICHAEL JACKSON  
GARLAND JEFFREYS  
IAN LLOYD  
TOM VERLAINE
- Waxie Maxie — Washington**  
J.J. CALE  
CHARLIE  
CHICAGO  
MOON MARTIN  
"MORE AMERICAN GRAFFITI"  
SOUTHSIDE JOHNNY
- Spec's — Miami**  
CHICAGO  
NICK LOWE  
NEU YOUNG
- Harmony House — Detroit**  
MICHAEL HENDERSON  
SNIFF 'N' THE TEARS  
TALKING HEADS
- Licorice Pizza — Los Angeles**  
CHIC  
CHICAGO  
COMMODORES  
MICHAEL JACKSON  
ROBERT JOHN  
KINKS  
TALKING HEADS  
PAT TRAVERS  
DIONNE WARWICK
- Korvettes — National**  
"A NIGHT AT STUDIO 54"  
ABBA  
CHIC  
COMMODORES  
BILLY FALCON  
LITTLE RIVER BAND  
CAROLYNE MAS  
DIANA MAS  
DIANA ROSS  
SOUTHSIDE JOHNNY  
PAT TRAVERS
- Cavages — Buffalo**  
ASHFORD & SIMPSON  
CHICAGO  
MICHAEL JACKSON  
MINNIE RIPERTON  
TALKING HEADS
- Peaches — Memphis**  
ASHFORD & SIMPSON  
MICHAEL JACKSON  
BOB JAMES  
MASS PRODUCTION  
"MUPPET MOVIE"  
NIGHT  
REO SPEEDWAGON  
ROBIN WILLIAMS
- Fathers & Sons — Indianapolis**  
AC/DC  
CHARLIE  
CHICAGO  
ELLEN FOLEY  
SAMMY HAGAR  
MICHAEL JACKSON  
CAROLYNE MAS  
RANDY NEWMAN  
PRISM  
TALKING HEADS  
GEORGE THOROGOOD
- Dan Jay — Denver**  
CHICAGO  
RY COODER  
MICHAEL JACKSON  
NICK LOWE  
ROBERT PALMER  
RAINBOW  
RAYDIO  
RECORDS  
SOUTHSIDE JOHNNY  
PAT TRAVERS
- Strawberries — Boston**  
TIM CURRY  
DAVE EDMUNDS  
ELLEN FOLEY  
LOUISE GOFFIN  
IAN GOMM  
GRUPPO SPORTIVO  
MICHAEL JACKSON  
DAVID JOHANSEN  
BRACE JONES  
NILS LOFGREN  
GARY NUMAN & TUBEWAY ARMY
- Handleman — National**  
"A NIGHT AT STUDIO 54"  
CAMEO  
COMMODORES  
KNACK  
LITTLE RIVER BAND  
STEPHANIE MILLS  
ELVIS PRESLEY  
DIANA ROSS  
BILLY THORPE  
DIONNE WARWICK
- Disc Records — Texas**  
AC/DC  
B-52'S  
CHIC  
CHARLIE DANIELS BAND  
SAMMY HAGAR  
RANDY NEWMAN  
SAD CAFE  
TALKING HEADS  
GEORGE THOROGOOD
- P.B. One Stop — St. Louis**  
AC/DC  
NICK LOWE  
"MUPPET MOVIE"
- Peaches — Columbus**  
ASHFORD & SIMPSON  
J.J. CALE  
CHIC  
MICHAEL JACKSON
- Tower — San Francisco**  
MICHAEL JACKSON  
MOON MARTIN  
PLEASURE  
GERRY RASFERTY  
DIANA ROSS  
TRIUMPH
- Richman Bros. — Philadelphia**  
ASHFORD & SIMPSON  
CHIC  
BOB JAMES  
STEPHANIE MILLS  
ROBERT PALMER  
SNIFF 'N' THE TEARS
- Peaches — Dallas**  
LOUISE GOFFIN  
RANDY NEWMAN  
SOUTHSIDE JOHNNY  
TALKING HEADS
- Pickwick — National**  
AC/DC  
CHIC  
COMMODORES  
MAYNARD FERGUSON  
BOB JAMES  
ROBERT JOHN  
LITTLE RIVER BAND  
"MORE AMERICAN GRAFFITI"  
"MUPPET MOVIE"  
REO SPEEDWAGON  
"ROCKY II"  
SNIFF 'N' THE TEARS
- Radio Doctors — Milwaukee**  
AC/DC  
ATLANTA RHYTHM SECTION  
CHICAGO  
SAMMY HAGAR  
MICHAEL JACKSON  
SCORPIONS  
SWEETBOTTOM  
TALKING HEADS  
DIONNE WARWICK  
ROBIN WILLIAMS  
YIPES
- Odyssey Records — Santa Cruz**  
AC/DC  
ASHFORD & SIMPSON  
CHIC  
CHICAGO  
COMMODORES  
DAVE EDMUNDS  
MICHAEL JACKSON  
RANDY NEWMAN  
SNIFF 'N' THE TEARS  
TOWER OF POWER
- Sam Goody — New York**  
CAMEO  
FLASH & THE PAN  
MAXINE NIGHTINGALE  
PLEASURE  
SNIFF 'N' THE TEARS



**A 'SHOCKING' IN-STORE FOR NUGENT** — Epic recording artist Ted Nugent made a personal appearance at Great American Music in Minneapolis recently, where he was "shocked" by over 3,000 fans seeking his autograph. The promotion was put together by radio station KQRS, CBS and the store, in support of Nugent's "State Of Shock" LP. Nugent fan Mike Copek won an autographed Ted Nugent pinball machine. Pictured are (l-r): Dick Olmstead, Gamco Advertising; Ira Heilicher, Gamco president; Gary Wisner, CBS promotion; Nugent; Randy Preuss, local Columbia representative; Barb Johnson, local CBS representative; and Taq Hammer, KQRS program director.

### TOP SINGLE BREAKOUT OF THE WEEK

POP MUZIK — M — SIRE

### TOP ALBUM BREAKOUT OF THE WEEK

OFF THE WALL — MICHAEL JACKSON — EPIC

## Westchester Theatre Defendants Sentenced

NEW YORK — Four men were sentenced to various prison terms in Federal District Court last week in connection with the bankruptcy of the Westchester Premier Theatre.

Judge Robert W. Sweet sentenced the theatre president to four and a half years in prison and fined him \$5,000. Del Palma, who had pleaded guilty to bankruptcy and securities fraud charges, will begin serving his sentence November 15. Eliot Weisman, 41, of Scarsdale, N.Y., was sentenced to six and a half years and fined \$15,000. Louis Pacella, 57, of Fort Lee, N.J., was sentenced to two years and fined \$5,000. He had pleaded guilty to tax evasion charges. Salvatore Cannatella, 42, of Williamsville, N.Y., was sentenced to one year and a day. A fifth defendant, Richard Fusco, 43, of Yonkers, will be sentenced at a later date by Judge Sweet.

The defendants took part in a "seven-year pattern of racketeering which defrauded hundreds of innocent investors and creditors of millions of dollars," according to Nathaniel Akerman, an assistant United States attorney.

## 'Songwriter Expo '79' Attracts Over 1,000

LOS ANGELES — Featuring classes, workshops, and various discussions conducted by industry veterans, the BMI-sponsored Alternative Chorus Songwriters Showcase drew over 1,000 to the Songwriter Expo '79, held Aug. 18-19 at Immaculate Heart College in Hollywood. Designed to educate writers and performers, the expo was highlighted by various panels, including "Country Music," led by historian Hugh Cherry; "Black Music," moderated by Soul Magazine editor Leonard Pitts, and "New Wave," headed by Claude Bessey, editor of Slash Magazine.

## Davis, Daniels Band Set For TV Special

LOS ANGELES — Columbia recording artist Mac Davis and Epic recording group The Charlie Daniels Band have been signed to guest star on Kenny Rogers' second CBS-TV special, "Kenny Rogers and The American Cowboy."

The show will feature performances by Davis and the Daniels band with Rogers, to be filmed Sept. 15-16.

## Mitchell Signs Prod., Recording Deal With Bearsville Label

LOS ANGELES — Veteran Memphis musician and producer Willie Mitchell has signed a long-term contract with Bearsville Records, both as an artist and exclusive producer for the label. Mitchell, who was formerly a vice president for Hi Records at the time it was sold to Cream in the late '50s, has produced Al Green and Denise LaSalle among others. His most recent production credit was the new LP "Hi" from Bearsville's Elizabeth Barracough. Mitchell also co-wrote The Doobie Brothers' "Echoes Of Love" with Earl Randle and Patrick Simmons and penned Bob Seger's "Come To Poppa," with Randle as well.

## Video Seminars Posted

NEW YORK — Knowledge Industry Publications will offer 18 advanced seminars on video techniques October 16-18 during Video Expo at the New York Statler.

Among the topics to be discussed are "Video Disc, LVR and half-inch Technology; Where Are We?"; "Cost Accounting for Video Departments" and "Advanced Need Analysis; Re-evaluate Your Present Video Operation."

Additional information and registration materials may be obtained by writing to Knowledge Industry Publications, Inc., 2 Corporate Park Drive, White Plains, N.Y. 10604 or by calling 800-431-1880 or 914-694-8686.

## Hall Of Fame Entry Forms Sent By NARAS

LOS ANGELES — Entry Forms for nominations to the National Academy of Recording Arts & Sciences' Hall Of Fame have been sent to members of the Academy and are due in the NARAS office on or before Sept. 8. The recommendations will then be sent to the 90-member Nominations and Elections Committee which will determine next year's entrants through two rounds of voting.

## Maze LP Hits Gold

LOS ANGELES — The third straight LP from Capitol recording group Maze featuring Frankie Beverly has been certified gold by the RIAA signifying sales in excess of 500,000 units.

**HOT STUFF** — Some unreleased **Buffalo Springfield** material due to be released soon? Nothing definite yet, but don't be surprised... **Nile Rodgers** and **Bernard Edwards**, the creative forces behind **Chic** and **Sister Sledge**, are slated to produce **Diana Ross'** next album. Meanwhile, they'll be back in the studio with **Sister Sledge** next month... **Pete Bellotte**, a prime force behind the Euro-disco sound, is producing **Elton John's** next album, which will include a version of **Johnny B. Goode**... The remaining members of **Lynyrd Skynyrd** will reform as the **Gary Rossington Allan Collins Band**. They're presently cutting an album in Atlanta for MCA, and have made it clear that they will not perform old Skynyrd songs in concert, with the possible exception of "Sweet Home Alabama"... The sensationalistic *New York Post* was at it again last week with a



**KENNY COMES HOME** — Singer/songwriter Gerard Kenny (c) was feted by RCA Records during a N.Y. homecoming celebration for the American who has already had hit records in Britain on RCA International. Welcoming him were RCA president Bob Summer (r) and Irwin Robinson (l), head of Chappell Music and Intersong Music.

Louie," "He's So Fine," "Be My Baby," High Heel Sneakers," and "Da Doo Ron Ron" And... there'll be three previously unreleased Who songs, and one they recorded in 1963 as the **High Numbers**... **Billy Thorpe**, the Australian rocker whose been touring up the concert circuit this summer, has moved from the troubled Capricorn label over to Polydor... One of the most unique musical developments of the summer has been the appearances of **James "Blood" Ulmer**, the renowned avant garde jazz guitarist, at Hurrah, the renowned New York New Wave dance hot spot. Ulmer has dipped into his funk bag for the dates, and the result have been danceably successful. A truly creative crossover.

**NEW YORK IS A DISCO TOWN** — Harried preparations are underway for the fall disco season, and that includes a lot of renovations of established discos and plans to open new temples of dance hedonism. Among the renovators are Studio 54 and New York, New York. Perhaps the most spectacular opening will be held at the site of the old Bond's clothing store at 45th and Broadway. The space is huge, and has an authentic New York art deco interior, complete with a winding brass staircase. **John Addison** is the owner... Over on 57th and 11th Ave., **Kirke Walsh**, who used to be involved with Trax, is opening another palatial dance hall in an old truck garage. Roller skating will be featured, and **Ron Dowd**, who helped design Studio 54, is designing... And down on East 16th St., discotes can look forward to Melons, with a 7,000-foot dance floor and a melon-shaped DJ booth, **Bob Wolin** is the owner, and **Don Robertus** will handle the creative chores... Butterfly Records' "Hottest Disco In Town" campaign came to the Copacabana last week, and a packed house applauded and danced to mini-shows by **Saint Tropez**, **Tuxedo Junction**, **Destination**, **Bob McGilpin** and **Denise McGann**. Butterfly president A.J. Cervantes made the trip east for the event.

**PATTI BROOKS ON FIRE** — Actually, **Patti Brooks** was out on Fire Island to sing at a party celebrating **Marc Paul Simon's** Earmarc label, distributed through Casablanca. Brooks, herself a Casablanca artist, just released her third album for the label, "Party Girl." Brooks sees the direction of disco in 1980 going away from Eurodisco to more funk and rock. **Donna Summer**, **Rod Stewart** and the **Stones** are the best examples, she says. She also cited the crisp, sparse, yet pulsating production of the **Knack** album as one that may inspire disco producers. Meanwhile, Brooks is hoping that her single of "Got Tu To Go Disco" will have better luck than the Broadway show of the same name which folded, and she has a tentative European tour set for the fall.

**WAX FAX** — Relatively speaking, who does this lineup grab you — **Joey Ramones'** brother, **Mitch Leigh**, on guitar and vocals, **Robert Merrill's** son, **David Merrill**, on bass and vocals and **Mickey Rivers'** cousin, **Matty Quick**, (no, just kidding on that one) on drums? Anyway, the group is called **The Rattlers**, and they'll have a single called "On The Beach" out on their own Ratso Records label... Some interesting offering from Jem imports this month — A picture disc **Bram Tchaikovsky** from Radar Records featuring "I'm The one That's Leaving" and "Amelia," a collection of songs from Berkeley gonzo the **Residents** called "Nibbles," and "The Best of **Alan Sherman**," featuring the great "Hello Muddah Hello Faddah"... And new from Ze Records, "I'm An Indian Too" by **Don Armano's 2nd Avenue Rhumba Band**, "Comfort Yourself" by **James White and the Blacks**, and "Spooks In Space" by the **Aural Exciters**... **Evelyn "Champagne" King** producer **T. Life** is recording **Kaylan** for RCA at Thunder Sound in Toronto.

