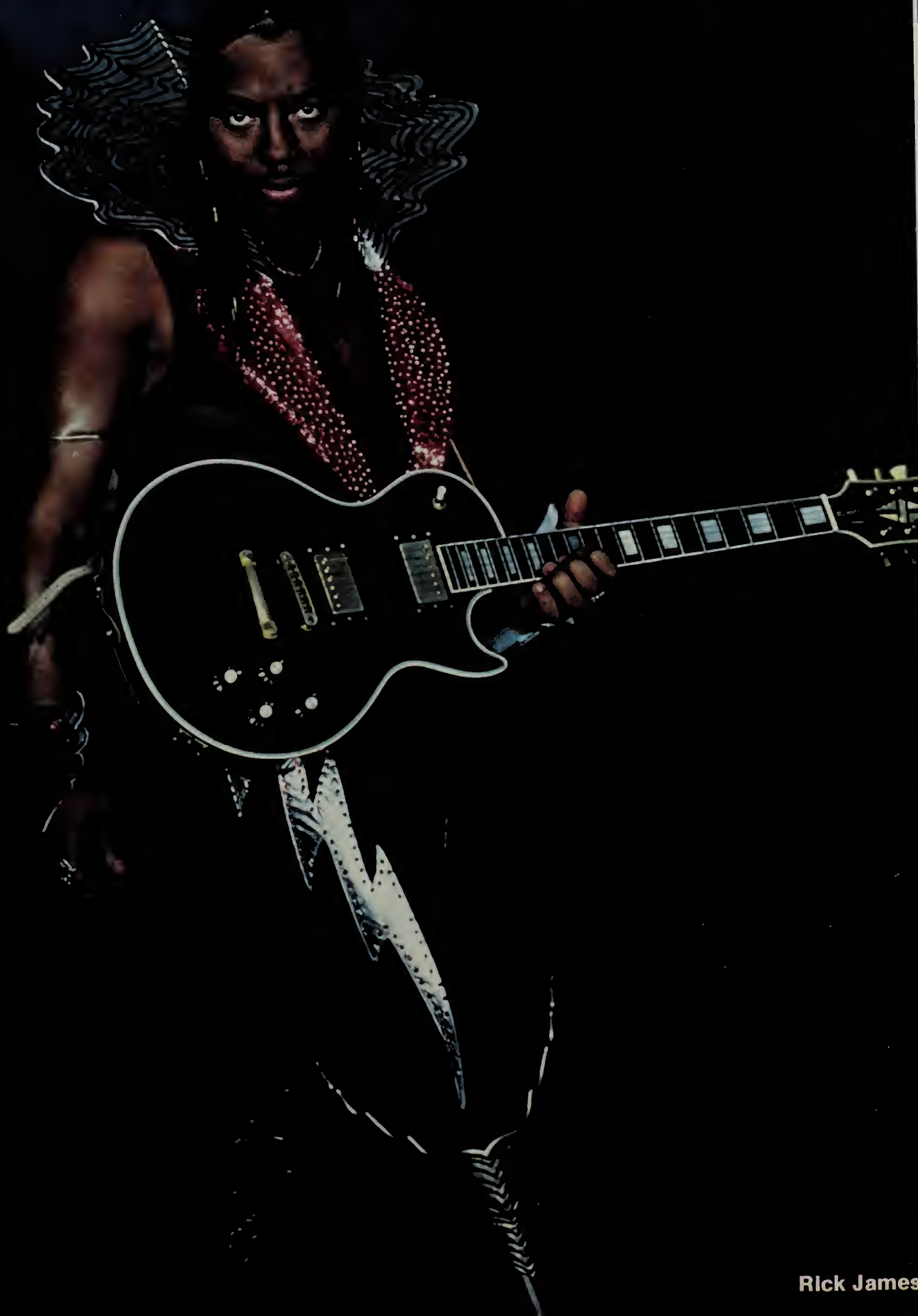


CASHBOX

September 2, 1978

NEWSPAPER

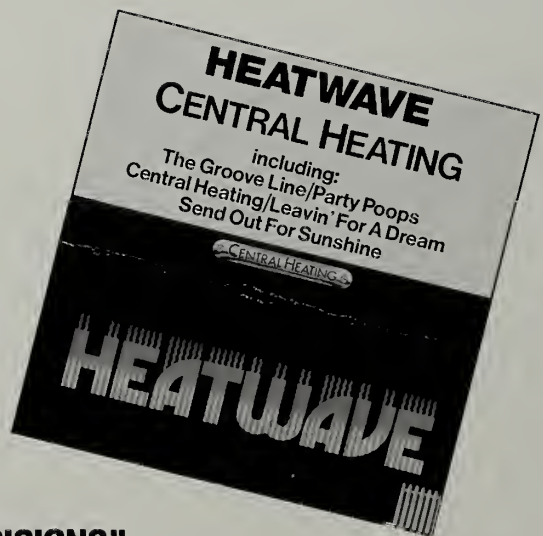
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 "Mind Blowing Decisions" ⁸⁻⁵⁰⁵⁸⁶ is Heatwave's follow-up to their latest gold single, "The Groove Line" ⁸⁻⁵⁰⁵²⁴
 And, of course, "The Groove Line" ⁸⁻⁵⁰³⁷⁰
 was their follow-up to the gold single "Always and Forever" ⁸⁻⁵⁰⁴⁹⁰
 and the platinum single "Boogie Nights!"
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FROM THE PLATINUM ALBUM "CENTRAL HEATING!"
HEATWAVE. ON EPIC RECORDS AND TAPES. ^{JE 35260}

CASH BOX

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EDITORIAL

Changing Of The Guard

Personnel changes in the record business are not unlike the current situation with athletes in the sports world. Both fields consist of an elite number of specialists which other teams want on their side so money and benefits start flying.

While executive shuffling in this industry is not unusual, it is worth noting the numerous changes in this week's news. Dickie Kline, a stable force at Atlantic for the past 11 years, moves into an executive vice presidency at Polydor while Arnie Orleans, recently of 20th, assumes the vice president of sales and merchandising position at ABC. In an internal move, Bob Siner at MCA takes control of all marketing responsibilities at the label.

In other shifts, Mushroom and 20th announced some organizational changes within the companies while everpresent rumors continue about other label surprises.

Cash Box congratulates the respective people and labels on their new homes or titles and wishes them the best of luck. As the music changes, so do the people and that helps to make change healthy.

Success is not only based on talent, but on chemistry. Between the employees and the employers. Between the artists and the executives and field force. Between the music and the consumer. And often times it is necessary for people to gain a new perspective on the business from a different locale.

NEWS HIGHLIGHTS

- Indy labels seeking alternative means of getting product to Southern California retailers who are boycotting Pickwick Distributing (page 9).
- Approximately 850 radio industry leaders attend first NAB Programming Conference in Chicago (page 9).
- Bob Siner to fill new MCA position of vice president of marketing (page 9).
- Boston's "Don't Look Back" enters pop album chart at #7 in highest debut of the year (page 10).
- Jim Fisher, Barry Goldberg and Glen Christensen upped in reorganization at 20th Century-Fox Records (page 10).
- Alternative methods of record promotion discussed by promotion and merchandising execs and retailers (page 10).

TOP POP DEBUTS

SINGLES

66

HOW MUCH I FEEL — Ambrosia — Warner Bros.

ALBUMS

7

DON'T LOOK BACK — Boston — Epic

POP SINGLE

THREE TIMES A LADY
Commodores — Motown

R&B SINGLE

GET OFF
Foxy — Dash

COUNTRY SINGLE

WHEN I STOP LEAVING
(I'LL BE GONE)
Charley Pride — RCA

JAZZ

IMAGES
Crusaders — ABC

NUMBER

ONES

POP ALBUM

GREASE
Various Artists — RSO

R&B ALBUM

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

COUNTRY ALBUM

HEARTBREAKER
Dolly Parton — RCA

GOSPEL

WHEN JESUS COMES
Sara Jordan Powell — Savoy



The Crusaders

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CASH BOX TOP 100 SINGLES

September 2, 1978

	Weeks On Chart				Weeks On Chart				Weeks On Chart		
	8/26	8/19	Chart		8/26	8/19	Chart		8/26	8/19	Chart
1 THREE TIMES A LADY COMMODORES (Motown M1433F) CPP	1	1	11	36 COME TOGETHER AEROSMITH (Columbia 3-10802)	46	55	4	70 SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	77	87	6
2 GREASE FRANKIE VALLI (RSO 897) WB	2	2	15	37 A ROCK 'N' ROLL FANTASY THE KINKS (Arista AS 0342) WB	41	49	8	71 5.7.05 CITY BOY (Mercury/Phonogram 73999)	78	81	8
3 BOOGIE OOGIE OOGIE TASTE OF HONEY (Capitol 4565) CPP	7	12	11	38 GET OFF FOXY (Dash/TK 5046) CPP	45	62	6	72 HEARTBEAKER DOLLY PARTON (RCA PB 11296)	79	88	3
4 HOT BLOODED FOREIGNER (Atlantic 3488) WB	4	4	10	39 SHADOW DANCING ANDY GIBB (RSO 893) WB	32	15	21	73 RAISE A LITTLE HELL TROOPER (MCA 40924)	71	74	4
5 HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS 903) WB	6	8	9	40 KING TUT STEVE MARTIN (Warner Bros. 8577) WB	34	21	16	74 IT'S A LAUGH DARYL HALL & JOHN OATES (RCA PB 11371)	83	—	2
6 AN EVERLASTING LOVE ANDY GIBB (RSO RS 904) WB	8	14	8	41 TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y) CPP	48	53	15	75 THEMES FROM THE WIZARD OF OZ MECO (Millenium MN 620)	—	—	1
7 MISS YOU ROLLING STONES (RS-19307) WB	3	3	15	42 BAKER STREET GERRY RAFFERTY (UA 1192) CPP	35	18	21	76 BRANDY O'JAYS (Phila. Int'l./CBS ZS8-3652)	76	79	4
8 SHAME EVELYN "CHAMPAGNE" KING (RCA PB 11122) CL	11	13	15	43 PARADISE BY THE DASHBOARD LIGHT MEAT LOAF (Cleve. Int'l. 8-50588)	50	56	4	77 LIVINGSTON SATURDAY NIGHT JIMMY BUFFETT (ABC 12391)	80	89	4
9 LOVE WILL FIND A WAY PABLO CRUISE (A&M 2048) ALM	5	5	15	44 I'M NOT GONNA LET IT BOTHER ME TONIGHT ATLANTA RHYTHM SECTION (Polydor PD 14484) CPP	36	16	13	78 IT'S A HEARTACHE BONNIE TYLER (RCA PB-11249) CPP	53	40	24
10 MAGNET AND STEEL WALTER EGAN (Columbia 3-10719) WB	9	9	16	45 EYES OF LAURA MARS (PRISONER) BARBRA STREISAND (Columbia 3-10777)	52	57	6	79 LIGHTS JOURNEY (Columbia 3-10800)	87	—	2
11 KISS YOU ALL OVER EXILE (Warner/Curb WBS 8589) CPP	14	19	9	46 STEPPIN' IN A SLIDE ZONE THE MOODY BLUES (London 5N-270)	47	54	6	80 LET'S GET CRAZY TONIGHT RUPERT HOLMES (Private Stock PS 45199)	88	—	2
12 FOOL (IF YOU THINK IT'S OVER) CHRIS REA (Magnet/United Artists UA-X1198-Y)	15	17	10	47 WHO ARE YOU WHO (MCA 40948)	62	—	2	81 EASE ON DOWN THE ROAD DIANA ROSS/MICHAEL JACKSON (MCA 40947)	—	—	1
13 SUMMER NIGHTS JOHN TRAVOLTA/OLIVIA NEWTON-JOHN (RSO 906)	18	26	5	48 YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE (A&M 2063) WB	55	64	6	82 TWO OUT OF THREE AIN'T BAD MEAT LOAF (Cleve. Int'l./Epic 8-50513) BEL/MCA	54	41	24
14 DON'T LOOK BACK BOSTON (Epic 8-50590)	27	43	3	49 SHE'S ALWAYS A WOMAN BILLY JOEL (Columbia 3-10788)	61	69	5	83 PEGGY SUE THE BEACH BOYS (Brother/Reprise RPS 1394)	—	—	1
15 GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10786) WB	20	23	7	50 THINK IT OVER CHERYL LADD (Capitol P-4599)	51	52	7	84 YOU'RE THE ONE THAT I WANT OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (RSO 891) WB	57	45	23
16 HOT CHILD IN THE CITY NICK GILDER (Chrysalis CHS 2226)	19	25	7	51 I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PD 14483) CPP	60	66	10	85 HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	94	—	2
17 YOU RITA COOLIDGE (A&M 2058) CPP	17	20	11	52 USE TA BE MY GIRL THE O'JAYS (Phila. Int'l./CBS 3642) AB/B	38	32	18	86 DANCE (DISCO HEAT) SYLVESTER (Fantasy 827)	99	—	2
18 MY ANGEL BABY TOBY BEAU (RCA PB-11250) ALM	10	11	15	53 MR. BLUE SKY ELECTRIC LIGHT ORCHESTRA (Jet ZS 8 5050) B-3	39	27	11	87 IN FOR THE NIGHT DIRT BAND (United Artists UA-X1228-Y)	89	—	2
19 REMINISCING LITTLE RIVER BAND (Harvest P-4605) WB	23	31	7	54 STAY/LOAD OUT JACKSON BROWNE (Asylum E-45485-A) HAN/WP	43	38	13	88 CALIFORNIA NIGHTS SWEET (Capitol P-4610)	91	92	4
20 TWO TICKETS TO PARADISE EDDIE MONEY (Columbia 3-10765) ALM	22	24	10	55 NEW ORLEANS LADIES LOUISIANA'S LE ROUX (Capitol P-4586) CPP	58	61	10	89 LONG HOT SUMMER NIGHTS WENDY WALDMAN (Warner Bros. WBS 8617)	93	94	4
21 CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	24	28	10	56 JOSIE STEELY DAN (ABC AB 12404)	69	—	2	90 SUBSTITUTE CLOUT (Epic 8-50591)	—	—	1
22 YOU NEEDED ME ANNE MURRAY (Capitol 4574)	25	33	9	57 I WILL STILL LOVE YOU STONEBOLT (Parachute RR 512) WB	64	71	6	91 YOU'RE ALL I NEED TO GET BY JOHNNY MATHIS/DENICE WILLIAMS (Columbia 3-10772)	67	67	8
23 YOU AND I RICK JAMES (Gordy G-7156-F) CPP	26	30	10	58 ALL I SEE IS YOUR FACE DAN HILL (20th Century TC-2378)	65	72	4	92 RUNAWAY JEFFERSON STARSHIP (Grunt 11274) CPP	56	42	15
24 WHENEVER I CALL YOU "FRIEND" KENNY LOGGINS (Columbia 3-10794) WB	30	39	6	59 YOU McCRARYS (Portrait 6-70014)	63	65	5	93 IF YOU WANNA DO A DANCE SPINNERS (Atlantic 3493)	73	75	5
25 LAST DANCE DONNA SUMMER (Casablanca 926) WB	12	7	17	60 STILL THE SAME BOB SEGER (Capitol 4581) WB	42	37	17	94 YOU'RE A PART OF ME GENE COTTON (Ariola 7704) CH	40	35	13
26 HOLLYWOOD NIGHTS BOB SEGER (Capitol P-4618)	33	44	4	61 SHE LOVES TO BE IN LOVE CHARLIE (Janus J-276)	66	68	6	95 THE GROOVE LINE HEATWAVE (Epic 8-50524) ALM	84	51	21
27 LOVE IS IN THE AIR JOHN PAUL YOUNG (Scotti Bros./Atlantic SB 402)	29	34	8	62 SWEET LIFE PAUL DAVIS (Bang B-738)	70	77	4	96 SONGBIRD BARBRA STREISAND (Columbia 3-10756) B-3	85	46	13
28 JUST WHAT I NEEDED CARS (Elektra E-45491-A) WB	31	36	11	63 TOOK THE LAST TRAIN DAVID GATES (Elektra 45500)	74	—	2	97 I'VE HAD ENOUGH WINGS (Capitol 4594) WB	86	50	12
29 LIFE'S BEEN GOOD JOE WALSH (Asylum E-45493-A)	13	6	14	64 ALMOST LIKE BEING IN LOVE MICHAEL JOHNSON (EMI 8004)	72	82	4	98 TIME FOR ME TO FLY ROD SPEEDWAGON (Epic 8-50582) WB	82	76	7
30 RIGHT DOWN THE LINE GERRY RAFFERTY (United Artists X-1233-Y)	37	48	4	65 FLYIN' PRISM (Ariola 7714)	68	70	7	99 ARMS OF MARY CHILLIWACK (Mushroom 7033)	92	93	4
31 MACHO MAN VILLAGE PEOPLE (Casablanca NB 922) CPP	28	29	11	66 HOW MUCH I FEEL AMBROSIA (Warner Bros. WBS 8640)	—	—	1	100 AIN'T NOTHING GONNA KEEP ME FROM YOU TERI DESARIO (Casablanca NB 929) WB	59	60	9
32 STUFF LIKE THAT QUINCY JONES (A&M 2043) CPP	21	22	16	67 BADLANDS BRUCE SPRINGSTEEN (Columbia 3-10801)	—	—	1				
33 BACK IN THE USA LINDA RONSTADT (Asylum E-45519-A)	44	63	3	68 BLAME IT ON THE BOOGIE MICK JACKSON (Atco 7091)	75	85	3				
34 COPACABANA (AT THE COPA) BARRY MANILOW (Arista 0339) B-3	16	10	13	69 DEVOTED TO YOU CARLY SIMON AND JAMES TAYLOR (Elektra E45506)	81	90	3				
35 OH! DARLING ROBIN GIBB (RSO 907)	49	59	4								

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Rock 'N' Roll (Darvey Music Ltd.)	37	Grease (Stigwood/Unichappell — BMI)	2	Long Hot (Irving/Moon And Stars — BMI)	89	Still The Same (Gear Pub. — ASCAP)	60
Ain't Nothing (Stigwood — BMI)	100	Heartbreaker (Songs Of Manhattan Island/Unichappell/Begonia Melodies — BMI)	72	Love Is In (Edward B. Marks — BMI)	27	Stuff Like (Yellow Brick/Nick-O-Val — ASCAP)	32
All I See (Welbeck — ASCAP)	58	Holding On (Almo/McRouscod — ASCAP)	85	Love Theme (Just Over The Bridge/Diana — BMI)	45	Substitute (Touch Of Gold — BMI)	90
Almost Like (United Artists — ASCAP)	64	Hollywood (Gear — ASCAP)	26	Love Will Find (Irving/P. Cruise — BMI)	9	Summer Nights (Edwin H. Morris — ASCAP)	13
An Everlasting (Unichappell Music — BMI)	6	Hoplessly (Unichappell/John Farrar/Ensign — BMI J. Farrar)	5	Macho Man (Can't Stop Music — BMI)	31	Sweet Life (Wee IV — BMI)	62
Arms Of Mary (Island — BMI)	99	Hot Blooded (Somerset/Evansongs/WB — ASCAP)	4	Magnet & Steel (Melody Deluxe/Swell Sounds/ Sedak — ASCAP)	10	Talking In (Roger Cook/Chriswood — BMI)	41
Back In The (Arc — BMI)	33	Hot Child (Beechwood — BMI)	16	Miss You (Colgems-EMI — ASCAP)	7	Think It Over (Cengorus — ASCAP)	50
Badlands (Bruce Springsteen — ASCAP)	67	How Much I (Rubicon — BMI)	66	Mr. Blue Sky (Unart/Jet — BMI)	53	Time For (Fate — ASCAP)	98
Baker Street (Hudson Bay — BMI)	42	I Love The (Lowery — BMI)	51	My Angel (Texongs/B. Mass — BMI)	18	The Groove Line (Almo/Tincabell — ASCAP)	95
Blame It On (Global — ASCAP)	68	I've Had (MPL Communications — BMI)	97	New Orleans (Break Of Dawn — BMI)	55	Themes From The (Leo Feist — ASCAP)	75
Boogie Oogie (Conductive/On Time — BMI)	3	If You Wanna (Mighty Three — BMI)	93	Oh! Darling (Maclen — BMI)	35	Three Times A Lady (Jobete/Commodores — ASCAP)	1
Brandy (Mighty Three — BMI)	76	I'm Not Gonna (Low-Sal — BMI)	44	Paradise (Edward B. Marks — BMI)	43	Took The Last (Kippa Hula — ASCAP)	63
California (Sweet/WB — ASCAP)	88	In For The (Unichappell/Salmon — BMI)	87	Peggy Sue (MPL Communications — BMI)	83	Two Out (Edward B. Marks/Neverland — BMI)	82
Close The (Mighty Three — BMI)	21	It's A Heartache (Pi-Gem — BMI)	78	Raise A Little (Survivor/Top Soil/Pro — BMI)	73	Two Tickets (Grajonca — BMI)	20
Come Together (Maclen — BMI)	36	It's A Laugh (Hot-Cha & Six Continents — BMI)	74	Reminiscing (Screen Gems-EMI — BMI)	19	Use Ta Be (Mighty Three — BMI)	52
Copacabana (Kamakazi/Appoggiatura/Camp Song — BMI)	34	Last Dance (Primus Artists/Olga — BMI)	25	Right Down (Hudson Bay — BMI)	30	Whenever I Call (Milk Money — ASCAP/Rumanian Pickletworks — BMI)	24
Dance (Disco Heat) (Jobete — ASCAP)	86	Let's Get (Wib/Wolmes Line — ASCAP)	80	Runaway (Ronin/Allen — BMI)	92	You (Beechwood/Snow — BMI)	59
Devoted To (House Of Bryant — BMI)	69	Life's Been (Wow & Flutter — ASCAP)	29	Shadow Dancing (Stigwood/Unichappell — BMI)	39	You (Island — BMI)	17
Don't Look (Pure Songs — ASCAP)	14	Lights (Weed High Nightmare — BMI)	79	Shake And Dance With Me (Valie-Joe — BMI)	70	You And I (Stone Diamond — BMI)	23
Ease On Down (Fox Fanfare — BMI)	81	Livingston (ABC/Dunhill/Unart — BMI)	77	Shame (Dunbar/Mill & Mills — BMI)	8	You Needed (Chappell/Ironside — BMI)	22
5.7.0.5. (Zomba/City Boy/Chappell — ASCAP)	71			She's Always (Joel Songs — BMI)	49	You Never (Kiddio Music/Don Kirshner — BMI)	48
Flyin' (Squamish/Corinth — BMI)	65			She Loves To Be In Love (Heavy — BMI)	61	You're A Part (Brown Shoes/Chappell — ASCAP)	94
Fool If You (Magnet/Interworld)	12			Songbird (Songs Of Manhattan Island/Diana — BMI/Intersong U.S.A. — ASCAP)	96	You're All (Jobete — ASCAP)	91
Get Off (Sherylin/Lindseyanne — BMI)	38			Stay/Load Out (Cherio — BMI)	54	You're The One (Stigwood/John Farrar/Ensign — BMI)	84
Got To Get (Macknan/Lennon/MacCartney — BMI)	15			Steppin In A Slide Zone (John Songs — ASCAP)	46		

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Orleans Goes To ABC; Davis Will Adjust Duties

LOS ANGELES — Pending an official announcement this week, Arnie Orleans has been named vice president, sales and merchandising for ABC Records. Most recently, Orleans had been senior vice president, marketing at 20th Century-Fox Records.

In another development, Gary Davis, presently vice president, marketing for ABC, is expected to assume a new title. He will oversee the label's promotion, publicity, artist development and artist relations departments as well as the newly-created talent acquisition department.



Bob Siner

Siner Selected To Fill New MCA Marketing Post

LOS ANGELES — Bob Siner has recently been promoted to the post of vice president of marketing for MCA Records. In his position, which encompasses the marketing execution for all MCA product, Siner takes on the responsibility and authority for the department. Those departments reporting directly to Siner include sales, promotion, artist relations & publicity and advertising merchandising.

Siner, who joined MCA in 1971, was formerly vice president of marketing services for the label.

A graduate of California State University at Northridge with a degree in marketing, Siner began his career in the music industry in 1958 with Warner Bros. Records.



Dick Kline

Kline To Polydor; Was With Atlantic For Eleven Years

NEW YORK — Dick Kline will be named executive vice president of Polydor, Inc., effective September 5, according to sources. Kline recently left Atlantic Records, where he was senior vice president of national pop promotion.

It has also been revealed that Harry Anger, vice president of marketing for Polydor, will become senior vice president of marketing for the label.

Extensive Background

Kline joined Atlantic in March of 1967 as the label's southern regional promotion representative, a position he held until his promotion to eastern promotion representative. Kline also served as Cotillion's national promotion director before returning to Atlantic to become the label's assistant to the national promotion director. He then became Atlantic's vice president of national pop promotion and was later promoted to senior vice president.

Kline originally entered the record business when he joined the sales department of King Records in 1958. He made the switch to promotion four years later as southern singles director for London Records, where he worked for five years.

"I'm extremely excited about the move," he said. "Of course when you talk about Atlantic, you're talking about the best. But I'm also thrilled about the opportunity to work with Fred Haayen, whom I consider to be a record man with an ear for talent. I look forward to a wonderful relationship with Polydor, and I hope to help them become more of an artist-oriented promotion company."

Labels Respond To Boycott Of Pickwick In Los Angeles

by Aaron Fuchs

NEW YORK — Several labels that are being distributed on the west coast by Pickwick International's Los Angeles branch are responding to the boycott of Pickwick by the Peaches and Tower retail chains. Since Pickwick cannot get their product into the superstores that comprise these large chains, some of the indie labels are seeking alternate distributors.

20th Century Records is taking the most concrete steps to work out an immediate solution to the dilemma. Jim Fisher, head of sales for 20th Century, said, "Pacific Distributors in Emoryville, California is going to be our supplier for now for all of Tower's southern California stores. Either Tower's stores will call them directly or my field people will take orders from Tower."

Fisher added that alternative distribution arrangements will also have to be worked out in San Diego, Las Vegas, and Phoenix, where Tower is boycotting distributors other than Pickwick that own retail chains. Included in the boycott is Alta Distributing Co., which owns World Record Stores.

Meanwhile, other labels are seeking their own solutions to the boycott by Peaches and Tower. Ed Richter, president of Sound Records and Tapes in Seattle, stated that he had received queries from Arista, Chrysalis and London, as well as from the boycotting retailers. However, he has declined all offers. "We've done some research on it here," he said, "and there's no way we can cover the expenses of doing it. We have to put people on, and go into someone else's territory, open an office and warehouse or pay exorbitant shipping costs."

The boycott began a few weeks ago after

Radio Industry Leaders Meet At NAB Programming Conf.

by Joey Berlin

CHICAGO — Almost 850 grassroots leaders of the radio industry gathered in Chicago last week, August 20-23, to discuss a variety of topics from formats to technological innovations to new ratings services at the first National Association of Broadcasters Radio Programming Conference. Program directors, music directors, operations managers, general managers, program syndicators and network executives spent four days together at the Hyatt Regency sharing information in a series of sessions, workshops and informal meetings.

The "Format Rooms," 10 separate rooms where programmers and other station personnel collected to exchange ideas about the formats they use held the first evening of the conference were almost unanimously hailed as one of the most useful offerings by those who arrived early enough to take part. Other highlights included executive panel sessions featuring heads of four major record companies, four large radio networks and six ratings services; workshops on "Rotation & Playlists," "AM Stereo," "Programming & Promotion" and "How To Use Research," and a "Reverse Press Conference" featuring representatives of the trade and industry press fielding questions on chart methodology, the handling of news releases and the proposed Communications Act Revision.

(The "Rotation & Playlists" workshop and the record label presidents' "Face The Music" session are highlighted in separate stories in this issue.)

Those attending the conference were also treated to three major act performances, including the Dirt Band, Chicago

Pickwick acquired MS Distributing's Los Angeles business (*Cash Box*, August 12). Tower, whose stores are heavily concentrated in California, is in direct competition with Pickwick's Musicland stores. Thus it is refusing to buy from Pickwick on the ground that this would put it at a disadvantage in comparison to Musicland.

Russ Solomon, president of Tower, was adamant about his refusal to deal with Pickwick. Unless the distributed labels can work out an alternative method of getting their product into his stores, Solomon said, he foresaw the depletion of those labels' LPs on the shelves of Tower's stores. "It's a closed door," he asserted. "We're not restocking on those labels and we're not getting them. The only thing we've done is to transfer some stock on London opera product in our San Francisco store."

"I really believe that it is the record companies' problem," Solomon continued. "This is not to say that we will not attempt to seek solutions; we have tried. But there are not many alternatives because very few distributors are not vertical (owners of retail chains)."

"We are not asking the record labels to sell us direct. Our buying is done at the store level. We have suggested alternate distribution, a distributor who is willing and capable of undertaking the job of dealing with us, getting us merchandise at the right place and at the right price. The labels that MS Distributors used to have are attempting to work out a solution and I'm sure they will."

Direct Distribution

Peaches, which buys centrally for its flung 39 stores, has a problem with the

(continued on page 51)

and Barry Manilow, who entertained at a dinner concert the final evening.

Keynote Address

Following opening remarks by Donald Thurston, NAB board chairman, black activist Dick Gregory delivered the conference's keynote address, calling on radio broadcasters to "go back to your stations and know the power that you have."

"You can't do your job well without recognizing your power," Gregory asserted. "You reach more people than the

(continued on page 29)

Major Market PDs Tip Their Hands On Programming

by Joey Berlin

CHICAGO — "Let's Give Away Secrets" was a theme of the first NAB Radio Programming Conference here last week and the workshop that may have best exemplified this theme was "Rotation & Playlists," moderated by RKO Radio music director Dave Sholin. The panel was made up of KHJ/Los Angeles program director John Sebastian, 99X/New York program manager Bobby Rich, WNBC/New York program manager Bob Pittman and WYSP/Philadelphia general manager Sonny Fox.

The debate among the major market programmers covered disco music, research, oldies, day-parting and 45s vs. LPs.

Some of the most divergent opinions were expressed during the discussion of

(continued on page 21)



A TOAST TO JANE OLIVIOR — Columbia recording artist Jane Olivior recently performed in Los Angeles to a sold-out crowd at the Greek Theatre. Following the show, Olivior was congratulated backstage by friends and label officials. Pictured (l-r) are: Terry Easter, manager, sales administration, west coast, CBS Records; Ron Oberman, vice president, merchandising, west coast, Columbia; Jason Darrow, Olivior's producer; Olivior; Phyllis Teitler, Olivior's manager; and Michael Eichner, vice president, A&R, east coast, Columbia.

Record Pirates Face Sentences In Several Cases

NEW YORK — Opponents of record piracy won several fights this week in court cases across the United States.

House of Sounds Inc. and its president, John La Monte, were denied their motion to suppress evidence seized by FBI agents at the company's Darby, Pennsylvania, warehouse in February, 1977.

House of Sounds and La Monte were charged with racketeering, wire fraud, and willful copyright infringement in a 149-count indictment handed down last year when agents seized about 160,000 allegedly counterfeit records from its warehouse and three other locations.

The defendants had contended that the search warrants were improperly executed, unconstitutionally broad, and ill-defined, but the motion was struck down by Judge Raymond J. Broderick in Federal District Court. A trial date will be scheduled shortly.

Krass Pleads Guilty

In New York's Federal District Court, Edgar S. Krass and American Entertainment Co. pleaded guilty to three counts of mail fraud, one count of wire fraud, seven counts of criminal copyright infringement, and two counts of subscribing to false income tax returns stemming from his sale of more than 500,000 illegally duplicated 8-track tapes. Krass, who faces sentencing on September 27, could receive a maximum of 33 years in prison and fines of up to \$21,000.

In Monticello, Mississippi, FBI agents seized more than 12,000 allegedly pirated 8-track tapes from the home of Jimmy

(continued on page 32)



ALLMAN REUNION — After Dickey Betts and Great Southern finished their set at the Dr. Pepper Festival in Central Park two weeks ago, Betts was joined on stage by three other members of the original Allman Brothers Band — Jaimo, Greg Allman, and Butch Trucks. Pictured backstage are (l-r): Jaimo, Betts, Allman and Trucks.

In-Store Activity And Discos Offer Alternatives To Radio

by Peter Hartz

LOS ANGELES — Although radio airplay is by far the most influential means of promoting records and generating sales, alternative avenues of promotion are playing an increasingly important role in exposing music to the consumer.

According to a **Cash Box** survey of promotion and merchandising executives, in-store activity (merchandising and airplay) is considered the second most important means of promotion. In addition, because of the pioneering work of disco promotion, many labels are discovering that it is possible to create strong initial interest and sales without substantial airplay.

With an increasing number of records competing for spots on tighter radio playlists, alternative means of promotion are seen by many as an important step in order to generate initial street talk and retail reports and thereby make the job of crossing over to radio that much easier. The advent of in-store video and the growing sophistication of in-store record programming, combined with use of point-of-purchase materials, is forging a new awareness of the potential of in-store merchandising to sell records.

'New Emphasis'

"Looking at radio airplay as the number one way to reach people, we consider in-store play of records and use of point-of-purchase materials to be number two," says Adam Somers, director of merchandising for Warner Bros. "Although all the alternatives at this point do not add up to the power of radio, a new emphasis on merchandising to sell records is on its way. In-store activity is a natural hook."

Somers points out that in-store play of records has demonstrated considerable sales potential, despite its sporadic and at times, whimsical use.

In-Store Play

"There is no organized approach to in-store play by manufacturers or retail stores," he says. "During peak traffic periods, there are not many stores that are actually programming to influence people to buy records. The store may be playing but not programming. When in-store play is treated with the same sophistication as programming radio, it will be an even more effective selling tool."

Scott Young, vice president and general manager of Pickwick Retailing Division, adds, "Records are an impulse item and the more information you can give the customer to help close the sale, the more you sell. In-store play works if you don't try

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Lieberman To Hold Convention In Sept.

NEW YORK — Lieberman Enterprises, one of the nation's major rack jobbers, will hold its annual convention September 19 to 22 at the Playboy Resort in Lake Geneva, Wisconsin.

Joseph Cohen, executive vice president of NARM, and Jim Tyrrell, vice president of marketing for Epic, Portrait and the Associated Labels, are scheduled to address over 300 Lieberman personnel during the convention.

Daily sales meetings and product presentations have been set for the convention, and entertainment will be provided by the Statler Brothers, Anne Murray, Michael Johnson, and Teddy Pendergrass.

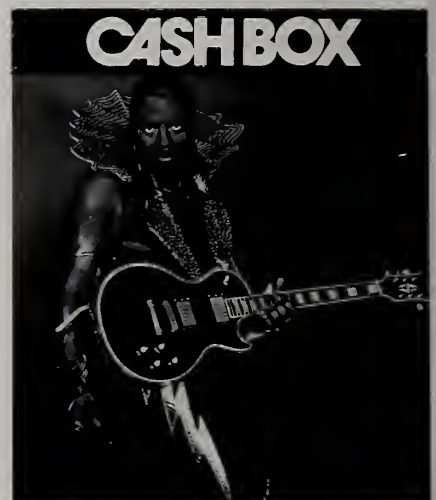
Boston's New LP Debuts At #7 For Highest '78 Debut

LOS ANGELES — "Don't Look Back," the new album by Epic recording group Boston, debuted at #7 bullet on the Top 100 Album chart this week to become the highest debuting album of the year. With 36 percent of reporting retail accounts listing the album as #1 in sales, the album is receiving substantial out-of-the-box support from retail nationally as well as unusually quick action by the major racks.

Surpassing the previous high mark debut of "Some Girls" by the Rolling Stones which bowed at #18 bullet, "Don't Look Back" shipped Aug. 14 with an initial order of 1.9 million units. Preliminary re-orders have pushed shipments to 2.7 million units, according to an Epic spokesperson.

"Don't Look Back," the first single from the album, has also demonstrated move-

(continued on page 32)



The newest wave in music flows from bassist/vocalist Rick James, who extends an open invitation for anyone who wants it to "Come Get It," his debut effort for Motown Records.

James calls his music "punk funk," and says the album was "put together basically as a concept funk LP with intelligent lyrical content and is not for dancing only." Each song, he adds, "is a story and every story is related to where I'm coming from."

Prior to pursuing a solo career, James played with several renowned musicians including Bruce Palmer and Neil Young. In fact James, Palmer and Young formed a band during the late sixties called the Minah Birds. When the group disbanded, Palmer and Young joined Buffalo Springfield. Young gained prominence as a member of Crosby, Stills, Nash and Young while James went to England where he got heavily into studio work.

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Fisher, Goldberg, Christensen Named At 20th Century-Fox

LOS ANGELES — Jim Fisher, Barry Goldberg and Glen Christensen have been promoted in a major reorganization at 20th Century-Fox Records. Fisher has been named national sales director, Goldberg has been appointed national promotion director and Christensen has been named to the newly created position of director of marketing services.

Fisher, who was previously regional sales manager for 20th Century covering both western and southern regions, initially came to the label from MCA Records, where he served as a branch sales manager. Goldberg had previously served as director of national FM promotion at 20th Century.

Christensen, as the director of marketing services, will be working closely with 20th Century's artists in all phases of market planning including image creation, album packaging and advertising campaigns. Prior to his post at 20th Century, Christensen served as art director for Elektra/Asylum Records and as a freelance art director. During his affiliation with E/A, Christensen received the Grammy nomination for Best Package for both Joni

Mitchell's "Hejira" album and Carly Simon's "Playing Possum" LP.

Fisher, Goldberg and Christensen will join Pat Glasser, director of A&R administration; Harvey Bruce, director of A&R and acquisition and development; William "Bunky" Sheppard, vice president; Jack Hakim, vice president, international operations; and Bill Donnelly, executive vice president, all of whom remain at their respective positions.

Commenting on the reorganization of the label, Alan W. Livingston, president of the Entertainment Group of 20th Century-Fox Film Corporation, stated that the current staff "are all good people who are highly experienced in their fields." He added that "although there may be additions to top management in the future, this staff is, in every way, capable of handling operations on a professional and efficient basis.

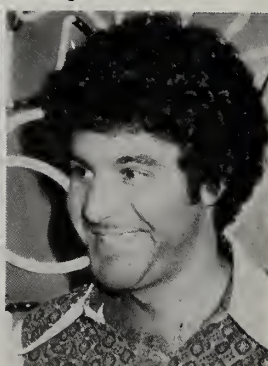
"Recent turnover at management level calls for this reorganization," said Livingston. "Our planning in the record business is long range, and short-term fluctuations in sales' results or personnel are an unavoidable part of our growth. But we will only emerge stronger as a result."



Fisher



Christensen



Goldberg

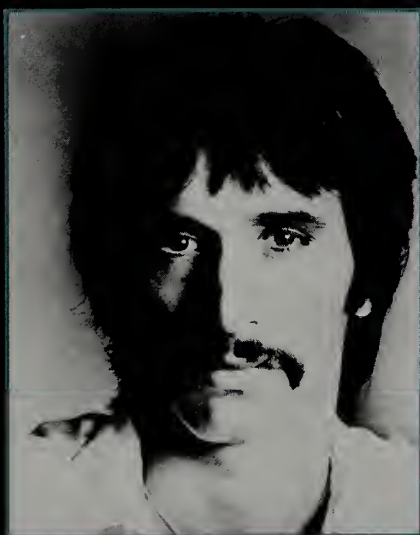
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Stonebolt

Outside of western Canada and isolated pockets of the midwest and northwest, Stonebolt is an unknown quantity. But with a fast-rising debut album, aided by a bona fide hit single, the band's regional appeal appears destined to broaden into a continental success.

Formed eight years ago, Stonebolt consists of member Brian Lousely, John Webster, David Wills, Danny Atchison and Ray Roper, who are all Vancouver natives. Lousely, Roper, and Atchison, in fact, have been together for over ten years, beginning their musical alliance while still in high school.

One direction Lousely was convinced the band had to take early on was to get out of Vancouver and travel as much as possible. "We saw all the local Vancouver bar bands stagnating," Lousely recalls, "and we knew we had to move around or it would happen to us."

Consequently, Stonebolt spent many lonely hours criss-crossing the vast stretches of wheat fields across western Canada. "It gave us a lot of time to think about things," Lousely said, "and we made a sort of subconscious mutual bond to stick with it until we made it."

Which proved to be a formidable challenge. "Our hardest time came in 1976," Lousely remembered. "We had just done an extensive tour and came back with no money, no exposure and no record. So we took a job as the back-up band for Vancouver's reigning 'disco queen.' That nearly broke the band up, we were so despondent ..."

Yet within six months, in a classic case of show biz luck, the band had a recording contract. "Our band's manager also owns a club called the Zodiac Cabaret," Lousely explains, "and Johnny Rivers came in one week for a gig. It so happened that River's road manager, Walter Stuart, was about to form a production company, so we recorded a demo for him and he took it to Russ Regan at Parachute."

Stonebolt's determination had paid off, and the recording of their debut album for Parachute went fast and smooth, according to Lousely. "We always believed in our material," he stated, "and we were confident that it would sell."

The group's sound, as described by Lousely, is "west coast mainstream pop-rock. We've always been commercially pop-oriented, although we do hope to rock a little more on our next album. But we emphasize lyrics that will affect people, and a good melodic hook line."

Judging by the success of Stonebolt's single, "I Will Still Love You," their songs have indeed affected people. And, according to Lousely, the band have themselves been especially impressed by their record company. "They're taking care of us so rapidly," Lousely enthused, "it's a completely professional outfit, starting with Russ Regan and Steve McCormick."

Among the activities Parachute has planned for Stonebolt include TV appearances on American Bandstand, Merv Griffin, and Midnight Special; an extensive late fall tour; and even a completely new stage and costume design, done by Hollywood professional Ciri. And the group's ever-present determination has been steeped with renewed enthusiasm and awe. As Lousely exclaimed, "Boy, it's real!"



Genya Ravan

During her 15 years in the music business, Genya Ravan has achieved notoriety for her stint as lead singer with the jazz-rock configuration, Ten Wheel Drive, and for producing the Dead Boys. In addition, this New York-raised artist has formed an all-girl rock group called Goldie and the Gingerbreads and toured with such illustrious bands as the Rolling Stones, the Kinks, the Yardbirds, and the Animals.

However, what Ravan has always relished most is the opportunity to develop a solo recording career and possess the artistic freedom to compose and produce her own records. Now with the recent release of her "Urban Desire" album on 20th Century-Fox Records, she has done exactly that.

"Urban Desire" is an energetic, hard-rock effort which displays Ravan's skills as an aggressive vocalist, co-songwriter and producer. The spirited, street-wise tone of the album is a reflection of Ravan's experiences amidst the New York CBGB's club scene, where she associated with such new wave acts as Television, Patti Smith and David Johansen. Ravan and CBGB's owner Hilly Kristal felt that many of the bands that played the club exhibited potential as recording artists, so Ravan would go into the studio with these acts and record demos.

"Hilly and I agreed that many of the groups that were coming in to play CBGB's had displayed great potential," explained Ravan. "So whatever acts I thought were worthy of being recorded I took into the studio. This is how I began working with the Dead Boys. I recorded a demo of the group that turned out so well that it became 'Young, Loud and Snotty,' the Dead Boys first album."

"While I was working with the Dead Boys and listening to all of the rock bands in New York, it hit home with me that I should head back into performing rock 'n' roll myself and making my own LP," added Ravan. "It was becoming clear that rock 'n' roll was on the upswing again, with a large number of bands creating gritty, street-tough music that was a welcome change away from the overly polished, slick sounds of the early '70s. So I decided to gather some musicians from the New York scene, form a band, record "Urban Desire," and take it to a few labels. The reaction from 20th Century was so great that I decided to sign with them."

With the release of "Urban Desire," Ravan is looking forward to embarking on her first tour as a solo performer and playing together with her new five-member backup band. Consisting of Charlie Giordano on keyboards, guitarists Conrad Taylor and Lars Handsome, bassist Don Nossov and drummer Bobby Chen, the band provides powerful, guitar-laden rock in support of Ravan's hard-nosed vocal style. Now in full artistic control both onstage and in the studio, Ravan is finally set to garner the widespread success deserving of this veteran rock 'n' roller.

Grooms Single Issued

LOS ANGELES — "Me," Sherry Grooms' new single on Parachute Records, represents the label's expansion into the country music market. Grooms, a Nashville native, recorded the single in Nashville under the auspices of producer Ron Haffkine of Dr. Hook and Shel Silverstein fame.

Stephen Bishop Skips Safe Approach On New 'Bish' LP

by Jeff Crossan

LOS ANGELES — Although it's only been about a year-and-a-half since Stephen Bishop's first album, "Careless," was released by ABC Records, Bishop's fifth LP, "Bish," is already in the stores. But if you never heard his second, third and fourth albums you didn't miss anything.

"In a way this is my fifth album. I just moved it up," says Bishop, explaining that most artists probably wouldn't try some of the things he did on "Bish" until much later in their careers. "I wanted to do a lot of things I considered bold, but whenever I would get an idea my instincts would tell me 'Forget it. Are you kidding? Don't do that yet, it's only your second album.' But in the end I just said 'Why not?'"

Even the album's title may be considered slightly premature, Bishop says.

"Bish has been my nickname since I was in junior high school," he says. "You don't usually give your album a name like that until you are really well known. But then I didn't have any other good name for it."

Not that Bishop isn't already well known. His "Careless" album produced two hit songs, "On and On" and "Save It For A Rainy Day," and also won two Grammy nominations and Don Kirshner's best new male vocalist rock award for the 26-year old. Additionally, songs from the LP were covered by Barbra Streisand, Phoebe Snow, Kenny Rankin and the Four Tops.

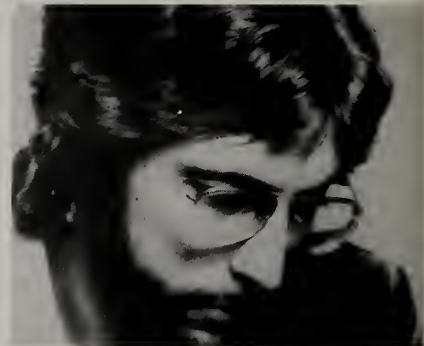
Different Model

Still, despite the success of "Careless" Bishop says he had an entirely different model in mind when writing and recording "Bish," which he also co-produced along with Dee Robb. As an example, Bishop points out that his new LP begins with an orchestral version of "If I Only Had A Brain" from the classic film "The Wizard Of Oz." What's more, side two contains a 55 second song, "Recognized," which required a 40 piece orchestra to back up Bishop's vocal.

"This album is different," Bishop says. "I put it together the way I did because it's been a long time since most artists made albums that are fun, like the Beatles did. Not to compare myself in any way to the Beatles because I'll never come close to what they have done. But I wanted to make an album with little bits here and there and lots of variety like they used to do. It's not just song after song."

But when Bishop first outlined his plans to label execs he says he was met with some skepticism.

"Everybody thought I was nuts," Bishop says. "They said FM radio isn't going to go for it. I heard all these technical arguments against it. But I can't think of all that. I just have to think about doing what I consider best. Making this album was the hardest



Stephen Bishop

thing I've ever done. It was like making "Ben Hur Part II."

Bishop's analogy to film-making seems especially appropriate when he explains that he was attempting to instill the feeling of a 1940's movie in his new album.

"I think a lot of my lyrics reflect a sort of movie feel," he says. "It's like the movies produced by Frank Capra years ago. "It's A Wonderful Life" is an incredible movie and I want to make music like that, music that is not nostalgic but that has that same kind of feeling that can really get within somebody and mean something. Movies aren't like that anymore."

What I'm really working against," Bishop continues, "is the approach of cynicism or non-passion that the seventies have taken on. There's a great deal of apathy in music, movies, television and even photography."

Apathy and cynicism are on the rise, Bishop says, because violence and love have been exploited in the media in recent years until they have lost much of their meaning. For this reason, Bishop says he tried to take a slightly different approach with his lyrics on "Bish."

"I might have a lot of love in my songs," he says, "but I don't exploit it to the point where it doesn't mean anything. It's like watching the six o'clock news while you're eating a frozen TV dinner and you see some guy get shot in the head and you just go on eating your corn cobbler. That's terrible but I do it myself and I don't like it. We have to be aware of it and try and get more passion into life. That doesn't necessarily mean we have to return to the way things used to be — just to the way it should be."

Even the album's cover art, which depicts Bishop and a girl dancing at a formal, was designed to express some of the romantic feelings of a different era, he says.

"The cover art has sort of an art deco look," he says, "But that's just because I think it has more feeling than the typical graphics of the seventies which are usually all bright and plastic. I just hope people don't confuse this with nostalgia because it's not a nostalgia album."



GOLD FOR COLE AND BRYSON — During the recent four-night SRO engagement at Los Angeles' Universal Amphitheatre, gold discs were presented to Natalie Cole for "Natalie ... Live!," her fifth Capitol LP and Peabo Bryson for his debut Capitol LP "Reaching For The Sky." On hand for the dual event was Los Angeles Mayor Tom Bradley, who honored Cole for her work with youth in music by presenting her with a commendation from the city. Pictured backstage (l-r) are: Dennis White, vice president, marketing; Larkin Arnold, vice president, Capitol's soul division; Mayor Bradley; Cole; Bryson; Don Zimmermann, president and chief operating officer and Bruce Garfield, director, press & artist relations.

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Right! Upward mobility and all that jazz, eh Tommy?

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O.K., Tommy, but what's the creative criteria essential to the talent on Horizon? What's the groove?

They just have to be great musicians like Dr. John, Mark-Almond Band, Neil Larsen, David Grisman and Richard Evans.

Sure, Tommy, sure, but what's the unconscious concept of Horizon? Why does it exist? What's its original origin? It's raison d'etre?

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Tommy, Tommy, help me out here. Enough monosyllabic answers. Expound! Extrapolate! Reach out to the people and express what needs expression!

Maybe you oughta play the music.



Apsitis O'Brien Brien Wax

Turner Named At E/A — Ron Turner has been named director of financial systems for Elektra/Asylum Records. Turner will be responsible for review of E/A's financial systems, and study the accounting department for an operational, efficiency and communications viewpoint. Prior to coming to E/A, Turner was based in London as international audit manager of Warner Communications Inc., and traveled extensively, visiting WEA and Warner Brothers offices in Greece, Scandinavia, and the Far East. He had previously been west coast audit supervisor for WCI, and senior internal auditor for City Investing Company in Beverly Hills.

Apsitis Named To New Post — John Apsitis has been appointed director of administration and business affairs for the Magnetic Products Division and Musicden, Capitol Records, Inc. Apsitis, who replaces Dave Chapman, will be based at Capitol's Hollywood offices. Since coming to the label in 1968, Apsitis has held various positions in Capitol's distribution and finance departments. Prior to his new appointment Apsitis served as corporate director-operation analysis.

Lefcourt Appointed At Butterfly — Carol Lefcourt has been named director of artist development and special projects at Butterfly Records. She recently served as road manager for Butterfly's Tuxedo Junction both domestically and abroad. Prior to moving to Los Angeles from New York in March, she was the assistant to the president at Private Stock Records and also served as operations coordinator for the company.

O'Brien Named At Ariola — Tim O'Brien has been appointed to the position of director of A&R and artist relations at Ariola Records. Prior to joining Ariola, O'Brien was the co-owner of the producers consulting firm Matthews/O'Brien. He has had experience in the A&R field, working for Playboy and Paramount as director of A&R. He has also been a producer for CBS.

Leeds Exits Atco — Steve Leeds has left his position as national album promotion director of Atco Records (and Custom Labels). He will announce future plans shortly and can be reached at (212) 534-0664.



King Polidor Gales DeNigris

Champion Forms Promo Dept. — Tommy Mottola, president of Champion Entertainment Organization, Inc. announced the formation of a promotion department within the company. Susan Wax has been named director, singles promotion and will be responsible for singles promotion on the Top 40 and secondary levels. At the same time, Jeb Brien has been appointed director, AOR promotion for Champion. Both will be based in Champion's New York offices.

EMI International Taps Andrews — Charles Andrews has been appointed EMI's resident director in Iran, reporting to P.E. Brown, regional director, Middle East and West Asia. Andrews joined EMI in 1975 and since then has been with EMI-Capitol in Mexico. He succeeds John Forrest, who will be taking up an appointment in Southeast Asia.

Goldrod Named at Phonogram/Mercury — Marty Goldrod has been appointed to the newly created position of manager, west coast artist relations and trades at Phonogram, Inc./Mercury Records. Goldrod's duties will include maintaining close contact with the trade papers and tip sheets in Los Angeles, where he will be based. He will also be responsible for working with Phonogram artists who will be making appearances along the west coast. He will maintain close contact with the publicity and promotion staffs for Phonogram in Los Angeles. Prior to joining Phonogram, Goldrod was west coast regional promotion manager for Private Stock Records.

King Appointed At 20th — 20th Century-Fox Records announced the appointment of Carol L. King as manager of R&B west coast regional promotion and trade liaison. Prior to joining 20th, King held this same position with United Artists. King started in the music business with Motown Records in the early sixties. She then went on to artist relations with Vee Jay Records. Following her affiliation with Vee Jay, she was music director for KGJFJ-AM and KJLH-FM.



Mog Nemeth Sykes Faternick

Phonogram Appoints Polidor — Harry Losk, vice president/national sales for Phonogram, Inc./Mercury Records, has announced the appointment of Joe Polidor to the newly created position of assistant national sales manager, based in the firm's Chicago office. The new appointment involves an expansion of duties for Losk, who now will be working more closely with Phonogram's associated labels: De-Lite, DJM, Lone Star and Monument. Losk will continue to be in charge of national sales for all Phonogram related albums and singles as well as acting as the prime liaison for the associated labels. He will take an expanded role in associated label artist relations and coordinating their releases as well as designing sales plans for all Phonogram releases, including Mercury. Polidor's position will primarily be an administrative sales function, although he will direct the use of some local advertising dollars, coordinate merchandising and tour support, work closely with the regional

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Horizon Music: Records and Tapes.

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Hot Blooded... **GYPSY WOMAN** NBLP 7110 by

LEROY GOMEZ



The singer who brought you "Please Don't Let Me Be Misunderstood" is back with his hot new album

Gypsy Woman on Casablanca Record and FilmWorks

Produced by Simon Soussan



Management School, Mktg. Aid Offered At NARM Meet

by Randy Lewis

LOS ANGELES — The National Association of Recording Merchandisers (NARM) is establishing retail management certification school where merchandisers and their employees can learn the basic principles of management.

The program, announced by Joe Cohen, NARM executive vice president at the second annual series of NARM regional meetings, will be initiated early next year and will be taught by Dr. David Rachman, professor of marketing at Bernard M. Baruch College of the City University of New York.

Dr. Rachman, who also is currently a consultant to the Washington, D.C.-based Schwartz Bros. operation, was one of three guest speakers at NARM's sixth regional meeting held Aug. 24 at the Century Plaza Hotel in Los Angeles. The one-day session drew more than 150 regular and associate members of NARM from in and around Los Angeles, representing 23 manufacturers and 15 dealers.

The focus of the regionals, which will be held in 18 cities this year, is to show record dealers, through a series of film presentations and speeches, how to more effectively

use advertising and current merchandising techniques.

In his opening remarks, Cohen said, "In last year's regional meetings, we reached more than 1,000 people, and 700 of those had never attended a NARM meeting before. This year, those figures will double; we will reach more than 2,000 people."

Recognition & Development

"There are two reasons these meetings have worked," Cohen said, "and they are recognition and development. By recognition, I mean recognition by the manufacturers of the dealer. They realize without the creative support of merchandising, nothing happens."

Cohen also said NARM will continue in its effort to develop programs for the benefit of the industry. He cited present or forthcoming studies on in-store video and its effectiveness toward stimulating impulse purchases and a bar coding study, which will result in a manual available to NARM membership reporting on the best uses of bar coding for various types of operations.

Alan Perper, advertising manager of WEA Corp., hosted the first of three presentations/discussions. Entitled "Marketing

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Syndicators Say Labels Don't Realize Their Promo Value

by Joey Berlin

(Last week, part one of this series examined the syndicated radio programs that bring recording artists and their music to millions of listeners each day. This week, the series concludes with a look at the working relationships among the producers and distributors of these syndicated shows, the record industry and radio programmers.)

LOS ANGELES — "If a record company promotion man will cut off his arm for three minutes on a major station, what'll he do to get an act on one of our shows?" jokes Peter Kauff, executive vice president of DIR Broadcasting, one of today's top four radio

syndicators.

Kauff was referring to shows like DIR's hour-long rock concert series, "King Biscuit Flower Hour," which reaches an estimated eight million listeners weekly over 232 stations. It is one of many successful syndicated series that he feels represent a tremendous promotional vehicle for record companies.

"King Biscuit is as useful as a concert appearance multiplied by many times more listeners," explains Kauff. "An appearance indicates to accounts that the artist is out there, it keeps the artist's name on the tongues of the jocks and it sells LPs and concert tickets. It gives consumers a taste and creates a desire to see and hear more."

Nevertheless, most syndicators indicate that the record industry in general is lax in its efforts to work with them and many believe that most labels don't understand what syndication offers.

Norm Pattiz, president of Westwood One, producers of "Star Trak," "National Album Countdown," "In Hollywood" and "Dr. Demento," among other current series, is one who believes that the record industry has not fully grasped the power of syndication. "Record companies don't realize what syndication can do, but syndicated radio hasn't been presented to them properly," he says. "In fact, I'm now planning presentations for labels on what syndication is and what it can do."

"Syndicated radio reaches a large, loyal and select audience that, depending on the program, is certain to be a record-buying audience," continues Pattiz. "Promo guys spend their time doing individual stations, but through us they can get 150-200 stations a shot. We don't want to be dependent on the record companies, we want to do business with them."

Syndication Misunderstood

Many syndicators believe they are misunderstood by record companies, but this is not surprising considering the short history of "modern" syndication. Most of today's syndicators look at Bill Drake's "The History of Rock And Roll," originally done at KHJ/Los Angeles in 1969, as the beginning of modern syndication with "King Biscuit" as the first successful FM barter series. But

(Continued on page 32)

POINTS WEST — **ON THE ROAD AGAIN** — When Bob Dylan signed with Jerry Weintraub for personal management, Weintraub reportedly told the poet laureate of a generation that he would handle him only if he would make a commitment to tour regularly. Well it seems that Dylan has fulfilled his end, because after tours earlier this year of Europe, Japan, Australia, the United States and Europe again (virtually non-stop), we now have a report that he will be returning to the Forum for a show on or around Nov. 16. The major aspect still to be worked out is what sort of band will perform with him . . . The Jet Records/ELO suit against Artie Mogull and Jerry Rubinstein currently is undergoing settlement discussions described by a Jet spokesman as "serious." A hearing of the case in Los Angeles Superior Court has now been postponed twice and there appears to be a good chance the case will be settled out of court, possibly this week . . . "Classical fusion" might be the best term to describe the potential result of the first combined concert of flutists Jean Pierre Rampal (who will handle the classical end) and jazz man Hubert Laws. Their first show together will be at the Hollywood Bowl Aug. 28, followed the next day by a performance at the Concord Pavilion in San Francisco . . . Randy Bachman has confirmed his parting with Polydor, although the company will retain rights to his "Survivor" album outside North America. Bachman is negotiating with Warner Bros., the Scotti Bros. new label and Mushroom.

CHEWY, GET US OUT OF HERE — Jefferson Starship is becoming the newest addition to the "Star Wars" fleet when the group appears in a "Star Wars" special on CBS-TV Nov. 17. Many of the characters from the film will be featured in the show and director George Lucas will also have a hand in it. The Starship will introduce a new song by band member Craig Chaquico, described as "science-fiction rock 'n' roll." It will be called either "Temples & Pyramids" or "Cigar-Shaped Object" and will be included on the forthcoming "Jefferson Starship's Greatest Hits" LP . . . Several CBS Records acts, including Ted Nugent, Blue Oyster Cult, Journey and Cheap Trick, will participate in Bill Graham's "Day On the Green #5" in Oakland Sept. 2 . . . More (Than You Ever Wanted To Know) About Rockabilly: Following Los Angeles shows at the Whisky A Go Go last weekend, Ray Campi & His Rockabilly Rebels have been confirmed as "special guests" on the Dr. Feelgood concert tour beginning Sept. 22 and including 35 dates. The group appears on the cover of the Aug. 18 edition of BAM and is the centerpiece of a five-page spread on the southern California rockabilly, or as some have taken to calling it, "real rock," scene . . . Aerosmith is considering sponsoring a Porsche racing team, since the band members are big sports car enthusiasts.



BUTTERFLY NETS McCANN — Denise McCann recently signed a long-term recording contract with Butterfly Records. Pictured (l-r) are: A.J. Cervantes, Butterfly president; McCann; and Guy Sobell, McCann's manager. Her first album for Butterfly, "Tattoo Man," is scheduled for October release.

