

Tax Bill Dies *fr 9*

effectively presented to the assemblymen on the education committee, both by the lobbyists for the RIAA and by a number of us in the record and musical instruments industry. Music and art education *should* be offered in the schools, but there's no reason to punish the record industry (to achieve that goal)."

Stanley Gortikov, president of the RIAA, was pleased about the Assembly action effectively squashing the bill. "I'm gratified," he said, "at the unanimity of the committee's action in recognizing that recorded product should not be singled out for discriminatory taxation."

r&b adds *fr 44*

XSOL — SAN DIEGO
 Takin' It To The Streets — Doobie Brothers — WB
 Rock Me Easy, Baby — Isaac Hayes — ABC
 Fool To Cry — Rolling Stones — Atlantic
 For Real — Flowers — L.A. Express
 6 To 1 — Movin' — Brass Construction

WSOK — SAVANNAH
 Whenever You Go — Skip Mahoney — Abet
 Nine Times — Moments — Stang
 Let It Shine — Al Green — London
 Dominos — Donald Byrd — UA
 Soul Dog — Soul Dog — Amherst
 I Want You — Marvin Gaye — Motown
 Foxy Lady — Crown Heights Affair — DeLite
 Hot — I'll Be Good To You — Brothers Johnson
 Hot — Do You Wanna Do A Thing — Bloodstone
 Hot — Open — Smokey Robinson

KYAC — SEATTLE
 It's Over — Boz Scaggs — Columbia
 Yes, Yes, Yes — Bill Cosby — Capitol
 This Is It — Melba Moore — Buddah
 Hot — Union Man — Cate Bros.
 Hot — Fooled Around — Elvin Bishop
 Hot — I'm Not In Love — Dee Dee Sharpe

WTMP — TAMPA
 Sing A Happy Funky Song — Miz Davis — Now
 I Want You — Marvin Gaye — Motown
 Turn The Beat Around — Vicki Sue Robinson — RCA
 Fooled Around — Elvin Bishop — Capricorn
 Hey What's That Dance — Choice 4 — RCA
 Instant Love — Main Ingredient — RCA
 Yes, Yes, Yes — Bill Cosby — Capitol
 Let It Shine — Al Green — London
 All Alone By The Telephone — Checkmates, Ltd. — Polydor
 Disco Lucy — N.Y. Robber Rot Band — Henry Street
 Love Really Hurts — Alex Brown — Chelsea
 I Love To Love — Al Downing — Atco
 Foxy Lady — Crown Heights — DeLite
 Baretta's Theme — Rhythm Heritage — ABC
 Tubular Bells — Champs' Boys Orchestra — Janus

WOL — WASHINGTON
 America The Beautiful — Ray Charles — Crossover
 Sophisticated Lady — Natalie Cole — Capitol
 Let It Shine — Al Green — Hi
 All In The Family — General Johnson — Arista
 Open — Smokey Robinson — Tamla
 Whenever You Go — Skip Mahoney — Abet
 Nine Lives — Moments — Stang

FM Analysis *fr 32*

- You Can't Know — Holly Near — Redwood
- Return Of The 5000 Pound Man — Rahsaan Roland Kirk — WB
- Amigos — Santana — Columbia
- Black Market — Weather Report — Columbia
- * Presence (entire LP) — Led Zeppelin — Swan Song
- † —(None)

Earring/BeBop *fr 41*

effects which became a primary element in the presentation. The final number, "Radar Love," brought the show to an abrupt end when Earring's drummer, Cesar Zuiderwijk, was catapulted from behind his drums to the forefront of the stage. A series of gymnastic maneuvers carried him across the stage where he eventually lept upon guitarist George Kooymans, bringing about the end of the show. In a dramatic encore, Golden Earring proved to a bedazzled audience that pyrotechnics can, indeed, be fun.

England's Be-Bop Deluxe turned in a convincing opener of artsy heavy-metal which featured tunes from their current Capitol LP, "Sunburst Finish." Tunes like "Blazing Apostles" and the reggae-tainted strains of "Ships In The Night"

New Adds *fr 34*

KXOK — ST. LOUIS
 Silly Love Songs — Wings — Capitol
 Strange Magic — ELO — UA
 Shannon — Henry Gross — Lifesong
 21 To 12 — Welcome Back — John Sebastian
 6 To 1 — Fooled Around — Elvin Bishop

KSLQ — ST. LOUIS
 Strange Magic — ELO — UA
 Love Hangover — Diana Ross — Motown
 15 To 9 — Show Me The Way — Peter Frampton
 8 To 3 — Dream On — Aerosmith
 19 To 10 — Right Back — Maxine Nightingale
 28 To 20 — Silly Love Songs — Wings

KJOY — STOCKTON
 Sixteen Tons — Don Harrison Band — Atlantic

station breaks *fr 30*

outlet offers viewers lifesaving food choking information throughout April.