**ODD ENDS** — **Mike Klenfner**, who recently resurfaced **Irving Azoff's** Front Line Management, will make his screen debut in the **Blues Brothers** movie as a record company president who signs the brothers. Hmmm... **J.C. Stare**, a U.S. Marine, broke the Guinness Book's World Record for solo dancing by going on for 330 hours... Hey, isn't that ironic — **The Plasmatics** have withdrawn from the movie "Cruisin'" because they object to the linking of sex with violence... The **Ivan Mogull** Music Corporation moves to 625 Madison Ave. Their phone number remains the same... At the Thalia Theatre in New York — some great old rock movie clips, displaying **Chuck Berry**, **Alan Freed**, **Little Richard**, etc. in their prime, on Aug. 28.



**TAYLOR SIGNS WITH INFINITY** — Former **Rolling Stone** **Mick Taylor** has signed a long-term subpublishing agreement for the U.S. and Canada with **Infinity Music International**. Pictured above are (l-r): **John Brewer**, manager; **Mick Taylor** and **Jay Morgenstern**, **Infinity VP**.



**HOUSTON SIGNING** — The **Commodores** were honored with a disco dance and autograph party by **Magic 102** at **Astroworld** in Houston to promote the group's new "Midnight Magic" LP. Pictured standing are (l-r): **Cookie Keith**, regional promotion, **Motown**; **Thomas McClary**, **Commodores**; **Pam Wells**, national music director for the **MJQ** chain; **Don Carter**, national R&B promotion director, **Motown**; **Cecil Willingham**, road manager, **Commodores** and **Emillion White**, account executive, **KMJQ**. Pictured kneeling are (l-r): **William King**, **Commodores**; **Terry Perez**, **KMJQ** and **Lionel Richie**, **Commodores**.

## TOP 40 ALBUMS

	Weeks On Chart	8/25	Chart		Weeks On Chart	8/25	Chart
<b>1 STREET LIFE</b> CRUSADERS (MCA 3094)	1	14		<b>21 BROWNE SUGAR</b> TOM BROWNE (Arista GRP 5003)	22	9	
<b>2 MORNING DANCE</b> SPYRO GYRA (Infinity INF 9004)	2	22		<b>22 WATER SIGN</b> THE JEFF LORBER FUSION (Arista AB 4234)	—	1	
<b>3 LUCKY SEVEN</b> BOB JAMES (Tappan Zee/Columbia JC 36056)	5	4		<b>23 FEEL THE NIGHT</b> LEE RITENOUR (Elektra 6E-192)	21	14	
<b>4 I WANNA PLAY FOR YOU</b> STANLEY CLARKE (Nemperor/CBS KZ2 35680)	3	7		<b>24 DELPHI 1</b> CHICK COREA (Polydor PD-1-6208)	19	7	
<b>5 HEART STRING</b> EARL KLUGH (United Artists UA-LA942-H)	4	18		<b>25 HIGH GEAR</b> NEIL LARSEN (Horizon/A&M SP-738)	32	2	
<b>6 AN EVENING OF MAGIC</b> CHUCK MANGIONE (A&M SP 6701)	6	9		<b>26 DELIGHT</b> RONNIE FOSTER (Columbia JC 36019)	27	6	
<b>7 MINGUS</b> JONI MITCHELL (Elektra 5E-505)	7	7		<b>27 FEETS DON'T FAIL ME NOW</b> HERBIE HANCOCK (Columbia JC 35764)	25	26	
<b>8 NEW CHAUTAUQUA</b> PAT METHENY (ECM-1-1131)	8	17		<b>28 ARROWS</b> STEVE KHAN (Columbia JC 36129)	31	3	
<b>9 PARADISE</b> GROVER WASHINGTON JR. (Elektra 6E-182)	9	19		<b>29 JEAN-LUC PONTY: LIVE</b> (Atlantic SD 19229)	24	16	
<b>10 LIVIN' INSIDE YOUR LOVE</b> GEORGE BENSON (Warner Bros. ZBSK 3277)	10	25		<b>30 EYES OF THE HEART</b> KEITH JARRETT (ECM-T-1150)	26	9	
<b>11 EUPHORIA</b> GATO BARBIERI (A&M SP 4774)	12	6		<b>31 FEEL IT</b> NOEL POINTER (United Artists UA-LA973-H)	—	1	
<b>12 HOT</b> MAYNARD FERGUSON (Columbia JC 36124)	17	3		<b>32 CARMEL</b> JOE SAMPLE (MCA AA-126)	30	30	
<b>13 BETCHA</b> STANLEY TURRENTINE (Elektra 6E-217)	14	5		<b>33 PARADE</b> RON CARTER (Milestone M-9088)	29	10	
<b>14 PART OF YOU</b> ERIC GALE (Columbia JC 35715)	13	9		<b>34 DREAMER</b> CALDERA (Capitol ST-11952)	28	8	
<b>15 THE LOVE CONNECTION</b> FREDDIE HUBBARD (Columbia JC 36015)	11	7		<b>35 LAND OF PASSION</b> HUBERT LAWS (Columbia JC 35708)	34	20	
<b>16 COUNTERPOINT</b> RALPH MACDONALD (Merlin/TK 2229)	15	10		<b>36 CONCEPTION: THE GIFT OF LOVE</b> BOBBY HUTCHERSON (Columbia JC 35814)	33	6	
<b>17 KNIGHTS OF FANTASY</b> DEODATO (Warner Bros. BSK 3321)	18	5		<b>37 BRAZILIA</b> JOHN KLEMMER (MCA AA-1116)	36	20	
<b>18 TOGETHER</b> MCCOY TYNER (Milestone M-9087)	16	16		<b>38 DUET</b> GARY BURTON/CHICK COREA (ECM-1-1140)	—	1	
<b>19 THE GOOD LIFE</b> BOBBI HUMPHREY (Epic JE 35607)	23	3		<b>39 TOUCHDOWN</b> BOB JAMES (Tappan Zee/Columbia JC 35594)	38	37	
<b>20 FEVER</b> ROY AYERS (Polydor PD-1-6204)	20	15		<b>40 THE JOY OF FLYING</b> TONY WILLIAMS (Columbia JC 35705)	40	22	

**MUST STOCK** — Hot on the heels of its latest release, Yusef Lateef's "In A Temple Garden," CTI is readying LPs by **Ray Baretto** and **Art Farmer/Joe Henderson**. The Baretto session, as yet untitled, finds the veteran percussionist in a Latin-pop-rock-jazz setting arranged by **Jeremy Wald** of **Spyro Gyra** fame. The Farmer/Henderson date, titled "Yama," features charts by **Mike Manieri**. All sessions were produced, of course, by CTI chief **Creed Taylor**. . . . Xanadu's four-volume live at Montreux set should ship next month. That's the word from label head **Don Schlitten**, who notes that the sessions, recorded in 1978 during Xanadu Night at the renowned Swiss festival, includes performances by 10 Xanadu artists in various contexts — from solos, to duets, to trios, quartets and an all-out jam session. Also set for a September release is "Skateboard Talk" by multi-reedman **Joe Farrell**. Farrell's partners on the date include **Chick Corea**, **Bob Magnusson** and **Lawrence Marable**. . . . Pablo going crossover? Disco? Strange as it seems, **Norman Granz'** Pablo Today label may have an across the board hit with **Paulinho da Costa's** "Happy People" LP. With instrumentation and arrangements straight out of the **Earth, Wind and Fire** book, as exemplified by the smokin' "Deja Vu," session percussionist da Costa has delivered a record that has the greatest commercial potential of any Pablo release to date. He is joined by EWF members **Al McKay** and **Phillip Bailey**, as well as **Larry Carlton**, **Bill Champlin** and **Charles Findley**, among others, on this gem-filled date. By the way, radio personality **Frankie Crocker** is reportedly mixing a 12" version of "Deja Vu" . . . E/A this week ships the latest from conservatory jazz ensemble **Oregon**, titled "Roots In The Sky."

**ARTIST PROFILE** — **Randy Masters** and **Denny Berthiaume**, the energetic co-leaders of Inner City recording group **Solar Plexus**, are a pair of college educators who have a lot in common besides their teaching credentials. For openers, they share a fascination for classical-ethnic music with odd meters like 7/4, 6/4, and 3/2. They also derive great satisfaction from creatively integrating elements of African, Latin American, Cuban, Asian, Middle Eastern and European music with the wide spectrum of American jazz styles. "We like to take disparate elements, put together opposites, and come up with something entirely different that transcends so-called jazz-rock fusion," notes Berthiaume. A case in point is the group's self-titled debut LP on Inner City. Side one begins with Masters' "Voa, Quetzal!", a funky bossa nova that fuses traditional and contemporary Brazilian rhythms with elements of jazz and rock. Next is Berthiaume's "Nevada Madam." Dedicated to a Nevada brothel proprietress who ran unsuccessfully for a seat in the state legislature, it juxtaposes an Afro-Cuban feeling with a 5/4 funk pattern representing the contradiction of the woman. The final two cuts on the side, Masters' "Stutz Bearcat" and "Rubaiyat," feature everything from mixed meter rags to a 9/8 Turkish rhythm with a 3/4 stop time. Do the composer-leaders ever worry about trying to cover more musical ground than listeners can absorb? "There is always a reference point for the listener," Masters explains. "We take something that is familiar, like for instance classical or bebop, and make it swing in a totally new direction with an odd time signature and our own dynamics of sound." Although this sounds like pretty lofty stuff, Berthiaume demurs, "This is visceral music; we're not aiming for people's heads."

**BRIEFLY NOTED** — Rapidly taking its place among the preeminent New York jazz clubs is Fat Tuesdays. Located on Manhattan's East Side, (190 3rd Ave.) Fat Tuesday's has been presenting top jazz acts in an intimate setting since **Ron Carter** opened the club in April. A recent visit caught the Carter Quartet making a return appearance, demonstrating what a lead piccolo bass can bring to mainstream jazz. The club is dark Sunday through Tuesday, but the rest of the week it features such artists as **Woody Shaw**, **Charlie Byrd**, **Stan Getz**, **Cecil Taylor**, **Joe Pass**, **Sonny Fortune** and **Ted Curson**. . . . Keyboardist **George Duke**, who produced **Flora Purim's** upcoming Warner Bros. album, is currently in the studio working on his next Columbia LP, which should be ready by October. Later this year Duke and his band will tour with **Stanley Clarke's** group, playing a series of medium-size concert halls.

alan sutton

## JAZZ ALBUM PICKS

**ROOTS IN THE SKY** — Oregon — Elektra 6E-224 — Producer: Oregon — List: 7.98

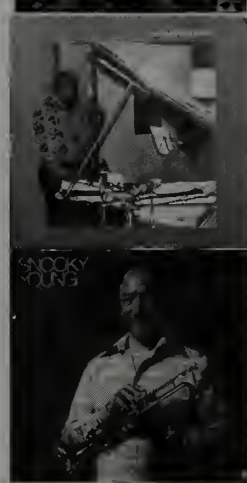
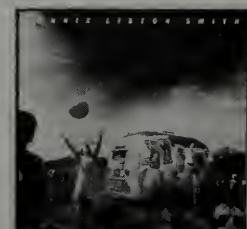
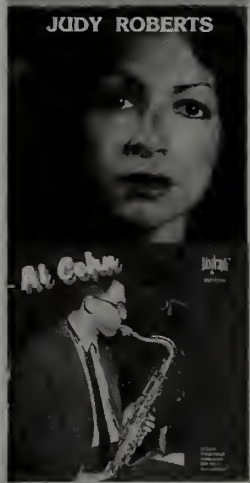
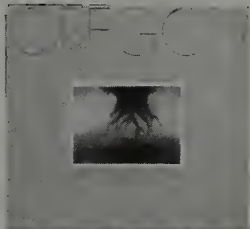
This is a remarkable album. Oregon, consisting of Ralph Towner, Collin Walcott, Paul McCandless and Glen Moore, have come out with the perfect vehicle to display their many talents. Featuring predominantly acoustic play, with a little electric piano thrown in, each cut is worthy of attention, especially the exclusively percussive "Sierra Leone" and the exotic "House Of Wax."

**THE JUDY ROBERTS BAND** — Madonna 924 — Producer: Judy Roberts — List: 7.98

Spotlighting both the singing and predominantly electronic keyboard work of bandleader Roberts, this album offers a good look at a developing act with a bright future. Playing in a power-oriented fusion style, Roberts' band maintains a solid pace throughout. Singing in a style reminiscent of Flora Purim, Roberts is in top form on the classic "Goodbye Porkpie Hat." Roberts' electronic work is outstanding on the hot "Thumbs."

**BE LOOSE** — Al Cohn — Biograph 12063 — List: \$7.98

A 1956 session featuring Frank Rehak on trombone and a solid rhythm section fronted by Hank Jones spurs the leader on to some excellent playing. Three Cohn originals and seven standards make up the program and there are ballads and swingers aplenty. They don't call Cohn "Mr. Music" for nothing.



**A SONG FOR THE CHILDREN** — Lonnie Liston Smith — Columbia JC 36141 — Producers: Smith and Bert de Coteaux — List: 7.98

A well-balanced effort by keyboardist Smith, this album allows plenty of room for everything — acoustic play, electrified, ballads and two disco cuts. Smith is in top form acoustically on the smooth ballad "A Lover's Dream," electronically on "Midsummer Magic" (with David Hubbard's soprano sax) and "Nightlife," and on the disco cuts, "Fruit Music" and the title cut, both featuring the voice of James Robinson.

**LINGER AWHILE** — Earl Hines/Budd Johnson — Classic Jazz 129 — List: \$7.98

A mellow meeting of two old friends in France in 1974. Outstanding here is the blues, "The Dirty Old Men," which is one of the best things these gents have ever put on LP. Tempos are down for the most part, but the maturity of each player shows through. A swing fan's delight.

**HORN OF PLENTY** — Snooky Young — Concord Jazz 91 — Producer: Carl Jefferson — List: \$7.98

Young has been known as a lead trumpet player most of his career (Basie, Lunceford, Hampton, and currently the Tonight Show Band), and he displays many of the virtues of that station here. He has a rich mellow sound and is especially adept at playing melodies. A light but swinging rhythm section is on board for accompaniment and veteran guitarist John Collins sounds good each time out. Solid performances all around.

## Disco Wizard Moulton In Limelight With Own Label

by Charles Paikert

NEW YORK — Tom Moulton, one of the record industry's leading disco mixers and producers, has, by signing an exclusive production and logo deal with Casablanca Records, finally been able to get a handle on a problem most other mixers and producers wish they had — too much work.

Moulton worked on over 46 albums last year, and, he says, the pace was getting to him. "I'm a compulsive worker," Moulton explained, "but my health was beginning to be affected by all that I was taking on. This deal limits me to six albums a year, and it will give more of a chance to develop myself, which is one of its most attractive features. And I'll also have a chance to be

much more objective about the projects."

Under the terms of the deal, Moulton's label, Tom & Jerry Records, will have four records distributed by Casablanca in the next year. In addition, Moulton will work on two additional projects for the Casablanca label. The only outside act Moulton will produce is Grace Jones, for Island Records.