TV SHOW ON TV RADIO SHOW — Producer Chris Bearde recently appeared on NBC-TV's Tomorrow show and explained to host Tom Snyder that "The Radio Show," Bearde's newest venture into the netherland of TV, is a mixture of "Fellini and McDonald's hamburgers." Surrealistic special sauce aside, Bearde is currently in the process of selling his pilot which has been described elsewhere as a musical "Laugh-In" . . . Another light-hearted entertainment excursion was exhibited at the Starwood recently in the form of Justin Time, the alter ego rock band of Hollywood publicist Justin Pierce. A number of Pierce's press acquaintances turned out to hear him do his Mick Jagger and Elvis Presley impressions as well as original songs by his brother Curtis Pierce. The band was introduced by Los Angeles Times rock critic Robert Hilburn . . . On Van Halen's current tour, the group is being filmed on and off stage for a variety of promotions. Some will go into a documentary film to be exhibited in Europe and Japan, where the group is heading this fall and winter. Finally, some of the more unusual scenes will be shown at special screenings for a privileged few strictly for the entertainment value. Cinéma verité cinematographer Snade Krellman will be directing the camerawork . . . After recently signing with Rocket Records, Lulu will have a new single out Sept. 11 entitled "Don't Take Love For Granted" from a forthcoming album.

MORE CHIPS IN VEGAS — And Famous Amos will be supplying them to Willie Nelson's band. The group acquired a taste for these famous cookies while playing at — that's right — The Golden Nugget in Las Vegas. So harmonica player Mickey Raphael requested that the band have a full supply for all future dates on the group's current tour . . . RSO's British Lions played a series of shows around the Los Angeles area recently, with stops in San Diego, San Bernardino and Bakersfield, opening for Blue Oyster Cult. The quintet had to cancel its set scheduled for the Forum, so there was no Los Angeles concert for the group. Composed of former Mott The Hoople members Buffin, Overend Watts, Morgan Fisher and Ray Majors, along with John Fiddler, British Lions won't bypass L.A. fans forever, as they will headline the Starwood Sept. 5 and 6 . . . The McGuinn-Clark-Hillman Band, another new band, formed out of legendary 1960s group The Byrds, performed several new tunes at a Golden Bear date recently. Plans are underway for former Byrds Roger McGulnn, Gene Clark and Chris Hillman to record a joint album, and it reportedly will be for Capitol Records. Their performance showed plenty of the old magic on both classic Byrds tunes as well as the new compositions. Tom Petty, whose most recent album shows a Byrds influence, showed up for one of the sets. Opening for the MCH band was Caroline Peyton, a highly-talented singer songwriter who has played several L.A. area dates lately. Her live energy and ability to sing rock, pop, blues, gospel and country styles should be checked out by anyone in the market for a fresh new artist.

SHORT TAKES — Barry White will be guest speaker at a one-day seminar at UCLA Sept. 16. The session is titled "Breaking Into The Music Business . . . Featuring Barry White" and will focus on problems and questions confronting newcomers in the recording society . . . Rick Danko is producing his second solo album, his first self-production job . . . Look-alikes of Marilyn Monroe, Shirley Temple, Clark Gable and Bette Davis, provided by Ron Smith's Celebrity Look-Alikes of Hollywood, will appear on the cover of "The Late, Late, Late Show" album on ABC by Traveler . . . Jetro Tull's new live album has been delayed for release because of the cover artwork . . . The "B" side of the new Tom Petty single is previously unreleased song entitled "I Don't Know What To Tell You" . . . Producer Chuck Braverman has recently completed taping Frankie Valli's opening night show of the Dr. Pepper/Central Park summer concert series and a new 30-second television spot for Bob Seger's "Stranger In Town" album . . . Songwriter Mark Bryson has been signed to Big E Little e Music (BMI), an Elliot Roberts company . . . Don Gere's new book "Record Producers Handbook" contains a section which suggests tapes, as demos, are ineffective. He advises spending the money on 1,000 copies of a self-produced record . . . England's

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FRATERNITY BROTHERS — Bruce Lundvall, president of CBS Records division recently received, on behalf of CBS, two special awards from the Phi Beta Sigma Fraternity, one of the eight national black fraternities, at their 64th Annual Conclave in San Francisco. Awards received were the first annual Dr. Alain Locke Memorial Award, commemorating the black social leader and author of the 1900's, and the Public Service Award from Delegate Magazine, the annual journal for delegates attending major national black conventions. Pictured at the presentation are (l-r): Lundvall; Attorney Richard M. Ballard, Jr., National President of Phi Beta Sigma; and Gilbert H. Francis, chairman of the Educational Foundation of Phi Beta Sigma Fraternity.

WHO ARE YOU — The Who — MCA Records MCA-3050 — Producers: Glyn Johns and Jon Astley — List: 7.98

Almost three years after the release of "By Numbers," the quartet's last album, the Who is back with a new effort which showcases Roger Daltrey's arresting vocals and Pete Townshend's explosive guitar and synthesizer work. Although several themes are covered here, "Who Are You" primarily deals with the Who's progression and development as an aging rock outfit in contrast to the youthful energy and rebelliousness that it witnesses in new wave bands. Includes the bulleting title track single and three songs by John Entwistle.

DANGER ZONE — Player — RSO RS-1-3036 — Producers: Dennis Lambert and Brian Potter — List: 7.98

Hot off its certified gold debut album and the hit single, "Baby Come Back," Player on "Danger Zone" has issued an impressive collection of mainstream pop-rock tunes. Boasting strong self-penned material, this LP also features stellar lead vocals and harmonies, clean guitar riffs plus first-rate arrangements. Containing an equal balance of romantic ballads and catchy upbeat numbers, this LP includes the single, "Prisoner Of Your Love."

JANIS IAN — Columbia JC 35325 — Producer: Joe Wissert — List: 7.98

Janis Ian has long been known for creating intimate, delicately-styled ballads along with more upbeat, surging tunes, and with this album she again delivers a solid, appealing effort. Now working with producer Joe Wissert of Boz Scaggs fame, Ian introduces 11 new songs, all of which feature her underrated vocal skills and pleasant instrumental backing. Includes the single, "That Grand Illusion," plus "Hotels & One-Night Stands" and "The Bridge."

NIGHTFLIGHT TO VENUS — Boney M — Sire SRK 6062 — Producer: Frank Farlan — List: 7.98

A Jamaican quartet which is now based in Germany, Boney M on its first Sire LP emerges with an innovative disco/pop work that features the European hit single "Rivers Of Babylon" plus several other first-rate cuts. "Nightflight To Venus" is an imaginative, highly original album which boasts strong melodies and humorously-designed arrangements. Nailed down by a non-stop disco beat, this album is set to create a considerable pop and disco impact in the U.S.

THE BEST OF DONNY HATHAWAY — ATCO SD 38-107 — Producers: Various — List: 7.98

This exquisite vocalist may be more known for his duet work with Roberta Flack, but this greatest hits package provides pop music fans with an excellent sampling of his own vocal performances. On this album, the song selection is equally divided between self-penned composition and first-rate cover versions, with Hathaway singing such tunes as "You Were Meant For Me" and "A Song For You," along with "Where Is The Love," his beautiful collaboration number with Flack.

FORK IN THE ROAD — Jay Boy Adams — Atlantic SD 19195 — Producer: Bill Ham — List: 7.98

With his latest effort, Jay Boy Adams creates an enjoyable country-rock-styled work which displays equal doses of rollicking rockers and tender, sensitive ballads. Adams capably composes attractive melodies and insightful lyrics on this effort, as witnessed by such songs as "Boy From The Bad Land," "Superkicker" and the title track. Including guest appearances by Jackson Browne and David Lindley, this LP is worthy of pop and AOR airplay.

REAL TO REEL — Starcastle — Epic JE 35441 — Producer: Jeffrey Lesser — List: 7.98

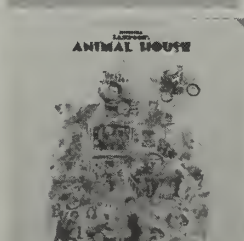
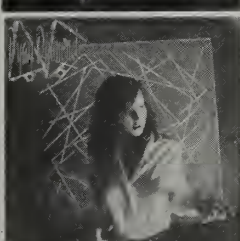
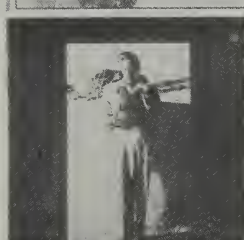
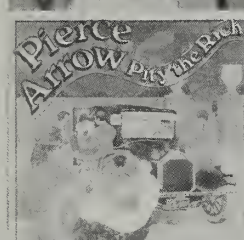
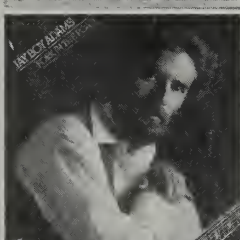
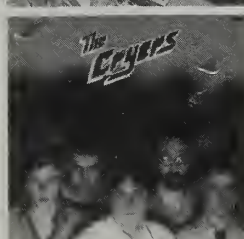
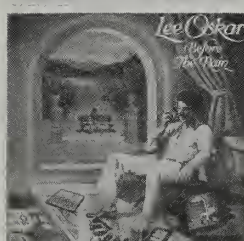
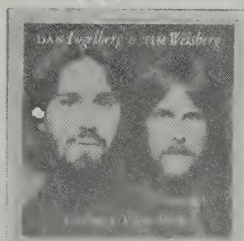
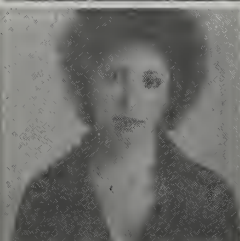
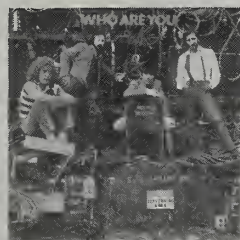
Starcastle has continually been compared to Yes, but with this album the group finally seems to be moving out of Yes' creative shadow. This sextet has produced a more streamlined, straightforward rock approach here, as witnessed by such workouts as "Half A Mind To Leave Ya" and "Nobody's Fool." Led by the electrifying guitar licks of Matthew Stewart and Terry Luttrell's vocals, "Real To Reel" should spur Starcastle on to its best selling LP to date.

IN THE DARK — Dyan Diamond — MCA 3053 — Producer: Kim Fowley — List: 7.98

The cut "Teenage Radio Stars" asks the question "... where are the teenage radio stars?" An excellent question. Is rock truly the domain of people in their 20s and 30s? Let 16-year-old Dyan Diamond offer both a tradition (pop music does belong to young) and an alternative (new-wave glitz coupled with talent). This is a rare album that melds new talent with rock-steady R&B values. Lots of AOR and Top 40 excitement here.

THE ROCKSPURS — DJM Records DJM-15 — Producers: Marc Blatte and Larry Gottlieb — List: 7.98

The Rockspurs are a pop-rock quartet who on their debut DJM album release a diverse assortment of tunes which display infectious harmonies, soaring melodies and pleasant arrangements. The Rockspurs prove to be equally adept at performing tender ballads, accessible rock 'n' roll, and even reggae and rockabilly, as witnessed by such tracks as "Jackie Moon," "Saturday" and "Real Cowboy."



ALONG THE RED LEDGE — Daryl Hall & John Oates — RCA AFL1-2804 — Producer: David Foster — List: 7.98

With its "Beauty On A Back Street" album last year, this popular duo ventured into a more rocking format, largely foregoing its "blue-eyed soul" formula. On "Along The Red Ledge," Hall & Oates display a variety of styles, ranging from sophisticated pop-rock to soul to even a Phil Spector-designed track titled "The Last Time." Containing top-notch vocals, arrangements and production, this album should appeal to a variety of formats.

LUXURY YOU CAN AFFORD — Joe Cocker — Asylum 6E-145 — Producer: Allen Toussaint — List: 7.98

Joe Cocker, who in the past has turned in some of rock's finest vocal performances, has gotten himself together on his debut effort for Asylum (note the three-piece suit on the cover), turning in top-notch performances on three classics and several new tunes. Instrumental help is provided by Stuff and several members of Cocker's past bands on this spirited LP which lets him move from rock to blues to R&B. Cocker is back, and in fine form. For Top 40 and AOR.

TWIN SONS OF DIFFERENT MOTHERS — Dan Fogelberg & Tim Weisberg — Epic JE 35339 — Producers: Dan Fogelberg & Tim Weisberg — List: 7.98

An album which combines the talents of these two performers in an experimental work which is mostly instrumental, "Twin Sons" interestingly blends the folk-rock, guitar-flavored elements of Fogelberg's music with Weisberg's more airy, free-spirited, flute-laden sound. Such tracks as "Tell Me To My Face" and "The Power Of Gold" are standouts on this rewarding duet LP which is suitable for a variety of formats.

BEFORE THE RAIN — Lee Oskar — Elektra 6E-150 — Producer: Greg Errico — List: 7.98

On this latest solo album, Lee Oskar continues to demonstrate his versatile, bristling harmonica talents. With "Before The Rain," this member of the group War is accompanied by the Gene Page Orchestra, the Martyn Ford Orchestra and the English Chorale, but the results are rich and full-bodied without being overly lush. Featuring three vocal performances by Oskar on this album, "Before The Rain" should appeal to AOR, jazz, and R&B playlists.

THE CRYERS — Mercury SRM-1-3734 — Producer: Michael Sherman — List: 7.98

A quintet which skillfully combines potent guitar riffs with catchy pop-rock melodies and irresistible lead vocals and harmonies, the Cryers are set to garner extensive pop and AOR attention with this album. Such tracks as "World's On Fire" and "Shake It Up (Ain't It Time?)" are impeccably-designed rockers, while cuts such as "I'll Steal Away" provide a delightful change of pace. Also noteworthy is Michael Sherman's colorful production work.

PITY THE RICH — Pierce Arrow — Columbia JC 35307 — Producers: Various — List: 7.98

This is Pierce Arrow's second outing and by far their most creative yet. A classy name; wholly appropriate to a band with a sound that is both soothing to the ears yet challenging to the mind. Cuts for MOR, AOR, and Top 40 consideration are "Now I Can Hear The Music," "Maybe Tomorrow," "Angel Eyes," and the title cut. Especially noteworthy is the lead singing of Doug Lubahn.

DESERT HORIZON — Norton Buffalo — Capitol SW-11847 — Producer: Norton Buffalo — List: 7.98

Norton Buffalo has gained notoriety for his musical association with Steve Miller, and now with his new album, he continues to establish himself as an engaging harp player, vocalist and songwriter. Assisted by his capable band plus guest appearances by Bill Champlin and the Tower Of Power horns, Buffalo on "Desert Horizon" produces such inviting tracks as "High Tide In Wingo" and the fast-paced "Age Old Puppet."

DIRTY ANGELS — A&M SP-4716 — Producers: Lew Futterman, Ric Browde, Charlie Karp and David Hull — List: 7.98

Led by the aggressive lead vocals of Charlie Karp and two powerhouse guitarists, the Dirty Angels on this album effectively mix a couple of acoustic ballads with a large assortment of hard-rock numbers. The LP includes such inviting tracks as "Call My Name," "Friends For The Sake Of Convenience" and "Lonely Heart." Covering such topics as teenage frustration, loneliness and sex, this LP is deserving of solid AOR and possibly pop airplay.

ANIMAL HOUSE (Original Soundtrack) — Various Artists — MCA 3046 — Producer: Kenny Vance — List: 8.98

Thanks to the occasional snippet of actual film dialogue interspersed among the "moldy oldies" (either genuine or remake), this particular soundtrack LP doesn't suffer for one second without the hilarious visuals. John Belushi's version of the infamous "Louie, Louie" is worth the price of admission in itself. A good audio souvenir of the early pre-Beatles '60s and a nice potential change of pace for AOR as well.



U.K. HITS L.A. - Polydor recording group U.K. was given an enthusiastic reception by its fans at its recent Santa Monica Civic concert. Pictured (l-r) backstage following the show are: Rick Stevens, Polydor's vice president of A&R; Alan Holdsworth and John Wetton of U.K.; Fred Haayen, president of Polydor; Alex Scott, U.K. manager; and Jim Rissmiller of Wolf and Rissmiller Concerts.

Mathis Reaches New Peak In Long Recording Career

by Ellis Nassour

NEW YORK — When a Columbia Records executive first heard Johnny Mathis performing at San Francisco's 440 Club in 1955, he cabled New York: "Have found phenomenal 19-year-old who could go all the way. Send contract."

Twenty-three years later, after one of the most successful careers in the record business (he is in the Top Five of all-time high LP sales), Mathis finally made it all the way — with his first number one song.

That tune, "Too Much, Too Little, Too Late," was recorded with fellow Columbia Records artist Deniece Williams, Mathis said, "merely for a change of pace. I wanted to perform with someone else because I got so bored hearing the same voice all the time. I had heard Deniece's music and liked it, but when we put feelers out to see if she would do a session with me I never thought anything would come of it.

"But," laughed Mathis, "as you know, she did. It never occurred to me that she would. What I figured was going to happen was that Deniece was going to come in and sing some obligate type of things behind me. But, in fact, when we got together she started giving me some of her ideas and they were fabulous. She is very good in the studio, and since she was a big star in the R&B field, I listened to the suggestions she made.

"When we went into the studio it was love at first sight. Deniece took me in hand and said, 'Okay, you do this and I'll do this,' and she started arranging all the vocal parts. In about an hour and a half we had a couple of good-sounding records. She and I hugged after the wrap and, like always when you leave the studio, we told each other how much we loved it. We figured we did the best we could do — that we, at least, made some good music even if no one would ever hear it."

Nice Interruption

Number one status for Mathis and Deniece has completely changed Johnny's life. "I had a quiet little career going before Deniece and I did the single and now the duet album, 'That's What Friends Are For.' Now it's gotten so I have no time to do what I like. It's interrupted my life, but, I must admit, in a nice, pleasant way."

The singer is also enjoying his first foray into R&B. "At last I've been introduced to the black audiences I always wanted," he stated. "My records were never popular with blacks — and there are a lot of blacks who like pop music. I think the crux of the matter is that young blacks buy the records, as opposed to older people. They might have listened to me on the radio, but they never went out and bought my records.

"Even with the success of the single and

now the album, I rarely see a black face (at my concerts). They're not hostile to me. They respect me, but never have fallen in love with my music because they never knew me. I think it was a matter of economics. I was always outpriced — somewhere over in the white section singing at the symphony hall, instead of being in their clubs. People who are on a lower economic scale also do not feel comfortable leaving their neighborhood."

Mathis has not ignored human rights for blacks. He is an active fund-raiser for good causes, and has even donated a YMCA youth center in Los Angeles. His biggest contribution came in January 1977 when, during his premiere concert tour of South Africa, he tumbled racial barriers in that nation by appearing before mixed audiences. Other entertainers, such as the Supremes, Charles Aznavour and Dave Brubeck, who tried the same thing were denied permission by the South African authorities.

Synthetic Music

Mathis sees the dependency on synthetic instrumentation as the most significant change technically in the industry. "Everybody's doing it now! Of course, the rhythm is the absolute pulse, too. It's like the heart beat. It plays such a vital role that a producer must book a rhythm section early to get who he wants."

The singer agreed that record prices were getting higher and that the public is becoming dissatisfied with the fact there is less music on the albums. "But recording costs have skyrocketed, and someone has to pay for that. When you make a deal with a label today, they usually go into it with the thought of how much time you're going to spend in the studio. Albums like the duet with Deniece should cost what we paid, \$70,000. Six days in the studio, four songs per session. But Deniece and I, compared to others, are racehorses. We work very fast, not because we are trying to save money, but because of the good training we both have had in the studio. We prepare well before we go in and try to do the tunes in one take.

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WINGS' NEW SINGLE...



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ONSTAGE



U.K. HITS L.A. - Polydor recording group U.K. was given an enthusiastic reception by its fans at its recent Santa Monica Civic concert. Pictured (l-r) backstage following the show are: Rick Stevens, Polydor's vice president of A&R; Alan Holdsworth and John Wetton of U.K.; Fred Haayen, president of Polydor; Alex Scott, U.K. manager; and Jim Rissmiller of Wolf and Rissmiller Concerts.

Mathis Reaches New Peak In Long Recording Career

by Ellis Nassour

NEW YORK — When a Columbia Records executive first heard Johnny Mathis performing at San Francisco's 440 Club in 1955, he cabled New York: "Have found phenomenal 19-year-old who could go all the way. Send contract."

Twenty-three years later, after one of the most successful careers in the record business (he is in the Top Five of all-time high LP sales), Mathis finally made it all the way — with his first number one song.

That tune, "Too Much, Too Little, Too Late," was recorded with fellow Columbia Records artist Deniece Williams, Mathis said. "merely for a change of pace. I wanted to perform with someone else because I got so bored hearing the same voice all the time. I had heard Deniece's music and liked it, but when we put feelers out to see if she would do a session with me I never thought anything would come of it.

"But," laughed Mathis, "as you know, she did. It never occurred to me that she would. What I figured was going to happen was that Deniece was going to come in and sing some obligato type of things behind me. But, in fact, when we got together she started giving me some of her ideas and they were fabulous. She is very good in the studio, and since she was a big star in the R&B field, I listened to the suggestions she made.

"When we went into the studio it was love at first sight. Deniece took me in hand and said, 'Okay, you do this and I'll do this,' and she started arranging all the vocal parts. In about an hour and a half we had a couple of good-sounding records. She and I hugged after the wrap and, like always when you leave the studio, we told each other how much we loved it. We figured we did the best we could do — that we, at least, made some good music even if no one would ever hear it."

Nice Interruption

Number one status for Mathis and Deniece has completely changed Johnny's life. "I had a quiet little career going before Deniece and I did the single and now the duet album, 'That's What Friends Are For.' Now it's gotten so I have no time to do what I like. It's interrupted my life, but, I must admit, in a nice, pleasant way."

The singer is also enjoying his first foray into R&B. "At last I've been introduced to the black audiences I always wanted," he stated. "My records were never popular with blacks — and there are a lot of blacks who like pop music. I think the crux of the matter is that young blacks buy the records, as opposed to older people. They might have listened to me on the radio, but they never went out and bought my records.

"Even with the success of the single and

now the album, I rarely see a black face (at my concerts). They're not hostile to me. They respect me, but never have fallen in love with my music because they never knew me. I think it was a matter of economics. I was always outpriced — somewhere over in the white section singing at the symphony hall, instead of being in their clubs. People who are on a lower economic scale also do not feel comfortable leaving their neighborhood."

Mathis has not ignored human rights for blacks. He is an active fund-raiser for good causes, and has even donated a YMCA youth center in Los Angeles. His biggest contribution came in January 1977 when, during his premiere concert tour of South Africa, he tumbled racial barriers in that nation by appearing before mixed audiences. Other entertainers, such as the Supremes, Charles Aznavour and Dave Brubeck, who tried the same thing were denied permission by the South African authorities.

Synthetic Music

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WIKI'S NEW SINGLE

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Linda Ronstadt Livingston Taylor

FOREST HILLS TENNIS STADIUM, NEW YORK — Ronstadt's show was well-paced and organized, with her choice of material reflecting an increasing sense of tribute to rock and roll. The first half of the show featured material from her forthcoming album, "Living In The U.S.A.," including Elvis Presley's "Love Me Tender," Elvis Costello's "Alison," and Warren Zevon's "Mohammad's Radio." The last half of the show featured the new LP's title cut (by Chuck Berry), Buddy Holly's "It's So Easy," the Rolling Stones' "Tumbling Dice," and Betty Everett's "You're No Good," which Ronstadt's clean, tight band extended with a nice jam.

Throughout the show, however, Ronstadt varied the pace with the plaintive, melancholy ballads that have more traditionally been her trademark. These tunes included "Sorrow Lives Here" and Karla Bonoff's "Someone To Lay Down Beside Me."

The sound of Ronstadt's band was highlighted by the keyboard work of Don Groinik and the stinging guitar playing of Waddy Wachtel. The unit was augmented for the evening by guest saxophonist Dave Sanborn, and on "It's So Easy," Peter Asher, Ronstadt's producer, contributed vocals.

Livingston Taylor, James' brother, opened the show. Most of his material was from his new album, "Three-Way Mirror." Taylor's five-man band played a pleasant set that was less folkish and leaned more towards pop-rock than his music has in the past.

aaron fuchs

Chicago

GREEK THEATRE, L.A. — The tragic death of Terry Kath was foremost in the minds of many who attended the recent Chicago concert, the first L.A. date by the band since Donnie Dacus replaced the late lead guitarist. However, from the opening horn passages of the classic "Feeling Stronger Every Day," it was more than apparent that Chicago is full of purpose and vitality. The line "knowing that you would have wanted it this way" stood as a dedication to Kath; the band's enthusiasm and the solid performance by newcomer Dacus offers good prospects for the band's 12th album, "Hot Streets" which is due in several weeks.

With Bill Conti conducting the overture, the L.A. Ballet provided a swirling dance intro, choreographed by John Clifford. Throughout the evening, Conti and the orchestra gave substantial support to the band's efforts.

With almost a decade of hit-making behind them, it was hard for Chicago not to omit favorites, but the band delivered strong versions of tunes such as "Does Anybody Really Know What Time It Is," "Saturday In The Park," "25 Or 6 To 4," "I'm A Man" and "I Just Want To Be Free."

Chicago also presented new material which was generally vigorous, utilizing Dacus' ability to play in a hard-driving rock guitar style. Dacus fronted the band on several of his own compositions. A fine player, singer and writer, Dacus is obviously an asset to the band. His enthusiasm and Frampton-like appearance adds a new roving stage presence.

Keyboardist Robert Lamm summed up

the feelings of the band when he said, "A lot has changed in our lives but we haven't lost you." The audience was warmly appreciative of the opportunity to see this landmark band.

peter hartz

Genesis

MADISON SQUARE GARDEN, NEW YORK — When Genesis was fronted by Peter Gabriel, who would often wear wolves' heads or flower headdresses onstage, they were the most striking proponents of British art-rock, which was as notable for its theatre as for its music. While the group still used lasers, smoke bombs and rotating mirrors at their recent concert, their music was ultimately more impressive than their stage show.

Today the group is down to three of its original members. They are Phil Collins, who fronts the group and plays drums during instrumental passages, Peter Banks on keyboards, and Mike Rutherford on bass. They are augmented on their current tour by Daryl Stemer on guitar and Chester Thompson on drums.

Although the group has had more commercial success with their newer material, the crowd reacted as enthusiastically to older material like "Fountain Of Salmacis" as they did to newer songs like "Ballad Of Big," "Say, It's Alright, Joe," "Lady Lies" and their hit, "Follow You, Follow Me." One of the set's highlights was "Cinema Show," which Collins prefaced with some raunchy dialogue about Romeo and Juliet getting down at a drive-in.

Oddly, the show's highlight was its encore. A buzz went through the audience as Peter Gabriel joined the group onstage. Wearing jeans and a leather jacket, with his head shaved, he delighted the crowd with his "I Know What I Like (In Your Wardrobe)" from Genesis' "Selling England By The Pound" album.

aaron fuchs

Patti Labelle Tower Of Power

GREEK THEATRE — Patti Labelle is a fantastic singer. This did not come as a surprise, however, to the audience of devoted fans that gathered for her recent concert at the Greek Theatre. They just didn't seem to want to sit down.

To open her performance, Labelle sang "Somewhere Over the Rainbow" silhouetted against a shimmery silver backdrop. She descended to the front of the carpeted stage for "Save The Last Dance For Me." She danced all around in her formal white gown for "Lady Marmalade," but the relationship between artist and audience was most intense on "You Are My Friend."

The infectious warmth that Patti Labelle communicates was augmented by her tight and lively nine-piece band led by Bud Ellison. The elegant staging centered around the white grand piano with raisers to the side whereupon stood the handsome musicians in matching white suits. This elegance complemented the mood of rowdy good fun that pervaded the cool evening air at the Greek.

If Patti Labelle had not been so good, she would have easily been upstaged by Tower of Power, the special guest artist for the evening. The band's performance included "We Came To Play" and "Yin-Yang Thang" from their new album, also entitled "We Came To Play," plus many of their hits, "You've Got To Funkafize," "I Could Never Make You Unhappy," "Down to the Night

Club" and "What Is Hip." The tightest brass section in the business was set-off by the dazzling bass work of new member Vito San Filippo and newly-returned drummer David Garibaldi, as well as Danny Hoefler (also a new member) on guitar. Singer Michael Jeffries was as smooth as 25-year-old whisky and as cool as Taste Freeze. Tower of Power is a visual study in contrasts united in music to play the most straight forward funk from beginning to end.

janet bridgers

Kansas Thin Lizzy

THE FORUM, L.A. — Kansas is primarily known for its three hit singles, "Dust In The Wind," "Point Of Know Return" and "Carry On Wayward Son," but the group during its seven year existence has managed to attract an extremely dedicated legion of fans who are familiar with the entire Kansas repertoire of songs, including even the group's early, obscure works. Stationed generally on the Forum's main floor, these Kansas diehards spurred the rest of the large crowd to thunderous levels of cheering and enthusiasm, providing the group with a very receptive audience for its brand of classical-flavored hard rock.

Fronted by violinist/singer Robby Steinhardt and keyboardist/singer Steve Walsh, the band delivered a tight, 90-minute set which showcased its technical instrumental precision and progressive rock stance. Although the group is influenced chiefly by such British acts as Yes and Genesis, Kansas onstage comes across as a slightly disjointed collection of hippies whose distinctly American, everyman approach is one of their most appealing qualities. In particular, the frizzy-haired Steinhardt is a likable personality who relates well to audiences.

Boosted by an efficient sound system, Kansas was equally effective on its extended, instrumental breaks as it was on the renditions of its three hits.

Opening act Thin Lizzy warmed up the crowd with its energetic, frenzied presentation. Led by the group's charismatic lead vocalist/bassist Phil Lynott, Thin Lizzy played a 45-minute set which was highlighted by such well known rockers as "The Boys Are Back In Town," "Dancing In The Moonlight" and "Jailbreak."

dale kawashima

Emmylou Harris Rodney Crowell

ROXY, L.A. — In her first Roxy appearance in more than two years, Emmylou Harris showed why she has been called the most promising female country vocalist to arrive in years. She also demonstrated technique that could provide inspiration to any vocalist — country or otherwise.

It is hard to think of anyone who makes better use of their dynamic and emotional ranges than Emmylou. Her live show, even more than her albums, demonstrated these qualities.

She can move effectively from cajun to pure country to pop and rock 'n' roll, performing each with equal authenticity. On the ballads, her full versatility came into play, particularly on "When I Stop Dreaming" and "Easy From Now On."

For the former, which began with some beautifully rendered a cappella harmonies, Emmylou projected in her voice the pain expressed in the lyrics of the song. She also exhibited the value of dynamic range on "Easy From Now On" by shifting from a

powerful sustained note dramatically down to almost a whisper.

The audience joined in for some enthusiastic handclapping and foot-stomping on a rollicking version of "Luxury Liner" and at its conclusion gave her a standing ovation. She closed the show, acknowledging the makers of "The Buddy Holly Story" for "loosening me up," with a rocking song "Ain't Living Long Like This."

Singer/songwriter Rodney Crowell, who has contributed several songs to Emmylou's albums, opened the show supported by the Hot Band, which contributed the same solid support to his set it later gave to Harris. Although Crowell has not yet developed an especially unique vocal style, he sings effectively his songs which range from gently moving to cleverly humorous.

randy lewis

Mink DeVille

THE BOTTOM LINE, NYC — Mink DeVille's recent performance at this cabaret was a little too lax for comfort. Though the group fared exceptionally well on their cross-country jaunt with Elvis Costello and Nick Lowe's Rockpile during May, an overriding sense of lethargy and lack of spontaneity greatly contributed to the evening's poor sound quality.

A product of New York's CBGB rock club scene, DeVille's classic R&B influences quickly separated them from the city's glitter-punk movement in 1975. The band spent a number of years polishing their sound in London and San Francisco before returning home, where singer-guitarist Willy DeVille added lead guitarist Louie X. Erlanger. Erlanger's hand in the execution of killer rock numbers like "She's So Tough," "Gunslinger," and "Cadillac Walk" helped to color and fill out the band's sound. In addition, keyboardist Charles Carrington and drummer Barry Wisdom were superb in their guest roles for the evening.

DeVille's strength as a vocalist did shine, however, on his version of Ben E. King's "Stand By Me," which he delivered with intense conviction. Similarly, his devotion to the blues surfaced on newer songs from his "Return To Magenta" LP, like "Just Your Friends" and "Guardian Angel."

leo sacks

Akiyoshi/Tabackin Big Band

VILLAGE GATE, NYC — The Toshiko Akiyoshi/Lew Tabackin Big Band returned to Greenwich Village Gate with a stimulating mix of contemporary big band jazz blending both the music tradition of East and West.

In her compositions, Toshiko has retained a unique sense of time that is indigenous to Japanese music, and that gives her jazz a delicate flavour of tension as the band swings. Her selections for the Gate performance were mostly swingy tunes, and Lew Tabackin, her husband and co-leader of the band, contributed with warm and brilliantly persuasive solos.

Toshiko Akiyoshi is a pioneer in the women-in-jazz movement in the sense that she has completely taken creative control of a big band by composing and arranging her own music and conducting her own orchestra.

She left Japan for the United States two decades ago because jazz was considered an "evil" music there. Ironically enough, Japan is now one of the biggest markets for jazz after the United States.

ere haru

FEATURE PICKS

PLAYER (RSO 908)

Prisoner Of Your Love (3:12) (Touch of Gold Music/Crowbeck Music/Stigwood Music — BMI) (P. Beckett/J.C. Crowley)

Player found itself on top with "Baby Come Back" from the debut album; now, Player is back with a new LP, "Danger Zone." This first single is a smooth and clean ballad dedicated to the prison called love. Firm beat, overlapping guitar and keyboard lines and expressive vocals make this a hot add for Top 40 lists.



AMBROSIA (Warner Bros. 8640)

How Much I Feel (4:46) (Rubicon Music — BMI) (Pack)

Ambrosia's third album (first for Warners) is entitled "Life Beyond L.A." This first single is the highest debut of the week. Gentle with an appealing upward move, the track features an easy-paced arrangement of piano, guitar and strings. The lead vocals and harmonies are excellent. A break at the 3:30 mark allows a shorter edit. A good Top 40 add.



DAVE MASON (Columbia 3-10819)

Don't It Make You Wonder (3:04) (Dave Mason Music — BMI) (D. Mason/K. Nicholas)

Taken from "Mariposa De Oro," this single is a successful marriage of Mason past and present. The gritty and imploring vocals have the strength of his early work. The bluesy guitar work is broadened by a handclap beat and sparse string section fills. Backing singers add brightness to the rolling chorus. Well-suited to Top 40 lists.



TOMY PETTY & THE HEARTBREAKERS (Shelter/ABC SR-62011)

Listen To Her Heart (2:47) (Skyhill Publ. — BMI) (T. Petty)

This second single from the "You're Gonna Get It" album has an emphatic guitar opening; double-timing drums turn over the reins to Petty's vocals and the story of an independent woman. The treble sound of the guitar work and the moving beat make this a fine rock 'n' roll cut suited to Top 40 lists.

GENESIS (Atlantic 3511)

Go West Young Man (In The Motherlode) (3:35) (Gelring Ltd./Run It Music — BMI) (Rutherford)

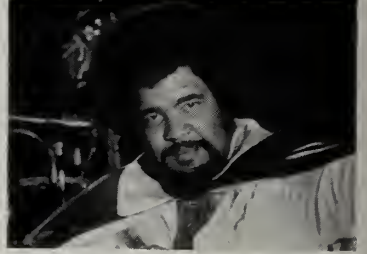
This follow-up to "Follow You, Follow Me" from the "And Then There Were Three . . ." album is a dashing guitar and synthesizer dominated moderate tempo rocker, which features steady, jaunty beat and effective rising vocals. Intertwining guitar lines and synthesizer work provide rich textures. Suited to AOR, pop lists.



GEORGE DUKE (Epic 8-50593)

Movin' On (3:26) (Mycenae Music — ASCAP) (G. Duke)

Taken from the "Don't Let Go" album, this track features jumpy piano chording by Duke, funky rhythm backing and smooth and razzzy vocals by Napoleon Brock, Josie James and Gwen Evans. The melody of the lyric hook is particularly engaging. Suited to R&B and pop playlists.



JESSE BARISH (RCA JH-11358)

You (3:34) (Mercury Shoes Music — BMI) (J. Barish)

"You" is a popular name for a song with Coolidge and the McCrarys currently on the charts. Barish's tune from his namesake album ought to make it a little more crowded on the pop chart. Marty Balin production and good singing make this work. Top 40 lists.



DOUCETTE (Mushroom 7036)

All I Wanna Do (3:33) (Andorra Music — ASCAP) (Doucette/Shindell/Olson)

This second single from the "Mama Let Him Play" album is a smooth and rising ballad with fine harmonies, clean guitar work and well-schooled lead vocals by Doucette. This gentle rocker has what it takes to make good Top 40 marks.

SINGLES TO WATCH

THELMA JONES (Columbia 3-10814)

I Second That Emotion (3:29) (Jobete Music/Stone Agate Music — BMI) (W. Robinson)

This lead track from Jones' namesake forthcoming album is a moderately paced cover of the classic by Smokey Robinson and the Miracles. A sinuous backbeat of congas, tambourine and percussion touches complements Jones' rough and smooth singing. R&B and pop lists ought to find this one appealing.

ANGELO (Fantasy 832)

Changling Man (3:00) (Delta R&E/Bluesome Lady Music/Anneon Music — ASCAP) (Angelo/A. Newton)

There are aspects of Angelo's voice that are reminiscent of Robert Palmer. This single features clear guitar and bass lines, upfront beat, strings and punctuating horns. Vigorous arrangements and solid performances make this track a fine add to Top 40 lists.

THE BEACH BOYS (Warner/Reprise 1394)

Peggy Sue (2:14) (MPL Communications — BMI) (J. Allison/N. Petty/B. Holly)

"The Buddy Holly Story" can be justly credited with the current renewed interest in the pioneer works of the late great. This version does not have Holly's quivering freshness, but its steady beat, organ backing, guitar work, horns and vocals make it of interest to Top 40 programmers. Fun spin.

BARBARA MANDRELL (ABC 12403)

Sleeping Single In A Double Bed (2:20) (Pi-Gem Music — BMI) (K. Fleming/D. Morgan)

A fast keyboard pace opens this track and provides a jaunty underpinning to Mandrell's bright vocals. A break smooths out the movement and allows a nice build back to the chorus. Backing vocals, pedal steel and the "optimistic" sound make this a good add for country and pop formats.

HODGES, JAMES & SMITH (London 5N-272)

What Have You Done For Love? (3:18) (Mikim Music — BMI/Stevenson Music — ASCAP) (W.R. Stevenson/Hodges/James/Smith)

This title track opens dramatically with high hat beat and sonorous bass drum which then swings into dance floor action. Horn chart is ambitious; bass work provides muscle; the singing is melodic and the simplicity of the lyric complements the groove. R&B and disco lists.

CAB CALLOWAY (Hologram/RCA JH-11364)

Minnie The Moocher (3:03) (Mills Music — ASCAP) (C. Calloway/I. Mills)

The "King of Hi-De-Ho" came up with this classic more than four decades ago and now joined with new, vibrant rhythms and Cab's wide-smiling enthusiasm, Minnie is back. Crisp horns and strings, solid back beat and a familiar lyric make this a natural for dancefloor action, with other formats likely to get in on the fun.

CRUSADERS (ABC/Blue Thumb BT-278)

Bayou Bottoms (3:43) (Four Knights Music — BMI) (W. Felder)

The Crusaders have been pleasing a sizeable audience for years and this first single from the new "Images" album is a mid-tempo funk up instrumental which features fine horn voicings above a muscular rhythm section. Suited to R&B, jazz and pop lists.

MECO (Millennium/Casablanca 620)

Themes From The Wizard Of Oz (2:56) (Leo Feist — ASCAP) (H. Arlen/E.Y. Harburg)

With the Wiz movie slated for fall, the cross-promotional value of releasing Oz material has not been lost on Casablanca. It's all here: the wicked witch's laugh, Toto's bark, steady dancing beat, sweeping strings and horns. Certain refrains are reminiscent of Star Wars. Likely to be a floor favorite.

JOHN BELUSHI (MCA 40950)

Louie, Louie (2:55) (Flip Records — BMI) (R. Berry)

Hey, Belushi. Hey, yeah, all right. This remake of a raunchy dance favorite from the early '60s features Belushi's suitably slurred vocals, rudimentary and strong rhythm backing, sparkling piano fills and slides and crowd involvement. Taken from National Lampoon's "Animal House," this is suited to a pop fun spin.

FINISHED TOUCH (Motown 1445F)

Sticks And Stones (3:41) (Jobete Music — ASCAP) (B. Sutton/M. Sutton)

Taken from the album "Need To Know You Better," this track is subtitled "But The Funk Won't Never Hurt You" which is fortunate because this track has talkin' jive, popping bass, rhythm guitars, handclap beat, party chorus and general fun. R&B lists.

THE JACKSONS (Epic 8-50595)

Blame It On The Boogie (3:32) (Almo Music — ASCAP) (M. Jackson/D. Jackson/E. Krohn)

Mick Jackson (not related) is currently enjoying pop success with this song. Timing of the Jackson' release has found them playing catch-up ball. Fun, infectious and exuberant, this version features the unmistakable voices of the Jacksons. Good funk. R&B and pop add.

MAZE (Capitol 4629)

I Wish You Well (3:46) (Pecle Publishing — BMI) (F. Beverly)

This track from the "Golden Time Of Day" features Frankie Beverly's sultry and soothing singing, gentle arrangement of keyboard/organ, guitar touches and steady high-hat beat. Well-suited to R&B and pop lists. The smooth harmonies and suitable upward movement work effectively.

THIN LIZZY (Warner Bros. 8648)

Cowboy Song (3:12) (Pippin The Friendly Ranger Music/Chappell & Co. — ASCAP) (P. Lynott/B. Downey)

Edited from the "Live And Dangerous" album, this ode to the cowboy begins gently and then mounts up to punchy drum beat and rough and ready guitar work. The vocals are excellent and the feel is celebratory. Well-suited to AOR and Top 40.

THE MICHAEL ZAGER BAND (Private Stock 45,202)

Soul To Soul (3:21) (Sumac Music — BMI) (A. Fields/M. Zager)

Taken from the "Let's All Chant" album, this edited track opens with a riff reminiscent of Chicago and then moves to gentle singing, steady backing beat and fluid arrangements. Silky horns, congas and mid-song break to hard funk make this a good R&B add.

DIFOSCO (20th Century Fox 2382)

The I Love You Song (3:37) (Jerry Williams Music/Nas-sau Music/Fox Fanfar Music — BMI) (J. Williams, Jr.)

Percussions touches, steady bass drum, keyboard work, strings and backing singers are the underpinning of this melodic tune. The lead vocals are rich. Harmonica adds an interesting texture. Suitably reminiscent of several soul classics, this ought to do well on R&B and pop lists.

RADIO NEWS

AirPlay

IF YOU'VE GOT A CANNON, SHOOT IT — Cleveland Browns coach **Paul Brown** said it first to explain why he ran fullback **Jimmy Brown** so frequently. Borrowing the one-liner during last week's NAB Radio Programming Conference was Mutual network president **Ed Little**. Little was referring to his network's satellite programming capabilities involving Western Union's Westar satellite and 500 10-foot receiving dishes placed at Mutual affiliate stations coast to coast. According to Little, Mutual now has a leg up on its network competition as a result of this technological innovation, which is expected to increase signal strength and clarity three-fold (5kh to 15kh), and is planning to run with it.

But Little added that "professional jealousy" is preventing Mutual from getting government clearance to commence its satellite broadcasting. He accused the Texas State Network of "holding back the progress of network radio." According to Little, Exxon had owned the Southwest Athletic Conference football broadcast rights for the past 44 years, which were aired over the TSN. Now that Mutual has acquired the broadcast rights to the highly-rated football games, Little says, TSN is trying to hold up Mutual's satellite clearance at least until after the football season.

"Those of you with friends on TSN," Little directed the audience during the "Meet The Prez" session, "go up to them and slap them — and tell them what they're doing to hold up broadcasting."

In a related matter, Little explained Mutual's objection to the Associated Press' proposal to do its own satellite testing. Little noted that Mutual has spent \$10 million as part of its testing program and he failed to see why AP should be able to do its testing at the government's expense.

Whether one agreed with Little's stance or not, there is no denying the fact that the Mutual president is one of the most colorful and outspoken radio industry leaders active today. Don't get in the way of his cannon.



BARISH PROMOTES — RCA recording artist **Jesse Barish** recently concluded a multi-city tour promoting his self-titled debut LP for the label. Stops along the tour included Atlanta, Boston, Chicago, St. Louis, and Los Angeles. In Atlanta, Barish (right) visited Lee Abrams (center) in the Burkhart/Abrams offices with Joshua Blardo, director of national album promotion for the label.

Angeles (**K-Earth**) will present a salute to rock 'n' roll Labor Day weekend. The station will play every number one record from 1955 to 1978 in their order of ascension. . . Chicago's **WKQX (101FM)** has added "Rock Reports." The rock news show features interviews with name artists, information on concert appearances, album release dates, band breakups and other news about rock groups reported by Robin Winter, the newest member of the **WKQX** news staff. . . **KQ94/Little Rock**, formerly beautiful music station **KEZQ**, went on the air August 1. **KQ94** is using the Abrams "Superstars" format.

THE MORE THE MERRIER — With sales to Iran and Saudi Arabia, the "Wolfman Jack Radio Show" now is heard in 22 foreign countries. Audio Stimulation also distributes the show in 115 cities in this country. . . Westwood One's "**Dr. Demento**" will be heard on New York **99X** beginning September 17. "Dr. Demento" had been carried by the Big Apple's **WKUT** before that station switched to its current all-disco format. . . **Paul Harvey** has signed an exclusive seven-year contract with the ABC Radio Network, renewing his 27-year relationship with ABC. Harvey's daily audience exceeds five million listeners and he is now heard on approximately 770 stations, according to ABC.

NEW JOBS — **Dave Martin** has been appointed program manager of **WBZ/Boston**, a Westinghouse station. Martin had been working at **WFYR-FM**, the Chicago RKO station. . . **Steve Sutton**, PD at **KFWD/Dallas**, has resigned. . . **WMMR/Philadelphia** PD **Jerry Stevens** and evening man "**Obscene**" **Steven Clean** have resigned. . . **Earnest James** has quit as **WBMX/Chicago** PD to move crosstown as **WVON** and **WGCI-FM** GM. . . **The True Don Bleu** has left **KDWB/Minneapolis**. He is expected to resurface shortly at **KHJ/Los Angeles**. . . **WEFM/Chicago's** newest air personality is **John Calhoun**, who'll be working the 10-2am shift. . . **WOWO/Fort Wayne** has promoted **Ken Moore** from air personality to executive producer. . . **Jeff Goldberg** has been named associate membership coordinator for the NAB, replacing **Sue Halwachs** who resigned to pursue her doctorate in communications at Michigan State University.

And an unusual new job announcement was made during a news conference at the NAB Programming Conference. **John Ehrlichman**, a former assistant to President **Richard Nixon** who was convicted on charges stemming from the "Watergate" scandal, has been signed by the Mutual Radio Network as a news commentator. Ehrlichman's daily two-and-a-half minute commentary will be one of a series of "mini-features" the network feeds to its affiliates each day.

Ehrlichman, who has become a successful author since his release from federal prison in April, is not the first Watergate-era figure to venture into political commentary via radio. **John Dean** was involved in a syndicated radio feature that lasted a few months earlier this year.

GET WELL SOON — **Jacque Strickland**, an afternoon jock at **WMC-AM/Memphis**, was stabbed 10 times while getting out of her car at her home on August 18, but she is reported to be recovering well at a Memphis hospital. Her attacker reportedly was a listener who had been a frequent caller to the station. A suspect has been charged with assault to commit murder.

Joey berlln

Major Market Programmers Exchange Observations At Chi. NAB Conference

(continued from page 9)

disco music and its role in a mass appeal format and society as a whole.

Rock 'n' Roll Not Hip?

"Disco could be a fad, but it's too early to tell," said Pittman. "Hip people are going to discos now, rock 'n' roll and jeans are not the hip things anymore. I've had to reorient. As far as programming goes, call-out determines what's palatable. In general, I find that the Holiday Inn's disco play is closer to our audience's tastes than Studio 54."

Rich pointed to the distinction between disco hits and disco-oriented hits, calling the latter more effective for mass appeal radio. Rich said that 25 percent of his station's currents are disco-oriented.

But Sebastian disagreed with the New York programmers. "New York is disco's mainstay," he noted, "but it hasn't swept the country yet. Disco has not reached the mass audience outside of New York."

Research

Call-out and other forms of research were another popular topic. Rich cautioned the audience not to overreact to their research findings and to be open to many different types of research.

"Let it all filter through your brain to help you decide," said Rich. "You should use any research information you can get your hands on."

Fox suggested that programmers research what their competition is playing. "What they're playing determines what is happening in your market so you have to pay attention." He added that hit-line callers are useless and offered his own technique for researching album buyers.

"We place cards in the record stores and call people at home to ask people how they like new albums after they've had a chance to hear them," explained Fox. "They'll tell you which are they key cuts. And we hold on to people with good track records."

Sebastian took issue with Fox, saying album buyers are fans already and give prejudiced responses. The KHJ PD later added that he watches album sales, "because if an LP's a smash, there's got to be something on it we can be playing."

Oldies

Moderator Sholin stayed in the background for most of the workshop, but he did comment on oldies programming. "Current lists are very similar everywhere," he pointed out. "So gold is the number one key to our stations' programming."

"We tend to run oldies through and run

them out quickly," said Pittman. "They don't last forever. Oldies should be a solution, not a source of problems."

Rich added that oldies that are not heard very often can off-set the burn-out feeling that affects many mass appeal stations playing basically the same hits.

Another area of general agreement was day-parting. The consensus was that programmers should be aware of what audience demographics are available at what times and should program accordingly.

NPR Board Gets 5 New Members

LOS ANGELES — The National Public Radio board of directors now has two new station representatives and three new public members.

The new station representatives are Walter Sheppard of WITF-FM in Hershey, PA and Wally Smith of KUSC-FM in Los Angeles. Their election was the first since the merger of National Public Radio with the Association of Public Radio Stations.

The new public members of the NPR board are Walter Leonard, president of Nashville's Fisk University; Cyrus MacKinnon, president of the Courier-Journal and Louisville Times Co.; and David Rockefeller, Jr., chairman of Arts, Education and Americans, an organization studying the role of the arts in public education.

Miami's ARBs Recalled

MIAMI — The Miami, Ft. Lauderdale and combined market rating reports are being recalled by Arbitron in the wake of alleged diary tampering by former employees of 96X/Miami (WMJX) during the April/May survey. The alleged tampering, which reportedly involved four Arbitron diaries which were filled out by three then-station employees, was reported to Arbitron by the Charter Communications station.

Arbitron is expected to mail revised books out next week. The revised books will reportedly show 96X with reduced cumes and quarter hour totals.

Charter had recently reached an agreement with Broadcast Enterprises Network to sell 96X to BEN.

'Songbird' Is Platinum

NEW YORK — Barbra Streisand's latest album, "Songbird," has been certified platinum by the RIAA. This is her third platinum record.



KING ANDY GIBB — **KING** radio in Seattle recently sponsored an Andy Gibb contest for its listeners, and the winners met the RSO recording artist backstage before his Seattle concert. Pictured (l-r) in back row are: Scott Forrest of KING; Rob Conrad, KING program director; and Bruce Murdock, KING-AM disc jockey. In the middle row are Gibb and the contest winners. Shown in the front row is Michael Rowley RSO promotion man in Seattle.

