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CASH BOX

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EDITORIAL

Taking The Crunch Out Of Christmas

Looks like there will be glad tidings for the record industry this holiday season. Ironically, while sales and profits are at an all-time high, it appears the only problem may be that business will be so good, demand will again outdistance supply.

Fortunately, indications are that the industry has learned from the mistakes of 1977 which resulted in a near-critical year-end record pressing crunch. Instead of waiting until the last minute, manufacturers wisely have been pressing catalog product, along with periodic new releases, during the traditionally slow summer months in an attempt to prevent another crunch this season.

Dealers, too, are taking a more studied approach

as the labels introduce their fall incentive programs. As one label's sales rep put it, "We have started our discount program, but the orders we are getting are very realistic. People aren't going overboard like they did last year."

It is probably safe to say extenuating circumstances like those which contributed heavily to last year's LP shortage (the deaths of Elvis Presley, Bing Crosby and members of Lynyrd Skynyrd, for instance) will most likely not be repeated this year. Still, it is reassuring to see that the industry, by examining its own recent past, is better prepared to take advantage of what is shaping up to be the most profitable holiday season ever.

NEWS HIGHLIGHTS

- Seven major labels launch new release, catalog sales programs for coming Christmas season (page 7).
- Pickwick International holds annual convention in New Jersey; Chuck Smith predicts \$1 billion in sales by 1983 (page 7).
- Producer Richard Perry announces new Planet Records label, to be distributed by Elektra/Asylum Records (page 8).
- Manufacturers, record pressers more cautious this year hoping to avoid pressing crunch during holiday season (page 8).
- Proposed Communications Act rewrite criticized at Los Angeles hearing (page 8).
- Federal Grand Jury in San Francisco to hear witnesses in probe of Bay area Odyssey Records chain (page 8).

TOP POP DEBUTS

SINGLES

68

BEAST OF BURDEN — Rolling Stones — Rolling Stones

ALBUMS

20

WHO ARE YOU — The Who — MCA

POP SINGLE

GREASE

Frankie Valli — RSO

R&B SINGLE

GET OFF

Foxy — Dash

COUNTRY SINGLE

BLUE SKIES

Willie Nelson — Columbia

JAZZ

IMAGES

Crusaders — ABC

NUMBER

ONES



Frankie Valli

POP ALBUM

GREASE

Various Artists — RSO

R&B ALBUM

BLAM!

Brothers Johnson — A&M

COUNTRY ALBUM

LOVE OR SOMETHING LIKE IT

Kenny Rogers — UA

CLASSICAL

RACHMANINOFF PIANO CONCERTO NO. 3

Horowitz: New York Philharmonic — RCA

CASH BOX TOP 100 SINGLES

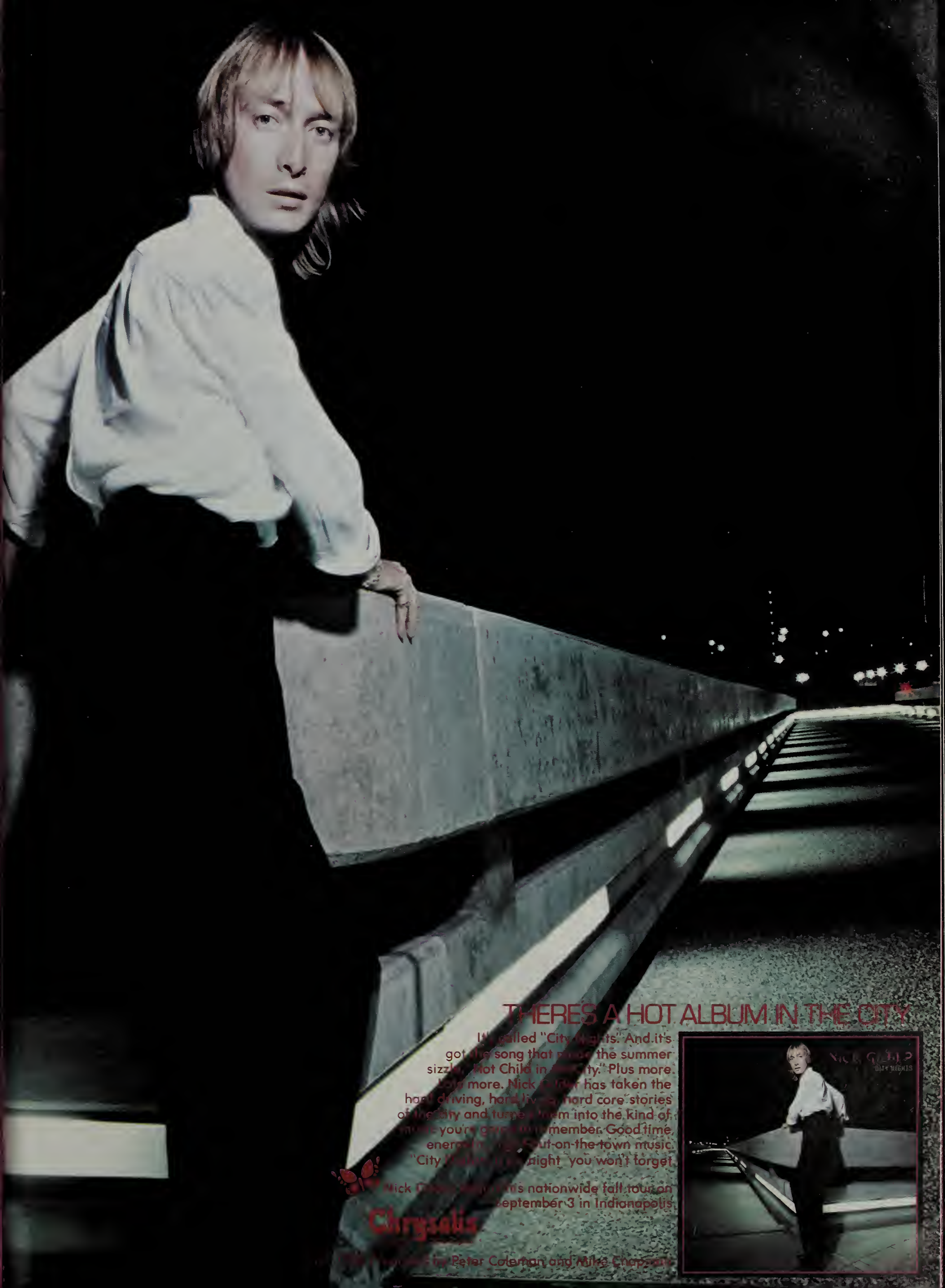
September 9, 1978

			Weeks On Chart						Weeks On Chart								
			9/2	8/26	Chart				9/2	8/26	Chart						
1	GREASE	FRANKIE VALLI (RSO 897) WB	2	2	16	37	TALKING IN YOUR SLEEP	CRYSTAL GAYLE (United Artists UA-X1214-Y) CPP	41	48	16	70	PRISONER OF YOUR LOVE	PLAYER (RSO 908)	—	—	1
2	BOOGIE OOGIE OOGIE	TASTE OF HONEY (Capitol 4565) CPP	3	7	12	38	EYES OF LAURA MARS (PRISONER)	BARBRA STREISAND (Columbia 3-10777)	45	52	7	71	LET'S GET CRAZY TONIGHT	RUPERT HOLMES (Private Stock PS 45199)	80	88	3
3	THREE TIMES A LADY	COMMODORES (Motown M1433F) CPP	1	1	12	39	PARADISE BY THE DASHBOARD LIGHT	MEAT LOAF (Cleve. Int'l. 8-50588)	43	50	5	72	EASE ON DOWN THE ROAD	DIANA ROSS/MICHAEL JACKSON (MCA 40947)	81	—	2
4	HOPELESSLY DEVOTED TO YOU	OLIVIA NEWTON-JOHN (RSO RS 903) WB	5	6	10	40	MACHO MAN	VILLAGE PEOPLE (Casablanca NB 922) CPP	31	28	12	73	LIVINGSTON SATURDAY NIGHT	JIMMY BUFFETT (ABC 12391)	77	80	5
5	AN EVERLASTING LOVE	ANDY GIBB (RSO RS 904) WB	6	8	9	41	YOU NEVER DONE IT LIKE THAT	CAPTAIN & TENNILLE (A&M 2063) WB	48	55	7	74	RAISE A LITTLE HELL	TROOPER (MCA 40924)	73	71	5
6	HOT BLOODED	FOREIGNER (Atlantic 3488) WB	4	4	11	42	SHE'S ALWAYS A WOMAN	BILLY JOEL (Columbia 3-10788)	49	61	6	75	PEGGY SUE	THE BEACH BOYS (Brother/Reprise RPS 1394)	83	—	2
7	KISS YOU ALL OVER	EXILE (Warner/Curb WBS 8589) CPP	11	14	10	43	STUFF LIKE THAT	QUINCY JONES (A&M 2043) CPP	32	21	17	76	LIGHTS	JOURNEY (Columbia 3-10800)	79	87	3
8	SHAME	EVELYN "CHAMPAGNE" KING (RCA PB-11122) CL	8	11	16	44	I LOVE THE NIGHT LIFE (DISCO ROUND)	ALICIA BRIDGES (Polydor PD 14483) CPP	51	60	11	77	DANCE (DISCO HEAT)	SYLVESTER (Fantasy 827)	86	99	3
9	SUMMER NIGHTS	JOHN TRAVOLTA/OLIVIA NEWTON-JOHN (RSO 906)	13	18	6	45	THINK IT OVER	CHERYL LADD (Capitol P-4599)	50	51	8	78	BLUE COLLAR MAN (LONG NIGHTS)	STYX (A&M 2087)	—	—	1
10	FOOL (IF YOU THINK IT'S OVER)	CHRIS REA (Magnet/United Artists UA-X1198-Y)	12	15	11	46	COPACABANA (AT THE COPA)	BARRY MANILOW (Arista 0339) B-3	34	16	14	79	SHE LOVES TO BE IN LOVE	CHARLIE (Janus J-276)	61	66	7
11	GOT TO GET YOU INTO MY LIFE	EARTH, WIND & FIRE (Columbia 23-10786) WB	15	20	8	47	JOSIE	STEELY DAN (ABC AB 12404)	56	69	3	80	LONDON TOWN	WINGS (Capitol P-4625)	—	—	1
12	DON'T LOOK BACK	BOSTON (Epic 8-50590)	14	27	4	48	SHADOW DANCING	ANDY GIBB (RSO 893) WB	39	32	22	81	IN FOR THE NIGHT	DIRT BAND (United Artists UA-X1228-Y)	87	89	3
13	MISS YOU	ROLLING STONES (RS-19307) WB	7	3	16	49	ALL I SEE IS YOUR FACE	DAN HILL (20th Century TC-2378)	58	65	5	82	SUBSTITUTE	CLOUT (Epic 8-50591)	90	—	2
14	HOT CHILD IN THE CITY	NICK GILDER (Chrysalis CHS 2226)	16	19	7	50	BAKER STREET	GERRY RAFFERTY (UA 1192) CPP	42	35	22	83	I JUST WANNA STOP	GINO VANNELLI (A&M 2072)	—	—	1
15	LOVE WILL FIND A WAY	PABLO CRUISE (A&M 2048) ALM	9	5	15	51	I WILL STILL LOVE YOU	STONEBOLT (Parachute RR 512) WB	57	64	7	84	USE TA BE MY GIRL	THE O'JAYS (Phila. Int'l./CBS 3642) AB/B	52	38	19
16	REMINISCING	LITTLE RIVER BAND (Harvest P-4605) WB	19	23	8	52	I'M NOT GONNA LET IT BOTHER ME TONIGHT	ATLANTA RHYTHM SECTION (Polydor PD 14484) CPP	44	36	14	85	MAC ARTHUR PARK	DONNA SUMMER (Casablanca NB 939)	—	—	1
17	MAGNET AND STEEL	WALTER EGAN (Columbia 3-10719) WB	10	9	17	53	YOU	McCRARYS (Portrait 6-70014)	59	63	6	86	STEPPIN' IN A SLIDE ZONE	THE MOODY BLUES (London 5N-270)	46	47	14
18	YOU NEEDED ME	ANNE MURRAY (Capitol 4574)	22	25	10	54	HOW MUCH I FEEL	AMBROSIA (Warner Bros. WBS 8640)	66	—	2	87	READY TO TAKE A CHANCE AGAIN	BARRY MANILOW (Arista AS 0357)	—	—	1
19	CLOSE THE DOOR	TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	21	24	11	55	SWEET LIFE	PAUL DAVIS (Bang B-738)	62	70	5	88	STAY/LOAD OUT	JACKSON BROWNE (Asylum E-45485-A) HAN/WP	53	39	12
20	TWO TICKETS TO PARADISE	EDDIE MONEY (Columbia 3-10765) ALM	20	22	11	56	TOOK THE LAST TRAIN	DAVID GATES (Elektra 45500)	63	74	3	89	EVERYBODY NEEDS LOVE	STEPHEN BISHOP (ABC AB-12406)	—	—	1
21	YOU AND I	RICK JAMES (Gordy G-7156-F) CPP	23	26	11	57	NEW ORLEANS LADIES	LOUISIANA'S LE ROUX (Capitol P-4586) CPP	55	58	11	90	CALIFORNIA NIGHTS	SWEET (Capitol P-4610)	88	91	5
22	WHENEVER I CALL YOU "FRIEND"	KENNY LOGGINS (Columbia 3-10794) WB	24	30	7	58	ALMOST LIKE BEING IN LOVE	MICHAEL JOHNSON (EMI 8004)	64	72	5	91	STILL THE SAME	BOB SEGER (Capitol 4581) WB	60	42	18
23	HOLLYWOOD NIGHTS	BOB SEGER (Capitol P-4618)	26	33	5	59	DEVOTED TO YOU	CARLY SIMON AND JAMES TAYLOR (Elektra E-45506)	69	81	4	92	MR. BLUE SKY	ELECTRIC LIGHT ORCHESTRA (Jet ZS 8-5050) B-3	53	39	12
24	JUST WHAT I NEEDED	CARS (Elektra E-45491-A) WB	28	31	12	60	BADLANDS	BRUCE SPRINGSTEEN (Columbia 3-10801)	67	—	2	93	BRANDY	O'JAYS (Phila. Int'l./CBS ZS8-3652)	76	76	5
25	LOVE IS IN THE AIR	JOHN PAUL YOUNG (Scotti Bros./Atlantic SB-402)	27	29	9	61	IT'S A LAUGH	DARYL HALL & JOHN OATES (RCA PB-11371)	74	83	3	94	IT'S A HEARTACHE	BONNIE TYLER (RCA PB-11249) CPP	78	53	25
26	RIGHT DOWN THE LINE	GERRY RAFFERTY (United Artists X-1233-Y)	30	37	5	62	SHAKE AND DANCE WITH ME	CON FUNK SHUN (Mercury 74008)	70	77	7	95	TWO OUT OF THREE AIN'T BAD	MEAT LOAF (Cleve. Int'l./Epic 8-50513) BEL/MCA	82	54	25
27	YOU	RITA COOLIDGE (A&M 2058) CPP	17	17	12	63	FLYIN'	PRISM (Ariola 7714)	65	68	8	96	YOU'RE THE ONE THAT I WANT	OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (RSO 891) WR	84	57	24
28	BACK IN THE USA	LINDA RONSTADT (Asylum E-45519-A)	33	44	4	64	BLAME IT ON THE BOOGIE	MICK JACKSON (Atco 7091)	68	75	4	97	LONG HOT SUMMER NIGHTS	WENDY WALDMAN (Warner Bros. WBS 8617)	89	93	5
29	MY ANGEL BABY	TOBY BEAU (RCA PB-11250) ALM	18	10	16	65	5.7.05	CITY BOY (Mercury/Phonogram 73999)	71	78	9	98	SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS	THE BEATLES (Capitol P-4612)	—	—	1
30	LIFE'S BEEN GOOD	JOE WALSH (Asylum E-45493-A)	29	13	15	66	HEARTBREAKER	DOLLY PARTON (RCA PB-11296)	72	79	4	99	YOU'RE ALL I NEED TO GET BY	JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)	91	67	9
31	COME TOGETHER	AEROSMITH (Columbia 3-10802)	36	46	55	67	THEMES FROM THE WIZARD OF OZ	MECO (Millenium MN 620)	75	—	2	100	KING TUT	STEVE MARTIN (Warner Bros. 8577) WB	40	34	17
32	OH! DARLING	ROBIN GIBB (RSO 907)	35	49	5	68	BEAST OF BURDEN	ROLLING STONES (RS 19309)	—	—	1						
33	LAST DANCE	DONNA SUMMER (Casablanca 926) WB	25	12	18	69	HOLDING ON (WHEN LOVE IS GONE)	L.T.D. (A&M 2057)	85	94	3						
34	GET OFF	FOXY (Dash/TK 5046) CPP	38	45	7												
35	WHO ARE YOU	WHO (MCA 40948)	47	62	3												
36	A ROCK 'N' ROLL FANTASY	THE KINKS (Arista AS 0342) WB	37	41	9												

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Rock 'N' Roll (Darvey Music Ltd.)	36	Grease (Stigwood/Unichappell — BMI)	1	Long Hot (Irving/Moon And Stars — BMI)	97	Stay/Load Out (Cherio — BMI)	88
All I See (Welbeck — ASCAP)	49	Heartbreaker (Songs Of Manhattan Island/Unichappell/Begonia Melodies — BMI)	66	Love Is In (Edward B. Marks — BMI)	25	Steppin In A Slide Zone (John Songs — ASCAP)	86
Almost Like (United Artists — ASCAP)	58	Holding On (Almo/McRouscod — ASCAP)	69	Love Theme (Just Over The Bridge/Diana — BMI)	38	Still The Same (Gear Pub. — ASCAP)	91
An Everlasting (Unichappell Music — BMI)	5	Hollywood (Gear — ASCAP)	23	Love Will Find (Irving/P. Cruise — BMI)	15	Stuff Like (Yellow Brick/Nick-O-Val — ASCAP)	43
Back In The (Arc — BMI)	28	Hopelessly (Unichappell/John Farrar/Ensign — BMI J. Farrar)	4	MacArthur Park (Canopy — ASCAP)	85	Substitute (Touch Of Gold — BMI)	82
Badlands (Bruce Springsteen — ASCAP)	60	Hot Blooded (Somerset/Evansongs/WB — ASCAP)	6	Macho Man (Can't Stop Music — BMI)	40	Summer Nights (Edwin H. Morris — ASCAP)	9
Baker Street (Hudson Bay — BMI)	58	Hot Child (Beechwood — BMI)	14	Magnet & Steel (Melody Deluxe/Swell Sounds/Sedak — ASCAP)	17	Sweet Life (Web IV — BMI)	55
Beast Of (Colgems/EMI — ASCAP)	68	How Much I (Rubicon — BMI)	54	Miss You (Colgems-EMI — ASCAP)	13	Talking In (Roger Cook/Chriswood — BMI)	37
Blame It On (Global — ASCAP)	64	I Just (Ross Vannelli)	83	Mr. Blue Sky (Unart/Jet — BMI)	92	Think It Over (Cengorus — ASCAP)	45
Blue Collar (Almo/Styglan — ASCAP)	78	I Love The (Lowery — BMI)	44	My Angel (Texongs/B. Mass — BMI)	29	Themes From The (Leo Feist — ASCAP)	67
Boogie Oogie (Conductive/On Time — BMI)	2	I'm Not Gonna (Low-Sal — BMI)	52	New Orleans (Break Of Dawn — BMI)	57	Three Times A Lady (Jobete/Commodores — ASCAP)	53
Brandy (Mighty Three — BMI)	93	In For The (Unichappell/Salmon — BMI)	81	Oh! Darling (Maclen — BMI)	32	Took The Last (Kippa Hula — ASCAP)	36
California (Sweet/WB — ASCAP)	90	It's A Heartache (Pi-Gem — BMI)	94	Paradise (Edward B. Marks — BMI)	43	Two Out (Edward B. Marks/Neverland — BMI)	95
Close The (Mighty Three — BMI)	19	It's A Laugh (Hot-Cha & Six Continents — BMI)	61	Peggy Sue (MPL Communications — BMI)	75	Two Tickets (Grajonca — BMI)	20
Come Together (Maclen — BMI)	31	I Will Still Love You (W.B. — ASCAP)	46	Prisoner Of (Touch of Gold/Crowbeck/Stigwood — BMI)	70	Use Ta Be (Mighty Three — BMI)	84
Copacabana (Kamakazi/Appoggiatura/Camp Song — BMI)	46	Josie (ABC/Dunhill — BMI)	47	Raise A Little (Suvivor/Top Soil/Pro — BMI)	74	Whenever I Call (Milk Money — ASCAP/Rumanian Pickleworks — BMI)	22
Dance (Disco Heat) (Jobete — ASCAP)	77	Just What (Lido — BMI)	24	Ready To (Ensign/Kamikazi — BMI)	87	Who Are You (Towser Tunes — BMI)	35
Devoted To (House Of Bryant — BMI)	59	King Tut (Colorado — ASCAP)	100	Reminiscing (Screen Gems-EMI — BMI)	16	You (Beechwood/Snow — BMI)	53
Don't Look (Pure Songs — ASCAP)	12	Kiss You (Chinnichap/Careers — BMI)	7	Right Down (Hudson Bay — BMI)	26	You (Island — BMI)	27
Ease On Down (Fox Fanfare — BMI)	72	Last Dance (Primus Artists/Oiga — BMI)	33	Sgt. Pepper/With A Little (Maclen — BMI)	98	You And I (Stone Diamond — BMI)	21
Everybody Needs (Stephen Bishop — BMI)	89	Let's Get (WB/Holmes Line — ASCAP)	71	Shadow Dancing (Stigwood/Unichappell — BMI)	48	You Needed (Chappell/Ironside — BMI)	18
5.7.0.5. (Zomba/City Boy/Chappell — ASCAP)	65	Life's Been (Wow & Flutter — ASCAP)	30	Shake And Dance With Me (Vai-ie-Joe — BMI)	62	You Never (Kiddio Music/Don Kirshner — BMI)	41
Flyin (Squash/Corinth — BMI)	63	Lights (Weed High Nightmare — BMI)	76	Shame (Dunbar/Mill & Mills — BMI)	8	You're All (Jobete — ASCAP)	99
Fool If You (Magnet/Interworld)	10	Livingston (ABC/Dunhill/Unart — BMI)	73	She's Always (Joel Songs — BMI)	42	You're The One (Stigwood/John Farrar/Ensign — BMI)	86
Get Off (Sherlyn/Lindseyanne — BMI)	34	London Town (ATV — BMI)	80	She Loves To Be In Love (Heavy — BMI)	79		
Got To Get (Mackay/Lennon/MacCartney — BMI)	11						

AB/B - April Blackwood/Bradley ALM - Almo AR - Acuff-Rose BB - Big Belts BEL/MCA - Belwin/MCA B-3 - Big Three CH - Chappell CIM - Cimco CL - Cherry Lane CPP - Columbia Pictures Pub Han - Hansen IMM - Ivan Moguli PLY - Plymouth WB - Warner Brothers



THERE'S A HOT ALBUM IN THE CITY

It's called "City Nights." And it's got the song that made the summer sizzle, "Hot Child in the City." Plus more. Lots more. Nick Golden has taken the hard driving, hard living, hard core stories of the city and turned them into the kind of music you're gonna want to remember. Good time, energetic, high four-on-the-town music. "City Nights" is the right you won't forget.



Nick Golden will be on his nationwide fall tour on September 3 in Indianapolis.

Chrysalis

Photo Courtesy: Peter Coleman and Mike Enapron



See Jimmy "Bo" Horne perform his new single Let Me (Let Me Be Your Lover) on Midnight Special this Friday, Sept. 8 on NBC.

Let Me (Let Me Be Your Lover)

SS 1005



SS 7301



DANCE ACROSS THE FLOOR
JIMMY "BO" HORNE

It's Jimmy "Bo" Horne's just released single LET ME (LET ME BE YOUR LOVER) from his DANCE ACROSS THE FLOOR LP. And everyone's talking about it.



Sunshine Sound Records
Distributed by **R**

Produced by Harry Wayne Casey and Richard Finch for Sunshine Sound Enterprises, Inc.



CHICAGO IN THE PARK — Columbia recording group Chicago recently played for six nights in Central Park, where they performed selections from their forthcoming "Hot Streets" LP. Pictured at a post-concert reception (l-r) are: Jack Craigo, senior vice president and general manager, Columbia; Laudir DeOliveira, Peter Cetera, and Donnie Dacus of Chicago; producer Phil Ramone; Robert Lamm, Danny Seraphine, and Lee Loughnane of Chicago; Walter Yetnikoff, president of the CBS Records Group; James Pankow of the group; manager Jeff Wald; Walter Parazaider of Chicago; and Rick Sklar, vice president of programming, ABC Radio.

Executive Profile:

Posner, E/A Vice Chairman, Typifies Model Record Exec

by Peter Hartz

LOS ANGELES — "I found a life for myself," says Mel Posner, vice chairman of Elektra/Asylum Records, describing his accidental and modest beginnings in the music business 20 years ago working for

itself upon its "street" knowledge and innovative approach.

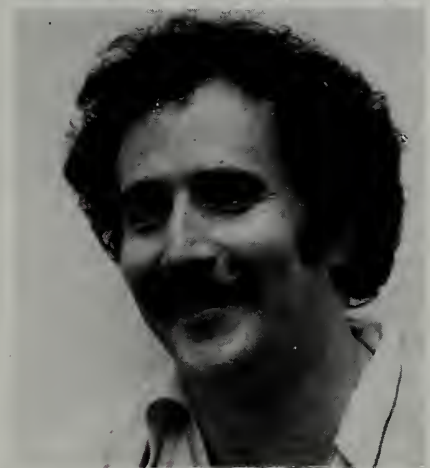
Posner recently took the time to reflect upon his years in the business and the developments he has witnessed.

"I receive scores of letters each week from people who want to get into the music business. I tell them about dues paying and the sacrifice it takes to learn your craft."

Necessity Turns To Love

For Posner, the necessity of a job turned into a love of the music business. Beginning in 1958 as a jack-of-all-trades earning \$55 a week, Posner has worked in many facets of the business from artist development to

(continued on page 2B)



Mel Posner

Jac Hoizman and the embryonic Elektra label. In addition to finding a life, Posner found a company. Today, at 42, Posner is a quintessential record man, who oversees the day-to-day functions of a sophisticated multi-million dollar company which prides

Steckler, Arden Found New Mgmt. Concern

NEW YORK — Richard Steckler has formed a new management company with Don Arden, president of Jet Records, called British-American Management Company. The firm currently represents Heatwave and Les McCann and is negotiating with several Jet acts about switching their management affiliation to the new company from Jet.

Steckler will be the president of British-American, while Arden assumes the position of chairman of the board. The company will have a staff of five when it is officially launched.

"Because of our relationship with Don, we'll not only have offices in Los Angeles, but in London and New York as well," Steckler said. "Using Heatwave as an example of a predominantly American group that lives in England, it's a great advantage for a company such as ours to be able to operate out of both countries. Our setup will enable us to service our artists wherever they're at."

He said that, should the company sign any Jet artists, "we certainly won't commission the income they derive from their record royalties."

The firm will be located at 2049 Century Park East, Los Angeles, California 90067, telephone (213) 553-6801.

Pickwick Shooting For \$1 Billion By 1983; Retail Store Openings Will Be Accelerated

by Ken Terry

GREAT GORGE, NEW JERSEY — Pickwick International expects to have sales in excess of \$500 million this year and is aiming for annual volume of \$1 billion by 1983. These estimates were announced by Pickwick International President C. Charles Smith before approximately 1,200 company employees and guests at Pickwick's annual convention at the Playboy Resort and Country Club here last week.

The four-day conference, which took place Aug. 27-31, was the first Pickwick convention at which all six of the company's divisions were represented under one roof. At last year's separate conventions for the retailing division and the rack sales division, personnel from other parts of the company were present as observers. This year, however, Pickwick Records, Keel Manufacturing and Disc Printing, the Distribution Division and Pickwick Great Britain all participated in the convention.

Explaining this new arrangement, Smith said, "We were convinced that there was a great deal to be gained if all divisions of the company joined together to feel the oneness that could flow from such a joint meeting."

Conversations with convention delegates indicated that the spirit of the convention, symbolized by the slogan "Charge Together," was indeed one of unity. There was apparently no feeling of rivalry between the rack jobbers and the retail store managers. And, while some jousting was in evidence between managers of Discount Records outlets and those from Musicland stores, several participants remarked that the dissension had declined considerably since last year.

In contrast to the situation at the 1977 retailing conference, all store managers wore name tags that merely identified them as Pickwick Retailing Division employees, rather than as Discount Records or

Labels Step Into Christmas With Fall Discount Programs

by Randy Lewis

LOS ANGELES — Several manufacturers have initiated fall/Christmas sales programs involving discounts and extended dating to their accounts, thus signaling the beginning of the year-end holiday season.

Those labels which have already started their restocking plans include Polygram, RCA, Capitol, A&M, ABC, Chrysalis and Arista. Most of the programs involve discounts of anywhere from five to 10 percent (given either in discounts from invoice of free goods) and extended or split dating under which payments can be made as much as 120 days after orders are placed.

CBS, WEA, MCA, Motown and Fantasy have not announced any year-end programs yet, although executives at some labels said they plan to but hadn't worked out their programs yet.

Most manufacturers have placed no restrictions on ordering procedure, with the exception of Polygram Inc. Polygram's program requires that a dealer purchase a lump quantity from each Polygram-distributed label equivalent to 15 percent of the amount billed to the account during the first six months of the year.

In other words, if an account had billed \$1 million in RSO product during the first six months of 1978, an RSO order of \$150,000 would be necessary for the account to take advantage of Polygram's discount and dating. Accounts were also required to

place a first order by Aug. 31 to qualify for a second order in October.

Once the prerequisites are met, Polygram offers a discount of 10 percent and gives dating of 60 days after the order is placed. This applies to the first order as well as those placed in October. The program features the entire Polygram catalog.

RCA's "Superstar Sellathon" fall restocking program offers discounts on 300 albums described as "the cream of the catalog." These 300 albums and their tape counterparts are subject to an eight percent discount granted in the form of eight free albums for each 100 ordered.

The ordering period began Sept. 5 and runs through the end of the month. Accounts are given an additional 60 days on top of the label's usual 60 days billing. Salsoul albums will also be available in the fall restocking program. The discount for Salsoul is offered as "buy 11 — pay for 10." Titles include "Samba Soul," "Disco Boogie," "Double Exposure," "Salsoul's Greatest Hits" and "Rockets."

Because RCA offered special prices on the Elvis Presley catalog in August, Presley product is not included in this program.

Capitol Records' program, which began Aug. 28 and runs through Sept. 29, involves split dating, in which half the payment is due in mid-December, the other half in January. Capitol gives a five percent discount which is taken off invoice.

The "ABC Fall Catalog Program" began

Musicland personnel. On the other hand, representatives of the recently-absorbed Sam Goody chain were identified as Goody employees.

Biggest Record Company

Smith noted that the Goody acquisition would bring in about \$40 million of added volume to Pickwick by the end of 1978. With this help, he said, Pickwick would "probably" hit the \$500 million mark this year, two years ahead of schedule. Smith added that, if his projection comes true, "You will have become the first record company to have achieved a half billion dollars of volume in the United States. In the process, you have charged past both CBS and Warner to become the largest com-

pany in this country in record sales.

"That is not to say that size in itself is the outstanding criterion for success, but size is unquestionably a consequence of a successful operation, and your size is an indicator to the world that you are the best in our business."

Smith predicted that the retailing division, which presently encompasses approximately 370 stores, would double in size by 1983 to somewhere between 700 and 900 units. At last year's retailing convention, in contrast, the company announced that it planned to own 600 stores by 1982. In order to accomplish Pickwick's new goals, Smith said, the pace of retail

(continued on page 30)



LRB GOES GOLD — Capitol recording group Little River Band recently celebrated the R.I.A.A. gold certification of its third American album, "Sleeper Catcher," with a party at the home of Don Zimmermann, Capitol's president and chief operating officer. Pictured (l-r) in the top row are: Rupert Perry, vice president, A&R; LRB members Geoff Cox and George McArdle; Zimmermann; LRB members Beeb Birtles, Glenn Shorrock and Graham Goble; and Dennis White, vice president, marketing. Shown in the bottom row (l-r) are: LRB member Derek Pellicci; LRB co-producer John Boylan; LRB member David Briggs; Glenn Wheatley, LRB's manager; and John Marks of ICM.

Labels, Plants Gearing For Year-End Pressing Crunch

by Jeff Crossan

LOS ANGELES — To avoid the logjam which last year overloaded pressing plants during the year-end holidays, record labels are attempting to get a head start on production this year in preparation for the peak sales season.

A survey of label production executives and pressing plant officials has revealed that the recording industry is anticipating a pressing crunch similar to last year's, despite the fact that the deaths of Elvis Presley and Bing Crosby, which glutted plants with orders for catalog pressings, were cited as the primary reasons for the shortage of LPs during the fourth quarter last year.

Some production execs believe that if there is an LP shortage during the upcoming holiday season it will be because the growth of new pressing facilities has not kept pace with ever-increasing record sales. Within the past year, RCA shut down two major pressing plants and Capitol closed another.

Busy Summer

The majority of pressing plants surveyed report that the traditionally slow summer months were busy this year as most labels attempted to press ahead on their catalog items. During last year's logjam, many labels had to curtail production of catalog items to press new releases when the CBS record pressing division was forced to allocate pressing capacity on a percentage-of-previous business basis.

Plant executives also report many facilities are working six days a week, instead of the usual five, at extended hours.

And a number of labels report they are currently employing more pressing plants than they did during the holiday season last year.

At Elektra/Asylum Records, Mel Posner, vice chairman, said the label has doubled the number of plants it is using, from three last year to six this year.

"Hopefully the extra plants will take us through the fall," says Posner. "We pressed ahead on our catalog more this year than we ever have in the past. The record industry is getting into multi-

Com. Act Rewrite Roundly Criticized At L.A. Hearings

LOS ANGELES — The proposed rewrite of the Communications Act of 1934 was roundly denounced by almost all of the more than 30 witnesses testifying Aug. 25 at a seven-hour hearing at the UCLA Law Center. Representative Henry Waxman, a member of the House subcommittee on communications, attended the hearing and added his voice to those condemning the proposed rewrite for repealing the public interest standard.

Waxman's criticism of the bill, HR 13015, was mild compared to most of the witnesses. Chester Migden, national executive secretary of the Screen Actors Guild, called it "The Communications Abdication Act of 1978." None of the witnesses wholeheartedly endorsed the bill and the general consensus of the hearing was that the bill should be returned to the drawing board.

Among the most frequently repeated themes of the rewrite's critics were that the deregulation of the broadcast industry was not in the public interest and that with the elimination of stations' requirement to ascertain community needs the number of public interest programs would seriously decline. The bill calls for station licenses to be issued in perpetuity and limits the basis for challenging and revoking licenses.

platinum now and that takes up a lot of the pressing capacity."

Jean Schutz, production manager at Kaiser-Century's K-Disc pressing plant in Saugus, Ca., echoes Posner's sentiments.

"'Grease' and 'Saturday Night Fever' sold so many more records than normal that the industry is ordering earlier this year," he says. "While they were releasing their big records in late September last year, they are releasing them in early September this year to pick up the extra volume."

K-Disc is currently pressing six days a week and is three weeks ahead of last year, Schutz says.

May Hit Harder

At the Monarch Records plant in Los Angeles, Bob Barone, vice president and general manager, says he's expecting to have to keep the machinery running around the clock, seven days a week this year despite the fact that the company will soon be opening a second facility. The crunch might even hit harder this year, Barone believes.

"We extended hours last year," he says, "and I think we'll have to do that again this year. At the moment I see no indication that it's going to be any different. As a matter of fact, it might even be worse. I think a lot of people are planning on even bigger releases this year."

Monarch pressed at capacity during June, July and August, which in previous years were the slowest months for the plant, according to Barone, who says he expects to keep the pace up through September

(continued on page 60)

Richard Perry's Planet Label Pacts With E/A For Distrib.

LOS ANGELES — Producer Richard Perry has signed with Elektra/Asylum for the distribution of his newly-formed label, Planet Records. Planet is the first custom label to affiliate with Elektra/Asylum.

"Planet is going to be the Tiffany of labels," said Perry at the signing. "I have always dreamed of building a creative family within the framework of my own label, which would reflect my taste and energy, and create optimum conditions for the artist. I am very proud to be associated with Elektra/Asylum, which has always stood for the very highest artistic quality."

Elektra/Asylum chairman Joe Smith was also enthusiastic about the signing.

"My own relationship with Richard began



VIGORITO TO HEAD DE-LITE — Gabe Vigorito (l), formerly executive vice president of De-Lite Records, has recently been elected president of the label. Also pictured is Fred Fioto, former De-Lite president and now director of foreign affairs for the label. Vigorito had previously held the position of executive vice president of De-Lite for the past five years.

ASCAP & Radio Operators Make Licensing Pact

NEW YORK — ASCAP and the All-Industry Radio Music License Committee reached an agreement here last week for new blanket and per program licenses for local radio stations.

The blanket agreement will be retroactive to March 1, 1977, and run through December 31, 1982. Though it calls for a continuation of the commercial rate at

(continued on page 53)

Witnesses Testify In Odyssey Probe

LOS ANGELES — A federal grand jury in San Francisco will begin interviewing witnesses this week as part of its investigation of the 31-store Odyssey Records chain.

An estimated 15 to 20 witnesses will be called before the Grand Jury and offer testimony on a variety of charges stemming from a six-month probe of Odyssey by the FBI.

The proceedings come less than a month after a search of Odyssey's Capitola warehouse by the FBI investigators and Santa Cruz police in which numerous company files were confiscated.

Testimony will continue to be heard through September and into October, after which the Grand Jury will determine whether the evidence presented warrants the issuing of indictments.

CASH BOX



Daryl Hall and John Oates have paralleled the growth of music from the emerging early age of rock and roll, to the point where now, they are among the innovators and leaders in a genre that continually strives for change and growth. To lead such a race is at the same time frantic and exciting, not to mention, precarious.

Daryl Hall and John Oates are today's people. In the last two years, they have earned two gold singles for "Rich Girl," and "Sara Smile," and four gold albums. Their three RCA Records, "Daryl Hall & John Oates," "Bigger Than Both Of Us," and "Beauty On A Back Street" are RIAA gold, gold and gold respectively. The breadth of their success has even reached back into their past and made one of their early albums, "Abandoned Lucheonette," a gold record too.

Daryl & John were also named Best New Group on the Rocky Awards Show.

The duo's new album "Along The Red Ledge" recently was released by RCA and is currently number 138 bullet on the **Cash Box** Top 100 albums chart. The new single "It's A Laugh" has debuted at number 61 bullet on the Top 100 singles chart.



PERRY'S PLANET IN E/A'S ORBIT — Producer Richard Perry recently signed an agreement with Elektra/Asylum Records for distribution of his new label, Planet Records. Pictured above after the signing are (l-r): (standing) Jerry Sharell, E/A vice president/artist development; Stan Marshall, E/A vice president/sales; Mel Posner, E/A vice chairman; Keith Holzman, E/A vice president/production; and (seated) Joe Smith, E/A chairman; Perry, and Ken Buttice, E/A vice president/promotion.

Index

Album Reviews	18
Artists On The Air	17
Black Contemporary	47
Classical	40
Classified	46
Coin Machine News	43
Country News & Album Chart	31
Country Singles Chart	32
East Coastings/Points West	14
FM Analysis	25
International News	56
Jazz	38
Jukebox Singles Chart	43
Latin	42
Merchandising	54
New Faces To Watch	10
Pop Album Chart	62
Pop Radio Analysis	24
Pop Singles Chart	4
Radio News	21
Regional Programming Guide	22
Singles Reviews	20
Talent	52

AMERICA'S HOTTEST DANCE ALBUM . . . AND GETTING HOTTER!

Sylvester

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YOU MAKE ME FEEL (MIGHTY REAL) • DANCE DISCO HEAT • EPILOGUE • GRATEFUL
I TOOK MY STRENGTH FROM YOU • WAS IT SOMETHING THAT I SAID • JUST YOU AND ME FOREVER

Produced by Jimmy Fallon and Sylvester for Honey Records Productions

ON FANTASY RECORDS AND TAPES **ERT**

New Faces To Watch



Lynda Carter

"I see no conflict in combining music and acting careers," said Lynda Carter, whose angelic alto voice is featured on "Portrait," her Epic Records debut. "Years ago, Ginger Rogers sang, acted, and danced. Doris Day did that too. And look at John Travolta! He's the perfect example of a contemporary performer that's doing it all — albums, movies and a television series. Now it's time for a contemporary woman to do the same."

Carter, who plays the title role in the television series "Wonder Woman," is already branching out into other areas of show business. At age 25, the former Miss World U.S.A. wants it all — to excel as an actress, a recording star, a nightclub performer and a songwriter. She took her first step in that direction during July when she made her Las Vegas nightclub debut at Caesars Palace.

"'Wonder Woman' has been really good to me," she explained as she prepared to tape an episode for the program's fall series. "Because of the visibility the show has given me, I'm able to sing as honestly as I can without having to worry about impressing someone. As restricted as the character or the show might seem, it's really given me the opportunity to get into something I love dearly."

Carter began singing professionally at age 15, when she worked weekends at a pizza hangout in Tempe, Arizona. After high school, she sang and toured the country with two different groups for three years. "It was a lot of hard work," she recalled. "Six days a week, four sets a night. It was just paying dues. I liked it for a while, but then I stopped liking it and tabied music. I just didn't want to make my living singing in bars anymore."

That was in 1970. Two years later, away from music, Carter won the Miss U.S.A. contest; she later went on to become Miss World U.S.A. While in England for the latter contest, she cut three singles for EMI, one of which was called "It Might As Well Stay Monday." "The response was good, and it was a positive experience, but I didn't really care for the country," she said.

Carter came back to the States to make the pilot for "Wonder Woman," then the series. Now she has come back to music, encouraged by her husband and manager, Ron Samuels.

"Ron is the one who got me back into singing," she admitted. "He heard a tape of my voice and thought I was crazy for not doing it. But I'm sure glad I did, because I had forgotten what a turn-on singing is and how incredible it can make you feel."

Around the time they got married, Samuels arranged for Carter to co-host five segments of "The Mike Douglas Show" so that she could present herself as a singer. "Ron's creative instincts are really something. Both the Caesars Palace booking and the record deal blossomed on account of those appearances."

"The album gave me the chance to sing as straightforwardly and as honestly as I can," Carter said. "I discovered a lot about myself during the sessions. It was such a personal and fulfilling experience that all my troubles seemed to dissipate as soon as I started singing."



Bob McGilpin

"The last few weeks have been a total learning experience," says Bob McGilpin whose debut album, "Superstar," is receiving a concerted push from Butterfly Records. "I never realized how the system worked."

McGilpin is learning fast. He moved to L.A. two years ago from Lincoln, Nebraska with a band called Straight. Typical of many young musicians' fortunes, the band ran aground after wide-eyed expectations.

"I guess we were all a little naive coming from Lincoln," says McGilpin. "I had been working in a grocery store during the day and playing with the band at night. We came to L.A. to make it but then after several months of being low on money, we had no choice but to break up. Everybody else pretty much drifted back to Lincoln but my wife and I stayed in L.A. because if you want to be in the music business, this is the place to be."

As a result of the work with Straight, McGilpin met independent producer Norman Ratner who encouraged him to continue writing songs. While he worked at the Broadway Wilshire department store as an assistant stock manager, McGilpin worked steadily to perfect his craft, writing many of the vibrant, rock/disco songs which appear on the new album. When he showed Ratner the material, Ratner offered to finance demo production. During the initial run around town with the tape, Motown expressed interest and held the tape for six months. But the break did not come.

"It was a big disappointment when wife Motown passed," says McGilpin. "My wife Janie and I felt a big letdown. But Norman refused to give up and got our mood back up."

McGilpin went back into the studio and cut several more songs with the encouragement of Ratner who counseled "write a smash this weekend and we'll record it on Friday."