The first album set for release through the new deal is titled "T.J.M." and is scheduled for late August release. The album will be on the Tom & Jerry label which was formerly distributed by Salsoul Records. Moulton describes "T.J.M." as a "song-oriented studio production" that will

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## Kenny Rogers Leads Artists For CMA Country Awards

NASHVILLE — Kenny Rogers has been nominated in five categories, including Entertainer of the Year, as a finalist in the upcoming Country Music Association's nationally televised Awards Show, to be broadcast live Oct. 8 from The Grand Ole Opry House. The five finalists in each of 10 categories were determined by the 5500 members of the CMA in two rounds of balloting and were announced last week by CMA executive director Jo Walker.

Willie Nelson and The Charlie Daniels Band were each nominated in four categories, and Crystal Gayle was nominated in three categories. In an about face from last year, Dolly Parton was not nominated in a single category.

The following are the 1979 CMA Award finalists:

### Entertainer of the Year

Crystal Gayle, Barbara Mandrell, Willie Nelson, Kenny Rogers and The Statler Brothers.

### Single of the Year

"Amanda," Waylon Jennings; "(If Loving You Is Wrong) I Don't Want To Be Right," Barbara Mandrell; "The Devil Went Down To Georgia," Charlie Daniels Band; "The Gambler," Kenny Rogers and "You Needed Me," Anne Murray.

### Album of the Year

"Armed and Crazy" Johnny Paycheck;

"One For The Road," Willie Nelson/Leon Russell; "Rose Colored Glasses," John Conlee; "The Gambler," Kenny Rogers and "The Originals," The Statler Brothers.

### Song of the Year

"Amanda," Bob McDill; "Every Which Way But Loose," Stephen Dorff, Milton L. Brown, Thomas Garrett; "She Believes In Me," Steve Gibb; "Talking In Your Sleep," Roger F. Cook, Bobby Ray Woods and "The

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## Spector Inks Distrib Contract With Capitol

NEW YORK — Spector Records International has signed an agreement with Capitol Records for United States distribution.

Spector Records' first release under this agreement will be a solo album by Mike Pinera entitled "Forever." A single from the LP, entitled "Can't You Believe," will be released August 27.

Spector Records International, which was formed by Bayard Spector in 1974, has been involved in publishing and international licensing throughout Europe. The arrangement with Capitol marks the firm's first venture into releasing album product in America.



**DUROCS FETED IN 'FRISCO** — Ron Nagle and Scott Mathews, leaders of the Capitol recording group Durocs, were guests of honor at a recent party thrown at Studio Instrument Rentals by the duo's Proud Pork Productions and Capitol's Durocs Proliferation Band. Pictured standing are (l-r): Kevin McCaffrey, Capitol territory manager, sales; Rupert Perry, Capitol A&R vice president; Nagle; Bobby Colomby, Capitol divisional A&R vice president, pop music; Mathews; Geoff Bywater, Capitol territory manager, sales; Bruce Ravid, Capitol west coast talent acquisition manager; George Nunes, Capitol customer service representative; Kip Kronos, Durocs Management; Paul Rose, Capitol district manager, sales, and Sandy Thompson, Capitol district AOR promotion manager. Pictured seated are (l-r): Larry Blackshire, musician, and Bob Brown and Dan Navarre of Durocs Management.

**CHANGES AT FANTASY** — A couple of other industry figures have dropped out of sight, although these are no doubt temporary situation. **Bob Mercer** and **Bob Kirstein**, who headed up the now defunct Fantasy office in Hollywood, have been let go following a "change in regime" at the label's Berkeley headquarters. Gone from the Berkeley office is **Nancy Levine**, who like Mercer and Kirstein, was told she no longer fit in to the company's plans. "It was a surprise to me after nine years with the company," says Mercer. "I haven't really had time to think about what I'll do next. I've been in the business for 12 years and I'd like to continue somewhere." Mercer can be reached at (213) 465-0264; Kirstein's number is (213) 766-6662.

**LUCKY NUMBERS FOR BOYLAN** — Looks like a good time for producer **John Boylan** to take a trip to the track or Las Vegas. A look at the **Cash Box** Top 200 Albums chart shows that his lucky numbers are coming up. The **Charlie Daniels Band's** "Million Mile Reflections" and **Little River Band's** "First Under The Wire" are holding down the 7-11 spots on the chart this week.

**COMING RELEASES** — A fall release that should create a lot of interest is the reported team up **Barbra Streisand** and **Donna Summer** on a disco cut on the former's upcoming album, "Wet." Casablanca supposedly will release the disco single if the collaboration actually gets on vinyl. . . . **Bob Marley and the Wailers'** "Survival" is due in October. . . . "Quit Dreaming And Get On The Beam" featuring former Be Bop Deluxe leader **Bill Nelson** on almost every instrument is set for this month. . . . **Richard Stepp's** "Holiday In Hollywood" will be the first album in Infinity's new \$5.98 list "Rising Stars" category. . . . A pair of veteran British rockers are producing debut records expected out shortly. **Peter Townshend** not only produced but also played all instruments and sang back-up on 11-year-old Stiff artist **Angela's** new single, "Peppermint Lump." And **Paul Rodgers** also plays as well as produces on **Tommy Morrison's** Sire LP. . . . When Aires II releases **Wayne Newton's** "Night Eagle I" Sept. 15 it will be competing with the Capitol rerelease of Newton's 1963 hit album, "Danke Schoen."

**THE LOCAL SCENE** — It appears that the Sports Arena will once again be housing rock 'n' roll, five years after 500 people were arrested at a **Pink Floyd** concert. Apparently L.A.'s finest no longer present an intolerable obstacle for promoter Jim Rissmiller and he's got the venue booked for a five-day event in February. And who'll headline rock's return to the Sports Arena? Pink Floyd, of course. . . . We've all heard about fanatical fans, but this is ridiculous. It seems that midway through the **Marshall Tucker Band's** recent gig at the Long Beach Arena, a devotee drove his 1978 Camaro through an exit door, jumped out and disappeared into the crowd. Damage to the arena was estimated at \$2,000. . . . And if you think that story sounds fishy, there's the one about the KLOS party at Marineland Aug. 17. It seems that one of the 1,500 winners invited to attend wanted to see the large fish exhibits, despite the fact that the area was roped off for the party. The young man went over to a tank and jiggled his car keys in the water to attract the fish's attention. But he succeeded too well, getting one large fish to bump his arm — and make him drop his keys into the 40-foot tank. He then ran to the authorities and begged them to recover his keys. A trainer was called in and with a verbal command got a dolphin to dive down, pick up the keys and place them in the owner's hand. The moral, of course, is that fish are still smarter than your average radio listener.



**CRUSADERS ON RODEO** — MCA Records gave a *Rollerskating party*, in honor of the groups "Streetlife" album, which features the cut "Rodeo Drive." Pictured standing are Crusaders members **Joe Sample**, **Stix Hooper** and **Wilton Felder**. Kneeling are members of the *Skooters Skaters*, who performed at the event.

nationwide. . . . The **Bee Gees'** first TV special will air on NBC in October. . . . Sept. 22 is the air date for the finale of PBS' "Summerfest '79" featuring **Teddy Pendergrass** and **Yvonne Elliman**. . . . Last weekend the **Beach Boys** and Japanese rock band **Shogun** appeared on the first "American Bandstand" broadcast live to Japan (at 3 a.m.). The show will be seen in the U.S. Sept. 15 on tape.

**ON THE ROAD** — The Second Annual Tribal Stomp, which marks the return of rock music to the famed Monterey Fairgrounds, has announced its talent lineup. Opening the festival at noon Sept. 8 are **The Clash**, the **Chambers Brothers**, **Joe Ely** and **Soul Syndicate**. At 6 pm **Peter Tosh**, **Maria Muldaur**, **Lee Michaels** and **Nick Gravenites** come on. The next day, the **Blues Project '79** with **Al Kooper**, **Coke Escovedo**, **Willie Mae Thornton** with **Mark Naftalin/Ron Thompson Band**, the **Mighty Diamonds** and **Boots** play at noon, and the 6 pm show features **Dan Hicks** and **His Hot Licks**, **Country Joe** and **the Fish**, **Canned Heat** and a Special Guest. Also appearing at odd locations during the Stomp will be **Robert Fripp**, the **Persuasions**, **Linda Tillery** and many other acts. Looks like promoter **Chet Helms** has done it again. . . . **Bruce Springsteen** will break the **Beach Boys** hold on the L.A. Forum on New Year's Eve this year. . . . The **Jefferson Starship** will go out on tour behind their "Freedom At Point Zero" LP due in early October. They'll tour the U.S. first, then Japan. . . . The **Clash** tour will reach New York's Palladium Sept. 20-21 and L.A. in mid-October. . . . **Dire Straits** will soon hit the road with **Ian Gomm**. . . . **Bob Marley**, **Peter Tosh** and other reggae artists played San Francisco last weekend to raise funds to complete "Heartland Reggae," a movie based on a series of Jamaican peace festivals last year. . . . **Little River Band** and **Hotel** are touring the southeast this month. . . . **Paul Butterfield** is recovering from minor surgery and will be out with **Rick Danko** beginning Sept. 7 in Toronto. . . . And **Marlyn McCoo** has recovered from her recent surgery and will be at the Aladdin Hotel in Vegas Sept. 4-13 with husband **Billy Davis**.

**STUDIO TRACKS** — At Hollywood's Rusk Sound Studios, producer **Pete Bellotte** has been mixing the new **Elton John** album. Also at Rusk, **Linda Clifford** has been cutting her next with producer/engineer **Juergen Koppers**, and **Koppers** and **Kenny Nolan** have been finishing an album by **Silk**. . . . **Elvis Costello** and producer **Nick Lowe** will cut the **Angry One's** next release in Australia this fall. . . . Look for a **Gary Lyons** produced **Grateful Dead** album before the year's out. . . . **Jack Nitzsche** is producing **Dwight Twilley** at Goldstar Recording in Hollywood.

**SIGNINGS** — The Howard Rose Agency has pacted with Beserkley's **Greg Kihn Band**

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# Pacific Video Gearing Up For Stereo TV, Forms Music Wing

by Dennis Garrick

LOS ANGELES — Pacific Video Enterprises, having recently celebrated a \$10 million expansion of its technical facility, is currently moving into the production of original recorded music programs in addition to ongoing video post production activities.

"We're going heavily into music," explained Seymour Meyer, vice president of the firm. "We're planning to produce original acts utilizing our new recording facilities, our own record label and publishing arm."

Meyer added that "video promotion will, of course, play a significant role in the success of our artists and we certainly have an advantage in that area."

The new Pacific Video complex employs the latest in video recording equipment, digital special effects and full computerization. Now, however, the company is giving equal attention to state-of-the-art audio production.

The audio control room, designed by Myles Weiner, contains a Harrison mix-down board with 48 input channels and 38 outputs. Flanking the walls are two 24 track recording machines and recently developed audio processing devices.

Much of the new sound equipment installed within the past few months by Pacific Video is in preparation for the production of synchronized high-quality stereo tracks for the advent of stereo television.

"The marriage of sight and sound in the future is inevitable," noted Meyer. "There

will be new forms of home entertainment packages such as 'videorecords' which initially will be produced on video tape until videodisc technology is more fully developed. Pacific Video, however, is ready now for the future."

It is Meyer's belief that should television sales begin to taper off, stereo television could be an important shot in the arm to both the music and TV industries. Video disc players will all have stereo outputs and video tape recorders will most likely incorporate stereo sound soon as well.

Indicating that a formal search is presently underway at the company to locate someone to head up its embryonic music division, Meyer added, "new forms of consumer home entertainment packages will be evolving and Pacific Video intends to be one of the pioneers in the field."

## Record Theatre Opens Store In Baltimore

NEW YORK — The 15-store Record Theatre retail chain has opened a new 20,000-square-foot store at 7405 Liberty Road in Baltimore, Maryland.

The store features separate sections for accessories, music magazines, songbooks and classical records, and an audio visual system.

## Midsong Signs Sting

NEW YORK — Midsong has signed the group Sting. The group's debut single, "Do It In The Shower," produced by Jay Ellis, has been released. An album will be released in the fall.



**MANILOW RE-SIGNS WITH BMI** — Arista recording artist Barry Manilow recently renewed his affiliation with BMI. Pictured are (l-r): Manilow and Edward Cramer, BMI president.

## U.A. Music Moves

NEW YORK — United Artists Music, the Los Angeles-based publishing firm, has moved into new offices at 6753 Hollywood Boulevard. U.A. Music's new national headquarters will house the company's executive offices and west coast professional, motion picture music, administration and copyright staffs. Building plans also call for the construction of an on-site demo recording studio.

The company's new phone number is (213) 469-3600; new TWX 910-321-4052; cable address is UNARTMUS.

## IAD Moves Offices

NEW YORK — International Artist Development has relocated to new quarters. The new address is 211 West 56th St. Phone number is (212) 765-3548.

## ABC Set To Air Special On 1970s

NEW YORK — The ABC radio network will present a program entitled "Super Seventies" on Jan. 1, 1980. The ten hour program, scheduled to air on more than 400 stations across the country, will feature the greatest hits of the past decade, interviews with the artists who made them, the main news events of the period and a look at the fads and happenings that shaped the last ten years.

"Primarily it is a music program," says Richard A. Foreman, vice president of programming for ABC radio and executive producer of the show. "However, we are augmenting the song hits of the seventies by recapturing the events surrounding them."

### Musical Selection

In determining the musical selections for the marathon special, ABC incorporated playlists from **Cash Box** and other trade magazines as well as the lists from individual radio stations around the country. ABC also spoke with such noted program directors as John Young at WZGC-FM/Atlanta, Ron Riley at WCAO/Baltimore, John Gehron of WLS/Chicago and Ron Chapman from KVIL-FM/Dallas in order to grasp their prospective audiences' musical tastes and preferences, and to add a regional flavor to the hits of the seventies.