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 PNP	PRIME CUTS
1	1	12	Some Girls	The Rolling Stones	Rolling Stones	2	Miss You, Respectable, Beast, Whip, Shattered
2	—	—	Don't Look Back	Boston	Epic	7*	Man I'll Never Be, Satisfied, Title
3	2	10	Double Vision	Foreigner	Atlantic	3	Hot Blooded, Title, Blue Day, Children
4	3	15	Stranger In Town	Bob Seger	Capitol	8	Still The Same, Hollywood, Number, Final Scene
5	4	12	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	20	Prove It, Promised Land, Factory
6	5	15	But Seriously Folks . . .	Joe Walsh	Asylum	10	Life's Been Good, Second Hand Store
7	6	7	Nightwatch	Kenny Loggins	Columbia	19*	"Friend," Easy Driver, Angelique, Title
8	7	12	Worlds Away	Pablo Cruise	A&M	6	Love Will Find A Way, Rio, Runnin'
9	9	10	Octave	The Moody Blues	London	22	Slide Zone, Driftwood, Had To Fall, Day We Meet
10	—	—	Who Are You	The Who	MCA	—	Various
11	10	12	The Cars	The Cars	Elektra	29*	Just What I Needed, You're All I've Got, Bye Bye Love
12	11	11	David Gilmour	David Gilmour	Columbia	51	No Way Out, Short And Sweet, Breathe, Raise My Rent
13	13	10	Pyramid	Alan Parsons	Arista	21	What Goes Up . . . Eagle, Pyramania, Can't Take It
14	21	2	Caravan To Midnight	Robin Trower	Chrysalis	79*	My Love, For You, Title
15	12	5	Sgt. Pepper's . . .	Various	RSO	4	Come Together, Into My Life, Oh! Darling
16	9	9	Street-Legal	Bob Dylan	Columbia	24	New Pony, Stop Crying, Senor
17	19	2	Life Beyond L.A.	Ambrosia	WB	89*	How Much I Feel
18	14	14	Heaven Tonight	Cheap Trick	Epic	45	Surrender, High Roller, Radio, Title, Top Of World
19	20	19	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	144	Out Of Control, Wolf, Friends, Children, Fade Away
20	17	11	Sleeper Catcher	LRB	Harvest	43*	Shut Down, Light, Paradise
21	22	2	Shots From A Cold . . .	Moon Martin	Capitol	—	Dallas, Cadillac, Hands, Pretender
22	15	15	You're Gonna Get It	Tom Petty	Shelter	67	Hurt, Magnolia, Need To Know, Title
23	25	15	Misfits	The Kinks	Arista	60	Fantasy, Hay Fever, Wardrobe, Title
24	—	—	Cosmic Messenger	Jean-Luc Ponty	Atlantic	128*	Various
25	—	—	Urban Desire	Genya Ravan	20th Cen.	131*	Various
26	18	8	See Forever Eyes	Prism	Ariola	99	Flyin', Nickels And Dimes, Title
27	27	38	Bat Out Of Hell	Meat Loaf	Epic	26	Paradise, Two Out Of Three, Words
28	28	3	War Of The Worlds	Various	Columbia	105*	Forever Autumn
29	24	3	More Songs About Buildings	Talking Heads	Sire	104	Good Thing, Found A Job, Artists, River
30	26	5	Obsession	UFO	Chrysalis	46*	You Can Rock Me, Cherry

FM Station Reports — New ADDS/Hot Rotation

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Who, Boston, Hall and Oates, 1994, Jean-Luc Ponty, Heron/Jackson, Stoneground, Michael Nesmith, Steve Harley, Chick Corea, Stephen Stills (45), Van Morrison (45)
HOTS: Bob Dylan, Foreigner, Cars, "War Of The Worlds", UFO, Crusaders, Moon Martin, Mose Jones, Prism, Rolling Stones, Pablo Cruise, Bros. Johnson

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: City Boy, Joe Cocker, Player, Steve Harley, Colin Blunstone, Savoy Brown, Van Morrison (45)
HOTS: Boston, Who, Prism, Rolling Stones

WAAL-FM — BINGHAMTON — FRED HORTON

ADDS: Player, Hall and Oates, City Boy
HOTS: Boston, Foreigner, Rolling Stones, Who, Bob Dylan, Kenny Loggins, Linda Ronstadt (45), Taste Of Honey (45), E.C. King (45), Jackson Browne (45), Little River Band (45)

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Willie Alexander, City Boy, Leo Kottke, Who, 1994, Faith Band, Hall and Oates
HOTS: Boston, Who, Tom Petty, Talking Haeds, Cars, Bob Seger, Bruce Springsteen, Genya Ravan, Rolling Stones, Moon Martin

WGRQ-FM — BUFFALO — JOHN VELCHOFF

ADDS: Who, Fogelberg/Weisberg
HOTS: Foreigner, Rolling Stones, Boston, "Grease", "Animal House", Bob Seger, Meat Loaf, Joe Walsh, Kenny Loggins, "Sgt. Pepper", Cars, Little River Band, Chris Rea, Commodores, Walter Egan, Exile, Linda Ronstadt (45), Nick Gilder (45), Bruce Springsteen, Joe Cocker

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Who, Shirts, City Boy, Norton Buffalo, Michael Nesmith, Klaatu, Hall and Oates, Staples, Rio Grande Band
HOTS: Robin Trower, Cars, David Gilmour, All Stars, Rolling Stones, John Lee Hooker, Jean-Luc Ponty, Moon Martin, David Johansen, Mink DeVille, L. LeRoux, Leo Kottke, Talking Heads, Boston, Bruce Springsteen, Nighthawks, Cheap Trick, Doc and Merle Watson, Genya Ravan, Johnny Winter

WKQX-FM — CHICAGO — BOB KING

ADDS: Who
HOTS: Bob Seger, Rolling Stones, Foreigner, Joe Walsh, Bruce Springsteen, Cheap Trick, Moody Blues, Kenny Loggins, Boston, Alan Parsons, David Gilmour

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Boston, Joe Cocker, Heron/Jackson, City Boy
HOTS: Bruce Springsteen, Cheap Trick, Rolling Stones, Pablo Cruise, Pat Metheny, Kenny Loggins, Joe Walsh, Todd Rundgren, Moody Blues, Bob Seger, Johnny Winter, John Prine, Jean-Luc Ponty, Charlie, David Johansen, Talking Heads, Genesis, UFO, Foreigner, Bob Dylan

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Who, Bill Champlin, Hall and Oates, Johnny Winter, City Boy, Van Morrison (45), Beach Boys (45)
HOTS: Bruce Springsteen, Rolling Stones, Foreigner, Michael Stanley, Bob Seger, Tom Petty, Todd Rundgren, Cars, Joe Walsh, Pablo Cruise, David Gilmour, Boyz, "Sgt. Pepper"

WLVO-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Who, City Boy, Hall and Oates, Fogelberg/Weisberg
HOTS: Foreigner, Joe Walsh, Bob Seger, Bruce Springsteen, Rolling Stones, Todd Rundgren, Alan Parsons, Pablo Cruise, Boston, Chris Rea, Walter Egan, Kenny Loggins, "Sgt. Pepper", David Gilmour, Moody Blues, Ambrosia

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Who, Juice Newton, City Boy, Hall and Oates
HOTS: Boston, Kenny Loggins, Pablo Cruise, Foreigner, Bruce Springsteen, Bob Seger, Burton Cummings, Bros. Johnson, Leon Russell, Rolling Stones, Wendy Waldman, Ambrosia, Moody Blues, Prism, "Sgt. Pepper"

KAZY-FM — DENVER — GREG GILLISPIE

ADDS: Trooper, Fogelberg/Weisberg, "Grease", Beatles (Sgt. Pepper), Stephen Stills (45)
HOTS: Rolling Stones, Foreigner, Pablo Cruise, Boston, Who, Bob Seger, Bob Dylan, Joe Walsh, "Sgt. Pepper", Alan Parsons

KBPI-FM — DENVER — JOHN BRODEY

ADDS: Who, Fogelberg/Weisberg
HOTS: Rolling Stones, Foreigner, Bob Seger, Boston, Who, Pablo Cruise, Joe Walsh, Walter Egan, Jefferson Starship, Kenny Loggins

KFML-AM — DENVER — RANDY SUTTON

ADDS: Hall and Oates, Fogelberg/Weisberg, Gato Barbieri, Alpha Centauri, Van Morrison (45), Gino Vannelli (45)
HOTS: Boston, Rolling Stones, Foreigner, Joe Walsh, Kenny Loggins, Bob Seger, Alan Parsons, Pablo Cruise, Bros. Johnson, Moody Blues, Ambrosia, Larry Carlton, Crusaders, Beatles (Sgt. Pepper), David Gilmour

KGGO-FM — DES MOINES — MITCH McCracken

ADDS: Russ Ballard, 1994, Leon Russell, Player, Who, Bob McGilpin
HOTS: Boston, Cheap Trick, Foreigner, Kinks, Eddie Money, Moody Blues, Pablo Cruise, Alan Parsons, Joe Walsh, Kenny Loggins, David Gilmour, Ozark Mtn. Daredevils, Tom Petty, Johnny Winter, Who, Walter Egan

WABX-FM — DETROIT — JOE KRAUSE

ADDS: Greg Kihn, Jean-Luc Ponty, Hall and Oates
HOTS: Rolling Stones, Pablo Cruise, Bob Seger, Joe Walsh, "Sgt. Pepper"

WLAV-FM — GRAND RAPIDS — DOC DONOVAN

ADDS: Player, Hall and Oates, City Boy, Who, Beach Boys (45)
HOTS: Boston, Foreigner, Joe Walsh, Crusaders, Pablo Cruise, Alan Parsons, Bob Seger, Kenny Loggins, Rolling Stones, Ambrosia, Bruce Springsteen, Van Halen, Journey, Gerry Rafferty, REO Speedwagon, Little River Band, Eddie Money, Meat Loaf, David Gilmour, Moody Blues, UFO, "War Of The Worlds", Michael Stanley, Bob Dylan, Charlie

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Who, Hall and Oates, Klaatu, Dirty Angels, Snail, Genya Ravan, Kingfish
HOTS: Rolling Stones, Foreigner, Bruce Springsteen, Bob Seger, Joe Walsh, Bob Dylan, Alan Parsons, Moody Blues, Cars, Ambrosia, Who, Boston

KLLOL-FM — HOUSTON — SANDY MATHIS

ADDS: Who, Hall and Oates, Joe Cocker, Tarney/Spencer, Jay Boy Adams, Pierce Arrow, City Boy, Player, Kingfish, Boyz, Linda Ronstadt (45), Van Morrison (45), Beach Boys (45)
HOTS: Who, Boston, Kenny Loggins, Robin Trower, Moody Blues, Chris Rea, Steve Gibbons, Moon Martin, Greg Kihn, Foreigner, Ambrosia

MOST ADDED FM LPs

#1 Most Added



THE WHO
Who Are You
MCA

#2 Most Added



CITY BOY
Book Early
Mercury

#3 Most Added



DARYL HALL & JOHN OATES
Along the Red Ledge
RCA

#4 Most Added



DAN FOGELBERG & TIM WEISBERG
Twin Sons Of Different Mothers
Epic

#5 Most Added



PLAYER
Danger Zone
RSO

#6 Most Added



JOE COCKER
Luxury You Can Afford
Asylum

#1 Most Added

THE WHO — Who Are You — MCA

ADDED THIS WEEK — WNOR, WLWQ, WGRQ, WKQX, KMEL, KSHE, KWST, WIOQ, KBPI, WLAV, KSJO, KRST, KZAM, KADI, WBAB, KGGO, KNX, WCCC, KNCN, KOME, WMMS, WBCN, KKTIX, KLOL, WYFE

HISTORY TO DATE — None

#2 Most Added

CITY BOY — Book Early — Mercury

ADDED THIS WEEK — WJKL, WLWQ, KSHE, WIOQ, WYSP, WLAV, KSJO, KLOL, KZAM, KADI, KWKI, WAAL, KEZY, WBAB, KNCN, WXRT, KOME, WMMS, KREM, WBCN, KKTIX, WLIR

HISTORY TO DATE — WYDD

#3 Most Added

DARYL HALL & JOHN OATES — Along The Red Ledge — RCA

ADDED THIS WEEK — WJKL, WLWQ, KMEL, KSHE, WABX, KWST, WIOQ, WYSP, WLAV, KRST, KLOL, KZAM, WAAL, WCCC, KNCN, WMMS, WLIR, WBCN, KSN, KFML, WBAB

HISTORY TO DATE — None

#4 Most Added

DAN FOGELBERG & TIM WEISBERG — Twin Sons Of Different Mothers — Epic

ADDED THIS WEEK — WNOR, WLWQ, WGRQ, WYFE, WYSP, KBPI, KZAM, KADI, KWKI, WBAB, KAZY, WLIR, KFML

HISTORY TO DATE — None

#5 Most Added

PLAYER — Danger Zone — RSO

ADDED THIS WEEK — WNOR, WIOQ, WYFE, WYSP, WLAV, KSJO, KLOL, KADI, WAAL, KEZY, WBAB, KGGO

HISTORY TO DATE — None

#6 Most Added

JOE COCKER — Luxury You Can Afford — Asylum

ADDED THIS WEEK — KSHE, KSJO, KLOL, KADI, KEZY, WBAB, KNX, WXRT, KOME, KREM

HISTORY TO DATE — KWST, WABX, KMEL, KMET, KZAM, WNEW, WYDD, WIOQ, WHFS, WBCN, WMMR, WLIR

#7 Most Added

KINGFISH — Trident — Jet

ADDED THIS WEEK — WIOQ, KSJO, KLOL, KZAM, WCCC, KOME, WLIR, KKTIX

HISTORY TO DATE — WHFS

#8 Most Added

JEAN-LUC PONTY — Cosmic Messenger — Atlantic

ADDED THIS WEEK — WABX, KSJO, KRST, KADI, WLIR, KKTIX

HISTORY TO DATE — WAAF, KSHE, WNOR, WJKL, WYFE, KZAM, WLAV, WNEW, WIOQ, KSN, WXRT, WBCN

#9 Most Added

BOSTON — Don't Look Back — Epic

ADDED THIS WEEK — KRST, WXRT, KSN, KKTIX, KSJO

HISTORY TO DATE — WAAF, KWST, WABX, KSHE, KMEL, WNOR, KMET, WJKL, KOME, WYFE, WLWQ, WBLM, WLAV, WYSP, WNEW, KLOL, KEZY, WMMS, WBAB, WIOQ, KNCN, KSN, KADI, WBCN, KBPI, KREM, WKQX, WMMR, KAZY, WLIR, WYDD, KGGO

#10 Most Added

STEVE HARLEY — Hobo With A Grin — Capitol

ADDED THIS WEEK — KSJO, KRST, KEZY, KKTIX, KSN

HISTORY TO DATE — KFWD, WBAB, WXRT, WLIR

#11 Most Added

TALKING HEADS — More Songs About Buildings And Food — Sire

ADDED THIS WEEK — KADI, KWKI, KREM, WLIR

HISTORY TO DATE — WBCN, WHFS, KSN, WIOQ, WNEW, WJKL, WKLS, KOME, WAAF, WBLM, WBAB, KRST, KKTIX, KZAM

#12 Most Added

1994 — 1994 — A&M

ADDED THIS WEEK — KSJO, KRST, KGGO, WBCN

HISTORY TO DATE — WJKL, WYSP, WBAB, WIOQ, KNCN, WHFS, WNEW

FM Station Reports — New ADDS/Hot Rotation

KWKI-FM — KANSAS CITY — JOHN FREDRICK

ADDS: Ozark Mtn. Daredevils, Greg Kihn, Moon Martin, Jolly Bros. Talking Heads, City Boy, Trickster, Fogelberg/Weisberg
HOTS: Robin Trower, Moody Blues, Walter Egan, Who, Gerry Rafferty, Robert Palmer, Aerosmith(45), Boston, Todd Rundgren

KKTIX-FM — KILGORE — JIM HODO

ADDS: Boston, Who, Moon Martin, City Boy, Steve Harley, Kingfish, Jean-Luc Ponty, Jay Boy Adams
HOTS: Rolling Stones, Foreigner, Bruce Springsteen, Bob Seger, Boston, Pablo Cruise, Joe Walsh, Kenny Loggins, Bob Seger, "Sgt. Pepper", Moody Blues, Kinks, Prism, David Gilmour, Robin Trower, Dave Mason, Little River Band, Chilliwack

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Who, Joe Cocker, Hall and Oates, Player, City Boy, Fogelberg/Weisberg, Ozark Mtn. Daredevils, Blondie
HOTS: Who, Boston, Rolling Stones, Meat Loaf, Foreigner, Bob Seger, Moody Blues, Bruce Springsteen, Hall and Oates, Gerry Rafferty, Kenny Loggins, Genesis, Cars, Eddie Money, Peter Gabriel, Wendy Waldman, Journey, Colin Blunstone, U.K., Exile

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

ADDS: Who(45), Van Morrison(45), Wavelength(45), Hall and Oates, City Boy, Kingfish, Moe Koffman, Talking Heads, Fogelberg/Weisberg, Jean-Luc Ponty, Leo Kottke, Ozark Mtn. Daredevils
HOTS: Who, Boston, Arc, Rolling Stones, Hall and Oates, Alessi, Eddie Money, Bob Seger, Joe Walsh, Tarney/Spencer, Moon Martin, Peter Gabriel, Cars, Dirty Angels, Pablo Cruise, Motors, "Rocky Horror Picture Show", Todd Rundgren, City Boy, Billy Joel

KNX-FM — LOS ANGELES — MICHAEL SHEEHY

ADDS: Jackie DeShannon, Joe Cocker, Who, Spinners, Simon/Taylor(45), Paul Davis(45), Hall and Oates(45)
HOTS: Larry Carlton, Chris Rea, Leo Sayer, Alan Parsons, Kenny Loggins, Little River Band, "War Of The Worlds", Colin Blunstone, Ambrosia, Laura Allan

KWST-FM — LOS ANGELES — BOB GOWA

ADDS: Who, Hall and Oates, Van Morrison(45)
HOTS: Rolling Stones, Foreigner, Bob Seger, Boston, Pablo Cruise, Kenny Loggins, Moody Blues, Cars, Joe Walsh, Bruce Springsteen, Bob Dylan, David Gilmour, "Sgt. Pepper"

WNOR-FM — NORFOLK — RON REGER

ADDS: Who, Player, Fogelberg/Weisberg, Robin Trower
HOTS: Kenny Loggins, Pablo Cruise, Little River Band, Bob Seger, Foreigner, Bruce Springsteen, Rolling Stones, "Sgt. Pepper", Van Halen, Boston, L. LeRoux

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Kingfish, Who, Hall and Oates, City Boy, Blondie, Klaatu, Shirts, Player, Van Morrison(45)
HOTS: Todd Rundgren, Foreigner, Cars, Rolling Stones, Bruce Springsteen, Tom Petty, Joe Walsh, Leo Sayer, Moon Martin, Trickster, Talking Heads, Genesis, David Gilmour, Boston, Ambrosia, Jean-Luc Ponty, Kinks, Gerry Rafferty, Motors, Moody Blues

WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON

ADDS: Hall and Oates, Player, Gino Vannelli, Fogelberg/Weisberg, City Boy, Beach Boys(45)
HOTS: Boston, Billy Joel, Joe Walsh, Bruce Springsteen, Alan Parsons, Bob Dylan, Rolling Stones, Pablo Cruise, Bob Seger, Foreigner, Moody Blues, E,W&F(45), Prism

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Who, Greg Kihn, Chris Rea, Player, Starcastle, Fogelberg/Weisberg
HOTS: Bob Dylan, Foreigner, Joe Walsh, Moody Blues, Boston, Who, Bob Seger, Alan Parsons, Pablo Cruise, Rolling Stones, Kenny Loggins, Robin Trower, Cheap Trick, Little River Band, Jean-Luc Ponty

KADI-FM — ST. LOUIS — PETER PARISI

ADDS: Player, Fogelberg/Weisberg, Genya Ravan, Who, Joe Cocker, City Boy, Talking Heads, Jean-Luc Ponty
HOTS: Boston, Bob Seger, Todd Rundgren, Rolling Stones, Robin Trower, "Sgt. Pepper"

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: Who, City Boy, Hall and Oates, Joe Cocker, Saga (imp)
HOTS: Robin Trower, Boston, Rolling Stones, Chilliwack, Foreigner, Trooper, Bob Seger, David Gilmour, Johnny Winter, Michael Stanley, Foghat, Sammy Hagar, Joe Walsh, Bruce Springsteen, Little River Band

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Who, Hall and Oates, Van Morrison(45), Stephen Stills(45)
HOTS: Boston, Foreigner, Kenny Loggins, Moody Blues, Pablo Cruise, Chilliwack, Rolling Stones, Bob Seger, Bruce Springsteen, Cars, Joe Walsh, Genya Ravan, Kinks, "Sgt. Pepper", Robin Trower

KSN-FM — SAN FRANCISCO — KATE INGRAM

ADDS: Boney M, Boston, Dyan Diamond, Hall and Oates, Steve Harley, Van Morrison(45), Rezillos
HOTS: Blondie, Cars, Cheap Trick, Peter Gabriel, Greg Kihn, Kinks, Motors, Tom Petty, Genya Ravan, Rolling Stones, Bob Seger, Bruce Springsteen, Stoneground, Robin Trower, Who

KOME-FM — SAN JOSE — DANA JANG

ADDS: Leo Sayer, Who, City Boy, Joe Cocker, Kingfish, Livingston Taylor, Van Morrison(45)
HOTS: Cars, Cheap Trick, Bob Dylan, Foreigner, David Gilmour, Kenny Loggins, Moody Blues, Pablo Cruise, Alan Parsons, Rolling Stones, Bob Seger, Bruce Springsteen, Joe Walsh

KSJO-FM — SAN JOSE — PAUL WELLS

ADDS: Dirty Angels, Joe Cocker, Joachim Kuhn, Blondie, Creed, Boston, Kingfish, Who, Player, "Beserk Times" (imp), City Boy, Jean-Luc Ponty, Steve Harley, Hall and Oates, 1994, Boyzz, Ozark Mtn. Daredevils, Dyan Diamond, Papa John Creach
HOTS: Tom Petty, Michael Stanley, Foreigner, Rolling Stones, Greg Kihn, Sammy Hagar, Who, David Gilmour, Cheap Trick, Cars, Savoy Brown, Bruce Springsteen, Robin Trower, UFO, Johnny Winter, AC/DC, Boston, Genya Ravan, Joe Walsh, Alan Parsons

KZAM-FM — SEATTLE — JON KERTZER

ADDS: Who, Leon Redbone, Jeff Lorber Fusion, Jay Boy Adams, Hall and Oates, Staples, Michael Nesmith, City Boy, Rodney Crowell, Synergy, Fogelberg/Weisberg, Janis Ian, Coryell/Catherine, Kingfish, Lee Oscar
HOTS: Ian Matthews (imp), Livingston Taylor, Kinks, Pat Metheny, Leo Kottke, John Prine, Rolling Stones, Bruce Springsteen, Wendy Waldman, Jesse Winchester, Laura Allan, Bim, Jean-Luc Ponty, Paul Winter

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: City Boy, Joe Cocker, Pat Metheny, Talking Heads, Heron/Jackson
HOTS: Rolling Stones, Bob Seger, Bruce Springsteen, Alan Parsons, Kenny Loggins, Ambrosia, Foreigner, Pablo Cruise, Robin Trower

WQXM-FM — TAMPA — NEAL MIRSKY

ADDS: Robin Trower, Beatles (Sgt. Pepper)
HOTS: Boston, Foreigner, Kenny Loggins, Who, Bob Seger, Cars, Rolling Stones, Bruce Springsteen

northeast

WTRY — ALBANY/TROY — CHRIS BAILY, MD
1-1 — Commodores. JUMPS: 30 To 26 — Meat Loaf, 26 To 29 — Little River Band, 9 To 6 — Foreigner, 8 To 5 — ARS, 7 To 2 — Exile, Ex To 30 — Robin Gibb, Ex To 29 — Eddie Moberg, Ex To 28 — Nick Gilder. ADDS: Who, Linda Ronstadt, Gerry Rafferty.

WGUY — BANGOR — MARK LAWRENCE, MD — PICK: DAVID GATES
1-1 — Commodores. JUMPS: 30 To 25 — Bob Seger, 29 To 26 — Linda Ronstadt, 28 To 24 — Dan Hill, 26 To 22 — Gerry Rafferty, 25 To 21 — Boston, 23 To 19 — REO Speedwagon, 22 To 17 — Aerosmith, 20 To 13 — Little River Band, 19 To 16 — Robin Gibb, 18 To 14 — Chris Rea, 15 To 12 — EC King, 14 To 10 — Exile, 11 To 9 — Rita Coolidge, 9 To 7 — Taste Of Honey, 7 To 5 — Nick Gilder, 5 To 3 — Foreigner, Ex To 30 — Who, Ex To 29 — Kenny Loggins, Ex To 28 — Anne Murray, Ex To 27 — JP Young. ADDS: Steely Dan, Paul Davis, David Gates.

WRKO — BOSTON — RICH WOODWARD, MD
3-1 — Commodores. JUMPS: 29 To 26 — Quincy Jones, 27 To 24 — Teddy Pendergrass, 26 To 20 — Bob Seger, 25 To 21 — Gerry Rafferty, 23 To 18 — Exile, 22 To 19 — Aerosmith, 21 To 17 — Kinks, 20 To 13 — Travolta/John, 16 To 11 — Meat Loaf, 13 To 9 — Andy Gibb, 11 To 9 — Toby Beau, 9 To 5 — Olivia Newton-John, Ex To 30 — Simon/Taylor, Ex To 29 — Rolling Stones, Ex To 28 — Cars — Best, Ex To 27 — Linda Ronstadt, Ex To 25 — Boston. ADDS: Bob Seger, Billy Joel, Rick James, Foreigner.

WVBF — BOSTON — CHARLIE FERNANDEZ, MD
2-1 — Meat Loaf. JUMPS: 29 To 26 — Bob Seger, 24 To 21 — Seals & Crofts, 23 To 18 — Travolta/John, 21 To 19 — Exile, 20 To 17 — J.P. Young, 19 To 16 — Chris Rea, 18 To 15 — ARS, 17 To 13 — Jackson Browne, 14 To 11 — Toby Beau, 13 To 10 — Aerosmith, 12 To 7 — Nick Gilder, 6 To 3 — Commodores, Ex To 25 — E.W.&F, Ex To 23 — Little River Band. ADDS: Teddy Pendergrass, Rolling Stones, Who, City Boy, Boston, Robin Gibb.

WKBW — BUFFALO — JON SUMMERS, MD
1-1 — Frankie Valli. JUMPS: 27 To 23 — Robin Gibb, 23 To 29 — Little River Band, 22 To 17 — Aerosmith, 15 To 12 — Nick Gilder, 10 To 7 — Olivia Newton-John, 6 To 4 — Travolta/John, 5 To 3 — Foreigner, Ex To 29 — Bob Seger, Ex To 27 — Kenny Loggins, Ex To 22 — Boston. ADDS: Who, Gerry Rafferty, Simon/Taylor, Bruce Springsteen

WDRG — HARTFORD — JIM ENGLISH, MD — PICK: TEDDY PENDERGRASS
2-1 — Commodores. JUMPS: 30 To 27 — Nick Gilder, 28 To 25 — J.P. Young, 27 To 23 — Village People, 26 To 20 — Anne Murray, 24 To 19 — Little River Band, 23 To 17 — Travolta/John, 22 To 16 — Chris Rea, 19 To 13 — Olivia Newton-John, 18 To 15 — E.W.&F, 15 To 11 — Cars, 8 To 6 — Pablo Cruise, Ex To 30 — Kenny Loggins, Ex To 29 — Bob Seger, Ex To 28 — Gerry Rafferty. ADDS: Teddy Pendergrass, Linda Ronstadt, Beach Boys, Boston.

WBFI — LONG ISLAND — BILL TERRY, MD
1-1 — Commodores. JUMPS: 24 To 20 — J.P. Young, 23 To 17 — E.W.&F, 17 To 12 — Exile, 16 To 13 — Travolta/John, 11 To 8 — Andy Gibb, 10 To 6 — Olivia Newton-John, 6 To 4 — E.C. King, Ex To 26 — Boston, Ex To 21 — Rita Coolidge, Ex To 19 — Little River Band. ADDS: Steely Dan, Quincy Jones, Who

WAVZ — NEW HAVEN — CURT HANSON, MD
7-1 — E.W.&F. JUMPS: 37 To 28 — David Gates, 33 To 27 — Barry Manilow — new, 30 To 23 — Who, 29 To 26 — Kenny Loggins, 28 To 25 — Raydio, 25 To 19 — Linda Ronstadt, 24 To 12 — Stylistics, 23 To 10 — Nick Gilder, 8 To 3 — Exile. ADDS: 40 — Rolling Stones, 39 — Heatwave, 38 — Nantucket

WDHA FM — NORTH JERSEY — BOB THOMAS, PD — PICK: PLAYER
1-1 — Commodores. JUMPS: 32 To 29 — Linda Ronstadt, 31 To 27 — Quincy Jones, 28 To 21 — Olivia Newton-John, 26 To 23 — Teddy Pendergrass, 25 To 22 — Bob Seger, 24 To 19 — E.W.&F, 23 To 9 — Boston, 21 To 17 — Meat Loaf, 10 To 6 — Exile, 6 To 4 — Pablo Cruise, Ex To 32 — Ambrosia.

WABC — NEW YROK — SONIA JONES, MD
2-1 — Frankie Valli. JUMPS: 26 To 13 — Walter Egan, 24 To 12 — Olivia Newton-John, 19 To 13 — Andy Gibb, 13 To 8 — Foreigner. ADDS: 37 — E.W.&F, 22 — Travolta/John, 21 — Chris Rea

WBLS — NEW YORK — HAL JACKSON, PD
1-1 — Karen Young. ADDS: Dan Hartman, Rita Coolidge, Jacksons, Brothers By Choice, Betty Wright

WFIL — PHILADELPHIA — JAY COOK, MD
1-1 — Frankie Valli. JUMPS: 25 To 20 — Mathis/Williams, 21 To 17 — Exile, 16 To 10 — Rita Coolidge, 15 To 8 — E.W.&F, 6 To 4 — Andy Gibb, Ex To 25 — Barry Manilow — new, Ex To 24 — J.P. Young, Ex To 22 — Gene Cotton. ADDS: David Gates, Travolta/John

WIFI — PHILADELPHIA — JEFF ROBBINS, MD
1-1 — Commodores. JUMPS: 30 To 24 — Boston, 25 To 22 — Robin Gibb, 24 To 20 — J.P. Young, 23 To 18 — Chris Rea, 17 To 12 — Walter Egan, 16 To 13 — Toby Beau, 10 To 8 — Pablo Cruise, 8 To 2 Taste Of Honey, Ex To 30 — Hall & Oates, Ex To 29 — Linda Ronstadt, Ex To 28 — Cars, Ex To 27 — Kenny Loggins, Ex To 26 — Nick Gilder. ADDS: Rick James, Billy Joel, Anne Murray, Simon/Taylor

WBEC — PITTSFIELD — DICK TAYLOR, MD — PICK: THE WHO
1-1 — Travolta/John. JUMPS: 27 To 19 — Little River Band, 23 To 18 — Michael Johnson, 17 To 12 — Rita Coolidge, 15 To 11 — Cheryl Ladd, 10 To 8 — Commodores, 7 To 4 — Joe Walsh, 6 To 3 — Foreigner, Ex To 27 — Exile, Ex To 25 — Kenny Loggins, Ex To 23 — Todd Rundgren. ADDS: 30 — Gerry Rafferty — 20 — Meat Loaf

WPRO — PROVIDENCE — DAVE McNAMEE — MD — PICK: ALICIA BRIDGES
1-1 — Commodores. JUMPS: 17 To 10 — Exile, 14 To 11 — Chris Rea, 11 To 7 — E.C. King, 9 To 5 — Andy Gibb, 8 To 4 — Olivia Newton-John, Ex To 30 — Capt. & Tennille, Ex To 29 — Kenny Loggins. ADDS: Alicia Bridges, Linda Ronstadt, Player.

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, PD
1-1 — Frankie Valli. JUMPS: 30 To 26 — Quincy Jones, 29 To 25 — Bob Seger, 28 To 24 — Boston, 23 To 17 — Teddy Pendergrass, 20 To 14 — Little River Band, 19 To 12 — E.W.&F, 16 To 11 — Pablo Cruise, 13 To 10 — Travolta/John, 8 To 4 — Chris Rea, 7 To 3 — E.C. King, 5 To 2 — Exile, Ex To 30 — Joe Walsh, Ex To 29 — Rick James, Ex To 28 — Aerosmith, Ex To 27 — J.P. Young. ADDS: Kenny Loggins, Bruce Springsteen

WBBF — ROCHESTER — TOM NAST, MD
1-1 — Commodores. JUMPS: 29 To 25 — Exile, 24 To 21 — Toby Beau, 17 To 13 — Taste Of Honey, 11 To 9 — Olivia Newton-John, Ex To 30 — Andy Gibb, Ex To 28 — Kenny Loggins, Ex To 27 — Bob Seger. ADDS: City Boy

WTLB — UTICA — JIM REITZ, MD
1-1 — Commodores. JUMPS: 30 To 25 — Teddy Pendergrass, 29 To 21 — Boston, 25 To 20 — Nick Gilder, 22 To 17 — Little River Band, 21 To 18 — E.W.&F, 18 To 14 — Chris Rea, 14 To 12 — Eddie Money, 13 To 8 — Exile, 10 To 6 — Foreigner, 8 To 3 — Travolta/John, 7 To 5 — Joe Walsh, Ex To 30 — Aerosmith, Ex To 27 — Gerry Rafferty, Ex To 26 — Bob Seger. ADDS: Linda Ronstadt, Who, Steely Dan, Foxy, Cars, J.P. Young, Robin Gibb, Kenny Loggins

southeast

WANS — ANDERSON — BILL McCOWAN, MD — PICK: ROLLING STONES
3-1 — Exile. JUMPS: 30 To 25 — Sun, 29 To 26 — Bob Seger, 28 To 21 — Nick Gilder, 27 To 22 — Paul Davis, 26 To 19 — Kenny Loggins, 23 To 16 — Cars, 22 To 17 — O'Jays, 20 To 14 — Barbra Streisand, 19 To 13 — Little River Band, 16 To 12 — Chris Rea, 14 To 10 — E.W.&F, 13 To 9 — Anne Murray, 8 To 5 — LeRoux, Ex To 34 — Robin Gibb, Ex To 33 — Linda Ronstadt, Ex To 29 — Gerry Rafferty, Ex To 23 — Boston. ADDS: 28 — Aerosmith, Rolling Stones, Player, Eric Carmen, David Gates.

WAGQ — ATHENS — BRADY MCGRAW, PD
3-1 — Alicia Bridges. JUMPS: 27 To 20 — Nick Gilder, 26 To 19 — Robin Gibb, 17 To 11 — E.W.&F, 15 To 10 — Teddy Pendergrass, 13 To 6 — Taste Of Honey, 11 To 4 — Exile, 8 To 3 — Olivia Newton-John, 6 To 2 — Andy Gibb, Ex To 30 — Dan Hill, Ex To 29 — Boston, Ex To 28 — Dolly Parton. ADDS: Meco, Who, Hall & Oates, Steely Dan, Paul Davis.

Z93 — ATLANTA — DALE O'BRIEN, MD
1-1 — Exile. JUMPS: 30 To 25 — Bob Seger, 28 To 22 — Gerry Rafferty, 27 To 21 — Robin Gibb, 26 To 20 — Boston, 23 To 19 — Paul Davis, 21 To 18 — Chris Rea, 20 To 17 — LeRoux, 17 To 12 — Kenny Loggins, 16 To 13 — Teddy Pendergrass, 12 To 5 — Taste Of Honey, Ex To 30 — Alicia Bridges, Ex To 29 — Nick Gilder, Ex To 28 — Little River Band. ADDS: 26 — Anne Murray, Rolling Stones, Foxy, Gino Vannelli.

WQXI — ATLANTA — J.J. JACKSON, MD
3-1 — Exile. JUMPS: 28 To 25 — Little River Band, 26 To 22 — Travolta/John, 24 To 20 — Teddy Pendergrass, 22 To 19 — Gene Cotton, 19 To 15 — Kenny Loggins, 13 To 10 — Andy Gibb, 10 To 5 —

Taste Of Honey, Ex To 29 — Alicia Bridges, Ex To 28 — Boston, Ex To 24 — Paul Davis. ADDS: Gerry Rafferty, Anne Murray, Ross/Jackson, Michael Johnson.

WBQB — AUGUSTA — BRUCE STEVENS, MD
1-1 — Commodores. JUMPS: 30 To 25 — Stonebolt, 29 To 22 — Kenny Loggins, 27 To 23 — Gerry Rafferty, 26 To 21 — Teddy Pendergrass, 23 To 17 — Capt. & Tennille, 22 To 19 — Chris Rea, 19 To 11 — Nick Gilder, 18 To 14 — Rick James, 13 To 10 — Exile, 12 To 9 — Travolta/John, 9 To 6 — Taste Of Honey, 7 To 4 — E.C. King, Ex To 30 — McCrarys, Ex To 29 — E.W.&F, Ex To 28 — Cars, Ex To 27 — Boston. ADDS: Bob Seger, Meco, Ambrosia, Foxy, Paul Davis, Crystal Gayle.

WAUG — AUGUSTA — STEVE YORK, MD
1-1 — Foreigner. JUMPS: 29 To 26 — Anne Murray, 27 To 22 — David Gates, 23 To 19 — Gerry Rafferty, 21 To 18 — Kenny Loggins, 20 To 17 — Nick Gilder, 19 To 15 — Capt. & Tennille, 17 To 12 — Chris Rea, 15 To 10 — Little River Band, 14 To 9 — Rick James, 12 To 8 — LeRoux, 11 To 6 — Jackson Browne, 10 To 7 — Andy Gibb, 7 To 5 — Taste Of Honey, Ex To 30 — Paul Davis, Ex To 29 — Linda Ronstadt. ADDS: 20 — Boston, Steely Dan, Robin Gibb, Who, Hall & Oates.

WCAO — BALTIMORE — SCOTT RICHARDS, MD
2-1 — Frankie Valli. JUMPS: 30 To 25 — Bob Seger, 26 To 21 — Rick James, 24 To 19 — Little River Band, 17 To 14 — E.W.&F, 16 To 6 — Exile, 13 To 5 — Travolta/John, 5 To 3 — Olivia Newton-John, 4 To 2 — Foreigner, Ex To 30 — J.P. Young, Ex To 29 — Nick Gilder, Ex To 28 — Kenny Loggins, Ex To 23 — Boston. ADDS: Foxy, Linda Ronstadt, Robin Gibb, Gerry Rafferty, Capt. & Tennille.

WERC — BIRMINGHAM — WALT BROWN, MD
4-1 — Village People. JUMPS: 23 To 20 — Nick Gilder, 19 To 16 — ELO, 18 To 15 — Rita Coolidge, 17 To 13 — Anne Murray, 16 To 9 — Foreigner, 11 To 8 — Travolta/John, 9 To 6 — Andy Gibb, Ex To 34 — Rick James, Ex To 33 — Gerry Rafferty, Ex To 32 — Kenny Loggins. ADDS: Boston, McCrarys.

WKXX-106 — BIRMINGHAM — STEVE DAVIS, MD
2-1 — Exile. JUMPS: 31 To 28 — Barbra Streisand, 30 To 27 — Linda Ronstadt, 29 To 25 — Rolling Stones, 28 To 24 — Ambrosia, 26 To 22 — Robin Gibb, 27 To 21 — Boston, 25 To 20 — Paul Davis, 23 To 19 — Bob Seger, 22 To 17 — Nick Gilder, 21 To 18 — Stonebolt, 19 To 15 — Olivia Newton-John, 18 To 14 — O'Jays, 13 To 11 — E.W.&F, 12 To 10 — Gerry Rafferty, 10 To 8 — Chris Rea, 9 To 7 — Little River Band, 7 To 5 — LeRoux, Ex To 30 — David Gates, Ex To 29 — Steely Dan. ADDS: Gabriel, Teddy Pendergrass, Anne Murray.

WSGN — BIRMINGHAM — BILL THOMAS, MD
2-1 — Joe Walsh. JUMPS: 34 To 27 — Bob Seger, 33 To 24 — Kenny Loggins, 28 To 23 — Gerry Rafferty, 26 To 18 — Nick Gilder, 25 To 21 — Aerosmith, 22 To 14 — Teddy Pendergrass, 21 To 17 — Jackson Browne, 17 To 12 — Rita Coolidge, 16 To 11 — Chris Rea, 13 To 8 — Taste Of Honey.

WAYS — CHARLOTTE — SCOTT SLADE, MD
4-1 — Taste Of Honey. JUMPS: 27 To 24 — J.P. Young, 26 To 23 — Kenny Loggins, 23 To 17 — Travolta/John, 22 To 16 — Little River Band, 18 To 14 — Foxy, 17 To 13 — Walter Egan, 15 To 10 — Foreigner, 11 To 8 — Exile, 7 To 5 — Rick James, Ex To 30 — Trooper, Ex To 27 — Alicia Bridges, Ex To 26 — Boston. ADDS: Village People, Eddie Money.

WMFJ — DAYTONA BEACH — JOHN SCOTT, MD
2-1 — Taste Of Honey. JUMPS: 40 To 37 — Sweet, 39 To 36 — City Boy, 38 To 35 — Bob McGilpin, 35 To 31 — England Dan, J.F. Coley, 28 To 25 — Genya Ravan, 27 To 23 — Cheryl Ladd, 25 To 20 — Linda Ronstadt, 19 To 16 — J.P. Young, 14 To 11 — Rick James, 11 To 7 — Rita Coolidge, 10 To 6 — Eddie Money, 8 To 5 — Little River Band, 7 To 4 — Anne Murray, Ex To 40 — Rupert Holmes, Ex To 39 — Paul Jabarra, Ex To 38 — Dan Hill, Ex To 33 — Kenny Loggins, Ex To 32 — E.W.&F. ADDS: AC/DC, Aerosmith, Foxy, Dirt Band, Earl Sober.

WFLB — FAYETTEVILLE — LARRY CANNON, PD — PICK: FUNKADELIC
4-1 — Rick James. JUMPS: 35 To 29 — David Gates, 34 To 28 — Bob Seger, 33 To 24 — Boston, 31 To 27 — Aerosmith, 30 To 25 — Anne Murray, 29 To 23 — Kenny Loggins, 26 To 22 — Little River Band, 25 To 20 — Sun, 24 To 21 — E.W.&F 22 To 15 — Foxy, 21 To 17 — Exile, 17 To 13 — Chris Rea, 12 To 10 — Travolta/John, 11 To 8 — L.T.D., 8 To 6 — Jackson Browne, 7 To 5 — Teddy Pendergrass, 6 To 3 — Olivia Newton-John, Ex To 33 — Carly Simon, Ex To 32 — Robin Gibb, Ex To 30 — Bee Gees. ADDS: 35 — Prince, 34 — Funkadelic, Paul Davis, Wings, Barbra Streisand, Rolling Stones.

WGSV — GUNTERSVILLE — KERRY JACKSON, MD — PICK: ERIC CARMEN
3-1 — Foreigner. JUMPS: 34 To 27 — Gerry Rafferty, 30 To 24 — David Gates, 28 To 23 — Kenny Loggins, 25 To 20 — Anne Murray, 19 To 16 — Raydio, 16 To 13 — Little River Band, 15 To 12 — Stonebolt, 11 To 9 — Chris Rea, 10 To 8 — Taste Of Honey, 9 To 6 — E.C. King, 5 To 3 — Olivia Newton-John, Ex To 32 — Ambrosia, Ex To 31 — Hall & Oates, Ex To 30 — Linda Ronstadt, Ex To 29 — Boston. ADDS: Wings, Meco, Billy Joel, Foxy.

WJDX — JACKSON — DAVE KIMBRO, MD
1-1 — Frankie Valli. JUMPS: 30 To 22 — Foxy, 29 To 24 — Nick Gilder, 20 To 18 — Village People, 18 To 10 — Taste Of Honey, 12 To 7 — Pablo Cruise, 4 To 2 — Donna Summer. ADDS: 30 — David Gates, 29 — Gerry Rafferty, 28 — Teddy Pendergrass.

WAPE — JACKSONVILLE — PAUL SEBASTIAN, MD
1-1 — Commodores. JUMPS: 27 To 24 — O'Jays, 25 To 22 — Village People, 18 To 12 — Walter Egan, 17 To 10 — Rick James, 15 To 9 — Travolta/John, 13 To 8 — Andy Gibb, 11 To 5 — Olivia Newton-John, 10 To 4 — Foreigner, 8 To 3 — Taste Of Honey, Ex To 30 — Crystal Gayle, Ex To 29 — Kinks, Ex To 27 — Bob Seger, Ex To 26 — Gerry Rafferty, Ex To 25 — Boston. ADDS: Aerosmith, Mick Jackson, Kenny Loggins, L.T.D.

V97 — JACKSONVILLE — JEFF RYAN, MD — PICK: FOXY
1-1 — Commodores. JUMPS: 40 To 36 — Linda Ronstadt, 39 To 26 — Boston, 37 To 34 — Dan Hill, 36 To 33 — Jackson Browne, 32 To 29 — Gene Cotton, 30 To 27 — Boney M, 29 To 25 — Bee Gees, 27 To 19 — Rick James, 23 To 20 — Chris Rea, 22 To 11 — Exile, 17 To 15 — Little River Band, 14 To 8 — Olivia Newton-John, 13 To 10 — Andy Gibb, 7 To 4 — Travolta/John, 6 To 3 — Taste Of Honey. ADDS: 40 — Bob Seger, 39 — Capt. & Tennille, 38 — Nick Gilder, 37 — Norma Jean, 28 — Foxy.

KAAY — LITTLE ROCK — DAVE HAMILTON, MD & PD
1-1 — Frankie Valli. JUMPS: 19 To 13 — Little River Band, 18 To 14 — Jackson Browne, 16 To 12 — Chris Rea, 14 To 8 — Foreigner, 13 To 11 — Olivia Newton-John, 11 To 9 — Andy Gibb, 10 To 5 — Rita Coolidge, Ex To 21 — Exile, Ex To 20 — Travolta/John. ADDS: Anne Murray, Bob Seger, Kenny Loggins.

WFOM — MARIETTA — MIKE DURRETT, PD — PICK: HALL & OATES
3-1 — Olivia Newton-John. JUMPS: 29 To 24 — Gerry Rafferty, 26 To 21 — Bob Seger, 24 To 20 — Kinks, 22 To 19 — Nick Gilder, 21 To 16 — Alicia Bridges, 19 To 15 — J.P. Young, 18 To 13 — Little River Band, 17 To 11 — LeRoux, 16 To 10 — Travolta/John, 12 To 7 — E.W.&F, 10 To 8 — Chris Rea, 7 To 5 — Andy Gibb, 6 To 2 — Taste Of Honey, 5 To 3 — E.C. King, Ex To 30 — Paul Davis, Ex To 28 — Jimmy Buffett, Ex To 27 — Barbra Streisand, Ex To 23 — Boston. ADDS: Robin Gibb, Dan Hill, Hall & Oates, Ambrosia, Meco.

Y100 — MIAMI — COLEEN CASSIDY, MD
2-1 — Taste Of Honey. JUMPS: 24 To 21 — Travolta/John, 23 To 20 — McCrarys, 22 To 19 — Pablo Cruise, 21 To 18 — K. Herman, 19 To 16 — Rick James, 17 To 14 — Robin Gibb, 10 To 7 — Andy Gibb, 6 To 4 — Village People, Ex To 27 — Ross/Jackson, Ex To 26 — Bee Gees/Paul Nicholas. ADDS: 29 — J.P. Young, 28 — Chris Rea.

96X — MIAMI — BEAU RAINES, PD
2-1 — Commodores. JUMPS: 33 To 29 — Nick Gilder, 30 To 23 — Robin Gibb, 28 To 24 — Walter Egan, 27 To 22 — Little River Band, 25 To 20 — Dan Ray, 21 To 17 — Chris Rea, 20 To 15 — McCrarys, 16 To 12 — Pablo Cruise, 11 To 7 — Exile, 10 To 6 — E.W.&F. ADDS: 36 — Alicia Bridges, 35 — KC & The Sunshine Band, 34 — Con Funk Shun, 33 — L.T.D., 32 — Boston, 31 — Ross/Jackson, 28 — Kenny Loggins, 26 — Bob Seger.

WHYY — MONTGOMERY — LANNY WEST, MD — PICK: AMBROSIA
1-1 — Exile. JUMPS: 26 To 20 — Stonebolt, 20 To 12 — Nick Gilder, 18 To 15 — Kenny Loggins, 14 To 11 — Teddy Pendergrass, 13 To 8 — Eddie Money, 10 To 3 — E.C. King, 9 To 4 — E.W.&F, 8 To 5 — Barbra Streisand, Ex To 27 — Aerosmith, Ex To 26 — Gerry Rafferty, Ex To 23 — Anne Murray, Ex To 22 — Rick James. ADDS: Boston, Foxy, Dan Hill, Ambrosia.

WLAC — NASHVILLE — EVA WOOD, MD
1-1 — Commodores. JUMPS: 29 To 30 — Kenny Loggins, 37 To 26 — Anne Murray, 31 To 24 — Travolta/John, 30 To 23 — Exile, 22 To 18 — Teddy Pendergrass, 21 To 10 — E.W.&F, Ex To 40 — Gerry Rafferty, Ex To 39 — Bob Seger, Ex To 38 — Linda Clifford, Ex To 37 — Billy Joel, Ex To 36 — Village People, Ex To 35 — Crystal Gayle, Ex To 34 — Boston. ADDS: David Gates, Who, Linda Ronstadt, Capt. & Tennille.

REGIONAL PROGRAMMING GUIDE

midwest

BJ105 — ORLANDO — TERRY LONG, PD

1-1 — Commodores. JUMPS: 40 To 35 — Michael Johnson, 37 To 30 — Boston, 36 To 27 — E,W&F, 34 To 26 — Little River Band, 33 To 29 — Mick Jackson, 32 To 25 — Nick Gilder, 31 To 24 — Rick James, 30 To 23 — Robin Gibb, 26 To 20 — Jackson Browne, 24 To 19 — Carole Bayer Sager, 23 To 17 — Andy Gibb, 12 To 10 — Chris Rea, 11 To 9 — Exile, 8 To 6 — Joe Walsh, Ex To 39 — J.P. Young. ADDS: 40 — Kenny Loggins, Liar, Robin Gibb.

WKIX — RALEIGH — RON MCKAY, MD

12-1 — Travolta/John. JUMPS: 28 To 23 — Mathis/Williams, 27 To 22 — Crystal Gayle, 26 To 21 — Village People, 25 To 20 — E,W&F, 24 To 18 — Kenny Loggins, 23 To 19 — Little River Band, 22 To 16 — Chris Rea, 18 To 15 — Exile, 17 To 12 — Anne Murray, 16 To 11 — Foxy, 11 To 8 — Rick James, 4 To 2 — Taste Of Honey, Ex To 28 — Boston, Ex To 27 — L.T.D., Ex To 26 — David Gates, Ex To 25 — Billy Joel, Ex To 24 — J.P. Young. ADDS: Linda Ronstadt, Hall & Oates, Gerry Rafferty, Aerosmith.

Q94 — RICHMOND — KAREN FREDRICKS, MD — PICK: LINDA RONSTADT

6-1 — Travolta/John. JUMPS: 20 To 14 — Nick Gilder, 16 To 13 — Anne Murray, 14 To 9 — Teddy Pendergrass, 10 To 6 — Aerosmith, 9 To 7 — E,W&F, 7 To 3 — Foreigner, Ex To 26 — Bob Seger, Ex To 24 — Boston, Ex To 21 — Robin Gibb. ADDS: Linda Ronstadt, Ambrosia, Village People, Billy Joel.

WLEE — RICHMOND — KEN CURTIS, MD

2-1 — Foreigner. JUMPS: 26 To 23 — Chris Rea, 24 To 19 — Nick Gilder, 21 To 15 — Anne Murray, 20 To 17 — Little River Band, 18 To 13 — Aerosmith, 15 To 10 — Exile, 12 To 8 — E,W&F, 10 To 5 — Andy Gibb, 8 To 4 — Rita Coolidge. ADDS: 29 — Meat Loaf, 28 — LeRoux, 25 — Robin Gibb.

WWSA — SAVANNAH — JIM LEWIS, MD — PICK: FOREIGNER

1-1 — Travolta/John. JUMPS: 30 To 27 — Gerry Rafferty, 20 To 25 — Kenny Loggins, 26 To 22 — Boston, 25 To 21 — Nick Gilder, 24 To 15 — O'Jays, 17 To 14 — Chris Rea, 13 To 10 — Rick James, 10 To 8 — Exile, 8 To 5 — Andy Gibb, 4 To 2 — Taste Of Honey. ADDS: 30 — Foreigner, 29 — Bob Seger, 28 — Anne Murray.

WPGC — WASHINGTON — JIM ELLIOT, MD

1-1 — Taste Of Honey. JUMPS: 21 To 10 — Exile, 19 To 16 — Rick James, 13 To 8 — Anne Murray, 5 To 3 — Travolta/John, 4 To 2 — Foreigner, Ex To 30 — Robin Gibb, Ex To 29 — Bob Seger, Ex To 28 — Nick Gilder. ADDS: Linda Ronstadt, Billy Joel, Gerry Rafferty, Eddie Money, J.P. Young.

WAIR — WINSTON/SALEM — DAVE TAYLOR, MD

1-1 — Commodores. JUMPS: 22 To 19 — Gene Cotton, 20 To 17 — Anne Murray, 19 To 15 — E,W&F, 18 To 14 — Chris Rea, 17 To 13 — Rita Coolidge, 16 To 11 — Quincy Jones, 15 To 10 — Taste Of Honey, 14 To 8 — Exile, 9 To 5 — Andy Gibb, 6 To 4 — Olivia Newton-John, 5 To 2 — Joe Walsh. ADDS: 30 — Teddy Pendergrass, 29 — Nick Gilder, 28 — Kenny Loggins, 25 — Boston, 24 — Robin Gibb.

southwest

Z-97 — DALLAS — GARY MACK, PD & MD

1-1 — Commodores. JUMPS: 23 To 19 — Rita Coolidge, 21 To 15 — Walter Egan, 17 To 10 — Joe Walsh, 14 To 9 — Meat Loaf, 13 To 3 — Pablo Cruise. ADDS: 28 — Billy Joel, 26 — Jackson Browne, 23 — Aerosmith.

KNUS — DALLAS — MIKE SELDON, MD

5-1 — Frankie Valli. JUMPS: 30 To 20 — Exile, 29 To 24 — J.P. Young, 28 To 21 — Little River Band, 27 To 22 — Nick Gilder, 26 To 23 — Rick James, 25 To 21 — Chris Rea, 24 To 17 — Olivia Newton-John, 23 To 15 — Taste Of Honey, 22 To 13 — Quincy Jones, 20 To 11 — Joe Walsh, 19 To 10 — Travolta/John, 16 To 9 — E.C. King, 17 To 7 — Andy Gibb, 13 To 8 — Rita Coolidge, 11 To 6 — Pablo Cruise. ADDS: 30 — Stonebalt, 29 — Robin Gibb, 28 — Bob Seger, 27 — Teddy Pendergrass, 26 — Kenny Loggins, 25 — Kinks, Boston, E,W&F, Barbra Streisand, Linda Ronstadt, Gerry Rafferty.

KILT — HOUSTON — BILL YOUNG, MD

3-1 — Taste Of Honey. JUMPS: 40 To 33 — Linda Ronstadt, 35 To 31 — Dolly Parton, 31 To 26 — Robin Gibb, 23 To 19 — Chris Rea, 21 To 16 — Andy Gibb, 20 To 12 — Nick Gilder, 12 To 6 — Travolta/John, Ex To 40 — Boston, Ex To 35 — Aerosmith. ADDS: Beach Boys, Clout, David Gates.

KRBE — HOUSTON — CLAY GISH, PD

1-1 — Commodores. JUMPS: 30 To 27 — Gerry Rafferty, 28 To 21 — Con Funk Shun, 27 To 23 — Eddie Money, 20 To 14 — Rolling Stones, 19 To 16 — Chris Rea, 15 To 11 — Nick Gilder, 13 To 10 — Anne Murray, 10 To 6 — Travolta/John, 6 To 4 — Donna Summer, Ex To 40 — Village People, Ex To 39 — Who. ADDS: 26 — Robin Gibb, Aerosmith.

WHBQ — MEMPHIS — HARRIET LAPIDES, MD

1-1 — Commodores. JUMPS: 28 To 18 — Anne Murray, 26 To 23 — Chris Rea, 25 To 19 — Exile, 19 To 15 — Andy Gibb, 18 To 14 — Walter Egan, 16 To 12 — Olivia Newton-John, 9 To 6 — Foreigner, 7 To 4 — Pablo Cruise. ADDS: Little River Band, Steely Dan, Nick Gilder.

WMC-FM — MEMPHIS — JOHN WAGNER, PD

1-1 — Foreigner. JUMPS: 25 To 22 — Boston, 21 To 17 — Chris Rea, 17 To 9 — Andy Gibb, 16 To 13 — Olivia Newton-John, 7 To 5 — Exile, Ex To 25 — Little River Band.

WNOE — NEW ORLEANS — NICK BAZOO, MD

2-1 — Travolta/John. JUMPS: 28 To 24 — Dan Hill, 25 To 22 — Sweet, 24 To 16 — Boston, 22 To 17 — Little River Band, 20 To 14 — Cars, 17 To 9 — Taste Of Honey, 13 To 10 — Barbra Streisand, Ex To 23 — Rick James. ADDS: 28 — McCrarys, 25 — Meat Loaf, Anne Murray, Alicia Bridges.

WTIX — NEW OREAMS — JEFF MCKAY, PD

2-1 — Foreigner. JUMPS: 40 To 24 — Little River Band, 39 To 26 — Bob Seger, 38 To 32 — Kinks, 37 To 34 — Dan Hill, 35 To 28 — Cars, 32 To 27 — Captain & Tennille, 28 To 22 — McCrarys, 27 To 23 — Teddy Pendergrass, 25 To 20 — Rita Coolidge, 23 To 18 — J.P. Young, 22 To 17 — Chris Rea, 21 To 16 — Taste Of Honey, 18 To 11 — Steve Martin, 17 To 7 — Rick James, 12 To 4 — Eddie Money, 10 To 8 — Exile, 8 To 2 — Olivia Newton-John. ADDS: Dolly Parton, Foreigner, Ross/Jackson, Giadys Knight, Bruce Springsteen, Paul Davis.

WKY — OKLAHOMA CITY — SANDY JONES, MD

2-1 — Commodores. JUMPS: 20 To 15 — Travolta/John, 15 To 11 — Exile, 12 To 9 — Taste Of Honey, 9 To 4 — Olivia Newton-John, 5 To 3 — Foreigner, Ex To 20 — Nick Gilder, Ex To 19 — Eddie Money. ADDS: Kenny Loggins, Gerry Rafferty, Robin Gibb.

KSLQ — ST. LOUIS — R.J. REYNOLDS, MD

2-1 — Commodores. JUMPS: 34 To 30 — Journey, 33 To 29 — J.P. Young, 32 To 28 — Who, 29 To 25 — Bob Seger, 28 To 24 — Little River Band, 26 To 23 — Cars, 25 To 22 — Rita Coolidge, 21 To 18 — Nick Gilder, 19 To 16 — E,W&F, 18 To 15 — Chris Rea, 13 To 10 — Eddie Money, 12 To 9 — Olivia Newton-John, 11 To 7 — Andy Gibb, 10 To 6 — E.C. King. ADDS: 34 — Rick James, 33 — Meat Loaf, 32 — Aerosmith, 31 — Anne Murray.

KXOK — ST. LOUIS — LEE DOUGLAS, PD & MD

1-1 — Frankie Valli. JUMPS: 40 To 35 — Who, 39 To 34 — Capt. & Tennille, 38 To 33 — Boston, 37 To 32 — Linda Ronstadt, 35 To 30 — Anne Murray, 34 To 29 — Nick Gilder, 33 To 28 — Bob Seger, 30 To 24 — Little River Band, 24 To 19 — Billy Joel, 21 To 17 — Exile, 20 To 10 — Walter Egan, 12 To 9 — Olivia Newton-John, 10 To 7 — Taste Of Honey. ADDS: 40 — Michael Johnson, 39 — Steely Dan, 38 — Gerry Rafferty, 37 — Eddie Money, 36 — Robin Gibb, 27 — Travolta/John.

KEEL — SHREVEPORT — RANDY DAVIS, MD

1-1 — Commodores. JUMPS: 35 To 31 — Rick James, 33 To 29 — Nick Gilder, 31 To 27 — Eddie Money, 29 To 24 — Anne Murray, 28 To 22 — Little River Band, 24 To 20 — E,W&F, 21 To 13 — Exile, 19 To 9 — Travolta/John, 18 To 14 — E.C. King, 16 To 12 — Taste Of Honey, 7 To 5 — Walter Egan, 6 To 4 — Foreigner, 5 To 3 — Olivia Newton-John, Ex To 34 — Bob Seger, Ex To 33 — Kenny Loggins, Ex To 32 — Boston. ADDS: Gerry Rafferty, Robin Gibb, Earl Sober, Michael Johnson, City Boy, Stonebalt.

KAKC — TULSA — DR. DON, MD

1-1 — Exile. JUMPS: 40 To 36 — Kinks, 35 To 30 — Paul Davis, 32 To 27 — Boston, 31 To 25 — Capt. & Tennille, 25 To 20 — Michael Johnson, 24 To 17 — Travolta/John, 16 To 10 — Rupert Holmes, 14 To 9 — Nick Gilder, 11 To 7 — Crystal Gayle, Ex To 39 — Linda Ronstadt, Ex To 38 — Larry Gatlin, Ex To 37 — David Gates, Ex To 31 — Kenny Loggins, Ex To 23 — Barbra Streisand. ADDS: Who, Player, Meco, Ambrosia, Rolling Stones.

KTFX — TULSA — STEVE OWENS, MD — PICK: WHO

1-1 — Commodores. JUMPS: 34 To 31 — Barry Manilow, 32 To 29 — Capt. & Tennille, 29 To 23 — Little River Band, 22 To 18 — Rupert Holmes, 18 To 15 — Nick Gilder, 14 To 8 — Meat Loaf, 12 To 7 — Exile, 9 To 6 — Chris Rea, Ex To 35 — Gerry Rafferty, Ex To 34 — Linda Ronstadt, Ex To 33 — David Gates. ADDS: Who, Wendy Waldman, Ross/Jackson.

WCUE — AKRON — CRAIG JOHNS, MD

1-1 — Commodores. JUMPS: 40 To 30 — Linda Ronstadt, 37 To 32 — Boston, 35 To 25 — Trooper, 32 To 26 — Cars, 28 To 19 — Aerosmith, 27 To 17 — Rick James, 23 To 18 — Chris Rea, 17 To 13 — Exile, 12 To 7 — E,W&F, 8 To 3 — Olivia Newton-John, Ex To 40 — Who, Ex To 39 — Capt. & Tennille, Ex To 38 — Anne Murray, Ex To 37 — Kinks. ADDS: Crystal Gayle, Michael Johnson, Moody Blues, Steely Dan.

WINW — CANTON — LINDA SELLERS, MD — PICK: CITY BOY

1-1 — Commodores. JUMPS: 35 To 28 — Boston, 33 To 27 — Michael Stanley Band, 30 To 25 — Robin Gibb, 29 To 23 — E,W&F, 28 To 22 — Chris Rea, 25 To 21 — Aerosmith, 19 To 15 — Trooper, 18 To 11 — Exile, 16 To 13 — Travolta/John, 13 To 7 — E.C. King, 12 To 6 — Andy Gibb, Ex To 35 — Little River Band, Ex To 33 — Meat Loaf, Ex To 31 — Michael Johnson. ADDS: Eric Carmen, Who, Player, Meco, Rupert Holms.

WLS — CHICAGO — ALAN BURNS, MD

2-1 — Commodores. JUMPS: 24 To 15 — Andy Gibb, 20 To 12 — Olivia Newton-John, 18 To 14 — Joe Walsh, 15 To 10 — Pablo Cruise, 14 To 11 — Meat Loaf, 8 To 6 — Foreigner. ADDS: 24 — Walter Egan, 22 — E,W&F, 21 — Toby Beau.

WMET — CHICAGO — CRAIG ROBERTS, MD

3-1 — Commodores. JUMPS: 33 To 22 — Boston, 27 To 18 — E,W&F, 25 To 21 — Walter Egan, 20 To 15 — Exile, 18 To 14 — Rick James, 17 To 13 — Village People, 14 To 8 — Travolta/John, 7 To 5 — Taste Of Honey, 4 To 2 — Pablo Cruise. ADDS: 35 — Cars, 33 — Kenny Loggins, 30 — Robin Gibb, 24 — Bob Seger.

Q102 — CINCINNATI — MARK ELLIOT, MD

4-1 — Commodores. JUMPS: 32 To 24 — Bee Gees, 24 To 20 — E.C. King, 21 To 17 — E,W&F, 20 To 16 — Exile, 18 To 14 — Eddie Money, 17 To 9 — Kenny Loggins, 12 To 8 — Andy Gibb, 10 To 6 — Travolta/John, 7 To 4 — Rita Coolidge. ADDS: 35 — Wings, 34 — Robin Gibb, 33 — Gerry Rafferty.

WGCL — CLEVELAND — BOB TRAVIS, MD

1-1 — Rolling Stones. JUMPS: 28 To 25 — Chris Rea, 27 To 24 — Teddy Pendergrass, 25 To 19 — Anne Murray, 23 To 11 — Nick Gilder, 8 To 6 — Rick James. ADDS: 30 — Who, 28 — Kenny Loggins, 27 — Little River Band, 23 — Aerosmith, 21 — Travolta/John.

WZZP — CLEVELAND TOM JEFFRIES, MD

4-1 — Foreigner. JUMPS: 40 To 37 — Dan Hill, 39 To 35 — Michael Johnson, 38 To 33 — Stonebalt, 37 To 31 — Chilliwack, 36 To 30 — Simon/Taylor, 32 To 27 — Moody Blues, 30 To 26 — Aerosmith, 29 To 20 — Anne Murray, 28 To 21 — Cars, 20 To 14 — Bob Seger, 17 To 13 — Rick James, 8 To 5 — E,W&F, 5 To 2 — Taste Of Honey, Ex To 40 — Alicia Bridges. Ex To 39 — Gerry Rafferty, Ex To 38 — Eric Carmen, Ex To 36 — Steely Dan, Ex To 34 — Crystal Gayle. ADDS: 32 — Kenny Loggins, 28 — Who, Michael Jackson, Bruce Springsteen, Dolly Parton, Cheryl Ladd, David Gates, Hall & Oates.

WNCI — COLUMBUS — STEVE EDWARDS, MD — PICK: THE WHO

2-1 — Frankie Valli. JUMPS: 21 To 14 — Boston, 19 To 12 — Travolta/John, 15 To 11 — E.C. King, 10 To 8 — Olivia Newton-John, 9 To 7 — Taste Of Honey, 4 To 2 — Foreigner, Ex To 21 — Exile, Ex To 20 — Chris Rea, Ex To 18 — Walter Egan. ADDS: E,W&F, Cheryl Ladd.

WCOL — COLUMBUS — HARRY VALENTINE, MD

1-1 — Foreigner. JUMPS: 30 To 27 — Chris Rea, 27 To 21 — Eddie Money, 22 To 15 — E,W&F, 18 To 13 — Village People, 17 To 11 — Travolta/John, 15 To 9 — E.C. King, 11 To 8 — Donna Summer, 7 To 5 — Todd Rundgren. ADDS: 30 — Boston, 29 — Exile, 28 — Kenny Loggins.

WING — DAYTON — KEN WARREN, MD

3-1 — Olivia Newton-John. JUMPS: 30 To 25 — Anne Murray, 29 To 17 — Boston, 28 To 20 — J.P. Young, 27 To 16 — Little River Band, 26 To 21 — Capt. & Tennille, 23 To 18 — Nick Gilder, 22 To 19 — Kinks, 21 To 14 — Kenny Loggins, 18 To 12 — Travolta/John, 17 To 11 — E.C. King, 12 To 7 — Chris Rea, 6 To 2 — E,W&F. ADDS: 30 — Billy Joel, 29 — Steely Dan, 28 — Gerry Rafferty, 27 — Who.

KIOA — DES MOINES — GARY STEVENS, PD

1-1 — Commodores. JUMPS: 25 To 16 — Travolta/John, 23 To 13 — Quincy Jones, 18 To 14 — O'Jays, 17 To 12 — Rita Coolidge, 11 To 9 — Pablo Cruise, 8 To 3 — Olivia Newton-John, 6 To 2 — Foreigner. ADDS: 27 — E,W&F, 26 — Little River Band.

CKLW — DETROIT — ROSALIE TROMBLY, MD

1-1 — Taste Of Honey. JUMPS: 30 To 23 — Aerosmith, 25 To 21 — Chris Rea, 19 To 16 — Andy Gibb, 14 To 10 — Anne Murray, 8 To 4 — Joe Walsh, Ex To 30 — Linda Ronstadt, Ex To 29 — Boston, Ex To 25 — Graham Central Station, Ex To 24 — Con Funk Shun. ADDS: 19 — Foxy, Funkadelic, Kenny Loggins, Bohannon, Dan Hill.