With the resulting tape, Ratner approached Butterfly and received an immediate strong response. After McGilpin met with A.J. Cervantes, label president, and the bond was strengthened, McGilpin signed for a million dollar, multi-album deal.

The "Superstar" album, produced by Ratner, has received a concentrated Butterfly campaign, kicked off by special promotional packages which included a cassette, album and selected comments by McGilpin about each cut. After a massive mailing, McGilpin toured 16 cities to visit key radio and retail people.

"Some people thought the name of the album was pretentious but it created curiosity and was an effective way to get people to remember my name," says McGilpin. "Because of the support from Butterfly, I had some credibility instead of being Bob who?"

A mime artist was also hired for promotional visits, acting out three songs from the album. Preparing his stage act, McGilpin is currently studying with a magician to learn how to pull a rabbit from his hat, levitate his guitar and learn how to disappear. Not from the music scene though.

"Now I have the opportunity to go out and either stand tall or fall flat. I feel that I'm ready."

Producers Series:

Galuten/Richardson Aim For Records That Communicate

by Charles Palkert

NEW YORK — It's been their year. The production team of Alby Galuten and Karl Richardson have amassed, so far, a total of seven number one singles and over 30 weeks of chart domination during 1978. The record industry hasn't seen anything like it since George Martin scored a string of four Beatle hits in six months in 1964.

Galuten and Richardson's rash of number one singles includes "Grease" by Frankie Valli, "Shadow Dancing" by Andy Gibb, "How Deep Is Your Love" by the Bee Gees; "Love Is Thicker Than Water" by Andy Gibb, "Emotion" by Samantha Sang, and "Stayin' Alive" and "Night Fever" by the Bee Gees.

The co-producers reached their present renown by very different paths. Galuten grew up in Westchester County outside of New York City, and developed an affection for R&B music, which he listened to constantly on New York radio stations. Pursuing his R&B heroes, and hoping to make some money as a session musician, he down to Memphis before he turned 20, where he played piano and organ for several of Stax sessions. He then spent a year and a half at the Berkeley College of Music in Boston before returning to Memphis.

R&B Exodus

From Memphis, Galuten followed the R&B exodus to Miami and picked up work as a sideman on sessions with Aretha Franklin and Eric Clapton. He also struck up friendships with noted producers Jerry Wexler and Tommy Dowd, which led to a job at Criteria Studios and an association with Karl Richardson.

Richardson, a native of Miami, was always an electronics hobbyist. A ham radio operator as a child, he began studying for an engineering degree at Miami's Dade College, and then became a disc jockey for radio station WEDR. He also began doing P.A. mixes for local clubs, which, he said, "naturally led to the studio." And the studio happened to be Criteria.

While on the engineering staff at Criteria, Richardson worked closely with Arif Mardin, who produced the Bee Gees' "Main Course" album. Richardson engineered the album, and the Bee Gees were so impressed that they asked him to engineer their next LP, "Children of the World." Although the Bee Gees had planned to produce themselves, Richardson related, "we got through one week of recording and

I felt there was an objective ear missing. As artists, sometimes, the Bee Gees weren't looking at the music as objectively as they knew they should be. Alby was in England producing a record, so I called him up and got him back to Miami on the next flight to cut a couple of tracks. The album turned out to be the first album that Alby and I co-produced.

Expertise And Intuition

The two men blend electronic expertise and a sensitive intuition for today's popular music. Galuten has maintained that "engineering is something I have to put up with." His real interest has always been, he said, "trying to be involved with the song from the time it's the germ of an idea to the final mastering on the tape. In other words, the whole concept, and the ability to com-

(continued on page 53)

Allman Bros. Band Re-forms At Picnic

MACON, Ga. — Capricorn's 7th annual picnic and birthday party concluded on a nostalgic, historic note with the surprise reunion of the legendary Allman Brothers Band. Capricorn president Phil Walden introduced "the Allman Brothers Band and friends" to close the afternoon of music and celebration, which had included Delbert McClinton, Stillwater, and MC Martin Mull.

The "jam" session was not completely a surprise as the rumor mill had been grinding out hourly progress reports but, according to one Capricorn spokesman, "nothing was sure until they took the stage." Gregg Allman, Dickey Betts, Jaimoe and Butch Trucks, all original band members, treated the Capricorn family and guests to an emotion-packed hour of ABB classics.

Back To Studio

"This is the first step toward getting the original members back in the studio for a recording session sometime in October," Walden announced. The long hoped for reunion was first discussed at a recent Dickey Betts concert in New York and the Capricorn picnic on August 24 was selected as the site of their first public performance in over four years.

The band's breakup resulted from a dispute between its members over Allman's testimony at the drug trial of a former band employee. However, no animosity appeared to be present onstage, and the rift between the musicians seemed to be bridged by the musical camaraderie.



HAPPY TOGETHER — Dick Kline has been named executive vice president of Polydor Incorporated. Harry Anger has also been promoted to senior president of marketing for the label (Cash Box, September 3). Commenting on the appointment of Kline and the promotion of Anger, Fred Haayen, president of Polydor, said that "These two men guarantee Polydor with the strongest possible management team. I welcome Dick Kline, who is one of the most knowledgeable and respected executives in the industry, and look forward to working with both he and Harry Anger, who has already contributed so much to this company." Pictured above (l-r) are: Anger; Kline; and Haayen.

THE CARS

(6E-135)

"Cars provide the perfect soundtrack for an endless summer drive...an uncompromising hard rock attack...the best warm-weather musical news since the Beach Boys grew up."

—Kurt Loder
Circus Magazine

"The Cars is a supremely designed, brilliantly functioning rock 'n' roll vehicle."

—Robert Hilburn
Los Angeles Times



THE CARS, MOVING FAST ON ELEKTRA RECORDS AND TAPES. 
ALBUM CONTAINS THE HIT SINGLE, "JUST WHAT I NEEDED" 

(E-45491)

PRODUCED BY ROY THOMAS BAKER • DIRECTION: FRED LEWIS ORGANIZATION
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Zappa Signs P/M Artist, Prod. Pact

LOS ANGELES — Frank Zappa has recently signed artist and production contracts with Phonogram, Inc., and it is anticipated that the first records under each respective agreement will be released in early 1979. The artist agreement, which is for the United States and Canada, will have Zappa albums appearing on the Zappa label marketed and distributed by Phonogram.

The production deal with Zappa Records calls for the firm to produce new artists for worldwide distribution through Phonogram. In the U.S. and Canada, these artists would appear on the Zappa label; for international distribution the artists would appear on the Mercury/Zappa label.

Zappa, who is currently on tour in Europe, will begin an American tour on September 15, which is expected to extend through November.



Phillips

Davidson

Scoppa

Knauer

Phillips Joins CBS — Mel Phillips has been appointed associate director of promotion for CBS Records International. Mel comes to CBS Records from C.E. Hooper Inc., where he was general manager. He also spent two years as associate director of national promotion for CBS Records directing the Epic Records national field force from 1974-1976.

Davidson Promoted At Atlantic — Joanne Feltman Davidson has been promoted to director of business affairs for Atlantic Records. Prior to this appointment, she was assistant to the director of business affairs.

Clougherty Named At Columbia — Columbia Records has announced the appointment of Kevin Clougherty to manager, A&R, east coast for Columbia Records. He joined CBS Records in 1977 as senior planning analyst, business development and in 1978 he was named manager, planning, CBS Records business development.

Scoppa Appointed At Arista — Arista Records has announced the appointment of Bud Scoppa as director, west coast A&R for the label. Prior to joining Arista, he was with A&M Records for four years, first as publicity writer and later as product manager.

Knauer Appointed At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Stephanie Knauer to associate director, product management, west coast, E/P/A. Since joining CBS Records, she has held positions in the A&R, promotion, and product management areas. In 1976 she was named coordinator, west coast product management, E/P/A, the position she has held until her current move.

Steel To Polydor — David Steel has been appointed administrator, national disco promotion, for Polydor Records Incorporated. He comes to Polydor from a career in merchandising in Polygram, at the Philadelphia branch.

Changes At Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of Ron Palladino as midwest regional marketing manager for the firm. With the appointment, Frank Peters, who formerly covered the midwest, switches to the post of southern regional marketing manager, replacing Joe Polidor, who was recently named



Steel

Palladino

Peters

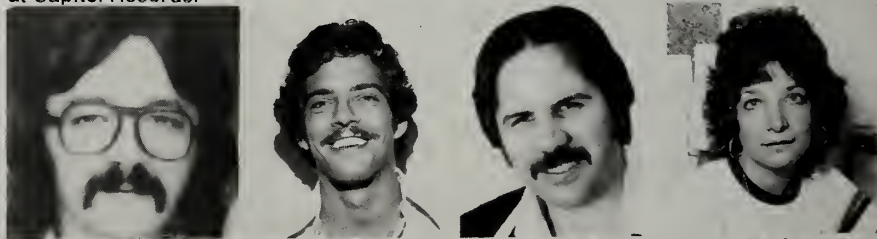
Shyne

assistant national sales manager for Phonogram. Palladino joined Phonogram after two years at Polydor Records, where he rose from regional marketing manager, midwest, to national sales administrator, and then national sales manager. Peters joined Phonogram in the late 1960s as branch manager in Atlanta for the Phonogram (then Mercury Record Corp.) distribution organization. He moved up to the midwest regional marketing manager spot soon thereafter.

Changes At UA — United Artists Records has announced two appointments in the area of artist relations and publicity. Gail Shyne has been appointed as coordinator, artist relations, United Artists. Previously she was administrative assistant in that department. Prior to joining UA, she worked in promotion and public relations for several local Los Angeles businesses. In a related move, Ed Kociela has joined the United Artists publicity department as general publicist/staff writer. He comes to UA from The Los Angeles Herald Examiner where he served as music critic and feature writer for the past five years.

Changes At MCA — Brad Hunt has been promoted to southwest regional promotion manager for MCA Records. He joined MCA as promotion manager in Buffalo in 1977 and held a similar position in Miami just prior to this promotion. Ken Marrs has joined MCA Records as local promotion manager in Dallas. He comes to MCA from Polydor where he held a local promotion position. Previously, he was southwest regional promotion man for Motown Records.

Kittle To 20th — Bobbie Kittle has joined the staff of 20th Century-Fox Records as paralegal and contract analyst. Before coming to 20th, she was a contract analyst in the law department at MCA Records. Prior to her MCA affiliation, she was in the legal department at Capitol Records.



Kociela

Missile

McKale

Levine

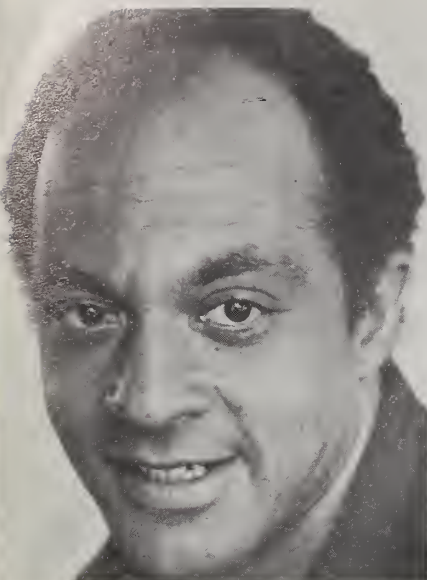
Cohen Appointed At CBS — CBS Records has announced the appointment of Susan Cohen as manager, branch training, CBS Records. She joined CBS Records in 1976 as branch secretary/Denver branch, and was most recently regional coordinator for the western region. Before joining CBS, she worked in the publicity department of Polydor Records.

Carle Leaves UA — Lucky Carle has left his post as national promotion director for United Artists Publishing after five years with the company. Carle previously was with Peer International for 25 years. He can be reached at 986-1952.

Missile To Motown — Motown Records has announced the appointment of Mike Missile as advertising and merchandising coordinator. He was previously a local merchandising representative with Record Merchandising of Los Angeles.

McKale Named At Arista — Arista Records has announced the promotion of Andy McKaie as director, national publicity for the label. Prior to this appointment he was Arista's

(continued on page 55)



Billy Bass

Bass Promoted At Chrysalis Label

LOS ANGELES — Now taking on added responsibility at Chrysalis Records, Billy Bass has recently been promoted to the post of vice president of promotion and creative services for the label. In his new position, Bass will oversee corporate and artist graphic direction for Chrysalis, including album cover art, trade and consumer advertising layout and press kit packages. Bass will retain his position as vice president of promotion.

"We are extremely pleased that Billy Bass has taken on this additional responsibility," said Sal Licata, senior vice president of Chrysalis. "With Chrysalis expanding its output, it is absolutely necessary to maintain a consistent image in regard to everything we release. Billy Bass is very in tune with what we are trying to achieve graphically, and has been instrumental in directing the graphics we produce for almost a year."

'Sesame Street Fever' Catching On In NYC

NEW YORK — "Sesame Street Fever," a children's record, is apparently garnering the kind of sales that are usually associated with a pop hit. Sesame Street Records, which released the LP, claims to have shipped in excess of a quarter of a million units. A **Cash Box** survey of New York-based retailers indicates that the record is selling well in this area of the country.

Jay Sonin, president of The Record Hunter in New York, described the album as "the top-selling children's record we have." He added that "we have displayed it prominently in our children's department on a step-up, and it's moving nicely."

George Levy, president of Sam Goody, said, "For a children's record, it's selling well. Even for a non-children's record, it's selling well." He added that the record was being displayed in both the children's section and in the pop section and that the record was in the top 100 of sales for the chain.

Steve Stoff, the manager of Disc-O-Mat's midtown store, has maximized the album's sales potential still further. "We're displaying it right next to 'Saturday Night Fever.'" It's a real eye-catching striking album, and we're keeping it up there on the shelves, where it belongs. Display is important for this album. While certain customers come in asking for it, not that many do. But if they see it, they buy it. At this point the album is outselling "Saturday Night Fever."

'Bat' Wings Platinum

NEW YORK — Epic/Cleveland International recording artist Meat Loaf's "Bat Out Of Hell" LP has been certified platinum by the RIAA.

Orleans, Davis Appointed VPs At ABC Records

LOS ANGELES — Arnie Orleans and Gary Davis have recently been named to vice presidential posts at ABC Records. Orleans joins the label as vice president of sales and merchandising, while Davis has assumed the title of vice president of promotion and artist development. Both will report directly to Steve Diener, ABC Records president.

New Duties

Orleans, formerly vice president of marketing for 20th Century-Fox Records, is now responsible for sales advertising and merchandising at ABC. Prior to his 20th Century post, he served as national sales director of A&M Records, where he was involved in working with independent distribution.

In his new vice president position, Davis will be responsible for pop promotion, special markets promotion, publicity, public relations, artist development and artist relations. He will be involved in the career development of all ABC artists. This will entail contact and coordination with talent management and the ABC A&R department.

Increased Presence

In discussing the appointments of Orleans and Davis, Diener stated that this move is a continuation of the label's intention to increase its presence in the marketplace. "Over the past year," he said, "ABC Records has taken a needed posture of consolidation. The results to date have proven this move to be timely and effective. The change to a more aggressive organizational structure has come more quickly than planned because of the progress the label has shown. Gary Davis has been instrumental in accomplishing this progress. Now the combined talents of Davis and Orleans will enable us to move forward more quickly in their respective areas of responsibility."



Davis

Orleans

THE WIZARD IS BACK!

MEECO

Universally loved from galaxies long ago and far away, to one just over the rainbow.

The Wizard of OZ

MNLP 8009

The new album from Meco on Millennium Records

Millennium
RECORDS

Includes the hit single
"Themes From the Wizard of OZ"
MV620

Distributed

Industry Announcements

Holiday/Walker Marketing Formed

LOS ANGELES — Dan Holiday and Dan Walker have formed Holiday/Walker Marketing, Inc., a Seattle-based firm specializing in promotion, marketing and artist development on an individual account basis. The company covers the northwest market for Top 40 and adult contemporary formats, and the entire western region for country product.

Walker is a 10-year veteran in both radio and promotion, most recently having been with KJR in Seattle. Prior to that, he spent four years in various promotion positions with CBS Records.

Holiday comes to the company from 20th Century-Fox Records, where he was western regional promotion manager. Previously he was in numerous promotion positions with CBS, A&M and ABC Records. He was also music director at KJRB in Spokane.

The new firm is located at 725 S. Fidalgo St., Seattle, Washington. The phone number is (206) 762-0775.

Mangione, Styx Albums Set For A&M Release

LOS ANGELES — New albums by Chuck Mangione and Styx highlight A&M Records' set of nine releases to be issued on September 9. The Mangione album, "Children Of Sanchez," is comprised of music composed by the flugelhornist for the film of the same name, which has yet to be released. Styx' LP is titled "Pieces Of Eight," and the effort being released in conjunction with the group's fall American tour. Other releases include "Main Event Live" by Herb Alpert and Hugh Masekela, Gino Vannelli's "Brother To Brother," Booker T. Jones' "Try and Love Again," "Hearts On Fire" by Randle Chowning, "Les McCann the Man," Richard Kerr's "Welcome to the Club," and "Peter C. Johnson."

'King Tut' Hits Gold

LOS ANGELES — "King Tut," the hit single by Steve Martin on Warner Bros. Records, has recently been certified gold by the R.I.A.A. The song will be included on "A Wild And Crazy Guy," Martin's second album, which is scheduled to be released in October.

'Loveshine' Turns Gold

LOS ANGELES — "Loveshine," the most recent album by Con Funk Shun on Mercury Records has been certified gold by the RIAA. It is the group's second gold Mercury album.

Helen King Dies

LOS ANGELES — Helen King, founder and president of Songwriters Resources and Services and president of the California Copyright Conference, died of cancer August 26, at Cedars-Sinai Hospital in Los Angeles. She was 71.

King founded Songwriters Resources and Services (SRS) in 1974 to help songwriters protect their unpublished material and to provide monthly forums, songwriting workshops and a hotline for members. SRS is a non-profit organization with more than 2,000 members.

King previously was west coast representative for the American Guild of Authors and Composers, and at the time of her death was a contributing editor for Songwriter Magazine. She had also been working with radio station KPFC in the area of children's programming.

She is survived by her two daughters, Tony and Trudy King and her brother Dr. Milton Maler.

Capitol Slates Gentle Giant Album, 8 Others

LOS ANGELES — New albums by Gentle Giant and Billy "Crash" Craddock highlight Capitol Records' release of eight albums on September 11. "Giant For A Day" is Gentle Giant's sixth album on Capitol, while "Up and Turning On" is Craddock's second album for the label. Also scheduled to be released are "First Glance" by April Wine, "Windstorm" by Gloria Jones, "Close, But No Guitar" by King Of Hearts, "Yesterdaydreams" by Brian Cadd, "Shipwrecked" by Gonzalez and "The Way It Was In '51 (Hank And Left Crowded Every Jukebox)" by Merle Haggard.

Island's Davis Resigns

LOS ANGELES — Spencer Davis has resigned his post as west coast promotion director at Island Records. He is currently producing Paul Korda's debut album for Janus Records, which is scheduled for October release. Davis can be reached at (213) 993-9440.

Live Tull Album Tops Chrysalis Sept. Release

LOS ANGELES — "Bursting Out," Jethro Tull's first live album, headlines Chrysalis Records' mid-September releases. The new album will be issued prior to an American tour for the band. Also scheduled to be released are "At First Light" by Richard and Linda Thompson, and "Trevor Rabin."

EAST COASTINGS — IS BREAKING UP HARD TO DO? — Easier for some than for others, apparently. Take **Be-Bop Deluxe**, for example. The Capitol recording artists are no longer a unit, but some of its members have formed a new group, tentatively called the **Bill Nelson Band**, which will also record for Capitol. After loads of critical praise but disappointing sales figures, the move was described by one observer close to the affair as "a long time coming" . . . Then there's **Roxy Music**, who are not breaking up, but, it seems, reforming. **Bryan Ferry** and friends **Andy Mackay**, **Phil Manzanera** and **Phil Thompson** are rehearsing and writing together outside London, according to reliable sources. However, no recording or touring plans have been set . . . And, referring back to **Nell Sedaka's** old song, **The Babys** also have apparently gone the way of the \$5.98 album. **Mike Corby** has definitely left the group due to a "difference of musical opinion."



DOLL OF THE APPLE — RCA recording artist **Dolly Parton** visited New York recently where she gave a free concert on the steps of City Hall and was, in turn, given the key to the city. Pictured at City Hall are, from (l-r): **Harrison Goldin**, city comptroller; **Dolly**; and **Ed Koch**, mayor of New York City.

Steve Baker, erstwhile Epic publicist, is set to be named assistant to **Jerry Wexler** at Warner Bros. in an A&R staff capacity . . . It's not everyday that **Clive Davis** produces a single, but check out **Michael Stanley's** "Why Should Love Be This Way." . . . **Charlie Carp** was about to depart on the **Dirty Angel's** debut tour when his appendix burst and he had to be rushed to the hospital. The tour has been postponed . . . **Larry Coryell**, produced by **Michael Cuscuna**, finishing up his next Arista album . . . **Alice Cooper's** latest crusade takes him to Dover, Delaware, where he is campaigning for the right of a four-year-old child to keep his eight-foot pet boa constrictor, in defiance of the town's law against "exotic pets." . . . And **Randy Goodrum**, noted songwriter who recently scored with **Michael Johnson's** "Bluer Than Blue," is trying his hand at a singing career with his debut single, "This Feeling Inside."

GARDEN DATES — Upcoming at Madison Square Garden: **ELO** — Sept. 14 and 15; **Nell Young and Crazy Horse** — Sept. 28; **Bob Dylan** — Sept. 29 and 30; **Commodores** and **The O'Jays** — Oct. 1, 2 and 3; **Jethro Tull** and **Uriah Heep** — Oct. 8 and 9; and at the Felt Forum on Sept. 23 — **B.B. King**, **Bobby Bland** and **Betty Wright** . . . **Paul Winter** will be accompanied by a wolf onstage at the composer's Sept. 9 Carnegie Hall date . . . Promotion of the year — WAAF in Worcester, Mass. gave away 3.3 acres of land for their **Todd Rundgren** "Hermit Of Mink Hollow" contest . . . And down in Miami Beach, **Dan Engel's** disco tune, "Dancin' On The New Miami Beach," has been named the official song of that fair town. **ROCK FLEAS** — Those of you recovering from the Beatfest out in Los Angeles, get ready for the East Coast swing of the rolling **Ringo, John, Paul and George** revue in Atlanta's Peachtree Plaza Oct. 28 and 29 . . . In other rock flea market news, "The Original Rock 'N Roll Flea Market, Record Meet and Film Festival" will take place on the weekend of Sept. 16 and 17 at the New York Statler Hilton Hotel.

SAYER SOUNDS OFF — **Leo Sayer** has some interesting projects lined up in England following his recent tour here. Sayer, whose "Leo Sayer" is currently on the charts, will host a series of BBS specials, and has **Roger Daltrey**, **Dudley Moore**, **The Four Tops** and **Andrew Gold** lined up as guests. Sayer is also contemplating putting together a live album in England.

WHAT'S YOUR FAVORITE WALTER WAGER STORY? — **Walter Wager** the brilliant author and publicist has left his post as director of public relations for ASCAP as of Sept. 1, but will continue to serve the organization as a consultant. Wager, who wrote the books for such popular movies as "Twilight's Last Gleaming," is well known in the music business for his outrageous stories.

POINTS WEST — **ALLMAN BAND JUST PEACHY** — The reports that several members of the reunited **Allman Brothers Band** walked offstage at the Capricorn Records Picnic when **Gregg Allman** came on apparently are not true. One who was there reports their picnic performance appeared harmonious. The confusion seems to have come from Allman, who walked offstage himself at one point in the set, but only because the organ he was playing was not functioning properly. Roughly 600 people gathered in Macon this year, decidedly more intimate than last year's 2,000 . . . **John Prine**, who has been in L.A. recently to sing overdubs on **Tanya Tucker's** recording of his song "Angel From Montgomery," has been asked by Chicago-based director **Jack Bender** to write the dialogue for a play based on characters of Prine's songs. The only guideline given Prine "is that the play end with Sam Stone, Donald and Lydia and the people from 'Hello In There' all having Thanksgiving dinner together." He was quoted in a lengthy interview in Songwriter magazine. Also, Prine has started work on his next album in Muscle Shoals, Ala.

GIBB GIGS GONE — RSO's **Andy Gibb** had to cancel the final three dates of his current tour because he is suffering from a severe case of laryngitis. Gibb said he was upset at having to cancel the shows and made an effort to finish the tour despite the throat ailment. First, he cut down from two to one show per night, then cut the time of the shows down to 35 minutes at the Detroit show August 25. Finally he decided to eliminate the performances at the Civic Center in St. Paul, Minn., the state fair in DuQuion, Ill., and the Omni in Atlanta, Ga. He has been on tour of the U.S. for almost three months and has now embarked on a period



AYERS TALKS UP NEW ALBUM — Polydor recording artist **Roy Ayers** was in New York recently to promote his latest album "You Send Me." Ayers discussed the album and his future plans with **Charles Paikert**, reporter for **Cash Box**, at Polydor's offices on Seventh Avenue. Pictured (l-r) are: **Ayers** and **Paikert**.



DASH SIGNS ON KIRSHNER'S DOTTED LINE — Sarah Dash has signed a recording contract with Kirshner Records. Pictured at the signing are (l-r): **seated** **Bruce Lundvall**, president, CBS Records division; **Don Kirshner**, president, Kirshner Records; **Dash**; **Walter Yetnikoff**, president, CBS/Records group; **standing** **Vernon Slaughter**, director, jazz/progressive marketing, CBS Records; **Don Eason**, director, national promotion, Epic/Portrait/Associated Labels, black music marketing; **Tony Martell**, vice president and general manager, CBS Associated Labels and **Don Dempsey**, senior vice president and general manager, E/P/A Labels.

(continued on page 17)

SKYNYRD'S FIRST AND.



LAST.



A special release... a very special album

Down South Jukin'/Preacher's Daughter/White Dove/Was I Right Or Wrong
Lend A Helpin' Hand/Wino/Comin' Home/The Seasons/Things Goin' On

MCA-3047

Produced by Jimmy R. Johnson and Tim Smith

MCA RECORDS

(continued from page 14)

of rest for several weeks . . . Meanwhile, **Bob Seger and the Silver Bullet Band's** tour



TWO MORE BOTTLES OF WINE — After the first show of her recent sold-out, four-night engagement at the Roxy, **Emmylou Harris** was joined backstage by a pair of Warner Bros. Records fans. Pictured (l-r) are: **Stan Byrd**, director of sales and promotion; **Harris**; and **Clyde Bakkemo**, director of product management.

begins a new phase Aug. 31 with numerous dates throughout the midwestern, southern and eastern United States. Running through Oct. 1, the tour includes stops in 14 cities and nine states . . . **Barry Manilow** has added six concerts in four cities to his summer tour. He plays return concerts in Cincinnati, New York, Philadelphia and Chicago where he sold out concerts earlier this summer. Each stop on the tour has been a sellout . . . **Richie Havens** is on a mini-tour or Israel, with shows in Tel Aviv and Jerusalem. He returns this week and is expected to sign with a major record company shortly . . . **Wolfman Jack** is altering his musical revue to fit Las Vegas/Lake Tahoe/Reno showrooms . . . Another unusual touring ensemble is the **Mabuhay Gardens Traveling New Wave Show**. The Mabuhay is the Leading punk/new wave venue in San Francisco and is sponsoring the tour to increase exposure for several of the club's most popular acts, including **The Weildos**, **Lella and the Snakes**, **The Dills** and **Crime**, among others.

STARLIGHT SHOWS TARNISHED — The Starlight Amphitheatre has joined the list of Los Angeles area venues offering top-flight summer concerts, including **Bob Marley**, **Jean-Luc Ponty** and the **Marshall Tucker Band** already this season. Unfortunately, **CB** staffer **Joey Berlin** reports, the 3,000-seat (6,000 capacity including ground seating) outdoor arena has not yet developed an orderly system of getting people in, often causing waits of an hour or more to get inside. What makes the Starlight's problems really bad is the way they take away from the enjoyment of the fine shows that are put on there. Atlantic's jazz-fusion violinist, **Jean-Luc Ponty**, was one artist whose stirring performance August 13 suffered from the audience's difficulty in getting in to see him. Along with **Ralphie Armstrong's** fiery bass, **Ponty** soared through an exciting program of material mostly from his new "Cosmic Messenger" album. **Capricorn's Marshall Tucker Band** had the same trouble August 25. But the six-man rock-country-western band put on a fine show anyway, coming back for three encores. But those who arrived early enough found opening act **Jay Boy Adams** and his group to be excellent players in the MTB mold, and their set was enthusiastically received. With all the fine musicians playing the Starlight this season it's a real shame these traffic flow problems continue to hinder the quality of the shows.

SHORT TAKES — The title of the new **Jethro Tull** album is "Bursting Out" . . . **John Denver** has been cited in the congressional record by Sen. John Durkin of New Hampshire in recognition of his TV special "John Denver's Alaska: The American Child," which aired last Sunday on ABC-TV . . . **Charles Fox** will compose the original score for the NBC-TV film "Rainbow," the screen biography of **Judy Garland**, which will be shown this fall. Fox also is musical director of the film . . . The **Amazing Rhythm Aces** go back into the studio in Muscle Shoals Oct. 15 following a tour of the Northwest U.S. . . **Billy Graham** and **Glen Castleberry**, who have backed **Don Bowman** as opening act on the **Willie Nelson** tour, are performing in Saugus, Ca., at the Drifters Clubs on several weekends . . . A tornado touched down last week on **Elvis Presley Blvd.** in Memphis injuring dozens of persons, damaging buildings and overturning cars. The site of the damage was half a mile south of Graceland, the Presley mansion . . . The **Hudson Brothers** new album "The Truth About Us" will be released in time to coincide with the duo's new TV show "Bonkers," debuting in most syndicated markets Sept. 22 . . . **Steve Martin's** new album "Wild And Crazy Guy" is due in September. It will contain "King Tut" . . . E/A Movers: **Warren Zevon** is moving to Santa Barbara, while **Linda Ronstadt** is said to be looking for a place in New York . . . **Bob Welch**, in town last week for concerts at the Universal Amphitheatre, is working on his new album due in January . . . **Elvin Bishop** is at the Automatt in San Francisco working on "Hog Heaven" for Capricorn, scheduled for October release. . . **Steve Goodman** is going on tour with **Steve Martin**.

BENEFITS — On her concert return to Japan, **Olivia Newton-John** will donate the proceeds from the sale of program books to the Japan Marine Science & Technology Center which is developing ways to prevent dolphins from being slaughtered by tuna fishing fleets. Olivia had cancelled the tour in March in protest, but following assurances from the Japanese government that steps were being taken to rectify the situation, she consented to reschedule the tour of 11 cities . . . **Journey** recently played a benefit at Burrell Junior High School in San Mateo, Ca., to help the school raise \$6,000 for new band uniforms. They played this date after completing 178 shows in seven months . . . Guest publishers who visited the ASCAP Songwriters Workshop included **Evan Pace**, general professional manager of Arista Music Publishing Group/Careers Music, and **Irwin Pincus** of April/Blackwood Music, CBS' publishing arm. The publishers not only offered advice to budding composers, but showed interest in publishing several of the songs they heard . . . Atlantic held a midnight reception at Le Dome for **Jay Boy Adams** following his recent appearance at the Starlight Amphitheatre. The 40 people in attendance also helped **Paul Cooper**, Atlantic's national publicity director, celebrate his birthday. The oversized strawberry cake presented to him was as big a surprise to Cooper as anyone else . . . Congratulations out to **Linda Ekstrom** and **Ron Moss**, who were married Aug. 27 in Sherman Oaks, and **Terry Lynne** and **Cubby O'Brien**, the former Mouseketeer who is currently drummer for the **Carpenters**, who made it official Aug. 28 in Calabasas. **randy lewis**

Artists On The Air

Wings will appear on "Midnight Special" on Sept. 8 along with **Cheryl Ladd** and **Teddy Pendergrass**.

On Sept. 9 **Frankie Valli** will guest on "American Bandstand" on ABC.

Cheryl Ladd, **Donny and Marie Osmond**, **Charley Pride** and **Sha-Na-Na** will appear on "General Electric's All Star Anniversary" on Sept. 29 on ABC.

Mel Tillis and **Anne Murray** will be guests on the "Merv Griffin Show" on Sept. 7.

"**John Denver's** Alaska: The American Child" will air Sept. 3 on ABC.

On Oct. 1, CBS will broadcast "A Salute to American Imagination" with guests **Johnny Mathis** and **Ethel Merman**.

Roy Clark will appear on the "Merv Griffin Show" airing Sept. 11 from Las Vegas.



SPELLBOUND AT THE ROXY — EMI America recording group **Spellbound** recently played a date at the Roxy with the **Climax Blues Band**. Pictured (l-r) backstage are: **Bill Straw**, EMI director of business affairs; **Ron Umile**, **Spellbound's** manager; **Dennis Edwards**, **Ralph Cater**, **David Lenchner** and **Bill Burgess** of **Spellbound**; **Don Grierson**, EMI vice president of A&R; **Frenchy Gauthier**, EMI director of press and artist development; **Barry Flast** of **Spellbound**; and **J.J. Jordan**, EMI director of national promotion.

Cleveland Int'l Issues Boyzz LP

LOS ANGELES — Cleveland International Records has recently released the first album by the **Boyzz**, "Too Wild To Tame," which is the label's second rock album release through its distribution arrangement with CBS Records. The **Boyzz'** album follows last year's release of "Bat Out Of Hell" by **Meat Loaf**.

Marketing Strategy

Stan Snyder, vice president of marketing for Cleveland International, discussed his label's marketing approach in breaking acts, and how it applies to its campaign in support of the **Boyzz'** album. "We feel the release of the **Boyzz'** first album is significant in light of our approach to introducing new music to the marketplace." He added that Cleveland's approach "is to make a personal commitment not only to the people who create the music, but to CBS, to radio, and to the accounts who distribute, play and sell the records. Each one deserves our personal support to the records we deliver to them."

"Musically, we feel that the **Boyzz** has provided the only appropriate album we could release in keeping with our commitments. We try to make records for radio, and the group has made a great, straight-ahead rock 'n' roll record."

Screen Gems-EMI Scores With Big Hits

NEW YORK — Screen Gems-EMI Music Inc. is enjoying its hottest period since joining EMI two years ago. Their string of chart hits include "Miss You" by the **Rolling Stones** (Atlantic), "Hot Child In The City" by **Nick Gilder** (Chrysalis), "You" by **Rita Coolidge** (A&M), "Reminiscing" by the **Little River Band** (Capitol), "Don't Look Back" by **Boston** (Epic), "Surrender" by **Cheap Trick** (Epic), "Raise A Little Hell" by **Trooper** (MCA), "New Orleans Ladies" by **Louisiana Le Roux** (Capitol), "Took The Last Train" by **David Gates** (Elektra), "Lights" by **Journey** (Columbia), "I Can't Ask For Anymore" by **Richard Torrance** (Capitol), and "Will You Still Love Me Tomorrow?" by **Dave Mason** (Columbia).

Flower To Priv. Stock

LOS ANGELES — **Flower**, a solo recording artist, has recently signed a contract with **Private Stock Records**. A former model, **Flower** is going into the studio this month to record her debut album for the label. **Flower's** first single is "Give The Little Girl A Chance," produced by **Stuart Alan Love** and **David Chackler**.

San Diego Stations Sued By Ad Firm

SAN DIEGO — Noble Multimedia Communications, the advertising firm for Mexican radio stations XETRA-AM and FM, has charged in a federal court suit that 17 San Diego radio and television outlets have formed an alliance to prevent San Diego advertisers from contracting with the Mexican stations.

Defendants in the action were radio stations **KSON-AM-FM**, **KGB-AM-FM**, **KPRI-FM**, **KIFM-FM**, **KYXY-FM**, **KFMB-AM-FM**, **KOZN-FM**, **KOGO-AM**, **KCBQ-AM**, **KNJC-AM**, **KEZL-FM** and **KGDO-AM**.

"It sounds like a blanket lawsuit to me," says **KCBQ** general manager **Mike Stafford**. "They sued everyone broadcasting in the area. But I find it difficult to believe that there's some sort of alliance against the Mexican stations. Broadcasters here have discussed the competition, but no one I know has taken any sort of action."

Another area general manager, **Jim Price** of **KGB**, says he can't comment on the legal action because he hasn't been served with any papers yet.

"Anybody can sue anybody about anything," commented **Price**, "but I don't know of any alliance being formed."

The Mexican stations are planning a major FM expansion and a change of format aimed at the 12-34 age group.

In a separate action against the defendants, **Noble** is asking for at least \$1 million in punitive damages for alleged defamatory statements made about the firm.

Lembo, Bone Form New Mgmt. Company

NEW YORK — **Michael J. Lembo** and **Mike Bone** have formed a new company called **Mike's Artist Management, Ltd.** **Lembo**, former president of **MJL Management Inc.**, and **Bone**, former director of artist development for **Mercury Records**, will co-direct the new firm.

Mike's currently represents **NRBQ**, **Peter C. Johnson** (A&M), **Robin Lane** (Private Stock), **Pezband** (Passport), **Baby Grand** (Arista), **David Finnerty**, and **John Payne**.

The firm is located at 308 East 51 St., New York, N.Y., 10022, telephone (212) 759-9658.

Big Sound Has Four New U.S. Distributors

NEW YORK — **Big Sound Records** has added the following distributors: **Pickwick** in Texas; **Piks Corporation** in Michigan; **Western Distributors** in Denver; and **Sunshine Distributors** in New York.

LIVE AND MORE — Donna Summer — Casablanca NBLP 7119 — Producers: Giorgio Moroder and Peter Bellottee — List: 12.98

Mostly recorded live during her recent engagement at the Universal Amphitheatre in Hollywood, this two-record set is a well designed package which serves both as a fine greatest hits collection and as an entertaining document of Summer's onstage presentation. Highlighted by such hits as "I Feel Love," "Last Dance" and "Love To Love You Baby," this LP also includes the 17-minute "MacArthur Park Suite," which was recorded in the studio, from which the single "MacArthur Park" is taken.

LYNYRD SKYNYRD'S FIRST AND . . . LAST — MCA-3047 — Producers: Jimmy R. Johnson and Tim Smith — List: 7.98

Originally scheduled to be released last year before the group's "Street Survivors" album, this recording consists of tapes that the group recorded in the early '70s. "First And . . . Last" is a first-rate collection which serves both as an historically important work and also as a high-powered southern rock workout. Boosted by tasteful double-pocket packaging, this LP includes such dynamic tracks as "Down South Jukin'" and "Lend A Helpin' Hand." For heavy AOR and pop action.

FROZEN IN THE NIGHT — Dan Hill — 20th Century-Fox T-558 — Producers: Matthew McCauley and Fred Mollin — List: 7.98

On the heels of his success with the single "Sometimes When We Touch" and now bolstered by the bulleting 45 "All I See Is Your Face," Dan Hill is set to achieve further success with this album. "Frozen In The Night" is an appealing, pop/MOR effort which contains several hit single possibilities. Hill possesses a resonant voice as witnessed by such cuts as the title track and "When The Hurt Comes," and the LP also features attractively designed arrangements.

THE SOUTH'S GREATEST HITS VOLUME II — Various Artists — Capricorn CPN 0209 — Producers: Various — List: 7.98

Due to the strong success of "The South's Greatest Hits, Vol. I," Capricorn has issued "Volume II," which features several top selling Capricorn acts such as Marshall Tucker and Sea Level as well as other top southern groups (the Outlaws, Atlanta Rhythm Section, Wet Willie and the Charlie Daniels Band). Accompanied by colorful artwork and interesting liner notes by critic Robert Palmer, this album is a must for southern rock 'n' roll fans.

CRAIG FULLER/ERIC KAZ — Columbia JC 35324 — Producer: Val Garay — List: 7.98

Formerly members of American Flyer, this twosome has teamed up to produce an accessible collection of moderate rock numbers. Both Craig Fuller and Eric Kaz exhibit smooth, passionate vocals here, as do the album's several guest background singers, including Leo Sayer, Michael McDonald and Leah Kunkel. The duo is also supported by some of L.A.'s top session cats, but Kaz and Fuller's insightful lyrics and pleasant melodies are clearly the focus of this effort. For AOR and pop airplay.

UNLOCK YOUR MIND — The Staples — Warner Bros. BSK 3192 — Producers: Jerry Wexler and Barry Beckett — List: 7.98

With their latest album, the Staples continue to exhibit striking R&B songs which are shaded by the group's gospel background. Legendary producer Jerry Wexler impeccably selected all of the songs for this album, and the result is an effort which offers both strong material and of course, soulful singing led by Mavis Staple. The classic "Mystery Train" and Jeff Lynne's "Showdown" are two of the many winning tracks on this LP.

A FUNKY SITUATION — Wilson Pickett — Big Tree BT 76011 — Producers: Rick Hall & Don Dally — List: 7.98

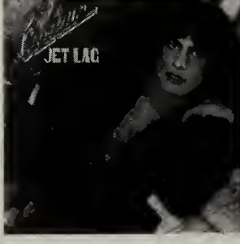
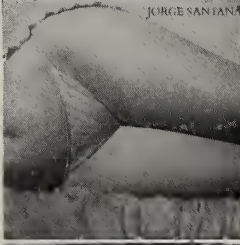
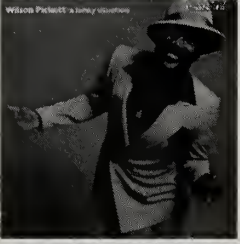
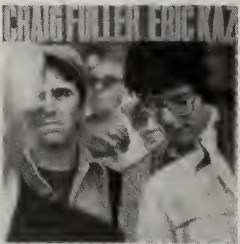
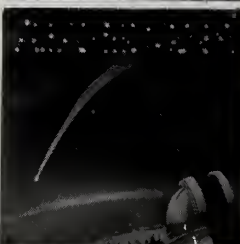
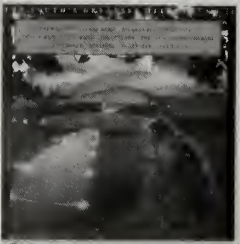
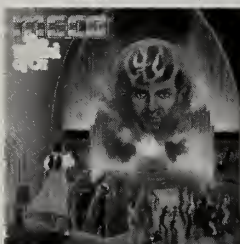
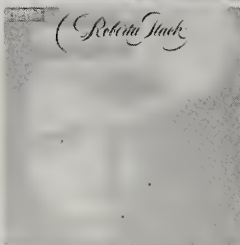
Wilson Pickett is already a legendary R&B singer, but on his new LP, "A Funky Situation," he shows he's not just content to rest on his laurels. The "Wicked Pickett" put his new album together in Muscle Shoals with that city's famed horn and rhythm sections and the combination is danceable dynamite. The disco-funk of "She's So Tight" and "Hold On To Your Hiney" are well-suited to Pickett's gritty, get-down vocals.

LOST IN THE LATE LATE SHOW — Traveler — ABC AA-1101 — Producers: Craig D. Hillis & Traveler — List: 7.98

A rocking quartet, Traveler on its debut ABC album delivers a capable assortment of tunes which feature solid lead vocals and harmonies, self-penned compositions plus stinging guitar riffs from Bill Browder. The songs on this LP range from several guitar-laden rockers to more moderate acoustic tunes, all of which display Traveler's southern rock influence and its flair for creating infectious melodies. For AOR and possibly pop airplay.

MOLLY HATCHET — Epic JE 35347 — Producer: Tom Werman — List: 7.98

Molly Hatchet is a refinement of that brand of southern rock pioneered by Capricorn's stable of artists and other assorted ass-kickin' free birds. Three guitars at breakneck speed, great vocal trade-offs and a Tom Werman heavy-duty production job make this sextet from "Gator Country" (Side I, Track 2) quite a hot AOR commodity. American punch-out rock music played good 'n' loud 'n' snotty.