"We have also included songs in the show that were never Top 40 hits," says Foreman, "but were representative of the tastes of the times. If we didn't include songs like Elton John's 'Your Song' and The Who's 'See Me, Feel Me' to represent 1970, or AOR classics like Led Zeppelin's

(continued on page 17)

presents



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**Lucy Fisher**, Vice President, Creative Affairs, Twentieth Century-Fox, Los Angeles

**Sherry Lansing**, Senior Vice President, Production, Columbia Pictures

**Kathy Morgan**, Morgan/Hillinger Productions, Manhattan Beach

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Fall 1979

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# RADIO NEWS

## AIR PLAY

**CONFERENCE REPORT** — What 10 things, positively and unequivocally, suck the most in New York City? **WNEW-FM**/New York conducted a survey with its listeners to find the answers to this question. The debatable results of this poll were delivered by the station's program director, **Scott Muni**, at the outset of the album seminar at the recent RMR Convention in Atlanta. Marriage came in first place for the second straight year. Some of the other "winners," not necessarily in order, were **Jimmy Carter**, DC 10s, disco music, **Ayatollah Khomeini** for banning music, and the high price of illegal substances smoked or ingested into the system for a good time. . . . After this brief moment of levity, Muni addressed himself to a much more serious matter, the slumping economy of the record business. "The record companies are going through very hard times," Muni stated. "Too many of our friends are on the streets unemployed. Budgets are tight and the frills aren't as plentiful. If we are not careful, these problems will be right at our doorstep. We've got to do something now to protect ourselves, or it's going to get rough." As a positive suggestion, Muni encouraged radio people in the audience to throw tight playlists away and start playing more music. "We should be doing our best to break new acts," he said. "It's time we did something positive to support these record companies that have supported us through the years." Rousing applause followed, but the floor soon gave way to less thought-provoking discussions. One observer, who wished to remain anonymous, commented that too many of these people are more interested in hyping themselves or their station rather than focusing on the real issues. . . . Disco music remains one of the most discussed subjects of 1979. A disco panel moderated by **Kent Burkhart**, seemed to agree that while the mania effect of disco may be over, this form of music will be around for some time, fusing itself with rock, jazz, etc. Another positive note agreed upon by the panel was that the disco craze at least injected new jobs and income into an industry that needs a shot in the arm. Needless to say,



Chicago FM rocker **WLUP**'s "Disco Demolition" met with varied, but for the most part, sharp criticism. . . . Entertainment was abundant with **Melissa Manchester** and her 26 piece orchestra performing a classy set for the Friday luncheon. In the evening, **Sister Sledge** delighted the usually hard-to-please industry audience with a diverse hour-long set ranging from ballads to their hit singles "He's The Greatest Dancer," and "We Are Family." The four sisters were well deserving of the standing ovation they received. The RMR Convention closed with the Supershow Radio Awards Banquet on Saturday night which was highlighted with a rocking concert by **The Babys**. . . . A spokesperson for RMR said that there were about 600 actual registrants, but at least 1,000 people participated overall.

**FOR YOUR INFORMATION** — Two records are currently racing up the **Cash Box** Top 100 Singles chart based primarily on sales. Motown recording artists **The Commodores**, while also receiving radio action on their single "Sail On," has bulleted to #23 mostly on the strength of heavy sales activity. **Michael Jackson's** single, "Don't Stop 'Til You Get Enough," on Epic has shot up form 74 to 49 to 30 with a bullet based almost entirely on sales. Both of these records should be on the air.

**RUMOR HAS IT** — Is it true that a Los Angeles FM radio station will soon be switching to a Top 40 format? . . . Is it true that **Frazier Smith**, morning personality with **KLOS**/Los Angeles, will have a show syndicated through the ABC Radio Network? Stay tuned for more.

**STATION TO STATION** — On Aug. 26, **WHBQ**/Memphis broadcast live with several air personalities from the Half Price Free Fair at the Cook Convention Center. For the one day, merchants offered savings on everything from records and stereo equipment, fashions and home appliances, etc. Registrants were also offered the option to buy at half price, a 1979 Cadillac, a 1979 Ford Van or a 1979 Toyota Celica. Also available at half price for registrant winners were Quasar Video Recording Units and Pinball machines. Admission was free. . . . With the help of the Louisville Jaycees and for the sake of raising money for Muscular Dystrophy, **WAKY** and a few other teams competed in a semi-olympic event at the University of Louisville Stadium. The **WAKY** team, with a final tug-of-war victory, won the entire event which raised \$6,400 for the cause.

**SYNDICATION INDICATIONS** — One thousand radio station affiliates now subscribe to Westwood One, which according to the firm, gives them undisputed leadership in the field.

**NEW JOBS** — Congratulations to **Reggie Blackwell** who was named program director of **V97**/Jacksonville. **Jeff Ryan** will continue as music director. Blackwell most recently was MD at **BJ105**/Orlando, and, it is welcome back to Orlando for **Terry Long**, former PD at **V97**, who returns to **BJ105** as music director. . . . **Phil Edwards** has returned to his 6-10 a.m. shift at **V97** after a seven-month stint at **WDRQ**/Detroit. . . . **WKY**/Oklahoma PD **Dan Lucas**, has also assumed the MD chores now that **Sandy Jones** has left the station. . . . New program director at **WNEW-AM**/New York is **Russ Knight**. . . . **John Platt**, former PD at **WXRT**/Chicago has been named PD at **WRVR**/New York. **Norm Winer** becomes the new PD at **WXRT**. Winer comes to Chicago from **KSAN**/San Francisco. . . . Radio personality **Larry Kenney** and his cast of dozens will join **WYNY-FM**/New York for the week day morning drive beginning Sept. 3. Kenney comes to the station after five years at **WHN**/New York. . . . **Abe Goren** has been named national sales manager of **WNBC** Radio. Goren has been an account executive with **WNBC** TV since Feb. 1978. . . . **Martin Rubenstein**, executive vice president of the Mutual Broadcasting System, has been named a member of the Board of Directors of the Advertising Council. Also from Mutual, **Karen Kershner** will join the System as director of advertising and promotion. . . . **LARS** (Louisville Area Radio Stations), an Active Broadcast Association, has named two board members, **George A. Freeman**, GM of **WDGS** news radio and president of Radio Louisville, Inc. mark albert



**GENYA AT WCOZ** — Genya Ravan recently visited WCOZ in Boston in support of her new 20th Century Fox album, "And I Mean It." Pictured standing are (l-r): Rich Atkinson, Boston branch manager for RCA; Lesley Palmiter, WCOZ DJ; David Parks, vice president of promotion for 20th Century; Anita Gevinson, WCOZ DJ; and Don DeLacy, RCA field promotion representative. Pictured kneeling are (l-r): Daryl Martini, WCOZ DJ; Genya; and Bob Slavin, music director of WCOZ.

## RKO Forms New Network, May Share Satellite With AP

(continued from page 6)

newspaper subscriber data to all subscribers.

### RKO Programs

Since local stations are uninterested in carrying large blocks of network programming, said Burchill, RKO's programming will consist mostly of brief segments that can fit easily into individualized formats. An average news segment, for instance, will last three minutes while the network's Lifesound Features, geared to the young adult listener, will be 90 seconds in length. Lifesounds, designed to be compatible with a music station's sound will feature reports on scientific discoveries, the family, the interaction of the sexes, money and personalities, as well as reviews of movies, TV shows and records.

Every other month, the network will feed its affiliates a two-hour music special in stereo. The first special is on Wings and will feature an interview with Linda and Paul McCartney. The conversation will be intertwined with their music, past and present.

Burchill has appointed 12 key people to direct the operations of the new network. They are: Jo Interrante, director of

programming, who was formerly news director at KFRC, San Francisco; Dave Cooke, news director, who most recently had the same position at WHO, Boston; Kevin Lyons, director of sales, who has been with WOR since 1973; Josh Mayberry, sales manager, eastern region, who was formerly with the ABC Radio Network; Ken Harris, director of affiliate services, who was formerly executive vice president and general manager of WVIP, Mount Kisco; Thomas Gatewood, manager of affiliate services, who was most recently with the Mutual Black Network; Joseph Maguire, director of engineering, who was formerly engineering supervisor for WOR; David Pollard, chief engineer, who was an independent consultant in San Diego; Margaret Digan, director of creative services, who used to work for Bonneville International Corp.; Al Pariser, director of marketing and research, who was most recently an Arbitron vice president; Basil Farina, controller; Marguerite Findra, office manager; and Bob Mahlman, consultant. Mahlman was formerly vice president and general manager of the ABC Radio Network.

## Segelstein, Walsh Promoted At NBC

**NEW YORK** — Irwin Segelstein has been appointed to the newly created position of president of NBC Television Stations/Radio. Concurrently Theodore H. Walworth JR. has been named executive vice president, NBC TV Stations/Radio, also a newly created position.

### Prior Positions

Before assuming his new role, Segelstein had been NBC's executive vice president for broadcasting and vice president/general manager of WMAQ-TV/Chicago, an NBC owned and operated station. Walworth had been president of NBC's TV stations division since 1971.

## Local Radio Set To Sponsor Abba Dates

**NEW YORK** — Every date for Atlantic recording group Abba's first U.S. tour, which is scheduled to begin September 13, will be co-sponsored by a radio station in the market.

The stations will sponsor contests and related promotions in conjunction with Atlantic Records. The Abba tour starts in Edmonton, Canada and runs through October 7.

## ABC Set To Air Special On 1970s

(continued from page 16)

"Stairway To Heaven," it would have been a humungous mistake."

### Principals of Show

Leslie Corn, who produced ABC's "Supergroup" special and the recent Barbra Streisand special which aired on more than 417 stations, produced the program and co-authored the special's script with Don Lorenzo. Dan Ingram, who has been an air personality on WABC/New York for more than 19 years, will host the show. A staff headed up by Bob Benson, vice president of ABC's radio news division, provided the producers with a decade's worth of newsworthy sounds, scenarios and backdrops to accompany the music.

While there will be a special one and a half minute customized newscast every hour of the program, Foreman maintains that the news incidents are included to provide a setting for the music. He points out, for instance, that the listener will hear the gunshots and screaming of the Kent State incident and then hear Don Ingram introduce the number one song for that month in 1970, Edwin Starr's "War."













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Single

Disco

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Billboard 32★

Cashbox 34

Record World 33

Album

Pop

Billboard 16★

Cashbox 19

Record World 22



**Q: What is the only thing hotter  
than the Commodores'  
new single "SAIL ON?"**

**A: The Commodores' new album  
"MIDNIGHT MAGIC!"**

*Midnight Magic*

**The smash new album from the Commodores  
On Motown Records & Tapes  
Includes "Sail On"**

MA 11661



# Accounts Hurt By Fill Problem On Cassettes, Hits, Catalog

(continued from page 5)

we've changed our suggestions to our branches on initial orders toward more cassettes. Most tapes are now going out 50-50, 8-tracks and cassettes.

"In general, we're doing well when demand exceeds capacity. We make records anticipating demand, but it's not an exact science."

About the fill problems being worse in the west than the rest of the country, Dennis said that travel time from eastern facilities adds to the time it takes to meet retailers' demands.

"Catalog is usually pretty predictable, when customers are buying regularly you see what they buy and replace it. But when they return after a slump you need time to see what they're buying. Hopefully, conditions have begun to stabilize and we'll get out of this spurting situation."

In Chicago, where fill problems are less severe than Music Plus' Southern California region, Chicago One-Stop co-owner Irv Rothblatt says he may have to up his initial buys if fill problems persist.

"When we buy, we want to anticipate within reason, not buy out of fear that records will run out," says Rothblatt. "However, I think initial buys will have to increase if these problems continue for another 15-30 days. And if so, it will cause severe problems with payments and returns, which will cost the manufacturer even more in the long run."

## Northwest Hit Hard

Perhaps the region hit hardest by fill problems is the Pacific Northwest. Everybody's Records and Tapes president Tom Keenan says the problem is worse right now than it's ever been.

"We're getting only 50% fill on cassettes at best," complains Keenan. "Fill problems are bad on LPs, but they're really horrendous on cassettes. WEA is the worst offender, but that's because they're the hottest company right now. CBS won't even accept collect call orders. Business has returned to last year's levels in July, but I can't keep my good, consistent catalog in stock."

"This is no way to break out of a slump," notes Bruce Chisolm, executive vice president of Portland One-Stop Downpour Distributing. "We got conservative on new release buys, the labels got conservative on pressing and now I can't get product filled. I just hope this industry pessimism doesn't spoil the recent upturn we've seen in business."

At Alta Distributing, which serves almost the entire western region from Oregon to west Texas, tape buyer Ken Kayes says he's

never seen the tape supply situation so bad, both in quantities and speed of delivery.

"In July, we ordered 250 selections from RCA and 111 were back-ordered, and then it took them at least two and a half weeks to come up with low percentage fills," reports Kayes. "Out of 112 selections from WEA ordered July 30, 43 were back-ordered and through Aug. 22 only 3 have been filled. This has never happened before and it shouldn't be happening now. The labels could help solve the problem if they cut the number of releases to allow more time for pressing catalog and hits, and if they processed returns faster they could ship product to those areas where the product is in demand."

Alta's record buyer Dwayne Witten says things are about as bad with albums. "The labels are not shipping catalog on a consistent basis, and if a new album gets hot we automatically know it'll go on back-order."

"What seems to be happening is the labels are so busy pressing new product, they don't have the time or the resources to keep up with catalog or repressing the hits," adds Witten. "But we can't let this affect our initial buys. I'm not a warehouse for WEA."

Witten is also irate about the fact that "many items on back order are showing up in discount stores." Among the acts in this category are Elvis Presley, the Commodores, Stevie Wonder, Marvin Gaye, Marshall Tucker, Captain & Tennille, Pablo Cruise, Peter Frampton, Bread, Rita Coolidge, Atlanta Rhythm Section and Ohio Players.

At Denver's Dan Jay Music, buyer Roger Adcock says his volume has suffered significantly as a result of 40-60% fill he is getting from almost every company. He says the manufacturers are all putting him on back-order and his cassette fill is only about 40%.

## East, Midwest

In the west, almost all retailers and one-stops are suffering from fill problems, but in the eastern half of the country the situation is inconsistent. One place where the problem has definitely hit is New York.

"We have lots of fill problems," says Ben Karol of King Karol's. "We've had problems getting fill on hit product, catalog, tapes, everything. It seems the record companies are running so scared that they've talked themselves into a recession. We're losing sales on product we've ordered six and seven times, in fact, business is down about 5% from fill problems alone."

"The problems seemed to begin around

(continued on page 31)



**1,000TH RABBITT** — Elektra/Asylum recording artist Eddie Rabbitt recently celebrated his 1,000th professional performance with a party at the Sahara-Tahoe Hotel, where he's currently playing a two-week engagement. Pictured are (l-r): Stan Mores, president of Scotti Bros. Management; Tina Robinson, Scotti Brothers Management; Bruce McKay, vice president and director of variety, NBC Television; Rabbitt; Syd Vinnedge, executive producer, Scotti Brothers, Syd Vinnedge Television, and Tony Scotti, president of Scotti Brothers Entertainment.

# Record Bar Affirms Faith In Industry At Annual Meeting

(continued from page 23)

This past year was the first year of the company's profit sharing plan, under which five percent of the company's pretax profits are divided among store managers and executive personnel. While payments have been made quarterly thus far, Bergman said that awards would probably be made on a semi-annual basis beginning with the new fiscal year. "It was hard to evaluate how successful the plan was in a down year, but it's certainly worked to motivate people."