WDRQ — DETROIT — CHARITA DORAM, MD

1-1 — Frankie Valli. JUMPS: 32 To 29 — Rita Coolidge, 31 To 28 — Aerosmith, 28 To 22 — Kenny Loggins, 24 To 21 — Olivia Newton-John, 22 To 14 — Bob Seger, 19 To 15 — Teddy Pendergrass, 15 To 12 — Nick Gilder, 13 To 10 — Taste Of Honey, 7 To 4 — E,W&F. ADDS: 33 — Who, 32 — Michael Henderson, 31 — Steely Dan, 20 — Journey.

KFMD — DUBUQUE — STEVE SESTERHENN, MD — PICK: HALL & OATES

3-1 — Foreigner. JUMPS: 24 To 21 — Little River Band, 23 To 18 — Gerry Rafferty, 22 To 14 — Anne Murray, 18 To 13 — Gene Cotton, 14 To 8 — Exile, 6 To 4 — Walter Egan, Ex To 24 — J.P. Young, Ex To 23 — Stonebalt, Ex To 22 — E,W&F. ADDS: Charlie, Hall & Oates, Robin Gibb.

WDBQ — DUBUQUE — CHUCK BAILEY, MD

1-1 — Frankie Valli. JUMPS: 30 To 25 — Boney M, 28 To 22 — Eddie Money, 24 To 19 — Jackson Browne, 22 To 18 — Exile, 19 To 13 — Rita Coolidge, 15 To 12 — Andy Gibb, Ex To 30 — Little River Band, Ex To 29 — Eddie Rabbitt, Ex To 28 — E.C. King. ADDS: J.P. Young, Barbra Streisand, Nick Gilder, Charlie, Robin Gibb.

Z96 — GRAND RAPIDS — JAY MICHAELS, MD — PICK: VAN MORRISON

3-1 — Foreigner. JUMPS: 30 To 24 — Boston, 26 To 22 — Nick Gilder, 24 To 18 — E,W&F, 20 To 16 — Little River Band, 18 To 14 — Travolta/John, 16 To 13 — E.C. King, 15 To 10 — Exile, 14 To 9 — Taste Of Honey, 13 To 8 — Chris Rea, 10 To 6 — Walter Egan, 8 To 4 — Andy Gibb, 4 To 2 — Olivia Newton-John, Ex To 30 — Bob Seger, Ex To 28 — J.P. Young, Ex To 27 — Capt. & Tennille. ADDS: Gerry Rafferty, Anne Murray, Aerosmith, Kinks, Rupert Holmes.

WIFE — INDIANAPOLIS — JERRY STEELE, MD

1-1 — Commodores. JUMPS: 29 To 20 — Toby Beau, 28 To 19 — Eddie Money, 27 To 17 — Exile, 23 To 15 — Walter Egan, 17 To 11 — Nick Gilder, 15 To 8 — E.C. King, 14 To 10 — Taste Of Honey, 11 To 6 — Travolta/John, 10 To 6 — E.C. King, 9 To 5 — Barry Manilow, 6 To 3 — Pablo Cruise, Ex To 29 — McNichol, Ex To 28 — Capt. & Tennille, Ex To 27 — Boston, Ex To 26 — Chris Rea, Ex To 25 — Rick James. ADDS: 30 — Barbra Streisand, Kenny Loggins, Bob Seger, Meco, Wings, Stonebalt.

KBEQ — KANSAS CITY — KIM WELSH, MD

2-1 — Frankie Valli. JUMPS: 30 To 27 — Nick Gilder, 29 To 26 — Who, 28 To 25 — Linda Ronstadt, 27 To 24 — Capt. & Tennille, 26 To 21 — Kenny Loggins, 25 To 22 — Boston, 24 To 19 — Gerry Rafferty, 22 To 17 — Village People, 21 To 18 — Eddie Money, 20 To 16 — Rita Coolidge, 18 To 14 — Little River Band, 17 To 13 — Exile, 13 To 9 — E,W&F, 11 To 7 — E.C. King, 9 To 5 — Taste Of Honey. ADDS: 30 — Hall Oates, 29 — Aerosmith, 28 — Meat Loaf, 20 — Travolta/John.

WAKY — LOUISVILLE — BOB MOODY, MD

1-1 — Exile. JUMPS: 30 To 27 — K. Mardonis, 29 To 25 — Kenny Loggins, 27 To 23 — Boston, 21 To 11 — E,W&F, 18 To 14 — Anne Murray, 16 To 13 — Chris Rea, 15 To 12 — Walter Egan, 12 To 8 — Taste Of Honey, 7 To 3 — Travolta/John, 6 To 4 — Foreigner, Ex To 30 — Meco. ADDS: 29 — Little River Band, 28 — Rick James.

WOKY — MILWAUKEE — JIM SMITH, MD

1-1 — Commodores. JUMPS: 30 To 25 — Rick James, 26 To 14 — Kenny Loggins, 22 To 11 — Travolta/John, 15 To 10 — Olivia Newton-John, 9 To 6 — Exile, Ex To 30 — Boston, Ex To 29 — Chr Rea, Ex To 28 — Bob Seger, Ex To 27 — Cheap Trick, Ex To 22 — Taste Of Honey.

WZUU — MILWAUKEE — CHRIS CURTIS, PD

4-1 — Joe Walsh. JUMPS: 22 To 19 — Linda Ronstadt, 20 To 16 — Boston, 16 To 12 — Nick Gilder, 12 To 9 — Olivia Newton-John, 11 To 8 — Eddie Money, 9 To 5 — Andy Gibb, 7 To 4 — Exile, Ex To 23 — Aerosmith, Ex To 22 — Taste Of Honey. ADDS: E,W&F, Player.

(continued on page 2)

POP RADIO

A N A L Y S I S

REGIONAL ACTION

EAST

- Most Added 1. WHO ARE YOU — The Who — MCA
 2. BACK IN THE USA — Linda Ronstadt — Asylum
 3. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 4. JOSIE — Steely Dan — ABC

- Most Active 1. KISS YOU ALL OVER — Exile — Warner/Curb
 2. REMINISCING — Little River Band — Harvest
 3. DON'T LOOK BACK — Boston — Epic
 4. HOLLYWOOD NIGHTS — Bob Seger — Capitol

SOUTHEAST

- Most Added 1. BACK IN THE USA — Linda Ronstadt — Asylum
 2. GET OFF — Foxy — Dash/TK
 3. OH! DARLING — Robin Gibb — RSO
 4. YOU NEEDED ME — Anne Murray — Capitol

- Most Active 1. REMINISCING — Little River Band — Harvest
 2. KISS YOU ALL OVER — Exile — Warner/Curb
 3. DON'T LOOK BACK — Boston — Epic
 4. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis

SOUTHWEST

- Most Added 1. OH! DARLING — Robin Gibb — RSO
 2. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 3. COME TOGETHER — Aerosmith — Columbia
 4. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia

- Most Active 1. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — Magnet/UA
 2. KISS YOU ALL OVER — Exile — Warner/Curb
 3. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 4. REMINISCING — Little River Band — Harvest

MIDWEST

- Most Added 1. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 2. WHO ARE YOU — The Who — MCA
 3. OH! DARLING — Robin Gibb — RSO
 4. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists

- Most Active 1. KISS YOU ALL OVER — Exile — Warner/Curb
 2. SUMMER NIGHTS — Olivia Newton-John — Travolta — RSO
 3. GOT TO GET YOU INTO MY LIFE — Earth, Wind & Fire — Columbia
 4. FOOL (IF YOU THINK IT'S OVER) — Chris Rea — United Artists

WEST

- Most Added 1. BACK IN THE USA — Linda Ronstadt — Asylum
 2. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 3. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 4. A ROCK 'N' ROLL FANTASY — The Kinks — Arista

- Most Active 1. KISS YOU ALL OVER — Exile — Warner/Curb
 2. REMINISCING — Little River Band — Harvest
 3. BOOGIE OOGIE OOGIE — Taste Of Honey — Capitol
 4. DON'T LOOK BACK — Boston — Epic

MOST ADDED RECORDS

1. **WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
 WCOL, CKLW, WZZD, WZZP, KNUS, WGCL, 96X, KTLK, BJ105, WMET, KIMN, WAPE, WOW, WKY, WPRO-FM, WTLB, WIFE, WSTV, KYNO, KENO, KFYR, KAAV, WAIR.

2. **OH! DARLING — ROBIN GIBB — RSO**
 KYA, KRBE, WKLO, KNUS, WVBF, Q102, WBBQ, WMET, KXOK, WLEE, KIMN, KEEL, WKY, WCAO, WSGN, WAUG, WTLB, WJON, WFOM, KFMD, WDBQ, WAIR.

3. **RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
 WING, KNUS, KJRB, KKBW, WPGC, WQXI, Q102, KDWB, KXOK, KEEL, WKY, WCAO, 13Q, KREM, KYNO, KROY, WIRL, V97, Z96, WTRY, WKIX, WBEC.

4. **BACK IN THE U.S.A. — LINDA RONSTADT — ASYLUM**
 KYA, KNUS, KCPX, KJRB, WPGC, WBBQ, WLAC, Q94, WDRQ, WCAO, WFIL, WSGN, WTLB, WEBC, KKLS, WSTV, KRSP, KYNO, WPRO, WTRY, WKIX.

5. **WHO ARE YOU — THE WHO — MCA**
 KYA, WDRQ, KAKC, WZZP, WING, WNCI, KJR, KKBW, WGCL, KTLK, WLAC, WAUG, WAGQ, WTLB, WBLI, KTFX, WTRY, WINW, WBEC.

6. **DON'T LOOK BACK — BOSTON — EPIC**
 WCOL, KYA, KNUS, WVBF, 96X, WLS, KTAC, WDRQ, WNDE, WHHY, WSTV, WIRL, WERC, WAIR, WBEC.

7. **JOSIE — STEELY DAN — ABC**
 WCOL, WDRQ, WHBQ, WING, KXOK, WAUG, WAQC, WTLB, WBLI, WJON, KYNO, KROY, WGUY, WCUE.

8. **YOU NEEDED ME — ANNE MURRAY — CAPITOL**
 WIFI, Z93, WQXI, WNOE, KSLQ, KDWB, WBBQ, WKXX, WSGA, WOW, WEBC, KROY, Z96, KAAV.

9. **THEMES FROM THE WIZARD OF OZ — MECO — MILLENNIUM**
 KAKC, WKLO, WBBQ, KTAC, WBLB, WAQC, WIFE, KKLS, KROY, WFOM, WGSV, WINW, KFYR.

10. **HOLLYWOOD NIGHTS — BOB SEGER — CAPITOL**
 WRKO, KNUS, KCBQ, 96X, WBBQ, WMET, WNDE, WSGA, WIFE, KYNO, V97, KAAV.

11. **TOOK THE LAST TRAIN — DAVID GATES — ELEKTRA**
 KILT, KING, WKLO, WZZP, WBBQ, WLAC, WFIL, WJDX, WGUY, WSPT, WANS.

12. **SHE'S ALWAYS A WOMAN — BILLY JOEL — COLUMBIA**
 WCOL, WRKO, WING, KSTP, WIFI, WPGC, Q94, Z97, WSGN, KYNO, WSGV.

RADIO ACTIVE SINGLES

- KISS YOU ALL OVER — EXILE — WARNER/CURB**
 WSGN 5-3, WFIL 21-17, WPRO-FM 5-2, 13Q 19-16, WCAO 16-6, WKY 15-11, KEEL 21-13, WOW 14-7, WSGA 10-8, WNDE 19-11, WBBF 29-25, WTX 10-8, KIMN 22-18, WAYS 11-8, WLEE 15-10, KXOK 21-17, WMET 20-15, KLEO 27-24, WLAC 30-23, BJ 105 11-9, WBBQ 13-10, WOKY 9-6, KDWB 13-9, KTLK 21-15, KBEQ 17-13, KNDE 19-14, KSLQ 17-12, Q102 20-16, WQXI 3-1, KIIS-FM 24-14, 96X 11-7, WPGC 21-10, KJR 13-9, KJRB 12-9, WMC-FM 7-5, KGW ex-17, KCBQ 26-23, KSTP 22-17, WNCI ex-21, KNUS 30-20, B100 19-14, WING 13-6, WKLO 5-3, WZUU 7-4, KHJ 29-17, KFRC 17-14, WHBQ 25-19, WRKO 23-18, KING 13-6.
- DON'T LOOK BACK — BOSTON — EPIC**
 KILT ex-40, KAKC 32-27, KING ex-23, WRKO ex-25, WHBQ ex-25, KFRC ex-30, KHJ 30-24, CKLW ex-29, WZUU 20-16, WING 29-17, WNCI 21-14, KCBQ 32-22, WMC-FM 25-22, KCPX 22-11, KJRB 25-16, WIFI 30-24, WKBW ex-22, Z93 26-20, WAKY 27-23, KIIS-FM 20-17, WQXI ex-28, WNOE 24-16, KSLQ 31-25, KNDE 30-27, KBEQ 25-22, KDWB 21-13, WOKY ex-30, WBBQ ex-27, BJ 105 37-30, WLAC ex-34, WMET 33-22, KXOK 38-33, WAYS ex-36, Q94 ex-24, WKXX 27-21, WBBF 26-20, WAPE ex-25, WSGA 26-22, KEEL ex-32, WCAO ex-23, 13Q 23-18, WPRO-FM 28-24, WSGN ex-29.
- HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
 WHHY 20-12, WOW ex-18, KEEL 33-29, WKY ex-20, WCAO ex-29, WSGN 26-18, WDRQ 30-27, WKXX 22-17, WNDE 27-15, WSGA 25-21, Q94 20-14, KTAC ex-27, WLEE 24-19, KXOK 34-29, BJ105 32-25, KIOA 26-23, WBBQ 19-11, KBEQ 30-27, KNDE 23-21, KSLQ 21-18, 96X 33-29, WPGC ex-28, WGCL 23-11, Z93 ex-29, WKBW 15-12, WIFI ex-26, KGW ex-25, KCBQ 35-31, WVBF 12-7, KNUS 27-22, WING 22-19, WKLO 29-25, WZUU 16-12, KFRC ex-28, WRKO 28-22, KING ex-22, KAKC 14-9, WDRQ 15-12, KRBE 15-11, WCOL 29-20, KILT 20-12.
- SUMMER NIGHTS — JOHN TRAVOLTA/OLIVIA NEWTON-JOHN — RSO**
 KYA 18-12, KRBE 10-6, KAKC 24-17, KING 21-16, WCOL 17-11, KILT 12-6, WRKO 20-13, WHBQ ex-26, KFRC 7-4, WKLO 12-2, WING 18-12, KNUS 19-10, WNCI 19-12, WVBF 23-18, KCPX 9-5, Y100 24-21, WKBW 10-7, WAKY 7-3, WPGC 5-3, WQXI 26-22, Q102 10-6, KNDE 21-18, KTLK 29-22, WOKY 22-11, WBBQ 12-9, KIOA 25-16, BJ105 20-7, WLAC 31-24, WLEE 13-3, WMET 14-8, WAYS 23-17, KTAC 30-22, KIMN ex-28, Q94 6-1, WDRQ 23-17, WNDE 9-7, WAPE 15-9, KEEL 19-9, WKY 20-15, WCAO 13-5, WPRO-FM 13-10.
- REMINISCING — LITTLE RIVER BAND — HARVEST**
 WAYS 22-16, KTAC 29-25, KIMN 23-19, WKXX 9-7, WTX 40-24, WDRQ 24-19, WBBF 28-19, WHHY 19-10, KEEL 28-22, WCAO 24-19, WPRO-FM 20-14, WSGN 9-5, WLEE 20-17, KXOK 30-24, BJ105 34-26, WBBQ 24-16, KDWB 14-11, KBEQ 18-14, KNDE 27-23, KSLQ 28-24, WNOE 22-17, WQXI 28-25, 96X 27-22, Z93 ex-28, WKBW 23-19, KJR 18-13, KJRB 17-10, WMC-FM ex-25, KGW 17-13, KCBQ 34-30, WVBF ex-23, KSTP 14-10, KNUS 28-21, B100 22-18, WING 27-16, KFRC ex-25, WRKO 30-23, KING 22-15, KRBE 37-25.

SECONDARY RADIO ACTIVE

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

- KISS YOU ALL OVER — EXILE — WARNER/CURB**
 WDHQ 10-6, WBEC ex-27, WKIX 18-15, WAIR 14-8, KAAV ex-21, KFYR 7-2, WSPT 8-2, WDBQ 22-18, WINW 18-11, KENO 16-13, WTRY 7-2, WERC 8-5, KFMD 14-8, WCUE 17-13, Z96 15-10, KTFX 12-7, WPRO 17-10, WFLB 21-17, WGUY 14-10, V97 22-11, WIRL 30-25, WFOM 8-4, KROY 21-12, KRSP 6-4, WEBC 14-4, KKLS 12-9, WJON ex-25, WSTV 16-6, WIFE 27-17, WBLI 17-12, WTLB 13-8, WAVZ 8-3, WMFJ 6-3, WAGQ 11-4.
- REMINISCING — LITTLE RIVER BAND — HARVEST**
 WAUG 15-10, WMFJ 8-5, WAVZ 10-5, WTLB 22-17, WBLI ex-19, WSTV 21-16, WEBC 13-8, KRSP 19-12, KROY ex-24, WFOM 18-13, V97 19-15, WGUY 20-13, WFLB 26-22, KTFX 29-23, Z96 20-16, KFMD 24-21, WGSV 16-13, WTRY 26-20, KENO ex-27, WINW ex-35, WDBQ ex-30, WSPT 14-8, KAAV 19-13, WANS 19-13, WKIX 23-19, WBEC 27-19.
- FOOL (IF YOU THINK IT'S OVER) — CHRIS REA — MAGNET/UA**
 WAUG 17-12, WTLB 18-14, WIFE ex-26, WSTV 30-22, KRSP 9-5, KROY 27-22, WFOM 10-8, WIRL 13-10, V97 23-20, WGUY 18-14, WFLB 17-13, WPRO 14-11, KTFX 9-6, Z96 13-8, WCUE 23-18, WGSV 11-9, KENO 27-22, WINW 28-22, WSPT 7-5, KFYR 20-16, KAAV 16-12, WAIR 18-14, WANS 16-12, WKIX 22-16.
- DON'T LOOK BACK — BOSTON — EPIC**
 WDHQ 23-9, WKIX ex-28, WANS ex-23, WSPT 29-20, WINW 35-28, WGSV ex-29, WCUE 37-32, Z96 30-24, WFLB 33-24, WGUY 25-21, V97 39-26, WFOM ex-23, KROY ex-20, KYNO ex-30, KRSP 25-19, WIFE ex-27, WBLI ex-26, WTLB 29-21, WAVZ 27-15, WMFJ 34-24, WAQC ex-29.
- GOT TO GET YOU INTO MY LIFE — EARTH, WIND & FIRE — COLUMBIA**
 KENO ex-28, WINW 29-23, WSPT 19-15, WAIR 19-15, WANS 14-10, WKIX 25-20, WDHQ 24-19, KFMD ex-21, WCUE 17-13, Z96 24-18, WFLB 24-21, WFOM 12-7, KROY 18-14, KRSP 18-9, KKLS ex-26, WSTV 26-20, WBLI 23-17, WTLB 21-18, WAVZ 7-1, WMFJ ex-32, WAGQ 17-11.
- HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
 WANS 28-21, KFYR 11-4, WSPT 17-10, KENO 21-17, WTRY ex-28, WERC 23-20, WCUE 19-4, Z96 26-22, KTFX 18-15, WGUY 7-5, WJDX 29-24, WFOM 22-19, KROY 16-13, KRSP 26-23, WSTV 25-15, WIFE 17-11, WTLB 25-20, WAVZ 23-10, WMFJ 30-22, WAGQ 27-20, WAUG 20-17.
- SUMMER NIGHTS — JOHN TRAVOLTA/OLIVIA NEWTON-JOHN — RSO**
 WAQC 14-5, WTLB 8-3, WBLI 16-13, WIFE 11-6, WSTV 6-4, WJON 22-16, KKLS 16-11, WEBC 20-9, KRSP 17-10, KROY 19-15, WFOM 16-10, V97 7-4, WFLB 12-10, Z96 18-14, WERC 11-8, KENO 10-2, WINW 16-13, WDBQ 29-14, KAAV ex-20, WDHQ 28-21.

REGIONAL PROGRAMMING GUIDE

(continued from page 25)

WOS — OMAHA — ROGER DAVIS, MD

1-1 — Commodores. JUMPS: 14 To 7 — Exile, 12 To 5 — Walter Egan, Ex To 16 — Nick Gilder. ADDS: 20 — Eddie Money, 19 — Taste Of Honey, 17 — E.C. King, 16 — E,W&F, 15 — Anne Murray.

WIRL — PEORIA — LEE MALCOM, MD

5-1 — Commodores. JUMPS: 30 To 25 — Exile, 21 To 17 — Andy Gibb, 19 To 16 — Joe Walsh, 13 To 10 — Chris Rea, 10 To 7 — Foreigner, 8 To 5 — Rita Coolidge. ADDS: 30 — Gerry Rafferty, 28 — Taste Of Honey, 26 — Nick Gilder, 21 — Boston.

13Q — PITTSBURGH — PATTI SULLIVAN, MD

3-1 — Taste Of Honey. JUMPS: 27 To 21 — Who, 25 To 22 — Kenny Loggins, 23 To 18 — Boston, 20 To 17 — E,W&F, 19 To 16 — Exile, 17 To 13 — Chris Rea, 12 To 10 — Olivia Newton-John, 9 To 7 — Pablo Cruise, 8 To 4 — Anne Murray, 4 To 2 — Joe Walsh, Ex To 28 — David Gates, Ex To 24 — Bob Seger. ADDS: Player, Hall & Oates.

WSPT — STEVENS POINT — PAT MARTIN, MD — PICK: FOREIGNER

3-1 — Olivia Newton-John. JUMPS: 30 To 26 — Linda Ronstadt, 29 To 20 — Boston, 28 To 25 — Michael Johnson, 27 To 24 — Bob Seger, 25 To 17 — Kenny Loggins, 22 To 19 — E.C. King, 19 To 15 — E,W&F, 17 To 10 — Nick Gilder, 14 To 8 — Little River Band, 7 To 5 — Chris Rea, Ex To 30 — Firefly, Ex To 29 — Gerry Rafferty, Ex To 28 — Who, Ex To 27 — Kinks. ADDS: McGilpin, David Gates, Foreigner.

KLEO — WICHITA — BOB LAURENCE, MD

1-1 — Commodores. JUMPS: 30 To 26 — Toby Beau, 27 To 24 — Exile, 25 To 22 — E,W&F, 20 To 15 — Dave Mason, 19 To 13 — Barbra Streisand, 13 To 9 — Heatwave, 10 To 5 — Olivia Newton-John. ADDS: 27 — Rupert Holmes, Little River Band, Crystal Gayle.

west

KTLK — DENVER — RANDY JAY, MD

1-1 — Commodores. JUMPS: 29 To 22 — Travolta/John, 26 To 20 — E,W&F, 21 To 15 — Exile, 22 To 14 — Chris Rea, 17 To 12 — Andy Gibb, 12 To 7 — Foreigner, Ex To 30 — E.C. King. ADDS: Taste Of Honey, Kenny Loggins, Who.

KIMN — DENVER — ED GREENE, MD

1-1 — Commodores. JUMPS: 23 To 19 — Little River Band, 22 To 18 — Exile, 18 To 13 — ARS, 14 To 10 — Andy Gibb, 10 To 7 — Rita Coolidge, 7 To 4 — Jackson Browne, Ex To 30 — Alessi Brothers, Ex To 29 — Bob Seger, Ex To 28 — Travolta/John. ADDS: Kenny Loggins, Robin Gibb, J.P. Young, Beach Boys.

KYNO — FRESNO — CHRIS VAN CAMP, PD & MD

1-1 — Frankie Valli. JUMPS: 15 To 10 — Taste Of Honey, 12 To 7 — Walter Egan, 6 To 4 — E.C. King, Ex To 30 — Boston. ADDS: Billy Joel, Charlie, Bob Seger, Gerry Rafferty, Crystal Gayle, Linda Ronstadt, Kenny Loggins, E,W&F.

KENO — LAS VEGAS — STEVE SOMMERS, MD

1-1 — Commodores. JUMPS: 29 To 26 — Eddie Money, 28 To 23 — E.C. King, 27 To 22 — Chris Rea, 21 To 17 — Nick Gilder, 20 To 15 — Donna Summer, 19 To 16 — Taste Of Honey, 16 To 13 — Exile, 10 To 2 — Travolta/John, 7 To 3 — Olivia Newton-John, Ex To 30 — Robin Gibb, Ex To 28 — E,W&F, Ex To 27 — Little River Band, Ex To 24 — Aerosmith. ADDS: Ambrosia, Kenny Loggins, Wings, Sgt. Peppers, Kinks.

KHJ — LOS ANGELES — STEVE COSAY, MD

1-1 — Frankie Valli. JUMPS: 30 To 24 — Boston, 29 To 17 — Exile, 26 To 22 — Steely Dan, 24 To 21 — Chris Rea, 23 To 18 — Kinks, 20 To 14 — Eddie Money, 19 To 16 — Bob Seger, 18 To 9 — Taste Of Honey, 10 To 8 — Foreigner, 8 To 5 — Andy Gibb, 4 To 2 — Commodores. ADDS: 30 — ARS, 29 — Foreigner, 20 — E.C. King.

KGW — PORTLAND — TERRY DANNER, MD — PICK: STONEBOLT

1-1 — Frankie Valli. JUMPS: 23 To 16 — Billy Joel, 22 To 29 — Kenny Loggins, 19 To 14 — Kinks, 17 To 13 — Little River Band, 14 To 11 — Chris Rea, 11 To 7 — Joe Walsh, 10 To 4 — Andy Gibb, Ex To 25 — Nick Gilder, Ex To 24 — Gerry Rafferty, Ex To 23 — Le Roux, Ex To 21 — Anne Murray, Ex To 17 — Exile. ADDS: Ambrosia, Stonebolt.

KNDÉ — SACRAMENTO — JEFF HUNTER, PD — PICK: HALL & OATES

3-1 — E.C. King. JUMPS: 30 To 27 — Boston, 29 To 25 — Charlie, 27 To 23 — Little River Band, 26 To 22 — Pablo Cruise, 24 To 20 — Kinks, 23 To 21 — Nick Gilder, 22 To 17 — Chris Rea, 21 To 18 — Olivia Newton-John, 19 To 14 — Exile, 18 To 15 — Andy Gibb, 16 To 12 — Rita Coolidge, 14 To 10 — Taste Of Honey, 12 To 8 — E,W&F, 11 To 7 — Olivia Newton-John, 8 To 6 — Quincy Jones, Ex To 30 — Who, Ex To 29 — Kenny Loggins, Ex To 28 — Steely Dan, Ex To 24 — Linda Ronstadt. ADDS: Hall & Oates, Ambrosia, Crystal Gayle.

KCPX — SALT LAKE CITY — GARY WALDRON, PD & MD

1-1 — Commodores. JUMPS: 30 To 27 — Steely Dan, 22 To 11 — Boston, 16 To 12 — Aerosmith, 15 To 10 — E,W&F, 9 To 5 — Travolta/John, 6 To 4 — Foreigner, 5 To 3 — Walter Egan, Ex To 30 — J.P. Young, Ex To 29 — Kenny Loggins. ADDS: Linda Ronstadt, Rolling Stones.

B-100 — SAN DIEGO — CC McCARTNEY, PD

1-1 — Foreigner. JUMPS: 27 To 23 — Cars, 24 To 21 — Bob Seger, 22 To 18 — Little River Band, 21 To 16 — Kenny Loggins, 18 To 15 — Prism, 12 To 9 — ELO, 11 To 6 — Rolling Stones, 8 To 3 — Commodores, 4 To 2 — Pablo Cruise. ADDS: 31 — Charlie.

KCBQ — SAN DIEGO — NINA GOMEZ, MD

1-1 — Commodores. JUMPS: 35 To 31 — Nick Gilder, 34 To 30 — Little River Band, 31 To 27 — Linda Ronstadt, 27 To 24 — Chris Rea, 26 To 23 Exile, 25 To 21 — Rick James, 21 To 18 — Olivia Newton-John, 20 To 17 — Village People, 19 To 16 — Teddy Pendergrass, 18 To 13 — Toby Beau, 15 To 11 — Eddie Money, 13 To 10 — Walter Egan, 11 To 8 — Taste Of Honey, 9 To 6 — E.C. King, 5 To 3 — Foreigner. ADDS: 35 — Kinks, 34 — Bob Seger.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Rolling Stones. JUMPS: 28 To 24 — Kenny Loggins, 27 To 22 — Cars, 21 To 18 — Steely Dan, 20 To 17 — Olivia Newton-John, 17 To 14 — Exile, 12 To 7 — Quincy Jones, 7 To 4 — Travolta/John, Ex To 30 — Boston, Ex To 29 — Linda Ronstadt, Ex To 28 — Nick Gilder, Ex To 27 — Teddy Pendergrass, Ex To 25 — Little River Band. ADDS: Foreigner, Capt. & Tennille.

KYA — SAN FRANCISCO — RICK SCOTT, MD

1-1 — Frankie Valli. JUMPS: 25 To 22 — Barry Manilow, 18 To 12 — Travolta/John, 17 To 14 — Rita Coolidge, 16 To 13 — Journey, 14 To 10 — Eddie Money, 9 To 6 — Foreigner, 6 To 4 — Taste Of Honey. ADDS: Linda Ronstadt, Cars, Prism, Jackson Browne, Todd Rundgren, Boston, Who, Robin Gibb.

KSLY — SAN LUIS OBISPO — JOHN THE CAT TOBIN, MD

4-1 — Exile. JUMPS: 31 To 23 — Gerry Rafferty, 30 To 22 — Sweet, 28 To 19 — Linda Ronstadt, 26 To 20 — Willie Nelson, 25 To 15 — Bob Seger, 23 To 16 — City Boy, 22 To 17 — Kinks, 20 To 14 — Aerosmith, 19 To 13 — Teddy Pendergrass, 18 To 11 — Kenny Loggins, 16 To 12 — Boney M, 15 To 8 — Olivia Newton-John, 14 To 9 — Charlie, 13 To 6 — E,W&F, 11 To 5 — Little River Band, 9 To 7 — Wendy Waldman, 8 To 2 — Taste Of Honey, 6 To 3 — Cars, Ex To 32 — Bruce Springsteen, Ex To 31 — Bill Champlin, Ex To 30 — Journey, Ex To 29 — Billy Joel, Ex To 28 — Simon/Taylor, Ex To 26 — Hall & Oates, Ex To 25 — Who. ADDS: Bee Gees, Rick James, Dolly Parton, Paul Davis, Beach Boys, Meco, Van Morrison, Meat Loaf, Carlene Carter.

KJR — SEATTLE — TRACY MITCHELL, MD — PICK: FOREIGNER

1-1 — Commodores. JUMPS: 21 To 16 — Taste Of Honey, 18 To 13 — Little River Band, 17 To 14 — Rita Coolidge, 13 To 9 — Exile, 12 To 7 — Andy Gibb, 8 To 6 — Olivia Newton-John, 7 To 4 — Walter Egan, Ex To 25 — Gerry Rafferty. ADDS: Who, Barbra Streisand, Foreigner, Ambrosia.

KING — SEATTLE — TOM MCKAY, MD

1-1 — Commodores. JUMPS: 24 To 19 — Anne Murray, 22 To 15 — Little River Band, 21 To 16 — Travolta/John, 20 To 17 — Wendy Waldman, 18 To 13 — E,W&F, 15 To 9 — Walter Egan, 14 To 8 — Taste Of Honey, 13 To 6 — Exile, 7 To 4 — Olivia Newton-John, 6 To 3 — Andy Gibb, Ex To 25 — Alicia Bridges, Ex To 24 — Robin Gibb, Ex To 23 — Boston, Ex To 22 — Nick Gilder, Ex To 18 — E.C. King. ADDS: Michael Johnson, Rolling Stones, Crystal Gayle, David Gates.

KJRB — SPOKANE — TOM HUTTLE, MD

2-1 — Commodores. JUMPS: 30 To 27 — Dan Hill, 28 To 24 — Kenny Loggins, 25 To 16 — Boston, 24 To 19 — J.P. Young, 20 To 14 — Taste Of Honey, 17 To 10 — Little River Band, 12 To 9 — Exile, 10 To 6 — Anne Murray, 7 To 4 — Foreigner, Ex To 29 — David Gates, Ex To 28 — Bob Seger. ADDS: Ambrosia, Gerry Rafferty, Linda Ronstadt.

The following stations were also used in this week's research: KSTP, WJON, KKLS, KROY, KREM, KTAC, WNDE, KIIS-FM, WSTV, WEBC, WKLO.



CHICAGO TEAMS WITH KLOS — Columbia recording group Chicago was recently broadcast live by station KLOS-FM during its Greek Theatre concert engagement in Los Angeles. Pictured (l-r) backstage following the show are: Peter Cetera of Chicago; Damien Bragdon, disc jockey, KLOS-FM; Valerie Faulconbridge, assistant music director, KLOS-FM; Robert Lamm, Donnie Dacus and Walter Parazaider of Chicago; J.J. Jackson, disc jockey, KLOS-FM; Laudir de Oliveira of Chicago; Frank Cody, program director, KLOS-FM; James Pankow and Lee Loughnane of Chicago.

E/A To Issue 6 LPs

LOS ANGELES — "Living In The USA," the new album by Linda Ronstadt, heads a list of six LPs to be shipped by Elektra/Asylum Records in early September. Also scheduled for release are Roy Acuff's "Greatest Hits Volume 1," Aquarian Dream's "Fantasy," "Good Time Warrior" by Lucifer's Friend, "Out Of The Woods" by Oregon, and "Angeles Of The Deep" by Sweetbottom.

'Spitballs' LP Gathers 5 Beserkly Artists

LOS ANGELES — "Spitballs," a congregation of Beserkley Records artists, will be released this week by the label. Beserkley acts represented on the LP include Jonathan Richman and the Modern Lovers, The Greg Kihn Band, The Rubinoos, The Tyla Gang and Earthquake.

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JAZZ

ON JAZZ

Xanadu has decided to release its two-record sampler, "Four Decades of Jazz," which features performances by **Billy Holiday, Dexter Gordon, Charlie Parker, Dizzy Gillespie, Bud Powell, Art Pepper**, and others, after a number of radio stations began reporting the album. The sessions, dating as far back as 1941 and as recent as 1977, were culled from tapes gathered over the years by Xanadu mentor **Don Schlitten** and compiled in a double-pocket package to coincide with Xanadu's recent distribution pact with Cream Records. The album (Xanadu 5001) will carry a suggested list price of \$9.98, which is a real bargain considering the historical and cultural significance of the music therein.

Blue Note scores again with the latest release in its outstanding classic series. The five albums feature previously unreleased sessions by **Chick Corea, Stanley Turrentine, Jackie McLean, Lee Morgan** and a trio of live sessions by **Art Blakey's** seminal Jazz Messengers, starring **Wayne Shorter, Freddie Hubbard, Horace Silver, Curtis Fuller, Cedar Walton and Lou Donaldson**. The LPs will be spotlighted in the label's "Blue Note And All That Jazz" promotion slated for the entire month of October. Also included will be new United Artists and Pacific Jazz releases, the latter of which will feature "best ofs" from **Gerald Wilson, George Duke and Art Pepper** as well as two-part various artists packages covering jazz in the '50s and '60s.

Columbia will record the historic confrontation Aug. 28 between flutists **Jean**

Pierre-Rampal and **Hubert Laws** at the Hollywood Bowl. The program, ranging from Bach to Bolling and Mozart to Satie, will be captured for an upcoming live LP.

New from Elektra/Asylum's jazz/fusion division: "Fantasy" by **Aquarian Dream**, produced by **Norman Connors**; "Out Of The Woods" by **Oregon**; and "Angels of the Deep" by **Sweetbottom**.

Bob Orenbach anklings his position as general manager of WRVR-FM in New York to assume chief executive office duties at Jazz Media International, Inc., a management company engaged in the marketing, broadcast programming and syndication of jazz music. Commenting on his new position, Orenbach noted, "With the emergence of jazz as a popular music sound in the United States and abroad, I intend to apply the techniques which enabled us to build a mass audience for jazz in the New York market, now concentrating my efforts on developing creative jazz formats which will satisfy the expanding jazz audience in the national and international markets."

George Grelf, manager of the **Crusaders**, hosted a party for the band Aug. 19 at his home in Encino, Cal. Highlight of the evening was a Crusaders jam that saw group members **Stix Hooper, Joe Sample, Wilton Felder, "Pops" Popwell** and **Billy Rodgers** perform selections from their current chart-topping "Images" LP and Sample's first solo effort, "Rainbow Seeker." Actor **James Coburn** joined many industry guests in saluting the band for its musical excellence.

alan sutton



PONTY RETURNS — Atlantic recording artist Jean-Luc Ponty, whose album "Cosmic Messenger" was just released by the label, began his U.S. tour in Burbank's Starlight Bowl last week. Pictured backstage are (l-r): **Bob Greenberg**, vice president and west coast general manager for Atlantic; **Ponty**; **John David Kalodner**, west coast A&R director for Atlantic; and **Michael Davenport**, Ponty's manager.

TOP 40 ALBUMS

	Weeks On Chart			Weeks On Chart	
	8/26	Chart		8/26	Chart
1 IMAGES CRUSADERS (ABC BA-6030)	2	8	21 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	20	30
2 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	1	11	22 CASINO AL DIMEOLA (Columbia JC 35277)	22	19
3 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	3	44	23 LARRY CARLTON (Warner Bros. BSK 3221)	26	4
4 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	4	9	24 SKY BLUE PASSPORT (Atlantic SD 19177)	23	16
5 TROPICO GATO BARBIERI (A&M SP 4710)	5	6	25 PHIL UPCHURCH (Marlin 2209)	25	7
6 FREESTYLE BOBBI HUMPHREY (Epic 35338)	6	13	26 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	24	23
7 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	7	31	27 ALL ABOUT ESTHER PHILLIPS ESTHER PHILLIPS (Mercury SRM-1-3733)	29	4
8 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	18	4	28 MONTREUX SUMMIT VARIOUS ARTISTS (Columbia JG 35090)	27	8
9 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	9	9	29 ELECTRIC GUITARIST JOHN McLAUGHLIN (Columbia JC 35326)	28	14
10 FRIENDS CHICK COREA (Polydor PD-1-6160)	21	4	30 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	—	1
11 DON'T LET GO GEORGE DUKE (Epic JE 35366)	8	14	31 THE CAPTAIN'S JOURNEY LEE RITENOUR (Elektra 6E-136)	30	13
12 MAGIC IN YOUR EYES EARL KLUGH (United Artists UA-LA877-H)	11	13	32 BEST OF CHUCK MANGIONE (Mercury SRM 2-8601)	37	2
13 IN THE HIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	16	9	33 HEART TO HEART DAVID SANBORN (Warner Bros. BSK 3189)	31	14
14 ARABESQUE JOHN KEMMER (ABC AA-1068)	12	13	34 EASY GRANT GREEN (Versatile 6002)	33	4
15 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	13	30	35 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	32	23
16 MY SONG KEITH JARRETT (ECM-1-1115)	17	5	36 SUNNY SIDE UP WILBERT LONGMIRE (Columbia/Tappan Zee JC 35365)	34	6
17 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	10	15	37 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	36	30
18 PAT METHENY GROUP (ECM-1-1114)	19	5	38 SPYRO GYRA (Amherst AMH 1014)	35	17
19 LOVE AFFAIR GARY BARTZ (Capitol 11789)	15	8	39 INFINITY IS SONNY FORTUNE (Atlantic SD 19187)	—	1
20 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	14	19	40 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	40	30

JAZZ ALBUM PICKS

TIME AND CHANCE — Caldera — Capitol SW-11810 — Producers: Eduardo del Barrio and Jorge Strunz — List: 7.98

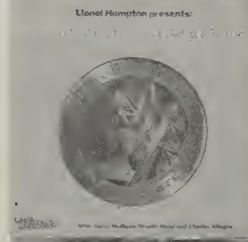
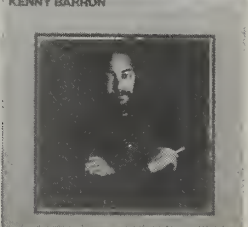
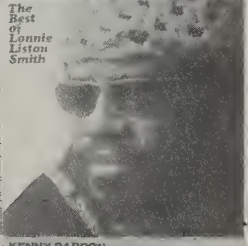
This hard-driving Latin sextet gets better with each album, exploring musical realms that were once the exclusive domain of pioneer fusion bands like Weather Report and Return to Forever. And with the addition of Weather Report drummer Alex Acuna, the sound is more fluid and polished here than on previous offerings. Steve Tavaglione on saxophone and flute and Jorge Strunz on guitars are in top form on this sci-fi tinged LP.

THE BEST OF LONNIE LISTON SMITH — RCA AFL 1-2897 — Producer: Bob Thiele and Lonnie Liston Smith — List: 7.98

RCA has put together a well-rounded collection of eight of Smith's original jazz/fusion tunes recorded during his years with the label. Smith's keyboard work on electric and acoustic piano takes center ring most of the time while the flute-playing and vocals of Donald Smith are also often spotlighted. The variety offered here should gain the LP airplay on R&B as well as jazz playlists.

INNOCENCE — Kenny Barron — Wolf 1203 — Producer: Joel Dorn — List: 7.98

Keyboardist Barron works primarily with the basics of jazz on this album. A sextet is utilized in most of the numbers here, all of which are more than seven minutes long, therefore allowing each musician plenty of time to strut their improvisational stuff. "Bacchanel" is an upbeat, funky tune that should do well on all jazz playlists.



LIONEL HAMPTON PRESENTS: THE MUSIC OF CHARLES MINGUS — Who's Who In Jazz — WWLP 21005 — Producer: Lionel Hampton — List: 7.98

The latest release in Hampton's Who's Who series features an all-star contingent including Mingus on bass, Gerry Mulligan on sax, Woody Shaw on trumpet and the indefatigable Hampton on vibes. The material, of course, is pure Mingus — from the lively "Just For Laughs," to the seductive "Duke Ellington's The Sound Of Love" to the eclectic "Farewell Farewell." A thoroughly swinging showcase for Mingus and his music.

GYPSIES — Lalo Schifrin — Tabu JZ 35436 — Producer: Lalo Schifrin — List: 7.98

Although he is probably best known for his film and television scores, jazz composer/pianist Lalo Schifrin has put together an inviting concept album which successfully conjures up gypsy images by fusing jazz and Flamenco music. The album blends acoustic, electric and synthetic sounds.

THE BLUE MAN — Steve Khan — Columbia JC 35539 — Producer: Steve Khan — List: 7.98

A member of the original Brecker Brothers band, guitarist Khan is reunited with Mike and Randy Brecker on his second Columbia LP. David Sanborn on alto rounds out the horn section which is featured on three of the album's six tracks, including "Some Time Down," "The Little Ones" and "An Eye Over Autumn." Whether fronting the basic rhythm section or the expanded outfit with horns, Khan's solos are penetrating and incisive.

Radio Industry Leaders Meet At NAB Programming Conf.

(Continued from page 9)

to be informed in areas you wouldn't even use."

While Gregory's stirring remarks, which drew a standing ovation when he finished, were well received, the thrust of the conference was toward informing broadcasters in areas they use everyday. Workshops delved into such topics as relations with DJs and sales managers, format switches, legal considerations and news programming. Among the industry leaders who shared their expertise by leading workshops were: Kathryn Lenard, NBC Radio research director; Tom Yates, president of Nova Broadcast Service; Harvey Mednick, RKO Radio vice president; Lee Abrams, Burkhart-Abrams director of FM programming and Arthur Ginsburg, FCC chief of broadcast complaints and compliance division.

'What's New With The Numbers'

"Let's Give Away Secrets" was an underlying theme of the conference and one of the best illustrations of this theme came during the final day session called "Ratings... What's New With The Numbers." Representatives from Arbitron, Burke,

TRAC 7, Ram Research, Media Statistics and Professional Research Service explained the unique qualities of their operations, including their distinct methodologies and the number of markets they cover.

Also tipping their hands to a degree were the presidents of the nation's four largest radio networks, Mutual's Ed Little, CBS' Sam Cook Digges, ABC's Hal Neal and NBC's Jack Thayer. At the "Meet The Prez" session, the four veteran radio executives discussed their networks' plans to move into satellite broadcasting, dramatic programming and client relationships with new ratings services such as Burke and TRAC 7.

The panel sessions and workshops were generally perceived as successful opportunities to compare notes and increase awareness of new radio programming concepts. But as is usually the case with large conferences, much of the most important work was done in small groups in lobbies, bars and hospitality suites. Among the most active hospitality suites were those sponsored by Mutual, RKO, Arbitron and the NAB's legal clinic suite.

Four Record Label Executives 'Face The Music' At NAB Radio Conference

by Joey Berlin

CHICAGO — In a lively question and answer forum, four record company chiefs explained their operations to hundreds of radio industry leaders in a two-hour session of the NAB Radio Programming Conference called "Face The Music." Elektra's Joe Smith, A&M's Gil Friesen, Casablanca's Neil Bogart and Arista's Clive Davis answered a wide range of questions in what WABC operations director Glenn Morgan called "one of the most useful and enjoyable parts of the conference."

The label executives warned the radio industry to avoid relying too heavily on research, pointed out the dangers of Top 40 and AOR formats becoming too similar and voiced support of performance royalty rights.

Warning The Stations

"Don't rely too much on research," cautioned Bogart. "TV is totally researched and it's the most boring communications medium around."

Davis spoke of the influence of AOR stations in picking singles today as a reflection of the merging of AOR and Top 40 formats. Friesen went on to call the similarities between the two formats "a very dangerous trend."

One programmer asked the panel why beautiful music stations are virtually ignored by the major record companies.

"Since beautiful music stations rarely identify the music they play and their audiences of 40+ listeners are not volatile record buyers, the cost of servicing them is not worthwhile," explained Smith,

Davis was even more blunt. "I find

beautiful music very bland and there's not much original talent involved with it. Beautiful music is neither fun nor profitable," he said.

Disco

Many of the questions concerned the types of music that are currently in vogue. Bogart noted that the "disco industry" now grosses \$4 billion a year, but he scored radio for being slow to accept disco, which he called "a crossover medium."

"Crossover is the most dramatic commercial trend in the industry in recent years," said Davis. "It's an area that every label has to be aware of. I think disco is a trend, magnified by 'Saturday Night Fever,' but in the next year or two it will be incorporated into the mainstream of society."

Smith added that FM rock stations have resisted black records and black artists, although "there's no concerted plan, it has just filtered down this way at the FM rock level."

All of the record company directors told the programming conference that they are powerless to control the lyric content of the records they manufacture.

Music Reflects Society

"Music reflects what's happening in society as a whole," said Smith. "Our artists reflect what's current in the minds of the artists and audiences."

"We have no business censoring our artists," Davis stated. "We are dealing with our acts' artistry and we can't tell them what to do. They're self-contained, we can't program them."

Friesen simply reported that "I don't consider drug-oriented lyrics to be a problem."



CAPALDI SIGNS WITH RSO — Jim Capaldi, former member of the British rock group Traffic, has recently signed a recording deal with RSO Records. Capaldi's first album for the label is called "Daughter Of The Night," which is set for release September 11. Pictured (l-r) at the signing are: Rich Fitzgerald, RSO vice president, promotion; Jay Levy, RSO artists relations coordinator; Capaldi; and Al Coury, RSO president.

Symphony-Sized Pop Ensembles Are Multiplying Across The Country

NEW YORK — The recent formation of several symphony-sized ensembles devoted to a wide spectrum of music highlights an increasingly common phenomenon across the U.S.

In Los Angeles, for example, a 78-piece group of prominent session men called The Orchestra is rehearsing new material by such composers as Dave Grusin and Henry Mancini for a showcase performance in Los Angeles October 22.

CAM-U.S.A., based in New York, recently signed an 88-member ensemble, fittingly tagged Orchestra 88, as well as a 10-piece, Pennsylvania-based band named Ralph, which bills itself as a "rock orchestra." And Millennium recording artist Mecos frequently composes for entire studio orchestras.

Bread & Roses Festival Of Acoustic Music Set

LOS ANGELES — The Bread & Roses Festival of Acoustic Music, a three-day music event featuring performers playing only acoustic instruments, will be held Sept. 2-4 at the University of California campus in Berkeley in the Greek Theatre. Performers will include David Bromberg, Steve Goodman, Mickey Newbury, Hoyt Axton, Don McLean, The Persuasions and Kenny Rankin. Hosting the show will be Phil Austin and David Ossman of the Firesign Theatre.

Tickets are available at the University Box Office, 101 Zellerbach Hall, U.C. Berkeley and at all Bass outlets and major agencies.

Chrysalis Signs Rabin

LOS ANGELES — English singer-songwriter Trevor Rabin, has been signed by Chrysalis Records, according to Terry Ellis, president of the label.

The success of the "Star Wars" soundtrack score in symphonic concerts has undoubtedly played an important part in helping to start this trend. Several months ago, for instance, an orchestra was formed in Marin County, California, to play a series of concerts under John Williams' baton. The shows featured music from "Star Wars" and "Close Encounters Of The Third Kind," along with other popular movie themes such as Strauss's "Also Sprach Zarathustra" from "2001: A Space Odyssey."

The Orchestra's organizers, Jack Elliott and Allyn Ferguson, did not rule out the performance of contemporary classical works by their ensemble. The purpose of the group, however, is to play a broad spectrum of MOR and jazz in a symphonic context. "The group will attempt to combine elements of our American musical heritage in an effort to expose great writers to a new audience," said Elliott.

Among the artists who, according to Elliott, have committed themselves to the project are bassists Ray Brown and Chuck Berghoffer, trumpeters Chuck Findlay and Oscar Brashear, trombonist Bill Watrous, and a woodwind section led by Bud Shank. A number of violinists, violists, cellists, guitarists, percussionists and pianists comprise the remainder of the group's personnel.

Polygram Branches In Detroit, Seattle Move

NEW YORK — Polygram Distribution Inc. has moved its Detroit and Seattle branches. The new Detroit branch will be located at 755 West Big Beaver, Suite 508, Troy, Michigan, 48084, telephone (313) 362-4420. The Seattle branch is now operating at 1018 Industry Drive, Seattle, Washington, 98188, telephone (206) 575-3830.

The branches will continue to operate under the direction of Bill Schulte and Gerry Kopecky, respectively.

Additional new locations in Cleveland and St. Louis are to be announced.

U. Of Sound Arts Will Offer Label Experience

LOS ANGELES — The University of Sound Arts here will be offering students the opportunity to operate a record company under the guidance of University staff and established industry professionals in September. Students participate in all phases of company activity from talent scouting, recording, material selection, engineering and production to development of marketing campaigns for finished product.





NAB RADIO PROGRAMMING CONFERENCE — The National Association of Broadcasters held its first Radio Programming Conference in Chicago August 20-23, bringing together programmers and radio and record industry executives for a series of panel discussions and workshops. Pictured above (l-r) are: Don Thurston,



NAB board chairman; Jack Thayer, NBC Radio president; and keynote speaker Dick Gregory. Also Clive Davis, Arista Records president; Neil Bogart, Casablanca Record and FilmWorks president; Dwight Case, RKO Radio president; Gil Friesen, A&M Records president and Joe Smith, Elektra/Asylum chairman.



T · R · S · C · H · O · R · R

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A VISION IN PLATINUM.

Blue Öyster Cult "Agents of Fortune."
On Columbia Records and Tapes.

Syndicators Say Labels Don't Realize Their Promo Value

(continued from page 16)

in between, there were many who tried unsuccessfully to establish a network of stations for their programming and allegations of syndicators padding station lists and not fulfilling advertising contracts.

"Our credibility was hurt by the shows that folded and we had to weather many periods of distrust," recalls Watermark's president Tom Rounds, whose company is going on 10 years old. "When Filmways tapped out last Spring it happened again."

Jack Morris of "Inner-View," an interview/music/commentary mixture hosted by Jim Ladd, thinks contemporary syndication is relatively new to the record companies, "but they are learning that we can put two million people in touch with their acts for an hour."

"We're undoubtedly unappreciated, but promotion of our show by the labels is on the upswing," comments Morris. "Managers always want us and sometimes they get the labels to cooperate with us."

Which Are Viable?

Morris' views were echoed by George Gerrity, Warner Bros. national album promotion director. "I know syndicated radio is good for us; with today's tight playlists every exposure helps," says Gerrity. "Syndication has helped us break acts and sustain singles."

"But there are so many syndicators it's hard to tell which are viable. And it's hard to get a reading on what syndication does because they're removed time-wise. Still, it's clear that 'King Biscuit' covers a lot of territory for us and is geared to moving albums. And 'Inner-View' gets the job done too."

Many promotion people are concerned about the viability of syndicated shows they aren't familiar with, and there are many scars which have made business more difficult.

"Fly-by-nighters who burned ad agencies have cost me thousands of dollars over the years," says Mike Vaughn, president of London Wavelength, the North American distributor for the "BBC Rock Hour."

Artists Coming Around

Many of the syndicated series, including concert series and interview series (especially "Inner-View," "Star Trak" and "Earth News"), have developed good reputations within the artist community. This has made access to top music personalities easier as well as improving the shows.

"An artist can't be misquoted on tape," points out "Inner-View's" Morris. "And they don't have to make the station rounds. The more artists know about syndicated shows the more they're into them."

Warner Bros.' Gerrity agrees that artists are much less reticent to do syndicated shows today. In fact, so many Warner Bros. artists have been taping the concert shows in recent months that Warner Bros. is now distributing its own series, "The Warner Bros. Music Show."

"The record company foots the bill for the taping of concerts anyway, so we decided to use our tapes and syndicate them on a non-profit basis to about 100 secondary stations," explains Gerrity. "Now our local promotion men can bring around live shows for programmers. They do tie-ins, they make up posters that let the stations localize them for accounts, and we have something nice that we can use almost as rewards — at our discretion."

"The tapes are organized and distributed by artist development," adds Gerrity. "They are editing Todd Rundgren's Roxy show that was broadcast live on a lot of stations recently and we'll be syndicating that."

Strong Incentives

A quick look at the numbers of stations that are airing syndicated programs indicates that syndication must be doing

something right for radio.

"On the 'King Biscuit' shows a station receives about four minutes of commercial time to sell, but it also gets both of the adjacencies (the beginning and end of the show)," reports DIR's Kauff. "So it's a big financial success for stations as well as an enormous tune-in."

Stations also locate new revenue sources they might not otherwise connect with, thus some stations are able to add new sponsors through carrying a series.

Programming Pluses

On the programming side, many of the top syndicated shows, such as "American Top 40" and "King Biscuit," dramatically increase a station's audience. The stations get concerts they couldn't afford to get themselves, and they usually get them free. And the proper match of series to format can be a definite image-builder for a station.

"Sophisticated programmers find that special programs separate them from their competition," comments Pattiz.

Syndication's Future

Radio syndication seems to be a field where everybody involved comes out a winner. Stations profit financially and in their programming, labels and their artists get valuable exposure on friendly programs, syndicators are prospering to varying degrees and consumers are getting mostly high quality programming that local stations are unable to supply. Advertisers generally get good costs per thousand and many have become steady sponsors, including Toyota, Warner-Lambert, Clairol, Pioneer, Discwasher, Lee Jeans, 3M, Kawasaki, Budweiser, Gillette, United Vintners and most of the major record companies.

What's ahead for radio syndication? Since radio is a medium of formats and formats seem to be getting more and more fragmented, syndication may follow and pursue more specific audience. Tom Rounds sees his company, Watermark, moving in that direction.

"If our advertisers want 18-24 females, we'll find the stations that get them and go into the key markets and sell it," says Rounds. "We will concentrate on the important markets for our sponsors and we will set up specific shows for the specific demographics sought."

The utilization of satellite technology may also soon play a part in the development of syndicated programming. Today almost every series has a substantial time lag between the time the show is produced and the time it is distributed to the proper stations. Satellite technology will enable stations to use inexpensive receiving equipment to receive live concerts and other types of programming almost instantaneously.

But for now, radio syndication is alive and well and, according to Peter Kauff, it will prosper as long as it continues to supply "creative, quality programs."

"The bottom line," concludes Kauff, "is that syndicators have to give stations things they can't or can't afford to do themselves."

Boston LP Debuts At #7

(continued from page 8)

ment unprecedented this year, debuting three weeks ago at #43 bullet on the Top 100 Singles chart and currently poised at the #14 bullet position.

Two years to the month since the release of Boston's debut album (which reportedly has sold 6.5 million to date), the new album is being supported by an Epic marketing campaign which includes TV spots, print ads and a radio campaign to be launched over the Labor Day weekend.

Boston's national tour, which began Aug. 10 in Pittsburgh, is expected to continue through late September.



WILD AND CRAZEE GUY JOINS ASCAP — Warner Bros. recording artist Steve Martin is shown waving at the camera following his recent signing with ASCAP. Pictured (l-r) are: William McEuen, Martin's manager; Michael Gorfaine, ASCAP membership representative; Martin; John Mahan, western regional executive director, ASCAP; and Ken Sudleson, Martin's attorney.

CBS/Columbia Group Has New Vice President

NEW YORK — Seymour L. Gartenberg has been appointed vice president of the CBS/Columbia Group.

Gartenberg's first project, according to John Phillips, president of the CBS/Columbia Group, will be to assist the integration of Gabriel Industries, a toy manufacturer recently acquired by CBS, into the CBS Toys Division.

Gartenberg joined CBS in 1956 as budget and controls manager of the Columbia Record Club. His most recent position was president of the CBS Toys division, which he held for the last five years. Gartenberg also spent six years as executive vice president of the Columbia House division, which includes the record club.

Jem's Annual Catalog Lists 2,500 Albums

NEW YORK — Jem Records is releasing its seventh annual catalogue, The Jem Records' Catalogue 78-79. Most extensive in Jem's history, the catalogue contains alphabetical listings and notes on over 2,500 jazz, rock, new wave albums, and experimental music.

Jem will mail copies of the catalogue to 6,000 retail, rack, and industry personnel, and will provide stores with an in-store display sampler, plus mobiles and stickers.

Jem president Marty Scott is quick to explain that the firm has outgrown its original function as an importer. "If you look at the cover of our catalogue," he explains, "you'll notice that we've deleted the word 'import'. We're much more than that now. Our catalogue now contains a variety of domestic releases, as well as an assortment of books and publications."

Scott noted a trend toward pressing records on colored vinyl and picture discs. Jem has done very well with its own pressing of the "Rocky Horror Show" picture disc and expects to do well with a colored vinyl pressing of the Who's "Who Are You" album and Steely Dan's "Aja". "This will be the year of the collector's item," he concluded.

English Joins Sea Level

LOS ANGELES — Drummer/percussionist Joe English has joined Capricorn recording artists Sea Level after a two-year stint in the same capacity for Paul McCartney and Wings. During that time, he recorded with Wings and participated in the Wings Over America Tour of 1976. English recently accompanied Sea Level to Europe for performances at the Montreux Jazz Festival and is also featured on the just-completed album by the group titled "On The Edge," scheduled for release in September.

Record Pirates Face Sentencing

(continued from page 10)

Brooks, owner of Jimmy Brooks Enterprises, and from two vans parked near his house. Authorities said that the house was being used as a storage area for the tapes.

In Montgomery, Alabama, Charles Howard Campbell and Cherry Valley Sewing Center in Cherry Valley, Ala., was convicted by a jury in Federal District Court on seven counts of willful copyright infringement for selling pirated tapes, in addition to operating an in-store, 8-track cartridge tape duplicator. Judge Robert Varner sentenced Campbell to a fine of \$1,400 and ordered the destruction of more than 500 tapes that had been seized by the FBI. He had been accused of illegally duplicating copyrighted recordings originally released by A&M, CBS, London, MCA, RCA, and Warner Bros.

Quintessence Adds 40

LOS ANGELES — Pickwick Records' Quintessence classical line will release 20 albums in September followed by another 20 in October. The albums will include the complete Beethoven concertos, Bach's Brandenburg Concertos and a two-record set of Earl Wild's "Liszt In The Grand Manner," one disc of which is a new creation.

Pickwick's budget classical line now features almost 100 titles.



MUSCLE SHOALS STUDIOS OPEN — Muscle Shoals Sound Studios & Publishing Co. recently opened a facility in Muscle Shoals, Alabama on the banks of the Tennessee River. The facility offers record producers complete accommodations including two publishing companies and production services. Pictured (l-r) are the company's co-owners: David Hood, Roger Hawkins, Jimmy Johnson and Barry Beckett.