KLAC, Los Angeles plans two special weekends in April. April 16-18 the station broadcasts the California Gold Weekend. April 23-25 listeners will receive approximately 600 records to first callers as the station "gives away the country."

Lee S. Simonson named as local sales manager for **WFYR**, Chicago.

Rick Rosenthal, former **NBC** newsman, anchors **WGN**, Chicago radio morning news beginning April 26.

Jerry Knight named operations manager of **WICC**, Bridgeport, Connecticut. The station is an adult contemporary outlet.

Dick Lavsky provides an inspirational orchestral track with a modern baroque feel for **WNBC-TV** bicentennial spots to air soon on that New York station.

Joe Collins and **Steve Courtney** in as program director and general manager respectively of **KFIG-FM**, Fresno, California. One new addition to air staff is **Helen Meline**. *j.b. carmicle*

kept the crowd seething with so much energy that it barely detected the technical difficulties encountered by guitarist Bill Nelson, who spent a good 15 minutes trying to repair a broken string, and another seemingly interminable amount of time going through a gut-wrenching rendition of that old Chinese folk melody, "Tu-Ning."

Frequently sounding not-too-vaguely reminiscent of the immortal Jimi Hendrix, Be-Bop carried the show through on sheer moxie. Stamping feet and clapping hands brought the boys back for an encore that lasted a tad bit long, but kept the entranced audience on its feet boogying to the last note.

Golden Earring and Be-Bop Deluxe make an excellent touring combination that delivers a lot of space-age rock 'n' roll and shows a lot of promise. *n.n.*

Arms Of Mary — Sutherland Bros — Col.
If You Want To Boogie — Brecker Bros — Arista
Afternoon Delight — Starland Vocal Band — Windsong
One Piece At A Time — Johnny Cash — Col.
I Want You — Marvin Gaye — Tamla
Living For The Weekend — O Jays — Philly Int'l.
Love Is Alive — Gary Wright — WB
Misty Blue — Dorothy Moore — Malaco
Fool To Cry — Rolling Stones — Rolling Stone

WPGC — WASHINGTON
 Afternoon Delight — Starland Vocal Band — Windsong
 Movin' — Brass Construction — UA
 Bigfoot — Brother Smith — Big Tree

KLEO — WICHITA
 Strange Magic — ELO — UA
 Tryin' To Get — Barry Manilow — Arista
 Silly Love Songs — Wings — Capitol
 Happy Days — Pratt & McClain — Reprise
 29 To 22 — Rhiannon — Fleetwood Mac
 25 To 15 — Welcome Back — John Sebastian
 16 To 7 — Shannon — Henry Gross

Crossover Affects Record Co.'s *fr 30*

ies become less important ... it's the marriage between the product and the station that's important. I don't think the term crossover should exist."

Smith reiterated the point that once an act is established there is no need for the crossover concept. The artist will be accepted by all audiences. He gave **Stevie Wonder** as an example, saying **Wonder** can't simply be classified as an r&b act. Smith mentioned though that an artist like **Johnnie Taylor** may be considered crossover now with the "Disco Lady" single, but his future releases may not crossover.

A Feeling

Steve Wax of **Elektra/Asylum** also shed some light on crossover. "I definitely feel there is crossover," Wax pointed out. He admitted country crossover happens by a feeling, explaining that E/A doesn't service every station with a country single just hoping it will cross. "I

Brunswick *fr 7*

dirty business indeed."

Law-Abiding

Earlier, Lacey had commented on the "everybody's doing it" stance of defense counsel: "I refuse to accept the thesis that everyone does what was portrayed in this trial. I believe that the great majority of businessmen in this country lead law-abiding lives."

Tarnopol and Garris were technically sentenced on 22 additional counts of mail fraud to serve two and three years respectively on each count, concurrent with their sentences on the main conspiracy count. Shep and Wiegand received the same penalty for 23 mail fraud counts each.

The defendants are charged with defrauding the United States government, as well as writers, artists and publishers affiliated with the Brunswick label. The third object of the conspiracy was the defrauding of radio stations of the loyal services of their employees, through cash payments to disk jockeys and programmers. Total payola revealed in testimony amounted to less than \$3,500, or less than 10% of the total cash generated by off-the-books sales.

The four defendants remained out on bail. Their counsel requested a stay in sentences pending their filing appeals with the Federal Circuit Court, Philadelphia.

believe that **Eddie Rabbitt's** next single will crossover ... but I don't service a record to all outlets unless I do have that feel. Formatted stations want to see what the orientation of artists are before they go on a record. Because of tight playlists they want to prove something ... they check sales ... if it's selling ... they pick it up on airplay from retail sales. The function of a top 40 station is to play the hits, no matter who the artist, or what their past record." In that way, what Wax said about feeling is very true. He has a feeling on a record that causes him to service all or only some stations and likewise, pds and mds have the same feeling about playing records on their stations no matter who the artist as long as the sound fits the format and/or sales are showing up in the market.

Next Week:

**Crossovers — Part 4
 The Artists**

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