## Training Program

Another important step the company is planning for 1980 is the creation of a manager-in-training program that would prepare assistant store managers to run their own units. Although a specific time frame is still being formulated, Bergman said that the program, which recognizes the

# Phonogram/Merc. To Release Seven

LOS ANGELES — Phonogram/Mercury and associated labels will be releasing seven new albums in August, led by Frank Zappa's "Joe's Garage, Act I," on Zappa Records. Other releases include product by Larry Raspberry and the Highsteppers, Kool and the Gang on De-Lite Records; Lowry Hamner and the Cryers; Jacky Ward, Reba McEntire and Johnny Rodriguez.

Zappa's LP, his second on the Zappa label, is the first in a projected series of three.

Larry Raspberry and the Highsteppers' Mercury debut will be "No Accident," produced by Ralph Murphy.

"Ladies' Night" by Kool and the Gang celebrates the band's 10th anniversary. The LP was produced by Eumir Deodato.

Lowry Hamner and the Cryers' "Midnight Run," produced by Jim Mason, enjoyed the luxury of a digital mix.

Rounding out the releases are "The Best Of Jacky Ward . . . Up 'Til Now," containing the hit single "That Makes Two Of Us;" Reba McEntire's "Out Of A Dream," and Johnny Rodriguez' "Sketches."

# For The Record

In the issue of **Cash Box** dated Aug. 11, in a feature on Gamble and Huff, Kenny Gamble did not say, "on the manufacturers end, the creation of divisions like black music marketing is unhealthy." Rather, he said, "black music marketing divisions create jobs for blacks, but people in those departments are not treated as equally as their counterparts in other divisions."

importance of middle-level management personnel, would be a tremendous asset to the future growth of the company.

In his capacity as president of NARM, Bergman also indicated that next year's convention in Las Vegas would look at early results of an industry-wide campaign to promote records as an ideal gift-giving item. As for the organization's advisory committees, he said that the rack, retail and distributor groups were currently inactive, but that the manufacturers' group would probably meet again before the convention.

# Classics International To Hike List To \$9.98

NEW YORK — Classics International will raise the list price of full-line albums on its DG and Philips lines to \$9.98 in October, according to informed sources. However, said the sources, the list price of Classics International's midlines, Privilège and Festivo, will remain at \$6.98.

There is no official buy-in period according to the sources. But dealers are being encouraged to undertake fall stocking programs with an eye to what they can realistically sell.

Currently, DG and Philips product lists for \$8.98, with wholesale cost pegged at \$4.55 for subdistributors and \$5.07 for dealers. No figures are yet available on wholesale cost for the \$9.98 list LPs.



**MAGIC MOUNTAIN DISCO** — Capitol recording group A Taste Of Honey highlighted a weekend of disco at Six Flags Magic Mountain (Valencia, Calif.) with two performances during the final night of a \$10,000 disco dance contest co-sponsored by KISS radio and Coca-Cola. Pictured standing are (l-r): Hazel Payne, A Taste Of Honey; Bruce Phillip Miller, KISS-FM DJ; Donald Johnson, A Taste Of Honey; Tom Onalfo, Coca Cola, and Janice Marie Johnson and Perry Kibble, A Taste Of Honey. Pictured kneeling are (l-r): Robert Ortiz and Dana P. Figuerra, the winning couple.



**DJM SIGNS UNYQUE** — DJM Records recently completed a production agreement with Dunmore Productions and the Dumas Production Corp. for the group Unyque. Their new album, "Makes Me Higher," is slated for September release. Shown at the signing (l-r) are: Carmen LaRosa, U.S. general manager for the label; co-producer Freida Nerangis; Steve Frank, president of Dunmore Productions; co-producer Britt Britton; and Stephen James, managing director of the label.

# COUNTRY

## TOP 75 ALBUMS

	Weeks On 8/25 Chart		Weeks On 8/25 Chart
1	16	37	6
2	19	38	4
3	12	39	2
4	14	40	1
5	38	41	5
6	13	42	23
7	12	43	45
8	8	44	28
9	11	45	3
10	16	46	63
11	22	47	95
12	17	48	18
13	14	49	39
14	5	50	79
15	29	51	10
16	5	52	30
17	5	53	79
18	5	54	24
19	70	55	25
20	22	56	74
21	6	57	3
22	39	58	27
23	30	59	2
24	2	60	4
25	2	61	38
26	81	62	12
27	9	63	38
28	61	64	15
29	14	65	12
30	41	66	38
31	88	67	23
32	21	68	45
33	42	69	40
34	47	70	73
35	20	71	25
36	4	72	11
		73	11
		74	24
		75	33

## Charlie Daniels Shoots Gold

(continued from page 8)

A good-natured, jovial man, Charlie Daniels can never be accused of mincing words. Speaking his mind is a trait that has gained Daniels a touch of notoriety, as well as a great deal of respect from his peers.

One issue that Daniels is involved with is the question of song royalty percentages writers should receive. And hot on his list of grievances is the five-member United States Copyright Tribunal appointed by Congress to look into the matter. The Tribunal was in Nashville June 15 for an open panel discussion, and Daniels, himself a songwriter, was also there, right in the middle of things.

"One of the things that bothers me is that when a songwriter assigns a copyright to a publishing company, it belongs to the company," Daniels offered. "The songwriter doesn't have anything to do with it. Unfortunately, a lot of publishing companies are not right up to snuff and you have to take their word or either go through a very expensive audit to find out what you actually sold. I just think the writers need more protection. I think the writer deserves more out of a song than the publisher — after all, he writes it."

Daniels added that to give insight and understanding to the matter, a songwriter, a publisher and a representative from a record company should comprise the panel. When asked if he thought perhaps those particular persons were selected to the panel because they could lend an objective view to the matters at hand, Daniels said they probably were selected with that thought in mind.

"But," he added, "I'm sure also that they were picked because they were a distinguished bunch of people. The hell with distinguished. Let's get down to some experience so you can get something done."

Turning to a subject quite different from songwriter's royalties, but no less important, Daniels offered his opinion on the current FCC clear channel dispute. Many artists, country performers particularly, are up in arms against this bill ever passing. Their main concern, they contend, is the survival of the Grand Ole Opry, which is

broadcast weekly over a 50,000 watt station. Daniels also expresses some concern over this.

"I went to Washington to talk with the lady who is going to write the bill for the senator trying to get this thing passed," said Daniels, who has performed twice in Washington at the request of President Carter. "A real nice lady, a very well-educated lady, but again, she had no idea what the Grand Ole Opry is . . . she said, 'why can't you syndicate it?' I said, m'am, nobody's going to run seven hours of someone else's radio show. Plus the fact that there's something about the thing being live that makes it what it is. It's been going on for 50 years."

"I'm not on the Grand Ole Opry," he continued. "And other than just being a crushing blow to the music business in general, it wouldn't hurt me. I'm just a citizen. This thing's been going on for years and years, and I want my grandchildren to be able to see it."

Concerning the relevance of the Grand Ole Opry to today's mass market, Daniels agreed that not as many people listen to it as once did. But, he said, many people still do.

Daniels said he is all in favor of there being more local radio stations, but reasoned if they take 50,000 watt licenses away from clear channel stations, it would only be fair to also take away the network status from ABC, CBS, and NBC.

"It's the same situation, the same thing," Daniels said. "They should either take away the network status, or at least issue more network licenses. I'm sure there are quite a few investment groups that would love to get a hold of one."

Speaking on radio in general, Daniels stated that he would like to see a little more initiative and authority on the local level.

"I'll tell you what I'd like to see happen, and I'll probably get myself in trouble by saying this, but I've always been in trouble anyway," he said. "I would like to see radio have a little more authority on a local level. I'd like to see guys play a song because they think it's a hit and not because it sold 2,000 copies in Toledo last week."

"I can remember a time when people in radio used to listen to records and pick them on their own and it didn't matter if anyone else was playing them or not," Daniels said. "I'd like to see the local people say 'hey, I'm going to take a shot with this one 'cause I think it's good and not because somebody said so, but because I think it's good.'"

Daniels, who refuses to categorize his own music, but rather calls it CDB music, tends to find fault with radio people who do classify music, and play a record or pass on a record because of the label they have

(continued on page 30)

## CMA Nominees

(continued from page 14)

Gambier," Don Schlitz.

### Female Vocalist of the Year

Janie Fricke, Crystal Gayle, Emmylou Harris, Barbara Mandrell and Anne Murray.

### Male Vocalist of the Year

John Conlee, Larry Gatlin, Willie Nelson, Kenny Rogers and Don Williams.

### Vocal Group of the Year

Dave and Sugar, The Charlie Daniels Band, The Kendalls, The Oak Ridge Boys and The Statler Brothers.

### Vocal Duo of the Year

Jim Ed Brown/Helen Cornelius, Johnny Duncan/Janie Fricke, Willie Nelson/Waylon Jennings, Kenny Rogers/Dottie West and Conway Twitty/Loretta Lynn.

### Instrumental Group of the Year

Asleep At The Wheel, Chet Atkins/Les Paul, Danny Davis and the Nashville Brass, Gatlin Family and Friends and The Charlie Daniels Band.

### Instrumentalist of the Year

Chet Atkins, Roy Clark Charlie Daniels, Buddy Emmons and Charlie McCoy.

In addition, this year two new names will be added to the Country Music Hall of Fame. In the regular category, the nominees are Johnny Cash, Whitey Ford, Connie B. Gay, Hank Snow, Floyd Tillman and Lulu Belle and Scotty Wiseman. In the supplementary category, the nominees are Vernon Dalhart, Lefty Frizzell, Hubert Long, The Original Sons of The Pioneers and Ernest "Pop" Stoneman.



**KITTY WELLS HONORED AT WJRB** — Top Billing Booking and Talent Agency and WJRB Radio recently honored veteran artist Kitty Wells on her 60th birthday with a reception and luncheon at WJRB Radio on music row. Shown at the reception are (l-r): Wesley Rose, president of Acuff-Rose Publishing; Wells; and Bob Campbell, Nashville editor, Cash Box.



# COUNTRY

## REVIEWS

**CRYSTAL GAYLE** (Columbia-1-11087)

**Half The Way** (4:02) (Chriswood Music-BMI/Murfeezongs — ASCAP) (B. Wood/R. Murphey)

Crystal's first release under her new CBS deal leads off with pop reflections of Elton John's "Philadelphia Freedom." Crystal has built both a pop and country following, and this smooth, MOR tune should satisfy both audiences.

**TOM GRANT** (Republic-REP-045)

**Sall On** (3:26) (Jobete Music Co., Inc. — & Commodore Entertainment Pub.) (Corp. — ASCAP) (L. Richie, Jr.)

The Commodores are currently riding the pop charts with this song, and Tom Grant's touch should do equally well on the country charts. Produced by Dave Burgess.

## SINGLES TO WATCH

**JIMMY BUFFETT** (MCA S45-1845)

**Dreamsicle** (2:18) (Coral Reefer Music — BMI) (Jimmy Buffett)

**BUCK OWENS** (Warner Bros. WBS-49046)

**Hangin' In And Hangin' On** (2:52) (Blue Book Music — BMI) (Buck Owens)

**SONNY CURTIS** (Elektra E-46526)

**The Cowboy Slinger** (4:03) (Skol Music — BMI) (Sonny Curtis)

**NICK NIXON** (MCA MCA-41100)

**San Francisco Is A Lonely Town** (3:56) (Shelby Singleton Music — BMI) (Ben Peters)

**LOBO** (MCA MCA-41065)

**Where Were You When I Was Falling In Love** (3:18) (Bobby Goldsboro Music Inc./House Of Gold Music — ASCAP/BMI) (Sam Lorber/Jeff Silbar/Steve Jobe)

**BILLY WALKER** (Caprice CA-2059)

**A Little Bit Short On Love (A Little Bit Long On Tears)** (2:16) (Best Way Music — ASCAP) (Billy Walker)

**GLENN SUTTON** (Mercury 57001)

**Red Neck Disco** (3:24) (Starship Music — ASCAP) (Lee Dresser)

**LEON EVERETTE** (Orlando ORC-104)

**The Sun Went Down In My World Tonight** (2:50) (Magic Castle Music Inc./Blackwood Music Inc. — BMI) (Roger Murrah/Scott Anders)

**JACK DANT** (IMMC) IMC-1113)

**I Did The Right Thing** (4:04) (Tree Publishing — BMI) (Bobby Braddock)

**ROGER NASH** (Tandem TR-014)

**The First Few Days Of Love** (2:05) (Acuff-Rose Publishing, Inc. — BMI/Milene Music — ASCAP) (Sanger D. Shafer/Eddy Raven)

**KEN SCOTT** (Charta CH-137)

**Cuttin' Close To The Heart** (2:26) (Mr. Mort Music — ASCAP/Music Craftshop — ASCAP) (Edward Kane)



**JUST FOR THE RECORD** — Barbara Mandrell — MCA MCA-3165 — Producer: Tom Collins — List: 7.98

Barbara Mandrell and producer Tom Collins have been experimenting with pop music on her last couple of albums, trying to find a sound which will push her into the rarified air of superstardom. This LP could do the job. It is an impeccable record — produced and sung to perfection. There is no country music here, but why quibble with small fry when you are going deep-sea fishing. Take your pick on these 10 songs.



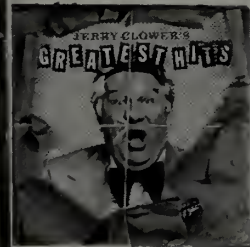
**RIGHT OR WRONG** — Rosanne Cash — Columbia JC-36155 — Producer: Rodney Crowell — List: 7.98

It is common for the offspring of famous entertainers to get recording contracts largely on the strength of their parents. But Rosanne Cash's Columbia album is the best debut LP by a country artist in a long, long time. Her voice is clear and fresh, the songs are all excellent, and Rodney Crowell's production is a study in understated brilliance. The LP contains the beautiful single, "No Memories Hangin' Round" (with Bobby Bare).



**OUT OF YOUR MIND** — Joe Sun — Ovation OV-1743 — Producer: Brien Fisher — List: 7.98

In the liner notes, Johnny Cash says "Joe Sun is the greatest new talent I've heard in 20 years." This is a lot for Sun to live up to, but he is a strong personality who has forged a unique, hard-hitting country-blues style which is winning him legions of fans. This is Sun's second album, and it is an improvement over his fine first effort. Listen closely to "I'll Find It Where I Can," "Mysteries Of Life" and "I'm Still Crazy About You."