COUNTRY

TOP 50 ALBUMS

	Weeks On Chart	8/26	Chart
1 HEARTBREAKER DOLLY PARTON (RCA AFL1-2797)	5	3	
2 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	1	10	
3 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA903-H)	2	7	
4 STARDUST WILLIE NELSON (Columbia JC 353605)	3	18	
5 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST-11732)	6	30	
6 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	4	10	
7 ROOM SERVICE OAK RIDGE BOYS (ABC AY-1065)	7	12	
8 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury ARM 1-5007)	10	21	
9 ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO! ELVIS PRESLEY (RCA CPL1-2901)	11	3	
10 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL1-2696)	8	30	
11 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	9	22	
12 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	13	31	
13 WOMANHOOD TAMMY WYNETTE (Epic KE-35442)	16	9	
14 HONKY TONK HEROES CONWAY TWITTY/LORETTA LYNN (MCA-2372)	14	8	
15 IT'S A HEARTACHE BONNIE TYLER (RCA AFL 1-2821)	15	13	
16 OHI BROTHER LARRY GATLIN (Monument MG 7626)	12	12	
17 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	21	21	
18 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA-2375)	18	4	
19 THE VERY BEST OF CONWAY TWITTY (MCA 3043)	17	13	
20 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	22	37	
21 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	19	45	
22 I BELIEVE IN YOU MEL TILLIS (MCA-2364)	20	10	
23 SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	27	19	
24 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	26	23	
25 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	25	52	
26 LOVE ME WITH ALL YOUR HEART JOHNNY RODRIGUEZ (Mercury SRM-1-5011)	24	6	
27 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1718)	28	49	
28 CONTRARY TO ORDINARY JERRY JEFF WALKER (MCA-3041)	23	9	
29 BARTENDER'S BLUES GEORGE JONES (Epic KE 35414)	29	3	
30 CLASSIC RICH CHARLIE RICH (Epic JE-35394)	30	3	
31 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA APL 1-2478)	31	25	
32 THE BEST IS YET TO COME JOHNNY DUNCAN (Columbia KC 35451)	35	2	
33 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	33	41	
34 JERRY LEE LEWIS KEEPS ROCKIN' (Mercury SRM-1-5010)	39	6	
35 WHITE MANSIONS VARIOUS ARTISTS (A&M SP-6004)	—	1	
36 COUNTRY BOY DON WILLIAMS (ABC DO 2088)	36	4	
37 THE BEST OF GENE WATSON Capitol ST-11782)	37	9	
38 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	32	30	
39 COLLISION COURSE ASLEEP AT THE WHEEL (Capitol SW-11726)	—	1	
40 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic KE 35443)	—	1	
41 LOVE... & OTHER SAD STORIES BILL ANDERSON (MCA 2371)	41	2	
42 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO2093)	43	44	
43 SOFT LIGHTS AND HARD COUNTRY MUSIC MOE BANDY (Columbia KC 35288)	44	5	
44 IT WAS ALMOST LIKE A SONG RONNIE MILSAP/RCA APL 1-2439)	45	40	
45 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771-G)	46	5	
46 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON/JESSIE COLTER/TOMFALL GLASER (RCA APL 1-1321)	47	87	
47 DAYTIME FRIENDS KENNY ROGERS (United Artists UA-LA 754-G)	48	2	
48 GUITAR MONSTERS CHET ATKINS & LES PAUL (RCA APL 1-2768)	34	8	
49 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	49	49	
50 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	42	68	

Warner Bros.' Wickham Sees Changing Of Country Music

by Bob Campbell

NASHVILLE — Since its inception here four years ago, Warner Bros.' country operation has emerged as a viable, resourceful and growing representative of country music. Much of the credit for the success of such artists as Margo Smith, Emmylou Harris, Donna Fargo, Con Hunley and T.G. Shepherd belongs to Englishman Andrew Wickham, the newly-elected vice-president and director of Warner Bros.'s country division.

While in Nashville recently for one of his frequent business trips here, the 34-year-old Wickham discussed at length with **Cash Box** the significance of his recent promotion from director of country operations to a vice presidential post. He also examined his relationship with the Nashville office and delineated his philosophic approach to country music as a record executive.

On the surface, the promotion of Wickham to vice-president would seem to be a move of mere face value. But Wickham, who also adds a broad background as a music journalist to his record industry experience, said the appointment served as a direct affirmation of faith by Warner Bros. in its country division. Simply, Wickham now wields more bargaining power for his Nashville office than ever before.

"This promotion solidifies our Nashville presence," said Wickham, who went to school in England with Mick Jagger and was a close friend of the late folk artist Phil Ochs. "We have been down here for about four years, and we had some difficulty getting established. For about 18 months or so it was a particularly trying time. There were companies here in the early 70's who were coming in and out of the country business, including our own sister label in the country field, and the people in California didn't really understand the field or what was involved. They didn't understand the marketing techniques, and they didn't understand the talent. Before it was in country music, Warners was very much a progressive company in every respect — an album-oriented company — whose product was targeted at a different age group than what usually is applied to country music. So when we got into this thing, we got our toes wet rather gingerly. We made a lot of mistakes. Then, slowly but surely, we began to solidify.

"But until I was appointed vice president,

we were operating a whole field of music, but we didn't have that title," Wickham added. "More than being a personal accolade for me, that title is a reflection of the confidence they have in the operation as a whole. Warners only has 12 vice presidents out of a total staff of probably 350 executives. Some companies have 30 or 40 vice presidents because the title means something on a business card that affects business on the outside of the company. Warners is very reluctant to hand them out because they have this small number of vice presidents which basically address themselves to all areas of music. If you are the vice president of black music, when you sit in on a vice presidential meeting or attend the Warner Bros. convention, you are expected to contribute on the general running of the company, not just your specific one area. It will enable me and Stan Byrd and Norro Wilson, the three senior executives in the country division, to perform more effectively for our artist roster. It means that I have access to all the top management decisions which occur at Warners that I didn't quite have before. Now I can have a lot of things I want with much less difficulty."

Other than solidifying support for the country division within the Warner Bros. corporate structure, Wickham said his promotion would have no effect upon the basic mode of operation for Nashville's office.

Change Not Drastic

"It is probably not going to change things as drastically as you might think because I've always had a close relationship with Mo Ostin (chairman of the board and president of Warner Bros.)," Wickham said. "He always said to me, 'Andrew, you like Nashville... you understand the field better than any of the other executives at Burbank. You develop a country wing for us. And I was given complete freedom to do that. I have a very constructive and easy relationship with Norro Wilson, who is the head of A&R responsibilities. Norro knows Nashville much better than I will ever know it, and he is much closer to the songwriters. He is a successful record producer. Norro is officially head of A&R for the company and it would be unlikely that I would ever over rule any instinct he had. I just wouldn't want to change anything now. I think we are

(continued on page 36)

More Than 20 Country 45s Enter Pop Chart In Past Year

by Donna Barham

NASHVILLE — Due largely to the "crossover fever" that is currently uppermost in the minds of record company executives here, more than 20 country singles have entered the **Cash Box** pop charts in the past 12 months. But of those records, only Crystal Gayle's "Don't It Make My Brown Eyes Blue" has been able to reach the #1 position on both the country and pop charts.

Gayle's United Artist single debuted in the country charts July 9, 1977 at #68 and reached the #1 country position nine weeks later. It also took nine weeks for "Don't It Make My Brown Eyes Blue" to reach the #1 position on the pop charts, debuting August 6, 1977 at #93 and peaking Oct. 8 in the #1 spot. The single is certified gold, one of the very few country crossovers to merit the distinction, and the only one to reach the top 10 on both charts.

"It Was Almost Like A Song" by RCA's

Ronnie Milsap, a #1 country single, entered the pop charts July 2 at #96 nearly six weeks after its initial debut on the country charts. But after three months on the pop charts, it peaked at the #11 slot.

Fourteen #1 country singles crossed into the pop charts this past year, seven charting in the top 50. Waylon Jennings' "Luckenbach, Texas (Back To The Basics Of Love)" peaked at #23 in the pop charts. "Daytime Friends" by Kenny Rogers climbed to the #28 position, and "My Way" by Elvis Presley reached the #31 slot.

Jerry Seabolt, director of national country promotion for United Artist Records, commented on the Gayle single's unique successful climb to both #1 spots.

"It goes back to what makes a hit, and don't think anyone's been able to answer that question the same way twice," said Seabolt. "It was a time in the marketplace where people were ready for a song like "Don't It Make My Brown Eyes Blue," and

(continued on page 3)



FRICKE SINGS AT DISC CONVENTION — Columbia recording artist Janie Fricke recently performed for Disc Records executives during their recent national convention held in St. Charles, Illinois. Pictured above after the performance are (l-r): Frank Mooney, vice-president, sales and branch distribution, CBS Records; John Cohen, president, Disc Records; Fricke; Raul Ascovedo, general manager, Disc Records; Don VanGorp, regional vice-president, midwest, CBS Records; Roy Wunsch, director, marketing, CBS Records, Nashville; Randy Brown, director, national accounts, CBS Records; Joe Casey, director, promotion, CBS Records, Nashville.

CASH BOX TOP 100 COUNTRY

September 2, 1978

	Weeks On Chart	8/26		Weeks On Chart	8/26		Weeks On Chart	8/26
1 WHEN I STOP LEAVING (I'LL BE GONE) CHARLEY PRIDE (RCA PB 112871)	2	11	34 LET'S TAKE THE LONG WAY AROUND THE WORLD RONNIE MILSAP (RCA PB-11369)	—	1	66 THE WALTZ OF THE ANGELS DAVID HOUSTON (Elektra E-45513)	57	11
2 RAKE AND RAMBLIN' MAN DON WILLIAMS (ABC AB-12373)	3	10	35 TONIGHT'S THE NIGHT (IT'S GONNA BE ALRIGHT) ROY HEAD (ABC AB-12383)	38	7	67 YOU MEAN THE WORLD TO ME HOWDY GLENN (Warner Bros. WBS 8616)	67	6
3 ROSE COLORED GLASSES JOHN CONLEE (ABC AB-12356)	4	16	36 HOPELESSLY DEVOTED TO YOU OLIVA NEWTON-JOHN (RSO RS 903)	40	7	68 DANGER HEARTBREAK AHEAD ZELLA LEHR (RCA PB-11359)	84	2
4 BOOGIE GRASS BAND CONWAY TWITTY (MCA 40919)	5	8	37 LOVE, LOVE, LOVE/CHAPEL OF LOVE SANDY POSEY (Warner Bros. WBS 8160)	41	5	69 ANOTHER FINE MESS GLEN CAMPBELL (Capitol P-4585)	52	13
5 BLUE SKIES WILLIE NELSON (Columbia 3-10784)	9	7	38 I FOUGHT THE LAW HANK WILLIAMS, JR. (Warner/Curb WBS 8641)	42	4	70 MOTEL ROOMS LITTLE DAVID WILKINS (Epic 8-50571)	71	6
6 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA PB-11344)	12	6	39 THE FEELINGS SO RIGHT TONIGHT DON KING (Con Brio CBK 137)	43	5	71 BETTER ME TOMMY OVERSTREET (ABC AB-12367)	54	13
7 WOMANHOOD TAMMY WYNETTE (Epic 8-50574)	10	8	40 CRYIN' AGAIN OAK RIDGE BOYS (ABC AB-12397)	—	1	72 THIS MAGIC MOMENT SANDRA KAYE (WIG-DK-8-068)	80	3
8 LOVE ME WITH ALL YOUR HEART (CUANDO CALIENTA EL SOL) JOHNNY RODRIGUEZ (Mercury 55029)	8	9	41 HELLO! REMEMBER ME BILLY SWAN (A&M 2046)	45	9	73 SO SAD (TO WATCH GOOD LOVE GO BAD) STEVE WARINER (RCA PB-11336)	79	6
9 HEARTBREAKER DOLLY PARTON (RCA PB-11296)	19	3	42 I'LL JUST TAKE IT OUT IN LOVE GEORGE JONES (Epic 8-50584)	13	10	74 LAST LOVE OF MY LIFE LYNN ANDERSON (Columbia 3-10809)	87	2
10 WHO AM I TO SAY THE STATLER BROS. (Mercury 55037)	16	6	43 '57 CHEVROLET BILLIE JO SPEARS (UA-X1229-Y)	48	4	75 I'VE GOT AN ANGEL (THAT LOVES ME LIKE THE DEVIL) BOBBY HOOD (Chute CR 101)	77	6
11 BEAUTIFUL WOMAN CHARLIE RICH (Epic 8-50562)	11	10	44 SWEET FANTASY BOBBY BORCHERS (Epic 8-50585)	49	4	76 YOU SNAP YOUR FINGERS (AND I'M BACK IN YOUR HANDS) DAVID WILLS (United Artists UA-X1196-Y)	76	8
12 HELLO MEXICO (AND ADIOS BABY TO YOU) JOHNNY DUNCAN (Columbia 3-10783)	14	7	45 ANYONE WHO ISN'T ME TONIGHT KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)	—	1	77 LONELY SIDE OF THE BED LINDA CASSADY (Cin Kay AA/047)	81	5
13 IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) JOE STAMPLEY (Epic 8-50575)	15	8	46 SINGLE AGAIN GARY STEWART (RCA PB-11297)	47	7	78 UNTIL THE NEXT TIME BILLY PARKER (SRC SC 160)	82	3
14 WITH LOVE REX ALLEN, JR. (Warner Bros. WBS 8608)	18	6	47 ANOTHER GOODBYE DONNA FARGO (Warner Bros. WBS 8643)	72	2	79 TWO HEARTS TANGLED IN LOVE KENNY DALE (Capitol P-4619)	—	1
15 IF THE WORLD RAN OUT OF LOVE TONIGHT JIM ED BROWN/HELEN CORNELIUS (RCA PB-11304)	17	6	48 FROM SEVEN TILL TEN LORETTA LYNN/CONWAY TWITTY (MCA-40920)	22	11	80 MUSIC, MUSIC, MUSIC REBECCA LYNN (Scorpion SC 0550)	59	10
16 IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD (MCA 40936)	25	4	49 BAR WARS FREDDY WELLES (Columbia 3-10769)	30	10	81 (I LOVE YOU) WHAT CAN I SAY JERRY REED (RCA PB-11281)	74	13
17 PENNY ARCADE CRISTY LANE (LS/GRT-167)	21	7	50 YOU DON'T LOVE ME ANYMORE EDDIE RABBITT (Elektra E-45488)	39	13	82 LAST NIGHT, EV'RY NIGHT REBA McENTIRE (Mercury 55037)	88	2
18 OLD FLAMES (CAN'T HOLD A CANDLE TO YOU) JOE SUN (Ovation OV 1107)	20	10	51 FAIR AND TENDER LADIES CHARLIE McCOY (Monument 45-258)	58	4	83 NORMA JEAN SAMMI SMITH (Elektra E-45504-5)	83	4
19 WE BELONG TOGETHER SUSIE ALLANSON (Warner/Curb WBS-8597)	1	11	52 WHAT TIME DO YOU HAVE TO BE BACK TO HEAVEN RAZZY BAILEY (RCA PB-11338)	61	4	84 LIVINGSTON SATURDAY NIGHT JIMMY BUFFETT (ABC AB-12391)	86	3
20 EASY FROM NOW ON EMMYLOU HARRIS (Warner Bros. WBS 8623)	26	5	53 ONE SIDED CONVERSATION GENE WATSON (Capitol P-4616)	75	2	85 BACK IN THE USA LINDA RONSTADT (Elektra/Asylum E-45519-A)	—	1
21 CARIBBEAN SONNY JAMES (Columbia 3-10764)	24	7	54 ANIMAL/I JUST WANTED YOU TO KNOW RONNIE McDOWELL (Scorpion SC 0553)	53	6	86 PUT IT ON ME LOUIS MANDRELL (Epic 8-50565)	89	4
22 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPS-0301)	23	9	55 I STILL BELIEVE IN LOVE CHARLIE RICH (United Artists UA-X1223-Y)	60	6	87 THINGS I'D DO FOR YOU MUNDO EARWOOD (GMC-104-A)	—	1
23 TEAR TIME DAVE & SUGAR (RCA PB-11322)	31	3	56 TOE TO TOE FREDDIE HART (Capitol P-4609)	66	3	88 WHY BABY WHY JERRY INMAN (Elektra E-45508)	91	4
24 HERE COMES THE HURT AGAIN MICKY GILLEY (Epic 8-50580)	29	6	57 BE YOUR OWN BEST FRIEND RAY STEVENS (Warner Bros. WBS 8603)	62	4	89 I OWE IT ALL TO YOU JERRY ABBOTT (Churchill CR 7715)	90	2
25 THE DAYS OF SAND AND SHOVELS NAT STUCKEY (MCA 40923)	27	9	58 NIGHTS ARE FOREVER WITHOUT YOU BUCK OWENS (Warner Bros. WBS 8614)	68	3	90 SHOW ME A SIGN JIM CHESTNUT (ABC/Hickory 45-51169)	92	4
26 TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y)	6	11	59 LET ME TAKE YOU IN MY ARMS AGAIN JAMES DARREN (RCA PB-11316)	69	6	91 YOU'RE A DANCER EDDY RAVEN (Monument 45-260)	95	3
27 I JUST HAD YOU ON MY MIND DOTTSY (RCA PB-11293)	28	9	60 BORDERTOWN WOMAN MEL McDANIEL (Capitol P-4597)	70	4	92 LOVIN' YOU OFF MY MIND CATES SISTERS (Caprice CA 2051)	—	1
28 DO IT AGAIN TONIGHT LARRY GATLIN (Monument 45-259)	33	4	61 BABY BLUE KING EDWARD IV (Soundwaves SW 4573)	64	7	93 RIDER IN THE RAIN RANDY NEWMAN (Warner Bros. WBS 8630)	97	3
29 YOU NEEDED ME ANNE MURRAY (Capitol P-4575)	7	17	62 DON JUAN BILLY "CRASH" CRADDOCK (ABC AB-12384)	63	6	94 FIRST ENCOUNTER OF THE CLOSE KIND TOM BRESH (ABC AB-12389)	—	1
30 NO SLEEP TONIGHT RANDY BARLOW (Republic REP-024)	37	4	63 YOU SHOULD WIN AN OSCAR (EVERY NIGHT) CHUCK POLLARD (MCA 40944)	65	6	95 DON'T THINK TWICE, IT'S ALL RIGHT DOC & MERLE WATSON (United Artists UA-X1231-Y)	100	2
31 NO LOVE HAVE I GAIL DAVIES (Lifesong ZS8 1771)	34	9	64 I'LL FIND IT WHERE I CAN JERRY LEE LEWIS (Mercury 55028)	32	11	96 IF THIS IS JUST A GAME DAVID ALLAN COE (Columbia 3-10816)	—	1
32 I WANT TO BE IN LOVE JACKY WARD (Mercury 55038)	35	6	65 TALK TO ME FREDDY FENDER (ABC AB-12370)	44	12	97 GOT YOU BACK IN MY MIND AGAIN GAYLE HARDING (Robchris R 1004)	98	3
33 THREE TIMES A LADY NATE HARVELL (Republic REP 025)	36	8				98 YOU'RE A PART OF ME GENE COTTON WITH KIM CARNES (Ariola 7704)	99	2
						99 STAY WITH ME NICK NOBLE (Churchill 7713)	—	1
						100 IF THAT'S NOT LOVING YOU (YOU CAN'T SAY I DIDN'T TRY) RUBY FALLS (50 States FS 63A)	—	1

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Animal (Brim Music — SESAC)	54	Got You Back (Robchris — BMI)	97	Let Me Take (Stonebridge — ASCAP)	59	Talking In Your (Roger Cook/Chriswood — BMI)	26
Another Fine (United Artists — ASCAP)	69	Heartbreaker (Songs of Manhattan Island/Begonia Melodies — BMI)	9	Let's Shake (Hungry Mountain — BMI)	22	Tear Time (Forrest Hills — BMI)	23
Another (ATV/Mann & Weil/Frascotti — BMI)	47	Hello Mexico (Algee/Flagship — BMI)	12	Let's Take (Chess — ASCAP/Pi-Gem — BMI)	34	The Days (Pi-Gem — BMI)	25
Anyone Who Isn't (Bobby Goldsboro — ASCAP)	45	Hello! Remember (Crazy Cajun — BMI)	41	Livingston (ABC/Dunhill/Unart — BMI)	84	The Feelings So (Wiljex — ASCAP)	39
Baby Blue (Music Craftshop/Morning Music USA — ASCAP)	61	Here Comes (Jack & Bill — ASCAP)	24	Lonely Side (Hal Freeman — ASCAP/Sheri Kay — BMI)	77	The Waltz (Central/Beechwood — BMI)	66
Back In The (Arc Music — BMI)	85	Hopelessly Devoted (Stigwood/John Farrar/Ensign — BMI)	36	Love, Love, Love (Unichappell — BMI)	37	Things I'd Do (Music West of the Pecos — BMI)	87
Bar Wars (Buzz Cason — ASCAP)	49	I Fought The (Acuff-Rose — BMI)	38	Love Me (Peer Int'l. — BMI)	8	This Magic (Rumbalero/Tiger/Tredlew — BMI)	72
Beautiful Woman (Algee — BMI)	11	If That's Not (Amberways — ASCAP/Blue Max — BMI)	100	Lovin' You Off (Sound Corp. — ASCAP)	92	Three Times A (Jobete/Commodore Entertainment — ASCAP)	33
Better Me (Tree — BMI)	71	If The World (ABC/Dunhill — BMI/American Broadcasting — ASCAP)	15	Motel Rooms (Little David — BMI)	70	Toe To (Blackwood/Fullness — BMI)	56
Be Your Own (Ray Stevens — BMI)	57	If This Is (Warner/Tamerlane — BMI)	96	Music, Music, (Tro-Cromwell — ASCAP)	80	Tonight's The Night (Riva Music — BMI)	35
Blue Skies (Irving Berlin — ASCAP)	5	If You've Got (Galleon — ASCAP)	13	Nights Are (Dawnbreaker — BMI)	58	Two Hearts Tangled (Publicare — ASCAP)	79
Boogie Grass (Bucksnoort — BMI)	4	I'll Find It (Cedarwood Pub. — BMI)	64	No Love (Cedarwood — BMI)	31	Until The (Paukie — BMI)	78
Boardertown (Screen Gems/EMI — BMI)	60	I Just Had (Ensign — BMI)	27	Norma Jean (Natural Songs — ASCAP)	83	We Belong Together (Paukie Music — BMI)	19
Caribbean (Belinda/Elvis Presley — BMI)	21	I Just Wanted (Brim Music — SESAC)	54	No Sleep Tonight (Frebar Music — BMI)	30	What Time Do (House of Gold — BMI)	52
Chapel Of Love (Mother Bertha/Trio — ASCAP)	37	I'll Just Take (Hall-Clement — BMI)	42	Old Flames (Belinda — BMI)	18	When I Stop (Pi-Gem — BMI)	1
Cryin' Again (Tree Pub. — BMI/Cross Keys — ASCAP)	40	(I Love) (Vector — BMI)	81	One Sided (Joe Allen — BMI)	53	Who Am I (American Cowboy — BMI)	10
Danger (Duchess/Tree/Posey — BMI)	68	I Owe It (Valance/Churchill — BMI)	89	Penny Arcade (House of Bryant — BMI)	17	Why Baby (Fort Knox — BMI)	88
Don Juan (Ahab Music, Inc — BMI)	62	I Still (ATV Music Corp — ASCAP)	55	Put It On (Tree Pub. — BMI)	86	With Love (Boxer — BMI)	14
Don't Think (Warner Bros. — ASCAP)	95	It's Been A (Shade Tree — BMI)	16	Rake and Ramblin' (Hall-Clement — BMI)	2	Womanhood (Tree Pub. — BMI)	7
Do It Again (First Generation — BMI)	28	I've Always (Waylon Jennings — BMI)	6	Rider In (Hightree — BMI)	93	You Don't (Briarpatch/DebDave — BMI)	50
Easy (Song of Cash — ASCAP)	20	I've Got (Prize/Starcast — ASCAP)	75	Rose Colored (House of Gold/Pommard — BMI)	3	You Mean (Al Gallico — BMI)	67
Fair And Tender (Acuff-Rose — BMI)	51	I Want To (Ray Stevens — BMI)	32	Single Again (Forrest Hills — BMI)	46	You Needed Me (Chappell/Ironside — BMI)	29
'57 Chevrolet (ATV Music — BMI)	43	Last Love (Easy Nine/Baby Chick — BMI)	74	Show Me A (Acuff-Rose — BMI)	90	You're A (Milene — ASCAP)	91
First Encounter (Great American — BMI)	94	Last Night (Combine — BMI/Music City — ASCAP)	82	So Sad (Acuff-Rose — BMI)	73	You're A (Brown Shoes/Chappell — ASCAP)	98
From Seven Till (Irving/Down 'N Dixie/Screen Gems — BMI)	48			Sweet With Me (U.A./Zoo — ASCAP)	99	You Should Win (Paukie/Pollavan — BMI)	63
				Sweet Fantasy (Chappell — ASCAP)	44	You Snap Your (Chess Music — ASCAP)	76
				Talk To (Jay & Cee Music — BMI)	65		

45 / REVIEWS / LP

MEL TILLIS (MCA 40946)

Ain't No Callifornia (3:35) (Tree Pub. — BMI) (Sterling Whipple)

Mei does a fine job on this Sterling Whipple song which has been around for awhile, and with the producing of Jimmy Bowen, this single about a rambler facing the facts and settling down, should reach the top of the country charts.

THE KENDALLS (Ovation OV 1112)

Sweet Desire (2:30) (Terrace Music — ASCAP) (Jeannie Kendall)

The Kendalls are still hot airplay artists and this upbeat tune from their "Old Fashioned Love" album has already gotten a lot of exposure. Flip side is the title tune from the LP, which means this single could do very well for box operators.

TOM T. HALL (RCA PB-11376)

What Have You Got To Lose (3:12) (Hallnote — BMI) (Tom T. Hall)

The Storyteller this time refers to the pleasures of booze. Another of Tom T's self-penned songs, this one is done to the tune of "I Love Beer." Produced by Roy Dea.

JOHNNY CASH (Columbia 3-10817)

Gone Girl (3:04) (Jack Music — BMI) (J. Clement)

Just off of a #1 country record on the **Cash Box** charts, this single should be close behind. There are a lot of big names involved; produced by Larry Butler, arranged by Bill Justis, written by Jack Clement and of course sung by the man.

BARBARA MANDRELL (ABC AB-12403)

Sleeping Single In A Double Bed (2:20) (Pi-Gem Music — BMI)

(Kye Fleming/Dennis W. Morgan)

Barbara's career is still flourishing and this upbeat offering shows more of her versatility. Producer Tommy Collins has mixed instrumentation and background vocals beautifully.

Singles To Watch

BILLY "CRASH" CRADDOCK (Capitol P-4624)

Hubba Hubba (2:17) (Ray Stevens Music — BMI) (Layng Martime, Jr.)

DAVID ROGERS (Republic REP-029)

When A Woman Cries (2:30) (Door Knob Music — BMI; Kenwall Music — ASCAP) (Sammy Lyons/Betty Duke)

JERRY REED & THE PLUG-N-BAND (RCA PB-11370)

Stars And Stripes Forever (3:20) (Guitar Man — BMI) (John Phillip Sousa)

ROY CLARK (ABC AB-12402)

The Happy Days (3:55) (Chappell/Aznavour Music — ASCAP) (Bradford Craig/Charles Aznavour)

JOEY MARTIN (Nicholodean 1002)

I've Been A Long Time Leavng (But I'll Be A Long Time Gone) (2:54) (Tree Pub. — BMI) (Roger Miller)

JIM MUNDY/TERRI MELTON (MCM MCM-100)

If You Think I Love You Now (2:26) (Mundy Music — ASCAP) (Jim Mundy)

ROGER BOWLING (Louisiana Hayride WIG-LH-784)

A Loser's Just A Learner (On His Way To Better Things) (3:15) (Welbeck — ASCAP; ATV Music — BMI) (Steve Tutsie/Roger Bowling)

TERRI HOLLOWELL (Con Brio CBK 139)

Strawberry Fields Forever (2:57) (Maclen — BMI) (Lennon/McCartney)

SONNY & NAN (Calico Climate H111)

Free Sprit (2:26) (House of Houston — ASCAP) (Floyd Huddleston)

KENT FOX (Mercantile MR-500-7)

Garage Sale (3:22) (Blueford Music — ASCAP) (K. Fox/N. Null)

DICK MOEBAKKEN (ASI ASI-1016)

Heaven Is Being Good To Me (3:05) (Tektra-BMI) (Bednarchuk-Jensen)

LINDA DAVIS (Sound Factory SF404)

High Steppin' (3:04) (Chablis Music/Jidobi Music — BMI) (Danny Mac/Paul Gauvin)

ARTHUR SMITH (Monument 45-262)

Foolish Questions (3:08) (Clay Music — BMI) (Arthur Smith)

CMA Talent Buyers Seminar Planned To Start On Oct. 13

NASHVILLE — CMA board members and co-chairmen of this year's 7th annual CMA Talent Buyers Seminar, Shorty Lavender and Don Romeo, have announced plans regarding the agenda.

Opening day, Oct. 13, will feature special panel discussions, conducted by recording artist Charlie Daniels and his manager Joe Sullivan which will answer questions from TBS registrants pertaining to the relationship between a recording artist, his manager and agent, and how they work together in booking play dates. The discussions should provide a clearer perspective on each of these roles to participating talent buyers and explain the time element and procedures involved in booking an act.

The following day, CMA board member and MCA recording artist Bill Anderson will appear before the seminar presenting a special audio/visual production featuring a slide show with live music and narration by Bill and the Po' Folks with Mary Lou Turner. The audio/visual consists of a capsulized history of country music, with examples and descriptions of the various types of current country music.

Labor Day Bluegrass Fest. Comes To Kerrville

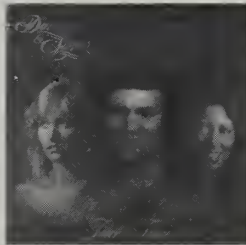
KERRVILLE, TEXAS — The annual Labor Day Bluegrass Festival set for Sept. 1-3, at Rod Kennedy's Quiet Valley Ranch, nine miles south of Kerrville, will blend the fresh with the familiar in 30 hours of on stage performances.

The Poverty Playboys of Kerrville, as in past festivals, will kick things off Friday night. The band dresses like early Grand Ole Opry performers in straw hats and plays traditional bluegrass.

All 14 of the other bands are imported from Texas, California, Indiana, Georgia, Kentucky and Tennessee and their music will be as diverse as the states from which they come.

Texas bands include the Shady Grove Ramblers from Irving, Grassfire from Austin, Tennessee Valley Authority from San Antonio, Southern Select from Austin and the Bluegrass Ramblers from LaPorte with guest fiddler-guitarist-singer, Joe Stuart, from Nashville.

Out-of-state acts include the Pinnacle Boys, the Caffery Family, Dan Cray, Richard Greene, Peter Rowan, the McLain Family, the Bluegrass Alliance, Larry Sparks and the Lonesome Ramblers, the Lewis Family, and Buck White with the Down Home Folks.



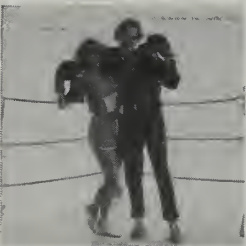
TEAR TIME — Dave & Sugar — RCA-APL1-2861 — Producer: Jerry Bradley and Dave Rowland — List: 6.98

Dave & Sugar continue to mark their recordings with rich, three-part harmonies. Complex harmony is not new to country music, but the trio is different in that they switch lead vocals with dexterity along with strong harmony on a song's chorus. Dave & Sugar are enjoying more and more success as artists, and this album should move well in country markets. Best cuts are "Tear Time" and "Baby, Take Your Coat Off."



REFLECTIONS — Gene Watson — Capitol-SW-11805 — Producer: Russ Reeder — List: 6.98

Gene Watson is highly underrated in the country field even though he does everything well. One big hit record could greatly enlarge his chances, and Gene may find one in this album. Watson sings straight country music, but he insists on well-written material. "I Wonder How It Is In Colorado" and "One-Sided Conversation" complete this strong package.



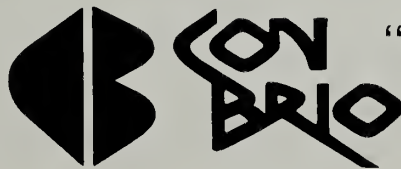
LET'S SHAKE HANDS AND COME OUT LOVIN' — Kenny O'Dell — Capricorn — CPN-0211 — Producer: Kenny O'Dell — List: 7.98

Although he has maintained a low profile during the past couple years, Kenny O'Dell is one of Nashville's most successful song writers. For instance, he wrote Charlie Rich's "Behind Closed Doors" and "Take It On Home" (included on this album). Now on Capricorn, O'Dell shows he is a capable artist as well as writer. With an attractive album cover and crack production, this product should generate considerable airplay and sales.



THE FEELINGS SO RIGHT — Don King — Con Brio-CBLP-053 — Producer: Bill Walker — List: 6.98

Don King is one of those fresh faces with loads of talent who come along every so often in this business. His music is light, melodic and full of positive love songs. King still needs vocal maturity, but he is young and his voice will probably grow stronger each year. "The Feelings So Right," "Don't Make No Promises" and "Music Is My Woman" round out the best of this album.



"with enthusiasm"

IS
HEADING FOR
TOP "10"
with

**DON KING'S
THE FEELINGS
SO RIGHT
TONIGHT**

CBK 137



**TERRI HOLLOWELL'S
STRAWBERRY
FIELDS
FOREVER**

CBK 139



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**PAUL RICHEY'S
"HAPPY BIRTHDAY
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CBK 138

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request record



Billboard



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Listening is
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for this new
release!

COUNTRY

The Country Column

Wickham Forecasts Change

(continued from page 33)

doing a good job."

Nashville Sound Changing

Once a bastion of hard country music, Nashville has grown into a very opaque musical community in a short space of time. Record company autonomy — seemingly on the wane only a year ago here — is now being shuffled back to music row by New York and Los Angeles home offices because of the heady success enjoyed by Nashville divisions in the past few months. And the new music created here cannot be accurately categorized because it is an amalgamation of many complex influences. Wickham is keeping a feather touch on the pulse of today's country market and record company competition. He also realizes few boundaries are left in today's country music.

"It is becoming increasingly difficult to define country music," Wickham said. "This is leading into a philosophical discussion which is a bit off the point, but it seems to me that pure hard country music is disappearing. I recognize this as inevitable, but it saddens me a little bit because I love it so much. There is a strange situation now where your hard country artists are courting a much more MOR-oriented product. But then you have your Emmylou Harris's who was not originally a country singer — she was a folk singer from Washington D.C. — and what she is doing is recording old songs from way back. This group of artists are not really what I would call born country singers, but they are doing the old true country songs. Now Joe Ely on MCA — when you go see his shows, he will do western swing and old forms of country music and sell it to young kids. But he is like another world to a hard country audience. Then you have T.G. Shepherd and Hank Williams, Jr. What they are doing is a form of rock 'n' roll. It is very hard to tag what country music is. In relationship to our company, what Norro does is give us a certain kind of product and his signings have been fantastic. Some of the new artists have yet to be fully developed, but with people like Con Hunley, the signs are there.

"On the other hand I will go out and sign Carlene Carter or Guy Clark," Wickham added. "They are artists who can't be

marketed or merchandised through traditional means. Carlene Carter, in fact, made a rock 'n' roll album. But she lives in Nashville and her background is country. As an A&R executive, which is part of my responsibility, I have to look at her and say she is beautiful as well as talented. I think this girl will make it. Now whether she will be played on a country radio station remains to be seen. But the fact is that the signing came out of our country operation. And there will be more signings like that when you think of what RCA and MCA are doing and have plans to do. I'm not really limited in signings I make as to whether someone is considered country necessarily or not. I think one has to be cautious and not make wild gambles because we are in a business that has overhead and an existing roster to consider. The point I am trying to make is that Norro and myself complement each other. Where I am weak he is strong and so forth."

Austin Cited

In eras of musical flux, many record executives have made grave mistakes by signing and investing in acts which simply lacked the talent to survive a given trend. Wickham's assessment of the Austin, Tx. 'progressive country' movement offers a quick lesson in the slippery art of combining a strong understanding of music along with sound business management.

"When Austin was starting to happen and there was an indication something was really happening, it reminded me of what happened when San Francisco became an important town in rock 'n' roll," Wickham said. "When San Francisco exploded, I spent a little time up there and worked very closely with some of the people, particularly, 'The Grateful Dead.' I liked a lot of what I saw up there. I liked the freedom, and I understood the rebellion those people had against the traditional way of doing things. At the same time I saw the dangers and pitfalls there. I saw a lot of people get burned very badly — either by not understanding the music or making bad investments. If you were sitting looking at San Francisco as it was then, and you were a businessman in a record company looking at that and you were, say 40-years-old, and you were used

(continued on page 51)

Country 45s Crossing Over

(continued from page 33)

perhaps earlier the total population wasn't ready to accept a song like "Lucille" as a #1 pop record. It's just that the climate was right.

No Special Push

"There was no particular special push on Crystal's single other than that push any record company puts on a record that's showing the promise of being a bigger record than it already is," Seabolt continues. "This just happened to be a record that the timing was there, the sales climate was there, people were ready for it and it was a spectacularly good performance by Crystal and her producer, Allen Reynolds. The effort was there because the ammunition was there, the taste was there. We knew we had something going and it was just a matter of how much public acceptance was finally there."

Only three pop singles in the past year reached the top 10 on the country charts. The primary record was Debby Boone's "You Light Up My Life," which debuted pop on August 27 at #79 and reached the #1 spot on Oct. 8, just six weeks later. The Warner/Curb single then debuted in the country charts Oct. 22 at #88 and climbed to the #4 position Dec. 10 before dropping. Bonnie Tyler's RCA single "It's A Heartache" and Jimmy Buffett's ABC single "Margaritaville" also captured top 10 spots

on first the pop chart and then the country.

A third type of crossover single is one that debuts simultaneously on both the country and pop charts. The classic example is Linda Ronstadt's "Blue Bayou" which debuted Sept. 17, coming in at #86 in the country chart and #71 in the pop chart. This Elektra/Asylum single peaked at the #2 slot on both charts, but was kept from obtaining the #1 spot on the country charts by Waylon Jennings' "The Wurlitzer Prize" and on the pop charts, by the Bee Gees' "How Deep Is Your Love," from the "Saturday Night Fever" soundtrack.

Parton and Haggard

Over the past year, two traditionally country artists have had singles show up in the pop charts first, these being RCA's Dolly Parton and MCA's Merle Haggard. Parton's "Here You Come Again" was her first release since the push began to expand her popularity to include pop audiences. And Haggard's "From Graceland To the Promised Land" is a tribute to Elvis Presley, who died shortly before the record's release.

Clearly RCA and United Artist Records made the biggest push into the crossover market. RCA lead in charted crossover singles with 12 followed by UA with six.

The following is a list of singles that have crossed over and their peak positions over the past year:

(continued on page 55)

MCA recording artist **Conway Twitty** has been in Nashville taping "Hee Haw Honies," a new spin-off sequel to the already popular series "Hee Haw." While in town, Conway spent most of his time in Bradley's Barn studio cutting new album material for his next album to be released in Jan. A single is set for an Oct. release. In other news, the Conway/Loretta duo was voted Vocal Duo of the Year by WHN's recent Listener's Choice Awards for the third straight year. And Conway is set to guest star on "Carroll Baker's Super Special," to be taped in Toronto Sept. 19-20. During the show, Conway will be presented with a double platinum album from TeeVee Records in Canada who released a greatest hits album on Conway in Canada. He is also set for a Canadian tour Oct. 12-22.

Lynn Anderson has included **Gail Davies'** song, "Bucket To The South," in her latest Columbia album. Interesting to note that Anderson is an alumnus of the Lawrence Welk Show and that "Bucket To The South" was made famous by **Ava Barber**, current Welk Show regular. Also interesting to note that Gail Davies, who is on the country charts as an artist with her Lifesong recording of "No Love Have I," started her professional writing career as a staff writer for Welk's Vogue Music and her recording career as an artist for Welk's Vogue Productions.

Showay Productions, formerly located in Nashville, has a new address. Showay Talent Agency, 2039 Antoine Street, Houston, Tx., 77055.

Epic artist **Charly McClain** and MCA artist **Ronnie Sessions** recently taped segments for the U.S. Air Force show "Country Music Time" at Laurel Tree Studios in Nashville. "Country Music Time" is aired on 2,000 radio stations in the U.S., and is beamed to foreign countries via Armed Forces Network. The shows have been taped here for the past 21 years.

Columbia recording artist **Barbara Fairchild** has been chosen as the Truck Driver Sweetheart and will host a few of them as her guests in Nashville Sept. 1. Then she'll truck on down Sept. 2 to the Toma State Reservation, Cairo, Ga. On the 10th she'll be at the new Stadium, Pasadena, Tx., and on the 15th she'll headline at the International Room, Texarkana, Ar.

The Grapevine Opry in Grapevine, Tx., traditionally a country venue, has added a monthly bluegrass concert to its lineup. The first show recently premiered with **T.J. Roger's** "Pickin' Tyme", the Davis Brothers, the Cook Brothers, the Round Mountain Boys, and the House Brothers. **Johnnie High**, co-host of the Grapevine Opry stated the shows were instituted in the Saturday schedule as a means of satisfying the numerous requests for bluegrass in the Dallas/Fort Worth area. The Opry has increased their in-house recording facilities from 4-track to MCI 16-track console and machine, and has additionally upgraded to include the necessary out-board equipment, such as equalization, limiters, etc.

ABC's **Randy Gurley** has been tapped as a headliner for a series pilot taped recently in Plymouth in western England for ITV (Independent Television) to air in Nov. on the network of 10 ITV Regions throughout the British Isles. The 45-minute special is the first in a planned succession of country music programs being prepared and produced by Westward TV. The appearance marks Randy's first exposure in a foreign market. Her ABC releases are now undergoing special promo pushes in Britain.

Warner Bros.' **Donna Fargo** is home in Nashville after spending a month in Santa Barbara Cottage Hospital in Santa Barbara, Ca. The final diagnosis was transverse myelitis. It is hoped that she will be able to resume personal appearances in a couple of months. Just released is Donna's single "Another Goodbye," pulled from the forthcoming "Dark Eyed Lady" LP.

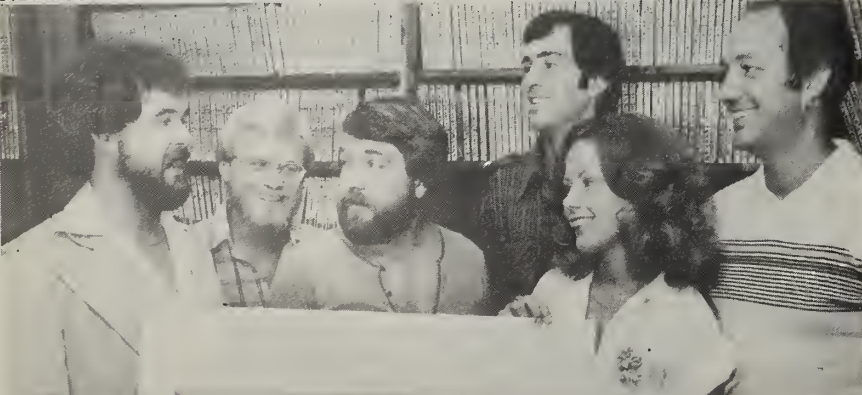
Elektra/Asylum's **Sammi Smith** has been busy with fair dates, concerts, clubs, etc. She has just been booked for her first European trip, set for Nov., to cover Germany, Spain and England. Recently, producer **Johnny Morris** was named as Sammi's manager with booking arrangements through **Johnny Elgin** at Music City Talent.

Congratulations to Scorpion's **Ronnie McDowell**, the proud father of a 9½ lb. boy born Aug. 21 and named **Ronnie Dean**. Wife **Karen** is resting comfortably at their home in Portland, Tn. McDowell recently recorded a live album at the Fox Theater in Atlanta before an enthusiastic audience of admirers.

RCA's singer/songwriter **Razzy Bailey** is on the **Cash Box** singles chart with "What Time Do You Have To Be Back To Heaven," this week in the #52 bullet slot. This is the artist's second release for RCA, produced by Bob Montgomery. Bailey is currently playing clubs around Georgia and recently appeared with his band, **The Aquarians**, on the **Jerry Reed Show** in Macon. He hopes to be on the road within six weeks. Bailey's is also the pen behind Epic's O.B. McClinton's next release "Natural Love." **donna barham**



Razzy Bailey



TREE WELCOMES SONGWRITERS — As part of its campaign to recruit new songwriters, Tree Publishing is buying billboard space in Nashville to explain their intentions to all writers who are interested in having material heard. Tree staff members assigned to assist in the search for new writers are (l-r): **Cliff Williamson**, **Terry Choate**, **Dan Wilson**, **Chris Dodson**, **Nancy Hirth**, and Tree vice president **Don Gant**.

COUNTRY RADIO

THE COUNTRY MIKE

PITTSBURGH POWERHOUSE GOES COUNTRY — WWSW/Pittsburgh is the latest of several stations to change their format to country since the first of the year. The 5000 watt station announced the format change to its listeners with a 97-hour promotion which began at noon on Friday, August 18. The promotion consisted of 97 hours of non-stop music, to acquaint the listeners with the new contemporary country format. The former MOR formatted station will operate under the direction of program director **Dave Hammond**. Hammond has been at WWSW for about five months. WWSW and WPEZ (FM) is owned by **Bill Block**, who also owns the Pittsburgh Post-Gazette newspapers. The personality line-up at the station will consist of **Ed Sherlock** in the mornings, **Ed Price**, mid-days; **Charlie**



Jonathan Fricke

Warren, afternoons; **Stan Savran's Sports Show** from 6-7 pm, **Scott Kahler**, 7-midnight; and **Dave Shallenberger** will handle the all-night duties.

FRICKE GOES BACK TO RADIO IN CINCINNATI — As reported last week in **Country Mike**, Nashville promotion executive and long-time radio programmer **Jonathon Fricke** has been hired to program WSAI/Cincinnati. Last week the station announced plans to change the top 40 format to country. The station is already on the air with the new format. Fricke started working with country formats in 1973, when he supervised the change from MOR to country at WMC/Memphis. Fricke has also worked at KFOX/Long Beach,

KBUY/Ft. Worth, KDJW/Amarillo, KRAK/Sacramento, and KLAK/Denver most recently. After leaving Denver, Fricke ran the offices of Warner Brothers Records for a time here in Nashville, before opening his own promotion company, Promotions Plus. Fricke says that after a two year absence from radio he's very excited about going to Cincinnati. When asked what he thought about the existing competition, WUBE, and the possibility of more competition in the future from WKRC, should they decide to go country, Fricke said, "The best defense is a good offense."

Fricke also commented that the station was in need of country oldies product. WSAI is located at 8th and Matson Place . . . Cincinnati . . . 45204. Fricke can be reached at 513-251-5700.

WLOL WILL BE WRRD — BIG RED RADIO — The Federal Communications Commission has approved the request to allow WLOL/Minneapolis to change its call letters to WRRD, as of September 13th. Program director **Dave Donahue** says they're already getting listeners used to the change through an hourly ID which relates, "Big red radio is WLOL/Minneapolis, soon to become WRRD." Also thanks to Donahue for his excellent three-part series on contemporary radio, which has appeared in **Cash Box** for the past two weeks. The final segment is in this issue. Hope you enjoyed these articles.

NEW PD AT WPNX/COLUMBUS, GEORGIA — **Ron Scott** has left KRMD/Shreveport to program WPNX/Columbus. Scott replaces **Jack Kent**, who recently left the station. Scott will also have an air shift from 10 am-2 pm. **Jlm Bell** will continue to be music director.

WHAT EVER HAPPENED TO: Billy Eger — former music director at KOOO/Omaha? . . . At last report, Eger was doing part-time work at KYNN/Omaha.

WAME HAS NEW MUSIC DIRECTOR — **Bob Braydon** has taken over the music chores at WAME/Charlotte, replacing **Pat McGowen**, who returns to the all-night show. Here's the latest line-up at the station: **Ed Gallaway**, mornings; **Larry English** 10-3, **Bob Grayson** 3-7, **Bob Brandon** 7-midnight.

As some of you may know by now, Storer Broadcasting has decided to put KTNQ (Ten Q) up for sale and will not be changing the station's format or call letters as previously announced. KGBS—FM, Ten Q's sister station will go ahead with plans to change their call letters to KHTZ, (K-Hits) but the format will remain country. Ten Q is reportedly on the block for ten million . . . and inside sources say that for the right offer, Storer would probably sell both stations.

Later this month, **Cash Box** will announce several new country reporting stations to be added to the list of stations supplying information for the **Cash Box** Country Singles Chart. Thanks to all the stations that expressed an interest in becoming reporters . . . and look to this column in the next couple of weeks for the new stations.

Send your station news and photos to: **Country Mike . . . Cash Box . . . 21 Music Circle East . . . Nashville, Tennessee . . . 37203.**

country mike

Moving Up, Getting New Jobs

by Dave Donahue

(This is the third in a three-part series on contemporary radio.)

NASHVILLE — The time has come to make your move. . . Many reasons may have contributed to it from the need for more money to a new challenge. Sometimes it seems you're getting offers left and right when you're working, and other times, especially if you're on the street, nothing is available.

It would be nice if management encouraged you to grow within the company as far as you could, then helped you find a new challenge outside — but in most cases that won't happen. Hopefully, you can tell your boss you're going to look for something else and keep your job but that also won't always be the case. The desire to grow may mean you have to go. There are several pits out there in the radio jungle you must learn to get around.

THE RUMOR MILL. Faster than a radio wave, it really gets around. If you totally believe all you hear then you just fell in your first pit. Sometimes, long shots on rumors are a way in, but more often than not, they are unfounded. The best way to check a rumor is to call or go to the source. (Isn't it

interesting how often the source really isn't looking or, "Gad, I just gave notice an hour ago?")

ADVERTISE IN THE TRADES: Yes, it does pay to advertise that you're looking, be it an open or blind ad. But be honest. Often we have answered ads only to find them almost totally nothing like they said they were. (Why is it when your ad says, "Top fifty markets, please," . . . you always get a call from Lovington, New Mexico?)

TAPE AND RESUME: Everyone wants one . . . (some stations don't have much bulk tape for production.) Every person's ear is different when it comes to the needs of what they want to hear on an air check. (Some programmers can tell in less than a minute what they want.) The best average running time for an air and production sample runs around five minutes, hardly more. So scope those commercials down as to show several start and end samples. As for the resume, people have sent everything from hand written, to typed, to totally graphically laid out. The only guide lines are, keep it clean and simple.

Now comes the biggest, darkest pit of them all. Landing that big bite you got! Your ad was answered or you were called!

(continued on page 51)

MOST ADDED COUNTRY SINGLES

- LET'S TAKE THE LONG WAY AROUND THE WORLD — RONNIE MILSAP — RCA**
KENR, WEEP, KWMT, WXCL, WINN, KERE, KYNN, KFDI, WLOL, WHK, KKYX, KGBS, KNUZ, KHEY, KLAK, KSSS, KHAK, WCMS, WTSO, WAXX, WWOL, WVOJ, KRMD, KDJW, KCUB, WSLC, KXLR, KGA, WPNX, KSON, WMPS, KJJJ, KMPS, WBAM, KIKK, KAYO, WHOO, WHN, WMC, KLAC, WWVA, WPLO, WAME.
- CRYIN' AGAIN — OAK RIDGE BOYS — ABC**
WUNI, WLOL, WAXX, WWOL, WINN, KSSS, KCUB, KENR, WDAF, WPNX, WTMT, KFDI, KJJJ, KERE, WXCL, KIKK, KKYX, KUZZ, WMC, KHEY, KGBS, KLAC, KMPS, WTSO, WWVA, KRAK, WJJD, WPLO, KCKC, KXLR, WNRS, WYDE, WMNI, WMPS, WHOO, WBAM, KDJW, KGA.
- ANYONE WHO ISN'T ME TONIGHT — KENNY ROGERS/DOTTIE WEST — UNITED ARTISTS**
KHAK, WUNI, WLOL, WWOL, WINN, KCUB, KENR, WPNX, WTMT, KJJJ, WIRE, KIKK, KKYX, KEBC, WCMS, WMC, WVOJ, KLAC, KAYO, WPLO, WNRS, WAME, WHOO, WBAM, WJJD, WTSO, KYNN, WXCL, KFDI, KSSS, WAXX, KDJW, KGA.
- ANOTHER GOODBYE — DONNA FARGO — WARNER BROS.**
KMPS, WTMT, WHK, WSLR, KJJJ, KEBC, WWVA, WAME, KFTN, KRMD, KWMT, WXCL.
- ONE SIDED CONVERSATION — GENE WATSON — CAPITOL**
KCKC, KMPS, WVOJ, KHEY, WTMT, KJJJ, KRMD, KWMT, WXCL, KNUZ, KSSS.
- DANGER HEARTBREAK AHEAD — ZELLA LEHR — RCA**
KMPS, KXOL, KERE, WTMT, KJJJ, KEBC, KFTN, KXLR, KFDI, WAXX, WSDS.

MOST ACTIVE COUNTRY SINGLES

- IT'S BEEN A GREAT AFTERNOON — MERLE HAGGARD — MCA**
KLAK ex-27, WTSO 28-22, WJJD ex-30, WKDA ex-23, KXLR 30-20, WMPS 27-19, WBAM ex-39, WDEE 26-19, WHOO ex-29, WWVA 32-27, KLAC 44-36, WMC ex-22, KEBC 35-26, KLZ 39-31, KJJJ 25-18, WPNX ex-38, KCUB ex-37, WSLR 32-26, WUNI 14-8, WMAQ ex-35, WHI ex-40, WINN ex-19, KERE 20-15, KCKN ex-38, WIRE 41-34, KKYX ex-40, KXOL ex-37, WIL 29-22, WVOJ 19-12, KWJJ ex-40, KSON 38-27, KMPS ex-25, KRAK 42-31, KAYO 27-19, WSDS 42-26, KGA ex-28, KDJW 45-30, WAXX 39-26, KSSS ex-26, WDAF ex-18, KNEW ex-36, KFDI 39-34, WXCL ex-30, KWMT 34-26, KUZZ 33-26, KYNN 32-18, KGBS 23-17.
- HEARTBREAKER — DOLLY PARTON — RCA**
KLAK ex-32, WJJD ex-29, KRMD ex-38, KXLR 36-28, WYDE ex-37, WMPS ex-29, WBAM ex-40, KFTN 36-27, WDEE 33-26, WHOO ex-32, WMNI ex-31, WNRS 34-28, WWVA 35-20, KLAC 50-42, KEBC ex-40, KIKK 35-26, KLZ 33-24, KJJJ 40-35, KCUB ex-39, WWOL 44-39, WSLR 34-29, WHK 25-16, WINN 18-10, KENR ex-23, WEEP 24-16, KERE ex-21, KCKN 39-28, WIRE 37-30, WCMS ex-43, WVOJ 27-20, KSON 32-26, KMPS ex-27, KRAK ex-38, KAYO ex-28, WSDS ex-43, KDJW 56-40, WAXX ex-36, KSSS 31-23, WDAF 20-12, KNEW 40-35, KNUZ 36-21, KFDI 47-41, KWMT ex-33, KUZZ 49-35, KGBS 44-29.
- WHO AM I TO SAY — THE STATLER BROS. — MERCURY**
KLAK 33-24, WTSO 25-18, KRMD 35-25, KCKC 25-17, KXLR 24-18, WMPS 23-18, WDEE ex-31, WMNI 25-18, WPLO 28-23, WWVA 15-8, KLAC 45-35, KEBC 40-30, KLZ 32-27, KJJJ 33-27, WWOL 36-31, WSLR 33-27, WUNI ex-23, WMAQ ex-36, KHAK ex-38, KENR 39-31, KERE ex-26, KCKN 38-32, WIRE 39-29, KKYX ex-38, KXOL 32-26, KHEY 28-20, WSLC 10-2, KWJJ 39-34, KSON ex-29, KMPS 23-17, KAYO ex-30, WSDS 30-22, KGA 25-19, KDJW 32-20, WAXX 25-17, KSSS 27-22, WDAF ex-22, KNEW 35-27, WXCL 32-23, KWMT 29-21, KUZZ 38-29, KYNN 23-15, KGBS ex-37.
- EASY FROM NOW ON — EMMYLOU HARRIS — WARNER BROS.**
KLAK 28-22, WTSO 27-21, KRMD ex-30, WKDA 27-20, KXLR 27-19, WYDE ex-35, WMPS ex-26, WAME ex-29, WMNI 29-23, WPLO 29-24, WWVA 25-14, KEBC 33-25, KIKK 39-21, KLZ 35-30, WPNX ex-40, KCUB 38-30, WUNI ex-22, WMAQ ex-40, WINN ex-18, KENR 37-28, KERE ex-25, WIRE ex-38, WIL 34-28, WSLC 30-15, KWJJ 40-29, KRAK 44-32, WSDS 31-23, KGA 30-25, KDJW 52-44, WAXX 35-29, KSSS 24-18, KNEW 31-19, KNUZ ex-30, WXCL 34-26, KWMT 32-23, KUZZ 51-42, KYNN ex-38, KGBS 34-27.



GATLIN PROMOTION AT WHK — WHK/Cleveland ran a special "Night Time Magic" contest in conjunction with a recent Larry Gatlin appearance. Gatlin is shown backstage after the concert with the contest winners and WHK staff. Pictured (l-r) are: Sherry Sylvester, WHK/promotion director, Terry Stevens, WHK music director, Gatlin, Phyllis and Walter Bailor, contest winners, and Doc Remer, local promotion manager, Phonogram/Mercury.

"LITTLE BITTY PRETTY ONE"

(E-45514)

SURE TO BE *Big* ON *Juke Boxes*

B/W "FOREVER"



HARGUS "PIG" ROBBINS

FROM THE ALBUM

**COUNTRY INSTRUMENTALIST
OF THE YEAR**



We deliver. . .
Always have. . .



6E-129

COIN MACHINE

Firm Bows Plan To Promote Token Play Conversion

CHICAGO — Meyer and Wenthe, a leading manufacturer of tokens and medallions for more than 100 years, has developed a new token program which is geared specifically to the coin-operated amusement games industry.

Under the two-fold program, the company will offer assistance to customers in designing tokens to their specific needs and also provide guidelines in the conversion of mechanisms for token acceptance. It was conceived, and is being directed, by coin machine industry veteran Bob Sherwood, who recently joined the staff of Meyer and Wenthe.

Addressing himself to the "many advantages in the use of tokens," Sherwood pointed out that tokens will reduce, or eliminate, the problem of machine pilferage and the damage resulting from break-ins. Insurance rates, in many cases, are reduced, he said, which is financially beneficial to the customer. Community promotions are also handled very easily, Sherwood added, by the use of tokens with specially imprinted messages.

Meyer and Wenthe will be participating in the Nov. 10-12 AMOA convention at the Conrad Hilton Hotel in Chicago with a full display of its various tokens and medallions in Booth #39. Service representatives will be on hand for demonstration purposes and to answer inquiries about conversion to token play.



Mrs. William Martin Will Chair NAMA Conv. Ladies' Activities

CHICAGO — Mrs. William H. Martin of Columbus, Ga., has been named chairlady of the NAMA convention ladies' activities program, which will be an integral part of the activities scheduled to take place during the association's annual convention in Atlanta, Oct. 5 through 8.

Members of Mrs. Martin's committee are: Mrs. David Becton of Little Rock, Ark.; Mrs. Ray Manthly III of Chicago; Mrs. J.E. Mead of Amarillo, Tex.; Mrs. Van Myers of Coral Gables, Fla.; and Mrs. Trammell Scott of Dalton, Ga.

Nancy Martin is the wife of William H. Martin, president of Martin Food Services, Inc., a former chairman of the NAMA board of directors.

Bally 4-Player 'Lost World' Features New Art Technique

CHICAGO — "First thing a player notices about 'Lost World' on location," commented Paul Calamari, sales manager, Bally Manufacturing Corporation, Chicago, announcing volume delivery this week of the new four-player electronic flipper game, "is the startling brilliance of the backglass.

"The theme alone," Calamari added, "would be an eye-catcher in any technique — a dreamy landscape of a mysterious 'lost world' with giants, dragons and beautiful maidens. But the truly magic eye-appeal of the 'Lost World' backglass lies in the new and revolutionary printing process employed for the first time in pinball, a process that reproduces an unlimited number of colors and imposes an illusion of three-dimension depth."