BISH — Stephen Bishop — ABC Records AA 1082 — Producer: Stephen Bishop — List: 7.98

Having already achieved major success with two hit singles ("Save It For A Rainy Day" and "On And On") and a top selling first album, Stephen Bishop with "Bish" is set to further solidify his reputation as a richly imaginative, pop-rock singer/songwriter. Numerous performers such as Natalie Cole, Chaka Khan, Art Garfunkel and Mike McDonald make cameo appearances here, but this LP is clearly a showcase for Bishop's distinctive, lushly-produced works.

ROBERTA FLACK — Atlantic SD 19186 — Producer: Joe Brooks — List: 7.98

On the heels of her success with "The Closer I Get To You," her single collaboration with Donny Hathaway, Roberta Flack has issued this tender, sensual album which should assure her of continued pop acclaim. This songstress here sings a variety of tunes, highlighted by a cover of the Stylistics' "You Are Everything" and Joe Brooks' "If Ever I See You Again." Arranged and produced by Brooks, this LP is suitable for pop, MOR and R&B formats.

THE WIZARD OF OZ — Meco — Millennium MNLP 8009 — Producers: Meco Monardo, Tony Bongiovi and Harold Wheeler — List: 7.98

Are you ready for a disco "Wizard of Oz?" Well hold on to your ruby slippers, because Meco Monardo has recorded just that, as part of his continuing effort to expand the frontiers of disco music. A large cast plays on the LP, which features the music from the classic 1939 film, capable vocals and the ever-present disco beat. Meco has enjoyed success with his adaptations of space movie hits and there's every reason to believe this one will click, too.

ATLANTIC STARR — A & M SP-4711 — Producer: Bobby Eli — List: 7.98

On its debut A&M album, Atlantic Starr creates an exciting R&B/pop recording which is highlighted by the bulleting R&B single, "Stand Up." A 10-member group, Atlantic Starr boasts solid vocals by Sharon A. Bryant and several male lead singers, a crisp horn section, and most importantly, a potent rhythm section. Other standout cuts on this effort include "Visions," "Gimme Your Lovin'" and "Where There's Smoke There's Fire."

SNAKEBITE — David Coverdale's Whitesnake — United Artists UA-LA915-H — Producers: Martin Birch and Roger Glover — List: 7.98

"Snakebite" is a compilation of two LPs of Coverdale's which were previously only available as imports. This is a great package of hot tracks not unlike the Sweet's "Desolation Blvd." in regards to the "best of" feeling generated. Initial AOR response is very favorable toward this "solo" offering by the last (but not the least) of Deep Purple's lead singers. The self-penned excitement of "Come On," "Steal Away," and "Breakdown" make Coverdale and band strong AOR and live concert contenders.

MOTHER FACTOR — Mother's Finest — Epic JE 35546 — Producer: Skip Scarborough — List: 7.98

With its third album, Mother's Finest continues to develop into an exciting, funky R&B configuration. Led by the lead and background vocals of Joyce Kennedy and Glenn Murdock, the group also boasts a strutting rhythm section and impressive guitar work. "Can't Find The Feeling" and "Don't Wanna Come Back" are two of the standout tracks on this collection of mostly upbeat numbers. For R&B, disco and pop formats.

MEANWHILE . . . BACK IN THE STATES — Willie Alexander and The Boom Boom Band — MCA-3052 — Producer: Craig Leon — List: 7.98

Regardless of Tom Scholz and the Cars, Boston (the city) can also boast about one Willie Alexander and his Boom Boom Band, whose second LP is now out. Alexander has a sense of lyrical and melodic flair the likes of which happen quite rarely of late. Rock with brains, if you will. New wave, of course, but of the kind closer to Springsteen than minimal sonic assaults. For AOR with a taste for something refreshingly familiar in its uniqueness.

JORGE SANTANA — Tomato TOM-7020 — Producers: Tony Bongiovi, Lance Quinn and Bob Clearmountain — List: 7.98

Led by the former leader of Malo (which enjoyed pop success with the single "Suavecito"), George Santana, this sextet on its first Tomato LP has concocted a delightful assortment of danceable, polished numbers. The album fuses latin, jazz, pop and rock elements into a mainstream formula which is highly effective, as witnessed by such cuts as "We Were There" and "Sandy." Worthy of pop and AOR airplay.

JET LAG — Chavin — C.P. Records JL-777 — Producer: Don Orlolo — List: 7.98

Two years ago, Chavin called himself Chinga Chavin and released an album titled "Country Porn." Having discarded his first name, Chavin has now issued "Jet Lag," a fun-filled collection which generally foregoes his country influences for an electric, streamlined rock approach. Backed by a three-piece band, Chavin delivers an invigorating guitar-laden punch on such numbers as "Mechanical Man" and "Forty-Nine Dollar Divorce." For AOR and pop formats.

FIRST CLASS FLIGHT.....

WRIGHT BROTHERS FLYING MACHINE

NBLP 7112



from Wright Brothers Flying Machine

The sky's the limit on Casablanca Records and FilmWorks

Produced by Arthur G. Wright



FEATURE PICKS

THE ROLLING STONES (Rolling Stones/Atlantic RS 19309)

Beast Of Burden (3:20) (Colgems-EMI Music — ASCAP) (M. Jagger/K. Richards)

"Some Girls" is being hailed as the Stones best work since the "Exile On Main St." album. The first single "Miss You" found the top spot and this follow-up single, a slow but perky ballad, may carry the boys up the mountain again. Richards and Wood provide tasty guitar licks; Mick sings it up. Rock steady beat. Top 40.



THE COMMODORES (Motown 1452F)

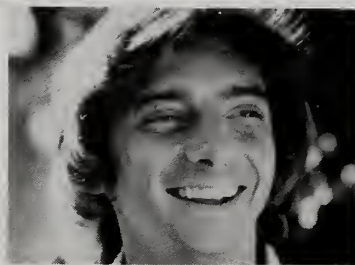
Flying High (3:47) (Jobete Music/Commodores Entertainment Publ. — ASCAP) (T. McClary/L. Richie)

The elegant ballad "Three Times A Lady" topped the R&B and pop charts and this follow-up single from the "Natural High" album ought to prove true to its name. A melodic and appealing hook of harmonizing voices is underpinned by strong guitar accompaniment, jaunty drum beat, strings and good feeling. Top 40 and R&B lists.



DONNA SUMMER (Casablanca NB 939)
MacArthur Park (3:53) (Canopy Music — ASCAP) (J. Webb)

Although a 17-minute version of this song is included on Summer's new double LP "Live And More," this version was re-cut in the studio. The combination of a stunning song and a captivating performance make this track a natural for Top 40 and dancefloor playlists. Rich and bright orchestration of horns and strings, firm upfront beat, syndrum effects and soaring singing.



BARRY MANILOW (Arista 0357)
Ready To Take A Chance Again (3:01) (Ensign Music/Kamikazi Music — BMI) (N. Gimbel/C. Fox)

Manilow is currently enjoying an unprecedented 15-day stand at the Greek Theatre in L.A. and the recent success of "Copacabana." This track from the "Foul Play" soundtrack is characteristic Manilow: somber beginning and build to soaring end. Strings, piano, horns and Manilow's delivery make this Top 40/MOR material.

STYX (A&M 2087)

Blue Collar Man (Long Nights) (3:37) (Almo Music/Stygian Songs — ASCAP) (T. Shaw)

Taken from the forthcoming album "Pieces Of Eight," this first single has enough guitar action to resurrect any working man depressed by the unemployment line. Rhythm guitar work provides a gritty, rough and tumble bottom which highlights the bright lead guitar passages and the upper register vocals. AOR and Top 40 playlists.



JEFFERSON STARSHIP (Grunt/RCA JB-11374)
Crazy Feelln' (2:30) (Bright Moments Music/Diamondback Music — BMI) (Barish)

With Marty Balin in command of The Starship and Grace Slick taking a vacation to consider her options, The Starship may be approaching a celestial crossroads. This third single from "Earth" is powered by a moderate beat, organ and guitar backing and strong vocals by Balin and crew. Mid-song interlude enhances this fine Top 40 add.



BARRY WHITE (20th Century TC-2380)
Your Sweetness Is My Weakness (3:46) (Sa-Vette Music/January Music — BMI) (B. White)

White is back with a new album "Barry White The Man" which is set for release Sept. 15. This first single has a steady high hat and bass drum beat, vigorous horn and string charts, riffing guitars and classic sultry vocals by White. Suited to R&B and pop playlists.



GINO VANNELLI (A&M 2072)
I Just Wanna Stop (3:34) (Ross Vannelli) (R. Vannelli)

From the "Brother To Brother" album, this track has a moderate beat, electric piano backing, strings and an emphatic and attention-getting chorus. Female background vocals are an effective complement to Gino's fine lead vocals. Smooth sax solo adds further depth. This track is well-suited to Top 40 and R&B lists. Watch this one.

SINGLES TO WATCH

BILLY PRESTON (A&M 2071)

Get Back (3:15) (Maclen Music — BMI) (J. Lennon/P. McCartney)

Many people have said that this Preston version of the Beatles' song is the most exciting track on the "Sgt. Pepper" album. With fluid keyboard wanderings, trotting beat, rhythm guitar backing and impassioned singing by Preston, this track is a natural for Top 40 playlists.

STEPHEN BISHOP (ABC 12406)

Everybody Needs Love (3:25) (Stephen Bishop Music — BMI) (S. Bishop)

Bishop's debut album provided several Top 40 memorable moments. This first single from his new album "Bish," opens with a ringing guitar and electric piano passage and eases down to a love story. Bishop's singing is effective. The mood is fluid and soothing pop. Likely to please Top 40 programmers.

ANDREW GOLD (Elektra/Asylum E-45521)

How Can This Be Love (3:54) (Pink Flower Music/Fleedle Music) (M. Safan/M. Goldenberg)

Taken from the "All This And Heaven Too" album, this jumpy rock ballad asks the question of all sufferers: "How can this be love if it makes us cry?" Emphatic piano chording, guitar work, strings and fine singing make this an excellent Top 40 add.

LEO SAYER (Warner Bros. 8682)

Raining In My Heart (3:16) (House of Bryant Publ. — BMI) (B. Bryant/F. Bryant)

Leo Sayer and producer Richard Perry tried something new on the new "Leo Sayer" album. This first single about the pain of love has a gentle beat, sweeping strings, acoustic and pedal steel guitars and harmonica. The silky results are suited to Top 40 and country playlists.

ATLANTA RHYTHM SECTION (Polydor 14504)

Champagne Jam (4:32) (Low-Sal — BMI) (Buie/Nix-/Cobb)

This third single from the breakthrough "Champagne Jam" album is a favorite of many. Clean arrangement of guitars, piano and voices make this a strong contender for Top 40 playlists. Fresh interpretations of classic riffs and take-downs and spicy jamming make this a good pop spin.

THE TARNEY/SPENCER BAND (A&M 2084)

Takln' Me Back (3:04) (ATV Music — BMI) (A. Tarney/T. Spencer)

The "Three's A Crowd" album has been a favorite among the FM crowd and this second single was one of the most requested tracks for AOR formats. With fine guitar and keyboard work, a coursing beat and excellent lead and harmony vocals, this track ought to break the band Top 40. Strong add.

QUINCY JONES (A&M 2080)

Love, I Never Had It So Good (3:20) (Yellow Brick Road Music/Bloody Music — ASCAP) (Q. Jones/T. Bahler/P. Austin/R. Tee)

"Stuff Like That" strut its stuff on the pop and R&B charts. This follow-up single from the "Sounds . . . And Stuff Like That!" album features an appealing vocal interplay between Patti Austin and Charles May and a lush arrangement of strings, horns, piano. R&B and pop lists.

DRAMATICS (ABC 12400)

Do What You Want To Do (3:56) (Unichappell Music/Hot-Cha Music — BMI) (D. Hall/J. Oates)

Taken from the album of the same name, The Dramatics deliver a powerful performance on this Hall & Oates song. A firm but easy beat is backed by everpresent strings. The singing by the Dramatics is emotionally taut and the interplay of voices is effective. Suited to R&B and pop lists.

GLORIA GAYNOR (Polydor 14508)

Substitute (3:28) (Touch Of Gold Music — BMI) (W.H. Wilson)

This is a popular song. South African group Clout is already charted with its version; nevertheless, Polydor has matched the sizeable talents of Gaynor and Freddie Perren to come up with this commanding version. Horns, strings, driving rhythm and fine singing. Fine Top 40 add.

GABRIEL (Epic 8-50594)

Martha (Your Lovers Come And Go) (3:22) (Bema Music/Terry Lauber Music — ASCAP) (T. Lauber)

Gabriel is a four piece rock 'n' roll band from Seattle. The guitar work on this track is punchy; Thom Bell has provided an aggressive string arrangement (with MFSB as players); and the singing is strong. With the towering chorus of guitar, string and voice, this track is an excellent Top 40 add.

RANDY GOODRUM (Arista 0350)

This Feeling Inside (3:44) (Chappell/Sailmaker Music — ASCAP) (R. Goodrum)

Goodrum is a very talented songwriter with current credits including "Bluer Than Blue" and "You Needed Me." This first Arista single for Goodrum has a gentle intro of strings and sparkling piano which opens to a towering chorus. Excellent accompanying vocals. Top 40 candidate.

ZWOL (EMI America P-8005)

New York City (3:24) (Mother Tongue Music — ASCAP) (W. Zwol)

The chord progressions and instrumentation and singing style of this first single from Zwol's album are strongly reminiscent of Elton John. Pulsing piano, solid guitar work and NYC patriotic lyric make this a good Top 40 add.

DONNY MOST (Venture 101)

Here's Some Love (3:57) (Screen Gems/EMI Music — BMI) (R. Mainegra/J. Roberts)

Venture is a new label and this first release by Most is a gentle ballad about what we all need. Easy beat, electric piano and guitar touches, strings, and sax spice bolster the soft vocals by Most and female backing singers. Well suited to AC/MOR and pop playlists.

VIVIAN REED (United Artists X1239-Y)

It's Alright (This Feeling I'm Feeling) (3:48) (Chappell — ASCAP) (C. Jackson/M. Yancy)

Vivian Reed is from the "Bubbling Brown Sugar" cast and this single taken from the "Another Side" album features upfront beat and percussion well-suited to dance floor action. Reed's bright and enthusiastic singing successfully rides the rhythmic wave. Suited to R&B lists.

DEMIS ROUSSOS (Mercury/Phonogram 74018)

L.O.V.E. Got A Hold Of Me (3:15) (Perren Vibes Music — ASCAP) (D. Fekaris/F. Perren)

Roussos is attempting to make a substantial presence in America after having achieved international success. This song is aimed at the dancefloor. Upfront beat, swirling strings, funky keyboards and excellent singing by Roussos with silky backing vocals.

RADIO NEWS

AirPlay

KEEP PLAYING THAT ROCK 'N' ROLL — Their current favorites are the **Eagles**, **Donna Summer**, **Chick Corea**, **Herbie Hancock** and the music from **Robert Stigwood's** films, although the **Beatles**, the **Rolling Stones** and **Elvis Presley** are still popular. But if they want to buy any of these artists' albums, it can cost up to \$100 on the black market.

They are the listeners of Radio Free Europe. From a single production facility in Munich, Germany, five different stations in six languages are programmed for beaming into Bulgaria, Czechoslovakia, Hungary, Romania and Poland (along with Radio Liberty, which broadcasts into the Soviet Union). The woman responsible for the music programming on the Bulgarian station, **Gilda Karoll**, visited the **Cash Box** Hollywood office last week and explained the operation of Radio Free Europe.

"Music is a very important part of our programming, as is news about music," reports Gilda, a charming 27-year veteran of Radio Free Europe who speaks seven languages. "There's no information at all about rock and jazz and Western music available in Eastern Europe, so the cultural information behind the music is vital. As a result, of our programming, our young people know more about American music than a lot of Americans."

Gilda says that she uses the **Cash Box** Top FM Rotation chart along with other trades to select her music, which is 90 percent American. Her Bulgarian station airs American Hit Parade, American Album Hit Parade, World Hit Parade, and special programs on jazz, country, and R&B as well as interviews and special events. Gilda says her station was the only one outside the U.S. to immediately broadcast the recent White House Jazz Festival.

Radio Free Europe (and Radio Liberty) are funded by Congress and administered by the Board for International Broadcasting. The governments of most of the receiving countries try to jam their signals, but both short and medium (AM) waves are used and something is always open. A number of transmitters are scattered around Europe at the most opportune places for broadcasting into the Communist countries.



DEMENTED BASH — Dr. Demento was one of the guests on hand recently when *Westwood One*, the national radio syndication firm, celebrated its third anniversary. Pictured (l-r) are: Demento; Candy Tusken, hostess of "Star Trak" and Norm Pattiz, *Westwood One* president.

40" format, according to PD **Spanky Lane**, featuring a wide range of singles and LP cuts. GM at the 92,000-watt stereo FM station is **Bill Cunningham**, formerly of **Y100**/Miami. The new station's call-out system was set up with the help of former **Cash Box** researcher **Scott Anderson**. . . A brand new rocker has gone on the air in the Texas Panhandle. **KYTX**/Amarillo is a 100,000-watt, stereo FM station operating 24 hours a day with new equipment, including studios and a 470-foot tower. **KYTX (KY99)** will work closely with Western Merchandisers, a distributor serving a 600-mile radius of Amarillo, to determine audience preferences as reflected in the marketplace. GM/PD is **Spike Santee**, formerly of **KYYS**/Kansas City, and the MD is **Max Miller**.

NEW JOBS — **Dick Bozzi**, longtime major market PD, has resigned from **CKLW**/Detroit. Rumors have Bozzi getting involved in a new label deal. . . Bozzi's replacement at **CKLW** is **Bill Gable**, who's been a jock at the station for six years. Gable will keep his air shift. . . **Jeff Ryder**, formerly of **WBBF**/Rochester, is the new PD at **WOKY**/Milwaukee. Ruder replaces **Jim Smith**. . . **Jerry Boulding** has replaced **Kelth Adams** as PD at **KDIA**/Oakland. Adams is now programming veep for Broadcast Enterprise Network. . . **Bill Bailey** will soon leave his PD slot at **KSLQ**/St. Louis to take on similar chores at **WKYS**/Washington, D.C. . . Former **WXXK**/Pittsburgh (**96KX**) PD **Bobby Christlan** is the new PD at **WMET**/Chicago. New **96KX** PD is **Kevin Metheny**. . . **Paul Ward** will leave **WROR**/Boston in November to become VP-GM of Audio Stimulation, so the RKO FM station will need a new PD. . . New PD at **KTNQ**/Los Angeles (**Ten Q**) is **Mike McVay** and the new MD is **Connie Slinger**, who replaces **Meredith Lifson**. . . Alan Edwards is the new MD and 10-2 p.m. jock at **WPRO-FM**/Providence. . . "Fast" **Eddie Coyle** has resigned as PD at **WAUG**/Augusta and is looking for a new gig. He can be reached at (404) 722-1304 or 736-8510. New PD at **WAUG** is **Chuck Whitaker**. . . **WRVQ**/Richmond (**Q94**) has an immediate opening for a morning personality. Send tapes and resumes to **Ralph Wimmer**, P.O. Box 1394, Richmond, VA 23212.

On the syndication front, AOR veteran **Larry Yurdin** has been named producer and general manager of "Rock Around The World," the four-year-old nationally syndicated rock/interview/concert series. Yurdin was most recently creator, manager and producer of the Daily Planet and Planet syndicated features. He says he will be announcing staff additions soon. . . **Orlando Bonner** is new host of the three-hour weekly jazz program "Jazz Album Countdown." **Rod McGrew** will continue in his capacity as PD. Bonner will debut as host in a Labor Day weekend special, "The Roots Of Jazz-A Sound Foundation," written by **Brent Seltzer** and featuring UCLA Professor **Paul Tanner's** commentary.

PROMOTION IN MOTION — EMI-America has issued the first American square 45. The seven-inch square white vinyl pressing of Zwo's "New York City" is being shipped to AOR and Top 40 stations. . . "When I Dream" is the title of Burns Media's latest radio special, featuring United Artists' **Crystal Gayle**. The one-hour special is being distributed to more than 700 stations free of charge. . . ABC is sending a special EP of **Tom Petty and the Heartbreakers'** new single, "Listen To Her Heart," to AORs.

ODDS & ENDS — A call to **Y97 (WYNY)** in New York to check out a rumored format change brought the following response: "Whoever told you that rumor is full of ★★★★★!" . . . **WROR-FM**/Boston aired "The Legend Of Buddy Holly," a four-hour documentary on the late rock'n'roll pioneer, on August 27.

joey berlin

Survey Differences Explained By Six Rating Co. Spokesmen

by Joey Berlin

CHICAGO — Fledgling and established rating services shared the spotlight at the recent NAB Radio Programming Conference here during a session on "Ratings . . . What's New With The Numbers." Spokesmen from six survey companies, including Arbitron, Burke, TRAC 7, Media Statistics, RAM Research and Professional Research Services, explained their services' unique qualities, methodology and market coverage.

Arbitron is clearly the largest of the rating services, covering almost every county in the country, but each of the services can point to qualities in their surveying that set them apart from the others. The six companies gather their information differently, present it differently and serve different markets.

Bill Engle, Arbitron's vice president of radio sales, noted that radio has moved into "an age of data applications," and added that Arbitron is now involved in much more than determining average quarter hour and cume figures.

"About 80 percent of the information we put out is in other areas," Engle said. Among the other areas Engle referred to are audience turnover, success in reaching target audiences, audience composition analysis and reach and frequency figures.

Loyola Radio Conference Scheduled For Nov. 3-5

CHICAGO — The ninth annual Loyola National Radio Conference will be held at the Marriot Hotel and the Lewis Towers Campus of Chicago's Loyola University November 3-5. The nation's oldest and largest college-sponsored radio event draws radio people from coast to coast as well as representatives of record companies and hardware and software companies.

The keynote speaker will be Gary Deeb, nationally syndicated TV-Radio critic for the Chicago Tribune. Other attractions include sessions dealing with radio management, programming, advertising and engineering and suites featuring technical exhibits and record label presentations.

McLendon Sells KNUS

LOS ANGELES — KNUS/Dallas, the final outpost remaining in McLendon Corporation's once-extensive radio empire, has been sold to SJR (San Juan Racing) Communications, pending FCC approval. The station reportedly cost SJR \$3.75 million. SJR already owns stations in New York, Washington, D.C., Cleveland, Philadelphia and Atlanta.



NATURALLY HIGH AT K100 — Motown's the Commodores have been busy visiting radio stations along the way during their current national tour in support of their new album, "Natural High." Pictured standing above during a visit to K100/Los Angeles are (l-r): Larry Tollin, Motown's western pop promotion manager; Carl Goldman, K100; and Commodores Walter Orange, Lionel Ritchie and Thomas McClary. Shown seated are (l-r): K100's Don Chandler and Jay Coffee.

Engle also spoke about Arbitron's new research technique, the Expanded Sample Frame, designed to reach unlisted telephone residences and increase minority response ratios. The ESF will be used in eight markets this fall and is expected to be used in all ARB markets by 1981. There are currently 201 markets regularly surveyed by Arbitron through a variety of techniques.

New Rating Services

On the heels of recent announcements that ABC Radio will be purchasing the TRAC 7 and Burke surveys and NBC Radio will be buying TRAC 7, the presentations by the new rating services drew a lot of people to the session. TRAC 7 was represented by vice president Avery Gibson; Burke sent vice presi 'ent Lew Alpert.

Gibson explained that TRAC 7 will be surveying the top 20 markets in 1979, adding the next 20 in 1980 and reaching a final total of 50 in 1981. TRAC 7 will start with New York, Chicago, Los Angeles, San Francisco and Washington, D.C. this fall.

TRAC 7 uses computer-assisted

(continued on page 53)

Sillerman-Morrow Purchases WALL

NEW YORK — Bruce (Cousin Brucie) Morrow and his partner Bob Sillerman have followed through on Morrow's prediction at the recent NAB Programming Conference in Chicago and purchased WALL-AM-FM in Middleton, New York, subject to FCC approval. Middleton is about 75 miles north of New York City.

Morrow and Sillerman have formed Sillerman-Morrow Broadcasting Company to buy the stations, which currently program a contemporary format on the AM and beautiful music on the FM. The company also plans to get into radio and television syndication and have lined up NBC meteorologist Dr. Frank Field for an unspecified program.

Morrow will handle programming and operations responsibilities for the new company, while Sillerman will manage the business and sales operations. Sillerman's father, Mickey, is a well-known veteran of broadcasting and syndication.

Sillerman-Morrow has not announced what formats they will use at the stations, indicating that they will go into the community and ascertain what is needed.

"We want to give radio back to the audience," says Morrow. "People are so concerned with market statistics and computer print-outs that they've forgotten what radio was invented for — and that's the audience."

REGIONAL PROGRAMMING GUIDE

northeast

WTRY — ALBANY/TROY — CHRIS BAILEY, MD — PICK: CARS
 1-1 — Commodores. JUMPS: 28 To 20 — Nick Gilder, 24 To 17 — Boston, 20 To 16 — Little River Band, 17 To 14 — E,W&F, 16 To 12 — Walter Egan, 14 To 9 — Olivia Newton-John, 12 To 7 — Andy Gibb, 10 To 5 — Chris Rea, Ex To 30 — Who, Ex To 28 — Anne Murray, Ex To 26 — Kenny Loggins, Ex To 23 — J.P. Young. ADDS: Cars, Capt. & Tennille, Teddy Pendergrass, Crystal Gayle, City Boy.

WGUY — BANGOR — MARK LAWRENCE, MD — PICK: MOODY BLUES
 1-1 — Commodores. JUMPS: 30 To 25 — WHO, 28 To 24 — Anne Murray, 27 To 22 — J.P. Young, 19 To 16 — REO Speedwagon, 17 To 10 — Aerosmith, 14 To 11 — Chris Rea, 13 To 8 — Little River Band, 10 To 6 — Exile, 4 To 2 — Olivia Newton-John, Ex To 30 — Paul Davis, Ex To 29 — David Gates, Ex To 28 — Steely Dan. ADDS: Ambrosia, Moody Blues, Meat Loaf.

WRKO — BOSTON — RICH WOODWARD, MD
 1-1 — Commodores. JUMPS: 25 To 22 — Boston, 20 To 17 — Bob Seger, 18 To 12 — Exile, 13 To 10 — Travolta/John, 11 To 7 — Meat Loaf, Ex To 30 — Kenny Loggins, Ex To 29 — Rick James. ADDS: Anne Murray, Meat Loaf.

WKBW — BUFFALO — JON SOMMERS, MD
 1-1 — Olivia Newton-John. JUMPS: 27 To 17 — Kenny Loggins, 22 To 18 — Boston, 19 To 12 — Little River Band, 18 To 14 — Exile, 13 To 9 — Walter Egan, 12 To 8 — Nick Gilder, Ex To 27 — J.P. Young. ADDS: 25 — EW&F, 29 — Linda Ronstadt.

WDRG — HARTFORD — JIM ENGLISH, MD
 1-1 — Commodores. JUMPS: 32 To 28 — Ambrosia, 30 To 27 — Eric Carmen, 29 To 25 — Linda Ronstadt, 27 To 24 — Quincy Jones, 25 To 20 — Little River Band, 23 To 19 — Teddy Pendergrass, 22 To 16 — Bob Seger, 17 To 14 — Meat Loaf, 11 To 9 — Kenny Loggins, 9 To 5 — Boston. ADDS: Van Morrison, 31 — Player, 30 — Who.

WAVZ — NEW HAVEN — CURT HANSON, MD
 3-1 — Exile. JUMPS: 40 To 36 — Rolling Stones, 39 To 35 — Heatwave, 38 To 34 — Nantucket, 27 To 19 — Barry Manilow, 26 To 22 — Kenny Loggins, 23 To 17 — Who, 19 To 16 — Linda Ronstadt, 17 To 14 — Bruce Springsteen, 15 To 7 — Boston, 14 To 10 — Robin Gibb, 10 To 6 — Nick Gilder, 9 To 5 — Chris Rea, 5 To 3 — Little River Band. ADDS: 39 — Eric Carmen, 32 — Billy Joel, 30 — Ambrosia, 27 — Rose Royce, 26 — Gerry Rafferty, 24 — Anne Murray, 20 — L.T.D.

WABC — NEW YORK — SONIA JONES, MD
 1-1 — Frankie Valli. JUMPS: 22 To 14 — Travolta/John, 11 To 9 E.C. King.

99X — NEW YORK — BOBBY RICH, MD
 2-1 — Commodores. JUMPS: 29 To 24 — Rick James, 26 To 23 — Rita Coolidge, 25 To 20 — Nick Gilder, 21 To 16 — Exile, 15 To 13 — Teddy Pendergrass, 7 To 4 — Meat Loaf, Ex To 33 — E,W&F, Ex To 32 — Gerry Rafferty, Ex To 30 Kenny Loggins, Ex To 27 — Little River Band, Ex To 25 — Boston

WFIL — PHILADELPHIA — GARY DEFRAZANO, MD
 1-1 — Frankie Valli. JUMPS: 25 To 21 — Barry Manilow, 24 To 20 — J.P. Young, 22 To 18 — Gene Cotton, 20 To 15 — Mathis/Williams, 18 To 13 — Crystal Gayle, 17 To 12 — Exile, 15 To 11 — Billy Joel, 12 To 8 — Chris Rea, 9 To 6 — Anne Murray, 8 To 4 — E,W&F, Ex To 24 — Linda Ronstadt, Ex To 23 — Olivia Newton-John. ADDS: Beach Boys, Capt. & Tennille, Cheryl Ladd

WIFI — PHILADELPHIA — JEFF ROBBINS, MD
 2-1 — Taste Of Honey. JUMPS: 21 To 17 — Rita Coolidge, 20 To 16 — J.P. Young, 18 To 15 — Chris Rea, 10 To 8 — Exile, Ex To 30 — Rick James, Ex To 29 — Gerry Rafferty. ADDS: Bob Seger, Barbra Streisand, Player, Donna Summer

WBEC — PITTSFIELD — DICK TAYLOR, MD
 1-1 — Travolta/John. JUMPS: 25 To 21 — Kenny Loggins, 15 To 12 — Nick Gilder, 13 To 7 — Toby Beau, 10 To 3 — Jackson Browne, Ex To 30 — Snail, Ex To 27 — Paul Davis, Ex To 26 — Boston, Ex To 25 — Foxy. ADDS: Wings, City Boy, Rupert Holmes, L.T.D., Ross/Jackson, Peter Brown

WPRO — PROVIDENCE — DAVID McNAMEE, MD — PICK: WINGS
 1-1 — Commodores. JUMPS: 30 To 24 — Capt. & Tennille, 26 To 23 — Robin Gibb, 25 To 22 — Crystal Gayle, 24 To 21 — J.P. Young, 19 To 15 — Anne Murray, 17 To 13 — Little River Band, 11 To 7 — Chris Rea, 10 To 6 — Exile, 7 To 5 — E.C. King, Ex To 30 — Alicia Bridges, Ex To 29 — Hall & Oates, Ex To 25 — Linda Ronstadt. AEDS: Paul Davis, Teddy Pendergrass, Wings, Barbra Streisand

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, MD
 2-1 — Exile. JUMPS: 25 To 22 — Bob Seger, 24 To 21 — Boston, 20 To 17 — Walter Egan, 14 To 7 — Little River Band, 12 To 8 — EW&F, 7 To 4 — Olivia Newton-John, 6 To 3 — Commodores, 5 To 2 — Andy Gibb, Ex To 29 — Kenny Loggins, Ex To 28 — Bruce Springsteen. ADDS: Barry Manilow, Foreigner, Rolling Stones, Who, Ambrosia

WBBF — ROCHESTER — TOM NAST
 1-1 — Commodores. JUMPS: 28 To 24 — Kenny Loggins, 27 To 20 — Bob Seger, 23 To 18 — Nick Gilder, 20 To 17 — Boston, 19 To 15 — Little River Band, 17 To 14 — J.P. Young, 13 To 10 — Taste Of Honey, 8 To 2 — Joe Walsh, Ex To 30 — City Boy. ADDS: Wings

WTLB — UTICA — JIM REITZ, MD — PICK: PLAYER
 3-1 — Travolta/John. JUMPS: 30 To 25 — Aerosmith, 27 To 23 — Gerry Rafferty, 26 To 22 — Bob Seger, 25 To 21 — Teddy Pendergrass, 21 To 16 — Boston, 20 To 14 — Nick Gilder, 18 To 15 — E,W&F, 17 To 13 — Little River Band, 16 To 12 — Anne Murray, 14 To 11 — Chris Rea, 12 To 9 — Eddie Money, 8 To 4 — Exile, Ex To 30 — Cars, Ex To 28 — Foxy, Ex To 27 — Linda Ronstadt. ADDS: Rolling Stones, Alicia Bridges, Player, David Gates

southeast

WANS — ANDERSON — BILL McCOWN, MD
 1-1 — Exile. JUMPS: 34 To 25 — Robin Gibb, 31 To 27 — Kinks, 29 To 24 — Gerry Rafferty, 25 To 22 — Sun, 23 To 20 — Boston, 22 To 18 — Paul Davis, 19 To 14 — Kenny Loggins, 17 To 12 — O'Jays, 10 To 4 — EW&F, 9 To 5 — Anne Murray, 5 To 2 — Le Roux, Ex To 34 — David Gates, Ex To 33 — Michael Johnson, Ex To 32 — Who, Ex To 30 — Ambrosia. ADDS: Foreigner, Wendy Waldman, R. Holmes, Gino Vannelli, Prince

WAGQ — ATHENS — BRADY MCGRAW, MD — PICK: ROLLING STONES
 5-1 — Travolta/John. JUMPS: 29 To 23 — Boston, 27 To 21 — Anne Murray, 25 To 16 — Gerry Rafferty, 18 To 15 — J.P. Young, 17 To 13 — Chris Rea, 16 To 10 — Kenny Loggins, 11 To 8 — EW&F, 10 To 6 — Teddy Pendergrass, 6 To 4 — Taste Of Honey, Ex To 30 — Steely Dan, Ex To 29 — Hall & Oates, Ex To 27 — Who, Ex To 26 — O'Jays. ADDS: Rick James, Rolling Stones, Linda Ronstadt, Simon/Taylor

WRFC — ATHENS — GARY KIRK, MD
 2-1 — Foreigner. JUMPS: 33 To 27 — Meat Loaf, 31 To 26 — Bob Seger, 30 To 23 — Con Funk Shun, 29 To 25 — Jimmy Buffett, 28 To 21 — Nick Gilder, 27 To 22 — Kenny Loggins, 25 To 19 — Dan Hill, 23 To 17 — Little River Band, 22 To 18 — Eddie Money, 21 To 14 — Rick James, 20 To 13 — Olivia Newton-John, 17 To 12 — EW&F, 12 To 9 — Taste Of Honey, 11 To 7 — Exile, 10 To 8 — Andy Gibb, 8 To 6 — Teddy Pendergrass, 7 To 5 — Quincy Jones, Ex To 34 — Hall & Oates, Ex To 33 — Paul Davis, Ex To 31 — Gerry Rafferty, Ex To 30 — Boston. ADDS: Robin Gibb, Anne Murray, Barbra Streisand, Stonebolt, Steely Dan, Linda Ronstadt

Z93 — ATLANTA — DAVE O'BRIEN, MD
 1-1 — Exile. JUMPS: 30 To 27 — Alicia Bridges, 29 To 26 — Nick Gilder, 28 To 25 — Little River Band, 27 To 24 — Linda Ronstadt, 26 To 21 — Anne Murray, 22 To 19 — Gerry Rafferty, 21 To 18 — Robin Gibb, 20 To 17 — Boston, 17 To 14 — Le Roux, 9 To 6 — Andy Gibb, Ex To 29 — Foxy, Ex To 28 — Rolling Stones. ADDS: Ambrosia, J.P. Young, Donna Summer

WQXI — ATLANTA — J.J. JACKSON, PD
 1-1 — Exile. JUMPS: 29 To 24 — Alicia Bridges, 28 To 22 — Boston, 25 To 21 — Little River Band, 24 To 20 — Paul Davis, 22 To 19 — Travolta/John, 21 To 17 — Barbra Streisand, 20 To 15 — Teddy Pendergrass, 19 To 17 — Gene Cotton, 16 To 13 — Rick James, 14 To 9 — Kenny Loggins, 9 To 6 — Chris Rea, Ex To 25 — Gerry Rafferty, Ex To 27 — Anne Murray, Ex To 29 — Ross/Jackson. ADDS: Gino Vannelli, Foxy

WBBQ — AUGUSTA — BRUCE STEVENS, MD
 2-1 — Frankie Valli. JUMPS: 30 To 25 — McCrarys, 29 To 17 — EW&F, 27 To 22 — Boston, 24 To 21 — Gladys Knight, 23 To 18 — Gerry Rafferty, 22 To 19 — Kenny Loggins, 21 To 16 — Teddy Pendergrass, 19 To 13 — Chris Rea, 16 To 12 — Little River Band, 14 To 10 — Rick James, 11 To 9 — Nick Gilder, 10 To 7 — Exile, 9 To 6 — Travolta/John, Ex To 29 — Robin Gibb, Ex To 28 — Linda Ronstadt, Ex To 27 — Bob Seger, Ex To 26 — Foxy, Ex To 20 — Anne Murray. ADDS: J.P. Young, Alicia Bridges, Hall & Oates, Who, Barbra Streisand, Meco, Paul Davis, Crystal Gayle

WCAO — BALTIMORE — SCOTT RICHARDS, MD
 1-1 — Frankie Valli. JUMPS: 29 To 25 — Nick Gilder, 26 To 23 — Dan Hill, 25 To 20 — Bob Seger, 24 To

21 — Kinks, 23 To 18 — Boston, 21 To 17 — Rick James, 20 To 16 — Village People, 19 To 13 — Little River Band, 18 To 15 — Eddie Money, 8 To 5 — Anne Murray, 6 To 3 — Exile, 5 To 2 — Travolta/John, Ex To 30 — Capt. & Tennille, Ex To 29 — Robin Gibb, Ex To 22 — Foxy. ADDS: Michael Johnson, Steely Dan, Billy Joel, David Gates

WERC — BIRMINGHAM — WALT BROWN, MD — BEACH BOYS
 4-1 — Taste Of Honey. JUMPS: 30 To 24 — Linda Ronstadt, 27 To 22 — Teddy Pendergrass, 25 To 21 — David Gates, 24 To 18 — Bob Seger, 22 To 17 — Robin Gibb, 20 To 14 — Nick Gilder, 19 To 15 — Chris Rea, 18 To 10 — Little River Band, 14 To 7 — E.C. King, 13 To 9 — Anne Murray, 8 To 4 — Olivia Newton-John, Ex To 32 — McCrarys, Ex To 31 — Boston. ADDS: Taste Of Honey, Beach Boys, Ambrosia

WKXX — BIRMINGHAM — JOHN SHOMBY, PD
 1-1 — Exile. JUMPS: 28 To 23 — Barbra Streisand, 27 To 24 — Linda Ronstadt, 21 To 18 — Boston, 20 To 16 — Paul Davis, 19 To 15 — Bob Seger, 17 To 8 — Nick Gilder, 12 To 10 — Meat Loaf, 9 To 5 — Kenny Loggins, 8 To 6 — Chris Rea, 7 To 4 — Little River Band, 5 To 2 — Le Roux, Ex To 32 — Peter Gabriel, Ex To 31 — Who, Ex To 30 — McCrarys, Ex To 29 — Wendy Waldman, Ex To 26 — Teddy Pendergrass. ADDS: Exile, Foreigner, Hall & Oates, Gino Vannelli

WSGN — BIRMINGHAM — BILL THOMAS, MD — PICK: STEELY DAN
 3-1 — Exile. JUMPS: 29 To 26 — Boston, 27 To 23 — Bob Seger, 24 To 18 — Kenny Loggins, 23 To 17 — Gerry Rafferty, 22 To 16 — EW&F, 18 To 11 — Nick Gilder, 14 To 11 — Teddy Pendergrass, 11 To 7 — Chris Rea, 7 To 4 — Foreigner, Ex To 31 — Robin Gibb, Ex To 30 — Linda Ronstadt, Ex To 29 — Billy Joel. ADDS: Steely Dan, Player, Barry Manilow, Who

WAYS — CHARLOTTE — SPANKY, MD
 1-1 — Taste Of Honey. JUMPS: 30 To 24 — Trooper, 27 To 20 — Alicia Bridges, 26 To 23 — Boston, 23 To 19 — Kenny Loggins, 19 To 16 — Andy Gibb, 17 To 14 — Travolta/John, 16 To 13 — Little River Band, 14 To 10 — Foxy, 10 To 6 — Foreigner, 8 To 4 — Exile, Ex To 29 — Village People, Ex To 21 — Nick Gilder. ADDS: Ambrosia, Prince, David Gates, Eddie Money

WMFJ — DAYTONA BEACH — JOHN SCOTT, MD
 3-1 — Exile. JUMPS: 35 To 30 — McGilpin, 34 To 29 — Frank Carrillo, 31 To 27 — England Dan & J.F. Coley, 30 To 26 — Michael Johnson, 29 To 20 — Bob Seger, 22 To 19 — Nick Gilder, 20 To 17 — Linda Ronstadt, 14 To 7 — Cars, 13 To 6 — Robin Gibb, 8 To 5 — Olivia Newton-John, 6 To 4 — Eddie Money, 5 To 2 — Little River Band, Ex To 40 — Dirt Band, Ex To 39 — AC/DC, Ex To 35 — Foxy, Ex To 34 — Aerosmith

V97 — JACKSONVILLE — JEFF RYAN, MD — PICK: GERRY RAFFERTY
 1-1 — Commodores. JUMPS: 40 To 32 — Bob Seger, 39 To 35 — Capt. & Tennille, 38 To 27 — Nick Gilder, 37 To 31 — Norma Jean, 36 To 33 — Linda Ronstadt, 34 To 30 — Dan Hill, 32 To 26 — Robin Gibb, 28 To 21 — Foxy, 26 To 23 — Boston, 16 To 8 — Walter Egan, 15 To 10 — Little River Band, 11 To 4 — Exile, 8 To 6 — Olivia Newton-John, Ex To 37 — Crystal Gayle, Ex To 34 — Aerosmith. ADDS: 40 — J.P. Young, 39 — Barbra Streisand, 38 — Kenny Loggins, Seals & Crofts, Gerry Rafferty, Dirt Band

KAAY — LITTLE ROCK — DAVID HAMILTON, MD
 1-1 — Frankie Valli. JUMPS: 21 To 15 — Exile, 20 To 13 — Olivia Newton-John, 14 To 11 — Jackson Browne, 12 To 5 — Chris Rea, 9 To 7 — Andy Gibb

Y100 — MIAMI — COLEEN CASSIDY, MD
 1-1 — Taste Of Honey. JUMPS: 29 To 25 — J.P. Young, 28 To 22 — Chris Rea, 27 To 23 — Ross/Jackson, 24 To 20 — Foreigner, 21 To 18 — Travolta/John, 20 To 17 — The McCrarys, 19 To 16 — Pablo Cruise, 18 To 14 — K. Herman, 16 To 13 — Rick James, 14 To 11 — Robin Gibb, 12 To 9 — Quincy Jones, 11 To 7 — Exile, 10 To 6 — Teddy Pendergrass, 7 To 5 — Andy Gibb. ADDS: 30 — Capt. & Tennille, 29 — Boston, 28 — Peter Brown, 27 — Little River Band

96X — MIAMI — JOEL DENVER, MD
 3-1 — Taste Of Honey. JUMPS: 34 To 31 — Con Funk Shun, 33 To 29 — L.T.D., 32 To 27 — Boston, 31 To 25 — Bros. Johnson, 30 To 26 — Linda Ronstadt, 28 To 24 — Kenny Loggins, 23 To 20 — Robin Gibb, 22 To 18 — Little River Band, 20 To 17 — Don Ray, 15 To 12 — McCrarys. ADDS: 36 — Funkadelic, 35 — Gerry Rafferty, 32 — Aerosmith

WHYY — MONTGOMERY — LANNY WEST, MD
 1-1 — Exile. JUMPS: 23 To 18 — Anne Murray, 21 To 17 — J.P. Young, 20 To 16 — Stonebolt, 19 To 15 — Chris Rea, 15 To 10 — Kenny Loggins, 12 To 4 — Nick Gilder, 10 To 6 — Little River Band, Ex To 29 — Dan Hill, Ex To 27 — Ambrosia, Ex To 25 — Boston, Ex To 22 — Foxy. ADDS: David Gates

WLAC — NASHVILLE — EVA WOOD — PICK: DONNA SUMMER
 1-1 — Commodores. JUMPS: 40 To 34 — Gerry Rafferty, 39 To 33 — Bob Seger, 35 To 31 — Crystal Gayle, 34 To 24 — Boston, 30 To 22 — Kenny Loggins, 29 To 21 — Little River Band, 26 To 20 — Anne Murray, 24 To 14 — Olivia Newton-John, 23 To 12 — Exile, 14 To 9 — Rick James, 10 To 5 — EW&F, Ex To 37 — Linda Ronstadt. ADDS: 40 — Robin Gibb, Donna Summer, Dolly Parton, Beach Boys, Rolling Stones, Barbra Streisand, Paul Davis, Meat Loaf, Kinks, David Gates, Who

KX 104 — NASHVILLE — MICHAEL ST. JOHN, PD & MD — PICK: MECO
 1-1 — Olivia Newton-John. JUMPS: 30 To 27 — Bob Seger, 29 To 26 — Anne Murray, 24 To 21 — Boston, 23 To 20 — Kenny Loggins, 21 To 18 — Gerry Rafferty, 18 To 15 — Nick Gilder, 16 To 12 — Little River Band, 13 To 9 — Exile, 12 To 10 — Travolta/John, 10 To 8 — Taste Of Honey, 9 To 7 — E.C. King, 7 To 5 — Andy Gibb, Ex To 30 — Teddy Pendergrass, Ex To 29 — David Gates, Ex To 28 — Robin Gibb. ADDS: Ambrosia, Meco, Wings

BJ105 — ORLANDO — TERRY LONG, MD — PICK: BOB MCGILPIN
 1-1 — Commodores. JUMPS: 39 To 27 — J.P. Young, 35 To 32 — Michael Johnson, 30 To 15 — Boston, 29 To 26 — Michael Johnson, 27 To 22 — EW&F, 26 To 21 — Little River Band, 24 To 20 — Rick James, 19 To 14 — Carole Bayer Sager, 17 To 10 — Olivia Newton-John, 9 To 6 — Exile, Ex To 40 — Bob McGilpin, Ex To 36 — Anne Murray. ADDS: 39 — Wings, 38 — Aerosmith, 37 — Dan Hill, Snail, Rupert Holmes, Seals & Crofts, Alicia Bridges, Liar, Foxy, Charlie, Bob Seger, LeRoux

WKIX — RALEIGH — RON MCKAY, MD
 1-1 — Travolta/John. JUMPS: 28 To 25 — Boston, 25 To 22 — Billy Joel, 18 To 14 — Kenny Loggins, 15 To 7 — Exile, 12 To 8 — Olivia Newton-John, 8 To 4 — Rick James, Ex To 35 — Simon/Taylor, Ex To 34 — Linda Ronstadt, Ex To 33 — Gerry Rafferty, Ex To 32 — Nick Gilder, Ex To 31 — Robin Gibb, Ex To 30 — LeRoux, Ex To 29 — Bob Seger, Ex To 28 — Aerosmith. ADDS: Ambrosia, Gino Vannelli, Barbra Streisand

Q94 — RICHMOND — KAREN FREDRICKS, MD
 1-1 — Travolta/John. JUMPS: 24 To 20 — Boston, 23 To 19 — Gerry Rafferty, 21 To 18 — Robin Gibb, 20 To 15 — Kenny Loggins, 19 To 14 — Rick James, 14 To 10 — Nick Gilder, 13 To 9 — Anne Murray, 11 To 7 — Little River Band, 9 To 6 — Teddy Pendergrass, 8 To 4 — Exile, Ex To 26 — Ambrosia, Ex To 25 — Billy Joel, Ex To 22 — Linda Ronstadt, Ex To 21 — Village People. ADDS: Player, Steely Dan, Who

WWSA — SAVANNAH — JERRY ROGERS, PD
 2-1 — Taste Of Honey. JUMPS: 30 To 27 — Foreigner, 29 To 26 — Bob Seger, 28 To 25 — Anne Murray, 27 To 24 — Gerry Rafferty, 26 To 21 — Kenny Loggins, 22 To 19 — Boston, 21 To 14 — Nick Gilder, 19 To 16 — Little River Band, 18 To 15 — Teddy Pendergrass, 17 To 13 — EW&F, 15 To 11 — O'Jays, 10 To 7 — Rick James, 8 To 6 — Exile, 6 To 3 — Foxy. ADDS: 30 — Meco, 29 — Alicia Bridges, 28 — J.P. Young

WPGC — WASHINGTON — JIM ELLIOT, PD
 1-1 — Taste Of Honey. JUMPS: 30 To 26 — Robin Gibb, 29 To 25 — Bob Seger, 28 To 21 — Nick Gilder, 23 To 20 — Kenny Loggins, 20 To 15 — Little River Band, 22 To 7 — Boston, 8 To 6 — Anne Murray, Ex To 28 — Linda Ronstadt. ADDS: 30 — Foreigner, 29 — Con Funk Shun, Rolling Stones, Alicia Bridges

WAIR — WINSTON/SALEM — STEVE NARZ, MD — PICK: FOXY
 2-1 — Joe Walsh. JUMPS: 28 To 19 — Kenny Loggins, 25 To 11 — Boston, 24 To 20 — Robin Gibb, 22 To 18 — Little River Band, 17 To 13 — Anne Murray, 16 To 12 — Eddie Money, 14 To 9 — Chris Rea, 11 To 7 — Quincy Jones, 10 To 2 — Taste Of Honey, 8 To 3 — Exile. ADDS: 30 — City Boy, 28 — Aerosmith, 27 — Bob Seger, 24 — Gerry Rafferty, 22 — Linda Ronstadt, David Gates, Steely Dan, Foxy, Capt. & Tennille

southwest

KFYR — BISMARCK — DAN BRANNON, MD
 1-1 — Commodores. JUMPS: 19 To 15 — Robin Gibb, 17 To 13 — Anne Murray, 15 To 11 — The Kinks, 13 To 8 — Walter Egan, 11 To 7 — Little River Band, 4 To 2 — Nick Gilder, Ex To 20 — Gerry Rafferty, Ex To 19 — J.P. Young. ADDS: Steely Dan, Michael Johnson, Travolta/John.