**GREATEST HITS** — Jerry Clower — MCA-MCA-3162 — Producer: Snuffy Miller — List: 7.98

In the years to come, it is a good bet that Jerry Clower will be recognized as one of America's great humorists — in the same league with folks like Mark Twain. Clower is terribly funny, but he also blends sharp social comment with his boisterous stories. MCA has collected the best of these stories and there is not a weak tale in the bunch. The classic "A Coon Huntin' Story" and "Marcel's Talkin' Chain Saw" is included.

## THE COUNTRY COLUMN

**Zella Lehr** probably has one of the most unusual backgrounds of any country performer around. Before she ever struck a hit musically, she was performing all over the world — as a member of the Lehr Family of circus performers. While appearing at Jamboree U.S.A. recently, Zella talked about life under the big top. As part of their act, Zella's father would use a bull whip to knock a cigarette out of her mouth. Sound dangerous? She said she would always perform country songs sometime during the act, occasionally in foreign languages. One particular song she recalls is a little tune called "I Can't Get Off My Horse 'Cause Some Dirty Dog Put Glue On My Saddle." A country classic?

When **Louise Goffin** and the **Greg Kihn Band** appeared at the Exit/In a couple of weeks ago, there were more celebrities in the audience than on stage. **Roy Orbison**, complete with



Zella Lehr

his dark shades, was in for the show, as was **Susie Allanson**. And at least one member of **Kiss**, **Gene Simmons** sans make-up, showed up for the late show. (Kiss had performed at the auditorium the night before.) Said an excited Kihn after the show, "I couldn't believe it when I found out Roy Orbison was in the audience — I grew up listening to him."

**Mac Davis** is in Jack Clement Studio working on his debut LP for Casablanca.

**VACATIONS JUST AIN'T WHAT THEY USED TO BE . . .** While vacationing in Jamaica in mid-August, **Johnny Cash** had at least one bad experience that left his nose a little out of joint — literally. It seems he met this truck on the highway that had a little trouble staying on the road. The result? Cash ended up off the road and with his nose broken in six places.

**Tompall** and the **Glaser Brothers** recently got back together for the first time in many a year to film a segment of "That Good Old Nashville Music." Could this be a permanent thing?

**Ellen Brooks** has joined the staff of Shaggy Dog Productions. She will take the position of executive secretary to **Eddie Kilroy**.

At the association's July board meeting, **Jimmy Johnson**, president of Muscle Shoals Sound Studios was elected president of the Muscle Shoals Music Association, succeeding **Rick Hall** of Fame Studios.

**Dale McBride** kicked off the grand opening festivities of the Silver Dollar Saloon in Del Rio, Tex.

Teaming with WGUS Radio in Augusta, Ga., **Leon Everette** recently umpired a softball game to benefit the Easter Seal Fund.

**NEVER TOO SOON . . . Willie Nelson** announced last week that his 8th annual Fourth of July picnic will return to the Lake Travis resort. **Ernest Tubb**, **Ray Pirce**, **Delbert McClinton** and **Hank Cochran** are set to join the jogging cowboy next year. Word has it that the 9-hole golf course will be restored by November.

**Tanya Tucker** will join the star-studded line-up participating in the Star Night Concert Sept. 15. Star Night is presented in conjunction with the Roy Clark Celebrity Golf weekend.

**Jerri Kelly** and **Bill Hanks** releases will be making their way into Germany via Intercord Records in Germany. Intercord will also be sub-publishing all of the tunes on the Kelly LP and the Hanks single.

On Labor Day weekend, Kerrville, Tex. will play host to the sixth annual Kerrville Bluegrass and Country Music Festival. The four day affair (beginning Thursday, Aug. 30) will feature a host of down home performers and their music.

Songstress **Jerris Ross** has joined Door Knob Records.

**The Stamps**, former back-up singers for Elvis Presley, will be hitting the concert circuit hot and heavy this fall, with the act booked solid through the end of the year.

**ON THE AIR . . . Crystal Gayle** will be filming her CBS Special in Nashville and New York in September. The program will air later this year. . . **Waylon Jennings** will make an appearance on NBC's "Today Show" Sept. 6. . . **Janie Fricke**, **Larry Gatlin** and **Lynn Anderson** will appear on Metromedia's "Nashville Salutes America" Sept. 5-6. . . **Dolly Parton** will appear on the "Tonight Show" Sept. 19.

**Eddie Rabbitt** is up to all sorts of things lately, but most recently he has been invited to join the stellar host of country music performers who are participating in the country music extravaganza at the Ford Theatre Oct. 2. Titled "The 1970s — An Explosion of Country Music," the event will be co-hosted by the Ford Theatre chairwomen **Rosalyn Carter** and **Mrs. Tip O'Neill**. The program will be broadcast as an NBC "Big Event Special" Oct. 16.

jennifer bohler



**OAK RIDGE BOYS BAND SIGN WITH MCA** — The Oak Ridge Boys Band, winner of the 1978 Country Music Association's Instrumental Group of the Year award for their backup work, signed an exclusive recording contract with MCA Records. Duane Allen, lead singer of The Oaks, is producing the group, which is currently working in the studio on an upcoming LP. Pictured going over arrangements are (l-r): Allen; Skip Mitchell, lead guitar player; Jimmy Tarbutton, engineer; Don Breland, bass player; Garland, keyboard player; and Mark Ellerbee, drummer.

# COUNTRY RADIO

## THE COUNTRY MIKE

**KFH RECEIVES FIRST ADMIRAL'S AWARD** — KFH/Wichita recently received the first admiral's award for community service. The award was presented to KFH operations manager, **Jason Drake**, by **Admiral Jim Rensberg** for KFH's coverage and aide in the annual Wichita river festival. During the event, KFH's personalities and mobile cruisers were virtually every place with reports and support for the river festival. Station personnel, both on air and off air people, manned a mobile home in the center of activities for the entire 10 days of the festival, lending a hand to the river festival staff and generally helping out wherever they were needed to see that the river festival was a huge success. It's another first for KFH, but Drake said, "What would you expect from the station which has been involved in events in south central Kansas for the past 57 years. We were happy to do it and we'll be right there again next year."



Steve Chappell

**MUSIC DIRECTOR PROFILE** — **Steve Chappell**, MD for WDOJ/Chattanooga, began in the broadcasting industry 13 years ago doing the all night show at WMOC/Chattanooga. In 1967, after graduating from Citadel College in Charleston, S.C. with a B.S. degree in Education, Steve joined the air force. From 1969 until 1972, he was stationed in England for his overseas tour of duty. In 1972, Steve was back in Chattanooga working in sales for WGOW. From 1973-75, he toured with the rock group, Mother Lode, playing lead guitar and doing the vocal work. After a two year absence from radio, Steve returned to WDEF/Chattanooga in 1976 in the sales department. In 1977, he went back on the air at WDXB/Chattanooga with the all night show and finally ending up in the midday slot. While at WDXB, Steve was attending University of Tennessee at Chattanooga, and graduated from there this year with a B.A. degree in drama. He has been with WDOJ since 1978 and was recently promoted to the MD position at the station.

**Tim Williams**, MD at WFAI/Fayetteville, recently helped raise over \$500 in the American Cancer Society walk-a-thon that took place in that city.

According to WNRS MD **Randy Carr**, WIQB-WNRS/Ann Arbor has been purchased from Radio Ann Arbor by Lake America Communications. At this time no changes are anticipated for the station.

KVOO/Tulsa recently held its 8th annual picnic at the fairgrounds, attended by a record-breaking crowd. More than 30,000 people showed up to listen to country music presented by **Johnie Stills**, **The Turkey Mountain Troubadours** and Mercury artist **Reba McIntyre**. Picnic tables filled the International Petroleum Exposition Building and free kiddie rides were available at Bells Amusement Park during the four-hour festivities.

**"WEESE WITH SPORTS" IS NEW FEATURE ON KERE** — Denver Broncos quarterback **Norris Weese** joins KERE/Denver as host of "Weese With Sports," according to operations manager **Jay Hoffer**. A native of Baton Rouge, La., Weese played college football at the University of Mississippi. He was drafted by the Los Angeles Rams in 1974, but signed with the World Football League and played for the Hawaiian team for two years. He joined the Denver Broncos as a free agent in 1976. Sponsorship for the new sports commentary program is already sold out, according to KERE general manager **Don Waterman**. **Wes James** has joined WLAS/Jacksonville as the new all night jock at the station. The rest of the line-up is as follows: **Jerry Outlaw** begins with morning drive followed by MD **Willis Williams** with middays. Afternoon drive belongs to **John Lyles**, with **Lisa Gray** taking care of the evenings until Wes comes on with the all night show.

Capitol's **Gene Watson** is scheduled to be a special guest on an upcoming edition of "Country Roads," a United States Armed Forces Command Public Service program. Army Sergeant **Dan Gates** is the producer and host of the show, which is now aired on more than 650 commercial radio stations nationwide on a weekly basis. The "Country Roads" show is based out of Fort McPherson, Ga.

**CHANGES IN FORMAT** — Recently some of our reporting stations have changed formats and are no longer programming country music. Therefore, the following stations will no longer be contacted by **Cash Box** in Nashville for airplay information: WWSW/Pittsburgh, WDEE/Detroit, WRRD/St. Paul, WEMP/Milwaukee, and KHTZ/Los Angeles.

country mike

### PROGRAMMERS PICKS

<b>Ron West</b>	<b>KSON/San Diego</b>	<b>All The Gold In California</b> — Larry Gatlin — Columbia
<b>Doug Brannan</b>	<b>KCUB/Tucson</b>	<b>Dream On</b> — The Oak Ridge Boys — MCA
<b>Dugg Collins</b>	<b>KZIP/Amarillo</b>	<b>All The Gold In California</b> — Larry Gatlin — Columbia
<b>Joe Flint</b>	<b>KSOP/Salt Lake City</b>	<b>Love Me Now</b> — Ronnie McDowell — Epic
<b>Terry Black</b>	<b>KJJJ/Phoenix</b>	<b>Hound Dog Man</b> — Glen Campbell — Capitol
<b>Dave Campbell</b>	<b>WGTO/Cypress Gardens</b>	<b>Soap</b> — O.B. McClinton — Epic
<b>Walt Turner</b>	<b>WIL/St. Louis</b>	<b>All The Gold In California</b> — Larry Gatlin — Columbia
<b>Mark Anderson</b>	<b>WTMT/Louisville</b>	<b>Great Balls Of Fire</b> — Dolly Parton — RCA
<b>Bob Nyles</b>	<b>WHOO/Orlando</b>	<b>Sweet Summer Lovin'</b> — Dolly Parton — RCA
<b>Don Walton</b>	<b>KFDI/Wichita</b>	<b>No Memories Hangin' Round</b> — Rosanne Cash — Columbia
<b>Paul Adams</b>	<b>KBET/Reno</b>	<b>Half The Way</b> — Crystal Gayle — Columbia
<b>Dianne Brennan</b>	<b>WBAM/Montgomery</b>	<b>Half The Way</b> — Crystal Gayle — Columbia

## MOST ADDED COUNTRY SINGLES

- FOOLS** — JIM ED BROWN & HELEN CORNELIUS — RCA — 54 REPORTS
- BEFORE MY TIME** — JOHN CONLEE — MCA — 51 REPORTS
- THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN)** — ELVIS PRESLEY — RCA — 50 REPORTS
- IT MUST BE LOVE** — DON WILLIAMS — MCA — 48 REPORTS
- LAST CHEATER'S WALTZ** — T.G. SHEPPARD — Warner Bros. — 46 REPORTS
- FOOLED BY A FEELING** — Barbara Mandrell — MCA — 42 REPORTS
- MY SILVER LINING** — MICKEY GILLEY — Epic — 41 REPORTS
- ONLY LOVE CAN BREAK A HEART** — KENNY DALE — Capitol — 39 REPORTS
- DADDY** — DONNA FARGO — Warner Bros. — 38 REPORTS

## MOST ACTIVE COUNTRY SINGLES

- SWEET SUMMER LOVIN'/GREAT BALLS OF FIRE** — DOLLY PARTON — RCA — 45 REPORTS
- ALL THE GOLD IN CALIFORNIA** — LARRY GATLIN — Columbia — 30 REPORTS
- HALF THE WAY** — CRYSTAL GAYLE — Columbia — 24 REPORTS
- PUT YOUR CLOTHES BACK ON** — JOE STAMPLEY — Epic — 22 REPORTS
- SEE YOU IN SEPTEMBER** — DEBBY BOONE — Warner Bros. — 14 REPORTS
- NO MEMORIES HANGIN' ROUND** — ROSANNE CASH WITH BOBBY BARE — Columbia — 14 REPORTS
- HOUND DOG MAN** — GLEN CAMPBELL — Capitol — 13 REPORTS
- I NEVER LOVED ANYONE LIKE I LOVE YOU** — LOUISE MANDRELL — EPIC — 13 REPORTS
- I DON'T DO LIKE THAT NO MORE/NEVER MY LOVE** — THE KENDALLS — Ovation — 11 REPORTS

## Charlie Daniels Shoots Gold

(continued from page 27)  
tagged to it.

"We mix all kinds of music in our records," Daniels claimed. "Some radio people won't play our stuff because they say we are too country. Well, what is country? What is pop? What is rock and roll? What's rhythm and blues? What's anything anymore? What difference does it make? If it's a good record and people like it, what's the difference? If it's a hit, it's a hit, what the hell!"

Charlie Daniels, in the past five years, has been involved with a hit of another kind, and a most unusual and unique phenomenon in Nashville — the Volunteer Jam. Going into its sixth year, the jam has attracted thousands of fans from across the country, has been aired live over several radio stations and has spawned two Volunteer Jam LPs, the second of which will be released by Epic this fall. Cuts from the first two jams are included on earlier Daniel LP releases.

Jam VI is scheduled for January 12, 1980, and Daniels said he is quite pleased with the evolution of the event. What began as a handful of performers getting together for a jam has developed into one of the most elaborate and star-studded affairs of the new year.

Daniels, who performed on Bob Dylan's classic "Nashville Skyline" LP in the late 60s, was in the forefront of a renaissance of southern rock music when he formed the CDB in 1971. Though many pop critics associate a particular, identifiable sound with that era of music (indigenous to such groups as the Allman Brothers Band, Wet Willie, the Marshall Tucker Band and Lynard Skynyrd), Daniels feels that more than a sound, it was a personal feeling among the individual group members who created the image.

"I think what people see a lot of the time, especially those people who don't live in the south, is more of a personal feeling among the musicians that are involved in playing the music," Daniels said. "I think it's the similarities in the backgrounds of the musicians — the same religious, social and financial type environment they came from — they have a lot to relate to. I think the similarity in music comes more from that than any particular style."