The game's striking visual appearance is further enhanced by new scoring features and well-thought out playfield arrangements. "First, tied to the 'Lost World' theme, is the new Dragon's Den — upper right closed lane with a target at the top end," Calamari said. "The target is hit by a captive 'messenger' ball at the lower end of the lane, impelled upward in the lane when forcibly struck by the ball in play. Normally, a target hit scores 500 but may be multiplied by 10, if the 5,000 light is lit by skill, or if the extra ball signal is lit by skill, a Dragon's Den hit will cause the ball in play, after diving in the out-hole, to return to player as an extra ball.

"Another new score-strong 'Lost World' feature consists of rollovers and targets, scattered on the playfield for strategic skill challenge, individually identified by letters A, B, C, D, E and F. These letters are keys to increased Dragon's Den target values already mentioned, and are also keys to the 2, 3 and 5 times out-hole bonus multipliers.

"Twin kickout hole at each side of upper



'Lost World'

playfield loads ball in play with vigorous scoring energy, rings up big scores, is key to kickout specials. Kickout value starts at 1,000 before each ball is shot, advances — 1,000 — 2,000 — 4,000 — 6,000 — 8,000 — 10,000 — special — each time ball is shot into either left or right kickout hole or contacts either left or right ball return lane when lit.

"Kickout specials are only two of the four ways in which specials may be scored, the other two ways being by ball exiting via left or right out lane when adjacent special signal is lit, thus transforming a lost ball into a special-scoring skill shot."

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 DON'T LOOK BACK BOSTON (Epic 8-50590)
- 2 OH! DARLING ROBIN GIBB (RSO 907)
- 3 WHO ARE YOU WHO (MCA 40948)
- 4 PARADISE BY THE DASHBOARD LIGHT MEAT LOAF (Cleve. Int'l. 8-50588)
- 5 HOLLYWOOD NIGHTS BOB SEGER (Capitol P 4618)
- 6 COME TOGETHER AEROSMITH (Columbia 3-10802)
- 7 BACK IN THE USA LINDA RONSTADT (Asylum E-45519-A)
- 8 RIGHT DOWN THE LINE GERRY RAFFERTY (United Artists X-1233-Y)
- 9 IT'S A LAUGH DARYL HALL & JOHN OATES (RCA PB 11371)
- 10 SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS THE BEATLES (Capitol P-4612)

TOP NEW COUNTRY SINGLES

- 1 HEARTBREAKER DOLLY PARTON (RCA PB 11296)
- 2 DO IT AGAIN TONIGHT LARRY GATLIN (Monument 45-259)
- 3 IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD (MCA 40936)
- 4 EASY FROM NOW ON EMMY LOU HARRIS (Warner Bros. WBS 8523)
- 5 ANYONE WHO ISN'T ME TONIGHT KENNY ROGERS & DOTTIE WEST (United Artists UA-1234-4)
- 6 LET'S TAKE THE LONG WAY AROUND THE WORLD RONNIE MILSAP (RCA JH 11369)
- 7 TEAR TIME DAVE & SUGAR (RCA PB 11322)
- 8 TOE TO TOE FREDDIE HART (Capitol P-4609)
- 9 LAST LOVE OF MY LIFE LYNN ANDERSON (Columbia 3-10809)
- 10 ONE SIDED CONVERSATION GENE WATSON (Capitol P-4616)

TOP NEW R&B SINGLES

- 1 THERE WILL BE LOVE LOU RAWLS (Phila. Int'l. ZS8-3653)
- 2 MIND BLOWING DECISIONS HEATWAVE (Epic 8-50586)
- 3 DON'T STOP, GET OFF THE SYLVERS (Casablanca NB 938)
- 4 I'M IN LOVE (AND I LOVE THE FEELING) ROSE ROYCE (Whitfield WHI 8629)
- 5 STAND UP ATLANTIC STARR (A&M 2065-S)
- 6 IT SEEMS TO HANG ON ASHFORD & SIMPSON (Warner Bros. 85501)
- 7 HONEY I'M RICH RAYDIO (Arista AS 0353)
- 8 YOU WERE MEANT FOR ME DONNY HATHAWAY (Atco 7092)
- 9 SWEET MUSIC MAN MILLIE JACKSON (Spring SP 185)
- 10 SHINE ON SILVER MOON MARILYN MCCOO & BILLY DAVIS JR. (Columbia 3-10806)

TOP NEW MOR SINGLES

- 1 DEVOTED TO YOU CARLY SIMON & JAMES TAYLOR (Elektra E45506)
- 2 SHE'S ALWAYS A WOMAN BILLY JOEL (Columbia 3-10788)
- 3 OH! DARLING ROBIN GIBB (RSO 907)
- 4 SHINE ON SILVER MOON MARILYN MCCOO & BILLY DAVIS JR. (Columbia 3-10806)
- 5 ALL I SEE IS YOUR FACE DAN HILL (20th Century TC 2378)

Gottlieb Banking On Motion Picture Tie-In With New 'Close Encounters'

CHICAGO — D. Gottlieb & Co. has adapted the sights and sounds of the popular film "Close Encounters of the Third Kind" to a challenging, new solid state pinball machine. Among the machine's many highlights is an electronic sound generator that simulates the tones of the mother ship communicating with earth humans in the landing scene of the movie.

"Pinball distributors and operators will gain a tremendous advantage from the multi-million dollar advertising program promoting Columbia Pictures' movie hit," commented Judd Weinberg, Gottlieb's president. "But purists can be assured that the movie promotion hasn't taken anything away from the challenge of the new game. This is the kind of game that appeals to the serious pinball player."

In the process of play, green "hit" lights indicate which roto-targets have been scored and the exclusive Gottlieb roto-target features a "Star" target that can score extra balls, specials and advance the bonus multiplier. Five drop targets and A-B-C rollovers light extra ball and special features and also advance the 2, 3, 4 and 5 time multiplier. The machine is equipped with the noted solid state controller system engineered by Gottlieb/Rockwell.

In reviewing the new model, Roger Sharpe, pinball authority and author of the book, "Pinball," commented on the theme and the outstanding sound effects but said "the playfield design is such that the game would be a winner even without the tie-in. A feature that I have long loved and a Gottlieb original is the roto-spin target which finds its way into the action at the top right of the field. Always a precision shot, the roto-spin



'Close Encounters'

controls bonus multiples on 'Close Encounters . . .' as well as other scoring build-ups." The game "offers some great balance," he noted, "although the predominance of scoring features is at the right side of a field that is fairly wide open in the middle . . . however, as was the case with previous

(continued on page 40)

COIN MACHINE

Gottlieb Unveils 'Close Encounters'

(continued from page 39)

Gottlieb solid-state games, the play is quick, smooth and always challenging."

The "Close Encounters" game, Weinberg pointed out, is the second Gottlieb product to carry the theme of a Columbia picture. The first was "Sinbad" based on "Sinbad and the Eye of the Tiger."

Mood Of Today

"As in any fashion-oriented business," he said, "one of the most important factors affecting success is the ability of a manufacturer's designers to capture the

mood and culture of the day. Our association with Columbia Pictures Industries will provide us with an ongoing stream of new, well-researched and popular themes.

"These new properties, in combination with our own designer research, will continue our tradition of developing creative, challenging and exciting games. Such games, and our reputation of providing quality and reliability and of encouraging a strong distribution organization, will maintain Gottlieb's position as the 'Cadillac' of the industry."

Down Home Fun Is Included In Midway's New 'Dog Patch' Video Game

CHICAGO — Stan Jarocki, director of marketing at Midway Mfg. Co., announced the release of "Dog Patch," the factory's latest electronic video game. The machine has an "original down home flavor," according to Jarocki, and will accommodate one or two players.

Commenting further, he said, "It gets increasingly difficult in this innovative and highly competitive field to come up with true original games, since it seems as



'Dog Patch'

though every conceivable area of human activity has been portrayed through video games. The concept, the play of Dog Patch and the highly suitable graphics have all combined to produce a game that is going to delight the game players of America."

Dog Patch is a gun game, set in a "mountain folk atmosphere" and the player, competing against the computer or another player, tries to hit tin cans tossed into the air by a bystander. Points are scored when a can is hit, following which it immediately reverses direction allowing it to be hit several times, depending on the skill of the player. Hitting an airborne can earns an extra point which is added to a special bonus score and the last player to shoot a can out of the reach of the opposition is awarded ten points plus accumulated bonus.

Added Challenge

For added challenge, a wild goose (preceded by a series of warning honks) soars on the screen at random intervals. This target is harder to hit but will earn the player 50 points.

Operators have the option of determining the number of cans used during play and extended play is also provided. Additionally, Dog Patch features a tie-breaker which assures a winner every game.

The machine, measuring 67-inches high, 26-inches wide and 24-inches deep, is encased in a brightly illustrated, humorously decorated cabinet, complete with cartoon styled drawings. Standard equipment includes Midway's 23-inch monitor, double coin chutes and microprocessor with built-in Rom/Ram testing.

Mondial Expands Dept.

NEW YORK — Mondial Commercial Corporation recently expanded its technical and service parts department, in an effort to better serve its worldwide distributor network. The move was prompted by the growing worldwide interest in electronic solid state games, according to the firm's executive vice president Richard Sarkisian.

The newly enlarged department, he said, is headed by H.S. Darmanian, who has considerable expertise in the field of electronics parts export and is a veteran of many years in the business. Darmanian will be assisted by a staff of multilingual personnel, experienced in the processing of technical data and parts orders.

The department has been in full operation since mid-August.

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COIN MACHINE

CHICAGO CHATTER

With most of the Chicago factories now back in production after the customary vacation-time shutdown, the expected surge of new product which annually accompanies this period is already in evidence. Among the new pieces being debuted are Bally's "Lost World," Gottlieb's "Close Encounters of the Third Kind," Midway's "Dog Patch" and Stern's "Lectronamo." Williams Electronics, Inc. is just about ready to unveil its latest pin "Disco Fever." There's more to come, of course, which should make for an exciting fall season — in music, too, judging from the hints circulating in the trade about what's in store from the phonograph manufacturers.

THE AMOA CONVENTION, now ranked among the biggest of its kind in the industry (the other two being the ATE and Japan shows) is "expected to break all records" this year, according to the association's executive vice president **Fred Granger**. Never before in the history of the association have so many queries come in, both from the U.S. and abroad, about participating and exhibiting in the show. This, plus the show's growth pattern over the past few years, lends credence to Granger's optimism. The AMOA '78 exhibits will be housed in three rooms, the East, West and Continental, at the Conrad Hilton Hotel and the show dates are Nov. 10, 11 and 12.

TWO NEW FEATURES are being introduced by Bally on its latest pinball machine "Lost World," as pointed out by the factory's **Tom Nleman** — and they're something to brag about. First, the new silk screening process which gives a more textured look to the artwork; an almost 3-dimensional effect to the machine's backglass. This particular feature has had an "overwhelming impact," as evidenced by prototype reports which normally would focus on service, earning capacity, playfield, etc., but in the case of "Lost World" the emphasis was decidedly on the physical aspect. After all, when you have a multiple choice location, which houses a number of machines, you have to have something extraordinary to get the edge — and, as Tom said, "Bally has proven with previous machines that appearance and promotion do, indeed, have an effect on the earning power of a machine." In the case of "Lost World," no specific promotional effort was launched but the machine was designed to attract the player and that seems to be what's happening especially since the second of the new features is "electronic tones and tunes" which enhances the sound considerably to further stimulate player interest.

INDUSTRY PHOTOG **Joe Gino** took the matrimonial plunge on Aug. 20. He and his bride, **Blossom**, are honeymooning in Montreal following which they will be taking up residence in suburban Des Plaines. **Cash Box** felicitations to the happy couple.

United Seal Bows Serrated Bag Seals

LOS ANGELES — United Seal Co. of Columbus, Ohio is offering a coin and currency bag seal that features serrated edges on two sides instead of the usual smooth side edges. Called Serra-Cap, this new design uses a double row of serrated teeth grips to close the bag tightly, preventing slippage.

The seals, which can be applied with any standard sealing tool, cannot be removed without cutting the bag's cord. They are available with natural fiber four or five-ply chords, or extra strength rayon cords.

Ramtek Introduces New Laser Action Arcade Game With Outerspace Theme

SUNNYVALE, CA — Ramtek is offering a new laser-action arcade game called "Dark Invader."

The game is designed for one-on-one competition between a player and a fleet of enemy spaceships. Looking through a shielded porthole into the enclosed cabinet, the player aims and fires a laser beam at the approaching invaders. The laser beam, visible as it streaks toward a target, is accompanied by realistic vehicle and battle sounds. The player accumulates points for each target destroyed, with play becoming increasingly difficult the higher the score goes. During extended play, the game becomes even more of a challenge as the potential targets increase in number and frequency of appearances.

Dark Invader is equipped with a number of operator-adjustable features, including: replay score level (1000, 2000, 3000 or 4000 points), game length (60, 90, 120 or 150 seconds), and cost per play (25, 50 or 75 cents). Other features include a self-test mode, sound/no-sound mode, a free-play option for shows and demonstrations and two spectator viewing ports. The laser meets all U.S. Government safety requirements, according to Ramtek.

Test Results

Ramtek officials report "extremely positive results" from the field test of Dark Invader, and attribute the appeal of the game to the unusual sound effects and the free-form style of the cabinet. **Mei McEwan**, games division general manager at Ram-

Sample seals will be supplied upon request.

For additional information contact United Seal Co., 2000 Fairwood Ave., Columbus, Ohio.

Monroe Taps Grotjan

CHICAGO — Jerry Grotjan, formerly of Royal Distributing Corp. in Cincinnati, joined Monroe Distributing, Inc. as branch manager/sales manager of the firm's Dayton, Ohio facility.

tek, reported that "it's a game that performs, looks, and sounds like nothing the industry has produced before. We're expecting great things."

Dark Invader measures 23 inches wide by 46 inches deep by 62 inches high (crated). The shipping weight is 250 pounds.



'Dark Invader'

EASTERN FLASHES

Universe Affiliated International received feature coverage in a recent Sunday edition of the *Atlantic City Press*. The full page spread focused on the outstanding Cromptons line, which Universe represents in the U.S. — and the machines "as everyone knows are the top earning arcade games in the industry," noted Universe prexy **Barry Felblatt**.

SUMMER BUSINESS HAS BEEN pretty much as expected at Rowe-Albany, according to the distrib's **Bob Catlin**, with an above normal surge in July resulting from increased sales of the popular Rowe phono models. Gottlieb's "Joker Poker" has been a very successful seller out there and the newly-arrived "Smokey Joe" from Atari is lookin' real good **Bob** added. Rowe, together with Tournament Soccer and **Bob Prescott's** Valley Vending Service, will co-sponsor a \$2,500 foosball tournament, from Sept. 29 through Oct. 1, at the Howard Johnson Motor Inn in Plattsburgh, N.Y.

AT ROYAL DIST.-CINNCY, the big emphasis is on solid state pinball machines and **Joe Westerhaus, Jr.** is particularly enthusiastic about two upcoming new models; namely, Bally's "Lost World" and Gottlieb's "Close Encounters of the Third Kind" which, he feels, will further enhance the picture. Royal has enjoyed steady action with Midway and Exidy video machines and Dynamo foosball tables. Musically speaking, NSM phonographs have been gaining in popularity and Joe said ops are especially pleased with the exceptional sound and trouble free operation of these models.

NICE CHATTING WITH **Jerry Grotjan** from his new post at Monroe Dist. in Dayton. Jerry's been with the company since mid-July as branch manager/sales manager.

CALIFORNIA CLIPPINGS

Contrary to widely circulated street rumors, Sunnyvale-based Meadows Games has not been sold. The denial came last week from marketing director **Lila Zinter**, who said Meadows has not been acquired by any firm within or without the coin machine industry.

UPON RETURNING FROM a tour of video game manufacturers in Northern California, C.A. Robinson vice president **Ira Bettelman** said he was disappointed about the lack of new and imaginative TV equipment. He underlined his point by noting that Cinematronics "Space Wars" is "still the hottest game on the street after almost a year. It's been quite a while since a game has been on top for that long." He went on to say that operators are looking for "innovative" as opposed to "just average" games and that he hopes manufacturers will take heed and begin to come up with some really creative models.

EXIDY MARKETING VICE PRESIDENT **Paul Jacobs** feels confident that the factory has come up with a winner in its new video soccer game, "Football." His optimism is based on the worldwide passion for the sport and the game's unique play features. A two-player model, "Football" has both left and right hand controls that allow the player to direct the figures on the screen as well as the ball. Passing, kicking, stealing the ball from opposing players and other maneuvers are possible as the player has complete control over the action on the screen. He said the game had tested exceptionally well at Marriott's Great America amusement park in Santa Clara and that it should begin shipping no later than Sept 1. In the meantime, Jacobs will be vacationing in his home state of Wisconsin where he said he plans to get in plenty of fishing with long-time friend **Joe Westerhaus** of Royal Distributing in Cincinnati.



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RHYTHM AND BLUES

TOP 75 ALBUMS

	Weeks On Chart	8/26		Weeks On Chart	8/26
1 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Philadelphia International JZ 35095)	1	12	38 SWITCH (Gordy/Motown G7-980R1)	48	3
2 TOGETHERNESS L.T.D. (A&M SP 4705)	2	12	39 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	28	31
3 NATURAL HIGH THE COMMODORES (Motown M6-902B1)	3	15	40 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	35	17
4 BLAMI BROTHERS JOHNSON (A&M SP 4714)	10	5	41 BAND II THE MEMPHIS HORNS (RCA APL 1-2643)	34	11
5 GET OFF FOXY (TK/Dash 30005)	6	10	42 FREESTYLE BOBBI HUMPHREY (Epic JE 35338)	37	12
6 COME GET IT! RICK JAMES (Gordy G7-981R1)	5	15	43 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	40	25
7 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	8	9	44 HOUSE OF LOVE CANDI STATON (Warner Bros. BSK 3207)	47	7
8 A TASTE OF HONEY (Capitol ST 11754)	4	14	45 HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l JZ 34986)	43	11
9 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	9	12	46 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	44	15
10 NATALIE . . . LIVE! NATALIE COLE (Capitol SKBL 11709)	7	9	47 FOREVER YOURS THE SYLVERS (Casablanca NBLP 7103)	50	3
11 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	11	13	48 THE ONE AND ONLY . . . GLADYS KNIGHT & THE PIPS (Buddah BDS 5701)	60	2
12 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring SP-1-6719)	12	8	49 NORMA JEAN (Warner Bros. BRK 6933)	52	5
13 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	13	20	50 NEW BEGINNINGS DELLS (ABC AA-1100)	61	2
14 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	14	17	51 DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	46	18
15 IMAGES CRUSADERS (ABC AB-6030)	16	8	52 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	64	2
16 THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	17	6	53 SHADOW DANCING ANDY GIBB (RSO RS-1-3034)	45	11
17 STEP II SYLVESTER (Fantasy F-9556)	21	9	54 WORLDS AWAY PABLO CRUISE (A&M SP-4697)	54	8
18 BETTY WRIGHT LIVE (Alston 4408)	18	12	55 KISS THE WORLD GOODBYE MTUME (Epic JE 35255)	57	6
19 SUNBEAM THE EMOTIONS (Columbia JC 35385)	25	4	56 DO IT ALL NIGHT CURTIS MAYFIELD (Curton/Warner Bros. CUK 5022)	59	3
20 FIRED UP 'N' KICKIN' FATBACK BAND (Spring 1-6718)	26	8	57 DREAM WORLD CROWN HEIGHTS AFFAIR (De-Lite DSR-9506)	58	6
21 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	22	10	58 LOVING IS LIVING McCRARYS (Columbia/Portrait JR 34764)	62	6
22 ATLANTIC STARR (A&M SP-4711)	27	6	59 MIDNIGHT BELIEVER B.B. KING (ABC AA-1061)	51	14
23 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	33	4	60 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	53	36
24 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic JC 34930)	15	21	61 DON'T LET GO GEORGE DUKE (Epic JE 35366)	49	15
25 THE CONCEPT SLAVE (Cotillion SD 5206)	38	4	62 LOVE BROUGHT ME BACK D.J. ROGERS (Columbia JC 35393)	66	3
26 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	20	9	63 FOR YOU PRINCE (Warner Bros. BSK 3150)	65	3
27 CENTRAL HEATING HEATWAVE (Epic JE 35260)	24	21	64 FAME GRACE JONES (Island ILPS 9525)	56	7
28 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	19	21	65 SWEET THUNDER (WMOT/Fantasy F-9547)	55	17
29 IN FASHION THE STYLISTICS (Mercury SRM-1-3727)	31	7	66 JAM 1980's JAMES BROWN (Polydor PD-1-6140)	63	21
30 SUNBURN SUN (Capitol ST-1173)	32	20	67 THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	67	9
31 JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	41	4	68 QUARTZ (Marlin 2216)	71	2
32 SOME GIRLS ROLLING STONES (Rolling Stones/Atlantic COC 39108)	29	20	69 TASTY PATTI LABELLE (Epic JE 35335)	68	14
33 WHO DO YA (LOVE) KC & THE SUNSHINE BAND (TK 607)	42	3	70 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	70	36
34 THANK GOD IT'S FRIDAY (SOUNDTRACK) VARIOUS ARTISTS (Casablanca NBLP 7099)	23	18	71 KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	—	1
35 SUMMERTIME GROOVE BOHANNON (Mercury SRM-1-3728)	36	11	72 RIO DE JANEIRO GARY CRISS (Salsoul SA 8504)	—	1
36 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	30	17	73 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	72	19
37 YOUNGBLOOD WAR (United Artists LA904-H)	39	5	74 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	73	30
			75 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34904)	75	40

Chart Analysis

Indy Labels Hold 33% Share Of R&B Top 75 Album Chart

by Carita Spencer

LOS ANGELES — Paced by A&M Records with three albums in the top 10, independently distributed labels made a strong showing this week on the Top 75 R&B Album chart.

In all, 6 of the 75 albums, including seven of the top 10, are from indy-distributed labels. This translates to approximately a 33 percent chart share for the indies.

The A&M LPs within the top 10 include "Togetherness" by LTD, presently occupying the #2 spot, with "Blam" by the Brothers Johnson at #4 bullet and Quincy Jones' "Sounds . . . And Stuff Like That" holding the #9 spot. Other A&M albums on the Top 75 chart include the self-titled debut effort by Atlantic Starr at #22 bullet and Pablo Cruise's "Worlds Away" and Chuck Mangione's "Feels So Good" at numbers 54 and 73 respectively.

Of the other independently distributed labels, TK and its associated labels (Alston, Drive, Dash and Marlin) made impressive inroads with "Get Off" by Foxy at #5-bullet spot, followed by Betty Wright's "Live" LP at #18, "Who Do Ya (Love)" by K.C. & The

Sunshine Band at #33-bullet, the self-titled album by Quartz at #68 and Peter Brown's "Fantasy Love Affair" at #70.

ABC Records also has five albums: "Images" by the Crusaders at #15, Lenny Williams' "Spark Of Love" at #26, "New Beginnings" by the Dells at #50-bullet, the Dramatics' "Do What You Wanna Do" at #51 and B.B. King's "Midnight Believer" at #59.

Other labels with more than one LP on the chart include Motown with three ("Natural High" by the Commodores, #3; "Come Get It" by Rick James, #6; Switch's self-titled debut LP, #38 bullet); Fantasy with two ("Step II" by Sylvester, #17 bullet and "Sweet Thunder", #65); and Buddah with the same number (Michael Henderson's "In The Night Time", #7-bullet and "The One And Only" by Gladys Knight & The Pips, #58-bullet).

Arista, Prelude and Salsoul are each represented by one LP, the former's "This Is Your Life" by Norman Connors at #40 with the latter two respectively claiming "Keep On Jump In" by Musique at #71 and "Rio De Janeiro" by Gary Criss at #72.



GARDEN SHOWDOWN — The Isley Brothers recently performed at Madison Square Garden. Pictured backstage are (l-r): Ernie Isley; Kelly Isley; Jim Tyrrell, vice president of marketing for Epic/Portrait/Associated Labels; Chris Jasper, Mike Bernardo, northeast regional promotion marketing manager, black music marketing, for CBS Records; Ronald Isley; Marvin Isley; Tony Martell, vice president and general manager of CBS Associated Labels; and Rudolf Isley.

THE RHYTHM SECTION

ONE GOOD TURN naturally deserves another and Fantasy recording artists **The Blackbyrds** certainly exemplify this in their efforts to aid the preservation of black art and the creation of black business. The group recently held a reception in their hometown of Washington, D.C. to announce the inauguration of the Blackbyrd Scholarship Fund and the opening of Gus Productions, Inc., headed by drummer **Keith Killgo**. The scholarship fund was founded by the group to promote academic excellence among the students of Howard University's Duke Ellington School for the Arts, and to assist a graduation senior to continue his or her educational career in the arts. The \$1000 award will be presented annually based on election by the graduation senior class. **Kevin Toney, Joe Hall, Orville Saunders** and **Gary Gordon** (in addition to Killgo) came together as the Blackbyrds at Howard University under the guidance of **Donald Byrd**. The group will continue to provide lectures, demonstrations and workshops at colleges and universities and the first project for the production company will be producing the group **Rain**, led by a music student at Howard. Meanwhile, look for the Blackbyrds next LP to be released soon.

FOR IMMEDIATE RELEASE, from Warner Bros., vocalist **Dionne Warwick** to Arista along with **Bobby Womack**, formerly with CBS . . . In September, a new album by **Phyllis Hyman** on Arista . . . A key to the city of Gary, Indiana given to **Teddy Pendergrass** by **Mayor Richard Hatcher** during a date at the West Side Auditorium there on August 24 . . . A new LP in September from **Johnny Gultar Watson** on the Mercury/Phonogram distributed DJM label . . . Casablanca Records and Film Works' **Rare Gems Odyssey** inked to Superstars Management, Inc. . . . A 5 pound 11 ounce baby boy to **Sandra Trlm-DaCosta**, associate director of press information and artists affairs, black music marketing at CBS in New York. Named **Anre Munir**, the tot made his debut at 10:29 pm on Saturday, July 29.

OPENING AT Seventh Avenue and Leroy Street in New York's Greenwich Village is the Seventh Avenue South jazz club owned by **Randy** and **Michael Brecker** of **The Brecker Brothers**. The brothers opened the club to provide an outlet for traditional and avant garde jazz artists and in addition to entertainment the club offers dining and drinks. "Heavy Metal Be-Bop" is the title of the group's new LP, scheduled for release August 30 on Arista . . . At the Hollywood Palladium, September 15, is Polydor recording artist **Roy Ayers** . . . Sheppard's on Park Avenue for their first New York appearance, Shadybrook recording artists, **Sweet Cream** . . . The Landmark Hotel in Las Vegas with **George Kirby, The Imperials**, sans **Little Antony** . . . The Mocambo in San Francisco, August 31, **Etta James** to play a four day return engagement . . . The Summer Disco club in Los Angeles, RCA's **Darcus** promoting her new single "Keep It Comin'".

RADIO ROTATION has **Chris Turner** of **WGOK** in Mobile, Alabama going around passing out cigars as the proud father of a baby girl born Tuesday, August 15 . . . **WYBC** (We're Your Community Broadcasters) in Washington, D.C. officially signing on, August 15.

carita spencer

CASH BOX TOP 100 R&B

September 2, 1978

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		8/26			8/26			8/26			
1	GET OFF FOXY (Dash 4056)	2	12	34	MISS YOU THE ROLLING STONES (Rolling Stones/Atlantic RS 19307)	31	13	68	THE BEST OF STRANGERS NOW EDDIE KENDRICKS (Arista AS 0346)	70	4
2	THREE TIMES A LADY COMMODORES (Motown 1443F)	1	11	35	THINK IT OVER CISSY HOUSTON (Private Stock 4S 204)	41	5	69	I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PS 14483)	79	3
3	HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	5	8	36	READY OR NOT DEBRA WASHINGTON (Ariola 7700)	37	11	70	SHAKE YOUR BODY (IT'S THE JOINT) GARY BARTZ (Capitol 4600)	74	6
4	SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	4	10	37	THIS IS YOUR LIFE NORMAN CONNORS (Arista AS 0343)	43	9	71	LADY BLUE GEORGE BENSON (Warner Bros. 8604)	54	7
5	YOU THE McCRARYS (Portrait 6-70014)	7	18	38	SOFT AND WET PRINCE (Warner Bros. WBS 8619)	44	6	72	MIND BLOWING DECISIONS HEATWAVE (Epic 8-50586)	85	2
6	GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10786)	8	7	39	BLUE LOVE RUFUS FEATURING CHAKA KHAN (ABC AB-12390)	38	6	73	THERE WILL BE LOVE LOU RAWLS (Phila. Int'l./ZS8 3653)	76	4
7	YOU AND I RICK JAMES (Gordy G-7156-F)	3	17	40	OUR LOVE WILL SURVIVE MEMPHIS HORNS (RCA PB-11309)	46	6	74	YOU SHOULD DO IT PETER BROWN (TK Drive 6272)	84	2
8	CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	6	16	41	STUFF LIKE THAT QUINCY JONES (A&M 2043-S)	29	16	75	BIGGEST JOKE IN TOWN EON (Ariola 7707)	77	5
9	TAKE ME I'M YOURS MICHAEL HENDERSON (Buddah BDA 597)	12	11	42	IT'S A BETTER THAN GOOD TIME GLADYS KNIGHT & THE PIPS (Buddah BDA 598)	50	4	76	MORE THAN JUST A JOY ARETHA FRANKLIN (Atlantic 3495)	36	8
10	I'M IN LOVE (AND I LOVE THE FEELING) ROSE ROYCE (Whitfield WHI 8629)	20	5	43	STAND UP ATLANTIC STARR (A&M 2065-S)	55	4	77	BLAME IT ON THE BOOGIE THE JACKSONS (Epic 8-50595)	—	1
11	BOOGIE OOGIE OOGIE A TASTE OF HONEY (Capitol 4565)	10	17	44	NEVER MAKE A MOVE TOO SOON B.B. KING (ABC AB-12380)	32	10	78	DON'T STOP, GET OFF THE SYLVERS (Casablanca NB 938)	—	1
12	SMILE THE EMOTIONS (Columbia 3-10791)	19	6	45	ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618)	61	3	79	SHINE ON SILVER MOON MARILYN MCCOO & BILLY DAVIS, JR. (Columbia 3-10806)	88	2
13	WHAT YOU WAITIN' FOR STARGARD (MCA 40932)	24	7	46	SHAME EVELYN "CHAMPAGNE" KING (RCA PB 11122)	35	13	80	TONIGHT'S THE NIGHT BETTY WRIGHT (TK/Alston 3740)	—	1
14	IF YOU WANNA DO A DANCE SPINNERS (Atlantic 3493)	15	7	47	LET'S START THE DANCE HAMILTON BOHANNON (Mercury 74015)	56	6	81	SAY A PRAYER FOR TWO CROWN HEIGHTS AFFAIR (DeLite DE-908)	—	1
15	SATURDAY NORMA JEAN (Bearsville BSS 0326)	18	9	48	DO YOURSELF A FAVOR THE NEWCOMERS (Mercury 74011)	52	5	82	SWEET MUSIC MAN MILLIE JACKSON (Spring SP 185)	95	2
16	FIRST IMPRESSIONS THE STYLISTICS (Mercury 74006)	17	9	49	ALL-AMERICAN FUNKATHON WILLIE HUTCH (Warner Bros. WH 8615)	51	6	83	(OLIVA) LOST AND TURNED OUT THE WHISPERS (Solar/RCA JH-11353)	—	1
17	VICTIM CANDI STATON (Warner Bros. WBS 8582)	13	11	50	YOU WERE MEANT FOR ME DONNY HATHAWAY (Atco 7092)	59	4	84	LIGHTING A FIRE PATTI HENDRIX (Hilltak HT-7801)	94	2
18	DANCE (DISCO HEAT) SYLVESTER (Fantasy F-827)	25	8	51	SEASONS FOR GIRLS THE TRAMMPS (Atlantic 3640)	58	5	85	BRING ON THE LOVE GLORIA JONES (Capitol 4563)	86	7
19	STELLAR FUNGK SLAVE (Cotillion 44238)	26	9	52	SUN IS HERE SUN (Capitol 4587)	47	12	86	IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton/Warner Bros. CMS 0140)	—	1
20	LOVE BROUGHT ME BACK D.J. ROGERS (Columbia 3-10754)	23	9	53	STOP YOUR WEeping DRAMATICS (ABC AB 12372)	48	12	87	"LOVE ATTACK" SHOTGUN (ABC AB-12395)	—	1
21	SUPER WOMAN THE DELLS (ABC AB-12386)	21	8	54	LOVE TO SEE YOU SMILE BOBBY BLAND (ABC 12360)	49	16	88	I.O.U. JOE SIMON (Spring/Polydor 184)	89	5
22	YOUNGBLOOD (LIVIN' IN THE STREETS) WAR (United Artists UA-X12133Y)	22	10	55	YOU KNOW YOU WANNA BE LOVED KEITH BARROW (Columbia 3-10722)	53	15	89	YOU FOOLED ME GREY AND HANKS (RCA JH-11346)	—	1
23	I LIKE GIRLS FATBACK BAND (Spring 181)	9	14	56	GREASE FRANKIE VALLI (RSO 897)	60	5	90	JUST FUNNIN' MTUME (Epic 8-50558)	90	4
24	BRANDY THE O'JAYS (Phila. Int'l./CBS ZS8 3652)	34	4	57	ONLY YOU LOLEATTA HOLLOWAY & BUNNY SIGLER (Gold Mind G7-4012)	65	4	91	STREET CORNER SYMPHONY CARRIE LUCAS (Sola YB 11310)	91	3
25	LAST DANCE DONNA SUMMER (Casablanca NB 926)	11	16	58	IT SEEMS TO HANG ON ASHFORD & SIMPSON (Warner Bros. 86501)	80	2	92	HOW CAN I BE SURE RANDY JACKSON (Epic 8-50576)	—	1
26	BABY, I NEED YOUR LOVE TODAY SWEET THUNDER (Fantasy/WMOT F-826)	14	12	59	HOT SHOT KAREN YOUNG (West End WSS 1211)	73	4	93	I DON'T KNOW WHAT I'D DO SWEET CREAM (Shadybrook SB 1044)	42	12
27	GROOVE WITH YOU THE ISLEY BROTHERS (T-Neck) CBS ZS8-2277)	16	9	60	PLATO'S RETREAT JOE THOMAS (TK/LRG 906)	62	5	94	LOVE THE WAY YOU LOVE ME EDDIE HORAN (HDM-506)	96	5
28	MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. WBS 8602)	27	10	61	LITTLE GIRLS PATTI LaBELLE (Epic 8-50583)	64	5	95	PARTY LEON HAYWOOD (MCA 40941)	—	1
29	CASTLES OF SAND JERMAINE JACKSON (Motown M 1441F)	30	12	62	HONEY I'M RICH RAYDIO (Arista AS 0353)	71	4	96	SKY HIGH MASS PRODUCTION (Cotillion/Atlantic 44239)	—	1
30	FUNK-O-NOTS OHIO PLAYERS (Mercury 74014)	33	6	63	TAKE IT ON UP POCKETS (Columbia 3-10755)	72	3	97	SUMMER LOVE MUSIQUE (Prelude PRL 71109)	—	1
31	YOU GOT ME RUNNING LENNY WILLIAMS (ABC AB-12387)	39	6	64	YOU'RE GONNA NEED THIS LOVE N'COLE (Millennium/Casablanca 617)	68	6	98	SHADOW DANCING ANDY GIBB (RSO 893)	78	18
32	THERE'LL NEVER BE SWITCH (Gordy G 7159F)	40	6	65	GUESS WHO'S BACK IN TOWN HEAVEN & EARTH (Mercury 74013)	67	6	99	THANK GOD IT'S FRIDAY LOVE & KISSES (Casablanca NB 925)	98	16
33	YOU'RE ALL I NEED TO GET BY JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)	28	12	66	SPECIAL OCCASION DOROTHY MOORE (Malaco 1052)	75	3	100	WHISTLE BUMP DEODATO (Warner Bros. 8606)	93	5
				67	I DIDN'T TAKE YOUR MAN ANN PEEBLES (Cream/Hi H 78518)	66	6				

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

All American (May 12th — BMI/Warner-Tamerlane — BMI/Jobete — ASCAP) 49	I'm In (May 12th/Warner-Tamerlane — BMI) 10	(Oliva) Lost Spectrum VII — ASCAP) 83	Sun Is (Glenwood/Detente — ASCAP) 52
Baby, I (Wimot — BMI) 26	I Didn't Take (Jec — BMI) 67	One Nation (Malbiz — BMI) 45	Super Woman (Groovesville/Razzle Dazzle — BMI) 21
Biggest Joke (Desert Moon Songs — BMI) 75	I Don't Know What (Perfect Timing — SESAC) 93	Only You (Lucky Three/Suemay/Six Strings — BMI) 57	Sweet Music (Jolly Rogers — ASCAP) 82
Blame It On (Almo Music — ASCAP) 77	If My Friends (Notable/Lida Enterprises — ASCAP) 86	Our Love (Memphis Five/Six Continents/Knockwood — BMI) 40	Take It (Pockets/Verdanquel — BMI) 63
Blue Love (High Seas — BMI) 39	If You Wanna Do (Mighty Three — BMI) 14	Party (Jim-Edd — BMI) 95	Take Me I'm (Electrochord — ASCAP) 99
Boogie Oogie Oogie (Conductive/On Time — BMI) 11	I Like Girls (Clita — BMI) 23	Plato's Retreat (Alotagood — ASCAP) 60	Thank God (Cafe Americana/O.P. Fefee — ASCAP) 9
Brandy (Mighty Three — BMI) 24	I.O.U. (Ensign/Six Strings/Dajoye/Possie — BMI) 88	Ready (United Artists — ASCAP) 36	The Best (Macanally/Almo — ASCAP) 68
Bring On The Love (Buckwheat/Jobete — ASCAP) 85	It's A Better (Maccauley/Almo — ASCAP) 42	Shake And (Val-je-Joe — BMI) 4	There'll Never (Jobete — ASCAP) 32
Castles Of (Jobete — ASCAP) 29	It Seems (Nick-O-Val Music — ASCAP) 58	Shake Your (Gary Bartz — BMI) 70	There Will Be (Mighty Three — BMI) 73
Close The (Mighty Three — BMI) 8	Just Funnin' (Scareb/Ensign — BMI) 90	Shame (Dunbar/Mills & Mills — BMI) 46	Think It Over (Sumac Music — BMI) 35
Dance (Jobete — ASCAP) 18	Lady Blue (Teddy Jack — BMI) 71	Shine On (Don Kirshner — BMI/Kirshner — ASCAP) 79	This Is (Jobete — ASCAP) 37
Don't Stop (Rosy — ASCAP) 78	Last Dance (Primus Artists/Olga — BMI) 25	Sky High (Two Pepper — ASCAP) 96	Three Times (Jobete/Commodores Entertainment — ASCAP) 2
Do Yourself (Bar-Kay/Swelllea — BMI) 48	Let's Start (Bohannon Phase II — ASCAP/Intersong-USA — ASCAP) 47	Soft & Wet (Princess Music Co. — ASCAP) 38	Tonight's The (Sherlyn — BMI) 80
First Impression (Teddy Randazzo — BMI) 16	Lighting A Fire (Conjay Music — BMI) 84	Special (Unichappell Music — BMI) 66	Victim (Dannmusic — ASCAP) 17
Funk-O-Nots (Playone — BMI) 30	Little Girls (Irving — BMI) 61	Stand Up (Almo/Newban/Audio — ASCAP) 43	What You (Warner-Tamerlane/May 12th — BMI) 13
Get Off (Sherlyn/Lindseyanne — BMI) 1	Love Attack (ABC/Dunhill/Goblet/Funk Rock — BMI) 87	Stellar Funk (Spur Tree Cotillion — BMI) 19	Whistle Bump (Kenya — ASCAP) 100
Got To Get (MacLen — BMI) 6	Love Brought (Circle R — ASCAP) 20	Stun Like (Tellow Brick Road/N/K-O-Val — ASCAP) 41	You (Island — BMI) 5
Grease (Stigwood/Unichappell — BMI) 56	Love To See (Calvert — BMI) 27	Summer Love (Pap/Leeds/Phylmar — ASCAP) 97	You And I (Stone Diamond — BMI) 7
Groove With (Boviaa — ASCAP) 27	Love The Way (H+H Team — ASCAP) 94		You Fooled (Irving/Medad — BMI) 89
Guess Who (Janmilla — ASCAP) 65	Mind Blowing (Wildier — ASCAP) 72		You Got Me (Traco — BMI) 31
Holding On (Almo/McRoscod — ASCAP) 3	Miss You (Colgems-EMI — ASCAP) 34		You Know You (Willow Girl — BMI) 55
Honey I'm (Raydiola — ASCAP) 62	More Than Just A Joy (Mayfield — BMI) 76		You Should (Sherlyn/Decibel — BMI) 74
Hot Shot (Scully — ASCAP) 59	My Radio (Nineteen Eighty-Five — BMI) 28		You Were (Koomba — ASCAP) 20
How Can I (Instant Replay/Jostada — ASCAP) 52	Never Make A (Irving/Four Knights — BMI) 44		Youngblood (Far Out — ASCAP) 50
I Love (Lowery — BMI) 69			You're All (Jobete — ASCAP) 33
			You're Gonna (Mills+Mills/Stone Diamond — BMI) 64

MOST ADDED SINGLES

- IT SEEMS TO HANG ON — ASHFORD & SIMPSON — WARNER BROS.**
WAMO, WMBM, WNJR, WJMO, WEBB, WUFO, WVON, WLTH, WDAO, WORL, WGPR-FM, WXEL-FM, WSOX.
- ONE NATION UNDER A GROOVE — FUNKADELIC — WARNER BROS.**
WANT, WKND, KPRS, WWIN, WIGO, KKT, WEBB, WGIV, WDAS, WORL, WDAO.
- I'M IN LOVE (AND I LOVE THE FEELING) — ROSE ROYCE — WHITFIELD**
WWDM, WANT, WKND, WEDR, WBUL, WUFO, WDAS, WDAO, WRAP.
- BLAME IT ON THE BOOGIE — THE JACKSONS — EPIC**
WOL, KDAY, KKT, WBL, WILD, WWRL, WRBD, WDAS.
- DON'T STOP, GET OFF — THE SYLVERS — CASABLANCA**
WXVI, WILD, WCKO, WRBD, WWRL, WSOK, WLOU.
- YOU WERE MEANT FOR ME — DONNY HATHAWAY — ATCO**
KDAY, WWIN, WXVI, WILD, WABQ, WLOU.
- MIND BLOWING DECISIONS — HEATWAVE — EPIC**
WNJR, WBUL, WXVI, WEAL, WDAO, WLOU.
- SAY A PRAYER FOR TWO — CROWN HEIGHTS AFFAIR — DeLITE**
WWDM, WCKO, WRBD, WEAL, WQMG, WLOU.
- (OLIVA) LOST AND TURNED OUT — THE WHISPERS — SOLAR**
WDAS, WDAO, WVKO, WEAL, WQMG, WWRL.

MOST ADDED ALBUMS

- JASS-AY-LAY-DEE — OHIO PLAYERS — MERCURY**
WIGO, WWIN, WKND, KMJQ, KOKY, WLOU, WMBM, WXEL-FM, KKSS.
- WELCOME TO MY ROOM — RANDY BROWN — PARACHUTE**
WUFO, WKND, KYOK, WLOU, WRAP, WSOK, WWDM, WOL.
- YOU SEND ME — ROY AYERS — POLYDOR**
WEBB, WJLB, WGPR, KGBC, WKND, WMBM, WXEL-FM.

SELECTED ALBUM CUTS

- SUNBEAM — EMOTIONS — COLUMBIA**
Walking The Line, Whole Lotta Shakin'.
- IS IT STILL GOOD TO YA — ASHFORD & SIMPSON — WARNER BROS.**
Is It Still Good To Ya.
- LOVE BROUGHT ME BACK — D.J. ROGERS — COLUMBIA**
All My Love, When Love Is Gone.
- SECRETS — GIL SCOTT-HERON & BRIAN JACKSON — ARISTA**
Third World Revolution, Better Days Ahead.
- WELCOME TO MY ROOM — RANDY BROWN — PARACHUTE**
Love Is All We Need, Do It Baby.

R & B RADIO HIGHLIGHTS

WIGO — ATLANTA — PAUL CHILDS, PD — #1 — COMMODORES
JUMPS: 30 To 26 — Stargard, 14 To 10 — E,W&F, 13 To 9 — Fatback Band, 12 To 8 — L.T.D., 10 To 5 — McCrarys, HB To 32 — Rose Royce. ADDS: Raydio, Switch, Ann Peebles, Johnny Bristol, Funkadelic, Grey & Hanks, Betty Wright. LP ADDS: Rose Royce, Sylvers, D.J. Rogers, Ohio Players, Vernon Burch, Patti LaBelle.

WWIN — BALTIMORE — DON BROOKS, PD — #1 — FOXY
JUMPS: 19 To 6 — Bohannon, 7 To 3 — Patti LaBelle. ADDS: Pockets, Funkadelic. LP ADDS: Ohio Players, Dells, Emotions.

WBUL — BIRMINGHAM — VICTOR BOYKIN, MD — #1 — FOXY
JUMPS: 38 To 33 — Norman Connors, 35 To 28 — Switch, 31 To 18 — D. Moore, 16 To 12 — McCrarys, 14 To 9 — Graham Central Station, 12 To 8 — Emotions. ADDS: Rose Royce, Johnny Adams, Nolan Struck, Mass Production, Kay Gees, Gladys Knight, Heatwave.

WILD — BOSTON — SONNY JOE WHITE, PD — #1 — HOT SHOT
JUMPS: 32 To 26 — Rose Royce, 29 To 19 — Slave, 28 To 18 — Bohannon, 27 To 20 — Lenny Williams, 26 To 21 — Alicia Bridges, 21 To 14 — Funkadelic, 17 To 10 — Roundtree, 15 To 9 — Cissy Houston, 12 To 8 — Emotions. ADDS: Jackson, Sylvers, Pockets, Donny Hathaway, Prince. LP ADDS: Staple Singers, Chanson.

WUFO — BUFFALO — BRYON PITTS, PD — #1 — EARTH, WIND & FIRE
JUMPS: 28 To 7 — Funkadelic, 15 To 4 — Ohio Players. ADDS: Prince, Rose Royce, Switch, Gladys Knight, Ashford/Simpson. LP ADDS: Randy Brown, Emotions, Dells, Winners, Gil Scott-Heron, Vernon Burch.

WGIV — CHARLOTTE — MANNY CLARKE, PD
HOTS: Taste Of Honey, Brothers Johnson, Foxy, Commodores, Bohannon, Betty Wright, O'Jays, Slave, Teddy Pendergrass, Quincy Jones. ADDS: Ann Peebles, Gary Brown & RSO All Stars, Funkadelic. LP ADDS: Crown, War, Eon, Rose Royce, Crusaders.

WBMX — CHICAGO — JAMES ALEXANDER, PD
HOTS: B.B. King, Jermaine Jackson, Fatback Band, Rick James, Funkadelic, Taste Of Honey, Quincy Jones, Teddy Pendergrass, Commodores.

WVON — CHICAGO — GUY BRODY, MD
HOTS: Ohio Players, McCrarys, Brothers Johnson, Norman Connors, Dramatics, Lenny Williams, Sylvers, Hodges, James & Smith, Memphis Horns, Con Funk Shun. ADDS: O'Jays, Ashford & Simpson, Atlantic Starr, Deborah Washington, Fatback Band. LP ADDS: Herbie Hancock, Mathis/Williams, Stylistics, Jacksons, Donny Hathaway.

WJMO — CLEVELAND — LYNN TOLLIVER, PD — #1 — FOXY
JUMPS: 37 To 27 — Funk-O-Nots, 26 To 18 — B.B. King, 21 To 17 — Funkadelic. ADDS: Ashford/Simpson, Millie Jackson. LP ADDS: Ashford/Simpson.

WDAO — DAYTON — LANKFORD STEVENS, PD — #1 — L.T.D.
HOTS: L.T.D., Ohio Players, Spinners, Dells, Norman Connors, Stylistics, Gary Benson, Stargard, D.J. Rogers, Emotions, Ann Peebles, Memphis Horns, E,W&F, O'Jays, Lou Rawls. LP ADDS: Shalamar, W. Longmire, Zafra.

WJLB — DETROIT — TOM COLLINS, MD — #1 — TASTE OF HONEY
JUMPS: 27 To 19 — Rose Royce, 23 To 16 — Norman Connors, 19 To 14 — Al Hudson, 17 To 13 — Wilson Williams, 13 To 8 — E,W&F, 12 To 7 — Con Funk Shun. ADDS: Switch, Willie Hutch, Natalie Cole, Winners, Memphis Horns, George Benson, Trampms. ADDS: Dennis Coffey, Tessie Hill, Roy Ayers.

WGPR — DETROIT — GEORGE WHITE, MD — #1 — GRAHAM CENTRAL STATION
JUMPS: 20 To 10 — Taste Of Honey. LP ADDS: Norma Jean, Van McCoy, Ashford/Simpson, Shotgun. LP ADDS: Shalamar, Roy Ayers, Terry Colliers.

WCKO — FT. LAUDERDALE — JOE FISHER, PD — #1 — TASTE OF HONEY
JUMPS: 29 To 22 — Stargard, 23 To 19 — Atlantic Starr, 19 To 13 — Emotions, 14 To 10 — Slave, 12 To 7 — O'Jays, 6 To 2 — L.T.D. ADDS: Mac Rice, Alicia Bridges, Grey & Hanks, Sylvers, Crown Heights Affair, Lenny Williams, Shotgun, Tower Of Power, Minnie Lynn, Mirror. LP ADDS: Dells, Gladys Knight & Pips, Paul Horn, The Staples, Eddie Horan, Salsoul Orchestra, Afro Cuban Band.

WRBD — FT. LAUDERDALE — CHUCK MERRIT, PD — #1 — FOXY
ADD: Jacksons, Patti Hendrix, Grey & Hanks, El Coco, Natalie Cole, Sylvers, Crown Heights Affair. LP ADDS: T-Life, Sho Nuff, Gil Scott-Heron.

WEAL — GREENSBORO — TY MILLER, PD — #1 — FOXY
JUMPS: 40 To 27 — Funkadelic, 28 To 19 — Stargard, 26 To 17 — Switch, 22 To 10 — Prince, Ex To 31 — Rose Royce. ADDS: Heatwave, Carne Lucus, Solomon Burke, Whispers, Sweet Thunder, Betty Wright, Crown Heights Affair, Memphis Horns, Johnny Taylor, Dramatics, Atlantic Starr.

KYOK — HOUSTON — RICK ROBERTS, PD — #1 — D.J. ROGERS
ADD: Trampms, Peter Brown, Lenny Williams, Special Delivery, Leon Haywood, Al Hudson & Soul Partners. LP ADDS: Slave, Emotions, Randy Brown, Mass Production, Soul Children, Dells.

KMJQ — HOUSTON — JACK PATTERSON, PD — #1 — D.J. ROGERS
JUMPS: 38 To 33 — Donny Hathaway, 37 To 32 — Herbie Hancock, 33 To 24 — War, 26 To 22 — Norman Connors, 24 To 16 — Teddy Pendergrass, 20 To 12 — Love & Kisses, 17 To 11 — Bobbi Humphrey, 14 To 8 — Taste Of Honey, 12 To 7 — Emotions, 11 To 4 — Stargard. ADDS: Ross/Michael Jackson, Sylvester. LP ADDS: Ohio Players, Sylvester.

KOKY — LITTLE ROCK — KELLY KARSON, PD — #1 — COMMODORES
JUMPS: 20 To 16 — Prince, 19 To 10 — O'Jays, 18 To 14 — Dells, 17 To 13 — D.J. Rogers, 16 To 12 — Spinners, 11 To 6 — Stargard, 10 To 5 — E,W&F. ADDS: Ann Peebles, Grey & Hanks, Holloway & Sigler, Shotgun, Dramatics. LP ADDS: Atlantic Starr, Ohio Players.

KDAY — LOS ANGELES — STEVE WOODS, PD — #1 — TASTE OF HONEY
HOTS: Teddy Pendergrass, Con Funk Shun, L.T.D., E,W&F, Foxy, Sylvester, McCrarys, Prince, Rick James. ADDS: Candi Staton, O'Jays, Jacksons, Donny Hathaway, Linda Clifford. LP ADDS: Switch.

KKT — LOS ANGELES — WALT LOVE, PD — #1 — TASTE OF HONEY
JUMPS: 28 To 24 — Patti Hendrix, 23 To 16 — Michael Henderson, 20 To 14 — Rolling Stones, 17 To 12 — Sun. ADDS: L.T.D., Funkadelics, Leon Haywood, Jacksons. LP ADDS: Curtis Mayfield, Betty Wright, Margie Joseph, Pattie Brooks, Bohannon.

KACE — LOS ANGELES — ALONZO MILLER, MD
HOTS: Teddy Pendergrass, Rick James, Taste Of Honey, L.T.D., Con Funk Shun, Michael Henderson, Bobbi Humphrey, Lenny Williams, O'Jays, Quincy Jones. LP ADDS: Wilbert Longmire, Emotions, Slave.

WLOU — LOUISVILLE — NEAL O'REA, MD — #1 — E,W&F
JUMPS: 21 To 10 — Funkadelic, 20 To 9 — Slave, 18 To 8 — O'Jays, 11 To 4 — L.T.D., 10 To 2 — Gary Bartz, 9 To 3 — Emotions. ADDS: Sylvers, Donny Hathaway, Heatwave, Crown Heights Affair, George Duke. LP ADDS: Ohio Players, Randy Brown.

WDIA — MEMPHIS — JAY MICHAEL DAVIS, MD — #1 — E.C. KING
ADD: 30 To 20 — Fatback Band, 29 To 18 — D.J. Rogers, 19 To 14 — Foxy, 12 To 8 — Candi Staton, 10 To 4 — McCrarys. LP ADDS: Norman Connors, Sylvester.

WEDR — MIAMI — JERRY RUSHIN, PD — #1 — PRINCE
ADD: Dorothy Moore, N. Cole, Eddie Horan, Sir Mack Rice, Paul Kelly, Sweet Thunder, Z.Z. Hill, Tower Of Power, Rose Royce, Sue Johnson, Brenda & Herb, Shotgun, Sylvester. LP ADDS: Nancy Wilson, Norma Jean, Slave, Sassafras.

WMBM — MIAMI — CEDRIC ANDERSON, MD — #1 — EARTH, WIND & FIRE
JUMPS: 10 To 5 — Emotions, 11 To 6 — Ohio Players, 21 To 16 — Slave, 23 To 18 — Raydio, 33 To 24 — Fat Larry's Band, 31 To 25 — N. Cole. ADDS: Ashford & Simpson, Switch, Randy Jackson, Brenda & Herb, Patrick Juvet. LP ADDS: Ohio Players, Roy Ayers.

WVOL — NASHVILLE — FRED HARVEY, PD — #1 — CON FUNK SHUN
JUMPS: 30 To 25 — B.B. King, 22 To 18 — Emotions, 20 To 16 — Michael Henderson, 14 To 11 — Rolling Stones, 13 To 8 — Foxy, 10 To 6 — O'Jays. LP ADDS: Stargard, Norma Jean.

WNJR — NEWARK — LIA AFRIAT, MD — #1 — L.T.D.
HOTS: Commodores, Stylistics. LP ADDS: Joe Simon, Commodores, Alicia Bridges, Ashford & Simpson, Pattie Brooks, Heatwave, McCrarys. LP ADDS: Softones, Gladys Knight.

WXEL-FM — NEW ORLEANS — REG HENRY, PD — #1 — MCCRARYS
JUMPS: 31 To 26 — Eon, 29 To 21 — Gladys Knight, 27 To 22 — Dorothy Moore, 23 To 16 — Prince, 22 To 15 — Jean Carn, 18 To 13 — B.B. King, 16 To 12 — Graham Central Station, Ex To 24 — Lenny Williams, Ex To 23 — Heatwave.

WWRL — NEW YORK — SONNY TAYLOR, PD
HOTS: Blair, Bohannon, Bros. Johnson, Commodores, Faith, Hope & Charity, Earl Klugh, Wilbert Longmire, Mathis/Williams, MFSB, Moses, Slave. ADDS: Ritchie Family, Atlantic Starr, Jacksons, McCrarys, Whispers, Solomon Burke, Holloway/Sigler, Stargard, Sylvester, Sylvers. LP ADDS: Afro-Cuban Band.

WRAP — NORFOLK — J.D. JACKSON, PD & MD
HOTS: Teddy Pendergrass, L.T.D., Candi Staton, Con Funk Shun, Atlantic Starr, Isley Brothers, Patti LaBelle, O'Jays, Sylvester, Foxy. ADDS: Michael Henderson, Commodores, El Coco, Ashford & Simpson, Steely Dan, Eddie Drennon, Musique, Sylvester, Mass Production, Stanley Clarke, Rose Royce, Stargard, Charles Earland, Stylistics, Emotions, E,W&F, Mathis/Williams, Spinners, Shake. LP ADDS: Randy Brown.

KDIA — OAKLAND — JOHNNY MORRIS, MD — #1 — E,W&F/KEITH BARROW
HOTS: Foxy, L.T.D., Mick Jackson, Herbie Hancock, Betty Wright. ADDS: Patti LaBelle, Afro-Cuban Band, Cissy Houston. LP ADDS: Stanley Turrentine, Stylistics.

WORL — ORLANDO — STEVE CRUMBLY — #1 — TASTE OF HONEY
JUMPS: 40 To 24 — Donny Hathaway, 35 To 26 — Funkadelic, 34 To 25 — Switch, 25 To 17 — John Moore, 24 To 14 — D.J. Rogers, 22 To 18 — Eddie Kendricks, 22 To 8 — O'Jays, 16 To 9 — Emotions. ADDS: Brenda & Herb, Ashford & Simpson, Johnny Bristol, Grey & Hank, Gladys Knight, Hues Corp., Shotgun. LP ADDS: Hues Corp., Fireworks.

WDAS — PHILADELPHIA — DIANA BROWN, PD — #1 — FOXY
JUMPS: 43 To 37 — Patti Hendrix, 42 To 36 — Brenda & Herb, 41 To 35 — McCrarys, 40 To 29 — Pockets, 38 To 28 — Gladys Knight, 32 To 26 — Switch, 27 To 12 — O'Jays, 18 To 10 — Fatback Band. ADDS: Atlantic Starr, Funkadelic, Jacksons, Whispers, Circle Of Fire, Rose Royce.

WAMO — PITTSBURGH — DELL KING, PD — #1 — FOXY
JUMPS: 40 To 35 — Lenny Williams, 38 To 34 — Memphis, 37 To 33 — Karen Young, 36 To 32 — Newcomers, 35 To 29 — Donny Hathaway, 34 To 26 — Atlantic Starr, 33 To 25 — Bohannon, 20 To 16 — Stargard. ADDS: Raydio, Holloway/Sigler, Ashford/Simpson, Linda Clifford. LP ADDS: High Inergy, KC & The Sunshine Band, Foxy.

KKSS — ST. LOUIS — WALTER SUMNER, MD — #1 — COMMODORES
JUMPS: 30 To 20 — Prince, 29 To 19 — Funkadelic, 22 To 18 — Sylvester, 21 To 17 — Stargard, 20 To 16 — O'Jays, 19 To 15 — Jermaine Jackson, 15 To 11 — Spinners. LP ADDS: Lenny Williams, Cheryl Lynn. LP ADDS: Ohio Players, Wilbert Longmire.

WOL — WASHINGTON — DON MAC, PD
HOTS: Blair, Margie Joseph, High Inergy, Randy Brown, LTD, Crown Heights Affair, Curtis Mayfield, Lenny Williams, South Road Connection, Ritchie Family. ADDS: Quazar, Brenda & Herb, Ann Peebles, Lou Rawls, Sylvester, Jacksons. LP ADDS: Randy Brown, D.J. Rogers, Cissy Houston, Afro Cuban Band, Phyrework, Peoples Chocla, Rick James.

WOOK — WASHINGTON — JOHN MOEN, PD — #1 — FUNKADELIC
HOTS: Taste Of Honey, E,W&F, Foxy, Funkadelic, Fatback Band. ADDS: D.J. Rogers, Bohannon, Karen Young. LP ADDS: Rick James, Atlantic Starr.

(continued from page 16)

1,000 Songwriters Attend 2nd Expo

LOS ANGELES — More than 1,000 songwriters attended the second annual Songwriters Expo at Immaculate Heart College in Hollywood August 19-20. Sponsored by the Alternative Chorus Songwriters Showcase, under the direction of John Braheny and Len Chandler, the event offered professional and amateur songwriters the opportunity to attend seminars and workshops conducted by some of the industry's top executives and artists.