KNUS — DALLAS — BOBBY SORRELL, MD
 6-1 — Pablo Cruise. JUMPS: 29 To 14 — Robin Gibb, 26 To 19 — Kenny Loggins, 24 To 20 — J.P. Young, 23 To 17 — Rick James, 25 To 18 — The Kinks, 22 To 16 — Nick Gilder, 21 To 13 — Little River Band, 17 To 12 — Olivia Newton-John, 20 To 11 — Exile, 15 To 10 — Taste Of Honey, 7 To 3 — Andy Gibb, 6 To 1 — Pablo Cruise, 10 To 5 — Travolta/John, Ex To 24 — E,W&F, Ex To 25 — Barbra Streisand.

REGIONAL PROGRAMMING GUIDE

KLIF — DALLAS — STEVE SCOTT, PD

1-1 — Commodores. JUMPS: 40 To 37 — Dolly Parton, 39 To 35 — David Gates, 34 To 31 — Michael Johnson, 31 To 29 — Quincy Jones, 28 To 25 — Barbra Streisand, 26 To 23 — Anne Murray, 25 To 21 — The Kinks, 30 To 26 — Travolta/John, 24 To 18 — Kenny Rogers, 20 To 17 — Crystal Gayle, 24 To 15 — Kenny Loggins, 17 To 13 — Nick Gilder, 15 To 11 — Little River Band, 13 To 10 — Chris Rea, 11 To 9 — Joe Walsh, 4 To 2 — Exile, Ex To 40 — Hall & Oates, Ex To 39 — Paul Davis, Ex To 38 — Capt. & Tennille. ADDS: Robin Gibb, Linda Ronstadt, Simon/Taylor.

KINT — EL PASO — RICH WOOD, MD — PICK: AMBROSIA

1-1 — Frankie Valli. JUMPS: 24 To 15 — Travolta/John, 23 To 16 — Exile, 20 To 12 — Boston, 13 To 10 — Olivia Newton-John, 10 To 6 — Taste Of Honey, 4 To 2 — E.C. King, Ex To 30 — Nick Gilder, Ex To 28 — E,W&F, Ex To 23 — Rick James. ADDS: Kenny Loggins, Anne Murray, Robin Gibb, Gerry Rafferty, J.P. Young.

KILT — HOUSTON — BILL YOUNG, MD

1-1 — Taste Of Honey. JUMPS: 40 To 32 — Boston, 39 To 32 — Jimmy Buffet, 38 To 26 — Rafferty, 37 To 34 — The Who, 35 To 30 — Aerosmith, 27 To 24 — Little River Band, 33 To 22 — Linda Ronstadt, 26 To 23 — Eddie Money, 27 To 20 — Bob Seger, 18 To 13 — Kenny Loggins, 17 To 12 — Con Funk Shun, 12 To 8 — Nick Gilder, 10 To 6 — Anne Murray.

KRBE — HOUSTON — CLAY GISH, PD & MD

3-1 — Taste Of Honey. JUMPS: 40 To 35 — Village People, 39 To 31 — The Who, 30 To 27 — Jimmy Buffet, 38 To 26 — Linda Ronstadt, 27 To 24 — Gerry Rafferty, 26 To 23 — Robin Gibb, 25 To 22 — Little River Band, 21 To 16 — Con Funk Shun, 18 To 15 — Rick James, 10 To 8 — Anne Murray, 11 To 6 — Nick Gilder, 6 To 4 — Olivia Newton-John, Ex To 40 — Paul Davis, Ex To 39 — City Boy, Ex To 37 — Aerosmith. ADDS: 38 — Boston, 36 — L.T.D., Wings, John Travolta, Reo Speedwagon, Eddie Johns.

WHBQ — MEMPHIS — HARRIET LAPIDES, MD

1-1 — Commodores. JUMPS: 25 To 21 — Boston, 26 To 18 — Travolta/John, 19 To 9 — Exile, 11 To 8 — L.T.D., 9 To 7 — The McCrarys, 10 To 6 — O'Jays, Ex To 28 — Nick Gilder, Ex To 26 — Little River Band. ADDS: 30 — Kenny Loggins.

WNOE — NEW ORLEANS — NICK BAZOO, MD

2-1 — Exile. JUMPS: 28 To 23 — The McCrarys, 24 To 21 — Dan Hill, 22 To 19 — Sweet, 23 To 17 — Rick James, 25 To 18 — Meatloaf, 17 To 14 — Little River Band, 16 To 13 — Boston, 14 To 10 — The Cars, 10 To 8 — Barbra Streisand, 9 To 7 — Taste Of Honey. ADDS: 30 — The Who, 22 — Foxy, Donna Summer.

WTIX — NEW ORLEANS — JEFF MCKAY, MD

1-1 — Foreigner. JUMPS: 38 To 21 — E,W&F, 29 To 16 — Aerosmith, 26 To 22 — Bob Seger, 24 To 13 — Little River Band, 25 To 12 — Boston, 16 To 10 — Taste Of Honey, 13 To 9 — Andy Gibb, 12 To 6 — Foxy, Ex To 39 — Michael Jackson, Ex To 38 — Crystal Gayle, Ex To 36 — Alicia Bridges, Ex To 35 — Kenny Loggins. ADDS: John Travolta, Styx, Rolling Stones, Simon/Taylor, The Who, Dolly Parton, Ross/Jackson, Gladys Knight.

WKY — OKLAHOMA CITY — SANDY JONES, MD

1-1 — Commodores. JUMPS: 20 To 13 — Nick Gilder, 11 To 5 — Exile, 9 To 6 — Taste Of Honey, Ex To 20 — Gerry Rafferty, Ex To 19 — Boston. ADDS: Bob Seger, Linda Ronstadt, Anne Murray, The Who.

KSLQ — ST. LOUIS — R.J. REYNOLDS, MD

1-1 — Foreigner. JUMPS: 34 To 28 — Rick James, 33 To 30 — Meat Loaf, 32 To 29 — Aerosmith, 30 To 27 — Journey, 29 To 26 — J.P. Young, 28 To 25 — The Who, 27 To 23 — Linda Ronstadt, 26 To 22 — Bob Seger, 25 To 21 — Boston, 23 To 20 — The Cars, 22 To 19 — Rita Coolidge, 18 To 15 — Nick Gilder, 24 To 18 — Little River Band, 20 To 14 — Trooper, 31 To 24 — Anne Murray, 16 To 13 — E,W&F, 19 To 12 — Village People, 12 To 5 — Exile, 9 To 3 — Olivia Newton-John. ADDS: 33 — Styx, 32 — Gerry Rafferty, 31 — Kenny Loggins.

KXOK — ST. LOUIS — LEE DOUGLAS, MD

1-1 — Frankie Valli. JUMPS: 38 To 32 — Gerry Rafferty, 32 To 28 — Linda Ronstadt, 33 To 16 — Boston, 30 To 21 — Anne Murray, 27 To 18 — Travolta/John, 24 To 17 — Little River Band, 19 To 15 — Billy Joel, 16 To 13 — Chris Rea, 17 To 8 — Exile, 9 To 7 — Olivia Newton-John, 7 To 5 — Taste Of Honey.

KEEL — SHREVEPORT — RANDY DAVIS, MD

3-1 — Olivia Newton-John. JUMPS: 33 To 23 — Kenny Loggins, 32 To 25 — Boston, 31 To 28 — Rick James, 27 To 21 — Eddie Money, 24 To 19 — Anne Murray, 20 To 17 — E,W&F, 22 To 16 — Little River Band, 12 To 9 — Taste Of Honey, Ex To 33 — Robin Gibb, Ex To 31 — Gerry Rafferty. ADDS: Olivia Newton-John, Linda Ronstadt, Teddy Pendergrass, Aerosmith.

KAKC — TULSA — DR. DON, MD

2-1 — Commodores. JUMPS: 25 To 17 — Capt. & Tennille, 16 To 11 — Taste Of Honey, 18 To 13 — Little River Band, 5 To 3 — Chris Rea, 17 To 7 — Travolta/John, 13 To 8 — Eddie Money, Ex To 39 — Player, Ex To 37 — Ambrosia, Ex To 26 — Rolling Stones. ADDS: Dan Hill, City Boy, Chanson, Stonebolt.

midwest

WCUE — AKRON — CRAIG JOHNS, MD

1-1 — Commodores. JUMPS: 28 To 25 — Anne Murray, 25 To 19 — Trooper, 17 To 11 — Rick James, 13 To 7 — Exile, 12 To 10 — Eddie Money, 7 To 5 — E,W&F, 4 To 2 — Nick Gilder, Ex To 40 — Moody Blues, Ex To 39 — Crystal Gayle, Ex To 38 — Michael Johnson. ADDS: Ambrosia, Clout, Stonebolt, Steely Dan, Foxy, Bruce Springsteen

WLS — CHICAGO — JOHN GERHON, MD

1-1 — Commodores. JUMPS: 24 To 18 — Walter Egan, 22 To 19 — E,W&F, 12 To 9 — Olivia Newton-John, 10 To 7 — Pablo Cruise

WMET — CHICAGO — GARY PRICE, PD

1-1 — Commodores. JUMPS: 24 To 21 — Bob Seger, 22 To 19 — Boston, 21 To 15 — Walter Egan, 15 To 6 — Exile. ADDS: Barbra Streisand, 36 — Stonebolt

Q102 — CINCINNATI — MARK ELLIOT, MD

1-1 — Commodores. JUMPS: 35 To 28 — Wings, 34 To 29 — Robin Gibb, 33 To 27 — Gerry Rafferty, 31 To 22 — The Who, 30 To 25 — Boston, 25 To 21 — Bob Seger, 16 To 9 — Exile, 8 To 6 — Andy Gibb. ADDS: 35 — Trooper, 34 — Nick Gilder, 33 — Little River Band, 32 — The Rolling Stones

WGCL — CLEVELAND — BOB TRAVIS, MD

1-1 — Rolling Stones. JUMPS: 30 To 20 — The Who, 21 To 18 — Travolta/John, 20 To 17 — The Cars, 19 To 13 — Anne Murray, 16 To 7 — Village People, 11 To 5 — Nick Gilder, Ex To 30 — Linda Ronstadt, Ex To 29 — Stonebolt, Ex To 28 — Exile, Ex To 24 — Meat Loaf. ADDS: Cheryl Ladd, Boston, Michael Johnson, The Kinks, Ambrosia

WZZP — CLEVELAND — TOM JEFFERIES, MD

2-1 — Taste Of Honey. JUMPS: 39 To 30 — Gerry Rafferty, 36 To 29 — Steely Dan, 30 To 26 — Simon/Taylor, 28 To 23 — The Who, 32 To 21 — Kenny Loggins, 22 To 19 — Barbra Streisand, 26 To 17 — Aerosmith, 20 To 15 — Anne Murray, 18 To 13 — Little River Band, 13 To 10 — Rick James, 11 To 9 — Andy Gibb, 10 To 8 — Chris Rea, 8 To 6 — Travolta/John, 7 To 5 — Nick Gilder, Ex To 27 — Boston. ADDS: The McCrarys, Kate Bush, Shaun Cassidy, Ross/Jackson

WNCI — COLUMBUS — STEVE EDWARDS, MD

1-1 — Frankie Valli. JUMPS: 21 To 18 — Exile, 11 To 8 — E.C. King, 8 To 6 — Olivia Newton-John, 7 To 3 — Taste Of Honey, Ex To 21 — E,W&F, Ex To 14 — Nick Gilder. ADDS: Little River Band, Who, Cheryl Ladd

WCOL — COLUMBUS — HARRY VALENTINE, MD

1-1 — Foreigner. JUMPS: 30 To 17 — Boston, 29 To 24 — Exile, 26 To 21 — Walter Egan, 21 To 15 — Eddie Money, 20 To 8 — Nick Gilder, 4 To 2 — Taste Of Honey. ADDS: 30 — Teddy Pendergrass, 29 — Foxy, 28 — Robin Gibb, 27 — Anne Murray, Little River Band

WING — DAYTON — KEN WARREN, PD

1-1 — Olivia Newton-John. JUMPS: 28 To 24 — Gerry Rafferty, 27 To 22 — The Who, 19 To 14 — Nick Gilder, 17 To 11 — Boston, 11 To 8 — E.C. King, 16 To 7 — Little River Band. ADDS: 30 — Alicia Bridges, 29 — Michael Johnson, 28 — Taste Of Honey

KIOA — DES MOINES — GARY STEVENS, PD & MD

1-1 — Commodores. JUMPS: 23 To 19 — Nick Gilder, 22 To 18 — Andy Gibb, 20 To 17 — Taste Of Honey, 15 To 11 — Travolta/John, 11 To 5 — E.C. King, 6 To 3 — Exile, 5 To 2 — Walter Egan. ADDS: 23 — Kenny Loggins, 22 — Village People

CKLW — DETROIT — ROSALIE TROMBLY, MD

1-1 — Taste Of Honey. JUMPS: 27 To 18 — Exile, 21 To 17 — Chris Rea, 17 To 13 — Nick Gilder, 22 To 12 — Travolta/John, 12 To 10 — E,W&F, 19 To 7 — Foxy, 28 To 19 — Bob Seger, 24 To 20 — Con Funk Shun, Ex To 28 — The Who, Ex To 25 — Kenny Loggins, Ex To 16 — Funkadelics

WDRO — DETROIT — CHARITA DORAM, MD

1-1 — Frankie Valli. JUMPS: 33 To 29 — The Who, 31 To 27 — Steely Dan, 32 To 23 — Michael Henderson, 24 To 21 — Travolta/John, 27 To 20 — Linda Ronstadt, 28 To 19 — Aerosmith, 22 To 15 — Kenny Loggins, 21 To 16 — Olivia Newton-John, 20 To 13 — Journey, 15 To 12 — Teddy Pendergrass, 14 To 11 — Bob Seger, 12 To 7 — Nick Gilder, 9 To 6 — Eddie Money, 10 To 5 — Taste Of Honey. ADDS: 33 — Gerry Rafferty, 32 — Foreigner, 31 — Rick James

KFMD — DUBUQUE — STEVE SESTERHENN, MD — PICK: STEELY DAN

2-1 — Commodores. JUMPS: 24 To 19 — J.P. Young, 21 To 10 — Little River Band, 17 To 13 — Eddie Money, 16 To 8 — Nick Gilder, 15 To 12 — Andy Gibb, 14 To 9 — Anne Murray, 11 To 7 — Chris Rea, 8 To 3 — Exile, Ex To 24 — Linda Ronstadt, Ex To 23 — Boston, Ex To 22 — Kenny Loggins. ADDS: Steely Dan, The Who, Meco

WEBC — DULUTH — STEVEN OLIVER, MD

4-1 — Exile. JUMPS: 28 To 13 — Anne Murray, 27 To 24 — Bob Seger, 23 To 16 — Gerry Rafferty, 21 To 18 — Boston, 13 To 10 — Kenny Loggins, 9 To 5 — Travolta/John, 4 To 1 — Exile, Ex To 29 — Michael Johnson, Ex To 26 — Linda Ronstadt, Ex To 22 — Capt. & Tennille. ADDS: Taste Of Honey, Barbra Streisand, Dan Hill

Z96 — GRAND RAPIDS — JAY MICHAELS, MD

1-1 — Foreigner. JUMPS: 30 To 20 — Bob Seger, 28 To 22 — J.P. Young, 24 To 18 — Boston, 22 To 16 — Nick Gilder, 18 To 14 — E,W&F, 16 To 13 — Little River Band, 13 To 10 — E.C. King, 10 To 4 — Exile, Ex To 30 — Kenny Loggins, Ex To 28 — Anne Murray, Ex To 24 — Gerry Rafferty. ADDS: Linda Ronstadt, Trooper, Wings, Sylvester, The Who

WIFE — INDIANAPOLIS — JERRY STEELE, PD

1-1 — Commodores. JUMPS: 30 To 27 — Barbra Streisand, 27 To 23 — Boston, 19 To 14 — Meat Loaf, 16 To 13 — Andy Gibb, 17 To 11 — Exile, 14 To 10 — Olivia Newton-John, 10 To 7 — Taste Of Honey, 10 To 5 — Nick Gilder, 6 To 4 — Travolta/John, 4 To 2 — Foreigner, Ex To 30 — Bob Seger, Ex To 29 — Meco, Ex To 25 — Loggins. ADDS: Faith, E,W&F, Robin Gibb, Teddy Pendergrass, Dan Hill, Dolly Parton, Bruce Springsteen

WNDE — INDIANAPOLIS — BOB HATFIELD, MD

1-1 — Commodores. JUMPS: 29 To 19 — Boston, 27 To 21 — Little River Band, 15 To 11 — Nick Gilder, 11 To 9 — Exile, 9 To 7 — Walter Egan, 7 To 5 — Travolta/John, Ex To 30 — Bob Seger, Ex To 29 — E,W&F. ADDS: Gerry Rafferty, Kenny Loggins, Robin Gibb, Shaun Cassidy

KBEQ — KANSAS CITY — KIM WELSH, MD — PICK: CHEAP TRICK

1-1 — Frankie Valli. JUMPS: 30 To 27 — Hall & Oates, 29 To 26 — Aerosmith, 28 To 25 — Meat Loaf, 20 To 24 — Nick Gilder, 25 To 15 — Linda Ronstadt, 24 To 21 — Capt. & Tennille, 21 To 16 — Kenny Loggins, 20 To 10 — Travolta/John, 17 To 5 — Village People, 14 To 11 — Little River Band, 13 To 3 — Exile, 5 To 2 — Taste Of Honey, Ex To 28 — Cheap Trick. ADDS: 30 — Meco, 29 — J.P. Young, 20 — Andy Gibb, Rolling Stones

WKLO — LOUISVILLE — JIM HOLTEN, MD

3-1 — Exile. JUMPS: 25 To 21 — Nick Gilder, 21 To 18 — Gene Cotton, 30 To 17 — Dolly Parton, 18 To 1 — Rita Coolidge, 22 To 13 — Kenny Loggins, 15 To 11 — Eddie Rabbitt, 17 To 9 — Chris Rea, 12 To 8 — E,W&F, 11 To 6 — E.C. King, 7 To 5 — Walter Egan, 5 To 3 — Anne Murray, 3 To 1 — Exile, Ex To 30 — Little River Band, Ex To 29 — Taste Of Honey. ADDS: Paul Davis, Gordon Lightfoot, Van McCoy, Lou Rawls, Starship, Barry Manilow

WISM — MADISON — BILL VANCIL, MD

3-1 — Foreigner. JUMPS: 30 To 27 — Linda Ronstadt, 29 To 26 — Bob Seger, 26 To 21 — Robin Gibb, 20 To 17 — Boston, 20 To 16 — Kenny Loggins, 17 To 13 — Taste Of Honey, 16 To 9 — Little River Band, 10 To 12 — Chris Rea, 13 To 7 — E,W&F, 8 To 6 — Travolta/John, Ex To 30 — Aerosmith, Ex To 29 — Bill Joel, Ex To 28 — Anne Murray, Ex To 25 — Gerry Rafferty. ADDS: Rolling Stones, David Gates, Player, Rick James, Ambrosia, Fogelberg & Weisberg

KRIB — MASON CITY — BOB SCOTT, PD & MD — PICK: DAVID GATES

1-1 — Commodores. JUMPS: 16 To 6 — Anne Murray, 15 To 5 — Travolta/John, 8 To 4 — Foreigner, 3 To 0 — Olivia Newton-John. ADDS: 30 — Linda Ronstadt, 29 — Gerry Rafferty, 28 — Dan Hill, 27 — Aerosmith, 26 — Capt. & Tennille, 25 — Boston, 23 — J.P. Young, 22 — Bob Seger

WOKY — MILWAUKEE — JIM SMITH, MD

1-1 — Commodores. JUMPS: 30 To 19 — Boston, 28 To 25 — Bob Seger, 27 To 21 — Cheap Trick, 26 To 18 — Village People, 25 To 17 — Rick James, 29 To 16 — Chris Rea, 22 To 7 — Taste Of Honey, 6 To 3 — Exile, Ex To 30 — The Cars, Ex To 27 — Gerry Rafferty, Ex To 23 — Billy Joel, Ex To 20 — Nick Gilder

WZUU — MILWAUKEE — CHRIS CURTIS, MD

1-1 — Exile. JUMPS: 18 To 13 — Kenny Loggins, 16 To 9 — Boston, 10 To 7 — Chris Rea, 9 To 6 — Olivia Newton-John, 12 To 5 — Nick Gilder, 5 To 3 — Andy Gibb, 21 To 16 — Bob Seger, Ex To 25 — Meat Loaf, Ex To 23 — Ambrosia, Ex To 22 — Little River Band. ADDS: Styx, Steven Bishop, David Gates, Billy Joel

KDWB — MINNEAPOLIS — DON BLEU, MD

1-1 — Commodores. JUMPS: 30 To 25 — Bruce Springsteen, 27 To 21 — Gerry Rafferty, 24 To 20 — Kenny Loggins, 22 To 19 — David Gates, 21 To 16 — Anne Murray, 15 To 12 — Nick Gilder, 11 To 8 — Little River Band, 9 To 5 — Exile, 6 To 4 — Pablo Cruise. ADDS: 29 — Hall & Oates, 23 — Olivia Newton-John

KSTP — MINNEAPOLIS — GREGG AUSHAMA, MD — PICK: CHRIS REA

1-1 — Commodores. JUMPS: 23 To 20 — Kenny Loggins, 22 To 18 — Robin Gibb, 20 To 17 — Steely Dan, 17 To 10 — Exile, 15 To 12 — Andy Gibb, 10 To 8 — Little River Band, 8 To 6 — Olivia Newton-John, 7 To 4 — Chris Rea, Ex To 24 — Gerry Rafferty, Ex To 23 — Barbra Streisand. ADDS: Michael Johnson, Hall & Oates, Chris Rea

WOW — OMAHA — ROGER DAVIS, MD

1-1 — Commodores. JUMPS: 18 To 14 — Nick Gilder, 15 To 11 — Anne Murray, 12 To 9 — Foreigner, 10 To 6 — Joe Walsh, Ex To 20 — Kenny Loggins. ADDS: Boston, Gerry Rafferty

WPEZ — PITTSBURGH — TOM MORGAN, PD

1-1 — Frankie Valli. JUMPS: 40 To 37 — David Gates, 38 To 34 — Capt. & Tennille, 39 To 31 — Billy Joel, 37 To 28 — Linda Ronstadt, 32 To 27 — Barbra Streisand, 29 To 26 — The Cars, 34 To 24 — Gerry Rafferty, 28 To 23 — Kenny Loggins, 33 To 22 — Boston, 24 To 20 — Anne Murray, 21 To 17 — Little River Band, 20 To 16 — Rick James, 22 To 15 — Travolta/John, 17 To 14 — Nick Gilder, 16 To 13 — Chris Rea, 10 To 6 — Exile, 7 To 5 — Olivia Newton-John. ADDS: 36 — Crystal Gayle

13Q — PITTSBURGH — PATTI SULLIVAN, MD — PICK: HALL & OATES

4-1 — Anne Murray. JUMPS: 30 To 27 — Gerry Rafferty, 28 To 25 — David Gates, 20 To 14 — Travolta/John, 19 To 15 — Little River Band, 16 To 11 — Exile, 13 To 10 — Chris Rea, 12 To 9 — Andy Gibb, 10 To 8 — Olivia Newton-John, 9 To 5 — E.C. King, 8 To 4 — Foreigner, Ex To 30 — Player, Ex To 29 — Hall & Oates

KLEO — WICHITA — KEN BLIFFORD, PD

1-1 — Commodores. JUMPS: 27 To 17 — R. Holmes, 24 To 10 — Exile, 21 To 19 — Foreigner, 23 To 14 — Village People, 20 To 12 — Gerry Rafferty, 18 To 7 — Rita Coolidge, 9 To 6 — Heatwave, Ex To 30 — Boston, Ex To 29 — Crystal Gayle, Ex To 26 — Little River Band. ADDS: Robin Gibb, Aerosmith, Steely Dan, Kenny Loggins

west

KRKE — ALBUQUERQUE — CHRIS CAREY, MD

2-1 — Olivia Newton-John. JUMPS: 25 To 22 — Linda Ronstadt, 23 To 17 — Kenny Loggins, 22 To 19 — Anne Murray, 18 To 14 — Gerry Rafferty, 17 To 12 — Nick Gilder, 14 To 11 — E,W&F, 13 To 10 — Little River Band, 6 To 2 — Exile. ADDS: 24 — Teddy Pendergrass

KAFY — BAKERSFIELD — BOB HARLOW, MD

1-1 — Commodores. JUMPS: 20 To 9 — Exile, 10 To 8 — Little River Band, 7 To 3 — Chris Rea, Ex To 30 — Willie Nelson, Ex To 30 — Teddy Pendergrass, Ex To 24 — Michael Johnson, Ex To 23 — Travolta/John, Ex To 7 — Anne Murray. ADDS: Stonebolt, Barry Manilow, Ronnie Milsap, Lou Rawls

KERN — BAKERSFIELD — PETE SHANNON, MD — PICK: J.P. YOUNG

1-1 — Frankie Valli. JUMPS: 30 To 25 — Linda Ronstadt, 28 To 24 — E.C. King, 27 To 22 — Bob Seger, 25 To 21 — Steely Dan, 24 To 19 — Ambrosia, 19 To 16 — Andy Gibb, 14 To 11 — Olivia Newton-John, 10 To 9 — Commodores, 11 To 7 — Little River Band, 10 To 5 — Chris Rea, 5 To 3 — Foreigner, Ex To 30 — Travolta/John, Ex To 29 — Robin Gibb, Ex To 28 — Taste Of Honey, Ex To 26 — Exile. ADDS: Gerry Rafferty, J.P. Young, Who, Meco

KTLK — DENVER — RANDY JAY, MD

1-1 — Commodores. JUMPS: 30 To 27 — E.C. King, 29 To 26 — Kinks, 25 To 17 — Olivia Newton-John, 24 To 21 — Little River Band, 22 To 16 — Travolta/John, 15 To 6 — Exile, 14 To 7 — Chris Rea, 12 To 8 — A

(continued on page 28)

REGIONAL ACTION

MOST ADDED RECORDS

EAST

- Most Added**
1. YOU NEEDED ME — Anne Murray — Capitol
 2. LONDON TOWN — Wings — Capitol
 3. PRISONER OF YOUR LOVE — Player — RSO
 4. HOW MUCH I FEEL — Ambrosia — Warner Bros.
- Most Active**
1. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 2. REMINISCING — Little River Band — Harvest
 3. DON'T LOOK BACK — Boston — Epic
 4. KISS YOU ALL OVER — Exile — Warner/Curb

SOUTHEAST

- Most Added**
1. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 2. YOU NEVER DONE IT LIKE THAT — Captain & Tennille — A&M
 3. TOOK THE LAST TRAIN — David Gates — Elektra
 4. I LOVE THE NIGHT LIFE (DISCO ROUND) — Alicia Bridges — Polydor
- Most Active**
1. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 2. DON'T LOOK BACK — Boston — Epic
 3. REMINISCING — Little River Band — Harvest
 4. KISS YOU ALL OVER — Exile — Warner/Curb

SOUTHWEST

- Most Added**
1. BACK IN THE USA — Linda Ronstadt — Asylum
 2. ALL I SEE IS YOUR FACE — Dan Hill — 20th Century
 3. DEVOTED TO YOU — Carly Simon/James Taylor — Elektra
 4. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
- Most Active**
1. REMINISCING — Little River Band — Harvest
 2. KISS YOU ALL OVER — Exile — Warner/Curb
 3. DON'T LOOK BACK — Boston — Epic
 4. SUMMER NIGHTS — John Travolta/Olivia Newton-John — RSO

MIDWEST

- Most Added**
1. JOSIE — Steely Dan — ABC
 2. COME TOGETHER — Aerosmith — Columbia
 3. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 4. WHO ARE YOU — The Who — MCA
- Most Active**
1. KISS YOU ALL OVER — Exile — Warner/Curb
 2. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 3. REMINISCING — Little River Band — Harvest
 4. DON'T LOOK BACK — Boston — Epic

WEST

- Most Added**
1. WHO ARE YOU — The Who — MCA
 2. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 3. JOSIE — Steely Dan — ABC
 4. HOW MUCH I FEEL — Ambrosia — Warner Bros.
- Most Active**
1. KISS YOU ALL OVER — Exile — Warner/Curb
 2. REMINISCING — Little River Band — Harvest
 3. DON'T LOOK BACK — Boston — Epic
 4. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia

1. **HOW MUCH I FEEL — AMBROSIA — WARNER BROS.**
WQXI, WAYS, WISM, KPAM, B-100, WGIL, KTLK, Z93, WPGC, KING, WPRO-FM, WFLB, WFOM, WAVZ, WGUY, WJDX, KYNO, WERC, WSPT, Z96, WCUE, KX104, WINW, WKIX.
2. **WHO ARE YOU — THE WHO — MCA**
KFRC, KRTH, KERN, WAYS, WBBQ, WNOE, KYA, KIIS-FM, WPRO-FM, B100, WNCI, WKY, Q94, WSGN, WDHQ, KKLS, KRIB, KYNO, Z96, KFMD, WLAC.
3. **JOSIE — STEELY DAN — ABC**
KIMN, KIIS-FM, KCBQ, KLEO, WAPE, Q94, WCAO, WSGN, WAUG, KREM, KRSP, KRIB, KYTE, KYNO, WCUE, KFMD, KFYR, WINW, WRFC.
4. **RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
KFRC, WAYS, KSLQ, KRTH, WNOE, WOW, KTAC, WDRQ, KCBQ, 96X, KYA, KERN, UNUS, WAIR, V97, KINT, KYTE, KRIB, WAVZ.
5. **BACK IN THE USA — LINDA RONSTADT — ASYLUM**
KNUS, WKBW, KLIF, KTAC, KEEL, WKY, WRFC, WAIR, WIRL, Z96, WAGQ, KYNO, WJON, KYTE, KRIB, WFOM.
6. **YOU NEEDED ME — ANNE MURRAY — CAPITOL**
WRKO, KNUS, WUY, WCOL, WAPE, WPRO-FM, KINT, KELI, KYTE, WBLI, KRIB, WAVZ, WSPT, WIRL, WRFC.
7. **BEAST OF BURDEN — ROLLING STONES — ROLLING STONES**
Q102, WISM, WTI, WPLC, KCBQ, KIIS-FM, WPRO-FM, WLOF, KREM, KRSP, WAGQ, WLAC, WTLB.
8. **YOU NEVER DONE IT LIKE THAT — CAPTAIN & TENNILLE — A&M**
WFIL, WHHY, Y100, KGW, KSTP, WAYS, WLAC, WTRY, WAIR, WDBQ, WJDX, KRIB, KRSP.
9. **LONDON TOWN — WINGS — CAPITOL**
WKBW, BJ105, KRBE, WBZF, B100, WLOF, WMFT, KX-104, Z96, WSTV, WPRO, WBEC.
10. **COME TOGETHER — AEROSMITH — COLUMBIA**
KNUS, 96X, KLEO, WAPE, BJ105, KEEL, KPAM, WAIR, Z96, WDBQ, KRIB, WLOF.
11. **LOVE IS IN THE AIR — JOHN PAUL YOUNG — SCOTTI BROS./ATLANTIC**
KERN, KIMN, KGW, Z93, WAPE, KBEQ, WBBQ, WSGA, KRIB, KINT, V97, WIRL.
12. **IT'S A LAUGH — DARYL HALL & JOHN OATES — RCA**
KDWB, KSTP, WBBQ, WKXX, KPAM, WAUG, WFOM, WBLI, KELI, WINW.
13. **TOOK THE LAST TRAIN — DAVID GATES — ELEKTRA**
WZUU, WAYS, WHHY, WISM, WCAO, KRIB, WJON, WLAC, WAIR, WTLB.
14. **ALL I SEE IS YOUR FACE — DAN HILL — 20th CENTURY**
KEEL, BJ105, KNUS, KAKC, WDBQ, WEBC, KRIB, WIFE, KKLS, WFOM.
15. **OH! DARLING — ROBIN GIBB — RSO**
KIMN, KLIF, KLEO, WCOL, WNOE, WIFEW, KROY, KINT, WLAC, WRFC.

RADIO ACTIVE SINGLES

1. **REMINISCING — LITTLE RIVER BAND — HARVEST**
WCAO 19-13, Q94 11-7, WNDE 27-21, WISM 16-9, KPAM 18-12, WBBF 19-15, WKXX 7-4, WHHY 10-6, KEEL 22-16, WSGQ 19-16, KJRB 10-6, WLEE 17-14, KJR 13-9, WBBQ 16-12, WAYS 16-13, 13Q 19-15, KNDE 23-19, KCPX 21-17, KTAC 25-21, WTI 24-13, KXOK 24-17, KRBE 25-22, KTLK 24-21, KSTP 10-8, BJ105 26-21, KBEQ 14-11, KRTH 19-10, WAPE 20-16, KDWB 11-8, WDRQ 19-16, WQXI 25-21, Z93 28-25, WPGC 20-15, KLEO Ex-26, KSLQ 24-18, WNOE 17-14, KLIF 15-11, KCBQ 30-27, KGW 13-6, WKBW 19-12, 96X 22-18, WING 16-7, WKLO Ex-30, WZZP 18-13, KAKC 18-13, KNUS 21-13, WZUU Ex-22, WPEZ 21-17, WSM 15-8, KILT 32-24, KERN 11-7, WPRO 14-7, KIMN 19-10, KRTH 19-10, KFRC 25-21, 99X Ex-27, WHBQ Ex-26.
2. **KISS YOU ALL OVER — EXILE — WARNER/CURB**
WCAO 6-3, Q94 8-4, WKY 11-5, WNDE 11-9, K109 6-3, WNCI 21-8, WSGQ 8-6, KJRB 9-7, WLEE 10-6, Q102 16-9, B100 14-11, KJR 9-6, WBBQ 10-7, WAYS 8-4, WGCL Ex-28, WCOL 29-24, 13Q 16-11, WMET 15-6, KNDE 14-11, KTAC 14-10, KXOK 17-8, KTLK 15-6, KSTP 17-10, BJ105 9-6, KCBQ 13-3, KRTH 15-9, WAPE 18-12, KDWB 9-5, WFIL 17-12, WPGC 10-3, KLEO 24-10, KSLQ 12-5, KGIF 4-2, KCBQ 23-16, KGW 17-10, WIFL 10-8, WKBW 18-14, Y100 11-7, WKLO 3-1, KYA 16-10, KIIS 14-9, KNUS 20-11, WZUU 4-1, CKLW 27-18, WPEZ 10-6, WHBQ 19-9, 99X 21-16, WRKO 18-12, KHJ 17-11, KERN Ex-26, KIMN 18-14, KRTH 15-9, KFRC 14-8.
3. **DON'T LOOK BACK — BOSTON — EPIC**
WSGN 29-26, WCAO 23-18, Q94 24-20, WKY Ex-19, WNDE 29-19, WISN 24-17, KPAM 22-17, WBBF 20-67, WKXX 21-18, WHHY Ex-25, KEEL 32-25, WSGA 26-21, WLEE Ex-22, B100 30-15, KSR Ex-25, WBBQ 27-22, WAYS 26-23, WCOL 30-17, WMET 22-19, KNDE 27-21, KCPX 11-6, KTAC Ex-28, WTI 25-12, KXOK 33-16, BJ105 30-15, KBEQ 22-17, KRTH 26-18, WAPE 25-19, WDKC Ex-30, WQXI 28-22, Z93 20-17, WPGC 22-7, KLEO Ex-30, KSLQ 25-21, WNOE 16-13, KCBQ 22-15, WKBW 22-18, 96X 32-27, WING 17-11, WZZP Ex-27, KING 23-19, KYA 23-15, KIIS 17-14, WZUU 16-9, WPEZ 33-22, WHBQ 25-21, 99X Ex-25, KILT 40-28, KERN 24-19, WPRO 24-21, KIMN 27-23, KFRC 30-25, WRKO 25-22.
4. **HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
WCAO 29-25, WKY 20-13, WOW 18-14, WNDE 15-11, K109 23-19, WBBF 23-18, WKXX 17-8, WHHY 12-4, WNCI Ex-14, WSGA 21-14, KJRB 19-16, WLEE 19-13, KJR Ex-21, WBBQ 11-9, WAYS Ex-21, WGCL 11-5, WCOL 20-8, KNDE 21-17, KCPX 23-19, KTAC 27-23, KRBE 11-6, KCBQ 27-24, WAPE 19-15, KDWB 15-12, Z93 29-26, WPGC 28-21, WDRQ 12-7, KSLQ 18-15, KLIF 17-13, KCBQ 31-28, WKBW 12-8, WING 19-14, WKLO 25-21, WZZP 7-5, KNUS 22-16, WZUU 12-5, CKLW 17-13, WPEZ 17-14, WHBQ Ex-28, 99X 25-20, WRKO 22-15, KFRC 28-24, KIMN, 26-21, WPRO 21-14, KILT 12-8.
5. **WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
WSGN 24-18, Q94 20-15, WOW Ex-20, WISM 20-16, KPAM 24-17, WBBF 28-24, WKXX 9-5, WHHY 15-10, KEEL 33-23, WSGA 26-21, KJRB 24-20, WLEE Ex-27, WBBQ 22-19, WAYS 23-19, KNOE 29-25, KCPX 29-20, KTAC Ex-29, WTI Ex-35, BJ105 40-33, KBEQ 21-16, KRTH 21-14, WAPE Ex-26, KDWB 24-20, WDRQ 30-27, WQXI 14-9, Z93 12-4, WPGC 23-20, WDRQ 22-15, KLIF 24-15, KCBQ 25-18, 96X 28-24, WKLO 22-13, WZZP 32-21, KING Ex-23, KIIS 8-7, KNUS 26-19, WZUU 18-13, CKLW Ex-25, WPEZ 28-23, WSM 19-13, 99X Ex-30, WRKO Ex-30, WPRO Ex-29, KILT 18-13.