The fact cannot be disputed that The Charlie Daniels Band has logged a million miles on the road. Daniels said they spend

about 175 days a year hitting the concert trail. In 1975, they spent 250 days. But Daniels claimed he prefers performing to just about anything.

"Performing is just my cup of tea. I like to be on the stage in front of people," he said. "As long as I don't have to go out for long periods of time, I don't get tired of it. If I have to go out and stay for three weeks or a month, I start getting, well not tired of performing, but I need to go home and charge my battery. I'd rather go out for a couple of weeks and then come home and stay a decent amount of time. I'm really into my family and home."

Daniels' family is wife Hazel and 14-year-old son Charlie. Home is a farm in Mt. Juliet, Tennessee, where Daniels spends his time raising quarter horses, Tennessee Walkers and cows. To have a good time, he said he might just go out and spend the day plowing the field.

A hero to many a cowboy-hatted kid, Daniels concluded that he is a happy man.

"The music business has been good to me. It has supplied me with a living most of my adult life. I feel like I owe it my best," he said. Then, with typical Daniels humor he added, "I feel like I want to leave something behind when I leave here, besides just a bad reputation."



**KENDALLS RECEIVE NARAS AWARD** — Ovation artists' The Kendalls were presented with a certificate of appreciation from the Chicago Chapter of the National Academy of Recording Arts and Sciences during the recent ChicagoFest, 10-day music festival sponsored by Chicago Mayor Jane Byrne. The award was presented to The Kendalls in recognition of their Grammy Award for "Heaven's Just A Sin Away." Shown onstage at ChicagoFest are (l-r): Dick Schory, president of Ovation Records; Jeannie Kendall and Royce Kendall.



**CHRYSLIS SIGNS BENATAR, LP DUE IN AUGUST** — Chrysalis Records recently inked Pat Benatar to a worldwide recording contract. The singer's first LP for the label, entitled "In The Heat Of The Night," is due for release August 27. The record was produced by Chinnichap. Pictured are (l-r): Peter Coleman, producer for Chinnichap; Rick Newman, manager; Terry Ellis, president of Chrysalis Records, Inc.; Pat Benatar; Chris Wright, co-chairman of Chrysalis Records, Ltd.; Nicky Chinn, vice president of Chinnichap; and Roger Watson, Chrysalis national director of A&R.

## Sidney Guber Dies

NEW YORK — Sidney Guber, vice president of SESAC, died on Aug. 12 at his home in Jericho, New York. He was 50 years old.

Guber joined SESAC in 1952 and was named sales manager and director of marketing in 1964. In 1974, he was elected a vice president of the publishing firm and two years later was appointed vice president and director of business affairs, the position he held at the time of his death.

Prior to joining SESAC, Guber was associated with Charles Michelson, Inc. He is survived by his wife and three children.

## Wilder Signs Artists

LOS ANGELES — Shane Wilder Artists' Management has signed the Wood River Band, a country rock group, and gospel artist Michael Gonzales. Gonzales will debut his first LP on Little Darlin' Records Oct. 1.

## Peter Pan Releases Extended Play 45s

NEW YORK — Peter Pan Records have expanded their extended play 45s list, which retail for 79¢, with the following discs: "Monster Mash," "Dinner With Drac," "Peter Cottontail," "Sesame Street — Sing, Play Along," "Sesame Street — Rubber Ducky/Anybody Seen My Dog?," "Witch Doctor," "Purple People Eater," and "Casper The Ghost."

## Iz Productions Bows

NEW YORK — Zane Management, Inc., the Philadelphia-based entertainment firm headed by attorney Lloyd Zane Remick, has opened Iz Productions.

## 'Decade' Goes Gold

LOS ANGELES — Neil Young's three album collection on Reprise, "Decade," has been certified gold by the R.I.A.A.

# POINTS WEST

(continued from page 14)

... Infinity Music International has signed ex-Stone **Mick Taylor** to a U.S.-Canada sub-publishing deal... **Rudy and Steve Sallas'** Tody Sallas Music has made a publishing deal with Butterfly's BMG division... The **Fabulous Poodles** have added a new member, ex-Boyfriend keyboardist **Chris Skornia**... And **Frank Marino** has brought his brother **Vince** into **Mahogany Rush** as the group's fourth member... E/A will be putting out the **Naughty Sweeties** single "Alice."

**SHORT TAKES** — There are reports that **Bruce Springsteen** is insisting that his upcoming album list at less than \$8.98. Sounds too good to be true... RSO's **Player** has split up, but **Peter Beckett** will cut a solo LP for the label... **Paul Anka** and **Burt Bacharach** are doing some long range collaboration on a range of musical projects... The 10th anniversary issue of **Penthouse** has a number of features of interest to the music world. There's a fascinating behind the scenes account of Woodstock, 10 years after the fact, and an interview with **Willie Nelson** that's almost as revealing as the pictures scattered throughout the mag... Glad to hear that singing minister **Al Green** has been cleared of charges that he beat a Memphis woman with a tree limb. The alleged victim never showed up in court.

**WEDDING BELLS** — **Nick Lowe** and **Carlene Carter** tied the knot in L.A. Aug. 18... **Chris Hillman** of McGuinn, Clark and will marry in October, between his current tour and recording dates for the next MC&H LP.

**A ONE OF A KIND DRUMMER** — Percussionist extraordinaire **Bill Bruford**, ex of **King Crimson**, **Genesis**, **Yes** and **U.K.**, recently was in L.A. for a three night stand at the Roxy. While Bruford has a large cult following, due to his notoriety as one of progrocks most revered stick men, he is trying to live down the all star performer stigma. "I have no interest in being a drum hero," said Bruford. "I'm not about to flash about the drum kit." Bruford also said that the first album, "Feels Good To Me," was deliberately "spikey" and had very few smooth edges to its music. Therefore, when he put out "One Of A Kind" he wanted it to be completely different. "Not playing drums on certain songs really appealed to me," offered Bruford, who also played keyboards on the album. "I'm interested in tinkering with various groups."

**ONE A WEEK — NEVER AGAIN?** — Ten years ago graphic designer/cover artist **Kosh**, along with **Phil Spector** and **John Lennon**, had a goal to put out a record a week. With his next work, the **Pointer Sisters'** "Priority," due any day on Planet Records, Kosh is getting close to his goal. His past credits could take up a couple of pages, including "Abbey Road," "Hotel California," and four **Linda Ronstadt** LPs, and he is more active now than ever before. In the can and ready for release this month are album covers for **Karla Bonoff** and **Bonnie Raitt**, and he is currently at work on jackets for the **Eagles** and **Melissa Manchester**... Meanwhile, another leading cover artist may be getting out of the business. **Ed Caraeff**, whose credits include the **Bee Gees** last LP, "Spirits Having Flown," has disappeared. And not only is Caraeff nowhere to be found, but he took off with his equipment and files — apparently without a word to anyone as to where or why.

joey berlin

# Accounts Hurt By Fill Problem On Cassettes, Hits, Catalog

(continued from page 26)

April or May, and it's now a bigger problem than I have ever seen in my 25 years in the business. In addition, overnight delivery has become a thing of the past, which is a very serious problem. Now it takes 5-10 days to get product.

"Apparently the record companies have gotten so involved with records that may go double or triple platinum that they don't pay attention to the lesser ones that can sell 100,000 or so," Karol theorizes. But he added that his comments are intended as constructive criticism, recognizing that the label people are cooperative and undoubtedly trying their best to improve the situation.

At the big racks, the fill problem is almost non-existent. Pickwick rack division head buyer John Foley says he ran out of recent albums by The Cars, Charlie Daniels Band and Teddy Pendergrass, but he adds that was primarily because he was taken by surprise when they hit so fast.

Foley also says he is buying more conservatively now following a directive from his parent company, American Can, to reduce inventories. But he says his stock of the Top 200 albums is excellent.

At Handleman Company, executive vice president John Kaplan reports no significant problems with fill in many, many months.

## Co-op's Sales Up

In the Boston area, a buyer for the Harvard Co-op's four stores said sales are up.

But at Fathers and Sons in Indianapolis, purchasing director Don Simpson says the fill problem there is now worse than it's been in several months. RCA, Polygram and CBS have facilities nearby and are usually good, reports Simpson, but RCA and CBS, along with WEA out of Cleveland have been spotty of late. "We had REO Speedwagon in the market for a show and an in-store appearance and we didn't have the product," says Simpson.

MCA Distributing's president Al Bergamo says his company is taking a number of steps to alleviate the fill problem.

"One thing we're doing is increasing our cassette capacity now," says Bergamo. "We're at about 85% fill on cassettes for MCA back-orders, which are taking 2-3 days. What's happened is business has grown so much for us this year it's jammed us with the added Infinity and ABC product. And the old ABC product is hard to get on

pressings.

"We're also taking a more realistic view of pressing quantity. We've been able to ship enough new releases, but the problem has been on catalog. We didn't want to press catalog when some of the same albums are coming back as returns. And there were so many returns that our usual 30 day processing ballooned up to 120 days. It's starting to level off now, but I'd never seen it go on as long as this."

Bergamo added that delinquent payments were not a big part of the problem. "Payments are slower than usual, but our hold list is not abnormal."

Casablanca production director Linda Campbell disagreed with Bergamo, commenting that a large number of major accounts are on credit hold with Polygram. "This is probably a major factor in the fill problems you hear about, especially if they buy from one-stops."

Campbell says Casablanca has no serious fill problems because they watch their inventory carefully. She did admit, however, that like almost every other company, the high number of 45s released recently combined with the low capacity at the pressing plants has put Casablanca behind on singles.

"The plants have been running at low capacity and getting into a 'peaking situation,' with fewer people taking longer to get things out," explains Campbell. "But now they are starting to gear up for the fall and by mid-September many of the recent layoffs will be recalled."

Executives at CBS and WEA, the two largest distributors in the country, declined to comment on the fill problem retailers and one-stops are currently experiencing. But one CBS branch manager in the west did comment on the situation his customers are in.

"We've recently had some singles and cassette problems, but otherwise we're reasonably good," the branch manager indicates. "Our tapes come from Terre Haute, so that poses some transportation problems. With the 45s, it's just a question of staying on top of things that get hot."

One album that got hot that CBS couldn't stay on top of was "Million Mile Reflections." "We did get hurt pretty bad for a week and a half or two weeks on the Charlie Daniels band. We had production problems on the LP jacket. But that's all been straightened out for a week."



**JOHNSON'S 'DIALOGUE' WITH CASH BOX STAFF** — EMI-America recording artist Michael Johnson visited the west coast offices of Cash Box to deliver his new LP, "Dialogue," and chat with magazine staffers. Pictured are (l-r): Keith Christianson, Johnson's manager; Johnson; Dave Fulton, Cash Box editor-in-chief; Ken Kirkwood, research manager; and Alan Sutton, west coast editor.





# CASH BOX TOP 100

September 1, 1979

Chart listing with columns: Rank, Song Title, Artist, Weeks On Chart, and previous weeks' rank. Includes songs like 'GOOD TIMES', 'DON'T STOP 'TIL YOU GET ENOUGH', 'I JUST WANT TO BE CAMEO', etc.

## ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

Alphabetized list of 100 R&B songs with columns for song title, artist, and publisher/licensee. Includes songs like 'After The Love', 'Ain't No Stoppin'', 'Albino', etc.

★ 12" Available For Sale







# Disco Wizard Emerges In The Limelight With His Own Label

(continued from page 14)

eventually spawn a group called the Brotherhood, if the record hits.

For the past five years, Moulton has been one of the industry's most sought-after technicians. His first major credit was his disco mix of the B.T. Express hit, "Do It ('Till You're Satisfied)," in 1975. Since that time, he has been involved in a number of best-selling singles, 12-inch discs, and albums that have carried his trademark, "A Tom Moulton Mix." Those records include "Disco Inferno" by the Trammps, "More, More, More" by the Andrea True Connection, "Do It Anyway You Want," by the B.T. Express, "Love Tracks" by Gloria Gaynor, "Hold Your Horses" by First Choice, "Double Fun" by Robert Palmer and "Instant Replay" by Dan Hartman.

Moulton has concentrated on mixing or re-mixing tracks that a group has already recorded. "In many ways I'm like a studio doctor, really," Moulton explains. "Someone will call me up and say 'Doctor, I have a record that needs fixing.' I'll come in and take the individual tracks that the group has laid down and work with those tracks until I get exactly the kind of sound I think the song needs."

Moulton, who works out of Sigma Sound Studios in Philadelphia, has shied away from production work in the past because, he says, "I didn't want to put up with temperamental artists." But he has recently softened that stance, producing such artists as Grace Jones and Edgar Winter.

Ironically, Moulton's success has come after he had "retired" from the record business. After working as a retail clerk in his hometown of Schenectady, New York, Moulton moved to California, where he worked as a buyer for Seeburg and later as a salesman for Muntz Auto Stereo.

"I was fascinated with stereo," Moulton recalls, "and I was incredibly excited when it came along. I think that's one of the factors that has spurred my interest in sound quality, along with my love of the music itself."

Moulton, who is now 38 years old, moved back east in the mid-sixties and landed in Boston, where he worked for a retail store and as a salesman for RCA Records. He became a promotion man for Liberty/UA Records. "I realized how difficult it was," he said, "along with how important it is to have good promotion on a record. But it was a

great time to work in Boston, because there was an amazing group of promotion men there, including Al Coury, Lenny Petze, and Stan Monteiro."

However, in 1969, Moulton quit the business. "I started getting fed up with the bullshit. I didn't want to lose contact with the street, and it seemed that the higher up you got, the more interested people were in you saying 'yes.'"

Moulton went to Europe, where he met someone who suggested he try modeling. He did, and he soon became a sought-after New York model, posing for Camel ads and Green Beret recruiting posters, among many other jobs.

In 1973, Moulton visited Fire Island for the first time. "I was taken to the Sandpiper disco on Cherry Grove," he said, "and it was totally amazing, it was like a world to itself, like the Village moved out to this island. The music was so great and everybody, straight, gay, black and white was dancing to this hot black music. I was so impressed with it."

Moulton credits DJ Don Findley as being a major influence on people who were becoming interested in the dance scene, which soon evolved into "disco" music. Moulton also noticed that there was a problem in keeping people on the dance floor when the DJ changed records, so he asked the owner of the Sandpiper if he could make a tape.

"I had to figure out a way to keep them out there, and I noticed that people reacted to certain things. It took me about 80 hours to come up with a 45-minute tape, but my ideas worked out and I synched the beats so before people knew what had happened, there was a new song on."

Buoyed by his success, Moulton kept making more tapes in his spare time. Then a friend who heard one of Moulton's tapes asked him to come to the studio and help out on a record by an unknown group. Moulton came in, re-mixed "Do It ('Till You're Satisfied)" and officially re-entered the music business.