One highlight of the event was a BMI panel called "Journey of a Hit (From Writer to Radio)," which was moderated by BMI's California vice president Ron Anton. Among the Expo participants was songwriter Bruce Johnson, who wrote "I Write The Songs."

Millennium Announces Fall Release Schedule

NEW YORK — Millennium Records' fall release schedule will be spearheaded by the release of Mecco's "The Wizard of Oz", whose single, "Themes From the Wizard of Oz" will be released in both seven-inch and 12-inch configurations. Promotional copies of the 12-inch and LP will be released on yellow vinyl.

Other albums released will be Joey Travolta's self-titled debut and a second album by the Godz. There will also be single releases by Lori Lieberman, Madison Street, Sovereign, Ruby Winters, and Sammy Turner.

ABKCO Revenues Down In Second Qtr.

NEW YORK — ABKCO Industries has reported revenues from the third quarter of 1978 of \$1.6 million, down from \$2 million for the comparable period in 1977. ABKCO also reported net income for the quarter of \$1,000, down from \$35,000 for the same quarter last year.

Revenues for the nine-month period ending June 30, 1978 were \$6.2 million, down from \$6.9 million for the same period of 1977. Profits for this year's nine-month period \$220,000, up, from last year's figure of \$56,400.

Theatre Workshop To Relocate In September

LOS ANGELES — The California wing of the Musical Theatre Workshop, sponsored by BMI, will move to the Tin Pan Alley Room of the Variety Arts Club at 940 South Figueroa Street here when meetings resume in September. The purpose of the group is to cultivate new composers, lyricists and librettists for the musical theatre. Lehman Engel, a conductor and musicologist, moderates the workshop for BMI in New York and California.

4 A&M LPs Turn Gold

LOS ANGELES — Four A&M albums have recently been certified gold by the RIAA. These LPs are "Togetherness" by LTD, Quincy Jones' "Sounds . . . and Stuff Like That," Rita Coolidge's "Love Me Again," and "Worlds Away" by Pablo Cruise.

Rabbit To Dist. Labels

LOS ANGELES — Rabbit Distributing has recently signed agreements with Cherry Records & Cinema Corporation of Houston, JDC Records of Los Angeles and West End Records of New York for distribution and promotion in Texas and Oklahoma.

Gold For Esmeralda

LOS ANGELES — "Don't Let Me Be Misunderstood," Santa Esmeralda's first album on Casablanca has been certified gold by the RIAA. The group's third LP, "Beauty," is set for late summer release.

foremost new wave band **The Clash** has been in San Francisco working on its second album, due for release on Epic in October. The group's first album sold a reported 100,000 copies in England and 20,000 imports in the U.S., where it is unavailable in domestic release . . . Aspen Recording Society artists **Steve Martin**, **The Dirt Band** and **Le Roux** will be featured on a segment of the Midnight Special. The Dirt Band hosts the show, which tapes Sept. 4. Martin will perform "King Tut" with the Dirt Band and a banjo duet with **John McEuen** of the group.

EAST COASTINGS — STREET SOUNDS — One of New York's premier rock groups, **Television**, has broken up. Knowledgeable sources differ regarding the reason for the split, but the majority see it as an amicable parting all around. Solo careers are imminent for the quartet, and **Tom Verlaine** appears ready to sign his own E/A contract very soon. **Richard Lloyd** also is reported to be nearing a deal with a major label . . . **Ron Alexenburg's** still unnamed label, always a hot topic among assembled record people, is said to be contemplating signing **Hot Chocolate**, **Orleans** and **John Hall**, to accompany the label's deal with **Robert Johnson**, now cutting his big debut album . . .

THE ROCK PRESS — The third in our series on the nation's major music-oriented consumer magazines focuses on *Circus* magazine, which will shift from bi-weekly to weekly publication beginning September 19.



HILL MEETS SEEFF IN L.A. — During his recent promotional visit to Los Angeles in support of his new album, "Frozen In the Night," and the single, "All I See Is Your Face," 20th Century-Fox recording artist Dan Hill (l) chatted with photographer Norman Seeff at his studio.

Among the new features the magazine plans to include in their weekly debut are: a full color "Doonesbury" page by **Garry Trudeau**; a "Back Pages" gossip column by **New York Post** writer **Lou O'Neil, Jr.**, and an expanded listing of live concerts, as well as rock on TV and radio. Why go weekly? *Circus* publisher and editor-in-chief **Gerald Rothberg** explains that "one of the major reasons was the opportunity to broaden our coverage of music and be more on top of the acts. We won't have to concentrate only on the so-called heavy metal acts, but we can also get into crossovers and different kinds of music." But what about the magazines' teenage demographic base? "We're definitely trying to keep the upper teen demographic," Rothberg replies, "but we also want to add on the older end." And the risk involved in a major shift to becoming a weekly? "Well, we believe we've protected ourselves," says Rothberg. "We're promoting it very heavily, by an advertising campaign, a subscription campaign, and a promotional tour, and there's a feeling that a weekly will give the newstand dealers more incentive to push the magazine."

NAMES IN THE NEWS — Reportedly recording together — **Eric Clapton** and **Steve Winwood** . . . Joining **Robert Gordon's** new band — **Chris Spedding** and **Rob Stoner** . . .

Starts of a new movie — **Cheech and Chong** . . . Recording a new album — **Elvin Bishop** . . . Currently recording for Potato Records — **Spirit** . . . Arriving at Carnegie Hall, Sept. 10 — gospel sensation **Andrae Crouch** . . . Seen at Max' Kansas City and described as "state of the art new wave" by critic **Aaron "Johnny" Fuchs** — **Johnny Thunder** and **the Heartbreakers** . . . Red hot disco group cancelling all dates up to Sept. 10 — **The Trammps** . . . and seen together in the same studio on the local **Joe Franklin** TV show — **Rudy Vallee** and **Tiny Tim**.

INFORMATION SOURCES — A new quarterly newsletter which purports to "offer solutions to the problem of popular music magazine editors, designers, writers and photographers" called "Rockin' In The Fourth Estate" can be had from Box 96, Scarsdale, N.Y. 10583 . . . Cupola Productions, meanwhile, at Box 27 in Philadelphia, is offering a newsletter for librarians called "Rockingchair" which reviews popular and spoken word recordings for the library buyers. **John Pollits** is the editor, and the zip is 19105.

SKIN 'N VINYL — *Penthouse* magazine has tied in with Talpro Productions and created a new records series dubbed "Penthouse Presents." The debut album, which presents "pulsating disco and romantic moods for loving and dancing" by "The Love Symphony Orchestra" features the songs "Let's Make Love In Public Places" and "Let Me Be Your Fantasy." The packaging includes a 12" by 24" *Penthouse* nude foldout as well as smaller pics, which, we're assured, will be selected "with the highest standards of good taste."

THE UBIQUITOUS MR. AYERS — **Roy Ayers** has just finished recording an album with veteran horn man **Wayne Henderson**. Tentatively titled "Step Into My Life," the album features vocalists **Carla Vaughn** and is described by Ayers as "cross-over fusion." Discussing the rise of this increasingly popular descriptive word, Ayers said he embraced its implications of the artists "trying to incorporate different musical techniques." Economics, the Polydor artist unabashedly admits, is often more important than purism and, he says, disco is becoming an increasingly strong influence for him. His advice for business minded musicians? "If you can maintain, you can succeed in the music business, but, don't forget, health is more important than money." How True.

charles palkert



APPLE IN THE BIG APPLE — Monument recording artist Gary Apple recently completed a concert engagement at the Other End in New York, where he played songs from his first Monument album, "The First One's Free." Pictured (l-r) backstage following the show are: Lou Simon, senior vice president/director of marketing for Phonogram/Mercury; Apple; Charles Fach, executive vice president/general manager of Phonogram/Mercury; and Terry Fletcher, vice president/marketing for Monument.



PLATINUM KANSAS — Don Kirshner, president of Kirshner Records, was recently presented with a double platinum album award for Kirshner recording group Kansas' "Point Of Know Return" LP. Kirshner also accepted an award for the gold single, "Dust In The Wind." Pictured at the presentation (l-r) are: Tony Martell, vice president and general manager of the CBS Associated Labels; Kirshner; and Don Dempsey, senior vice president and general manager for the Epic/Portrait/Associated Labels.

Entertainment Lawyers To Meet At Musexpo

NEW YORK — An international meeting of entertainment attorneys has been added for the first time to the agenda of MUSEXPO, whose fourth annual convention convenes in Miami Beach, Florida on November 4.

The meeting, which is open to all MUSEXPO participants, is expected to give birth to the first International Association of Entertainment Attorneys, according to MUSEXPO President Roddy Shashoua.

Topics to be covered at the meeting will include "Foreign Licensing Agreement Overseas and Domestically," "International Tax Strategy and Planning (USA and Overseas)," "International Accounting and Auditing," "Foreign Merchandising," "International Copyright Law and Record Piracy," "Foreign Subpublishing," "Foreign Subpublishers and Mechanical and Performance Societies," and "Ramifications of the U.S. Copyright Act of 1976."

Famous, BHY Pact For Foreign Publ. Rights

NEW YORK — Famous Music has signed a long-term, exclusive agreement with Baker, Harris and Young which will give them publishing rights outside of the U.S. and Canada for all new material produced by the firm. Famous had previously handled foreign rights for the Trammps' debut LP and several BHY-produced singles.

BHY has produced records for the Temptations, The Dells, Trammps, the Four Tops, Gloria Gaynor, Joe Simon and others.

Automatic Label Bows First Sales Campaign

LOS ANGELES — Automatic Records has begun its first sales campaign, "The Pop Rocks," which offers dealers a free goods allotment coupled with an increased return allowance on "The Pop" LP as well as The Pop's "Down On The Boulevard" EP. The program, which is being run in coordination with Jem Records, will be followed by a September print ad campaign.

Carmen Re-Signs With CAM Productions

NEW YORK — Arista recording artist Eric Carmen has entered the independent production field via an agreement with CAM Productions. Carmen has also resigned with CAM as a composer/artist.

In-Store Activity And Discos Offer Alternatives To Radio

(continued from page 10)

to fight radio but work together with what people are used to hearing."

Within the last seven months, a new tipsheet dedicated to in-store play and sales analysis has been started in Seattle. Entitled "In-Store Report," the sheet offers an in-store playlist derived from 90 retail accounts in seven western states. The result, says publisher Greg Rediske, is "a detailing of the power of in-store play to sell records." Elektra/Asylum recording group Cars was a recent number one on the in-store playlist for the western regions.

"Many stores are beginning to take note of the cuts that are attracting substantial interest," says Rediske, "and this instant information is proving very valuable to promotion people and radio."

Somers cited the VIP retail chain in Los Angeles as an example of growing understanding of the potential of in-store play. VIP has a console in each store with two turntables and the ability to cross fade. By gearing play to time of day and traffic demographics, sales can be maximized.

"If someone comes in and asks to hear the new Stevie Wonder album," says Somers, "the store should have already selected the cuts that will sell the record. Intelligent use of in-store play sells more records than letting the manager play his favorite record."

With a computerized system for sending records and merchandising material to stores based upon the category of music they sell, WB strives to maximize product exposure.

'Crossover Indicator'

"Reaction to in-store play is an important indicator to us that a record has cross-over potential," Somers explains. "The ECM line we distribute is a good example. Pat Metheny is normally categorized as a jazz musician. But we know by checking in-store play and resulting sales, that customers in so-called 'mainstream pop' retail accounts view the record as accessible. That forces us to be more aggressive."

The initial push supplied by in-store play has helped many artists gain momentum and achieve radio exposure. "Retail stores have started action on records before radio," says Lee Cohen, advertising director for Licorice Pizza. "Elvis Costello and Warren Zevon benefited from our in-store play before they received much radio support."

Licorice Pizza allows store managers the freedom to play their preferences but also suggests in-store play tie-ins with products on sale.

Somers commented that this characteristic practice of linking sales items or promotional pushes to in-store play is not always the best way to maximize sales.

"The retail level is, to a certain extent, captured by co-op dollars," says Somers. "The promotion of the week usually dominates in-store activity. That may not be the most intelligent thing to do, though. It would probably be smart to play for the customers a mix of what they hear on the radio with other tie-in opportunities such as recent concert appearances or break-outs."

Touring has long received record company support as a principal means to increase exposure for an artist and expand sales. With the correlation between touring and sales well established, labels have offered free concerts as a means to expose new artists who could not pull sufficient audience to warrant a tour. Similarly, new artists often benefit from greater exposure by being an opening act for a name group.

Convention appearances have also offered unique promotional opportunities to expose artists to audiences with a built-in interest in discovering talent. For example, NARM's yearly convention regularly features entertainment and has bolstered the identification of many artists within the record merchandising community.

However, in-store play is benefiting many artists who are not in a position to tour. Without significant radio airplay or tour exposure, a recent release by Kraftwerk achieved 20-30,000 single sales as a result of a combined in-store campaign of play and merchandising, according to Bruce Wendell, vice-president of promotion for Capitol Records.

Other Alternatives

"It's a question of using your alternatives," says Wendell. "Take an artist like Cheryl Ladd. With little airplay, we have achieved sales through in-store activity, TV exposure and reaching out to her built-in fans. Her exposure on shows like Mike Douglas, Merv Griffin, Dinah and others reaches millions of people. We have also made a disco version of the song 'Skinny Dipping' and we will be trying for exposure in the discos."

Wendell cited the success of Taste of Honey's "Boogie Oogie Oogie" as an indication of the breaking power of disco. "That song broke from the discos in New York and then crossed to black radio. Then, after having built that foundation, WABC picked up on it and the record took off and the single has now sold over a million units."

Casablanca is a label that has specialized in alternative means of promotion to build a base for radio exposure, according to Marc Simon, vice president of special projects.

Breaking Power Of Disco

"The disco clubs are a powerful way to break our records," says Simon, who is in



BRITISH LIONS ROAR INTO L.A. — RSO recording group the British Lions recently visited Los Angeles during their extensive American concert tour. The quintet is scheduled to headline the Starwood in L.A. on September 5-6. Pictured (l-r) at a party hosted by RSO Records for the group are: Bob Edson, senior vice president and general manager of RSO; Rich Fitzgerald, vice president of promotion, RSO; Morgan Fisher, Buffin, John Fiddler and Ray Major of the British Lions; Al Coury, president of RSO; and Overend Watts of the British Lions.

charge of disco promotion for Casablanca. "Between clubs, benefits, dance contests and artist appearances, we have created enormous interest and sold records without getting initial radio support."

Simon cites the recent "Thank God It's Friday" national dance contest which was aired on the Merv Griffin show as one of the company's most successful promotions.

"By involving the record pools in different cities, we coordinated dance contests at local discos across the country. The semi-finalists were selected and the winners of that contest went to the finals on Merv Griffin. The result was massive exposure from the grassroots up. The TV show was Griffin's highest rated show and we received strong promotion for the album and the film."

Similar promotional success was achieved when Donna Summer took over the reins of Dick Clark's American Bandstand for a special disco show. Moreover, PBS television "Discothon" in Boston garnered a 38 percent audience share and attracted attention and sales for Casablanca acts, Love and Kisses and Village People.

Casablanca typically distributes 2500 promotional copies to 22 record pools throughout the country, gearing the follow-up calls to DJs and retail accounts to achieve reporter action which is then brought to the attention of radio.

Identification of artist and song remains a problem for disco promotion due to the non-stop nature of disco play; however, Casablanca attempts to overcome the problem by creating a high visibility for the label itself and by encouraging creative solutions in the clubs such as plexiglass holders for the jackets of the album the DJ is playing.

"Tuxedo Junction," a record by the Butterfly group, is cited by Dee Joseph, director of national disco promotion, as an example of the power of discos to provide the crossover strength from which to garner radio play.

"In January and February, the song was playing in clubs and we totaled sales of close to 75,000 units. From there, it broke onto the radio in the southeast in March and then it crossed over to many formats. Meanwhile, Tuxedo Junction was visiting the record pools and clubs and making personal appearances. There is radio resistance to disco in the same way there was to early rock 'n' roll, but the sales results are hard to ignore."

While discos and in-store activity are generating solid sales, most industry executives concede that radio is still the most powerful element in generating massive sales tonnage. However, the alternative means of promotion provide momentum.

'Back To Radio'

"All the other means of promotion are just different ways to get back to radio," says Ed Rosenblatt, vice-president and director of promotion for Warner Bros. "You go after other means in order to get radio interested. By getting initial retail action from reporters, radio hears a record talked up by the retail accounts rather than promotion guys. The more volume you

build up, the more radio is interested."

Elektra/Asylum used several unique tie-ins to generate interest in Cars. E/A utilized an "August Back To School" fashion program sponsored by Seventeen Magazine to garner unusual exposure. During May and June, the label produced a special tape which contained suitable dialogue and selected cuts from Car's debut album and played it in 35 department stores throughout the country in conjunction with Seventeen-sponsored shows. E/A also provided merchandising materials.

"The Seventeen fashion show participants were the demographic we were aiming at and by having the materials in out of the ordinary locations, we reached a new audience," says George Steele, vice president of marketing services for E/A. "In-store airplay also helped the record in the southeast during the early period of its release when it was in light rotation at AOF stations."

Future Technology Now

Several executives felt that in-store video will become an important aspect of future merchandising as the necessary technology reaches the retail level on a wider scale. Pickwick is currently in the testing and development stage of a video implementation program called "Channel 1000," which will see distribution of 100 video units to rack and retail. However, in-store video is already achieving results.

"Eddie Money is a good example of the breaking power of in-store video," says Bob Sherwood, vice-president of national promotion for Columbia. "His video was great and when it first played in stores in San Francisco, it started to move record and build up an image. The in-store activity was a contributing factor."

With in-store methods and other alternative means of promotion such as disco, expanding and growing increasingly more sophisticated, the power of the airwaves to sell records is being complemented by newer techniques. As recent ties between music and film projects have proven, exposure is the key to maximize sales. Radio will long be the primary vehicle for exposure of music; however, the development of alternative methods will guarantee increased consumer awareness of music.



BLENDING IN WITH MCA — The Blend, a rock band from Maine, has recently signed a long-term contract with MCA Records. Pictured (l-r) at the signing are: Steve Dore of Blend; Carl Strube, president, Sky's The Limit Productions; Don Pomber of Blend; Andrew Govatsos, Blend management; Ken Holt of Blend; Mike O'Leary, Blend manager; J.D. Drown of Blend; Denny Rosencrantz, MCA vice president/A&R; Harry Nelson, former program director of WRKO/Boston; Skip Smith of Blend; and Bob Slavin, WCOZ/Boston.

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 CHARLIE
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King Karol — New York
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Sound Warehouse — San Antonio
 BOSTON
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Radio Doctors — Milwaukee
 BOSTON
 GERRY RAFFERTY
 LINDA RONSTADT
 BOB SEGER

Tower — Los Angeles
 HALL & OATES
 STEELY DAN
 SYLVESTER
 WENDY WALDMAN

Schwartz Bros. — Washington
 CHARLIE
 DAVID GATES
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 BOSTON
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 HEATWAVE
 KENNY LOGGINS
 PRISM
 CHRIS REA
 LINDA RONSTADT
 BOB SEGER

Associated — Phoenix
 BOSTON
 HEATWAVE
 BETTY WRIGHT

Siebert's — Little Rock
 A TASTE OF HONEY
 E,W&F
 RICK JAMES
 LITTLE RIVER BAND
 J.P. YOUNG

Discount Records — St. Louis
 CITY BOY
 FUNKADELIC
 SAMMY HAGAR
 DOLLY PARTON
 SUN
 SYLVESTER
 WHO

DJ's Sound City — Seattle
 AEROSMITH
 DAVID GATES
 DAN HILL
 LINDA RONSTADT
 SEALS & CROFTS
 WHO

Richman Bros. — Philadelphia
 BOSTON
 WALTER EGAN
 ROBIN GIBB
 HEATWAVE
 MEAT LOAF
 OLIVIA NEWTON-JOHN
 BOB SEGER
 STARGARD
 JOE WALSH
 WHO

Poplar Tunes — Memphis
 ASHFORD/SIMPSON
 NORMAN CONNORS
 ANDY GIBB
 ROBIN GIBB
 HEATWAVE
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 DAN HILL
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 DOROTHY MOORE
 LINDA RONSTADT
 ROSE ROYCE
 SIMON/TAYLOR
 BRUCE SPRINGSTEEN
 STARGARD
 SWITCH
 SYLVESTER
 TRAVOLTA/JOHN
 WHO



SYLVERS STOP IN CHICAGO — Casablanca recording artists The Sylvers recently made a stop at Gardner's One Stop distributors in Chicago. Pictured standing (l-r) are: Angie Sylvers; Larry Lavin, Casablanca midwest promotion and marketing representative; Walter Gardner, owner; Pat, James, Ricky and Edmund Sylvers with Mrs. Walter Gardner and mother Shirley Sylvers in the foreground and Foster Sylvers, kneeling.

ALBUM BREAKOUTS

Camelot — National
 BROS. JOHNSON
 SHAUN CASSIDY
 EMOTIONS
 EXILE
 CRYSTAL GAYLE
 DOLLY PARTON
 CHRIS REA
 KENNY ROGERS
 "SGT. PEPPER"
 TROOPER

Record Dept. Merch. — Memphis
 BOSTON
 EXILE

Record World, T.S.S. — New York
 ALESSI
ATLANTIC STARR
 BOSTON
 TIM CURRY
 KINKS
 PATRICK MC HENRY
 MOON MARTIN
 PRISM
 T-LIFE
 TARNEY/SPENCER
 ROBIN TROWER

Tower — San Francisco
 ALESSI
 BOSTON
 CON FUNK SHUN
 KINGFISH
 NORTON BUFFALO
 PLASTIC BERTRAND
 LEON REDBONE

Galgano — Chicago
 BOSTON
 BOYZZ
 WALTER EGAN
 GREG KIHN
 SNAIL
 UFO
 WHO

Specs — Miami
 BOSTON
 KINKS

Sam Goody — Philadelphia
 BOSTON
 BUDDY HOLLY STORY
 CAL JAM II
 WALTER EGAN
 WHO

Pickwick — National
 ROY AYERS
 BOSTON
 CARS
 EMOTIONS
 EXILE
 FOXY
 MICHAEL HENDERSON
 CHERYL LADD
 LITTLE RIVER BAND
 OHIO PLAYERS
 DOLLY PARTON
 ELVIS PRESLEY
 SESAME STREET FEVER
 SLAVE
 ROBIN TROWER
 BETTY WRIGHT

Wherehouse — Los Angeles
 BOSTON
 GERG KIHN
 BOB MC GILPIN

Harmony House — Detroit
 BOSTON
 CARS
 PRISM
 UFO

Sound Warehouse — Dallas
 ALIVEMUTHERFORRYA
 ROY AYERS
 BOSTON
 SWITCH
 ROBIN TROWER

Harvard Coop — Boston
 BOSTON
 KATE BUSH

DJ's Sound City — Seattle
 RITA COOLIDGE
 BOB DYLAN
 EXILE
 LORI LIEBERMAN
 MOODY BLUES
 ALAN PARSONS
 "SGT. PEPPER"
 TARNEY/SPENCER

National Record Mart — Pittsburgh
 BOSTON
 EMOTIONS
 ROBIN TROWER

Music Box — New Orleans
 GATO BARBIERI
 CHICK COREA
 WALTER EGAN
 EXILE
 "EYES OF LAURA MARS"
 JIMI HENDRIX
 DOLLY PARTON
 "SGT. PEPPER"
 SANTA ESMERALDA
 LEO SAYER

Harmony Hut — Washington
 BOSTON
 JACKSON BROWNE
 KC & THE SUNSHINE BAND
 MOODY BLUES
 BETTY WRIGHT

Korvettes — National
 BOSTON
 RITA COOLIDGE
 KC & THE SUNSHINE BAND
 DOLLY PARTON
 SAIL
 SALSOU ORCH.
 BRUCE SPRINGSTEEN
 SWITCH
 WHO

Independant — Denver
 ROY AYERS
 BOSTON
 EXILE
 FINISHED TOUCH
 STEVE GIBBONS
 OHIO PLAYERS
 DOLLY PARTON
 "SGT. PEPPER"
 SWITCH

P.O. One Stop — St. Louis
 BOSTON
 KC & THE SUNSHINE BAND
 WHO

Western Mercandisers — Amarillo
 CARS
 FOXY
 MICHAEL JOHNSON

Bee Gee — Albany
 CARS
 RICK JAMES
 KC & THE SUNSHINE BAND

Alta — Phoenix
 BEATLES — SGT. PEPPER
 SHAUN CASSIDY
 WALTER EGAN
 EXILE
 KENNY LOGGINS
 MC NICHOLS
 DAVE MASON
 MATHIS/WILLIAMS
 PABLO CRUISE
 ALAN PARSONS
 DOLLY PARTON
 TEDDY PENDERGRASS
 CHRIS REA
 TODD RUNDGREN
 THIN LIZZY
 TOBY BEAU

Radio Doctors — Milwaukee
 BOSTON
 KATE BUSH
 WALTER EGAN
 FATBACK BAND
 JEAN-LUC PONTY
 LEON REDBONE
 LALO SCHIFRIN
 STAPLES
 SYNERGY
 UFO

Wilcox — Oklahoma City
 BOSTON
 ROBIN TROWER

Richman Bros. — Philadelphia
 BOSTON
 CHILLIWACK
 LINDA CLIFFORD
 CON FUNK SHUN
 GARY CRISS
 TROOPER

Handleman — National
 BOSTON
 SHAUN CASSIDY
 EMOTIONS
 KC & THE SUNSHINE BAND
 CHERYL LADD
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 ELVIS PRESLEY
 CHRIS REA
 "SGT. PEPPER"
 ROBIN TROWER

All Record Service — Oklahoma City
 BOSTON
 KINGFISH
 GENYA RAVAN

MCA Starts Promo For Skynyrd Album

LOS ANGELES — MCA Records is mounting an extensive marketing campaign around the release of "Skynyrd's First And...Last" by Lynyrd Skynyrd, according to Bob Siner, vice president of marketing for the label.

The campaign was kicked off earlier this summer with a 15-minute film "A Tribute To Lynyrd Skynyrd," shown as a trailer in numerous theatres along with the film "Grease." It will continue to be shown throughout the fall.

The MCA sales staff is gearing for major retail and consumer awareness of the album, which was the group's first recording, done in 1970 and 1971, but never previously released. Two songs which appeared on the band's platinum album "Street Survivors"—"Free Bird" and "One More Time"—were originally recorded during the sessions which produced "Lynyrd's First And...Last," although they will not be included on the LP.

A sampler album is being prepared containing four cuts to be shipped to an estimated 5,500 retailers. The marketing program will also include the use of posters, mobiles, 4-by-4s. The label also plans to have extensive radio coverage, beginning August 30 with DIR Broadcasting's "Super Jam," hosted by Skynyrd members Gary Rossington and Allen Collins.

Hall & Oates LP Gets Strong RCA Support

NEW YORK — RCA Records will support Daryl Hall and John Oates' "Along The Red Ledge" LP with an extensive merchandising program in support of their forthcoming national tour.

Display pieces will include posters, a ceiling dangler, and a counter display. A two-phase advertising campaign in consumer publications will also focus on the new album. Emphasis on the artists' catalog will be placed in major markets along the tour route.

In addition, sixty-second radio commercials are being prepared for AOR and Top 40 formats. A mini-sheet featuring the covers of the artists' five RCA albums will also be advertised in newspapers keyed to the group's touring schedule.

Ariola Launches Disco Promotional Campaign

LOS ANGELES — A comprehensive promotional and merchandising campaign is being launched by Ariola Records in support of its two disco album releases by Deborah Washington and Chanson. The campaign, which will include the utilization of extensive radio and print advertising along with the manufacturing of several promotional items such as postcards and posters, represents the beginning of Ariola's expansion into the disco field. In addition, Washington's album, "Any Way You Want It," will be supported by a national promotional tour to major disco-oriented markets.

E/A Mounts Campaign For Cocker, Oskar LPs

LOS ANGELES — The recent album releases from Joe Cocker and Lee Oskar have become the objects of major promotional campaigns by Elektra/Asylum Records. The campaigns include road trips by label executives to retail outlets and FM stations, extensive FM radio time-buys, in-store display techniques and collector's item picture disc releases. Stan Marshall, E/A vice president/sales, recently visited rack jobbers, one-stops and retail outlets nationally playing the Cocker and Oskar albums, while Burt Stein, national album promotion director, visited FM stations.



REDBONE STARS WITH ASHLEY — As part of an advertising and merchandising campaign in support of Warner Bros. recording artist Leon Redbone's latest album, "Champagne Charlie," the label is making available for in-store and television use a special promotional film featuring two cuts from the LP. The film features Redbone in the dual role of Champagne Charlie and himself, performing in a turn-of-the-century bar with a cast of 20 supporting actors. Also starring in the film is actress Elizabeth Ashley.

TOP SINGLE BREAKOUT OF THE WEEK

BACK IN THE USA — LINDA RONSTADT — ASYLUM

TOP ALBUM BREAKOUT OF THE WEEK

DON'T LOOK BACK — BOSTON — EPIC

LATIN BEAT

Now people from all over the world can listen to and feel what it's like to be in a New York concert featuring top acts. **Polito Vega**, one of New York's most popular salsa DJs (WBNX) has come up with an innovative radio concept. Polito will be presenting a series of simulated "live-like" concerts every Thursday from 9 p.m. until midnight throughout the summer months over WBNX.

These concerts (live recordings) employ special audience reaction and echo effects that create the feeling of actual live concerts at Madison Square Garden. Polito's voice delivery, chatter and introduction are exactly as he does in person. In fact, in order to arrive at authenticity, Polito tapes the show standing up. He'll also be using other emcees and personalities to further enhance the effect.

Program directors, disc jockeys or radio station managers interested in acquiring this commercially sound product (with space for at least 48 commercials) for their cities, contact **Izzy Sanabria** at Latino Communications, (212) 686-6936 or write 419 Park Avenue South, N.Y.C. 10016.

Forty-nine nominations in the fourth annual Latin Music Awards Poll sponsored by *Latin N.Y.* magazine have gone to writer members of the American Society of Composers, Authors and Publishers, reflecting ASCAP's growing strength in the Latin field.

Marcelino Guerra and **Noro Morales** are contenders for the Hall of Fame, and **Ruben Blades** won multiple nominations for Best Composer, Outstanding Male Vocalist and Salsa LP of the Year ("Metiendo Mano"). **Lou Perez** was nominated for Top Flute Player and Best Band of the Year, while **Jorge Millet** is among the contenders for Composer honors and Arranger of the Year. Superstar **Machito** also took two nominations, for Orquestra of the Year and Salsa LP of the Year.

Hansel Martinez is a contender in the Male Vocalist and Composer categories. Four of the works being considered for Latin Hit of the Year are "Pablo Pueblo" by **Ruben Blades**, "Lejos Del Batey" by **Henry Flol**, "Juan Pachanga" by **Ruben Blades** and "Coqueta" by **Joe Berrlos**. **Henry Flol's** "Lejos Del Batey" won him consideration for Top Composer, and his "Saoco" is before the voters for Conjunto of the Year. Other groups in this category are ASCAP members **Bobby Rodriguez's** "Y La Compania," **Angel Canales' "Sabor"** and "Guarare" many of whose members belong to ASCAP.

Jose Manqual is up for honors for his work on bongos, **Charlie Palmieri** for his outstanding violin work. **Benitez and Marlo Hernandez** won nominations in the guitar

category, as **Todd Anderson** did in the saxophone category. **Frank Bello** and **Bobby Paunetto** have been nominated for Arranger of the Year, and Paunetto's "Commit To Memory" is a challenger among Latin jazz albums. Superstar **Tito Puente** is again nominated for his dazzling work on timbales. Last year's group of Salsa LPs generated such major nominations as "Encore" by **Charanga '76** all of whose members are ASCAP and **Angel Canales' "Y Sabor."**

Angel Canales, Ruben Blades, Justo Bentancourt, Lalo Rodriguez, Raul Alfonso, Hansel Martinez and Adalberto Santiago are competing for Top Male Vocalist. **Charanga '76** has also been nominated for Best Band of the Year (records and live performances), as has the **Orquestra Sublime**. ASCAP talents light up three of the contenders for New Band of the Year — **Orquestra Sublime, Las Siete Potencias** and the dynamic orchestra of **Ralph Santl. Benitez's** "Essence Of Life" has been chosen among the top Latin rock albums, and in the Miscellaneous Instrumentalist category **Louls Sanchez** (vibes) and **Julito Collazo** (bata) are among the nominees.

There has been continuing growth in ASCAP's Latin membership during the past three years, with commensurate chart results. "We are proud of these nominations," ASCAP membership director **Paul S. Adler** said, "and we hope to serve more Latin musical talents in the years ahead. This is a significant part of the creative community, and it is logical that Latin writers should find their home here. After all, we've always had the greats." **RCA News In Brazil**

... **Beth Carvalho** is facing last procedures of conclusion of her album "De Pe No Chao"/"Standing On The Ground." Undoubtedly one of the most considerable participations, is that of **Cartola**, who has composed special songs for the production. Chorus and vocal arrangements are responsibility of **Maestro Dino, Wilson das Neves, Luizao, Papao, Mene do Davaco** and **Mao de Vaca**.

Singer **Eilana Pittman** won a national festival which took place in Ararauma called "79 Festival Of Ararauma" with the song "Era Preciso Mais Um Tango" by **Sarah Benchimol** and **Fafy**. Her new album produced by **Sergio Cabral** is being released this week.

Average White Band has recorded a live album which included Brazilian song "Bahia" (Na Baixa Do Sapateiro) by **Ary Barroso**. The arrangements of the song were made by **Black Rio Band**, group that already had included the production in its last album.

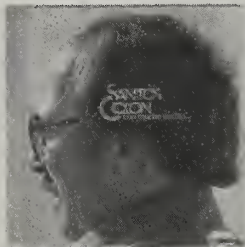
SINGLES TO WATCH

LOS BABY'S (Peerless) **Sabotaje** (Pablo Marenkoff)
VICENTE HERRGRA (Peerless) **Operadora Ocho** (Rayman Predisa)
LOS PATRES (Peerless) **De Esta Sierra A La Otra Sierra** (Miguel Mirando)
LOS GRIYOS (Musart) **Lo Vasa Pagar** (Ma Antonieta Sagredo)
EDUARDO NUNEZ (Raff) **Creo Estar Sanando** (Sedaka, Carreon Greenfield)
ROSARIO DE ALBA (Raff) **Aqua Caliente** (Martinha)
NAPOLEON (Raff) **Amor de Hablacion** (Napoleon)
FRANCISCO CHARRO AVITIA **Jinetes de La Frantera** (Javier Ramirez)
GILBERTO HERNANDEZ (CBS Costa Rica) **MI Nina** (2:30) (Nemessio)
SONORA CHOROTEGA (CBS Costa Rica) **Ave De Paso** (Luis P. Cedron)
ALFA 7 (CBS Costa Rica) **Te Voy A Olvidar** (Juan Gabriel)
DAVID LOAICIGA (CBS Costa Rica) **Amor de Estudiante** (V.H. Benrocal)
LOS DIAMANTES (CBS Costa Rica)
ELFEO (3:18) (B. Chavez)
CARLOS DEL LLANO (CBS Costa Rica) **Tengo Tanto Miedo** (2:43) (Carlos Calderon)
DISTANCIA (CBS Costa Rica) **Tu, MI Dulce Sueno** (Polizzy, Netili, Nisi)
KARIBU (CBS Costa Rica) **El Mago** (Charles Bailey)
TIRZO PAIZ (Orfeon) **Con Unda Mirada** (Tiazo Paiz)
SALVADOR AMOR (Gamma) **Necesito A Esa Mujer** (Ramon Amor)
ANAMIA (Gamma) **Amandonos** (2:55) (Yellowstone, Voice, Tinsley, Anna)
YURI (Gamma) **Las Cosas Bonitas Del Amor** (Rossana Rosas)

TOP 20 ALBUMS

New York Salsa	New York Pop
1 SPANISH FEVER FANIA ALL STARS (Columbia C135336)	1 SOLA LISSETTE (Coco 148X)
2 EXPLORANDO SONORA PONCENA (Inca 1060)	2 A MIS 33 ANOS JULIO IGLESIAS (Alhambra 38)
3 ADALBERTO SANTIAGO (Fania 512)	3 ENTRE AMIGOS CAMILO SESTO (Pronto 1034)
4 MACHO MUMBA SAOCO (Salsoul/Salsa 4117)	4 MI AMOR IMPOSIBLE PASTELES VERDES (Microfon 76096)
5 CHARANGA AMERICA (El Sonido 2079)	5 VOLCAN JOSE JOSE (Pronto 1035)
6 SALUD DINERO Y AMOR ORQUESTA NOVEL (Fania 520)	6 NYDIA CARO (Alhambra 151)
7 LATIN FROM MANHATTAN B. RODRIGUEZ (Vaya 72)	7 AMARSE UN POCO WILKINS (Coco 146)
8 A TODOS MIS AMIGOS CELIA CRUZ (Tico 1423)	8 SOY ANTE TODO MUJER YOLANDITA MONGE (Coco 139)
9 RAZA LATIN LARRY HARLOW (Fania 516)	9 SE TE VAS, TE VAS HUGO BLANCO (Westside Latino)
10 THE ARTIST PACHECO (Fania 503)	10 MI CARTA LOLITA (Caytronics 1506)
11 ONLY THEY COULD HAVE MADE THIS ALBUM CRUZ/COLON (Vaya 66)	11 REENCUENTRO JOSE JOSE (Pronto 1026)
12 NELSON GONZALEZ (TR 131)	12 SIEMPRE EN MI MENTE JUAN GABRIEL (Arcano 3388)
13 FOREVER MON RIVERA (Vaya 75)	13 EL SHOW DE ELIO ROCA ELIO ROCA (Miami 6200)
14 OSCAR DE LA SALSA OSCAR DE LEON (Top Hits 2026)	14 DEMASIADO AMOR BASILIO (Zafiro 513)
15 LATIN FEVER (Fania 52)	15 PASSIONATE LA LUPE (Tico 1421)
16 A TOUCH OF CLASS PETE EL CONDE RODRIGUEZ (Fania 519)	16 PARA TODA LA VIDA DANNY RIVERA (Grafitti 3003)
17 EXPLORATION EDDIE PALMIERI (Coco 151)	17 EL PATRON MANNY BATISTA (Mericana 148)
18 LLEGO MELON PACHECO/MELON (Vaya 70)	18 ABRAZAME LOLITA (Caytronics 1489)
19 PUNTO Y APARTE WILFRID VARGAS (Karen 37)	19 CARMIN CARMEN VAZQUEZ (Debut 71101)
20 CON MUCHA SALSA VITIN AVILES (Alegre 6001)	20 YOLANDA DEL RIO (Arcano 3405)

Latin Picks



BONITA — Santos Colon — Fania JM00514 — Producer: Fabian Ross

Santos Colon again hits with a gem in this album, especially for ballad lovers. The music recorded in Argentina was excellently recorded and captured the drive and intensity of the arrangements provided by Jorge Calandrelli. Also, honorable mention goes to Fabian Ross on his production of this tempting album. All cuts are tailored for dancing as well as for everyone's listening pleasure.



CON MUCHA SALSA — Vitin Aviles — Alegre JMAS-6011 — Producer: Loule Ramirez

Veteran singer Vitin Aviles needs no introduction to salsa music; he has been recording swinging tunes all his life. In fact, the Latin music industry has labeled him as the originator of the late Tito Rodriguez sound on vocals. Ray Coen, Charlie Palmieri and Eddie Martinez should be saluted for their swinging arrangements. All musicians on this album are fantastic, and without any doubt it should go very high on Latin charts.



RENE Y RENE — ARV International 1045 — Producer: Arnaldo Ramirez Jr.

Rene Y Rene duo have been busy recording for a couple of labels out of San Antonio. In this album they really excel over their last recordings for the Faicon label. As for best songs, I would have to say all 10 songs are excellent especially "Cuando Vuelva A Mexico" and "Nuestro Amor," a disco number. With a good promotion this album should go high.

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marketing staff in selecting time buys, and implement sales plans through the regional staff and the Polygram Distribution, Inc., sales force.

Caldwell Named At Atlantic — Hank Caldwell has been appointed Atlantic national promotion and marketing coordinator/special markets. Caldwell will work closely with the promotion and marketing departments, WEA branches, and key retail outlets to maximize Atlantic product and artists' market visibility. Caldwell began his career in the music business in 1962 with Disc Records in Cleveland as a retail clerk and later store manager. From 1965 to 1972 he worked with Stark Records' Cleveland branch in store management, retail management, and opening new outlets. From 1972 to 1976 he owned and operated the Music Grotto in Cincinnati. He served as retail manager of Trans Continent's superstore in Buffalo from 1976 to January 1978, when he joined WEA's black marketing division as east coast regional director.

Gales Named At Columbia — David Gales has been appointed to the position of associate product manager, west coast at Columbia Records. In his new position, Gales will be responsible for overseeing a variety of acts' merchandising/advertising needs. His most recent position with Columbia Records was manager of branch merchandising in the Chicago market. Prior to that position, he held the title of single records coordinator for the Chicago/Milwaukee and Minneapolis marketing areas.

SESAC Names Cook — Carl A. Cook has been named southeastern regional manager for SESAC. Cook will represent the licensing organization in Alabama, Florida, Georgia, Louisiana and Mississippi.

Caviano Named At Norby Walters — Bob Caviano has been named director of artist development at Norby Walters, Associates. Caviano will be responsible for signing new artists, booking them and coordinating career development with managers and record company staff personnel. Caviano was formerly managing director of the Jerry Heller Agency, east coast division. Previously he was an agent with CMA, ATI and APA.

Waggoner Appointed At CBS — Mike Waggoner has been named to the position of branch manager for the Denver marketing area, CBS Records. In his new position, Waggoner will be responsible for the sales and promotional activities for the Columbia, Epic, Portrait and CBS Associated labels, as well as coordinating special programs and merchandising plans on all record and tape product.

DeNigris Upped At CBS — John "Chip" DeNigris has been named to the position of branch manager for the Cincinnati marketing area, CBS Records. DeNigris will be responsible for the sales and promotional activities for the Columbia, Epic, Portrait, and Associated labels, as well as for coordinating special programs and merchandising plans on all record and tape product. Chip began his career with CBS Records as sales representative covering the Indianapolis territory. He was then promoted to the position of sales manager in the Atlanta branch, the position he held until his current move.

Aliberte Upped At WEA — Fran Aliberte has been promoted to the position of sales manager for the WEA Boston branch. He was previously servicing Southern Massachusetts and the Rhode Island areas in a sales capacity. Aliberte has been with the WEA Boston branch since June 1974, when he was hired as warehouse manager. In Jan. 1978, he was appointed salesman for the Boston sales team.

Mog Upped At CBS — Barry Mog has been promoted to the position of branch manager for the Memphis marketing area, CBS Records. Mog joined CBS in September 1960 as a sales representative for the Cincinnati branch. He was promoted to field sales manager for the Chicago branch and promoted to branch manager for the Denver market in 1976.

Factors, Inc. Names Baron — Mark Baron has been appointed to the position of director of communications for Factors Etc., Inc. Baron, former vice president for ICPR public relations, will be responsible for all internal and external public relations activities for the company. His duties will also include communications planning and coordination for Factors' new music entertainment division.

Nemeth Appointed — Maureen Nemeth has been appointed director of west coast operations for Amron, Halpern, Margo, management and production company. In this capacity, Nemeth will be responsible for coordinating the west coast activities of Amron, Halpern, Margo's clients. Prior to joining the firm, she was with the management firm of Tom Petty and the Heartbreakers. She has also worked with Magna Artists in New York and ICM.

Sykes Named At CBS — John Sykes has been appointed Epic/Portrait/Associated local promotion manager for the Chicago branch. Sykes will be responsible for the promotion of all Epic, Portrait and Associated label product within the Chicago/Milwaukee/Madison marketing area. Formerly he was Epic/Portrait/Associated local promotion manager covering the Buffalo territory.

Faternick Named At RSO — Bruce Faternick has joined RSO Records' field promotion staff. He will be based in Denver, working from the Polygram offices, and will cover Salt Lake City, Phoenix, Tucson and Albuquerque.

Moseman Named At E/A — Danny Mosesman has been named Elektra/Asylum local promotion representative/Dallas. Prior to coming to E/A, Mosesman did advertising and promotion in Dallas for the Texas-based Sound Town record store chain.

McDonald Appointed At MCA — Ronnie McDonald has been promoted to assistant sales manager of the New York branch of MCA Records. A 15-year veteran of MCA Records' sales staff, McDonald reports directly to Harry Bass, New York sales manager.

Gershman Taps Grant — Beth Grant has been named a publicist at Michael Gershman Communications. Before joining the public relations firm, she was active in television with The Tonight Show and Bon Banner Productions.

Rhone Appointed At ABC — Sylvia Rhone has been named to the position of promotion representative, northeast region, special markets at ABC Records. Rhone will be responsible for covering New York, Boston, Philadelphia and Connecticut. She comes to ABC Records from Bareback Records, where she did national promotion. She also previously did promotion for Buddha Records.

Denemark Appointed At DIR — Andy Denemark has been named to the station relations staff at DIR Broadcasting. Denemark will be reporting directly to Paul Zullo, head of station relations, and will be involved in all areas of promotion, advertising and program scheduling. He will be acting as general liaison between DIR and participating stations.

Silverman & Anderson To Disco News — Tom Silverman and Scott Anderson will assume the editor duties of the newly-formed NYC-based Disco News Magazine, and conduct music market research for Music and Media Research of L.A. Silverman comes from MA studies at Western Michigan Univ. and Anderson was formerly with the **Cash Box** research department.

Hamburger Appointed At E/A — Phil Hamburger has been named Elektra/Asylum local promotion representative/Minneapolis. Hamburger is a 1978 graduate of the University of Minnesota with a degree in business and political science.

Russell Named At First American — Loretta Russell has been appointed sales coordinator at First American Records. Formerly she was with ABC Records & Tape Sales and Fifth Avenue Records, a retail store in Seattle.



GROOVY REUNION — Sire recording artists the Flamin' Groovies recently made their first visit to New York City in seven years when they played at the Bottom Line. Pictured after the show (l-r) are: John Montgomery of Sire promotion; (seated) David Wright of the group; Seymour Stein, Sire's managing director; group members Cyril Jordan (seated) Mike Wilhelm, and George Alexander, Ken Kushnick, Sire's vice president of artist development; and Chris Wilson of the group.

Boycott Response

(continued from page 9)

whole concept of independent distribution. The chain's owner, Nehi Corp. would like to find an alternative to dealing not only with Pickwick, but with any independent distributors. Instead, it would prefer to buy its product direct from all labels.

Indy Branches?

Frank Miko, vice president of Nehi, noted that the recent move by A&M from independent to branch distribution could serve as an example for the other major independent labels. "I think the labels should try to establish their own distribution within 1,000 miles of Los Angeles," he said. "We could also see as alternatives being sold and shipped directly by the record companies, although we would not ask to pay any less than if we were sold by a distributor. Smaller labels like Butterfly would have to team up with a larger label, the way that UA did with Capitol."

Unlike Solomon, Miko did not absolutely rule out the possibility of dealing with Pickwick. "I won't say that we wouldn't deal with them under any circumstance. But in one breath they say they want to sell to us. In another they say they want to buy us out, and in another they want to restrict our credit to a ridiculous amount."

While Miko implied that there were a number of unresolved issues between Pickwick and Peaches, Pickwick's president, C. Charles Smith, asserted that there had not even been any communication between the two companies. "Since we've moved to Los Angeles distribution, Tommy (Heiman, Peaches' president) has not volunteered to do business with us. We've invited Tommy to talk to us either here in Minneapolis or in California about his situation, and at this point he hasn't felt comfortable enough to talk about it."

Moving Up, Getting New Jobs

(continued from page 37)

and sent the required information requested. Now, you've waited, and waited, and waited and . . . There seems to be some kind of strange unwritten code in radio that goes like this, "If you don't hear from us, we didn't pick you."

People Hiring

Someday, I bet you'll wish that the person on the other end of the stick can sit as you did by the phone waiting and checking the mailbox every other hour. If nothing else, hopefully people in hiring positions will someday realize that most people are mature enough to take it like a man when they don't get the job. A simple "no" is deserved at least. It is cruel when you never call the applicant back. (Someday, someday . . . you might just be asking them for a job . . . how are they going to remember you?)

THE MONEY PIT: A large reason many of us move is money. When we want more of it, the wheels start turning. When an employer is ready to discuss money some strange

Wickham Observes Country Changes

(continued from page 36)

to what had gone on before, it would have been very difficult to decide which individual with the beard is better than the other guy with the beard. Our approach to Austin, which was a freewheeling, natural, organic music, was to wait till all the media hype died down. And Austin never really exploded, though it looked as if it might.

"I had some pressure to go down there and walk those clubs and find talent, but I thought I would wait until the initial explosion died down," Wickham added. "Then I wanted to take a good look in this field and decide who was there that was not only talented — a lot of people were talented — but someone we could really develop. It seemed to me that Guy Clark was the finest songwriter in that field. He was on RCA at the time we wanted him, and we bided our time. Now whether or not Guy can be played on country stations remains to be seen. I think he can. He made a much more crafted record this time out than on his previous records, and it represents no compromise for him. Guy and Emmylou and Rodney Crowell (recently signed with Warner Bros. with his first album just released) just seem to have a slightly different outlook on how to go about achieving success than a lot of people in Nashville."

Production Co. Bows In Cincinnati, Ohio

NEW YORK — A new production company, J.S. Limited, has been formed in Cincinnati, Ohio. Headed by John Stuckey, the company's debut single will be "Universal Love" by Umoja. The company is located at 965 West North Bend Road, Cincinnati, Ohio. The phone number is (513) 542-2268.

conversations often result. Employer, "Well, what kind of money do you need?" (Often I've thought of answering, "Green.") There seems to be the old, "who's going to make a commitment first." A good answer is, "How much are you paying for the job?" If still no answer, "Well, give me a figure and I'll see if I can work with it." Really, there seems to be no pat way to solve the final money figure totally in everyone's favor all the time. (The final putdown though, is finding out later that the person you replaced made a lot more than management finally offered you.) It is hoped that in the future more management types will realize that that kind of thing doesn't build a solid relationship with people.

Radio Different

At first we really did think radio was totally different than any other job. As we grew, we learned nearly every field experiences the same basic problems. But radio is still the profession many of us want. There are as many reasons for staying as getting out.

Canadian Customs Rate Drop Brings Boom To U.S. Cut-outs

by Kirk LaPointe

TORONTO — Cut-out records, brought into Canada from the U.S., are materializing in large numbers in local retail outlets, due to a customs assessment law change, which allows importers to buy them cheaply.

Almost one year ago, then-Industry, Trade and Commerce minister Monique Begin rolled back the assessment level of \$3.40 on cut-out records coming in from the United States to the present customs assessment level of seventy-five cents.

Importers are able to purchase, distribute and market the product for under two dollars.

"The implications of the rollback are only now just taking effect in this country," said Tim Harrold, president of PolyGram Inc. in Canada. "The results could be devastating if they aren't soon reversed."

Record companies have been reporting exceptionally high levels of product returned to them by retailers marketing cut-outs. "The pattern," says Harrold, "has been for U.S. companies to dump deletes by Canadian artists onto the Canadian market, where there is still a demand for the artist's records. What it has done to us is create incredible problems. With acts like BTO, we are experiencing quite large levels of returns from the retailers. The reason, in many cases, is that they are buying BTO product from delete importers at substantially lower rates. We are clearly, and quite unfairly, being undercut."

Previous Experience

The delete problem is the second such situation in this country in four years. GRT of Canada experienced the same problems with product from the group Lighthouse nearly five years ago. A spokesman for GRT said that court action is not swift enough, so there is little the company can do to prevent delete imports from sifting into the country. "The only prevention we've managed to obtain has been a high customs assessment level, which was making it prohibitive to import deletes for any less than four dollars. Now, we can expect headaches."

Where In The World . . .

Frank Zappa has begun the first leg of an international tour. From Aug. 26 to Sept. 10, Zappa and his band will be headlining outdoor festivals in Germany, Sweden, Amsterdam and England. On Sept. 15 they begin a U.S. Tour in Miami, Fla.

Bette Midler will appear at the London Palladium from Sept. 19-23. Two dates were added because of demand. The tour which will continue through mid-November plans stops throughout Europe and Australia.

Alice Cooper's tour of Australia opens in Brisbane on Sept. 21. Cooper has been booked into dates in Sydney, Adelaide, Perth and Melbourne.

The **Manhattan Transfer** tour starts in Auckland, New Zealand (October 17-19) followed by dates at the Melbourne, Hilton (October 23-25), Sydney Hilton (October 28-November 4), Brisbane (November 6-8) and Hawaii (November 10).

Currently Manhattan Transfer are in London to work on the "Two Ronnies" TV show and firm up details of a major campaign built around their "Live In London" album and their recent Dubai television special.

"The irony of the situation," says Harrold, "is that the rollback by Begin wasn't for the multi-national corporation. It was for a lobbying entrepreneur from Montreal, who convinced her somehow that the law was unfair to the little guy."

The result, he says, is that the corporations have been hit hard. "We depend a lot on working our catalogue, keeping artists successful over a period of several years. A large part of our revenues are derived from catalogue sales. Now, we are being undercut, and are looking a possible losses in the area of catalogue sales on some major artists, if something isn't done soon."

Harrold and several others in the Canadian record industry have asked the new minister of Industry, Trade and Commerce to reinstate the old assessment levels. Thus far, they have yet to receive encouraging responses from the government. "We must have protection," Harrold says, "like every other industry does from inequitable import laws."

'SNF' Sets Record In UK

LONDON — RSO is setting a number of chart records in England with both "Saturday Night Fever" and "Grease," according to Brian O'Donoghue, managing director of RSO Records, U.K.

The "Saturday Night Fever" soundtrack has maintained a 16-week run at #1 on the *Music Week* charts, the longest period any album has remained at the top in the history of the charts. The soundtrack is the largest-selling double-LP set ever in the U.K., and it sold at a faster pace than any other album has before. It is the first album to achieve quadruple-platinum status in England (based on sales grosses of over 4 million pounds).

IFPMP Meeting Set

NEW YORK — A meeting of the International Federation of Popular Music Publishers (IFPMP) has been set for the afternoon of January 19, 1979, the opening day of the 13th MIDEM.



SUPERTRAMP GOLD — During the annual A&M convention, Jerry Moss, chairman of A&M presented the L.A. based English band Supertramp with a special gold disc for the sales of "Crime Of The Century" LP in France, Germany, Holland and Portugal and for sales of "Even The Quietest Moments" in France, Germany and Norway. Supertramp is presently in L.A. recording a new album entitled "Breakfast In America." Pictured (l-r) are: Dave Margereson, manager; John Helliwell, Roger Hodgson and Bob Benberg of the band; Russell Pope, sound and light engineer for the band; Rick Davis, Dougie Thompson of the band; and Moss.

Motown And EMI Renew Long-Term Licensing Deal

LOS ANGELES — Motown and the Licensed Repertoire Division of EMI (UK) have re-signed a long term licensing agreement. After associating with EMI for 16 years, the new deal comes at a time when Motown is enjoying renewed success on the British single and album charts.

"I am delighted that Motown's association with EMI is to continue," said Alan Kaupe, managing director of EMI's LRD at the signing ceremony which took place in L.A. Barney Ales, Motown president, co-signed the pact.

First #1

The Commodores are currently enjoying their first number one single on the U.K. charts with "Three Times A Lady." The album, "Natural High" has outsold all previous Commodore albums. Rick James' single "You And I" reached the number one spot on the disco charts while Diana Ross also received strong chart action with "Lovin', Livin' and Givin'" from the movie "Thank God It's Friday."



Pictured (l-r) at the signing are: Ales; Kaupe; and Ken East, vice president/director of international activities for Motown

ATV Music Australia Names Gilbey New MD

SYDNEY — ATV Music Publishing, is restructuring its Australian activities. As part of this operation, the name of X Northern Songs Party, Ltd. is to be changed to ATV/Northern Songs Party, Ltd. The re-named company will in the future be the Australian publisher for the catalogues of the British and American companies, i.e. ATV Music, Ltd.; Northern Songs, Ltd.; Lawrence Wright Music, Ltd.; ATV Music Corporation; and Welback Music Corporation.

Chris Gilbey has been appointed managing director of the re-named company effective September 1, 1978. Previously vice-president of Albert International Music, he was responsible for the development of Australian artists John Paul Young and AC/DC. More recently, as a director of Together Enterprises, he launched the careers of Australian new-wave talents, The Saints.

MAM Records Expands Roster, Adds to Staff

LONDON — MAM Records is currently updating its artist roster and adding to the executive staff. New signings are Anglo/Australian band Xanadu and ex-truck driver, Carey Duncan.

Additions to MAM personnel include Tab Martin, who joins as head of A&R and creative services with Dominic de Sousa as his assistant. Brian Haynes will join MAM in early September in promotion. Joy Nichols continues to be responsible for all international matters.

"MAM has been in a kind of limbo for a year while we have been looking for just the right artists and the right personnel to work on those artists," said Geoffrey Everitt, managing director of MAM.

INTERNATIONAL BESTSELLERS

France

TOP TEN 45s

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

TOP TEN LPS

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

Europe 1

Great Britain

TOP TEN 45s

- 1 **Three Times A Lady** — Commodores — Motown
- 2 **You're The One That I Want** — John Travolta/Olivia Newton-John — RSO
- 3 **Substitute** — Clout — Carrere-EMI
- 4 **It's Raining** — Darts — Magnet
- 5 **Rivers Of Babylon/Brown Girl In The Ring** — Boney M — Atlantic/Hansa
- 6 **Forever Autumn** — Justin Hayward — CBS
- 7 **Boogie Oogie Oogie** — A Taste Of Honey — (Tower) Capitol
- 8 **5-7-0-5** — City Boy — Vertigo
- 9 **If The Kids Are United** — Sham 69 — Polydor
- 10 **Northern Lights** — Renaissance — Warner Brothers

TOP TEN LPS

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

Japan

TOP TEN 45s

- 1 **Monster** — Pink Lady — Victor Musical Industries
- 2 **The Stranger** — Billy Joel — CBS/Sony
- 3 **Mr. Summer Time** — Circus — Alpher
- 4 **Koi No Night Fever** — Bee Gees — Polydor
- 5 **Tonde Istanbul** — Mayo Shono — Columbia
- 6 **Hellow Mr. Monkey** — Arabesque — Victor Musical Industries
- 7 **Kamomega Tondahi** — Machiko Watanabe — CBS/Sony
- 8 **Jikan Yo Tomare** — Eikichi Yazawa — CBS/Sony
- 9 **Madogarasu** — Naoko Ken — Canyon
- 10 **Ringo Satsujin Jiken** — Hiromi Goh, Kirin Kiki — CBS/Sony

TOP TEN LPS

- 1 **Saturday Night Fever** — (Soundtrack) — Polydor
- 2 **Masanori Sera & Twist** — First Album — Canyon
- 3 **The Stranger** — Billy Joel — CBS/Sony
- 4 **White** — Yoosuyi Inouye — For Life
- 5 **Gold Rush** — Eikichi Yazawa — CBS/Sony
- 6 **Mayo Shono** — Lufkin — Columbia
- 7 **Alice VI** — Toshiba — EMI
- 8 **Circus I** — Circus — Victor Musical Industries
- 9 **Umini Tsuretette** — Machiko Watanabe — CBS/Sony
- 10 **Junko Yagami** — Omoide Wa Utsukushisugite — Disco

JPRA

INTERNATIONAL

International Talk

MUNICH — 1978 seems to be the year of the movie soundtrack LPs in the German music business. With the international success of "Rocky," "Saturday Night Fever," "Star Wars," "Rocky Horror Picture Show," "The Last Waltz," "Grease," "Thank God, It's Friday" and "FM," the German retail business is reflecting the importance of this kind of music. The greatest chart entry on the LP charts has been gained by the "Grease" soundtrack even though the film has not yet been released in Germany. The advance promotion and marketing campaign built around movie soundtracks is very active. Also, films like "Sgt. Pepper," "Grease," "Thank God, It's Friday" will not be released in regular movie theater chains before the end of the year. Great excitement is being built up around those films.

The "Saturday Night Fever" film album has just passed the magical one million mark in sales and it looks like the "Grease" soundtrack might follow this pattern. Metronom Records is doing a \$50,000 campaign around the "FM" soundtrack due to the strength of the artists contained on this album. Sales expectations go beyond the 100,000 units while Bellaphon Records is doing a major push for the soundtrack of "Thank God, It's Friday." Warner Bros. and United Artists are doing a combined promotion and marketing campaign for "The Last Waltz," which shows a weekly increasing sales-pattern since the release of the movie on July 14. According to **Stefan Michel**, WEA label manager in Germany, sales expectation go beyond the "Woodstock" LP soundtrack which until today has been WEA's most successful movie soundtrack. It looks like a hot "movie-music-winter" is going to come with record companies going all out to gain their market share of movie soundtrack business.