SECONDARY RADIO ACTIVE

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

1. **KISS YOU ALL OVER — EXILE — WARNER/CURB**
WRFC 11-7, WKIX 25-22, WINW 16-11, KRKE 6-2, WTLB 8-4, WAIR 8-3, WIRL 25-17, WPRO 10-6, WLAC 23-12, KX104 13-5, KAAV 21-15, KFMD 8-3, WOKY 6-3, WCUE 13-7, Z96 10-4, WDBQ 18-15, KAFY 20-9, WERC 5-2, V97 11-1, WEBC 4-1, KINT 23-16, KYNO 21-18, KROY 12-9, WJDX 5-3, WJON 25-17, WGUY 10-6, KYTE 11-6, WBLI 12-10, WMFJ 3-1, WIFE 17-11, KKLS 9-5, KRSP 4-1, KREM 7-4, WDHQ 6-2, WAVZ 3-1, WFLB 17-7, WLOF 11-8.
2. **WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
WBEC 25-21, WRFC 25-19, WANS 19-14, WKIX 18-14, WINW Ex-33, KRKE 23-17, WTRY Ex-26, WAIR 28-19, WPRO 29-16, WLAC 30-22, KX104 23-20, KAAV Ex-19, KFMD Ex-22, Z96 Ex-30, WSPT 17-9, WERC 32-26, WAGQ 16-10, WEBC 13-10, KELI 19-16, KROY Ex-25, WJDX 23-16, WJON 22-18, KYTE 24-20, WBLI 28-23, WMFJ 33-25, WIFE Ex-25, KKLS 25-21, KRSP 16-11, KREM 21-18, KSLY 11-4, WDHQ 11-9, WAVZ 26-22, WFOM 18-15, WFLB 23-19.
3. **REMINISCING — LITTLE RIVER BAND — HARVEST**
WRFC 23-17, WINW 35-25, KRKE 13-10, WTLB 17-13, WTRY 20-16, WAIR 22-18, WPRO 17-13, WLAC 29-21, KX104 16-12, KFYR 11-7, KFMD 21-10, Z96 16-13, WDBQ 30-26, WSPT 8-3, KAFY 10-8, WERC 18-10, V97 15-10, KELI 17-13, KROY 24-19, WJON 14-11, WGUY 13-8, KYTE 20-17, WMFJ 5-2, KKLS 15-12, KRSP 12-7, KREM 8-1, WDHQ 25-20, WAVZ 5-3, WFOM 13-9, WLOF 24-13, WAUG 10-8, KSLY 5-1.
4. **HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
WBEC 15-12, WRFC 28-21, WANS 21-6, WKIX Ex-32, WSTU 15-10, KRKE 17-12, WTLB 20-14, WTRY 28-20, WAIR 29-23, WIRL 26-20, WLAC 18-15, KFYR 4-2, KFMD 16-8, WOKY Ex-20, WCUE 4-2, Z96 22-16, WOBQ Ex-28, WSPT 10-4, WERC 20-14, V97 38-27, KINT Ex-30, KYNO 26-16, KROY 13-10, WJDX 24-20, KYTE 19-16, WMFS 22-19, WIFE 11-5, KKLS Ex-25, KRSP 23-19, WDHQ 28-23, WAUG 10-6, WFOM 19-14.
5. **DON'T LOOK BACK — BOSTON — EPIC**
WRFC Ex-30, WANS 23-20, WKIX 28-25, WSTU 45-27, WINW 28-24, WTLB 21-16, WTRY 24-17, WAIR 25-11, WIRL 21-13, WLAC 34-24, KX104 24-21, KAAV Ex-17, KFMD Ex-23, WOKY 30-19, Z96 24-18, WERC Ex-31, V97 26-23, WAGQ 29-23, WEBC 21-18, KINT 20-12, KROY 20-16, WGUY 21-17, WBLI 26-22, WMFJ 24-14, WIFE 27-23, KKLS 23-19, KRSP 19-13, KREM 22-19, WDHQ 9-5, WAVZ 15-7, WFOM 23-16, WLOF 38-2.
6. **YOU NEEDED ME — ANNE MURRAY — CAPITOL**
WANS 7-5, WSTU 17-14, KRKE 22-19, WTLB 16-12, WTRY Ex-28, WAIR 17-13, WPR? 19-15, WLAC 26-20, KY104 29-26, KFYR 17-13, KFMD 14-9, WCUE 28-25, Z96 Ex-28, KAFY Ex-7, WERC 13-9, WAGQ 26-19, WEBC 28-13, KROY Ex-29, WGUY 28-24, KRIB 16-6, KREM 19-13, KSLY Ex-32, WLOF 33-27, WAVG 26-23.
7. **HOLLYWOOD NIGHTS — BOB SEGER — CAPITOL**
WANS 26-23, WKIX Ex-29, WINW Ex-26, WTLB 26-22, WLAC 39-33, KX104 30-27, WOKY 28-25, Z96 30-20, WSPT 24-18, WERC 24-18, V97 40-32, WAGQ 27-21, WEBC 27-24, KROY Ex-23, WGUY 25-21, WBLI Ex-29, WMFJ 29-20, WIFE Ex-30, KSLY 15-7, WDHQ 22-16, WFOM 21-17, WLOF 30-12.

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	10	2	Who Are You	The Who	MCA	20*	Various
2	1	13	Some Girls	The Rolling Stones	Rolling Stones	2	Miss You, Respectable, Beast, Whip, Shattered
3	2	2	Don't Look Back	Boston	Epic	5*	Man I'll Never Be, Satisfied, Title
4	3	11	Double Vision	Foreigner	Atlantic	3	Hot Blooded, Title, Blue Day, Children
5	4	16	Stranger In Town	Bob Seger	Capitol	9	Still The Same, Hollywood, Number, Final Scene
6	5	13	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	22	Prove It, Promised Land, Factory, Badlands
7	7	8	Nightwatch	Kenny Loggins	Columbia	16*	"Friend," Easy Driver, Angelique, Title
8	8	13	Worlds Away	Pablo Cruise	A&M	7	Love Will Find A Way, Rio, Runnin'
9	6	16	But Seriously Folks . . .	Joe Walsh	Asylum	11	Life's Been Good, Second Hand Store
10	11	13	The Cars	The Cars	Elektra	26*	Just What I Needed, You're All I've Got, Bye Bye Love
11	14	3	Caravan To Midnight	Robin Trower	Chrysalis	58*	My Love, For You, Title
12	9	11	Octave	The Moody Blues	London	24	Slide Zone, Driftwood, Had To Fall, Day We Meet
13	13	11	Pyramid	Alan Parsons	Arista	23	What Goes Up . . . Eagle, Pyramania, Can't Take It
14	12	12	David Gilmour	David Gilmour	Columbia	55	No Way Out, Short And Sweet, Breathe, Raise My Rent
15	16	10	Street Legal	Bob Dylan	Columbia	30	New Pony, Stop Crying, Senor
16	17	3	Life Beyond L.A.	Ambrosia	WB	78*	How Much I Feel
17	20	12	Sleeper Catcher	LRB	Harvest	39*	Shut Down, Light, Paradise, Reminiscing
18	15	6	Sgt. Pepper's . . .	Various	RSO	4	Come Together, Into My Life, Oh! Darling
19	—	—	Twln Sons . . .	Fogelberg/Welsberg	Epic	97*	Various
20	18	16	Heaven Tonight	Cheap Trick	Epic	43	Surrender, High Roller, Radio, Title, Top Of World
21	22	16	You're Gonna Get It	Tom Petty	Shelter	72	Hurt, Magnolia, Need To Know, Title, Heart
22	—	—	Next Of Kihn	Greg Kihn Band	Beserkley	149*	Various
23	30	6	Obsession	UFO	Chrysalis	44	You Can Rock Me, Cherry
24	—	6	White, Hot & Blue	Johnny Winter	Blue Sky	191	Various
25	29	4	More Songs About Buildings	Talking Heads	Sire	101	Good Thing, Found A Job, Artists, River
26	26	9	See Forever Eyes	Prism	Ariola	93	Flyin', Nickels And Dimes, Title
27	21	3	Shots From A Cold . . .	Moon Martin	Capitol	—	Dallas, Cadillac, Hands, Pretender
28	23	16	Misfits	The Kinks	Arista	59	Fantasy, Hay Fever, Wardrobe, Title
29	19	20	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	141	Out Of Control, Wolf, Friends, Children, Fade Away
30	24	2	Cosmic Messenger	Jean-Luc Ponty	Atlantic	94*	Various

FM Station Reports — New ADDS/Hot Rotation

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Wendy Waldman, Fogelberg/Weisberg, Stephen Bishop, Lynyrd Skynyrd, Hall & Oates, Joachim Kuhn, Van Morrison (45), Beach Boys (45)

HOTS: Prism, Boston, Bruce Springsteen, Rolling Stones

WAAL-FM — BINGHAMTON — FRED HORTON

ADDS: Dyan Diamond, Steve Gibbons, Talking Heads, Beach Boys (45), Styx (45), Simon/Taylor (45), Clout (45)

HOTS: Boston, Who, Rolling Stones, Pablo Cruise, Foreigner, Kenny Loggins, "Sgt. Pepper", Bob Dylan

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: David Coverdale, Dirty Angels, Kingfish, Heron/Jackson, Lynyrd Skynyrd, Stephen Stills (45), Brides Of Funkenstein (45)

HOTS: Who, Talking Heads, Cars, Rolling Stones, Bob Seger, Boston, Moon Martin, Steve Gibbons, Joe Cocker, Tom Petty

WGRQ-FM — BUFFALO — JOHN VELCHOFF

ADDS: Lynyrd Skynyrd, Styx (45), Van Morrison (45)

HOTS: Boston, Foreigner, Meat Loaf, Who, Rolling Stones, Kenny Loggins, "Grease", "Animal House", Bob Seger, Cars, Joe Walsh, Commodores, "Sgt. Pepper", Exile, Bruce Springsteen, Chris Rea, Little River Band, Walter Egan

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Joe Cocker, Fogelberg/Weisberg, "Spitballs", Steve Hillage, Starcastle, Steve Kahn, Dan Hill, Coryell/Catherine, Rodney Crowell, Janis Ian, Willie Alexander, Lynyrd Skynyrd, Van Morrison (45), Styx (45), Euclid Beach Band (45)

HOTS: Boyzz, Bruce Springsteen, Cars, Johnny Winter, Mink DeVille, David Gilmour, Moon Martin, Ko Ko Taylor, John Lee Hooker, Bob Seger, Asleep At The Wheel, Bob Dylan, Who, Heron/Jackson, Jean-Luc Ponty, New Deal Rhythm Band, Talking Heads, Greg Kihn, Nighthawks, Jerry Jeff Walker

WKQX-FM — CHICAGO — BOB KING

ADDS: Styx (45), Beach Boys (45)

HOTS: Bob Seger, Rolling Stones, Foreigner, Who, Moody Blues, Boston, Alan Parsons, Bruce Springsteen, Joe Walsh, Cheap Trick, Kinks, UFO, Robin Trower, Kenny Loggins, David Gilmour, Walter Egan (45), Eddie Money (45), Linda Ronstadt (45)

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Fogelberg/Weisberg, Boyzz, Kingfish, Leon Redbone, Synergy, Who, Hall & Oates, Beach Boys (45), Van Morrison (45)

HOTS: Who, Rolling Stones, Joe Walsh, Jean-Luc Ponty, Bruce Springsteen, UFO, David Gilmour, Foreigner, Pat Metheny, Cheap Trick, Kenny Loggins, Bob Seger, Peter Gabriel, Robin Trower, Bob Dylan, Johnny Winter, Tom Robinson, Todd Rundgren, Charlie, Genesis

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Talking Heads, Kingfish, Joe Cocker, Lynyrd Skynyrd, Ozark Mtn. Daredevils, Styx (45)

HOTS: Bruce Springsteen, Rolling Stones, Bob Seger, Joe Walsh, Michael Stanley

WLWQ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Lynyrd Skynyrd, Player, Styx (45)

HOTS: Pablo Cruise, Foreigner, Joe Walsh, Rolling Stones, Todd Rundgren, Boston, Who, "Sgt. Pepper", Billy Joel, Bob Seger, Bruce Springsteen, Alan Parsons, Fogelberg/Weisberg, Journey, Cars, Ambrosia, David Gilmour, Chris Rea, Walter Egan

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Lynyrd Skynyrd, Fogelberg/Weisberg, Jean-Luc Ponty, Michael Nesmith, Joe Cocker, Kingfish

HOTS: Boston, Who, Foreigner, Rolling Stones, Kenny Loggins, Little River Band, Ambrosia, Bruce Springsteen, Robin Trower, Bros. Johnson, Bob Seger, Bob Dylan, Pablo Cruise, Moody Blues, Teddy Pendergrass

KTXQ-FM — DALLAS — TIM SPENCER

ADDS: Ozark Mtn. Daredevils, Lynyrd Skynyrd, Stephen Bishop, City Boy, Styx (45), Zwo! (45)

HOTS: Foreigner, "Sgt. Pepper", Kenny Loggins, Boston, Bob Seger, Who, Moody Blues, Joe Walsh, David Gilmour, Cars, Prism, Pablo Cruise, Bros. Johnson, Trooper, UFO, Ambrosia, Fogelberg/Weisberg, Robin Trower

KAZY-FM — DENVER — GREG GILLISPIE

ADDS: Lynyrd Skynyrd, Styx (45)

HOTS: Who, Boston, Foreigner, Rolling Stones, Joe Walsh, Pablo Cruise, Bob Seger, Kenny Loggins, "Sgt. Pepper", Bruce Springsteen, Beatles (Sgt. Pepper)

KBPI-FM — DENVER — JOHN BRODEY

ADDS: Lynyrd Skynyrd

HOTS: Foreigner, Rolling Stones, Boston, Who, Pablo Cruise, Bob Seger, Kenny Loggins, Joe Walsh, Exile, Little River Band

KFML-AM — DENVER — RANDY SUTTON

ADDS: Jean-Luc Ponty, Joe Cocker, Player, Bill Chinnock, Stephen Bishop, Lori Lieberman, Lynyrd Skynyrd, Kate Bush, Savoy Brown, Styx (45)

HOTS: Boston, Rolling Stones, Who, Foreigner, Kenny Loggins, Pablo Cruise, Bob Seger, Alan Parsons, Crusaders, Bros. Johnson, Moody Blues, Fogelberg/Weisberg, Exile, Ambrosia, Lee Ritenour

WBX-FM — DETROIT — JOE KRAUSE

ADDS: Lynyrd Skynyrd, David Coverdale, Player, 1994, Van Morrison (45), Styx (45)

HOTS: Rolling Stones, Boston, Foreigner, Pablo Cruise, Joe Walsh, Who

WLAV-FM — GRAND RAPIDS — DOC DONOVAN

ADDS: Fogelberg/Weisberg, Starcastle, Michael Johnson, Faith Band, Tim Curry, 1994, Lynyrd Skynyrd

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

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Robin Trower, Fogelberg/Weisberg, Van Morrison (45)

HOTS: Rolling Stones, Foreigner, Bob Seger, Boston, Bruce Springsteen, Moody Blues, Alan Parsons, Who, Ambrosia, Cars

KL0L-FM — HOUSTON — SANDY MATHIS

ADDS: Fogelberg/Weisberg, Lee Oskar, Lynyrd Skynyrd, Michael Nesmith

HOTS: Who, Jay Boy Adams, Robin Trower, Van Morrison (45), Greg Kihn, Kenny Loggins, Boston, Fogelberg/Weisberg, Chris Rea, Moody Blues, Joe Walsh

KWKI-FM — KANSAS CITY — JOHN FREDRICK

ADDS: Hall & Oates, Lynyrd Skynyrd, Steve Gibbons, Van Morrison (45), Styx (45)

HOTS: Cheap Trick, Moody Blues, Cars, Little River Band, Boston, Styx (45), Who

KKTX-FM — KILGORE — JIM HODO

ADDS: Lynyrd Skynyrd, Player, Hall & Oates, Dan Hill, Fogelberg/Weisberg, Joe Cocker, Van Morrison (45)

HOTS: Foreigner, Rolling Stones, Boston, Bruce Springsteen, Kenny Loggins, "Sgt. Pepper", Bob Dylan, Ambrosia, Prism, Moody Blues, Little River Band, Greg Kihn, Chilliwack, Moon Martin, Meat Loaf, UFO, Robin Trower, Who, David Gilmour, Pablo Cruise, Bob Seger, Joe Walsh, Alan Parsons

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Moon Martin, 1994, Lynyrd Skynyrd, Heron/Jackson, Michael Nesmith

HOTS: Cars, Boston, Foreigner, Who, Pablo Cruise, Johnny Winter, John Prine, Kenny Loggins, Little River Band, Dirt Band, David Gilmour, Bob Dylan, Jesse Winchester, Tom Robinson, Russ Ballard, Ambrosia, Jerry Jeff Walker, Moody Blues, Dave Mason, Walter Egan

KNAC-FM — LONG BEACH — PAUL FUHR

ADDS: Lynyrd Skynyrd, Starcastle, Chris Rea, Joe Cocker, City Boy, Moon Martin, Fogelberg/Weisberg, Steve Harley, Steve Gibbons, Van Morrison (45)

HOTS: Who, Boston, Robin Trower, Tom Petty, Cars, Bob Seger, Rolling Stones, Bruce Springsteen, Cheap Trick, Jefferson Starship

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Stephen Bishop, Lynyrd Skynyrd, Dan Hill, Pierce Arrow, Kingfish, Janis Ian, Starcastle, Styx (45)

HOTS: Who, Fogelberg/Weisberg, Boston, Rolling Stones, Meat Loaf, Hall & Oates, Journey, Bob Seger, Cars, Eddie Money, Kinks, Foreigner, Genesis, Bruce Springsteen, Ambrosia, Kenny Loggins, Genya Ravan, Exile, Pablo Cruise, Joe Cocker

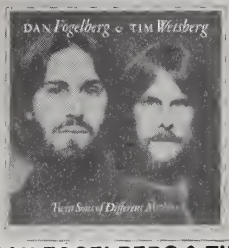
MOST ADDED FM LPs

#1 Most Added



LYNYRD SKYNYRD
Lynyrd Skynyrd's First And...
Last
MCA

#2 Most Added



DAN FOGELBERG & TIM WEISBERG
Twin Sons Of Different Mothers
Epic

#3 Most Added



STEPHEN BISHOP
Bish
ABC

#4 Most Added



PLAYER
Danger Zone
RSO

#5 Most Added



JOE COCKER
Luxury You Can Afford
Asylum

#6 Most Added



DARYL HALL & JOHN OATES
Along The Red Ledge
RCA

#1 Most Added

LYNYRD SKYNYRD — *Lynyrd Skynyrd's First And... Last* — MCA

ADDED THIS WEEK — WQXM, WBAB, KNAC, WMMS, WLAV, KEZY, WYSP, KSJO, WGRQ, WAAF, WOUR, KTXQ, WABX, KMEL, KWST, WJBL, WJKL, KKTX, WMMR, WLIR, KLOL, WBCN, C-101, KBPI, KFML, WHFS, KAZY

HISTORY TO DATE — None

#2 Most Added

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

ADDED THIS WEEK — WCCC, WQXM, KNAC, KADI, WLAV, WRNW, KEZY, KSJO, WAAF, KINK, WIOQ, WJKL, KKTX, KNX, C-101, WXRT, WHFS, KLOL

HISTORY TO DATE — WNOR, WLVO, WGRQ, WYFE, WYSP, KBPI, KZAM, KADI, KWKI, WBAB, KAZY, WLIR, KFML

#3 Most Added

STEPHEN BISHOP — *Bish* — ABC

ADDED THIS WEEK — WBAB, WRNW, WYSP, KTXQ, KMEL, KWST, KNX, WLIR, KZAM, KFML, WHFS, KINK

HISTORY TO DATE — None

#4 Most Added

PLAYER — *Danger Zone* — RSO

ADDED THIS WEEK — KADI, WAAF, WABX, KMEL, KWST, WLVO, KKTX, KNX, WLIR, KFML

HISTORY TO DATE — WNOR, WIOQ, WYFE, WYSP, WLAV, KSJO, KLOL, KADI, WAAL, KEZY, WBAB, KGGO

#5 Most Added

JOE COCKER — *Luxury You Can Afford* — Asylum

ADDED THIS WEEK — KNAC, WMMS, WRNW, WYSP, WJKL, KKTX, C-101, KFML, KZAM

HISTORY TO DATE — KSHE, KSJO, KLOL, KADI, KEZY, WBAB, KNX, WXRT, KOME, KREM, KWST, WABX, KMEL, KMET, KZAM, WNEW, WIOQ, WHFS, WBCN, WMMR, WLIR, WYDD

#6 Most Added

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

ADDED THIS WEEK — KEZY, KINK, KWKI, KKTX, WYFE, KNX, KREM, WXRT

HISTORY TO DATE — WJKL, WLVO, KMEL, KSHE, WABX, KWST, WIOQ, WYSP, WLAV, KRST, KLOL, KZAM, WAAL, WCCC, C-101, WMMS, WLIR, WBCN, KZAM, KFML, WBAB

#7 Most Added

DAN HILL — *Frozen In The Night* — 20th Century-Fox

ADDED THIS WEEK — WBAB, WRNW, WIOQ, WJKL, KKTX, KNX, KZAM, KINK

HISTORY TO DATE — None

#8 Most Added

KINGFISH — *Trident* — Jet

ADDED THIS WEEK — WBAB, WMMS, WOUR, WBCN, C-101, WXRT, KZAM

HISTORY TO DATE — WIOQ, KSJO, KLOL, KZAM, WCCC, KOME, WLIR, KKTX, WHFS

#9 Most Added

STARCASTLE — *Real To Reel* — Epic

ADDED THIS WEEK — WBAB, KNAC, KADI, WLAV, KSHE, WIOQ, WJKL

HISTORY TO DATE — WYFE

#10 Most Added

JEAN-LUC PONTY — *Cosmic Messenger* — Atlantic

ADDED THIS WEEK — WOUR, KREM, C-101, KOME, KFML

HISTORY TO DATE — WABX, KSJO, KRST, KADI, WLIR, KKTX, WAAF, KSHE, WNOR, WJKL, WYFE, KZAM, WLAV, WNEW, WIOQ, KZAM, WXRT, WBCN

#11 Most Added

MICHAEL NESMITH — *Live At The Palms* — Pacific Arts

ADDED THIS WEEK — WOUR, WBLM, WYFE, KLOL, C-101

HISTORY TO DATE — WHFS, WJKL, KRST, KZAM

#12 Most Added

JANIS IAN — *Janis Ian* — Columbia

ADDED THIS WEEK — WBAB, WRNW, WIOQ, WJKL, WLIR

HISTORY TO DATE — KZAM

FM Station Reports — New ADDS/Hot Rotation

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

ADDS: Janis Ian, Papa John Creach, Stephen Bishop, Player, Pierce Arrow, Lynyrd Skynyrd
HOTS: Who, Tarney/Spencer, Cars, Bruce Springsteen, Fandango, Rolling Stones, Boston, Fogelberg/Weisberg, Hall & Oates, Moon Martin, Jefferson Starship, Alessi, Eddie Money, Dirty Angels, Peter Gabriel, Motors, David Bromberg, Johnny Winter, Nick Lowe, Kingfish

KNX-FM — LOS ANGELES — MICHAEL SHEEHY

ADDS: Dan Hill, Player, Stephen Bishop, Fogelberg/Weisberg, Hall & Oates, Player (45), Wings (45), Ambrosia (45), Stephen Bishop (45)
HOTS: Kenny Loggins, Laura Allan, Leo Sayer, Little River Band, Larry Carlton, Chris Rea, Alan Parson, Colin Blunstone, Jackie DeShannon, Joe Cocker, Who, Spinners

KWST-FM — LOS ANGELES — BOB GOWA

ADDS: Lynyrd Skynyrd, Player, Stephen Bishop, Exile (45)
HOTS: Boston, Rolling Stones, Foreigner, Cars, Who, Kenny Loggins, Bob Seger, Joe Walsh, Pablo Cruise, "Sgt. Pepper", Bob Dylan, Tom Petty, Alan Parsons, Robin Trower

WRNO-FM — NEW ORLEANS — SAM ROBERTS

ADDS: Boston, Who
HOTS: Rolling Stones, Gerry Rafferty, Dave Mason, ARS, Foreigner, Climax Blues Band, Joe Walsh, Little River Band, Moody Blues

WMMR-FM — PHILADELPHIA — JEFF POLLACK

ADDS: Lynyrd Skynyrd, Van Morrison (45)
HOTS: Rolling Stones, Who, Bruce Springsteen, Bob Seger

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Lynyrd Skynyrd, Fogelberg/Weisberg, Starcastle, Janis Ian, Dan Hill, Synergy
HOTS: Who, Boston, Rolling Stones, Cars, Foreigner, Kinks, Bruce Springsteen, Talking Heads, Moon Martin, City Boy, Gerry Rafferty, Todd Rundgren, Cheap Trick, Robin Trower, Hall & Oates, David Gilmour, REO Speedwagon, Aerial, Tom Petty, Alan Parsons

WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON

ADDS: Exile, Joe Cocker, Steve Gibbons, Lynyrd Skynyrd, Stephen Bishop, Walter Egan
HOTS: Alan Parsons, Bob Seger, Pablo Cruise, Boston, Bruce Springsteen, Who

KINK-FM — PORTLAND — LESLIE SARNOFF

ADDS: Jeff Lorber Fusion, Joe Farrell, Dan Hill, Stephen Bishop, Fogelberg/Weisberg, Hall & Oates, Leon Redbone
HOTS: Dan Hill, Bob Dylan, Little River Band, Alan Parsons, Moody Blues, Kenny Loggins, Stephen Bishop, Crusaders, Jesse Winchester, Livingston Taylor, Leo Sayer, Fogelberg/Weisberg, "War Of The Worlds", Ambrosia, Jean-Luc Ponty

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Boyzz, Hall & Oates, Michael Nesmith, Jorge Santana
HOTS: Bob Seger, Foreigner, Moody Blues, Pablo Cruise, Boston, Rolling Stones, Joe Walsh, Bob Dylan, Who, Alan Parsons, David Gilmour, Eddie Money, Fogelberg/Weisberg, Robin Trower, Kenny Loggins

KADI-FM — ST. LOUIS — PETER PARISI

ADDS: Player, Greg Kihn, Fogelberg/Weisberg, Starcastle, Moon Martin, Van Morrison (45), Styx (45)
HOTS: Bob Seger, Joe Walsh, Robin Trower, Who, Foreigner, Boston, Michael Stanley, "Sgt. Pepper" Prism

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: David Coverdale, 1994, Boyzz, Starcastle, Van Morrison (45)
HOTS: Robin Trower, Boston, Genya Ravan, Who, Rolling Stones, Foreigner, Trooper, Bob Seger, David Gilmour, Johnny Winter, Michael Stanley, Sammy Hagar, Chilliwick, UFO, Trickster, Tom Petty

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Player, Bros. Johnson, Lynyrd Skynyrd, Stephen Bishop, Exile (45), Eric Carmen (45)
HOTS: Rolling Stones, Boston, Who, Genya Ravan, Foreigner, Cars, Joe Walsh, Greg Kihn, Kenny Loggins, Pablo Cruise, Moody Blues, Robin Trower, "Sgt. Pepper"

KSAN-FM — SAN FRANCISCO — KATE INGRAM

ADDS: Plastic Bertrand, Norton Buffalo, Joe Cocker, Rodney Crowell, Willie Alexander, Stephen Stills (45)
HOTS: Blondie, Cars, Cheap Trick, Dyan Diamond, Peter Gabriel, Greg Kihn, Kinks, Motors, Tom Petty, Genya Ravan, Rolling Stones, Bob Seger, Bruce Springsteen, Talking Heads, Robin Trower, Who, Van Morrison (45)

KOME-FM — SAN JOSE — DANA JANG

ADDS: Jean-Luc Ponty, Ozark Mtn. Daredevils, Blondie, Mose Jones, Cockrell & Santos
HOTS: Boston, Rolling Stones, Foreigner, Who, Cars, Bruce Springsteen, Joe Walsh, Bob Seger, Pablo Cruise, Sammy Hagar, Cheap Trick, Bob Dylan, Moody Blues, Alan Parsons, David Gilmour

KSJO-FM — SAN JOSE — PAUL WELLS

ADDS: David Coverdale, Willie Alexander, Plastic Bertrand, Fogelberg/Weisberg, Lynyrd Skynyrd, Styx (45), Police (45/imp), Devo (45/imp), Zwo (45), Kraftwerk (45), Peter Gabriel (45)
HOTS: Tom Petty, AC/DC, Foreigner, Rolling Stones, Greg Kihn, Sammy Hagar, Robin Trower, UFO, David Gilmour, Bruce Springsteen, Cars, Cheap Trick, Boston, Who, Talking Heads, Johnny Winter, Savoy Brown, Michael Stanley

KZAM-FM — SEATTLE — JON KERTZER

ADDS: Kingfish, Lee Oskar, Jay Boy Adams, Gary Burr, Stephen Bishop, Dan Hill, Fuller/Kaz, Linda Cohen, Heron/Jackson, Alan Harris Band, Jones/Carter/Williams (imp/direct disc), Van Morrison (45)
HOTS: Ian Matthews (imp), Bruce Springsteen, Warren Zevon, Laura Allan, Rodney Crowell, John Prine, Janis Ian, Jesse Winchester, Laura Nyro, Pat Metheny, Gerry Rafferty, Who, Fogelberg/Weisberg, Livingston Taylor

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: Livingston Taylor, Hall & Oates, Jean-Luc Ponty, Krackers (45), Ozark Mtn. Daredevils, Leo Sayer, Larry Carlton, Sonny Fortune
HOTS: Boston, Robin Trower, Little River Band, Ambrosia, Rolling Stones, Pablo Cruise, Moody Blues, Kinks, Alan Parsons, Kenny Loggins, Who, Foreigner, Bruce Springsteen

WQXM-FM — TAMPA — NEAL MIRSKY

ADDS: Lynyrd Skynyrd, Fogelberg/Weisberg, Styx (45)
HOTS: Boston, Who, Rolling Stones, Foreigner, Alan Parsons, Kenny Loggins, Bob Seger, Walter Egan, Beatles (Sgt. Pepper)

WOUR-FM — UTICA — TOM STARR

ADDS: Lynyrd Skynyrd, Michael Nesmith, Pierce Arrow, Faith Band, Kingfish, Jean-Luc Ponty, Styx (45), Lindisfarne (45)
HOTS: Rolling Stones, Bruce Springsteen, Foreigner, Boston, Who, Pablo Cruise, Ambrosia, Prism, Tom Petty, Stonebalt

WHFS-FM — WASHINGTON — DAVE EINSTEIN

ADDS: Staples, Leon Redbone, Lynyrd Skynyrd, Stephen Bishop, Norton Buffalo, Rodney Crowell, Lee Oskar, Steve Kahn, Fogelberg/Weisberg, Coryell/Catherine, David Coverdale, Pierce Arrow
HOTS: Bruce Springsteen, Rolling Stones, Bob Dylan, Jesse Winchester, Who, Pat Metheny, Talking Heads, Steve Gibbons, John Prine, Joe Cocker, Johnny Winter, Greg Kihn, Danny Gatton, Robin Trower, Leo Kottke, Jean-Luc Ponty, Fagen/Becker, Kingfish, Michael Nesmith, Gato Barbieri

WRNW-FM — WESTCHESTER — DONNA LEMIZSKI

ADDS: Fogelberg/Weisberg, Stephen Bishop, Dan Hill, Janis Ian, Joe Cocker
HOTS: Bros. Johnson, Gerry Rafferty, Bob Dylan, Crusaders, Chris Rea

WAAF-FM — WORCESTER — LEE ARNOLD/JOHN DUNCAN

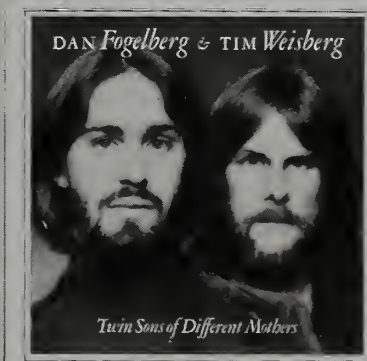
ADDS: Lynyrd Skynyrd, Fogelberg/Weisberg, Player, Greg Kihn, City Boy, Bill Chinnock
HOTS: Cars, Boston, Rolling Stones, Meat Loaf, Foreigner, Pablo Cruise, Bob Seger, Who, "Sgt. Pepper"

Twin Sons of Different Mothers

This album constitutes a collaboration, experimental in nature, between Tim and myself. It is an attempt for both of us to move outside our own recognizable boundaries and try new directions—new forms of music which we rarely get to explore on our own. It is a chance to stretch, an opportunity to grow, and a hell of a lot of fun.

—D. Fogelberg

Dan Fogelberg & Tim Weisberg



Debuts (97) on Pop LP Chart Debuts (19) on FM Rotation Chart (#2) Most added FM

*Dan Fogelberg's new album with Tim Weisberg. "Twin Sons of Different Mothers."
On Full Moon/Epic Records and Tapes.*



Posner, E/A Vice Chairman, Typifies Model Record Exec

(continued from page 7)

distribution, earning the respect of his peers and developing an instinctive sense of how to work a record.

"One of the main lessons I learned from Jac Holzman," says Posner, "is that no one gives you something, you have to go after it. That is what Elektra does best. This business is in many ways a big crap game. You cannot be afraid to take risks. When you believe in what you have, go for it."

Throughout its history, Posner says, the Elektra label has demonstrated an aggressive approach to growth and innovation. Beginning as a high-priced, specialty label for folk artists, Elektra has been in the vanguard of significant changes in the music industry.

In 1958, Elektra was one of the first companies to become involved in the experimental, technological breakthrough of stereo. In 1964, the development of Nonesuch Records paved the way for budget line classical records. Posner played a key role in developing the merchandising campaign and licensing of material from Europe which registered the following year as 50 percent of Elektra's volume. According to Posner, the Elektra/Nonesuch venture into classical budget records became a model which 22 companies emulated in the subsequent years.

'New Music'

1967 was a "transitional year" in which Elektra signed its first pop/rock act, Love. The back-up band for Love at an L.A. appearance was a little known group called The Doors. Sensing the "new music" offered by The Doors, Elektra signed the group and released the first album which sold two million units.

"The Doors was a major turning point in music," says Posner. "It was a time of change and you had to be on the street to really sense what was happening. Suddenly instead of orders of 2,000 records, distributors wanted 20,000. There was a panic to find production facilities."

Pioneering Developments

Elektra also pioneered other developments such as use of the Sherwood Press album cover which subsequently swept the industry at the 1968 NARM convention. In the same year, Elektra debuted a "Hootenanny Series" which reflected another burgeoning development in music — the marriage of folk, country and rock 'n' roll. To handle these and other developments, Elektra, under Posner's direction, attempted "unorthodox moves in distribution."

"There was a distributor in New York called 'New Deal' whose organization was a departure from then contemporary distribution patterns," says Posner. "Because we were handling volume our indie distributor in N.Y. could not financially manage, I went direct and sold to Korvettes and Sam Goody."

"I ended up with two distributors in one market which in some ways was the beginn-

(continued on page 41)



GAYNOR RECORDS 'SUBSTITUTE' — Polydor recording artist Gloria Gaynor recently teamed up with producer Freddie Perren to record their version of the single, "Substitute." Pictured (l-r) at Perren's Mom and Pop Studios in Studio City are: Perren; Barbara Bridges, Polydor's L.A. promotion manager; Gaynor; and Arthur von Blomberg of Polydor's west coast A&R department.

Young And Parton To Tour Together

LOS ANGELES — Neil Young embarks on a month-long major concert tour Sept. 18, with stops scheduled in New York's Madison Square Garden, San Francisco's Cow Palace and the Forum in Los Angeles.

Young will be backed by the Crazy Horse band and supported on several dates by Dolly Parton. Young's last concert appearance was a five-night stand in June at San Francisco's Boarding House.

Cities and dates for Young's tour are: Pine Knob Pavilion in Clarkston, Mich., Sept. 18-19; Capitol Center, Largo, Md., Sept. 21; Richfield Coliseum, Cleveland, Sept. 22; Spectrum, Philadelphia, Sept. 23; New Haven, Conn., Sept. 25; Madison Square Garden, New York City, Sept. 27-28; Nassau Coliseum, Sept. 29; and Maple Leaf Gardens, Toronto, Oct. 1.

Also Boston Gardens, Boston, Oct. 4; Rochester, N.Y., Oct. 5; Williamsburg, Va., Oct. 7; Charlottesville, Va., Oct. 8; Atlanta, Oct. 10; Nashville, Oct. 11; Lexington, Ky., Oct. 12; Chicago, Oct. 14; St. Paul, Minn., Oct. 15; Madison, Wisc., Oct. 16; Denver, Colo., Oct. 19; Cow Palace, San Francisco, Oct. 22; and the Inglewood Forum, Los Angeles, Oct. 23-24.

Young's new album, entitled "Comes A Time," is due for release from Warner Bros. Records in mid-September, to coincide with the tour.

Silverstein Single Set

LOS ANGELES — In support of the new Shel Silverstein single, "(They Won't Let You) Show It At The Beach" b/w "The Smoke-Off," Parachute Records has printed 1,000 promotional sleeves which colorfully articulate the lyrical sentiments of the two songs. "Show It At The Beach" deals with nudity, while "The Smoke-Off" concerns a dope-smoking contest.



WHO'S AT WXLO — The Who's Peter Townshend recently visited New York's WXLO. Pictured are (l-r): Ron Sisco, assistant to the program director, WXLO; Rick Bisceglia, music coordinator, WXLO; Townshend; and Charlie Steiner, news director, WXLO.