## Shukat Co. Moves

NEW YORK — The Shukat Company, Ltd., a personal management concern, has moved its offices to 211 West 56th St., Suite 6H, New York, N.Y. 10019. The phone number remains 212-582-7614.



**TENNIS SHOES ANYONE?** — Montage/MCA recording artists Kid Brother have resigned with the label and recently got together with MCA Records' president Bob Siner to discuss the September release of their LP. At the meeting, the use of high-top tennis shoes as Kid Brother's trade mark was also discussed. Shown above, standing, are (l-r): John Babcock, co-manager, Kid Brother; Barry Kaye, Kid Brother and Marty Pitchinson, co-manager, Kid Brother. Pictured seated are (l-r): Arnie Orleans, executive VP and general manager, Montage Records; Bob Siner; David Chackler, president, Montage; Rick Geragi and Harvey Preston, Kid Brother and Ruth Carson, MCA product manager.

## MCA Distributing Holds Nat'l Meet In Arizona

LOS ANGELES — MCA Distributing Corporation held a two-day conference in Scottsdale, Arizona, beginning Aug. 27, involving its five regional directors and twenty-one branch managers for a series of sales, marketing and chart seminars. The second day of the national meeting featured product presentations from Infinity and MCA Records of the label's forthcoming fall releases.

## Coleman Elected To Muscle Shoals Board

LOS ANGELES — Dianne Coleman has been elected to the Board of Directors of the Muscle Shoals Music Assn. Coleman, who teaches voice and piano, is currently affiliated with Muscle Shoals Sound Studios as an artist/songwriter.

## Polydor To Release Nine LPs In August

NEW YORK — Polydor will release nine new albums on August 27. They are self titled albums by Radar Records' group Yachts and solo artist Michele Freeman, "Don't Let Go" by Isaac Hayes, "Emphasized" by Wayne Henderson, "Fatback XII" by Fatback, "Mr. Big Shot" by the Simon Orchestra, "Just Take My Body" by Rudy, and "No Promises, No Debts" by Golden Earring. In addition, Polydor will repackage the original cast recording of the Fantasticks, which recently celebrated its twentieth anniversary.

## Songwriting Contest Deadline Extended

LOS ANGELES — The deadline for songwriters to submit audition tapes for the Helen King Festival of New Music has been extended to Aug. 31. The Songwriters Resources and Services-sponsored event is seeking songs of merit regardless of their potential commercial viability.

Writers should submit two songs on cassette with lyric sheets to SRS Festival, 6381 Hollywood Blvd., Suite 503, L.A., Calif. 90028. For more information, call (213) 463-5691.

## Wemar Music Relocates

LOS ANGELES — Wemar Music Corp., headed by veteran music publisher George Weiner, along with the reactivated Gramercy record label, has relocated to 6515 Sunset Blvd., Suite 201, Hollywood, Calif. The phone number is (213) 462-8848.

## BMI Develops New Hotel/Motel License

NEW YORK — BMI has published a new form of hotel/motel license following discussions with the American Hotel and Motel Association and the Nevada Resort Association. The new five-year license, retroactive to January 1, 1979, covers music used in hotels and motels throughout the nation. Unlike the previous five-year license, the new pact provides for on-site discotheques, a growing aspect of lodging attractions.

The new license will be mailed in the next several weeks. Fees based upon annual live music and entertainment costs range from a low of \$75 for certain small operators to \$4,100 for an operator who budgets over \$1 million for entertainment. New fees for the use of recorded music are also reflected in the license.

## Streethart Scheduled For American Debut

NEW YORK — Canadian rock band Streethart will make their U.S. debut on Atlantic Records with the album, "Under Heaven Over Hell."

The album was produced by Manny Charlton, producer and guitarist for Nazareth, and includes versions of "Under My Thumb" and "Here Comes The Night."

"Under Heaven Over Hell" was released in Canada earlier this year and has already been certified platinum there. In addition, the band's debut Canadian album has been certified gold in that country.



**DAVIS CUTS FOR CASABLANCA** — Singer Mac Davis (l), recently signed to Casablanca Records and FilmWorks, wrapped up work on his debut LP for the label with Larry Butler (r) producing and Billy Sherill (top) engineering for Jack Clement Studios. The LP features five cuts penned by Davis, now starring in the movie "North Dallas Forty."



**CURRY DOES THE ROCK AT THE LINE** — A&M recording artist Tim Curry performed selections from his current LP, "Fearless," during a recent appearance at The Bottom Line in New York. Pictured backstage after the show are (l-r), in the back row: Clodagh Wallace, manager; Rich Totoian, A&M national FM promotion director; and Michael Leon, A&M east coast director of operations. Shown in the front row are (l-r): Jeff Ayeroff, A&M vice president of creative services; Tim Curry; Kathy Schenker, A&M east coast publicity director; Rich Gallo, A&M N.Y. marketing coordinator; Gail Davis, A&M associate director of artists relations; Mark Spector, A&M national A&R director; and Rick Stone, A&M N.Y. promotion director.



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Angel Eyes — Roxy Music
Back Of My Hand — Jags
Bang Bang — B.A. Robertson

Reasons To Be Cheerful — Ian Dury — Stiff
Just When I Needed You Most — Randy Vanwarmer — ISL
Money — Flying Lizards — VIR

B List

Ducness — The Stranglers — UA
Girls, Girls, Girls — Candidate — RAK
Voulez Vous & Angel Eyes — ABBA — Epic

Good Night Tonight — Wings
Shine Baby Shine — Martin Circus
I Was Made For Lovin' You — Kiss
Dancer — Gino Soccio

THE NETHERLANDS
PRODUKTIES

This Is My Life — Shirley Bassey — EMI
Are Friends Electric — Tubeway Army — CNR
Bouzouki Player — Babe — Phonogram

RADIO MONTE CARLO

Hot Stuff — Donna Summer
Pauvres Diables — Julio Iglesias
Goodnight Tonight — Wings

Dans La Meme Annee — Michel Sardou
Blow Away — George Harrison
Bright Eyes — Art Garfunkel
Le Coeur Grenadine — Laurent Volz

BRASIL — SAO PAULO

Nao Chore Mais — Gilberto Gil — WEA
Ate Parece Que Foi Sonho — Fabio/Tim Maia — Odeon
Allouete — Denise Emmer — Tapeçar

JAPAN — RADIO KOX

Love Of My Life — Queen
Hot Stuff — Donna Summer
Lady Writer — Dire Straits
The Logical Song — Supertramp

RADIO LUXEMBOURG

Power Play
Saturday Night — Herman Brood — Ariola
Bullets
The Topical Song — The Barron Knights — Epic

Young Blood — Rickie Lee Jones — Warner Bros.
Rock 'N' Roll High School — Ramones — Sire
Tonight's The Night — Technique — Epic

FRANCE — EUROPE 1

Boogie Wonderland — Earth, Wind & Fire
Walkin' On Music/Fire Night Dance — Peter Jacques Band

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# COIN MACHINE

## EASTERN FLASHES

The exciting Gottlieb "Totem" 4-player has arrived at Mondial-Springfield and is being very well received, as noted by **Tony Yula**. Initial shipment was expected at presstime. Other winners out there include Atari's "Basketball" and Gremlin's "Head On." Tony also commented about a decided upsurge in sales of Choice Vend can vendors. Welcome aboard to **Robert Boals** who recently joined Mondial's sales staff and is already busily covering his territory.

WOULD LIKE TO express condolences on the passing of two long time members of the coin machine industry — **Charlie Morell**, who operated Local Vending for many years and died recently in Florida where he was in retirement; and **Nash Gordon**, former manager of MAA who was very well known in local industry circles and died on July 29. Condolences also to **Dock Shapiro** of National Music and Games Service whose mother-in-law died on Aug. 2.

SAID A QUICK HELLO to **Frank Ash** of Active Amusement in Philly, who is most enthusiastic about the new Rock-Ola "Max" phono which has "many of the same features of the big machine" and is ideal for the location with limited space. Frank also expressed a very positive attitude about the new S.B.A. dollar coin and its potential in promotion and increased earnings for ops.

JACK SHAWCROSS REMINDS US that Bally Northeast Syracuse and Rowe will be co-sponsoring an Atari school, Sept. 13-14, at the Holiday Inn in Syracuse and, based on responses received so far, classes will be packed on both days. On the subject of what's selling these days, Midway's "Space Invaders" remains in the fore along with such outstanding pieces as Gremlin's "Head On," Bally's "Kiss" and "Paragon" and Atari's "Basketball" and "Sprint II." Jack said the distrib's been encouraging operators to promote the new dollar coin; his advice being to give the new Susie dollar as change to the locations and advise locations to do likewise with patrons. Ops have to do a selling job, as Jack pointed out, "offer bonus play" and stimulate player interest, in return for which operators should see an increase in earnings.

## CALIFORNIA CLIPPINGS

Jack Sutton of Rowe International said that Cinematronics/Vectorbeam's "Barrier" has just arrived, and that he is still moving out "Space Invaders" as fast as they are coming in.

PORTALE AUTOMATIC SALES has just received a shipment of "Totem" and they are selling quite well.

LILA ZINTER TOLD US THAT Exidy is in the process of releasing its warranty reserve program and its incentive board program in response to the request from the industry's warranty committee. The programs should be in effect by Sept. 1. Exidy is also re-releasing "Starfire."

C.A. ROBINSON vice president **Ira Bettelman** reported that the distrib has just received its first "Sundance" from Cinematronics. Bettelman also mentioned that C.A. was eagerly awaiting the arrival of "Lunar Lander," and that Midway's "18 Wheeler" was also due in shortly. In other news, the distrib will have its first shipment of Stern's "Magic" before the month is out. Due to a typographical error in last week's column, The Valley Company of Bay City Michigan was misprinted as Bally in the item on C.A. Robinson. We regret any inconvenience this may have caused the staffs of Valley or C.A. Robinson.

## INDUSTRY CALENDAR

Sept. 15-16, No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte.

Oct. 5-6, Amusement & Music Operators of Virginia; annual conv., John Marshall Hotel, Richmond.

Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.

Oct. 14, Deutsche Wurlitzer Distributors Meeting; Hotel Croatia; Dubrovnik, Yugoslavia.

Oct. 25-28, NAMA national conv., McCormick Place, Chicago.

Nov. 9-11, AMOA international exposition, Conrad Hilton Hotel, Chicago.

Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.

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OTHER \_\_\_\_\_

## CHICAGO CHATTER

AMOA is conducting a Group Life and Health Insurance Survey to help determine how the current AMOA insurance plans can be improved. A comprehensive questionnaire, asking members to thoroughly define their present coverage and the type of insurance they'd like AMOA to provide in the future, has been mailed to the entire membership. The association hopes to have all returns in by Sept. 30. . . The 1979 Exposition, which is just a couple of months away (Nov. 9-11), is shaping up beautifully, according to **Fred Granger** — as expected. The association has more booth commitments than it had last year at this time, he said, and overseas inquiries indicate there'll be a vastly increased foreign attendance, including several overseas group tours which have been scheduled to coincide with the show. How do you follow last year's record breaker? With an even bigger one in '79, and that's exactly what AMOA anticipates.

DATELINE NEW ORLEANS. Learned from **Lou Boasberg** of New Orleans Novelty that **Neal Smithweck**, one of Williams' top engineers" will conduct a service seminar at New Orleans Novelty Co., 1055 Dryades St., on Sept. 5 and 6. "All Williams' flippers and shuffle alleys will be thoroughly covered, including the sensational 'Stellar Wars'," said Lou, who's expecting a full turnout of area ops and service personnel on both days.

THE NEW ROCK-OLA "Max" 477 is quite the big attraction at Empire Dist., Inc. Since it arrived it's been attracting a lot of attention — and "orders are coming in," said **Jerry Marcus**. This model certainly seems to be turning things around in phono sales. Videowise, "Space Invaders" is still a "phenomenal seller," Jerry told us that Empire's doing excellent vending business these days. He also said the distrib's planning some Tournament Soccer activities and recently added a consultant to the staff, who will formulate a program.

BALLY'S ADVERTISING AND SALES PROMOTION MANAGER **Carol Mart** was married on Aug. 26 to **Bob Porth**. Cash Box felicitations to the happy couple. A small reception was held at the Porth residence and Carol said they've planned a delayed honeymoon for October. Destination — Alaska. Sounds great. . . Bally Pinball Division prexy **Bill O'Donnell, Jr.** and marketing director **Tom Nieman** departed for Europe where they will be visiting various factory distributors and laying the groundwork for the factory's European marketing meeting in September. As Tom mentioned before he left, the Bally "Kiss" pin is a big hit in Europe; France, in particular, is enjoying fantastic success with it. Moving a little outside the European market, we might add that the model is a sensation in Japan. Incidentally, a recent segment of the "Today Show" TV'er featured "Kiss" as part of a focus on the new S.B.A. dollar coin. The fact that Bally is the first pinball manufacturer to produce machines with a slot for the Susie coin was spotlighted in the presentation. The segment was filmed at **Jim Donnelly's** A-musements operation in Norfolk, Virginia.



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720 Fifth Avenue  
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Tel: (212) 489-9245  
Telex: 234107

Roddy S. Shashoua, President  
Anne Stephenson, Director of Operations

California:  
Pat Taylor  
6430 Sunset Boulevard  
Suite 1121  
Los Angeles, Cal. 90028  
Tel: (213) 462-6544

Tennessee:  
Ervan James Parker  
106 Highway 70  
Mt. Juliet, Tenn. 37122  
Tel: (615) 747-8708

Florida:  
George Mora  
P. O. Box 25610  
Tamarac, Fla. 33320  
Tel: (305) 741-6455

Australia:  
Harry Plant  
GPR/General Public Relations Pty. Ltd.  
25 Grosvenor Street, P. O. Box 451  
Neutral Bay Junction 2089, Australia  
Tel: 9082411 Telex: ClausAA26937

Latin America:  
Tomas Fundora  
3140 West 8th Avenue  
Hialeah, Florida 33012  
Tel: (305) 823-8491

United Kingdom:  
Colin Hadley  
McKinley Marketing Consultants Ltd.  
601, Grand Buildings, Trafalgar Sq.  
London WC2N 5HN, England  
Tel: (01) 930 0341

Italy:  
Aldo Pagani  
Eleven Music SrL  
Via Correggio 27  
20149 Milan, Italy  
Tel: (02) 482 456

France:  
Charles Ibgui  
Atoll Music  
18 Avenue Matignon  
75008 Paris, France  
Tel: 266.18.09  
Telex: 611211F

Germany:  
Silke Stein  
Georgenstrasse 53  
8 Munich 40,  
West Germany  
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