Polygram is restructuring its top management in Germany. **Ossy Drechsler**, former Deutsche Phonogram managing director, is being promoted to senior vice president of Deutsche Grammophon with **Richard Busch** maintaining the top slot at Deutsche Grammophon. At the same time **Roland Kommerell**, former vice president of Polydor International, is taking over Deutsche Grammophon with **Dr. Gerhard Weber** sharing the managing director position. **Wolfgang Arming**, former deputy managing director of Deutsche Grammophon, leaving for Vienna, Austria to run Polygram's Austrian operation.

WEA is also announcing major changes and promotions within the company. **Klaus Oilmann** has been named deputy managing director of WEA being responsible for the department of administration and marketing while **Gero Puchstein** becomes WEA's new promotion boss. **Elle Kuster**, former secretary to WEA's International vice president **Siggi Loch**, becomes head

of press and publicity while **Stefan Michel** takes over label management for Warner Bros. **Rudi Martini** is returning to Munich to run WEA's southern German office.

gerhard augustin

BUENOS AIRES — Phonogram offered a cocktail party at the Libertador Hotel to introduce the press and radio people to the new LP recorded by **Raul Lavle**, recently inducted by the diskery. The new record contains tango music with a contemporary rendering and is regarded as a strong artistic effort.

Microfon believes in the soccer craze: it has contracted sportscaster **Bernardino Velga** for a recording which captures all the goals obtained by the Boca Juniors team, probably the most popular in this country during the past months.

CBS' general manager, **Heclo Cuomo**, awarded Spanish chanter **Julio Iglesias** a trophy as an award for being the top seller in this market during 1975-77. According to figures issued by the diskery, Iglesias sold more than 1,600,000 LPs alone in 1976.

RCA and several folk artists organized a festival at the Luna Park Stadium to celebrate the 30th anniversary of **Los Chalchakeros** as Argentina's most prominent folk music group. The international branch of RCA awarded **Los Chalchakeros** its Golden Nipper coveted prize.

Sazam Records, distributed by Sicamericana, arranged another festival at the Luna Park, this time devoted to rock music. The artists taking part were **Charly Garcia**, **Nito Mestre**, duet **Pastoral**, **Leon Glaco** and Brazilian group **Casa das Maquinas**. The audience was around the 10,000 figure, a strong box office success for this sort of repertoire.

Tonodisc is releasing the first **AZ** and **Delphine** product, after the signing of contracts a few weeks ago. **Francisco Vidal**, head of the label, expects strong action from the French LPs.

miguel smirnoff

TORONTO — **Gordon Lightfoot** was recently acquitted on a drunk driving charge, in what may have been a precedent-setting decision by a Provincial Court in Ontario. The court said that breath analysis by means of a breathalyzer was insufficient for incriminating the Canadian singer. . . **Wally Zwoil**, former lead singer with the Toronto group **Brutus**, has finished up session work on his new EMI America album in Los Angeles. . . GRT of Canada is working hard to promote **Wha-Koo** in this country, bringing the band through for a national tour, including the prestigious Canada Jam date. . . Thunder Sound Studios unveiled "The Dream Machine" at their facility recently. The Yamaha GX-1 is only one of two presently in use in the world. The other belongs to **Stevie Wonder** . . .

kirk lapolnte



SILVER FOR MABEL — Danish recording group Mabel recently received silver records marking the success in Denmark of their debut album, "Message From My Heart." The group's participation in the recent Eurovision Song Contest with the entry song, "Boom Boom" has propelled the group to overnight international recognition. The album is now released in 16 countries with 20,000 copies of the single recently being sold in France. Pictured with Mabel is the mayor of Stenlose, the group's hometown.

Famed Japanese Composer Masao Koga Dies At 73

TOKYO — The July 25 death of Masao Koga has shocked the music industry of Japan and surged sales of his music upwards. Koga was 73.

For about 40 years, Koga held the position of top composer of the "Enka" (Japan's traditional popular song) and his numerous works have been well loved by Japan's music fans.

Koga also occupied many important roles in music industries of Japan including president of the Japan Association of Rights of Authors and Composers.

After his death, Nippon Columbia released "Funeral Sales for Masao Koga" which includes his masterpieces.

Record Output Drops; Tapes Surge In Japan

TOKYO — According to the Japan Phonograph Record Association, the output of records in June of this year showed a decrease in both volume and value when compared with the previous month.

By the survey conducted by JPRA, the output of records in June in volume was 15 million copies, a 4% decrease from the previous month while a 1% increase from the same month of the previous year. At the same time, this represented in value 13.4 billion yen, a 7% drop from the previous month and 2% higher than the same month of the previous year.

On the other hand, tape production in June reached 4.3 million units, a 17% increase from the previous month and 47% higher than the same month of the previous year. In value, this result was 6 billion yen, 12% more than the previous month and 21% more than the same month of the previous year.

Royal Commission Paper On Gambling Released

LONDON — A Royal Commission report on gambling is promising to aid the prospects for higher profits for the operators of one-arm bandit machines. The report, organized by Lord Rothschild, has been credited with sending MAM stock up by 22 percent since the beginning of the month. MAM made 837,000 pounds last year with juke box and amusement machine sales.

The report recommends that more gambling machines be allowed in bingo halls and casinos and that the token prizes in pubs should be replaced by cash prizes. However, casinos may be affected by an extra levy on turn-over, a recommendation of the report that has sliced fortunes off the stock market quotations of Ladbrokes and Coral, the two largest betting shop chains in England.

WEA Of Canada Revises Prices; LPs Now \$7.98

TORONTO — WEA Music of Canada Ltd. has announced revised album price structures. The changes, effective September 4, include the imposition of a \$7.98 suggested list price on present \$7.29 albums.

No further price increase was announced for singles listing at \$1.29 or albums already listing at \$7.98. In announcing the revised levels, a company release cited escalating costs during the past fifteen months as the major reason for implementing the cost revision.

Holland Votes Edison Award For Rafferty

LOS ANGELES — Gerry Rafferty's platinum-plus album, "City To City" has been honored with the prestigious Edison Award for best international pop album of the year. The Edison Award is Holland's equivalent to America's Grammy.

INTERNATIONAL BESTSELLERS

Brazil

TOP TEN 45s

- 1 The Closer I Get To You — Roberta Flack — WEA
- 2 It's A Heartache — Bonnie Tyler — RCA
- 3 Night Fever — Bee Gees — Phonogram
- 4 Eu Preciso Abracar-te — Perla — RCA
- 5 We're All Alone — Rita Coolidge — Odeon
- 6 Rivers Of Babylon — Boney M — RCA
- 7 Verde Vinho — Paulo Alexandre — Chantecler
- 8 Macho Man — Village People — RCA
- 9 Dancin' Days — As Freneticas — WEA
- 10 Black Coco — Painel De Controle — RCA

TOP TEN LPs

- 1 Te Contel? "International" — Various Artists — Som Livre
- 2 Saturday Night Fever — Various Artists — Phonogram
- 3 Amigo — Roberto Carlos — CBS
- 4 Discoteca Papagalo — Various Artists — Som Livre
- 5 Sua Paz Mundial (Vol. 7) — Various Artists — Som Livre
- 6 O Astro "International" — Various Artists — Som Livre
- 7 Cigarra — Simone — Odeon
- 8 Dancin' Days — Various Artists — Som Livre
- 9 Transversal Do Tempo — Elis Regina — Phonogram
- 10 Feticcio — Ney Matogrosso — WEA

Australia

TOP TEN 45s

- 1 Rivers Of Babylon — Boney M — Atlantic
- 2 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 3 Macho Man — Village People — RCA
- 4 Warm Ride — Graham Bonnet — Mercury
- 5 I Need A Lover — Johnny Cougar — Warner Bros.
- 6 Words Are Not Enough — Jon English — Polydor
- 7 Baker Street — Gerry Rafferty — United Artists
- 8 Miss You — The Rolling Stones — Rolling Stones
- 9 Just One More Night — Yellow Dog — Virgin
- 10 Grease — Frankie Valli — RSO

TOP TEN LPs

- 1 Grease — Motion Picture Soundtrack — RSO
- 2 Bat Out Of Hell — Meat Loaf — Epic/Cleve. Int'l.
- 3 Some Girls — The Rolling Stones — Rolling Stones
- 4 Saturday Night Fever — Soundtrack — RSO
- 5 City To City — Gerry Rafferty — United Artists
- 6 Street Legal — Bob Dylan — CBS
- 7 Macho Man — Village People — RCA
- 8 Nightflight To Venus — Boney M — Atlantic
- 9 Kaya — Bob Marley & The Wailers — Island
- 10 War Of The Worlds — Jeff Wayne/Variou Artists — CBS

— BPRA

— Kent Music Report

Argentina

TOP TEN 45s

- 1 It's A Heartache — Bonnie Tyler — RCA
- 2 Silver Lady — David Soul — Private Stock-EMI
- 3 Tu Siempre Tu — Franco Simone — Microfon
- 4 Stayin' Alive — Bee Gees — RSO
- 5 Dime Abuelito — Heidi — RCA
- 6 Perdname — Aldo Y Los Pasteles Verdes — Microfon
- 7 How Deep Is Your Love — Bee Gees — RSO
- 8 Pasion Y Vida — Los Iracundos — RCA
- 9 Emotion — Samantha Sang — Private Stock-EMI
- 10 The Goodbye Girl — David Gates — Music Hall

TOP TEN LPs

- 1 Saturday Night Fever — Various Artists — RSO
- 2 Cantalino — Selection — CBS
- 3 En Castellano — Demis Roussos — Philips
- 4 Argentina Campeon — Jose Maria Munoz — RCA
- 5 Yo Robot — Alan Parsons Project — EMI
- 6 Musica Poderosa — Selection — EMI
- 7 A Mis 33 Años — Julio Iglesias — CBS
- 8 From Here To Eternity — Giorgio — RCA
- 9 Los Exitos Del Amor — Selection — Microfon
- 10 Fiesta Argentina — Los Campeones — Philips

— Prensario

GOSPEL

Don Johnson Signs Long-Term Deal With Supreme Co.

NASHVILLE — Supreme Record Co. President Tom Walls has announced the signing of Don Johnson to a long-term artist contract with the label. Under agreement terms, Supreme Records has acquired and repackaged Johnson's latest album, "The Soul Of Don Johnson," for immediate release.

Johnson is widely known for his crusades through the United States and Canada. Working with the Assembly for the Church of the Lord Jesus Christ, and the United Pentacostal Church, Johnson has begun an August crusade in England and will tour Canada and the Philippines soon.

Johnson has recorded nine albums, which include many of his own songs. The Lamar Seago Family, The Florida Boys, The Seago Brothers and Naomi have recorded Johnson's songs.

Walls said, "We feel that Don Johnson will be a great and natural addition to the roster of Supreme Artists, opening new avenues of gospel and inspirational music for the label."

Glorysound Slates C.F. Brown Album

DELAWARE WATER GAP, PA. — Glorysound here has announced it will release the firm's first recording and printed music project by Charles F. Brown, contemporary Christian composer, arranger, conductor and producer. Performed by The Charles Brown Singers, "Gonna Sing About Jesus" contains the hit, "Rise Again."

Glorysound director Lew Kirby said "We wanted to showcase some new writing talent, and we feel we have done that. This album includes seven new songs by four young writers: Robin Tomko, John Lee, Robert Sterling and Paul Smith. The strength of these songs should assure us air play and in-store sales. Also Cam Florida's "Jesus Is The Rock" and Hank William's "I Saw The Light" are included in the album.

Recording sessions for "Gonna Sing About Jesus" were held in Dallas, Tx. and the album will be available in record, cassette and 8-track. A companion choral book, accompaniment tape, plus combination book/record and book/cassette package will also be available.

TOP 20 ALBUMS

Spiritual

- 1 **WHEN JESUS COMES**
SARA JORDON POWELL (Savoy 14465) 2 34
- 2 **LIVE IN LONDON**
ANDREA CROUCH & THE DISCIPLES (Light 5717) 5 8
- 3 **(IS THERE ANY HOPE FOR) TOMORROW**
JAMES CLEVELAND AND THE CHARLES FOLD SINGERS VOL. 3 (Savoy 7020) 3 22
- 4 **TONIGHT'S THE NIGHT**
GOSPEL KEYNOTES (Nashboro 7187) 4 50
- 5 **LOVE ALIVE**
WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5686) 1 60
- 6 **SINGING IN THE STREETS**
THE PILGRIM JUBILEE SINGERS (Nashboro 7198) 14 4
- 7 **LIVE AT CARNEGIE HALL**
JAMES CLEVELAND (Savoy 7014) 7 52
- 8 **SINCE I LAYED MY BURDENS DOWN**
THE SWAN SILVER TONES (Savoy 14468) 8 10
- 9 **MAMA PRAYED FOR ME**
SENSATIONAL WILLIAMS BROS. (Savoy 14462) 9 26
- 10 **DONALD VAILS CHORALEERS**
(Savoy 7019) 10 18
- 11 **I'LL KEEP ON HOLDING ON**
MYRNA SUMMERS (Savoy 14483) 17 4
- 12 **PRAY FOR ME**
DR. MORGAN BABB (Nashboro 7194) 12 6
- 13 **JESUS IS COMING**
SENSATIONAL NIGHTINGALES (Peacock 59232) 6 22
- 14 **HOW FAR IS HEAVEN**
REV. JULIUS CHEEKS (Savoy 14486) 15 4
- 15 **LIVE IN SWEDEN**
DANNIEBELLE WITH THE CHORALENIA (Sparrow 1019) — 2
- 16 **WHERE HE LEADS**
REV. WILLINGHAM (Nashboro 7193) 11 16
- 17 **JOY**
REV. BRUNSON & THE THOMPSON COMM. CHURCH CHOIR (Creed 3078) 13 54
- 18 **SPECIAL APPEARANCE**
ISAAC DOUGLAS (Creed 3081) 16 24
- 19 **NOW**
THE KINGS TEMPLE CHOIR (Creed 3083) 19 18
- 20 **FIRST LADY**
SHIRLEY CAESAR (Roadshow RS 774) 18 58

Inspirational

- 1 **MANSION BUILDERS**
THE 2nd CHAPTER OF ACTS (Sparrow 1020) 4 16
- 2 **MIRROR**
EVIE TOURNOUIST (Word WST 8735) 1 60
- 3 **FOR HIM WHO HAS EARS TO HEAR**
KEITH GREEN (Sparrow 1015) 2 60
- 4 **EMERGING**
PHIL KAEAGGY BAND (New Song NS 004) 5 10
- 5 **FORGIVEN**
DON FRANCISCO (New Pak NP 35042) 10 8
- 6 **A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS**
EVIE TOURNOUIST (Word WST 8745) 3 20
- 7 **GENTLE MOMENTS**
EVIE TOURNOUIST (Word WST 8714) 6 60
- 8 **MUSIC MACHINE**
CANDLE (Birdwing BDWG 2004) 7 24
- 9 **LAUGHTER IN YOUR SOUL**
JAMIE OWEN (Light 5631) 11 6
- 10 **HAVE YOU KISSED ANY FROGS YODAY?**
JOE REED (Housetop 706) 8 22
- 11 **LIVE IN LONDON**
ANDREA CROUCH & THE DISCIPLES (Light 5717) — 2
- 12 **TELL 'EM AGAIN**
DALLAS HOLM & PRAISE (Greentree R3480) 9 16
- 13 **THIS IS NOT A DREAM**
PAM MARK (Asian ARS 1003) 12 48
- 14 **THIS IS ANOTHER DAY**
ANDREA CROUCH & HIS DISCIPLES (Light 4583) 14 26
- 15 **FRESH SURRENDER**
THE ARCHERS (Light LSB 5707) 17 4
- 16 **PILGRIM'S PROGRESS**
THE BILL GAITHER TRIO (Impact 3495) 13 14
- 17 **WINDOW OF A CHILD**
SEAWIND (CTI 5007) 16 26
- 18 **BREAD UPON THE WATER**
KEN COPELAND (KCP 1005) 20 4
- 19 **HOME WHERE I BELONG**
B.J. THOMAS (Myrrh MSB 6574) 19 60
- 20 **ON HEAVEN'S BRIGHT SHORE**
THE INSPIRATIONS (Canaan CAS 9806) 18 26



DYNAMIC JOINS ALEXANDRIA - Wayne Buchanan, Dynamic Media president, (l) signs the contract bringing Dynamic Medallion Series records under the Alexandria House banner. Joining Buchanan at the signing is Bob Rist, Alexandria House sales manager, (center) and Bob Huff, Alexandria House general manager.

Alexandria Moves Into Record Dist.

ALEXANDRIA, IND. — Alexandria House, an Indiana-based Christian music distributor, has announced its expansion into exclusive record distribution and the company will act as exclusive distributor for JoySong Records. The label will feature releases which correspond to published choral arrangements.

"The Rainbow Express," a musical about God's promise to Noah, will be the first release handled by Alexandria House and will be mailed to 1,400 DJs.

JoySong is under the banner of Paragon Assoc. in Nashville, Tn. Paragon president Robert MacKenzie is known for his production of "Alleluia," which was recently awarded gold status by the RIAA. MacKenzie has also worked with the Bill Gaither Trio.

Alexandria House will continue to distribute Gaither House Co., Paragon Assoc., Fred Bock Music Co., Hambleton Music Co. and Track Tapes, Inc.

First Songwriter Intl. Contest Open In Vegas

LOS ANGELES — The First Annual Songwriter International Contest, which offers amateur and professional songwriters the opportunity to have their songs judged by professionals in Las Vegas, is now open for entries. Five categories — pop, rock, R&B, country and spiritual, have been established for the competition. A brochure and entry form may be obtained by writing Songwriter International, P.O. Box 5500, Las Vegas, Ne., 89102. All entries must be received before Dec. 10, 1978.

Gospel Reviews

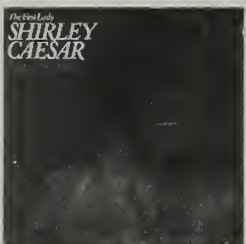
MIGHTY CLOUDS OF JOY — The Very Best Of — ABC: AA-1091/2 — Producer: Sonny Carter — List: 9.98

The Mighty Clouds Of Joy have been together for 20 years and in that time they have recorded the definitive rhythm and blues versions of many gospel standards. This album is a collector's item. The Clouds can come on strong like a thunderhead, or they can drift aimlessly like a wispy blur. But however they come on, they sound good. "The Very Best Of" is a double-record set containing 20 great songs — one for every year they've been singing. Included are classic versions of: A.P. Carter's "Will The Circle Be Unbroken/Family Circle," Sam Cooke's immortal "A Change Is Gonna Come," and standards "It Is No Secret" and "God Bless America."



SHIRLEY CAESAR — From The Heart — Roadshow/United Artists RS-LA866-H — Producer: Michael Stokes — List: 6.98

This is one of the best and most soulful gospel albums of the year. The production is adequate but, as should be, the singer is the most important instrument. Shirley Caesar does all the right things. Somewhat reminiscent of Dinah Washington, Ms. Caesar is hypnotic and enchanting in her own right. Her version of the classic, "Reach Out And Touch Somebody's Hand," is the highlight of the album. Ms. Caesar shows her upbeat side on the self-penned, "Lord We Need A Miracle," and she purrs on "Salvation." "From The Heart" is a sure best seller and although the title is not misleading, it may be an understatement.



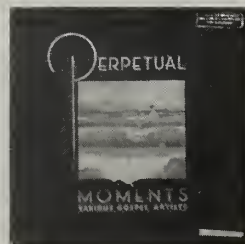
MARION WILLIAMS — This Too Shall Pass — Nashboro 7204 — Producer: Tony Hellbut — List: 6.98

In the '50s, Marion Williams inspired many young artists; gospel singers like Sara Jordan Powell and Jessy Dixon, and rock-and-rollers like Little Richard and the Isley Brothers. Although Marion Williams' name is not as well known as some of the above, she has remained true to her musical heritage. She sings like there is no tomorrow and like every lyric in a song is tantamount to the message therein. "Dead Cat On The Line" is smoky, bluesy, jazzy gospel. Her version of C.A. Tindley's, "Beams Of Heaven," is superior and indicative of Williams' vocal prowess. Other great cuts are: "The Day Is Past And Gone" and "Drinking Of The Holy Wine."



VARIOUS GOSPEL ARTISTS — Perpetual Moments — ABC Peacock PY-59235 — Producer: Sonny Carter — List: 6.98

Most greatest hits packages contain one hit per side and several "fillers." Occasionally a composite album is released and lives up to the promise proclaimed on the jacket. "Perpetual Moments" is a great package of old Peacock and Songbird releases compiled by Sonny Carter and distributed by ABC. The sensational Dixie Hummingbirds' version of Paul Simon's, "Loves Me Like A Rock," highlights 14 soulful selections. The Williams Brothers' rendition of "At The Cross" is another. Other super oldies are: "Great Things" by Tessie Hill, "I Come To Praise Him" by the Biblical Gospel Singers, and "Give It To Me" by Josh Albert Hailey.



Industry Signings



JENNINGS SIGNS — Songwriter Will Jennings recently signed an exclusive songwriting contract with Irving Music. Pictured (l-r) are: Chuck Kaye, Irving Music president, Jennings; Al Schiesinger, personal manager and Lance Freed, vice president; Irving Music.



TASTING THAT APRIL WINE — Canadian rock band April Wine recently signed a pact with Capitol Records. Under the terms of the agreement, the band is signed directly to Capitol outside of Canada. In Canada the group's Aquarius Records product will be manufactured and distributed by Capitol-EMI of Canada, Limited. Pictured (l-r) at the signing are: Terry Flood, president of Aquarius Records and the band's manager; Rupert Perry, vice president, A&R, Capitol; Dennis White, vice president, marketing, Capitol; and Don Zimmermann, president and chief operating officer, Capitol.



BERMUDA FUSION — Bermuda, a seven-piece jazz/fusion band from the island of the same name, has signed with Elektra/Asylum Records and will release its first LP in the fall. Picture seated (l-r) are: Tony Cox, Grant Williams, David Durham and Leland Hicks of Bermuda. Shown standing (l-r) are: Melvin Alick, Bermuda's manager; Stefan Hinds and Rupert Hinds of Bermuda; Joe Smith, E/A chairman; Darryl Simons of Bermuda and Don Mizell, E/A jazz/fusion general manager.



DE BURGH SIGNS — A&M recording artist Chris De Burgh was in New York recently to sign with the Premier Talent Agency. Pictured (l-r) are: Frank Barsalona, president of Premier Talent; De Burgh; Dave Margerison of Mismangement and Mike Ledgerwood, east coast publicity director, A&M Records.

(continued from page 36)

Country Singles Reaching Pop Chart

- Don't It Make My Brown Eyes Blue** — Crystal Gayle — United Artists
Country: #1 week of Sept. 10, 1977
Pop: #1 week of Oct. 8, 1977
- It Was Almost Like A Song** — Ronnie Milsap — RCA
Country: #1 week of July 16, 1977
Pop: #11 week of Oct 29, 1977
- Luckenbach, Texas (Back To The Basics Of Love)** — Waylon Jennings — RCA
Country: #1 week of May 21, 1977
Pop: #23 week of July 9, 1977
- Daytime Friends** — Kenny Rogers — United Artists
Country: #1 week of Oct. 8, 1977
Pop: #28 week of Oct 1, 1977
- My Way** — Elvis Presley — RCA
Country: #1 week of Jan. 21, 1978
Pop: #31 week of Dec. 10, 1977
- Mammas Don't Let Your Babies Grow Up To Be Cowboys** — Willie Nelson/Waylon Jennings — RCA
Country: #1 week of Feb. 25, 1978
Pop: #44 week of March 25, 1978
- Heaven's Just A Sin Away** — The Kendalls — Ovation
Country: #1 week of Oct. 15, 1977
Pop: #47 week of Jan. 14, 1978
- You Don't Love Me Anymore** — Eddie Rablitt — Elektra
Country: #1 week of Aug. 12, 1978
Pop: #64 week of July 29, 1978
- Ready For The Times To Get Better** — Crystal Gayle — United Artists
Country: #1 week of April 1, 1978
Pop: #67 week of April 15, 1978
- Sweet Music Man** — Kenny Rogers — United Artists
Country: #8 week of Oct. 24, 1977
Pop: #76 week of Dec. 31, 1977
- A Lover's Question** — Jacky Ward — Mercury
Country: #2 week of April 15, 1978
Pop: #77 week of April 22, 1978
- Only One Love In My Life** — Ronnie Milsap — RCA
Country: #1 week of July 22, 1978
Pop: #80 week of July 15, 1978
- What A Difference You've Made In My Life** — Ronnie Milsap — RCA
Country: #1 week of Jan. 28, 1978
Pop: #89 week of Feb. 4, 1978
- Walk Right Back** — Anne Murray — Capitol
Country: #2 week of March 25, 1978
Pop: #92 week of April 1, 1978
- Georgia On My Mind** — Willie Nelson — Columbia
Country: #1 week of July 22, 1978
Pop: #93 week of July 8, 1978
- Woman To Woman** — Barbara Mandrell — ABC
Country: #2 week of March 4, 1978
PopL #93 week of March 18, 1978
- Rollin' With The Flow** — Charlie Rich — Epic
Country: #1 week of Aug. 13, 1977
Pop: #94 week of Sept. 24, 1977
- Do I Love You (Yes In Every Way)** — Donna Fargo — Warner Bros.
Country: #1 week of March 25, 1978
Pop: #94 week of March 25, 1978
- You Needed Me** — Anne Murray — Capitol
Country: #2 week of Aug. 19, 1978
Pop: #22 current week
- Heartbreaker** — Dolly Parton — RCA
Country: #9 current week
Pop: #72 current week

Blackmon Launches Production Company

NEW YORK — Larry Blackmon, leader of Casablanca/Chocolate City Records' Cameo, has formed a production company with Cecil Holmes, Jr. The New York based firm is called Larry Blackmon and Cecil Holmes, Jr. Productions, inc.

AVI Disco Singles To Switch From 45 To 33

LOS ANGELES — AVI Records has announced plans to switch all of its future 12-inch disco singles from 45 rpm to 33-1/3 rpm. The label is also initiating a rate hike to \$3.98 for all of its 12-inch product.

MIDEM Plans Meeting

NEW YORK — The International Lawyers Meeting, a feature of MIDEM for the past several years, has been set for January 19, 1979, opening day of the 13th MIDEM. The upcoming meeting will study some of the most significant court decisions taken recently which relate to copyright law.

April-Blackwood Gets Rights To 'Runaways'

NEW YORK — April-Blackwood publishing has concluded arrangements with Elizabeth Swados, the writer and composer of "Runaways," to acquire the score to the Broadway show.

Management School Mktg. Aid Offered At NARM Meet

(continued from page 16)

Music Through Effective Advertising Techniques," Perper's speech and an accompanying film stressed the importance to dealers of using a wide variety of marketing tools.

"No longer do we depend on radio airplay alone," Perper said. "It is exposure, advertising and merchandising that sells records." Speaking directly to the dealers, he said, "Your marketing posture can no longer be defensive or conservative. Our newest and biggest competitor is the entire leisure time industry."

The film introduced by Perper after his brief speech concentrated on the advantages and disadvantages of the various mass media for advertising.

Media Compared

Newspapers, according to the film presentation, are more personal than radio or TV because of the involvement they require on the part of the reader. They are also more immediate than magazines and attract an over-25 audience. Newspapers are considered best when advertising a variety of products as well as doing manufacturer tie-ins and coupon offers.

Two of the main disadvantages of newspapers — short life and poor graphic reproduction — are the strong points of magazines. They also have high "pass-along" readership and are often considered more prestigious than other media. They are most effective at image building; least effective when immediacy is required, according to the film.

Television and radio advertising are more active media and often hit larger audiences more immediately than newspapers or magazines. But they are also usually more expensive.

Alternative, or "life-style," publications often are better than newspapers and magazines because their audiences are more selective.

In relating the pros and cons of various media, the film concluded by stating, "It's very important to keep in mind that each medium is meant to be used in conjunction with the others. That's the only way we will be capable of eliminating . . . or at least minimizing the inherent negatives of any particular medium."

Dr. Rachman's 45-minute speech, "A Problem Solving Clinic: Managing A Retail Store Or Record Department," touched on several of the most common problems which can reduce the efficiency of a dealer and his operation.

Dr. Rachman said, "Problems of managing a store fall into three areas: management, knowledge and planning.

"When I say 'manage' I mean you have to deal with problems, not avoid them. Personnel problems, such as someone not performing or heavy absenteeism, are often just bad habits. You have to manage; you can't let it slide," Rachman said.

"Knowledge," he said, "is based on experience. You should know in terms of data, such as size and productivity measurements. Use the space in your store like advertising, as if you were paying for it, because you are. Take advantage of space. Know what your initial markups should be relative to your overhead.

"And planning," he added, "is the difference between a professional and an unprofessional business." Dr. Rachman offered the audience suggestions about how to better allot time and delegate responsibility, a problem he described as "the biggest time waster of all."

'Creative Merchandising'

Following Dr. Rachman was Stan Marshall, vice president of sales for Elektra/Asylum Records, whose presentation was entitled "Creative Merchandising."

The film was made up of eight separate segments on different aspects of merchandising, from in-store displays to point-of-purchase merchandising to the value of in-store play to concert tie-ins.

Following the three-hour morning presentation, the merchandisers were given the opportunity to meet in 20-minute one-on-one sessions with the manufacturers in attendance. The purpose of these private meetings is to establish a complete circuit of communication among the local merchandiser, the local salesman and regional manager and the national marketing executive. The merchandiser-manufacturer meetings are being held in 12 of the 18 cities in which regional meetings take place.

With regional meetings having been held in Detroit, Cleveland, Chicago, Seattle, San Francisco and Los Angeles, the NARM program resumes Sept. 6 in Boston and moves on to Cincinnati, St. Louis, Kansas City, Minneapolis, Denver, New York, Washington, D.C., Philadelphia, Dallas, Miami and Atlanta.

Louis Prima Dies

NEW ORLEANS — Renowned bandleader Louis Prima died August 24 at Touro Medcenter here following a prolonged illness. He was 65.

Born in New Orleans, Prima studied violin and trumpet before getting his first job at 17. With the arrival of the swing era, he rose to national prominence and began his recording career under the name of Louis Prima and his New Orleans Gang. Later he turned to the pop music field, leading a large dance band.

Capricorn Slates 2 LPs

LOS ANGELES — Capricorn Records will release two new albums August 28; "The South's Greatest Hits Volume II," a compilation album of songs from Capricorn and non-Capricorn artists and "Let's Shake Hands and Come Out Lovin'" by Kenny O'Dell.



JIMMY MACK SIGNS — Big Tree recording artist Jimmy Mack recently signed an exclusive publishing agreement with ABC/Dunhill Music. Pictured (l-r) are: Jay Morgenstern, head of ABC's publishing and international divisions; Mack; Rick Shoemaker, vice president/creative, ABC/Dunhill Music and Michael Hektoen, Mack's manager.

Mathis Reaches New Peak

(continued from page 18)

Johnny got something off his chest that he's been wanting to say for a long time. "I regretted the decision to leave Columbia the entire time I was with the other label (Mercury). I had it contractually stated that I would use the same musicians, same arranger, same studio as I was doing with Columbia, and then when I finished I would merely give the product to them as I had done with CBS. But they just do the same thing with it! Their distribution, at that time, was non-existent."

Mathis says he has thought of backing young singers and having a protege or two, "but it always became so confusing to me. I would almost have to give my career up. I guess, too, I'm the type of performer who does all right and doesn't want all the money and things that come with managing other artists. I'm also afraid I'd lose sight of what I really want to do."

In recent years, Mathis believes romantic music has undergone a revival, and he feels that is "because it's impossible to change the fundamental feelings. Duets are popular because the public enjoys seeing people come closer together. People fantasize and their fantasies usually involve music of a romantic nature. It's human instinct that keeps romance in our lives."

Classical Training

Johnny's parents, former San Francisco domestics who were gourmet cooks to the wealthy, provided him with eight years of classical music training, "and that helped me immensely," he said. "Today, singers tend not to make it the profession I did. They go in to get rich and famous. After a couple of hits, they're gone. I can't quite grasp the philosophy behind that attitude. But things change so fast now, it's a dream if you last more than a couple of years.

"I have tried to move with the trends and incorporate what was popular, but I was of-

ten too slow. When you compare romantic singers of the past to those today, I think you notice they were more trained and cultured then. As far as the kids coming up in the business now are concerned, there just isn't time to learn the tones properly. It doesn't matter, really, as long as it doesn't hurt their voices. That's the danger they run into.

Music Center

"When I started, of course, the reason I wanted to sing was to be able to sing well. That's why I studied and practiced. Music was of a gentler nature then. Elvis changed that. He and I began about the same time. He was what was happening. Rock was developing and I was just as enthusiastic as everyone. I liked jazz and R&B, but I wanted something different for myself. The people who interested me were Peggy Lee, Ella Fitzgerald, Sarah Vaughan and Lena Horne.

"I'm afraid I was the last of a breed of ballad singer like Nat Cole and Bing Crosby, who was my father's idol. He passed that interest on to me. I'll never forget my dad's thrill when I was able to arrange a meeting. He said, 'Well, son, just think of that, you introduced me to Bing Crosby.' It was very precious for me to be able to give him that. While he and my mom had dreamed of stardom for me, I don't think it was ever very official until that moment.

"I wanted to mold my career after Bing's, though a lot of kids my age thought I was old-fashioned. I was only 19 and my friends would tell me, 'You're so old!'"

Album Seller

One reason for Mathis' longevity is a concentration on album sales. He pointed out that "what I had with my records was not the pyrotechnics of number one hits but albums which hovered in the Top Ten. I can't recall if I ever had a number one album. Between 1958 and 1968, my 'Greatest Hits' LP was on the charts for 490 consecutive weeks (still a record). This was more important than a few number ones. Of my 22 gold records (U.S. only), I had only four singles. I sold albums."

Of the hits, "The Twelfth Of Never" was the one "I hated most. I never thought it would do well. It was so mundane and repetitious." In an era of composer/performers, Mathis maintained, "writing is something I'm not good at. I really have tried, but I'm not clever that way." On stage he does not talk much, basically because "I'm shy, I have a bit of stage fright, and I simply don't have much to say. I feel I should do what I do best, and that's sing. I was never a performer. I feel the more I detract from music, the less impact it has. I can say so much more vocally. It's an intrusion on the mood to talk."



ALESSI AT PEACHES — A&M Records duo Bobby and Billy Alessi recently stopped by Peaches stores in Denver and Milwaukee where they drew crowds of fans numbering 500 and 2,000 respectively. Shown (at left) in Peaches Milwaukee store and



(right) with Patrick Smid, promotion director at Peaches in Denver; and Paul King, store manager. The pair is on a tour promoting their latest A&M album "Driftn." The duo also attracted 1,000 fans at Flipside in Chicago.

Cash Box Top Albums/101 to 200

September 2, 1978

		Weeks On Chart			Weeks On Chart			Weeks On Chart						
		8/26			8/26			8/26						
101	WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB3139)	7.98	96	31	134	GOODBYE GIRL DAVID GATES (Elektra 6E-148)	7.98	139	6	168	3-WAY MIRROR LIVINGSTON TAYLOR (Epic JE 35540)	7.98	172	3
102	FIRE UP 'N' KICKIN' FATBACK BAND (Spring 6718)	7.98	130	4	135	ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO! ELVIS PRESLEY (RCA CPL 1-2901)	5.98	152	5	169	JAM 1980'S JAMES BROWN (Polydor PD-1-6140)	7.98	154	21
103	THANKFUL NATALIE COLE (Capitol SW 11708)	7.98	80	38	136	FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	7.98	122	42	170	READ MY LIPS TIM CURRY (A&M SP-4717)	7.98	---	1
104	MORE SONGS ABOUT BUILDINGS AND FOOD TALKING HEADS (Sire SRK 6058)	7.98	110	5	137	WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL-1-2686)	7.98	119	31	171	EYES OF LAURA MARS VARIOUS ARTISTS (Columbia JS 35487)	8.98	177	4
105	THE WAR OF THE WORLDS JEFF WAYNE/VARIOUS ARTISTS (Columbia PC2-35290)	13.98	117	7	138	LOUISIANA'S LE ROUX (Capitol SW-11734)	7.98	127	10	172	HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l. JZ 34986)	7.98	173	9
106	POINT OF KNOW RETURN KANSAS (Kirshner/Epic JA 34929)	7.98	102	46	139	THE BUDDY HOLLY STORY (American Int'l. Pict./Epic SE 35412)	5.98	145	10	173	SWITCH (Gordy G7-980R1)	7.98	192	2
107	TROPICO GATO BARBIERI (A&M SP 4710)	7.98	112	5	140	FLOWING RIVERS ANDY GIBB (RSO RS-1-3019)	7.98	105	83	174	FRANKIE VALLI . . . IS THE WORD (Warner/Curb BSK 3233)	7.98	179	3
108	FOREIGNER (Atlantic SC 18215)	7.98	109	76	141	SUMMERTIME GROOVE HAMILTON BOHANNON (Mercury SRM-1-3728)	7.98	---	1	175	DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	7.98	162	18
109	STONE BLUE FOGHAT (Bearsville BRK 6977)	7.98	85	16	143	EASTER PATTI SMITH GROUP (Arista AB 4171)	7.98	101	22	176	SPYRO GYRA (Amherst AMH 1014)	6.98	168	20
110	CABIN FEVER MICHAEL STANLEY BAND (Arista AB 4182)	7.98	91	10	143	MAGAZINE HEART (Mushroom MRS-5008)	7.98	124	20	177	MY SONG KEITH JARRETT (ECM-1-1115)	7.98	180	8
111	YOUNGBLOOD WAR (United Artists LA-904-H)	7.98	116	5	144	HERMIT OF MINK HOLLOW TODD RUNDGREN (Bearsville BRK 6981)	7.98	149	19	178	BURNT LIPS LEO KOTTKE (Chrysalis CHR 1191)	7.98	181	2
112	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	115	50	145	THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	7.98	134	17	179	CORDS SYNERGY (Passport PB 6000)	8.98	---	1
113	FAME GRACE JONES (Island ILPS 9525)	7.98	114	7	146	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW-11743)	7.98	159	3	180	DRIFTIN' ALESSI (A&M SP-4713)	7.98	---	1
114	WHATEVER HAPPENED TO BENNY SANTINI? CHRIS REA (United Artists LA-879-H)	7.98	147	3	147	THE LAST WALTZ THE BAND AND VARIOUS ARTISTS (Warner Bros. 3WB 3146)	14.98	128	19	181	THE ESSENTIAL JIMI HEN- DRIX JIMI HENDRIX (Warner Bros. 2RS 2245)	12.98	184	4
115	SUNBURN SUN (Capitol ST-11723)	7.98	108	20	148	DOUBLE FUN ROBERT PALMER (Island ILPS 9576)	7.98	136	25	182	MIDSTREAM DEBBY BOONE (Warner/Curb BSK 3130)	7.98	185	2
116	TOGETHER FOREVER MARSHALL TUCKER BAND (Capricorn CPN 0205)	7.98	92	22	149	ARABESQUE JOHN KLEMMER (ABC AA-1068)	7.98	133	13	183	STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	7.98	166	30
117	SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	7.98	123	8	150	STEPPIN' OUT HIGH INERGY (Gordy G7-982R1)	7.98	143	9	184	CHAMPAGNE CHARLIE LEON REDBONE (Warner Bros. BSK 3165)	7.98	---	1
118	AMERICANA LEON RUSSELL (Paradise/WBS PAK 3172)	7.98	120	5	151	CHERYL LADD (Capitol SW-11808)	7.98	171	4	185	THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98	186	129
119	JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	7.98	148	4	152	LIGHTS FROM THE VALLEY CHILLIWACK (Mushroom MRS 5011)	7.98	185	2	186	HERE AT LAST . . . BEE GEES . . . LIVE (RSO 2-3901)	11.98	188	66
120	A TOUCH ON THE RAINY SIDE JESSE WINCHESTER (Bearsville BRK 6984)	7.98	125	5	153	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jet/CBS KZ2-35467)	11.98	160	41	187	REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	7.98	161	30
121	THREE'S A CROWD TARNEY-SPENCER BAND (A&M SP4692)	7.98	126	7	154	ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA AFL 1-2780)	7.98	137	11	188	SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	7.98	---	1
122	IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	7.98	113	18	155	HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	157	89	189	NIGHT MOVES BOB SEGER (Capitol ST 11557)	7.98	190	98
123	THICK AS THIEVES TROOPER (MCA 2377)	7.98	138	5	156	FREESTLYE BOBBI HUMPHREY (Epic JE 35338)	7.98	135	13	190	IN FASHION THE STYLISTICS (Mercury SRM-1-3727)	7.98	191	4
124	POWERAGE AC/DC (Atlantic SD 19180)	7.98	107	11	157	IT'S ALIVE OZARK MOUNTAIN DAREDEVILS (A&M SP 6006)	9.98	178	2	191	STONEBOLT (Parachute/Casablanca RRLP 9006)	7.98	193	3
125	YOU CAN TUNE A PIANO BUT YOU CAN'T TUNA FISH REO SPEEDWAGON (Epic JE 35082)	7.98	118	20	158	PAT METHENY GROUP (ECM-1-1114)	7.98	164	6	192	ATLANTIC STARR (A&M SP-4711)	7.98	---	1
126	BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3126)	7.98	132	51	159	SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98	146	51	193	TRIDENT KINGFISH (Jet/CBS JZ 35479)	7.98	---	1
127	SWEET MUSIC ROADMASTER (Village VR 7804)	7.98	131	7	160	SESAME STREET FEVER THE MUPPETS (Sesame Street CTW 79005)	6.98	174	2	194	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	194	128
128	COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	7.98	---	1	161	TUXEDO JUNCTION (Butterfly FLY 007)	7.98	151	17	195	THIS YEARS MODEL ELVIS COSTELLO (Columbia JC 35331)	7.98	175	21
129	SNAIL (Cream CR 1009)	7.98	129	10	162	CONTRARY TO ORDINARY JERRY JEFF WALKER (MCA 3041)	7.98	140	10	196	DON'T LET GO GEORGE DUKE (Epic JE 35366)	7.98	167	15
130	LARRY CARLTON (Warner Bros. BSK 3221)	7.98	144	5	163	WHITE, HOT & BLUE JOHNNY WINTER (Blue Sky/CBS JZ 35475)	7.98	163	6	197	BRUISED ORANGE JOHN PRINE (Asylum 6E-139)	7.98	169	14
131	URBAN DESIRE GENYA RAVAN (20th Century T-562)	7.98	142	3	164	NEXT OF KIHN GREG KIHN BAND (Beserkley/GRT JBZ 0056)	7.98	---	1	198	DREAM OF A CHILD BURTON CUMMINGS (Portrait JR 35481)	7.98	155	6
132	SGT. PEPPER'S LONELY HEARTS CLUB BAND THE BEATLES (Capitol SMAS-2653)	7.98	156	3	165	LIVE BARRY MANILOW (Arista AB 850C)	11.98	153	65	199	OHI BROTHER I. ARRY GATLIN (Monument MG 7626)	7.98	170	11
133	YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	7.98	94	24	166	U.K. (Polydor PD-1-6146)	7.98	150	17	200	WAITING FOR COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	9.98	189	27

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba 65	Commodores 5	Heart 143,194	Loggins, Kenny 19	Ravan, Genya 131	Tarney-Spencer Band 121
AC/DC 124	Con Funk Shun 44	Heatwave 83	L.T.D. 17	Rea, Chris 114	Taylor, Livingston 168
A Taste Of Honey 15	Connors, Norman 145	Henderson, Michael 38	Mangiione, Chuck 35	Redbone, Leon 184	Thin Lizzy 73
Alessi Bros. 180	Coolidge, Rita 28	Hendrix, Jimi 181	Maniow, Barry 25,165	REO Speedwagon 125	Toby Beau 36
Ambrosia 89	Corea, Chick 100	Heron, Gil-Scott 188	Marshall Tucker 116	Roadmaster 127	Trooper 123
Atlanta Rhythm Section 54	Costello, Elvis 195	High Inergy 150	Martin, Steve 112	Rogers, Kenny 50,97	Trower, Robin 79
Atlantic Starr 192	Crusaders 39	Holly, Buddy 87	Mason, Dave 64	Rolling Stones 2	Tuxedo Junction 160
Ayers, Roy 76	Cummings, Burton 198	Humphrey, Bobbi 156	Metheny, Pat 158	Ronstadt, Linda 159	Tyler, Bonnie 95
Barbieri, Gato 107	Curry, Tim 170	Isley Bros. 92	Morris, Johnny 133	Rufus 183	UFO 46
Beatles 132	Dramatics 175	Jackson, Millie 48	Math/Will 32	Rundgren, Todd 144	U.K. 166
Bee Gees 186	Duke, George 196	James, Rick 18	Meat Loaf 26	Russell, Leon 118	Valli, Frankie 174
Benson, George 101	Dylan, Bob 24	Jarrett, Keith 177	Millsap, Ronnie 154	Sayer, Leo 82	Van Halen 56
Bohannon, Hamilton 141	Eagles 155,185	Jefferson Starship 81	Money, Eddie 62	Seeger, Bob 8,189	Village People 37
Boone, Debby 182	Earth, Wind & Fire 84	Jennings/Nelson 137	Moody Blues 22	Simon, Carly 41	Walker, Jerry Jeff 162
Boston 7	Egan, Walter 72	Joel, Billy 14	Muppets 160	Slave 75	Walsh, Joe 10
Brothers Johnson 16	Electric Light Orch. 153	Johnson, Michael 88	Murray, Anne 146	Smith, Patti 142	War Of The Worlds 105
Brown, Peter 94	Emotions 52	Jones, Grace 113	Nelson, Willie 91	Snail 129	Williams, Lenny 117
Brown, James 169	Exile 85	Jones, Quincy 33	Ohio Players 119	Springsteen, Bruce 20	Winchester, Jesse 120
Browne, Jackson 30	Fat Back Band 102	Journey 61	O'Jays 57	Spyro Gyra 176	Wings 71
Bryson, Peabo 187	Fleetwood Mac 66	KC & Sunshine Band 55	Olivor, Jane 80	Stanley, Michael 110	Winter, Johnny 163
Buffett, Jimmy 86	Foghat 109	Kansas 106	Ozark Mtn. Dare 157	Stely Dan 31	Wright, Betty 53
California Jam 2 69	Foreigner 3,108	Kihn, Greg 164	Pablo Cruise 6	Stewart, Rod 136	SOUNDTRACKS
Carlton, Larry 130	Foxy 40	King, Evelyn 27	Palmer, Robert 148	Stonebolt 191	Buddy Holly Story 139
Carn, Jean 172	Gabriel, Peter 63	Kingfish 193	Parsons, Alan 21	Streisand, Barbra 34	Eyes Of Laura Mars 171
Cars 29	Gates, David 134	Kinks 60	Parton, Dolly 47	Stylists 190	FM 49
Cassidy, Shaun 23,78,126	Gatlin, Larry 130,199	Kiss 74,167	Pendergrass, Teddy 11	Styx 93	Grease 1
Cheap Trick 45	Gayle, Crystal 58	Klemmer, John 149	Petty, Tom 67	Sun 115	Last Waltz 147
Chilliwack 152	Genesis 96	Kottke, Leo 178	Ponty, Jean-Luc 128	Sweet 98	Saturday Night Fever 12
Clapton, Eric 77	Gibb, Andy 9,140	Ladd, Cheryl 151	Presley, Elvis 135	Switch 173	Sgt. Pepper's 4
Clifford, Linda 122	Gilmour, David 51	Le Roux 138	Prine, John 197	Sylvester 90	Thank God It's Friday 42
Cole, Natalie 59,103	Hagar, Sammy 88	Little River Band 43	Prism 99	Synergy 179	Youngblood 111
	Hancock, Herbie 70	Little Feat 200	Rafferty, Gerry 13	Talking Heads 104	

CASH BOX TOP 100 ALBUMS

September 2, 1978

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		8/26			8/26			8/26
1	GREASE VARIOUS ARTISTS (RSO-2-4002)	12.98	1	16				
2	SOME GIRLS ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	7.98	2	11				
3	DOUBLE VISION FOREIGNER (Atlantic SD 1999)	7.98	3	9				
4	SGT. PEPPER'S LONELY HEARTS CLUB BAND VARIOUS ARTISTS (RSO RS-2-4100)	15.98	4	5				
5	NATURAL HIGH COMMODORES (Motown M7-902R1)	7.98	5	15				
6	WORLDS AWAY PABLO CRUISE (A&M SP-4697)	7.98	6	12				
7	DON'T LOOK BACK BOSTON (Epic FE 35050)	7.98	—	1				
8	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW-11698)	7.98	7	15				
9	SHADOW DANCING ANDY GIBB (RSO RS-1-3034)	7.98	9	12				
10	"BUT SERIOUSLY, FOLKS ..." JOE WALSH (Asylum 6E-141)	7.98	10	14				
11	LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l./JZ 5095)	7.98	11	12				
12	SATURDAY NIGHT FEVER BEE GEES & VARIOUS ARTISTS (RSO RS-4001)	12.98	8	39				
13	CITY TO CITY GERRY RAFFERTY (United Artists LA 840-G)	7.98	12	21				
14	THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98	15	46				
15	A TASTE OF HONEY (Capitol ST-11754)	7.98	18	14				
16	BLAM THE BROTHERS JOHNSON (A&M SP 4714)	7.98	21	5				
17	TOGETHERNESS L.T.D. (A&M SP-4705)	7.98	17	12				
18	COME GET IT! RICK JAMES (Gordy/G7-981R1)	7.98	19	14				
19	NIGHTWATCH KENNY LOGGINS (Columbia JC 35387)	7.98	22	8				
20	DARKNESS ON THE EDGE OF TOWN BRUCE SPRINGSTEEN (Columbia JC 35318)	7.98	16	12				
21	PYRAMID THE ALAN PARSONS PROJECT (Arista AB 4180)	7.98	13	10				
22	OCTAVE MOODY BLUES (London PS 708)	7.98	20	10				
23	UNDER WRAPS SHAUN CASSIDY (Warner/Curb BSK 3222)	7.98	30	4				
24	STREET-LEGAL BOB DYLAN (Columbia JC 35453)	7.98	14	9				
25	EVEN NOW BARRY MANILOW (Arista AB 4164)	7.98	23	28				
26	BAT OUT OF HELL MEAT LOAF (Cleve. Int'l./Epic PE 34974)	6.98	24	44				
27	SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	7.98	28	11				
28	LOVE ME AGAIN RITA COOLIDGE (A&M SP-4699)	7.98	29	12				
29	THE CARS (Elektra 6E-135)	7.98	34	11				
30	RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E-113)	7.98	27	36				
31	AJA STEELY DAN (ABC AB-1006)	7.98	25	47				
32	THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	7.98	35	6				
33	SOUNDS ... AND STUFF LIKE THAT QUINCY JONES (A&M SP-4685)	7.98	26	12				
34	SONGBIRD BARBRA STREISAND (Columbia JC 35373)	7.98	31	13				
35	FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	7.98	32	45				
36	TOBY BEAU (RCA AFL-1-2772)	7.98	37	12				
37	MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	7.98	38	25				
38	IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS-5712)	7.98	41	10				
39	IMAGES THE CRUSADERS (ABC Blue Thumb BA 6030)	7.98	33	8				
40	GET OFF FOXY (Dash/TK 30005)	7.98	49	10				
41	BOYS IN THE TREES CARLY SIMON (Elektra 6E-128)	7.98	39	11				
42	THANK GOD IT'S FRIDAY VARIOUS ARTISTS (Casablanca NBLP 7099)	14.98	36	18				
43	SLEEPER CATCHER LITTLE RIVER BAND (Harvest SW-11783)	7.98	51	13				
44	LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	7.98	40	12				
45	HEAVEN TONIGHT CHEAP TRICK (Epic JE 35312)	7.98	48	14				
46	OBSESSION UFO (Chrysalis CHR 1182)	7.98	54	7				
47	HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	7.98	63	4				
48	GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring/Polydor SP-1-6719)	7.98	50	8				
49	FM VARIOUS ARTISTS (MCA 2-12000)	7.98	45	18				
50	LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists LA 903-H)	7.98	57	7				
51	DAVID GILMOUR (Columbia JC 35388)	7.98	46	11				
52	SUNBEAM THE EMOTIONS (Columbia JC 35385)	7.98	64	4				
53	BETTY WRIGHT LIVE (Alston 4408)	7.98	56	11				
54	CHAMPAGNE JAM ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	7.98	55	23				
55	WHO DO YA (LOVE) KC AND THE SUNSHINE BAND (TK 607)	7.98	68	3				
56	VAN HALEN (Warner Bros. BSK 3075)	7.98	58	28				
57	SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	7.98	43	21				
58	WHEN I DREAM CRYSTAL GAYLE (United Artists LA 858-H)	7.98	60	10				
59	NATALIE ... LIVE! NATALIE COLE (Capitol SKBL-11709)	11.98	42	8				
60	MISFITS THE KINKS (Arista AB 4167)	7.98	62	14				
61	INFINITY JOURNEY (Columbia JC 34912)	7.98	52	24				
62	EDDIE MONEY (Columbia JC 34909)	7.98	73	44				
63	PETER GABRIEL (Atlantic SD 19181)	7.98	47	8				
64	MARIPOSA DE ORO DAVE MASON (Columbia JC 35285)	7.98	44	11				
65	THE ALBUM ABBA (Atlantic SC 19164)	7.98	59	30				
66	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	70	79				
67	YOU'RE GONNA GET IT TOM PETTY & THE HEARTBREAKERS (Shelter/ABC DA-52029)	7.98	61	14				
68	THE MICHAEL JOHNSON ALBUM (EMI America SW-17002)	7.98	53	9				
69	CALIFORNIA JAM 2 VARIOUS ARTISTS (Columbia PC2-35389)	13.98	72	8				
70	SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	7.98	71	10				
71	LONDON TOWN WINGS (Capitol SW-11777)	7.98	66	21				
72	NOT SHY WALTER EGAN (Columbia JC 35077)	7.98	83	18				
73	LIVE AND DANGEROUS THIN LIZZY (Warner Bros. 2BS 3213)	9.98	65	9				
74	DOUBLE PLATINUM KISS (Casablanca NBLP-7100-2)	12.98	69	17				
75	THE CONCEPT SLAVE (Cotillion SD 5206)	7.98	95	4				
76	YOU SEND ME ROY AYERS (Polydor PD-1-6159)	7.98	98	3				
77	SLOWLAND ERIC CLAPTON (RSO CRS-1-3030)	7.98	74	39				
78	SHAUN CASSIDY (Warner/Curb BS 3067)	6.98	82	64				
79	CARAVAN TO MIDNIGHT ROBIN TROWER (Chrysalis CHR 1189)	7.98	111	2				
80	STAY THE NIGHT JANE OLIVOR (Columbia JC 35437)	7.98	81	11				
81	EARTH JEFFERSON STARSHIP (Grunt/RCA BXL 1-2515)	7.98	67	14				
82	LEO SAYER (Warner Bros. BSK 3200)	7.98	87	4				
83	CENTRAL HEATING HEATWAVE (Epic JE 35260)	7.98	75	21				
84	ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	7.98	88	40				
85	MIXED EMOTIONS EXILE (Warner Bros. BSK 3205)	7.98	106	5				
86	SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	7.98	90	22				
87	20 GOLDEN GREATS BUDDY HOLLY/THE CRICKETS (MCA 3040)	7.98	89	12				
88	ALL NIGHT LONG SAMMY HAGAR (Capitol SMAS-11812)	7.98	93	5				
89	LIFE BEYOND L.A. AMBROSIA (Warner Bros. BSK 3135)	7.98	99	5				
90	STEP II SYLVESTER (Fantasy F-9556)	7.98	103	6				
91	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	84	18				
92	SHOWDOWN ISLEY BROTHERS (T-Neck JZ 34930)	7.98	79	24				
93	THE GRAND ILLUSION STYX (A&M SP 4637)	7.98	97	58				
94	FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	7.98	78	34				
95	IT'S A HEARTACHE BONNIE TYLER (RCA AFL-1-2821)	7.98	77	25				
96	... AND THEN THERE WERE THREE ... GENESIS (Atlantic SD 19173)	7.98	76	21				
97	TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	7.98	100	33				
98	LEVEL HEADED SWEET (Capitol SKAO-11744)	7.98	86	29				
99	SEE FOREVER EYES PRISM (Ariola SW 50034)	7.98	104	8				
100	FRIENDS CHICK COREA (Polydor PD-1-6160)	7.98	121	3				

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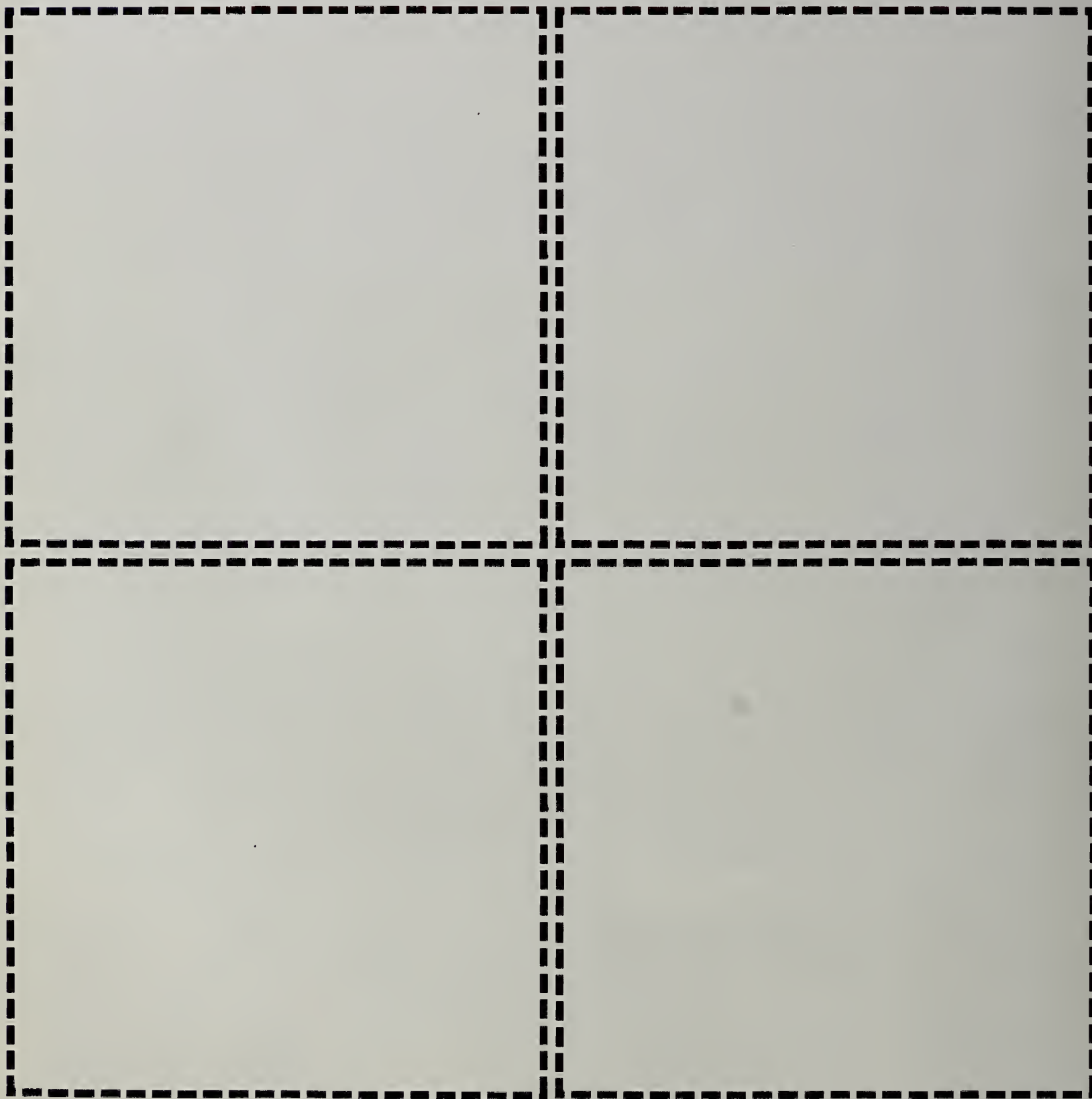


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