REGIONAL PROGRAMMING GUIDE

(continued from page 23)

Andy Gibb, 7 To 5 — Foreigner, Ex To 30 — Steely Dan, Ex To 29 — J.P. Young, Ex To 28 — Bob Seger. ADDS: Foreigner, Ambrosia

KIMN — DENVER — ED GREENE, MD

1-1 — Commodores. JUMPS: 27 To 23 — Boston, 26 To 21 — Nick Gilder, 23 To 19 — E,W&F, 22 To 18 — Olivia Newton-John, 18 To 14 — Exile, 17 To 12 — Chris Rea, 16 To 11 — E.C. King, 13 To 8 — ARS, 10 To 7 — Andy Gibb, 9 To 2 — Foreigner. ADDS: J.P. Young, Robin Gibb, Dirt Band, Beach Boys, Steely Dan

KRTH — LOS ANGELES — BOB HAMILTON, PD & MD — PICK: ALICIA BRIDGES

1-1 — Frankie Valli. JUMPS: 30 To 23 — Crystal Gayle, 29 To 22 — Capt. & Tennille, 28 To 21 — J.P. Young, 27 To 20 — Linda Ronstadt, 26 To 18 — Boston, 24 To 17 — Teddy Pendergrass, 23 To 19 — Steely Dan, 21 To 14 — Kenny Loggins, 19 To 10 — Little River Band, 18 To 13 — Robin Gibb, 15 To 9 — Exile, 14 To 8 — Olivia Newton-John, 11 To 4 — Foreigner, 10 To 7 — E.C. King, Ex To 26 — David Gates. ADDS: 30 — Foreigner, 29 — Rick James, 28 — Billy Joel, 27 — Who, 25 — Nick Gilder, 24 — Gerry Rafferty

KHJ — LOS ANGELES — STEVE COSAY, MD

1-1 — Frankie Valli. JUMPS: 30 To 26 — ARS, 22 To 19 — Steely Dan, 21 To 18 — Chris Rea, 20 To 12 — E.C. King, 17 To 11 — Exile, 9 To 3 — Taste Of Honey. ADDS: 23 — Walter Egan, 20 — Olivia Newton-John

KIIS — LOS ANGELES — SHERMAN COHEN, MD

2-1 — Foreigner. JUMPS: 17 To 14 — Boston, 14 To 9 — Exile, 8 To 7 — Kenny Loggins, 5 To 3 — Pablo Cruise. ADDS: 21 — Who, Rolling Stones, Foreigner, Steely Dan

KGW — PORTLAND — MIKE PHILLIPS, PD

1-1 — Frankie Valli. JUMPS: 24 To 21 — Gerry Rafferty, 23 To 20 — Le Roux, 22 To 19 — Karla Bonoff, 21 To 15 — Anne Murray, 14 To 8 — Kinks, 13 To 6 — Little River Band, 11 To 9 — Chris Rea, 6 To 4 — Jackson Browne, Ex To 25 — Stonebolt, Ex To 24 — Ambrosia, Ex To 22 — Dan Hill. ADDS: Crystal Gayle, J.P. Young, Capt. & Tennille

KPAM — PORTLAND — MICHAEL O'BRIEN, MD

2-1 — Olivia Newton-John. JUMPS: 30 To 26 — J.P. Young, 28 To 23 — Anne Murray, 24 To 17 — Kenny Loggins, 23 To 20 — Rick James, 22 To 19 — Boston, 21 To 18 — Teddy Pendergrass, 18 To 12 — Little River Band, 17 To 14 — Nick Gilder, 15 To 11 — E,W&F, 13 To 7 — Travolta/John, 12 To 6 — Taste Of Honey, 11 To 9 — Chris Rea, Ex To 30 — Gerry Rafferty, Ex To 29 — Bob Seger, Ex To 23 — Capt. & Tennille. ADDS: Aerosmith, Ambrosia, Hall & Oates, Linda Ronstadt, Who

KYTE — PORTLAND — MIKE DAVIS, MD

1-1 — Commodores. JUMPS: 24 To 20 — Kenny Loggins, 20 To 17 — Little River Band, 19 To 16 — Nick Gilder, 11 To 6 — Exile, 6 To 7 — Taste Of Honey, Ex To 23 — Teddy Pendergrass. ADDS: 21 — Rita Coolidge, Anne Murray, Steely Dan, Linda Ronstadt, Gerry Rafferty

KNDE — SACRAMENTO — JEFF HUNTER, PD & MD — PICK: JEFFERSON STARSHIP

1-1 — E.C. King. JUMPS: 29 To 25 — Kenny Loggins, 27 To 24 — Boston, 26 To 22 — Capt. & Tennille, 24 To 21 — Linda Ronstadt, 21 To 17 — Nick Gilder, 20 To 16 — Kinks, 18 To 15 — Travolta/John, 17 To 14 — Chris Rea, 15 To 6 — Andy Gibb, 14 To 11 — Exile, 12 To 10 — Rita Coolidge, 8 To 5 — E,W&F, 7 To 3 — Olivia Newton-John, 6 To 4 — Quincy Jones, Ex To 30 — Cars, Ex To 28 — Teddy Pendergrass, Ex To 28 — Gerry Rafferty. ADDS: Jefferson Starship, Stephen Bishop

KROY — SACRAMENTO — TERRY NELSON, PD

1-1 — Commodores. JUMPS: 26 To 20 — Rick James, 24 To 19 — Little River Band, 22 To 18 — Chris Rea, 20 To 16 — Boston, 13 To 10 — Nick Gilder, 12 To 9 — Exile, 11 To 7 — Taste Of Honey, 10 To 8 — Olivia Newton-John, 7 To 4 — Andy Gibb, Ex To 30 — J.P. Young, Ex To 29 — Anne Murray, Ex To 25 — Kenny Loggins, Ex To 24 — Meco, Ex To 23 — Bob Seger. ADDS: Dolly Parton, Robin Gibb

KCPX — SALT LAKE CITY — GARY WALDRON, MD

2-1 — Exile. JUMPS: 32 To 27 — Capt. & Tennille, 30 To 26 — J.P. Young, 28 To 23 — Gerry Rafferty, 27 To 24 — Steely Dan, 25 To 22 — Taste Of Honey, 24 To 21 — Kinks, 23 To 19 — Nick Gilder, 22 To 14 — Anne Murray, 21 To 17 — Little River Band, 19 To 16 — Robin Gibb, 15 To 11 — Chris Rea, 12 To 9 — Aerosmith, 11 To 6 — Boston, 10 To 8 — E,W&F, 8 To 5 — Olivia Newton-John, Ex To 30 — Rolling Stones, Ex To 29 — Linda Ronstadt. ADDS: Barry Manilow, Styx

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

4-1 — Exile. JUMPS: 27 To 23 — Dirt Band, 26 To 22 — Who, 25 To 21 — Aerosmith, 24 To 20 — Robin Gibb, 23 To 19 — Nick Gilder, 19 To 13 — Boston, 17 To 12 — E.C. King, 16 To 11 — Kenny Loggins, 15 To 10 — Gerry Rafferty, 14 To 9 — Anne Murray, 12 To 7 — Little River Band, 10 To 8 — Olivia Newton-John, 9 To 5 — E,W&F, Ex To 26 — Kinks, Ex To 25 — J.P. Young, Ex To 24 — Linda Ronstadt. ADDS: 29 — Foreigner, 28 — Rolling Stones, 27 — Steely Dan, Capt. & Tennille

B100 — KFMB — SAN DIEGO — BOBBY RICH, MD

1-1 — Foreigner. JUMPS: 31 To 28 — Charlie, 30 To 15 — Boston, 29 To 16 Gerry Rafferty, 28 To 23 — Foreigner, 14 To 11 — Exile, 6 To 8 — Steely Dan, 10 To 7 — ARS, 9 To 4 — ELO, Ex To 31 — Hall & Oates, Ex To 30 — Cheap Trick. ADDS: Van Halen, Ambrosia, Moody Blues, Dirt Band

KCBQ — SAN DIEGO — JOEL DENVER, MD

1-1 — Commodores. JUMPS: 35 To 31 — Kinks, 34 To 30 — Bob Seger, 30 To 27 — Little River Band, 27 To 23 — Linda Ronstadt, 25 To 18 — Kenny Loggins, 24 To 21 — Chris Rea, 23 To 16 — Exile, 22 To 15 — Boston, 17 To 12 — Village People, 11 To 9 — Eddie Money, 8 To 5 — Taste Of Honey, 6 To 3 — E.C. King. ADDS: 36 — Rolling Stones, 35 — Foreigner, 34 — Steely Dan, 33 — Gerry Rafferty

KSly — SAN LUIS, OBISPO — JOHN TOBUN, MD

5-1 — Little River Band. JUMPS: 14 To 8 — Aerosmith, 13 To 9 — Teddy Pendergrass, 11 To 4 — Kenny Loggins, 6 To 2 — E,W&F, Ex To 31 — Carlene Carter, Ex To 30 — Paul Davis, Ex To 29 — Van Morrison, Ex To 28 — Beach Boys, Ex To 27 — Beatles. ADDS: Jefferson Starship, Dave Mason, ARS, Ross/Jackson

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

2-1 — Taste Of Honey. JUMPS: 30 To 25 — Boston, 29 To 26 — Linda Ronstadt, 28 To 24 — Nick Gilder, 27 To 20 — Teddy Pendergrass, 25 To 21 — Little River Band, 22 To 18 — Cars, 17 To 14 — Olivia Newton-John, 14 To 8 — Exile, Ex To 28 — Journey. ADDS: 29 — Walter Egan, Who, Gerry Rafferty, Jefferson Starship, Rolling Stones, Gino Vannelli

KYA — SAN FRANCISCO — RICH SCOTT, MD

2-1 — E.C. King. JUMPS: 23 To 15 — Boston, 17 To 14 — Chris Rea, 16 To 10 — Exile, 12 To 7 — Travolta/John, 9 To 5 — Quincy Jones, Ex To 21 — Cars, Ex To 19 — Kenny Loggins. ADDS: Rick James, Gerry Rafferty, Olivia Newton-John

KJR — SEATTLE — STEVE WEST, PD

2-1 — Foreigner. JUMPS: 21 To 17 — Anne Murray, 16 To 12 — Taste Of Honey, 13 To 9 — Little River Band, 9 To 6 — Exile, 7 To 4 — Andy Gibb, 6 To 3 — Olivia Newton-John, Ex To 25 — Boston, Ex To 21 — Nick Gilder. ADDS: Travolta/John, J.P. Young, Paul Davis, Crystal Gayle

KINK — SEATTLE — ROB CONRAD, PD

1-1 — Commodores. JUMPS: 23 To 69 — Boston, 19 To 16 — Anne Murray, 16 To 7 — Travolta/John, 13 To 9 — E,W&F, 8 To 5 — Taste Of Honey, Ex To 23 — Kenny Loggins. ADDS: Ambrosia, Styx, Teddy Pendergrass

KJRB — SPOKANE — TOM HUTHER, MD

1-1 — Commodores. JUMPS: 29 To 25 — David Gates, 28 To 23 — Bob Seger, 26 To 22 — Capt. & Tennille, 24 To 20 — Kenny Loggins, 21 To 18 Billy Joel, 19 To 16 — Nick Gilder, 14 To 10 — Taste Of Honey, 10 To 6 — Little River Band, 9 To 7 — Exile, Ex To 29 — Ambrosia, Ex To 28 — Linda Ronstadt, Ex To 27 — Gerry Rafferty. ADDS: Crystal Gayle, Paul Davis

KREM — SPOKANE — REB HARPER, PD

8-1 — Little River Band. JUMPS: 26 To 23 — E.C. King, 24 To 21 — Simon/Taylor, 22 To 19 — Boston, 21 To 18 — Kenny Loggins, 20 To 14 — Billy Joel, 19 To 13 — Anne Murray, 12 To 8 — Robin Gibb, 7 To 4 — Exile, Ex To 28 — Gerry Rafferty, Ex To 27 — Michael Johnson. ADDS: Steely Dan, Crystal Gayle, Bob Seger

KTAC — TACOMA — RICK HANSON, PD

1-1 — Frankie Valli. JUMPS: 30 To 27 — Jackson Browne, 29 To 26 — Robin Gibb, 26 To 19 — Anne Murray, 25 To 21 — Little River Band, 23 To 18 — E,W&F, 22 To 16 — Donna Summer, 18 To 15 — Wendy Waldman, 16 To 11 — Walter Egan, 14 To 10 — Exile, 11 To 6 — Taste Of Honey, 9 To 5 — Olivia Newton-John, Ex To 28 — Boston, Ex To 29 — Kenny Loggins, Ex To 30 — Aerosmith. ADDS: Bob Seger, Linda Ronstadt, Gerry Rafferty, Barbra Streisand

The following stations were also used in this weeks research: KYNO, WINW, WDBQ, WIRL, KKLS, WJON, WSTV, KELI, Z97, WBLL, WLEE, WLOF, WSM-FM, WFOM, WAPE, WJDX, WFLB, WAUG.



A BOLT OF PLATINUM.
ATLANTA RHYTHM SECTION, CHAMPAGNE JAM, ON POLYDOR RECORDS & TAPES.





PICKWICK HOLDS LARGEST CONVENTION — Pickwick International celebrated its 5th anniversary recently with the largest convention in the company's history. More than 1,200 employees from the company's six divisions attended the four-day convention which carried a theme of "Charge Together" at the Playboy Resort and Country Club in McAfee, New Jersey. Pictured (l-r) at the convention are: Eric Paulsen, national

manager, Pickwick rack sales; C. Charles Smith, President, Pickwick International and Scott Young, Pickwick's retailing vice president; and Bill Woodside, president of American Can; Smith and Lionel Sterling, senior vice president of American Can; and an overall view of the convention exhibit area. A highlight of the convention was the annual awards banquet.

Pickwick Shooting For \$1 Billion by 1983; Retail Store Openings Will Be Accelerated

(continued from page 7)
 store openings would have to be accelerated. This means that the company will open more units in 1979 than the 50 they launched this year. Smith noted that, by 1983, Pickwick retailing "will have a significant penetration into every major U.S. market."

Commenting on Pickwick's plans for its distribution division, Smith said, "Pickwick will be the most significant force in a network of distribution locations positioned nationally to bring to market effectively the product of the medium and modest-sized labels who do not choose to be part of the distribution systems of major manufacturers. Pickwick is committed to the maintenance of independent distribution for these labels and will be recognized by imaginative and aggressive producers as the reasonable alternative to joining major manufacturers' distribution organizations." Smith also saw room for expansion in the budget records field. Within five years, he said, Pickwick Records will be "more than twice its present size with a much larger than present market share, as budget product becomes more of a bargain compared with the escalating prices of original release product and as the quality and spread of Pickwick's offering becomes accepted as an integral contribution to every consumer's record library."

U.K. Sales
 One of the most notable features of this year's convention was the presence of a contingent from Pickwick Great Britain, headed by Monty Lewis. Although he regularly attends the annual NARM conference, Lewis said this was the first time he or any of his people had attended a Pickwick International convention.

Founded 16 years ago, Pickwick GB is a major supplier of budget records in the United Kingdom. According to Lewis, Pickwick's economy lines account for 66% of the total budget product sold in the U.K. Last year, he said, they shipped more than 15 million units.

The biggest customers of Pickwick GB are supermarkets and department stores like Woolworth's and W.H. Smith. Two-thirds of the company's 90 salesmen sell to accounts directly from vans. Thus, in effect, Pickwick GB performs a rack function for their own records.

Three years ago, Pickwick GB set up a full-line rack jobber called Pickwick Record Distributors. Today this subsidiary supplies records from all labels to between 850 and 900 retailers. Smith estimated annual volume of this new division at five to six million dollars.

Meanwhile, Pickwick GB has been exporting its budget lines to other European countries for the past 10 years. This operation has been particularly successful since

Britain joined the Common Market. Lewis did not rule out the possibility that Pickwick GB might acquire or open retail stores in the U.K. "With the support of American Can Co. (parent of Pickwick)," said Lewis, "we are investigating every area, whether it is manufacturing, retailing, or distribution."

In his speech, Smith stressed the fact that Pickwick GB works closely with the company's top management. "Not only does Monty coordinate his planning, budgeting and execution with the corporate team," he noted, "but on such basic programs as joint licensing of product from major labels and bulk exporting of Pickwick product to the European Common Market, Pickwick GB works very closely with the rest of the company to maximize the utilization of all of the company resources."

Smith envisioned closer ties between the domestic rack sales division and Pickwick Record Distributors in Britain over the long run. By 1983, he predicted, Pickwick's rack operation "will not only continue to be the largest in the U.S. and by that time in the U.K., but will also be a prominent supplier to every major chain retailer of prerecorded music in these countries."

Looking beyond the U.S. and Great Britain, Smith added, "Pickwick will have a major presence in a number of foreign markets where we now have a modest or insignificant share. These markets will probably include the European Common Market, Japan, Australia and Canada, at the very least."

Rack Division Gains Accounts
 While Pickwick's Rack Sales Division is still secure in its position as the largest rack jobber in America, competition for racked accounts has intensified over the past year, according to Eric Paulson, national manager of the Rack Sales Division. This has been mainly due, he said, to the "strengthening of Lieberman Enterprises through their acquisition of ABC Records and Tapes."

At the same time, he noted, some of ABC's former customers have sought new suppliers, including United Records and Tapes, Bee Gee Distributing and Pickwick. As a direct result of the changeover, he stated, Pickwick was able to add the Sav-on stores in California as a new racked account. In addition, his division recently began racking the Gem chain in Hawaii and the Berkshire stores in Texas.

"We're not done yet," Paulson added. "We're taking a very aggressive posture in our rack division." Paulson attributed this new attitude to the arrival of "different people in positions of responsibility at the company." Since these managers are not only good businessmen, but professional record people. "We can't stand still," he said. "We can only go forward."

Paulson pointed out that, in the Rack Sales Division, expansion has less priority than maximizing the profitability of racked record departments. This can only be done, he noted, by giving each customer the proper product mix. Currently, Pickwick uses a sophisticated computer ticket replacement system to help ensure that such a mix will be achieved for each account. And, with the help of American Can, it is presently in the process of refining its management information systems. Smith said that this streamlining process would

Sales Awards Given At Pickwick Banquet

GREAT GORGE, NEW JERSEY — Presentations to Pickwick International branch managers, sales managers, district managers, store managers, and sales supervisors highlighted the company's fifth annual awards dinner here last week.

Dale Langer was named the overall district manager of the year, and Al Zangrillo was named the year's top branch manager. Jerry Hansen was named district manager of the year, while Curt Andrews was named the overall store manager of the year.

Richard Berube was named sales supervisor of the year, and Ray Chambers was named sales manager of the year. Allen Jones and Bruce Davis were named district salespersons of the year, and Tom Colley was named regional manager of the year. Joel Kochman was named store manager of the year.

Pete Ledoux, Jim Kotewa, Kirke Anderson, Larry Kuehn, Karen Braski, Dave Toven, Dan Masterson, Bob Bailey, Robin Roberts, Mike Kenny, Doug Backer, and Rich Miller were named winners in the rack sales and service and regional store manager divisions.



HAPPY TOGETHER — April-Blackwood Music (CBS' domestic music publishing arm) recently signed a long-term publishing agreement for the U.S. and Canada with the Heath-Levy organization. Based in London, the firm owns two U.S. publishing companies and controls over 70 other catalogs for the U.S. and Canada. Pictured at the signing (l-r) are: Greg Fischbach, attorney for Heath-Levy; Eddie Levy; Nick Smith, vice president and general manager of April-Blackwood; Wayne Rookds, director of business affairs for A-B; Bob Esposito, vice president of creative affairs for A-B; and Geoff Heath.

Silverman Named URT President

NEW YORK — Sydney Silverman has been named as president and chief operating officer of United Record and Tape Industries, Inc. while David Jackowitz has become executive vice president and chief administrative officer.

Silverman, who has been with the company for over ten years, formerly served as vice president of marketing and sales. Jackowitz, who has been with the company for over eight years, was vice president of administration and operation.

Silverman succeeds Allan Wolk as president. Wolk, the founder of the firm, continues as chairman of the board and chief executive officer.

Holloway Album Leads Salsoul Sept. Release

NEW YORK — Loleatta Holloway's "Queen Of The Night" LP on Gold Mine highlights Salsoul Records' September release schedule.

Other new records from the company include Metropolis' "The Greatest Show On Earth," The Salsoul Strings' "How Deep Is Your Love," and Kongas' "Anikana-O." The label is also shipping The Salsoul Orchestra's "Christmas Jollies" LP.

ECM Sets Relch LP

LOS ANGELES — ECM Records has recently signed a sublicensing agreement with Deutsche Grammophon for the release of Steve Relch's "Music for 18 Musicians." The album is set to be issued this month.

ASCAP Sets O'Day

LOS ANGELES — Singer/songwriter Alan O'Day has been set as a guest and featured speaker at ASCAP "Supersongs" Showcase, to be held at the Westwood Holiday Inn in Los Angeles.

COUNTRY

TOP 50 ALBUMS

	Weeks On 9/2 Chart		Weeks On 9/2 Chart
1 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA903-H)	3 8	26 COUNTRY BOY DON WILLIAMS (ABC DO 2088)	36 5
2 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	1 4	27 THE VERY BEST OF CONWAY TWITTY (MCA 3043)	19 14
3 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	2 11	28 CONTRARY TO ORDINARY JERRY JEFF WALKER (MCA-3041)	28 10
4 STARDUST WILLIE NELSON (Columbia JC 353605)	4 19	29 HERE YOU COME AGAIN DOLLY PARTON (RCA AFL 1-2544)	21 46
5 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST-11732)	5 31	30 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	25 53
6 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	6 11	31 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1718)	27 50
7 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury ARM 1-5007)	8 22	32 CLASSIC RICH CHARLIE RICH (Epic JE-35394)	30 4
8 ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO ELVIS PRESLEY (RCA CPL 1-2901)	9 4	33 JERRY LEE LEWIS KEEPS ROCKIN' (Mercury SRM-1-5010)	34 7
9 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	10 31	34 WHITE MANSIONS VARIOUS ARTISTS (A&M SP-6004)	35 2
10 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	11 23	35 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic KE 35443)	40 2
11 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	12 32	36 THE BEST OF GENE WATSON (Capitol SW-11782)	37 10
12 WOMANHOOD TAMMY WYNETTE (Epic KE-35442)	13 10	37 COLLISION COURSE ASLEEP AT THE WHEEL (Capitol SW-11726)	39 2
13 ROOM SERVICE OAK RIDGE BOYS (ABC AY-1065)	7 13	38 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	38 31
14 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA-2375)	18 5	39 WE BELONG TOGETHER SUSIE ALLANSON (Warner/Curb BSK-3217)	— 1
15 IT'S A HEARTACHE BONNIE TYLER (RCA AFL 1-2821)	15 14	40 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO2093)	42 45
16 OH! BROTHER LARRY GATLIN (Monument MG 7626)	16 13	41 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	44 41
17 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	17 22	42 SOFT LIGHTS AND HARD COUNTRY MUSIC MOE BANDY (Columbia KC 35288)	43 6
18 HONKY TONK HEROES CONWAY TWITTY/LORETTA LYNN (MCA-2372)	14 9	43 BARTENDER'S BLUES GEORGE JONES (Epic KE 35414)	29 4
19 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	20 38	44 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771-G)	45 6
20 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	24 24	45 DAYTIME FRIENDS KENNY ROGERS (United Artists UA-LA 754-G)	47 3
21 SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	23 20	46 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON/JESSIE COLTER/TOMPALL GLASER (RCA APL 1-1321)	46 88
22 I BELIEVE IN YOU MEL TILLIS (MCA-2364)	22 11	47 THE BEST IS YET TO COME JOHNNY DUNCAN (Columbia KC 35451)	32 3
23 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	33 42	48 GUITAR MONSTERS CHET ATKINS & LES PAUL (RCA APL 1-2768)	48 9
24 LOVE ME WITH ALL YOUR HEART JOHNNY RODRIGUEZ (Mercury SRM-1-5011)	26 7	49 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	49 50
25 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA APL 1-2478)	31 26	50 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	50 69

Dolly Parton On Top In CMA Award Finalist Nominations

NASHVILLE — RCA's Dolly Parton, nominated in four of 10 categories, leads this year's nominees for the 12th annual Country Music Assc. (CMA) Awards Show set Oct. 9 for live television broadcast from the stage of The Grand Ole Opry. Columbia's Johnny Cash will host the 90-minute CBS/network show which will air at 8:30 pm.

Finalists in the categories of achievement include:

CATEGORY I — Entertainer Of The Year
Crystal Gayle, Ronnie Milsap, Dolly Parton, Kenny Rogers, Mel Tillis.

CATEGORY II — Single Of The Year
"Blue Bayou," Linda Ronstadt, Elektra/Asylum; "Heaven's Just A Sin Away," The Kendalls, Ovation; "Here You Come Again," Dolly Parton, RCA; "Mammas, Don't Let Your Babies Grow Up To Be Cowboys," Waylon Jennings, RCA; "Take This Job And Shove It," Johnny Paycheck, Epic#

CATEGORY III — Album Of The Year
"Country Boy," Don Williams, ABC; "Heaven's Just A Sin Away," The Kendalls, Ovation; "Here You Come Again," Dolly Parton, RCA; "It Was Almost Like A Song," Ronnie Milsap, RCA; "Waylon And Willie," Waylon Jennings/Willie Nelson, RCA.

CATEGORY IV — Song Of The Year
"Don't It Make My Brown Eyes Blue," Richard Leigh; "Heaven's Just A Sin Away," Jerry Gillespie; "It Was Almost Like A Song," Hal David/Archie Jordan; "Mammas, Don't Let Your Babies Grow Up To Be Cowboys," Ed Bruce/Patsy Bruce; "Take This Job And Shove It," David Allan Coe.

CATEGORY V — Female Vocalist Of The Year
Janie Fricke, Crystal Gayle, Emmylou Harris, Barbara Mandrell, Dolly Parton.

CATEGORY VI — Male Vocalist Of The Year

Larry Gatlin, Ronnie Milsap, Willie Nelson, Kenny Rogers, Don Williams.

CATEGORY VII — Vocal Group Of The Year
Dave and Sugar, The Kendalls, The Oak Ridge Boys, The Original Texas Playboys, The Statler Brothers.

CATEGORY VIII — Vocal Duo Of The Year
Jim Ed Brown/Helen Cornelius, Johnny Duncan/Janie Fricke, Waylon Jennings/Willie Nelson, Kenny Rogers/Dottie West, Conway Twitty/Loretta Lynn.

CATEGORY IX — Instrumental Group Of The Year

Asleep At The Wheel, Chet Atkins and Les Paul, Charlie Daniels Band, Danny Davis and the Nashville Brass, Oak Ridge Boys Band.

CATEGORY X — Instrumentalist Of The Year

Chet Atkins, Roy Clark, Johnny Gimble, Charlie McCoy, Jerry Reed.

Rodriguez Pact With CBS Likely

NASHVILLE — Former Mercury Artist Johnny Rodriguez has reportedly signed a long-term recording contract with CBS/EPIC.

Rodriguez, whose Mercury contract expired earlier this year, has also signed with Professional Artists Management in Beverly Hills, Ca. for personal representation.

Rodriguez's latest Mercury single, "Love Me With All Your Heart" dropped to #42 this week on the **Cash Box** Country Singles Chart, and the album by the same name moved up two spots to #24 this week on the **CB** Country Album Chart.

Nelson Joins New Horizon Mgmt. Staff

NASHVILLE — Dan Beck and Don Cusic of New Horizon Management have announced the appointment of Pat Nelson to the position of manager, publicist and artist development coordinator for the firm.

Nelson's duties will include the creation and implementation of publicity and marketing campaigns for all New Horizon Management clients. She will also be involved in the expansion of publicity services for Southern Sky Public Relations.

In making the announcement, Cusic and Beck said, "the addition of Pat Nelson to our operation is a vital step in building our management clients' public images. We

are very fortunate to have Pat's understanding of career development, her energy and her involvement in the music industry as part of our management team."

Prior to joining New Horizon Management, Nelson served as southern reporter for Billboard Magazine.

Trade Forum Slated

NASHVILLE — In a continuing series of trade forums designed to educate the general public on the internal mechanism of the record business, MCA Records will sponsor a forum on "Songplugging" Sept. 17 at 7:30 p.m. at the Exit/In.

Hall Of Fame Nominees Announced

NASHVILLE — Johnny Cash, Vernon Dalhart, Grandpa Jones, Hank Snow and The Sons of the Pioneers have been nominated this year to the Country Music Hall of Fame by the Hall of Fame Nominating Committee. This year's inductee will be chosen by an anonymous panel of more than 200 electors.

Each elector, who must have participated actively in country music for at least 10 years, will vote by secret ballot. This year's winner will be announced on the 12th annual Country Music Assc. Awards Show to be televised Oct. 9 on CBS-TV.

Columbia's Cash first appeared in the middle 50's on KWKH's Louisiana Hayride and recorded on the Sun Label. A member of The Grand Ole Opry, Cash has received six CMA and six Grammy Awards. He has performed before a United States President and hosted a network television show for three years.

Born Marion T. Slaughter, Dalhart is credited as being the first country recording artist. Under various names, he recorded many songs in the 20's and 30's

on Victor, Bluebird, Columbia, Velvetone, Crown and Perfect Labels. Dalhart's biggest hits were "Prisoner's Song" and "Wreck of the Old '97."

A singer, humorist, banjoist and regular member of The Grand Ole Opry, Grandpa Jones began in radio in 1929 and worked the WLS Barn Dance in Chicago, Ill. beginning in 1935. He joined the Opry in 1946 and today is a regular member of the nationally syndicated tv series, "Hee Haw."

Canadian Snow has recorded for RCA since 1936 with over 80 albums to his credit. An Opry regular, his greatest hits are "I'm Moving On," "Fool Such As I" and "Hello Love."

The Sons of the Pioneers formed in 1933 and recorded for several labels. The group changed members several times, and among the most famous to play with the Pioneers were Roy Rogers, Tim Spencer and Ken Curtis (Festus on "Gunsmoke"). Original group member Bob Nolan authored many of the Pioneer's original songs including the classic "Cool Water" and "Tumbling Tumbleweeds."



91 PLAQUES GO TO MCA ARTISTS — Jim Sharp, director of operations, **Cash Box**, Nashville, recently presented plaques to MCA's Mel Tillis for his #1 single, "I Believe In You." Sharp also presented plaques to Merle Haggard (not shown) for his recent #1 single, "I'm Always On A Mountain When I Fall" and to Bill Anderson (not shown) for his #1 "I Can't Wait Any Longer." These plaques are awarded to both the company and the artist commemorating a #1 record. Shown at the presentation are (l-r): Jimmy Bowen, MCA vice-president and general manager, Nashville; Sharp; Tillis; and MCA president Mike Maitland.

CASH BOX TOP 100 COUNTRY

September 9, 1978

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		9/2			9/2			9/2
1	BLUE SKIES WILLIE NELSON (Columbia 3-10784)	5	8					
2	I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA PB-11344)	6	7					
3	RAKE AND RAMBLIN' MAN DON WILLIAMS (ABC AB-12373)	2	11					
4	BOOGIE GRASS BAND CONWAY TWITTY (MCA 40319)	4	9					
5	HEARTBREAKER DOLLY PARTON (RCA PB-11296)	9	4					
6	WOMANHOOD TAMMY WYNETTE (Epic 8-50574)	7	9					
7	WHO AM I TO SAY THE STATLER BROS. (Mercury 55037)	10	7					
8	IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD (MCA 40936)	16	5					
9	HELLO MEXICO (AND ADIOS BABY TO YOU) JOHNNY DUNCAN (Columbia 3-10783)	12	8					
10	IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) JOE STAMPLEY (Epic 8-50576)	13	9					
11	WITH LOVE REX ALLEN, JR. (Warner Bros. WBS 8608)	14	7					
12	PENNY ARCADE CRISTY LANE (LS/GRT-167)	17	8					
13	IF THE WORLD RAN OUT OF LOVE TONIGHT JIM ED BROWN/HELEN CORNELIUS (RCA PB-11394)	15	7					
14	TEAR TIME DAVE & SUGAR (RCA PB-11322)	23	4					
15	OLD FLAMES (CAN'T HOLD A CANDLE TO YOU) JOE SUN (Ovation OV 1107)	18	11					
16	EASY FROM NOW ON EMMYLOU HARRIS (Warner Bros. WBS 8623)	20	6					
17	ROSE COLORED GLASSES JOHN CONLEE (ABC AB-12356)	3	17					
18	LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPS-0301)	22	10					
19	CARRIBBEAN SONNY JAMES (Columbia 3-10784)	21	6					
20	LET'S TAKE THE LONG WAY AROUND THE WORLD RONNIE MILSAP (RCA PB-11369)	34	2					
21	WHEN I STOP LEAVING (I'LL BE GONE) CHARLEY PRIDE (RCA PB-112871)	1	12					
22	HERE COMES THE HURT AGAIN MICKEY GILLEY (Epic 8-50580)	24	7					
23	DO IT AGAIN TONIGHT LARRY GATLIN (Monument 45-259)	28	5					
24	NO SLEEP TONIGHT RANDY BARLOW (Republic REP-024)	30	5					
25	CRYIN' AGAIN OAK RIDGE BOYS (ABC AB-12397)	40	2					
26	LOVE, LOVE, LOVE/CHAPEL OF LOVE SANDY POSEY (Warner Bros. WBS 8160)	37	6					
27	ANYONE WHO ISN'T ME TONIGHT KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)	45	2					
28	I WANT TO BE IN LOVE JACKY WARD (Mercury 55038)	32	7					
29	I FOUGHT THE LAW HANK WILLIAMS, JR. (Warner/Curb WBS 8641)	35	5					
30	NO LOVE HAVE I GAIL DAVIES (Lifesong ZS8 1771)	31	10					
31	HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS 903)	36	8					
32	THREE TIMES A LADY NATE HARVELL (Republic REP 025)	33	9					
33	TONIGHT'S THE NIGHT (IT'S GONNA BE ALRIGHT) ROY HEAD (ABC AB-12383)	35	8					
34	THE FEELINGS SO RIGHT TONIGHT DON KING (Con Brio CBK 137)	39	6					
35	ANOTHER GOODBYE DONNA FARGO (Warner Bros. WBS 8643)	47	3					
36	AIN'T NO CALIFORNIA MEL TILLIS (MCA 4094)	—	1					
37	'57 CHEVROLET BILLIE JO SPEARS (UA-X1229-Y)	43	5					
38	SWEET FANTASY BOBBY BORCHERS (Epic 8-50585)	44	5					
39	HELLO! REMEMBER ME BILLY SWAN (A&M 2046)	41	10					
40	ONE SIDED CONVERSATION GENE WATSON (Capitol P-4616)	53	3					
41	FAIR AND TENDER LADIES CHARLIE McCOY (Monument 45-258)	51	5					
42	LOVE ME WITH ALL YOUR HEART (CUANDO CALIENTA EL SOL) JOHNNY RODRIGUEZ (Mercury 55029)	8	10					
43	SLEEPING SINGLE IN A DOUBLE BED BARBARA MANDRELL (ABC AB-12403)	—	1					
44	TOE TO TOE FREDDIE HART (Capitol P-4609)	56	4					
45	LITTLE THINGS MEAN A LOT MARGO SMITH (Warner Bros. WBS-8656)	—	1					
46	THE DAYS OF SAND AND SHOVELS NAT STUCKEY (MCA 40923)	25	10					
47	WHAT TIME DO YOU HAVE TO BE BACK TO HEAVEN RAZZY BAILEY (RCA PB-11338)	52	5					
48	BEAUTIFUL WOMAN CHARLIE RICH (Epic 8-50562)	11	11					
49	TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y)	26	12					
50	BORDERTOWN WOMAN MEL McDANIEL (Capitol P-4597)	60	5					
51	YOU NEEDED ME ANNE MURRAY (Capitol P-4575)	29	18					
52	I STILL BELIEVE IN LOVE CHARLIE RICH (United Artists UA-X1223-Y)	55	7					
53	BE YOUR OWN BEST FRIEND RAY STEVENS (Warner Bros. WBS 8603)	57	5					
54	NIGHTS ARE FOREVER WITHOUT YOU BUCK OWENS (Warner Bros. WBS 8614)	58	4					
55	WE BELONG TOGETHER SUSIE ALLANSON (Warner/Curb WBS-8597)	19	12					
56	I JUST HAD YOU ON MY MIND DOTTSY (RCA PB-11293)	27	10					
57	I'LL JUST TAKE IT OUT IN LOVE GEORGE JONES (Epic 8-50584)	42	11					
58	DANGER HEARTBREAK AHEAD ZELLA LEHR (RCA PB-11359)	68	3					
59	YOU SHOULD WIN AN OSCAR (EVERY NIGHT) CHUCK POLLARD (MCA 40944)	63	7					
60	BABY BLUE KING EDWARD IV (Soundwaves SW 4573)	61	8					
61	SINGLE AGAIN GARY STEWART (RCA PB-11297)	46	8					
62	TWO HEARTS TANGLED IN LOVE KENNY DALE (Capitol P-4619)	79	2					
63	BACK IN THE USA LINDA RONSTADT (Elektra/Asylum E-45519-A)	85	2					
64	YOU DON'T LOVE ME ANYMORE EDDIE RABBITT (Elektra E-45488)	50	14					
65	THIS MAGIC MOMENT SANDRA KAYE (WIG-DK-8-068)	72	4					
66	FROM SEVEN TILL TEN LORETTA LYNN/CONWAY TWITTY (MCA-40920)	48	12					
67	UNTIL THE NEXT TIME BILLY PARKER (SRC SC 160)	78	4					
68	LAST LOVE OF MY LIFE LYNN ANDERSON (Columbia 3-10809)	74	3					
69	I'LL FIND IT WHERE I CAN JERRY LEE LEWIS (Mercury 55028)	64	12					
70	I'VE GOT AN ANGEL (THAT LOVES ME LIKE THE DEVIL) BOBBY HOOD (Chute CR 101)	75	7					
71	LAST NIGHT, EV'RY NIGHT REBA McENTIRE (Mercury 55037)	82	3					
72	TALK TO ME FREDDY FENDER (ABC AB-12370)	65	13					
73	THE WALTZ OF THE ANGELS DAVID HOUSTON (Elektra E-45513)	66	12					
74	ANOTHER FINE MESS GLEN CAMPBELL (Capitol P-4585)	69	14					
75	BAR WARS FREDDY WELER (Columbia 3-10769)	49	11					
76	THINGS I'D DO FOR YOU MUNDO EARWOOD (GMC-104-A)	87	2					
77	LONELY SIDE OF THE BED LINDA CASSADY (Cin Kay AA/047)	77	6					
78	GONE GIRL JOHNNY CASH (Columbia 3-10817)	—	1					
79	I OWE IT ALL TO YOU JERRY ABBOTT (Churchill CR 7715)	89	3					
80	I WISH YOU COULD HAVE TURNED MY HEAD (AND LEFT MY HEART ALONE) SONNY THROCKMORTON (Mercury 55039)	—	1					
81	DEVOTED TO YOU CARLY SIMON & JAMES TAYLOR (Elektra E-45506)	—	1					
82	LOVIN' YOU OFF MY MIND CATES SISTERS (Caprice CA 2051)	92	2					
83	PUT IT ON ME LOUIS MANDRELL (Epic 8-50565)	86	5					
84	WHEN A WOMAN CRIES DAVID ROGERS (Republic REP-029)	—	1					
85	SHOW ME A SIGN JIM CHESTNUT (ABC/Hickory 45-51169)	90	5					
86	IF THIS IS JUST A GAME DAVID ALLAN COE (Columbia 3-10816)	96	2					
87	RIDER IN THE RAIN RANDY NEWMAN (Warner Bros. WBS 8630)	93	4					
88	BLUER THAN BLUE BEVERLY HECKEL (RCA PB-11360)	—	1					
89	YOU'RE A DANCER EDDY RAVEN (Monument 45-260)	91	4					
90	STAY WITH ME NICK NOBLE (Churchill 7713)	99	2					
91	WHY BABY WHY JERRY INMAN (Elektra E-45508)	88	5					
92	FIRST ENCOUNTER OF THE CLOSE KIND TOM BRESH (ABC AB-12389)	94	2					
93	IF YOU THINK I LOVE YOU NOW MUNDY/MELTON (MGM MCM-100)	—	1					
94	DON'T THINK TWICE, IT'S ALL RIGHT DOC & MERLE WATSON (United Artists UA-X1231-Y)	95	3					
95	SECRETLY JIMMIE RODGERS (Scrimshaw M-1318-S)	—	1					
96	IF THAT'S NOT LOVING YOU (YOU CAN'T SAY I DIDN'T TRY) RUBY FALLS (50 States FS 63A)	100	2					
97	GOT YOU BACK IN MY MIND AGAIN GAYLE HARDING (Robchris R 1004)	97	4					
98	I'M TIRED OF BEING ALONE JACK & TRINK (NSD NSD-4)	—	1					
99	DIG DOWN DEEP DEL REEVES (United Artists UA-X1230-4)	—	1					
100	YOU'RE A VIOLIN THAT NEVER HAS BEEN PLAYED BILLY WALKER (Scorpio SC 0552)	—	1					

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No California (Tree Pub. — BMI)	36	Screen Gems — BMI	66	It's Been A (Shade Tree — BMI)	8	Sweet Fantasy (Chappell — ASCAP)	38
Another Fine (United Artists — ASCAP)	74	Gone Girl (Jack Music — BMI)	78	I've Always (Waylon Jennings — BMI)	2	Talk To (Jay & Cee Music — BMI)	72
Another (ATV/Mann & Well/Frascotti — BMI)	35	Got You Back (Robchris — BMI)	97	I've Got (Prize/Starcast — ASCAP)	70	Talking In Your (Roger Cook/Chriswood — BMI)	49
Anyone Who Isn't (Bobby Goldsboro — ASCAP)	27	Heartbreaker (Songs of Manhattan Island/Begonia Melodies — BMI)	5	Last Love (Easy Nine/Baby Chick — BMI)	68	Tear Time (Forrest Hills — BMI)	14
Baby Blue (Music Craftshop/Morning Music USA — ASCAP)	60	Hello Mexico (Aigee/Flagship — BMI)	9	Last Night (Combine — BMI/Music City — ASCAP)	71	The Days (Pi-Gem — BMI)	46
Back In The (Arc Music — BMI)	63	Hellol Remember (Crazy Cajun — BMI)	59	Let's Shake (Hungry Mountain — BMI)	18	The Feelings So (Willax — ASCAP)	34
Bar Wara (Buzz Cason — ASCAP)	75	Here Comes (Jack & Bill — ASCAP)	22	Let's Take (Chess — ASCAP/Pi-Gem — BMI)	20	The Waltz (Central/Beechwood — BMI)	73
Beautiful Woman (Aigee — BMI)	48	Hopelessly Devoted (Stigwood/John Farrar/Ensign — BMI)	31	Little Things Mean (Leo Feist — ASCAP)	45	Things I'd Do (Music West of the Pecos — BMI)	76
Ba Your Own (Ray Stevens — BMI)	53	I Fought The (Acuff-Rose — BMI)	29	Lonely Side (Hal Freeman — ASCAP/Sheel Kay — BMI)	77	This Magic (Rumbaiero/Tiger/Tredlow — BMI)	65
Blue Skies (Irving Berlin — ASCAP)	1	I Just Had (Ensign — BMI)	27	Love, Love, Love (Unichappell — BMI)	26	Three Times A (Jobata/Commodores Entertainment — ASCAP)	32
Bluer Than Blue (Let Ma Be There — ASCAP)	88	I Just Wanted (Brim Music — SESAC)	54	Love Me (Peer Intl. — BMI)	82	Toe To (Blackwood/Fullness — BMI)	44
Boogie Grass (Bucksnot — BMI)	4	I Owe It (Valance/Churchill — BMI)	89	Love's You Off (Sound Corp. — ASCAP)	42	Tonight's The Night (Furia Music — BMI)	33
Boardertown (Screan Gams/EMI — BMI)	4	I Still (ATV Music Corp. — ASCAP)	55	No Love (Cedarwood — BMI)	30	Two Hearts Tangled (Publicare — ASCAP)	62
Caribbean (Balinda/Elvis Presley — BMI)	50	I Want To (Ray Stevens — BMI)	32	No Sleep Tonight (Frebar Music — BMI)	24	Until The (Paukie — BMI)	67
Chapel Of Love (Mother Bertha/Trio — ASCAP)	26	I Wish You (Tree Pub. — ASCAP)	80	Old Flames (Bellinda — BMI)	15	We Belong Together (Paukie Music — BMI)	55
Cryin' Again (Trae Pub. — BMI/Cross Keys — ASCAP)	25	If You Think (Mundy Music — ASCAP)	93	One Sided (Joe Allen — BMI)	40	What Time Do (House of Gold — BMI)	47
Danger (Duchass/Poisy — BMI) (Croaskeya — ASCAP)	68	If That's Not (Amberways — ASCAP/Blue Max — BMI)	56	Penny Arcade (House of Bryant — BMI)	12	When A Woman Cries (Door Knob — BMI)	84
Devoted To You (Housa Of Bryant — BMI)	81	If The World (ABC/Dunhill — BMI/American Broadcasting — ASCAP)	13	Put It On (Tree Pub. — BMI)	83	When I Stop (Pi-Gem — BMI)	21
Dig Down Deep (Annia Over — ASCAP/Don Wayne — BMI)	99	If This Is (Warner/Tamerlane — BMI)	86	Rake and Ramblin' (Hall-Clement — BMI)	3	Who Am I (American Cowboy — BMI)	7
Don't Think (Warner Bros. — ASCAP)	94	If You've Got (Galleon — ASCAP)	10	Rider In (Hightree — BMI)	87	Why Baby (Fort Knox — BMI)	91
Do It Again (First Generation — BMI)	23	I'll Find It (Cedarwood Pub. — BMI)	69	Rose Colored (House of Gold/Pommard — BMI)	17	With Love (Boxer — BMI)	11
Easy (Song of Cash — ASCAP)	23	I'm Just Take (Hall-Clement — BMI)	57	Secretly (Planetary — ASCAP)	95	Womanhood (Trae Pub. — BMI)	6
Fair And Tandar (Acuff-Rose — BMI)	16	I'm Tired Of Being (Hit Kit/Blue Branch/Dale McBride — BMI)	98	Show Me A (Acuff-Rose — BMI)	90	You Don't (Briarpatch/Deb Dave — BMI)	64
'57 Chevrolet (ATV Music — BMI)	37			Single Again (Forrest Hills — BMI)	46	You Needed Me (Chappell/Ironside — BMI)	51
First Encounter (Great American — BMI)	92			Sleeping Single (Pi-Gem — BMI)	43	You're A (Milane — ASCAP)	89
From Seven Till (Irving/Down 'N Dixie)				Stay With Me (U.A./Zooze — ASCAP)	90	You're A Violin (Double Play/Pro Canada — BMI)	100
						You Should Win (Paukie/Pollavan — BMI)	59

THANK YOU NASHVILLE

FROM THE AMERICAN SONG FESTIVAL®

Our first trip to Music City was an unqualified success due to the cooperation and participation of the following to whom we wish to express our sincere gratitude:



TO OUR TALENTED JUDGES WHO GAVE THEIR TIME AND EXPERIENCE

Doyle Brown, Welk Music Group
Del Bryant, BMI
Maggie Cavender, Nashville Songwriters Assoc
Royce Clark, Shelby Singleton Music
Deborah Cobb, Peer/Southern Organization
David Conrad, Pi-Gem/Chess Music
Bob Dean, Producer
John Denny, Cedarwood Music
Danny Dill, Buckhorn Music
Jim Dowell, Coal Miners Music
Michael Dunn, MCA Music
John Golden, Con Brio Music
Judi Gottier, Famous Music
Judy Harris, April/Blackwood Music
Byron Hill, ATV Music
Bob Jennings, Acuff/Rose Music
Brad McCuen, SESAC
Bob Montgomery, House of Gold Music
Mike Mullens, Screen Gems/EMI Music
Dianne Petty, ABC Music
Joe Smartt, Sawgrass Music
Jerry Smith, BMI
Charlene Thompson, Chappell Music
Dan Wilson, Tree International
Tim Wipperman, Warner Brothers Music



TO THESE FRIENDS WHOSE SUPPORT MADE IT HAPPEN

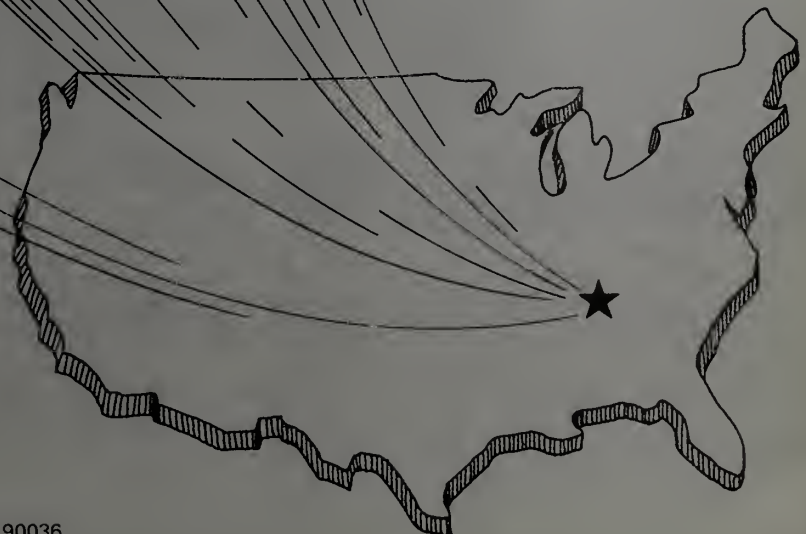
Ray Baker, Jim Black, Jimmy Darrell, Hy Grill, Bill Hall, Henry Hurt, Rusty Jones, Cecile Light, John Curtis Meyer, Charlie Monk, Rex Peer, Carla Scarborough, Roger Sovine, Meredith Stewart, Jerry Teiffer, Cliff Williamson

TO Jack Denett, Kip Kirby and the entire Exit/In staff for putting together a great party.

AND TO ALL THE COUNTRY SONG ENTRANTS
amateur and professional, whose songs were brought to Nashville to be judged.

TO THE MAYOR OF NASHVILLE

Richard Fulton, for proclaiming August 10th, 1978, as "American Song Festival Day."



WE LOOK FORWARD TO COMING BACK AGAIN NEXT YEAR...

THE AMERICAN SONG FESTIVAL, 5900 Wilshire Blvd., West Pavilion, Los Angeles, CA 90036

SONNY THROCKMORTON (Mercury 55039)

I Wish You Could Have Turned My Head (And Left My Heart Alone) (3:17) (Tree Pub. — BMI) (Sonny Throckmorton)

The song title on Sonny's first Mercury release is put to music very well and repeated enough throughout the song to be embedded in any director's mind after one listen. Produced by Buddy Killen and arranged by Bill Justis, the reggae-sound adds a new dimension to country.

MARY K. MILLER (Inergi 1-310)

Bandaged To A Heartache (2:47) (Mandy Music — ASCAP) (Jim Rushing/Bobby David)
Mary K. can no longer be called simply a Texas-based female talent. Each release has brought her more into the national picture and this new upbeat material should take her higher than ever on the national charts.

CHARLY McCLAIN (Epic 8-50598)

That's What You Do To Me (2:15) (Music City Music — ASCAP) (B. Morrison/J. MacRae)
Almost nostalgic, this upbeat offering from Charly has strong overtones of Buddy Holly. This single is sure to do well on the country charts and Charly ranks high in the Epic Records career development program.

BILL PHILLIPS (Soundwaves SW- 4575)

I Love My Neighbor (2:40) (Tree Pub. — BMI) (Bobby Braddock/Rafe Van Hoy)

Bill's recent single, "Divorce Suit," saw national chart activity however it has been some years since he has had a good hit. This cut produced by Sonny Throckmorton and Jerry Shook should put an end to the dry spell.

DON DRUMM (Churchill CR-7717)

Something To Believe In (2:32) (Ironsides Music — ASCAP) (Bob Milsap)

Just off a very strong chart record in "Bedroom Eyes," this small record label out of Des Plaines, Ill. has planned Don's follow-up carefully. His deep, yet sincere vocal style comes through again.

Singles To Watch

ANN J. MORTON (Prairie Dust Records PD 7627)

Share Your Love Tonight (2:23) (April Music — ASCAP) (Jerry Foster/Bill Rice)

HELEN CORNELIUS (RCA PB-11375)

What Cha Doln' After Midnight, Baby (3:02) (Dunhill, Inc. — BMI) (Blake Mevis/Michael Garvin)

FRANK MYERS (Little Darlin' LD 7805)

Half Empty Bed (2:15) (Dream City Music — BMI) (F. Myers)

JEAN SHEPARD (Scorpion SC-0557)

Saturday Night Sin (2:05) Hello Darlin' — SESAC) (Peggy Foreman)

ABBY MARABLE (MCA 40933)

I Want You (2:42) (Filmways Music — ASCAP) (Randy Henry/Steven Goldman)

FRANK SINATRA, JR. (Churchill CR 7716)

Cry A Little (2:22) (House of Love — BMI) (Jim Owens)

LOR RAY LUKE (Charta CH 123)

Fool With A Big Heartache (2:57) (Mr. Mort Music — ASCAP/Music Craftshop — ASCAP) (C. Fields)

SUZY DAY (Resco 655)

4 O'Clock Monday Morning (3:10) (Publicare Music — ASCAP) (Michael Marcoulter)

TOMMY SMITH (RDS, Inc. RDS — 2012)

I'm Still In Love With You (2:30) (Babcock North — BMI) (T.C. Smith)

Simulcasted CMA Awards Available

NASHVILLE — Kraft Foods is making available a radio simulcast of the CBS-televized CMA Awards Show to be aired Oct. 9 from the stage of The Grand Ole Opry.

The program will be offered at no cost to CMA member radio stations in markets with a CBS/TV affiliate station. Member stations outside of the CBS markets will have to arrange lines to the nearest CBS affiliate on their own if they wish to carry the show.

In markets having more than one CMA member station, the stations involved will

(continued on page 36)



FREDDY FENDER ON "SOUNDSTAGE" — ABC recording artist Freddy Fender was in Chicago recently to tape the PBS music show "Soundstage" at WTTW. Fender also appeared on "AM Chicago," sang the national anthem at Wrigley Field before a Cubs game, and stopped by to visit with WJJD personnel. Fender is pictured above with WJJD air personality Mark Edwards.

All-American Is Now Cin/Kay Dist.

NASHVILLE — All-American Distributing Co. has recently changed its name to Cin/Kay Distributing. Cin/Kay distributes and promotes records for independent labels.

Simplifies Bookkeeping

Hal Freeman, operating manager of Cin/Kay Records and Cin/Kay Distributing, said the name change will simplify their bookkeeping procedures and will be a more identifiable name with the trades, radio stations and distributors throughout the country.

Cin/Kay Distributing will promote and distribute all records on the Cin/Kay label and will offer this service to other independent record labels on a selected basis.

Cin/Kay's first release is Linda Cassidy's "Lonely Side Of The Bed," which rides the #77 spot on this week's **Cash Box** Country Singles Chart.

Tillis Promotes CB Club

NASHVILLE — MCA's Mel Tillis has signed to promote the national CB Club FACT (Federation of Allied CB Talkers). Tillis, whose CB handle is "flutterin' lips," emphasized that the club is family-oriented with its primary goal geared towards eradicating bad language from the airways.

FACT memberships include accidental death insurance, the FACT Newsmagazine, full-color embroidered patch, a 76-page Atlas/handbook, registered membership card and certificate and legal referral service for CB and related legal problems.

A major national jamboree is set for May, 1979 at the Indiana State Fairgrounds with Tillis and The Statesiders engaged for four performances.



EXPRESSION — Don Williams — ABC-AY- 1069 — Producer: Don Williams and Garth Fundis — List: 6.98

This new Don Williams album exemplifies the positive effect generated when a generous budget is allocated and spent creatively on a record product. First of all, the tasteful cover art and graphics will compete with any LP on the market today. Second, the music reflects the work of an artist who has been allowed time to perfect his craft. Take your pick here. This may be Don's best album.

FACE OF A FIGHTER — Willie Nelson — Lone Star — L-4602 — Producer: Unlsted — List: 6.98

These tracks recorded in 1961 reflect the early singer and songwriter, not the sophisticated entertainer Willie Nelson is today. But even from the vantage point of 1978, it is clear Willie's brilliant vocal phrasing and turn of a lyric was ahead of its time. These re-mixed cuts are dated in some respects, but this is pure country music, and Willie Nelson fans will want to add this album to their collection.

SHOW ME A SIGN — Jimmy Chesnut — Hickory — HB-44012 — Producer: Ray Baker — List: 6.98

Jim Chestnut's first album homogenizes country into a MOR sound. Produced by Ray Baker, this LP offers a balanced mixture of uptempo and ballad material. Chestnut also wrote four of the songs, including the title cut. Best songs include "Glass Houses," "The Wrong Side Of The Rainbow" and "Show Me A Sign."

LAST CHEATER'S WALTZ — Sonny Throckmorton — Mercury — SRM-1-3736 — Producer: Buddy Killen — List: 6.98

Sonny Throckmorton has written more hit songs than any Nashville songwriter over the past couple years, and he finally gets a chance to interpret his own material. His first outing is a fine blend of uptempo tunes, ballads and even a touch of R&B. Production is completely supportive of Sonny's honest, sensitive vocals. Each cut is good, but "If We're Not Back In Love By Monday" is outstanding for its creativity.

OK Fest Draws Under 5,000

OKLAHOMA, CITY, OKLA. — OK Fest I, which was held here recently in the Oklahoma City Fairgrounds Grandstand, was labeled a success by promoter Frank Spencer although the concert drew less than 5,000 persons.

The first concert promoted under Nash-Pac Productions, OK Fest I starred Willie Nelson, Jerry Lee Lewis, John Prine, Tom T. Hall, Hank Williams, Jr., Dr. Hook, Joe Ely and Joel Sonnier. Conducted in 105-degree heat, Spencer considered the concert successful because all artists and associated people were paid in full, and the concert ran smoothly.

"We are extremely proud of Nashville for backing us the way it did, and we are thankful for the way the agents stood behind us and for the commendable job the artists did," Spencer said. "Even though we lost money on the concert, everyone direc-

tly involved with the show believes it was basically successful because of the smooth way it was handled and no crowd incidents."

Reasons For Turnout

According to Mary Gustin of International Talent Services, who coordinated the show, "there were several reasons for the small turnout. Two other concerts were in Oklahoma City that weekend, the hot weather, the lack of time for sufficient promotion, the end of summer vacations and school systems being between semesters or just getting ready to start back were just a few of the factors affecting our ticket sales."

Nash-Pac, Inc. is already working on promoting another outdoor concert for next spring as well as several indoor shows which will include both rock and country artists.



EDDIE RABBITT DAY IN HOUSTON — After Elektra/Asylum's Eddie Rabbitt's recent appearance at The Fools Gold Club in Houston, Tx., City Councilman Louis Macey proclaimed "Eddie Rabbitt Day" and presented Rabbitt the key to the city. Shown backstage from (l-r) are: Norm Osborne, E/A national country promotion director, Nashville; Bob Destocki, artist relation for the midwest, E/A; John Hughes, E/A local promotion; Rabbitt; Club owner Bob Mousa; and Danny O'Brian, E/A local promotion man, Dallas, Tx.

The Country Column

If anyone out of Nashville is getting more press coverage these days than Warner Bros.' **Carlene Carter**, it would be interesting to know who it is. Carlene, in the short space of a month or two, has graced the pages of *People* magazine, *Rolling Stone*, *Time*, *Newsweek*, *Country Music Magazine* and assorted other music publications. People are making a big fuss because she is a country girl out of music city who has recorded a pop album. Fact is, this is happening more and more around here. Carlene is on the road most of the time now, but she was seen last week working on some demos at Combine's "Rathole" studio.

It had to happen sometime. In the mail this week comes a printout of Playboy's October cover with **Dolly Parton** on the front dressed in a modified bunny outfit. The October issue will feature a full-length, no-holds barred interview with RCA's country lass.



Carlene Carter

Epic's **Johnny Paycheck** has been touring the west coast lately, pickin' in such places as San Francisco's Boarding House and Los Angeles' The Roxy. Following "Me And The I.R.S.," straight-talking Paycheck told his audience, "Hell, you can take what they spend studying the sex habits of the South American swamp rats and keep us all in beer for the next 100 years." Paycheck is also finishing work on his new album due out now at any time.

Also playing in California recently was Mercury's **Jacky Ward**, making his debut at the Palomino in North Hollywood. The energetic Texas charmer won the crowd over with songs off his album, "A Lover's Question," as well as medleys of '50s hits and country classics and even imitations of John Wayne and Walter Brennan. Ward's performance, which preceded some outstanding pickin' and strummin' from the **New Riders of the Purple Sage**, was broadcast live over KGBS-FM/Los Angeles.

ABC's **Narvel Felts** and **John Wesley Ryles** have been working on new albums under the production work of **Johnny Morris**.

Showcase Talent, Inc. is in a period of expansion and offices have been moved to 704 18th Ave. So. Epic's **Louise Mandrell** is the newest artist added to the roster of Showcase.

Pam Tillis, daughter of **Mel Tillis**, has recently signed a writer's agreement with Broadcast Music Inc.

In early September, Epic's **Jody Miller** will release "Kiss Away" as her new single. Produced by **Glenn Sutton**, the tune will be included in her new album due this fall. Jody is busy this month working fair dates.

Woodland Studios is having a productive month. **Jerry Fuller** is working on an LP there with **Ron Chancey** producing for ABC, and rock legend **Little Richard** has been in the studio mixing down a gospel album for World Records. ABC's **Tommy Overstreet** has also been working on a special, personalized radio station record called "Fadin' In And Fadin' Out."

RCA Artist **Tom T. Hall** will donate his services as headliner of the fourth annual Truck Drivers Country Music Awards Show Sept. 9 in Kansas City, Mo. Proceeds for the awards show will benefit the American Truckers Benevolent Assoc.

RCA's **Ronnie Milsap** reportedly played before 40,000 folks at the Ohio State Fair this month.

Jack Greene and **Jeannie Seely** helped out their friend metro Sheriff Fate Thomas last week with a fund-raising appearance at War Memorial Auditorium to help Thomas pay off some of his recent campaign debts.

Lone Star's "**Cooder Browns**" played the Texas Summer National Boat Races at Lake Liberty, Tex. August 19 at what was to have been an outdoor dance. A drenching thunderstorm popped up about two hours before the concert, and all concerned thought festivities were over. However, the storm cleared before concert time, and a bunch of rowdy Texans danced and played in the thick mud.

Johnny Carver appeared at a five-state pest control convention held here recently at the Opryland Hotel, and he told guests the only job he had ever had — other than performing — was for a pest control company. His former employer, who was in the audience, assured folks Carver was a much better singer than he was an employee.

Mercury's **Sonny Throckmorton** is another writer/artist who has caught the golfing bug. And recently, he flew to Houston, Tx. to play in a benefit golf tournament organized by former University of Texas football coach Darrell Royal, who is a good friend to many folks in the country-music business. Sonny's brand-new debut album for Mercury is titled "Last Cheater's Waltz."

Another addition to the roster of Mercury artists is **Billy Larkin**, whose first release is a **Bob Morrison** song called "My Side Of Town."

Doble Gray, who has been reportedly signed to Ron Alexenburg's new label, recently showcased his act at the Exit/In. Quite a few entertainers showed up including Columbia's **Bobby Bare** and **Johnny Rodriguez** (newly-signed to CBS), Epic's **Charlie Daniels** and **Dave Loggins**, **Troy Seals** and **Lenny LeBlanc** of the LeBlanc Car Band. Producers **Billy Sherrill**, **Buddy Killen** and **Glen Sutton** also attended.

A special promotional copy of **Willie Nelson's** "Stardust" album on Columbia has been auctioned in Monroe, Mi. for \$110 by journalist Dave Atkins of "Country In The City" Magazine. The record features a special vinylized color photo of Willie as he appears on the back of the "Stardust" album jacket.

Aubrey Hornsby, director of Concerts for People, formed the Nashville World Hunger Day Committee which supported World Hunger Day Sept. 1 here by welcoming and assisting **Harry Chapin** in his Vanderbilt concert appearance that day.

RCA's **Gary Stewart** was the subject of a two-hour special broadcast over KLOH in Pipestone, Minn. recently. D.J. **Milton Ray** interviewed Stewart by phone for an hour, talked with friends of Stewart, and played many of Gary's songs, including the old Coral label recordings which are now collector's items. Stewart's single, "Single Again," sits this week at #61 on the **Cash Box** Country Singles Chart.

Columbia's **Johnny Cash** has been working on a new LP at Jack Clement Studios. **Larry Butler** is producing Cash these days.

Last Tuesday, **Elvis** fans around the country had the opportunity to view the King of rock 'n' roll in peak form, in an encore showing of "Elvis TV Special," on NBC. Produced by **Steve Binder** in the fall of 1968, the special signalled the rocking, strutting comeback of Elvis after several years of starring in lackluster films. Also shown was his 1973 TV special which was filmed in Hawaii and broadcast to almost 500 million Elvis fans internationally.

bob campbell

WVOK/Birmingham Bought For \$1.1 Million By Sanders

BIRMINGHAM, ALA. — Nashville broadcasting executive Mack Sanders, owner of WJRB/Nashville, announced last week his purchase of WVOK-AM here, his second radio property acquired in the past year. Sanders bought the 50,000-watt station for \$1.1 million, subject to approval by the Federal Communications Commission (FCC).

Sanders purchased WVOK from Voice of Dixie Inc., which had owned the station for 31 years. Voice of Dixie was created by the families of Cyril M. Brennan, Sr., and William E. Bennis. The Brennan family also owns WBAM in Montgomery, Alabama. The sale amounted to Sanders purchasing the Bennis interest in WVOK, with the Brennan family assuming total control of WVOK-FM, K-99.

WVOK is the second station to be purchased by Sanders since moving to Nashville over two years ago. Last October Sanders bought WENO, now WJRB, after he began to sell the radio outlets in his Midwestern radio chain.

LeDoux To Write Two Rogers Songs

NASHVILLE — Chris LeDoux, professional rodeo rider, songwriter and artist with several albums to his credit, has been commissioned by the Will Rogers Centennial Committee to write and record two songs to help commemorate the Will Rogers Centennial Celebration set officially to get underway on Nov. 4, Rogers' birthdate.

The commission will utilize the two LeDoux songs in its promotions across the United States, as well as several foreign countries. The 29-year-old LeDoux, who records for his own Lucky Man Music Co., is the same age as was Rogers when he entered show business in 1905.

"We feel like we picked the perfect person to write these songs," said Evan Arthur, coordinator for the Centennial Celebration. "It just seemed natural for the singing bronc rider to pen some songs about a man with whom he had so much in common. If Will were alive today, he would want to help Chris as much as he did Joel McCrea when he was a young man just getting started in the movies."

At a press conference here August 28, WVOK general manager Dan Brennan announced the sale with mixed emotions, but said he was confident that Sanders would continue the same format and programming ideals. Sanders reaffirmed Brennan's words when he said, "Our plans are to carry on — to continue with country music. I don't know anything else."

Sanders also told the press gathering that he and his wife, country music entertainer Sherry Bryce, would be actively involved in the day-to-day operation of WVOK. "Country music has come a long way and we're very proud to be involved. . . I'm going to be involved in Birmingham just like I am in Nashville."

Other aspects of the sale discussed at the press conference included Sanders' plans to relocate WVOK in new quarters, with construction of a new building to begin at a future date. Sanders also mentioned a possible call-letter change, but gave no specifics.

After signing the contract to relinquish control of the station, Dan Brennan said that he and his family will still remain active in broadcasting. Brennan said, "We will concentrate on the ownership and operation of FM K-99 which is an album-oriented station with programming designed for young adults."

Public Survey

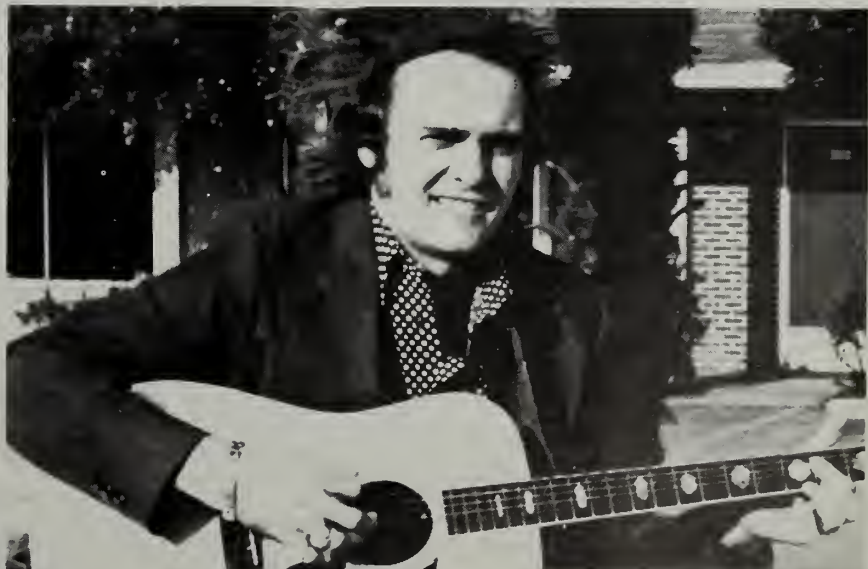
The next process in completion of the sale will include a survey of the public in the Birmingham area, by Sanders, to determine if the station is meeting the listeners' programming needs. Such a survey is required by the FCC prior to approval of the sale of any radio station. Sanders says he hopes to begin the survey sometime this month. Assuming the FCC approves the sale, Sanders should be in control of WVOK sometime before the first of the year.

In a related story, Sanders told **Cash Box** he is currently working on an application to the FCC which would allow him to make WJRB/Nashville one of the first AM stereo experimental stations in the country. Sanders said, "AM stereo will be here soon. . . there's no doubt about that, and if the FCC approves of what we want to do, we'll have the very first country formatted AM stereo

(continued on page 36)



Gary Stewart



BILLY PARKER UNTIL THE NEXT TIME

(OSKAR SOLOMON)

SCR

PRODUCED BY:
THE GENERAL & RAY RUFF

SCR-SC160

THE COUNTRY MIKE

DUGG COLLINS MOVES TO NASHVILLE — After more than 10 years at KDJW in Amarillo, Dugg Collins has resigned his position to move to Nashville as national promotion director for MRC Records. On August 12, in this column, it was reported that Collins had resigned as PD/MD because of a bad ARB. At the time Collins said, "It was a political thing . . . We lost numbers . . . but it was our first bad book in some time." Collins has stayed on at KDJW since then as the afternoon drive jock. Collins will be leaving Amarillo September 5. He'll be moving to Nashville to start with MRC on September 11. Collins can be reached after September 11 in the Nationwide Sound offices at (615) 385-2704.

GENERAL MANAGER PROFILE — Bob Jackson is general manager and program director at KRAM/Las Vegas, with more than 28 years of radio experience behind him. Jackson is from Seiling, Oklahoma, and started his radio career in Ardmore, Oklahoma. After working in various small markets, Jackson was hired as a jock at KBOX/Dallas before it went country. In 1964, Jackson went to WMEX/Boston and KCBQ/San Diego. Jackson got into country radio in 1967, when Bill Ward hired him to announce at KBBQ/Burbank. Jackson has also worked at WIL/St. Louis, KLAG/Los Angeles, and KNEW/Oakland. Jackson's 28 years experience has helped KRAM become the number one station in Las Vegas for adults 18 plus, and for the past three ARB's, KRAM has been number one in adults 25-49.



Bob Jackson

WDAF HOSTS TRUCK WEEK '78 — WDAF/Kansas City and Open Road Magazine will present Truck Week '78 in Kansas City Sept. 9. WDAF all-night jock Phil Young, along with WWL/New Orleans personality Charlie Douglas will MC the Truckers Award Show during the event. Performers for the event will include Tom T. Hall and Charly McClain, and all proceeds go to the Trucker's Benevolence Fund.

KSSS/Colorado Springs air personalities Larry Montgomery and Bob May finally got to work for a real station recently . . . a real gas station that is. The two pumped gas for two hours as part of a station promotion. KSSS sold gas to its listeners for 7.4 cents per gallon . . . KSSS is 740 on the dial. The station ended-up selling more than 1,600 gallons of gas during the promotion.

It's a very interesting thing to see established radio stations change formats to country. It may have started with WDAF/Kansas City a little over a year ago. They had been a sleeping MOR giant before changing to a country format and gaining more listeners than they had ever had before. Earlier this year WMPS/Memphis and KLZ/Denver changed to country from contemporary formats. KIRL/St. Louis changed from top 40 to country in March. Most recently WWSW/Pittsburgh and WSAI/Cincinnati have gone from contemporary to country formats also. While some PD's and managers are still fretting over lost numbers in the past ARB, others are actively trying to get new listeners by going to country music. In the months to come, look for this interesting trend to continue. It's plain to see that country radio is going to have one of its best years in 1978.

Let us know what we can do for you!!! Send your station's playlist along with your news and pictures to **Country Mike** . . . Cash Box . . . 21 Music Circle East . . . Nashville, Tennessee . . . 37203.

country mike



OILERS' CAMPBELL VISITS KOKE — The Houston Oilers' Earl Campbell, last year's Heisman Trophy winner, visits KOKE in Austin, Tx. to tape some promotions. KOKE will be broadcasting some of the Oilers' games for the first time in Austin this fall. Shown here are Dave West, KOKE program director, Campbell and Jim Ray, KOKE general manager.

Simulcasted CMA Awards Available

(continued from page 34)

make the decision as to which one will carry the program. However, before the CMA will authorize CBS to set up lines to a station in a multiple-member market, the CMA must receive a written notice from all stations in that market, agreeing on the one which will be carrying the program.

For over a year, the CMA has been negotiating with Kraft Foods, J. Walter Thompson and the network in order to make this simulcast possible. Stations wishing to carry the show must notify the CMA in writing by Sept. 15, 1978. Stations will be required to run the show intact and to insert special radio spots over the Kraft tv spots.

WVOK Purchased

(continued from page 35)

radio station in the nation."
New Building

Sanders said he's almost certain the FCC will approve his request — so certain in fact — that Sanders has built a new building on Music Row to house the station with all new stereo equipment. Sanders explained that the idea of a country stereo AM station in Nashville is great because most country records are produced in Nashville. "It's the natural place to begin to experiment with country AM stereo."

Besides the fact that Sanders has invested a great deal of money into WJRB — with the new building and equipment, he is also applying to the FCC to increase WJRB's tower height by 420 feet. Sanders said increasing the height of the tower by that much would be almost like doubling the station's listening coverage. WJRB is a full-time station with 5,000 watts.

With the purchase of WVOK, Sanders has not closed the door to future radio purchases in the south. In fact, Sanders had a stipulation written into the WVOK purchase contract that if the Brennan family ever wants to divest itself of WVOK-FM, they must give Sanders the first opportunity to buy it.

In the past 20 years, Sanders has owned or shared ownership in various stations around the country. At this time, however, Sanders is in the process of, or has already relinquished his ownership in several stations in the north, including KOOO AM-FM in Omaha; KBIL/Kansas City; KTOW-KGOW/Tulsa; and KFRM in Salina, Kansas.

Sanders noted his vast experience in radio ownership will enable him to have great success with both WVOK and WJRB. Sanders indicated he would announce the opening of his new building, with an open house sometime this month.

MOST ADDED COUNTRY SINGLES

- AIN'T NO CALIFORNIA** — MEL TILLIS — MCA
KCKC, KAYO, KNEW, KRAK, KYNN, WIL, KFTN, WAXX, WUBE, KHAK, KCKN, KLAC, KKYX, KIKK, WUNI, WHOO, KGBS, KSSS, KLZ, KCUB, KENR, KWJJ, KJJJ, KXLR, WPNX, WTSO, WMPS, WAME, WWOL, WHK, WBAP, KEBC, WMC, WWVA, WHN, WBAM, WNRS, WDAF, KDJW, KWMT, WXCL.
- SLEEPING SINGLE IN A DOUBLE BED** — BARBARA MANDRELL — ABC
KCKC, KAYO, KRAK, KYNN, WIL, WAXX, KHAK, WDEE, KKYX, WINN, KIKK, WPLO, WHOO, KGBS, KSSS, KENR, WVOJ, WPNX, WTSO, WMPS, WAME, WCMS, WWOL, KFDI, WBAP, WSHO, WYDE, KEBC, WWVA, WBAM, WKDA, WNRS, KDJW, WSDS, KWMT.
- LITTLE THINGS MEAN A LOT** — MARGO SMITH — WB
KCKC, KHEY, KRAK, KYNN, KFTN, WAXX, KHAK, WDEE, KLAC, KKYX, WPLO, WUNI, WHOO, KGBS, KLZ, KCUB, KENR, WPNX, WTSO, WMPS, WAME, WCMS, WWOL, WHK, KFDI, WYDE, KEBC, WBAM, WNRS, WSDS, WXCL.
- LET'S TAKE THE LONG WAY AROUND THE WORLD** — RONNIE MILSAP — RCA
KRAK, WIL, WUBE, KVOO, WDEE, WMNI, KMPS, WINN, KLZ, KWJJ, WTSO, WSLR, WBAP, WSHO, WYDE, WKDA, WDAF, KYNN, KXOL.
- ANYONE WHO ISN'T ME TONIGHT** — KENNY ROGERS/DOTTIE WEST — UA
KAYO, KHEY, KRAK, WDEE, WMNI, WHOO, KXLR, WMPS, WCMS, WHK, WBAP, WSHO, KEBC, WWVA, KRMD, WKDA, KYNN, KXOL.
- ANOTHER GOODBYE** — DONNA FARGO — WB
KAYO, WIL, KERE, WMNI, KMPS, WINN, WUNI, KWJJ, KJJJ, KXLR, WSLC, WYDE, KEBC, WJJD, WKDA, KXOL.
- CRYIN' AGAIN** — OAK RIDGE BOYS — ABC
KYNN, WIL, WIRE, KVOO, WINN, WVOJ, WAME, WCMS, WSLR, WHK, WBAP, KRMD, WKDA, KXOL, WSDS.
- ONE-SIDED CONVERSATION** — GENE WATSON — CAPITOL
KRAK, KYNN, KERE, WUBE, WMNI, KMPS, KCUB, WSLR, WBAP, WWVA, WJJD, WKDA, WNRS, KXOL.
- GONE GIRL** — JOHNNY CASH — COLUMBIA
KRAK, WIRE, KKYX, WPLO, KCUB, KJJJ, WWOL, KFDI, WBAM, WNRS.
- TWO HEARTS TANGLED IN LOVE** — KENNY DALE — CAPITOL
WAXX, KVOO, WINN, KSSS, KJJJ, WTSO, WBAP, KRMD, KXOL.

MOST ACTIVE COUNTRY SINGLES

- HEARTBREAKER** — DOLLY PARTON — RCA
WDAF 12-7, KRMD 39-32, WBAM 40-30, WJJD 29-23, WHN 12-6, WWVA 20-12, WMAQ ex-39, KEBC 40-28, WEEB 16-8, WYDE 37-16, WBAP ex-38, WWOL 39-31, WCMS 43-31, WMPS 29-19, WSLC 35-20, WTSO 32-20, WPNX ex-36, KJJJ 35-30, KWJJ ex-37, KCUB 39-27, KHEY 33-19, KYNN ex-40, WUBE 33-26, WIRE 30-25, WMNI 31-23, KLAC 42-31, KMPS 27-20, WPLO ex-28, KGBS 29-14, KSSS 23-13, WHOO 32-17, WUNI 13-6, KIKK 25-15, KERE 21-16, WAXX 36-27, WIL ex-30, KNUZ 21-10, KCKN 28-15, KAYO 28-18, WXCL ex-32, KWMT 33-27, WSDS 43-31, KDJW 40-23.
- TEAR TIME** — DAVE & SUGAR — RCA
WBAM 37-31, WWVA 29-23, WMAQ ex-40, KEBC ex-40, WEEP 32-24, WYDE 36-24, WBAP ex-39, KFDI 48-43, WHI 28-22, WWOL 40-35, WCMS 34-28, WAME ex-29, WMPS ex-23, WTSO 41-34, WPNX ex-40, KJJJ 28-17, KWJJ ex-40, KENR 26-18, KCUB ex-35, KLZ 33-27, KHEY ex-48, KRAK 45-39, WUBE ex-36, WIRE 43-36, WMNI 30-24, KLAC 53-45, WPLO 28-18, KGBS 33-28, KSSS 27-21, WHOO 25-18, WUNI 29-15, KIKK 29-23, KERE 30-25, WAXX 40-30, KFTN 33-22, WIL 36-27, KCKN 33-25, KCKC 25-17, WINN 15-9, WXCL ex-33, KDJW 46-29, KWMT 32-26, WSDS 45-32.
- IT'S BEEN A GREAT AFTERNOON** — MERLE HAGGARD — MCA
WKDA 23-17, WBAM 39-33, WJJO 30-25, WWVA 27-22, WMAQ 35-30, KEBC 26-19, WEEP 34-29, WSHO 18-12, KFDI 34-28, WWOL 34-24, WAME ex-27, WMPS 19-12, KJJJ 18-10, KWJJ 40-28, KCUB 37-25, KLZ 31-24, KHEY 38-31, KYNN 18-9, WUBE 23-15, WIRE 34-28, WMNI 40-31, KLAC 36-26, KMPS 25-18, KGBS 17-12, KSSS 26-18, WHOO 29-20, KFTN 23-14, WIL 22-16, KCKN 38-28, KAYO 19-10, KDJW 30-19, WSDS 26-20, KWMT 26-20, WXCL 30-25, KXOL 37-32.
- WHO AM I TO SAY** — THE STATLER BROS. — MERCURY
WKDA ex-28, WBAM 23-13, WJJD 23-17, WMC 14-4, KEBC 30-21, WEEP 27-20, WBAP 21-11, WHK 30-25, WWOL 31-23, WAME 23-17, WMPS 18-13, WVOJ ex-40, KXLR 18-11, KJJJ 27-20, KCUB 23-19, KLZ 27-21, KYNN 15-8, WUBE 19-13, WIRE 29-21, KLAC 35-23, KMPS 17-8, WPLO 23-14, KSSS 22-12, WHOO 21-7, KERE 26-19, WIL 29-22, KAYO 30-21, WSDS 22-17, KWMT 21-13, WXCL 23-17, KXOL 26321.



WARD ON ROAD PROMOTING SINGLE — Phonogram/Mercury artist Jacky Ward recently visited with folks at WITL in Lansing, Mi. on a recent promotional tour for his current single, "I Want To Be In Love," which rides the #28 spot this week on the Cash Box Country Singles Chart. Shown outside of the radio station are (l-r): Jim Walton, WITL program director; Wayne Waters, WITL music director; Ward; and Doyal McCollum, assistant national country promotions, Phonogram/Mercury.

CASHBOX SPOTLIGHTS

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**DEADLINE
SEPT. 25, 1978**

JAZZ

ON JAZZ

The **Stan Kenton** Orchestra has disbanded indefinitely and the veteran bandleader has reportedly returned to Los Angeles for a long rest. Kenton, 66, suffered a fall in May, 1977, and subsequently underwent extensive brain surgery.

The band, which was reorganized last January, played its last date Aug. 20 in Costa Mesa, Calif. All bookings have been cancelled for the rest of the year, including a date at the Monterey Jazz Festival. A spokesman for the bandleader said he hopes to re-form the band in 1979.

Guitar great **Grant Green** is in Harlem hospital recovering from a bout of pneumonia. He should be released shortly. Grant's latest album is "Easy" on Versatile.

Bee Hive Records, a new label out of Chicago, debuts with two LPs: "Baritone Madness" by the **Nick Brignola** Sextet featuring **Pepper Adams** and "Manhattan Project" by **Dizzy Reece** with **Clifford Jordan** and **Roy Haynes**. The label is named for the famous Chicago nightclub of the 1950s, which featured giants such as **Ebene Ammons**, **Dexter Gordon**, **Charlie Parker** and **Lester Young**.

Norman Schwartz has announced plans for the formation of **Gryphon Records** Ltd. Gryphon was formerly distributed by RCA, and its artists have recorded some direct-

to-disc albums on the West Coast since the dissolution of the RCA deal. First product includes LPs by **Buddy Rich**, **Phil Woods**, **Barry Miles** and **Mel Torme**. **Bob Brookmeyer** recorded a live date for the label, due in October, and **Michel Legrand** has recorded a date which includes **Gerry Mulligan**, **Phil Woods**, **Jon Faddis** and **Ron Carter**.

Eddie Vinson tore up The Village Vanguard last week in the company of the **Ray Bryant** Trio. The Vanguard was once the local spot for the "free jazz" crowd, but since the return of **Dexter Gordon**, it has billed more beboppers.

Clubs are gearing up for the fall season: **Ronnie Matthews**, **Steve Kuhn** and **Ted Curson** will be at Beefsteak Charlie's during September. **John Handy**, **Dexter Gordon**, **Johnny Griffin** and **Arnett Cobb** will be at Keystone Korner in San Francisco at the same time. Singer **Al Hibbler** has a week at Storytowne.

Chuck Nessa getting **Von Freeman** and **Lucky Thompson** ready for fall release on his Nessa label.

Ray Charles, **Ray Barretto** and **Roberta Flack** will be in the next Atlantic release.

Trumpet monster **Jon Faddis** to Versatile Records. His album is being written and produced by **Leo Pendarvis**. **bob porter**



E/A SIGNS OREGON — Jazz outfit Oregon has recently signed a recording deal with Elektra/Asylum Records' jazz/fusion division. The group's first album will be released this month, to be followed by a national tour. Pictured (l-r) at the signing are: **Ralph Towner** and **Glen Moore** of Oregon; **Don Mizell**, E/A jazz/fusion general manager; **Collin Walcott** of Oregon; **Joe Smith**, E/A chairman, **Tonik Barber**, assistant to Mizell; and **Paul McCandless** of Oregon.

TOP 40 ALBUMS

	Weeks On Chart	9/2	Chart		Weeks On Chart	9/2	Chart
1 IMAGES CRUSADERS (ABC BA-6030)	1	9		22 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	20	20	
2 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	2	12		23 CASINO AL DIMEOLA (Columbia JC 35277)	22	20	
3 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	3	45		24 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	30	2	
4 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	4	10		25 SKY BLUE PASSPORT (Atlantic SD 19177)	24	17	
5 TROPICO GATO BARBIERI (A&M SP 4710)	5	7		26 ALL ABOUT ESTHER PHILLIPS ESTHER PHILLIPS (Mercury SRM-1-3733)	27	5	
6 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	8	5		27 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	26	24	
7 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	7	32		28 PHIL UPCHURCH (Marlin 2209)	25	8	
8 FREESTYLE BOBBI HUMPHREY (Epic 35338)	6	14		29 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	—	1	
9 FRIENDS CHICK COREA (Polydor PD-1-6160)	10	5		30 BEST OF CHUCK MANGIONE (Mercury SRM 2-8601)	32	3	
10 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	9	10		31 THE CAPTAIN'S JOURNEY LEE RITENOUR (Elektra 6E-136)	31	14	
11 DON'T LET GO GEORGE DUKE (Epic JE 35366)	11	15		32 ELECTRIC GUITARIST JOHN McLAUGHLIN (Columbia JC 35326)	29	15	
12 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	13	10		33 EASY GRANT GREEN (Versatile 6002)	34	5	
13 MAGIC IN YOUR EYES EARL KLUGH (United Artists UA-LA877-H)	12	14		34 HEART TO HEART DAVID SANBORN (Warner Bros. BSK 3189)	33	15	
14 ARABESQUE JOHN KLEMMER (ABC AA-1068)	14	14		35 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	35	24	
15 MY SONG KEITH JARRETT (ECM-1-1115)	16	6		36 SUNNY SIDE UP WILBERT LONGMIRE (Columbia/Tappan Zee JC 35365)	36	7	
16 PAT METHENY GROUP (ECM-1-1114)	18	6		37 INFINITY IS SONNY FORTUNE (Atlantic SD 19187)	39	2	
17 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	17	16		38 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	37	31	
18 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	15	31		39 SPYRO GYRA (Amherst AMH 1014)	38	18	
19 LARRY CARLTON (Warner Bros. BSK 3221)	23	5		40 MONTREUX SUMMIT VARIOUS ARTISTS (Columbia JC 35090)	28	9	
20 LOVE AFFAIR GARY BARTZ (Capitol 11789)	19	9					
21 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	21	31					

JAZZ ALBUM PICKS

MAHAL — **Eddie Henderson** — Capitol SW-11846 — Producer: **Skip Drinkwater** — List: 7.98

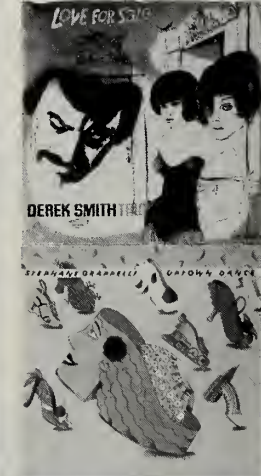
Doctor-turned-musician Eddie Henderson has enlisted an all-star lineup to help him on his latest Capitol release and the end result is one of the tastiest jazz LPs to hit the streets in some time. Guest artists include **Hubert Laws**, **Benny Maupin**, **Mtume** and the man who gave Henderson his first musical break, **Herbie Hancock**. The first track, "Butterfly," is a beautiful and gentle song that soars smoothly with the help of Hancock's stellar keyboards and the six other tunes are also restrained gems.

SOFT SPACE — **The Jeff Lorber Fusion** — Inner City 1056 — Producers: **Jeff Lorber & Marlon McClain** — List: 7.98

The anxiously awaited second album by The Jeff Lorber Fusion represents a mature development from the band's critically acclaimed debut. With able assistance from guest artists **Chick Corea** and **Joe Farrell**, Lorber carefully synthesizes a number of different musical styles to arrive at a free-flowing, natural sound. Lorber's "Katherine" and "The Samba" are superb tunes that demonstrate this band's limitless potential. Could be the sleeper of the year.

LEE KONITZ NONET — **Chiaroscuro 186** — Producer: **Hank O'Neal** — List: 7.98

Konitz' nine-piece group is similar in instrumentation to the classic Miles Davis band of 1949, but the musical thrust is certainly 1978. **Burt Collins**, **Jimmy Knepper** and **Ronnie Cuber** assist in the solo department and the charts by **Sy Johnson** and **Lee Konitz** are well done. Best is **Charlie Parker's** "Chi-Chi," but as a whole the album is superb from start to finish.



LOVE FOR SALE — **Derek Smith** — Progressive 7002 — Producer: **Gus Statras** — List: 7.98

This is a piano trio album by a musician whose playing has impressed everyone recently. Smith has a touch of Peterson in his playing, but throughout the six standards and two originals he swings hard and impresses as a thoroughly inventive player. Strong, straight-ahead piano!

UPTOWN DANCE — **Stéphane Grappelli** — Columbia JC 35415 — Producer: **Ettore Stratta** — List: 7.98

Stéphane Grappelli is a 70-year-old violin master, but he's still playing as exquisitely as when he first got into jazz after hearing Louis Armstrong in 1922. The title track, one of five featuring Grappelli in a very contemporary setting, although the LP ingeniously mixes old and new songs into an outstanding package. But it's Grappelli's elegant violin that ties it all together — and remains in the listener's head long after the record has played through.

YOU CAN'T LIVE WITHOUT IT — **Jack Wilkins** — Chiaroscuro 185 — Producer: **Fred Miller** — List: 7.98

Wilkins is a young guitarist with plenty of chops and imagination. His second date for Chiaroscuro features the Brecker Brothers and rhythm in four stretched-out performances. There is plenty of blowing here and the album should be investigated by anyone with an interest in current players playing timeless music.

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CLASSICAL

Opera Record Sales Benefit From Regional Productions

by Charles Palkert

Last year, an estimated 9.2 million people attended at least one opera in the U.S., and 68 major companies spent \$79.7 million on their opera productions.

Two weeks ago, *Cash Box* examined the increasing popularity of opera outside the established cultural centers of the nation. This week, in the second installment of a three-part series, *Cash Box* examines the impact of regional opera companies on local retail opera sales.

NEW YORK — Major classical labels have long considered New York, Boston, San Francisco and a few other major urban cultural centers as the primary, if not the only, markets for retail opera sales.

Yet, several cities boasting regional companies have, according to a *Cash Box* survey, experienced a dramatic opera sales surge. Rita Hubert, buyer for the Music Street/Wide World of Music chain in Seattle, noted that the presence of the Seattle Opera has "increased sales tremendously." Especially significant, Hubert said, was the effect of the Pacific Northwest Opera Festival. The Festival traditionally performs Wagner's "Ring" cycle, and the sales follow-through, Hubert reported, "continues all year, even though the Ring is just a summer festival. It's quite amazing."

Another sign of the regional company's continuing influence has been their participation in local in-store promotions. Hubert said that such promotions have boosted sales in Seattle, particularly appearances by well-known visiting opera stars like Joan Sutherland. In addition, Hubert said, TV appearances by opera personalities like Luciano Pavarotti have led to "appreciable sales rise" afterwards.

The 10-store Swallens chain in Cincinnati has also experienced an upsurge of sales in opera records. Jerry Petite, the chain's buyer, estimated that opera now accounts for slightly less than half of the chain's total classical volume of 7% annually. Petite noted a sales swing in the direction of younger buyers. "There seems to be an upsurge among younger people between the ages of 20 and 24," Petite said, "and it's been surprising to me that there was such a strong interest. But apparently

the Cincinnati Opera has really helped to increase local interest."

A prime example of a secondary market contributing to the opera sales boom has been Syracuse, New York. Caroline West, classical sales supervisor for the Discount Records store there, estimated that opera accounts for over 35% of "a very substantial" classical business.

She also cited the Syracuse Opera Company as an essential catalyst in the opera sales surge. "Customers are very much influenced by what the local company plays," West said, "and we do our best to maximize the effect by running a sale on whatever particular opera happens to be in town."

CLASSICS IN CONCERT

EVERY FISHER HALL, NYC — A recent performance of Bach's monumental Mass in B Minor was a mixed success, with the Musica Sacra Chorus under Richard Westenburg's direction outclassing any of the individual soloists.

Founded in 1973, Musica Sacra is becoming increasingly well known around New York. During the coming season, the choral group will offer performances at Avery Fisher of Verdi's "Requiem," Handel's "Messiah," an all-Vivaldi program, an all-Mozart program with soprano Elly Amelling as soloist, and Bach's "St. Matthew's Passion."

In the B minor mass, the choral work was very sonorous, well-timed and highly polished. Although Westenburg's pace in many of the choruses, particularly the opening Kyrie, was somewhat on the slow side, the broad, gracious tempo often opened new vistas of vocal beauty and revealed many subtle details in the score. One notable exception was the "Et Incarnatus Est" and "Crucifixus" sequence in the Credo, which was so static that there was no sense of forward motion at all. However, the ascending, interlocking phrases of "Gratias Agimus" in the Gloria blossomed into a breathtaking climax, and the concluding "Dona Nobis Pacem" was a reverential sunrise of sound.

The best of the soloists was soprano Susan Davenny-Wyner, who has made a

(continued on page 41)

CLASSICAL ALBUM REVIEWS

SATURDAY NACHT FEVER: 'Disco' Sounds Of 1830. Tur-about TV 34741. Llist: \$3.98.

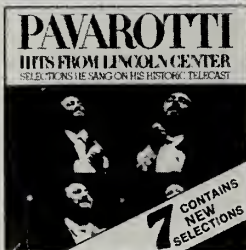
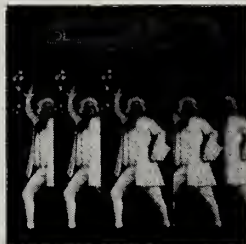
With its pop-oriented title and attractive cover graphics, this budget-priced album is designed to appeal to an untapped market of impulse buyers who would normally never think of purchasing a classical record. The name of the orchestra that performs the ten light classical selections here is purposely omitted from the jacket and liner notes; instead, the LP's presentation concentrates on the music itself, which includes Mozart's "Eine Kleine Nachtmusik," the Scherzo from Mendelssohn's "Midsummer Night's Dream" and several works by the Strusses.

PAVAROTTI: Hits From Lincoln Center. London OS 26577. Llist: \$7.98

The title of this one is a bit misleading: Although the LP does feature the selections which Pavarotti sang at his televised recital from the Met, the versions of those arias on this album were not recorded at the recital. In fact, seven of the 14 tracks here were culled from previous discs. Nevertheless, Pavarotti's singing never fails to delight.

CHOPIN: Concerto No. 2 in F minor: Tros Nouvelles Etudes: Scherzo No. 2 in B-flat minor. Emmanuel Ax, pianist; Philadelphia Orchestra, Eugene Ormandy, conductor. RCA ARL 1-2868. Llist: \$7.98.

This is the first recording Ax has made as a concerto soloist; but, to judge by its high quality, it will not be the last. Moreover, Ax displays a real affinity for Chopin's music. His playing is elegant and finely controlled, with plenty of strength and individuality. Most importantly, the pianist shows a sense of musical proportion that brings out the best in every passage.



TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	HOROWITZ: Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA CRL 1-2633 (8.98/1 LP)	8/26 26
2	RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP Rampal, Laskine Columbia M 34568 (7.98/1 LP)	1 24
3	NYIREGYHAZI PLAYS LISZT Columbia M2 34598 (15.98/2 LPs)	2 4
4	LEHAR: The Merry Widow Sills, New York City Opera Orchestra & Chorus (Rudel) Angel S-37500 (7.98/1 LP)	18 168
5	HOLST: The Planets Amsterdam Concertgebouw Orchestra (Marriner) Philips 9500.425 (8.98/1 LP)	5 8
6	WAGNER: Orchestral Excerpts Chicago Symphony Orchestra (Soiti) London CS 7078 (7.98/1 LP)	6 12
7	GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 4544 (5.98/1 LP)	7 44
8	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	4 96
9	RAVEL: Bolero La Valse, Del Gracioso, Orchestre National De France (Bernstein) Columbia XM 35103 (7.98/1 LP)	3 12
10	PACHTEL: Kanon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	11 96
11	LEONTYNE PRICE: Prima Donna/Volume 4 New Philharmonia Orchestra (Santi) RCA ARL 1-2529 (7.98/1 LP)	8 16
12	MAHLER: Symphony No. 1 Boston Symphony Orchestra (Ozawa) DG 2530 993 (7.98/1 LP)	13 14
13	DONIZETTI: La Favorita Pavarotti, Cossotto, Bacquier, Ghiaurov, Cotrubas, Orchestra Teatro Comunale, Bologna (Bonygne) London OSA 13113 (23.94/3 LPs)	9 26
14	HOROWITZ: Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	12 36
15	MAHLER: Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	15 80
16	OPERATIC DUETS: Sutherland And Pavarotti National Philharmonic Orchestra London OS 26449 (7.98/1 LP)	16 36
17	RAMPAL: Favorite Encores Rampal, Tokyo Concert Orchestra (Yamaoka) Columbia M 34559 (7.98/1 LP)	20 28
18	BIZET: The Pearl Fishers Cotrubas, Vanzo, Sarabia, Soyer, Chorus & Orchestra of the Paris Opera (Pretre) — Angel SBLX-3856 (16.98/2LPs)	19 28
19	PUCCINI: La Fanciulla Del West Neblett, Domingo, Milnes, Chorus & Orch. of Royal Opera House (Mehta) DG 2709 078 (26.98/3 LPs)	25 4
20	BORODIN: The Complete Orchestral Music National Philharmonic Orchestra (Tjcknavorian) RCA CRL3-2790 (23.94/3 LPs)	23 8
21	VERDI: Il Trovatore Price, Obratzsova, Bonisolli, Berlin Philharmonic Orchestra (Von Karajan) Angel SCLX-3855 (24.98/3 LPs)	21 16
22	JOHN WILLIAMS AND FRIENDS Columbia M 35108 (7.98/1 LP)	27 6
23	PROKOFIEV: Peter And The Wolf BRITTEN: Young Person's Guide To The Orchestra Bowie, Philadelphia Orchestra (Ormandy) RCA ARL 1-2743 (7.98/1 LP)	14 18
24	WILLIAMS: Suites From Star Wars and Close Encounters Of The Third Kind Los Angeles Philharmonic (Mehta) London ZM 1001 (7.98/1 LP)	17 30
25	DVORAK: Concerto In B Minor, Op. 104 SAINT-SAENS: Concerto No. 1 In A Minor, Op. 33 Angel S-37457 (7.98/1 LP)	24 18
26	MAHLER: Symphony No. 4 in G von Stade, Vienna Philharmonic (Abbado) DG 2530 966 (7.98/1 LP)	29 4
27	BRAVO PAVAROTTI! Pavarotti London PAV 2001/2 (13.96/2 LPs)	— 2
28	HITS FROM LINCOLN CENTER Pavarotti London OS 26577 (7.98/1 LP)	— 2
29	NYIREGYHAZI PLAYS LISZT Desmar IPA 111 (7.98/1 LP)	30 8
30	DVORAK: Symphony No. 9 ("From The New World") Chicago Symphony Orchestra (Giulini) DG 2530 881 (8.98/1 LP)	28 22
31	BEETHOVEN: Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	31 40
32	GREAT PATTEN SONGS Reed, D'Oyly Carte Opera Company London OS 26526 (7.98/1 LP)	34 6
33	VERDI: La Traviata Cotrubas, Domingo, Milnes, Bavaria State Orchestra & Chorus (Kleiber) DG 2707103 (17.96/2 LPs)	32 28
34	TOMITA: Kosmos RCA ARL 1-2616 (7.98/1 LP)	22 32
35	MOSTLY MOZART — VOL. III De Larrocha London CS 7085 (7.98/1 LP)	36 4
36	HAYDN: Symphonies Nos. 94 "Surprise" And 96 "Miracle" Academy Of St. Martin-in-the-Fields (Marriner) Philips 9500.348 (7.98/1 LP)	33 10
37	VIVALDI: PV 31; 120 BOCCHERINI: Cello Concerto No. 2 in D TARTINA: Cello Concerto in A Rostropovich, Collegium Musicum Zurich (Sacher) DG 2530 974 (7.98/1 LP)	— 2
38	THE COMPLETE CARUSO, VOLUME 4/1906-1907 RCA ARM1-2755 (7.98/1 LP)	26 10
39	THE GREAT PAVAROTTI London OS 26510 (7.98/1 LP)	37 80
40	BEETHOVEN: The Complete Sonatas For Violin And Piano Perlman, Ashkenazy London CSA 2501 (39.90/5 LPs)	35 20

CLASSICS IN CONCERT

(continued from page 40)

specialty of singing with symphony orchestras. Although her liturgical experience has been limited, she delivered a consistently pure, lovely vocal sound, especially in her duet with tenor Seth McCoy. Her major difficulty with this kind of music, as revealed in the "Laudamus Te," is that her voice is not agile enough to handle the fioriture. In addition, she was hampered in a couple of numbers where she sang with inadequate altos. The featured soloist, Elaine Bonazzi, was unable to attend the performance, and several of Musica Sacra's altos took turns handling the solo parts. Three of these singers were vocally unspectacular and evidently unfamiliar with the music. The fourth, Lorna Meyers, was a bit flat in her rendition of the tragic "Agnus Dei," but, compared to the others, she was in a class by herself with her rich, vibrant tone and expressive delivery.

Bass John Cheek had the wrong kind of voice for "Quoniam Tu Solus Sanctus," which seemed to call for a more mature, deeper timbre. This suspicion was borne out when he did a fine job with "Et In Spiritum Sanctum," which is a more pastoral melody in a higher tessitura. Seth McCoy was at his best in the aforementioned duet with Davenny-Wyner, where he seemed to adjust his voice to suit hers. Elsewhere, despite his limited range and powers of projection, McCoy gave a satisfying account of himself.

The Mostly Mozart Orchestra was excellent throughout the performance. Special kudos to the woodwinds, who accompanied the soloists in many of the more intimate passages, and to the trumpeter and French horn player, who came through magnificently. It is always a pleasure to hear such a professional performance.

Black Music Assn. To Meet This Month

NEW YORK — The Black Music Association will hold its corporate government meetings at La Costa in Carlsbad, California, September 10-13. The distribution of by-laws, the ratification of existing officers, and the election of new officers will be conducted at the meetings. In addition, a general question and answer period for the industry trade publications will be held at noon on September 13.



KC HITS PLATINUM — At a recent party in Miami, Harry W. (KC) Casey and Rick Finch of KC and the Sunshine Band were presented with three platinum records for their "Part 3" album, the new "Who Do Ya (Love)" LP and for the single, "Keep It Comin' Love." Pictured (l-r) are: Jim Morey, vice president of the management firm of Katz-Gallin; Finch; Henry Stone, president of TK Records; and Casey.



ALLMANS REUNITE IN MACON — A surprise reunion performance by the Allman Brothers Band highlighted the Seventh Annual Capricorn Records Barbecue and Summer Games, which was recently held in Macon, Georgia. Relaxation and old fashioned southern hospitality were the other keynotes of the day as an international gathering of 2,000 guests enjoyed the festivities. In addition, an assortment of recreational activities were made available including water skiing, volleyball, paddle boats and a pinball arcade. Pictured (l-r) are: Jaimoe, Gregg Allman, Dicky Betts and Butch Trucks. Not pictured is Chuck Leavell and Lamar Williams, who also participated in the Allman Bros. Band reunion. The band performed such classics as "Elizabeth Reed" and "One Way Out."

Posner, E/A Vice Chairman, Typifies Model Record Exec.

(continued from page 28)

ing of rack jobbing in the midstream of the business."

During this period, Posner advanced within the Elektra family, moving from sales manager to general manager and then executive vice president. In 1973, after Holzman had left the company, Posner became president with David Geffen serving as chairman, bringing with him the Asylum label. Elektra had been acquired by Warner Communications which decided to form its own distribution arm combining Warner Bros., E/A and Atlantic. Together with the late Joel Friedman, then of WB and David Glew of Atlantic, Posner traveled across the country and built the landmark WEA distribution network.

WEA Founder

"It was a question of controlling our destiny," says Posner. "David and Joel and myself analyzed the sales patterns, manufacturing centers and geographical regions and devised a system of centralized distribution points. It took seven months of our lives to put it together."

While many within the industry felt that it could not be done, Posner traveled the country arranging warehousing space, office operations and the myriad of other components necessary to efficiently operate a farflung distribution system. Because of the revolutionary nature of the concept, Posner met more than expected resistance. However, the efforts of Posner, Friedman and Glew established the concept of "Superdistributors."

Also in 1973, Posner and Geffen, sensing the shifting winds of the music business, moved the Elektra/Asylum label to the west coast. In 1975, Joe Smith became the new chairman. Under Holzman, Geffen and Smith, Elektra was a prime contributor to another development in the music business — the growth of FM radio.

"We were in on the ground floor of FM because we sensed its importance for the album market," says Posner. "George Duncan at WNEW-FM was trying to reach a whole new audience and was meeting with mixed results. We supported him with advertising dollars because we had faith. With the advent of FM radio, the singles market began deteriorating. We went with the change."

Posner noted that whereas five or six years ago a solitary hit single created a smash album, two or three singles are needed to have that breakthrough for an album today. The last five years has also seen the growth of many different marketing, merchandising and promotional aspects of the business.

Changing Nature Of The Business

"The business has changed greatly," says Posner. "In some ways, I know aspects of the business that no longer exist because I had to wear different hats. Today, many jobs are compartmentalized and you cannot get the overview that working from the

street up helps you develop."

In his long tenure at the label, Posner has helped Elektra/Asylum branch out from an elite singer/songwriter roster image. In 1978, Elektra/Asylum's jazz fusion division under the leadership of Don Mizell has released 15 albums and taking an aggressive approach to the burgeoning genre. In addition, Posner reports that Elektra/Asylum is establishing a strong representation in the country music field.

"We are going into country with both feet, the legs and the whole body," says Posner, who adds that E/A will be announcing several major signings in the next several months. "Three years from now, we hope to do about \$40 million with country music." Although acknowledging that E/A has

(continued on page 51)

KYNN Fest Celebrates Station's Anniversary

OMAHA, NB. — KYNN radio celebrated its first anniversary as a country music station on August 28. To commemorate the event the station promoted its first "KYNN 1st Anniversary Party" at a local amusement park.

The schedule of activities at Peony Park began with the Great Omaha Opry and bluegrass jamboree. In addition to games and contests like the old time fiddling contest and the balloon race, country entertainers T.G. Sheppard and Ann J. Mortenson headlined two shows at the KYNN celebration. The station broadcast the second show live, to its listeners who couldn't make it to the show in person.

Other attractions featured during the day-long event included a haystack hurling frisbee contest, a pie-eating contest and an egg-throwing contest. Various performances by local artists and groups rounded out the successful KYNN promotion.

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L A T I N

L A T I N B E A T

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After a long wait, **Tipica Ideal** has released a new album on Coco Records. Titled "Fuere Del Mundo/Out Of This World," it was produced by well-known Charanga producer, **Ira Herscher**.

As a follow-up to her album with **Johnny Sanchez**, **Cella Cruz** will record an album with **La Sonora Poncena**.

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Mongo Santamaria appeared in concert at Roberto Clemente Coliseum Sept. 1, along with some local groups from Puerto Rico. Talking about Mongo, there should be some news about his recording situation in the near future.

Stanley Cohen, president of T.R. Records, announced the signing of **Rhio Borelli** to a long term contract. Rhio's voice can be heard on numerous Spanish language commercials. Her singing is in the international vein. She will record Latin disco on the order of Lissette.

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ray terrace

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Courtesy Of Estra In Puerto Rico

Latin Picks



LOUIE RAMIREZ — Cotique JMCS 1096 — Producer: Louie Ramirez

Louie Ramirez is no new name on the scene. He has played with the very best in the Latin field and has been the producer for Fania Records for years. He has had success with other albums of his own, but here he outdoes himself cut after cut, demonstrating his versatility on different instruments. All arrangements are good, with top caliber musicians backing him in this album which features a tight rhythm section. The song "Something" has definite crossover potential.



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MY OWN IMAGE — Luis Perico Ortiz — Turnstyle T-439 — Producer: Luis Ortiz

Luis "Perico" Ortiz has been around a few years, and finally he gets to debut his first album for Turnstyle. Perico has played with such greats as Tito Puente, Fania All-Stars and Mongo Santamaria. Latin, funk, jazz no matter what your bag is, you'll find the music Perico has assembled for this album is something everyone can dig. This is music for all people, featuring a dazzling array of all-stars on this session. All cuts are fine examples of first rate Latin jazz.

S I N G L E S T O W A T C H

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- AVIER BATIZ (Orfeon-Mexico) **Ella Fue** (Gale-Pacheco-Serna)
- AZARO (Orfeon-Mexico) **Artuditu** (Omero)
- AVID ZAIZAR (Peerless) **Pa'Que Te Acuerdes de Mi** (Herrera)
- SKA (Orfeon-Mexico) **SI Como No** (Oskar)
- COCA BLANCA (Orfeon-Mexico) **El Gavilan Pollero** (Ventura Ramero)
- LAS EDUARDO (Gamma) **Unas Palabras** (Blas Eduardo)
- OS HIJOS DEL FUTURO (CBS-Venezuela) **Te Me Vas** (3:06) (Glovan Battita)
- RENE PINEDO (Orfeon) **Agapito El Chaparrillo** (2:53) (Felipe B. Leal)
- IMON LOPEZ (Orfeon) **Peor Que La Muerte** (2:22) (D.A.R.)
- OS SAGITARIOS (Olympico) **Con Mis Propias Manos** (Antonio Valdez)
- RUPO BOMBA (CBS-Venezuela) **Quiero Aprender** (4:01) (N. Bellomo)
- EYNALDO OBREGON (Orfeon) **Sangre De Vino** (3:13) (Reynaldo Obregon)
- OLANDA LIEVANA (Orfeon) **Que Me Vas, Andres?** (Manuel Eduardo)
- IRIAM NUNEZ (Orfeon) **Relampago** (Hnos. Martinez Gil)

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options which enables the
simulate increased target
and multiple bonus oppor-

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the backglass graphics,
near disco craze, to further
deal of the new game. "We
features will make Disco
rage on location," Crouse

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g Industry Up 50% NAMA Says

verage net profits of vending
e management firms in-
cent last year compared
ording to the annual
Report compiled from data
umber firms of the National
chandising Association

before income taxes
ercent of gross sales in
with 3.8 percent in 1976,
Schreiber, NAMA presi-

of the vending industry are
nd and 1977 shipments of
ne manufacturers also
record in dollar volume,
6,000," Schreiber said.
preliminary reports so far
e to reflect this upward

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- 2 **DEVOTED TO YOU** CARLY SIMON & JAMES TAYLOR (Elektra E-45506)
- 3 **THERE WILL BE LOVE** LOU RAWLS ((Phila. Int'l ZS8 3653)
- 4 **SHE'S ALWAYS A WOMAN TO ME** BILLY JOEL (Columbia 3-10788)
- 5 **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)

udents sufficient study time with a few hours
to spare for on-the-job training, according
to ICMOA president Kem Thom, a member
of the group that laid the groundwork for
the program. An operator can enroll a stu-
dent and also allow that student the advan-
tage of putting the training to practice,
Thom explained. "We feel confident," he

trend.
The 184 companies which furnished data
for the 1977 NAMA Operating Ratio Report
represent a vended sales volume of \$1.45
billion, which is 14 percent of the estimated
1977 industry sales volume of \$10,686,-
000,000.

(continued on page 45)

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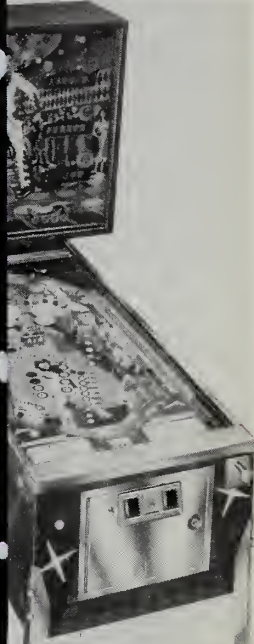
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- AVIER BATIZ (Orfeon-Mexico) **Ella Fue** (Gale-Pacheco-Serna)
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- MIRIAM NUNEZ (Orfeon) **Relampago** (Hnos. Martinez Gil)

3x, 4x, AND 5x MULTIPLIER.

ELECTRONIC SOUND GENERATOR SIMULATES THE EXOTIC SOUNDS OF THE MOTHER SHIP COMMUNICATING WITH EARTH HUMANS IN THE "LANDING SCENE" OF THE MOVIE.

Production Player Pin



Go Fever'

features of the new model memory for the A-B and options which enables the simulate increased target and multiple bonus oppor-

cosmetics of the machine, the backglass graphics, the disco craze, to further appeal of the new game. "We believe these features will make Disco rage on location," Crouse

Offering Mechanics

When a student completes the program and is awarded a certificate, that individual is qualified to go right to

is in charge of recruitment for the course and, for the most part, the parties in the Chicago area reached at 641-4862.

ing Industry Up 50%

NAMA Says

average net profits of vending machine management firms increased last year compared with the annual report compiled from data of member firms of the National Vending Association

before income taxes 10.5 percent of gross sales in 1977, up with 3.8 percent in 1976, says Schreiber, NAMA presi-

of the vending industry are expected for 1977 and 1978 shipments of vending machine manufacturers also set a record in dollar volume, \$6,000," Schreiber said. preliminary reports so far are expected to reflect this upward

MR. OPERATOR

This is your chance to take advantage of the multi-million dollar advertising program promoting Columbia Pictures' sensational box-office hit "CLOSE ENCOUNTERS OF THE THIRD KIND".

Gottlieb's latest 4 player uses instant recognition of name, graphics, and sound to draw immediate attention and big repeat play to a superb game with coin-box filling player appeal.

The time proven Solid State Controller System by Gottlieb/Rockwell, is your key to efficient, reliable, and profitable operation.

D. Gottlieb & Co.

A Columbia Pictures Industries Company

165 W. Lake Street - Northlake, Illinois 60164

Phone: 312/562-7400 Telex: 72-8463

TOP NEW MOR SINGLES

- 1 SHINE ON SILVER MOON MARILYN McCOO & BILLY DAVIS JR. (Columbia 3-10806)
- 2 DEVOTED TO YOU CARLY SIMON & JAMES TAYLOR (Elektra E-45506)
- 3 THERE WILL BE LOVE LOU RAWLS ((Phila. Int'l. ZS8 3653)
- 4 SHE'S ALWAYS A WOMAN TO ME BILLY JOEL (Columbia 3-10788)
- 5 I JUST WANNA STOP GINO VANNELLI (A&M 2072)

benefits sufficient study time with a few hours to spare for on-the-job training, according to ICMOA president Kem Thom, a member of the group that laid the groundwork for the program. An operator can enroll a student and also allow that student the advantage of putting the training to practice, Thom explained. "We feel confident," he

trend. The 184 companies which furnished data for the 1977 NAMA Operating Ratio Report represent a vended sales volume of \$1.45 billion, which is 14 percent of the estimated 1977 industry sales volume of \$10,686,000,000.

(continued on page 45)

LATIN BEAT

Ralph Mercado, back from Colombia and Venezuela with **Hector LaVoe**, reports that Hector's single, "El Cantante," from his album, "Comedia," is #1 all over South America. As a result of his popularity and the success of his record, Hector drew record breaking crowds in Colombia and Venezuela.

The Apollo Theater in New York presented its first "Salsa" package Aug. 18-20. The bill could not have been better as the lineup consisted of **Cella Cruz**, **Eddie Palmieri**, **Mongo Santamaría** and **Bobby Rodríguez Y La Compañía**.

After a long wait, **Tipica Ideal** has released a new album on **Coco Records**. Titled "Fuere Del Mundo/Out Of This World," it was produced by well-known charanga producer, **Ira Herscher**.

As a follow-up to her album with **Johnny Pacheco**, **Cella Cruz** will record an album with **La Sonora Poncena**.

Waynce Gorbea Y Su Conjunto Salsa signed with **RMM**. The band's current album on **Disco International Records**, "La Salsa Y Charanga Con Wayne Gorbea Y Su Conjunto Salsa," is getting off to a great start in terms of airplay and sales.

Mongo Santamaría appeared in concert at **Roberto Clemente Coliseum** Sept. 1, along with some local groups from Puerto Rico. Talking about Mongo, there should be some news about his recording situation in the near future.

Stanley Cohen, president of **T.R. Records**, announced the signing of **Rhino** to a long term contract. Rhino's voice can be heard on numerous Spanish language commercials. Her singing is in the international vein. She will record Latin disco on the order of **Lissette**.

Ralph Santl started recording his latest album on Aug. 21. Also, scheduled to enter the studio (in September) is **Orquestra**.

Ele Juarez, production manager for **CBS** in Madrid, Spain, has informed me that **Guélor Bose's** newest release "Anna" has been in first place in Spain for five weeks, so it is very close to the top in Germany, France and Italy.

Had a meeting with **Bobby Colomby**, vice president of **A&R** for **Epic Records**. Bobby had previewed **Eddie Palmieri's** newest album on **Epic** which will be out some time in September. The sides we heard were fantastic. Especially "Spirit Of Love," which could make the crossover for Eddie in the rock, jazz and Latin field.

Tito Puente and **Ray Barretto** will lecture at the **New School for Social Research** Oct. 1, on Latin music's jazz influence. It is part of the "Jazz Insights" course which is presided over by **Arnold J. Smith**, east

coast editor of *Down Beat* magazine.

Casablanca heads **Bobby Tirado** and **Hector Masonave**, from New York City, did one of the best promotions in the west coast in years. They collaborated with west coast's **R.T. Productions** and succeeded with a sensational week-end of concerts combining salsa and rock. The following artists appeared: **Tito Puente**, **Eddie Palmieri**, **Jose Fajardo**, **Johnny Nelson**, **Francisco Aquabella**, and super rock group, **Tower of Power**. The shows at the Hollywood Palladium drew a capacity crowd of 5,000; in San Francisco, 3,000, and in San Diego, 2,400. A good combination of salsa and rock has succeeded.

"Saudade Nao Tem Idade" will be the name of a special program that will be recorded in Buenos Aires, Argentina, by powerful Brazilian TV-network "Rede Globo De Televisao." It's supposed to be a typical tango program and will count with the participation of great names of the actual tango musical expression as **Roberto Goyeneche**, **Roberto Ruffino**, **Alberto Marino**, **Marla Jose**, **Oswaldo Piro** Y Su Orquesta **Tipica** and **Virginia Luke** (recently contracted by **RCA Argentina**). Brazil will be represented by singers **Altemar Dutra**, **Vanusa** and **Nelson Goncalves**. It will be recorded in typical Tango Restaurants and Cafe Concerts like "Cano 14," "El Viejo Almacen" and "Casa Gardelina," also among the "portena" streets of Buenos Aires and characteristic neighborhood of "La Boca." It's planned for September.

Rita Pavone and her husband and manager **Teddy Reno** plan to perform a promo-tour in South America starting in Buenos Aires, Sept. 29. The following countries will be included: Brazil, Chile, Peru, Ecuador, Colombia and Venezuela.

Village People plan to come to Brazil in October. They will make presentations in Rio, Sao Paulo, Porto Alegre and Belo Horizonte.

Martinho Da Vila the Sambist has been contracted by the Division of "Feiras E Turismo" of Itamarati, "Ministerio De Relaciones Exteriores" to represent Brazil in a commercial exhibit of Brazilian product in Maputo, Mozambique.

Renata Zero and **Anna Oxa** will possibly come to Brazil if last conditions are adjusted.

Wilson Simonal will perform a live show from Aug. 25 to 26 at luxurious Hotel Nacional in Rio de Janeiro. He will be accompanied by an orchestra formed by 60 musicians, under direction of **Edson Frederico**.

This popular Brazilian music festival is entitled "Gosto Nao Se Discute"/"No Discussions On Tastes."

ray terrace

TOP 20 ALBUMS

Puerto Rico (LPs)		Puerto Rico (Singles)	
1	COMEDIA HECTOR LAVOE (Fania 522)	1	VOY A PERDER LA CABEZA POR TU AMOR JOSE LUIS RODRIGUES (TH461)
2	TU JOSE LUIS RODRIGUES (TH2021)	2	EL CANTANTE HECTOR LAVOE (Fania 806)
3	SPANISH FEVER FANIA ALL STARS (Columbia 35336)	3	CARA DE GITANA THE INTERSOUND (Flor Mex 168-1)
4	EXPLORANDO SONORA PONCENA (Inca 1060)	4	CANTO AL AMOR SONORA PONCENA (Inca 6114)
5	EL "OSCAR" DE LA SALSA OSCAR DE LEON (TH 2026)	5	DESILUSION DE AMOR JOHNNY EL BRAVO (JEB 523)
6	MUSICAL SEDUCTION BOBBY VALENTIN (Bronco 106)	6	UN IMPOSIBLE AMOR GILBERTO MONROIG (ARM 2030)
7	PUNTO Y APARTE LOS BEDUINOS (Karen 037)	7	CUCUBANO TONY CROATTO (Sur 002)
8	LOS HIJOS DEL REY (Karen 035)	8	YO ME VOY DE AQUI WILKINS (Coco 5086)
9	CONJUNTO QUISQUEYA (Liznel)	9	DEMASIADO AMOR BASILIO (Zafiro 1001)
10	... ANDANDO LA TIERRA MIA TONY CROATTO (Sur 1002)	10	MAREJADA FELIZ ROBERTO ROENA (Intern'l 8056)
11	ANORANZAS Y QUIMERAS GILBERTO MONROIG INTERPRETA A PLACIDO ACEVEDO (Artomax 614)	11	PEGADITA DE LOS HOMBRES CONJUNTO QUISQUEYA (Liznel 158)
12	ESTA ES MI NUEVA VERSION JOHNNY EL BRAVO (JEB 522)	12	PAULS C RUBEN BLADES (Cotique 815)
13	CHARYTIN (Latin International 2041)	13	UNA MANANA CUALQUIERA CHARYTIN (Latin International 210)
14	SU VOZ Y SUS CANCIONES FELITO FELIX (Mega 3001)	14	LAS CARAS LINDAS ISMAEL RIVERA (Tico 667)
15	TRIBUTE TO CHANO POZO JOSE MANQUAL (True Venture 1001)	15	AQUI NO HA PASADO NADA EL GRAN COMBO (EGC 7038)
16	DEMASIADO AMOR BASILIO (Zafiro 715)	16	CAMPANERO JOSE MANGUAL (True Venture 200)
17	AMARSE UN POCO WILKINS (CoCo 146)	17	EL BARBARAZO LOS BEDUINOS (Karen 571)
18	LOUIS RAMIREZ Y SUS AMIGOS (Cotique 1096)	18	TE AMO WILKINS (Coco 509)
19	VIVEN RICARDO RAY Y BOBBY CRUZ (Vaya 067)	19	LOS MALES DE MICAELA CONJUNTO QUISQUEYA (Liznel 159)
20	CONJUNTO BORINCUBA (Libre 2003)	20	COPACABANA LISSETTE (Coco 5092)

Courtesy Of Estra In Puerto Rico

Latin Picks



LOUIE RAMIREZ — Cotique JMCS 1096 — Producer: Louie Ramirez

Louie Ramirez is no new name on the scene. He has played with the very best in the Latin field and has been the producer for Fania Records for years. He has had success with other albums of his own, but here he outdoes himself cut after cut, demonstrating his versatility on different instruments. All arrangements are good, with top caliber musicians backing him in this album which features a tight rhythm section. The song "Something" has definite crossover potential.



OUT OF THIS WORLD — Tipica Ideal — Coco-CLPX 142X — Producer: Luis Ortiz

Coco always seems to come out with winners. In this album Tipica Ideal demonstrates they belong among the Charanga Families. The arrangements are fantastic and there are numerous solos that are truly excellent. The only change of pace in the album is a bolero called "LLuvia," sung by Victor Velazquez. Each cut is a gem in its own right. With good promotion it should go high on the charts.



MY OWN IMAGE — Luis Perico Ortiz — Turnstyle T-439 — Producer: Luis Ortiz

Luis "Perico" Ortiz has been around a few years, and finally he gets to debut his first album for Turnstyle. Perico has played with such greats as Tito Puente, Fania All-Stars and Mongo Santamaría. Latin, funk, jazz no matter what your bag is, you'll find the music Perico has assembled for this album is something everyone can dig. This is music for all people, featuring a dazzling array of all-stars on this session. All cuts are fine examples of first rate Latin jazz.

SINGLES TO WATCH

- OS PASTELES VERDES (Orfeon) **Esclavo Yamo** (3:13) (Jose Vaca Flores)
- ME MOREY (Orfeon) **Se Enamora** (2:58) (Bebu Silveti)
- A SONORA MATANCERA (Orfeon) **La Última Lagrma** (Pepe Hernandez)
- A INDIA MARIA (Raff) **La Ballena** (Gustavo Pimentel)
- ORGE TOLEDO (Gamma) **Pobre Chiquilla** (Rossi-Irasema, Toledo)
- ALITO ORTEGA (Orfeon-Mexico) **Por Muchas Razones Te Quiero** (P. Ortega)
- AVIER BATIZ (Orfeon-Mexico) **Ella Fue** (Gale-Pacheco-Serna)
- AZARO (Orfeon-Mexico) **Artuditu** (Omero)
- AVID ZAIZAR (Peerless) **Pa'Que Te Acuerdes de MI** (Herrera)
- SKA (Orfeon-Mexico) **Si Como No** (Oskar)
- OCA BLANCA (Orfeon-Mexico) **El Gavlian Pollero** (Ventura Ramero)
- LAS EDUARDO (Gamma) **Unas Palabras** (Blas Eduardo)
- OS HIJOS DEL FUTURO (CBS-Venezuela) **Te Me Vas** (3:06) (Glovan Battita)
- RENE PINEDO (Orfeon) **Agapito El Chaparrlito** (2:53) (Felipe B. Leal)
- IMON LOPEZ (Orfeon) **Peor Que La Muerte** (2:22) (D.A.R.)
- OS SAGITARIOS (Olympico) **Con Mis Propias Manos** (Antonio Valdez)
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- REYNALDO OBREGON (Orfeon) **Sangre De Vino** (3:13) (Reynaldo Obregon)
- OLANDA LIEVANA (Orfeon) **Que Me Vas, Andres?** (Manuel Eduardo)
- IRIAM NUNEZ (Orfeon) **Relampago** (Hnos. Martinez Gil)

D. Gottlieb & Co. adapts the

spectacular Graphics and Sounds of Columbia Pictures' "CLOSE ENCOUNTERS OF THE THIRD KIND" to a brilliant smash hit four player pinball game.

A new adaptation of Gottlieb's Exclusive Roto-Target presents an irresistible challenge to every player.

FEATURES:

- ◆ GREEN "HIT" LIGHTS INDICATE WHICH ROTO-TARGET HAS BEEN SCORED.
- ◆ "STAR" ROTO-TARGET CAN SCORE EXTRA BALLS, SPECIALS AND ADVANCE BONUS MULTIPLIER.
- ◆ S DROP TARGETS AND "A"- "B"- "C" ROLLOVERS LIGHTS EXTRA BALL AND SPECIAL FEATURES AS WELL AS ADVANCING 2x, 3x, 4x, AND 5x MULTIPLIER.
- ◆ ELECTRONIC SOUND GENERATOR SIMULATES THE EXOTIC SOUNDS OF THE MOTHER SHIP COMMUNICATING WITH EARTH HUMANS IN THE "LANDING SCENE" OF THE MOVIE.



MR. OPERATOR

This is your chance to take advantage of the multi-million dollar advertising program promoting Columbia Pictures' sensational box-office hit "CLOSE ENCOUNTERS OF THE THIRD KIND".

Gottlieb's latest 4 player uses instant recognition of name, graphics, and sound to draw immediate attention and big repeat play to a superb game with coin-box filling player appeal.

The time proven Solid State Controller System by Gottlieb/Rockwell, is your key to efficient, reliable, and profitable operation.

D. Gottlieb & Co.

A Columbia Pictures Industries Company
165 W. Lake Street • Northlake, Illinois 60164
Phone: 312/562-7400 Telex: 72-8463



LATIN

LA

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Tito Puente and Ray Barret... the New School for Social Re... t, on Latin music's jazz influen... of the "Jazz Insights" cours... esided over by Arnold J.



SINGLES

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 A SONORA MATANCERA (Orfeon)
 A INDIA MARIA (Raff) La Be
 ORGE TOLEDO (Gamma) Pe
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 AVIER BATIZ (Orfeon-Mex)
 AZARO (Orfeon-Mexico) Art
 AVID ZAIZAR (Peerless) Pa
 SKA (Orfeon-Mexico) Si Co
 OCA BLANCA (Orfeon-Mex)
 LAS EDUARDO (Gamma) U
 OS HIJOS DEL FUTURO (C
 RENE PINEDO (Orfeon) Aga

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"THE LEADERSHIP PEOPLE"

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Call or visit your Gottlieb distributor for your "CLOSE ENCOUNTER" with BIG PROFITS!

with such greats as Tito Puente, Fania All-Stars and Mongo Santamaria. Latin, funk, jazz no matter what your bag is, you'll find the music Perico has assembled for this album is something everyone can dig. This is music for all people, featuring a dazzling array of all-stars on this session. All cuts are fine examples of first rate Latin jazz.

COIN MACHINE



GOLDEN PAYOUT — The men and women who work on the assembly line at the huge Lowen-Automaten factory complex in West Germany paused for just a moment to be photographed with the firm's 500,000th payout machine, as it came off the assembly line. Although the factory produces a diversified lineup of amusement equipment for the international market and is a prominent overseas distributor of American made product, it is noted in the U.S. for its popular NSM phonograph models, which will be on display at the AMOA '78 convention.

AMOA Announces 1978 Nominations For Its Annual Jukebox Awards Voting

CHICAGO — The presentation of the annual Jukebox Awards is among the highlights of the AMOA convention each year. The awards are determined by a full membership vote and in the process the association's Awards Committee, after

careful scrutiny, selects a lineup of single records as candidates. The selections are recorded on post-card ballots and AMOA members are called upon to cast their votes, basing decisions solely on a record's

(continued on page 45)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 **DON'T LOOK BACK** BOSTON (Epic 8-50590)
- 2 **BACK IN THE USA** LINDA RONSTADT (Asylum E-45519-A)
- 3 **JOSIE STEELY** DAN (ABC AB 12404)
- 4 **WHO ARE YOU** THE WHO (MCA 40948)
- 5 **SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS** THE BEATLES (Capitol P-4612)
- 6 **BADLANDS** BRUCE SPRINGSTEEN (Columbia 3-10801)
- 7 **LONDON TOWN** WINGS (Capitol P-4625)
- 8 **SUBSTITUTE** CLOUT (Epic 8-50591)
- 9 **BEAST OF BURDEN** ROLLING STONES (RS 19309)
- 10 **PEGGY SUE** THE BEACH BOYS (Brother/Reprise RPS 1394)

TOP NEW COUNTRY SINGLES

- 1 **LET'S TAKE THE LONG WAY AROUND THE WORLD** RONNIE MILSAP (RCA JH 11369)
- 2 **ANYONE WHO ISN'T ME TONIGHT** KENNY ROGERS & DOTTIE WEST (United Artists UA-1234-4)
- 3 **AIN'T NO CALIFORNIA** MEL TILLIS (MCA 40946)
- 4 **HEARTBREAKER** DOLLY PARTON (RCA PB 11296)
- 5 **SLEEPING SINGLE IN A DOUBLE BED** BARBARA MANDRELL (ABC AB-12403)
- 6 **LITTLE THINGS MEAN A LOT** MARGO SMITH (Warner Bros. WBS-8656)
- 7 **ONE SIDED CONVERSATION** GENE WATSON (Capitol P-4616)
- 8 **TEAR TIME** DAVE & SUGAR (RCA PB 11322)
- 9 **DANGER HEARTBREAK AHEAD** ZELLA LEHR (RCA PB-11359)
- 10 **LAST LOVE OF MY LIFE** LYNN ANDERSON (Columbia 3-10809)

TOP NEW R&B SINGLES

- 1 **DON'T STOP, GET OFF** THE SYLVERS (Casablanca NB 938)
- 2 **IT SEEMS TO HANG ON** ASHFORD & SIMPSON (Warner Bros. 86501)
- 3 **SWEET MUSIC MAN** MILLIE JACKSON (Spring SP 185)
- 4 **MIND BLOWING DECISIONS** HEATWAVE (Epic 8-50586)
- 5 **YOU SHOULD DO IT** PETER BROWN (TK/Drive 6272)
- 6 **LUCY IN THE SKY WITH DIAMONDS** NATALIE COLE (Capitol P-4623)
- 7 **SHINE ON SILVER MOON** MARILYN MCCOO & BILLY DAVIS JR. (Columbia 3-10806)
- 8 **ONE NATION UNDER A GROOVE** FUNKADELIC (Warner Bros. WBS 8618)
- 9 **IF MY FRIENDS COULD SEE ME NOW** LINDA CLIFFORD (Curton/Warner Bros. CMS-0140)
- 10 **EASE ON DOWN THE ROAD** DIANA ROSS & MICHAEL JACKSON (MCA-40947)

TOP NEW MOR SINGLES

- 1 **SHINE ON SILVER MOON** MARILYN MCCOO & BILLY DAVIS JR. (Columbia 3-10806)
- 2 **DEVOTED TO YOU** CARLY SIMON & JAMES TAYLOR (Elektra E-45506)
- 3 **THERE WILL BE LOVE** LOU RAWLS ((Phila. Int'l. ZS83653)
- 4 **SHE'S ALWAYS A WOMAN TO ME** BILLY JOEL (Columbia 3-10788)
- 5 **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)

Williams Swings Into Full Production Of New 'Disco Fever' Four-Player Pin

CHICAGO — With the accent on innovative design and technology, Williams Electronics, Inc. introduced its latest solid state four-player pinball machine, "Disco Fever," which is equipped with curved flippers, an industry first according to the factory, and the Williams two-way sounds system. The new model is currently in full production at the Chicago factory.

The machine's specially designed flippers provide new challenges for the player and the curved surface of these flippers allows the player to put "English" on the ball, which is another "pinball first."

Elaborating further on this feature, Williams' marketing manager Ron Crouse noted, "The unique flippers and contemporary theme of Disco Fever in both sight and sound will spark steady play and high profits. The ability to put 'English' on the ball with the new flippers and the increased repertoire of flipper shots will be a new test of the player's skill."

Sound System

The two-way sounds system, introduced by Williams on such earlier models as "World Cup" and "Contact," is also employed on Disco Fever. Every action area on the machine's dance-floor-themed playfield has an electronic synthesized sound which can be reproduced either in sounds similar to those heard on disco records or futuristic, science fiction-type tones. Operators can choose the selection by the simple flip of one switch.

"The sounds system, we feel, is yet another key attraction to Disco Fever," Crouse said. "The 'boogie' or science fiction sounds produced by the action on the playfield add further excitement to the total pinball experience. Based on our initial test reports, Disco Fever will be another 'hot one' from Williams."



'Disco Fever'

Among other features of the new model is the carry-over memory for the A-B and DISCO scoring options which enables the player to accumulate increased target values, bonus and multiple bonus opportunities.

The dazzling cosmetics of the machine, and particularly the backglass graphics, depict the popular disco craze, to further enhance the appeal of the new game. "We believe all of these features will make Disco Fever the newest rage on location," Crouse concluded.

Chicago Trade School Now Offering Course For Coin Machine Mechanics

CHICAGO — Through the combined efforts of area operators and distributors, working in cooperation with the Illinois Coin Machine Operators Assn., a comprehensive training course for coin machine mechanics has been instituted at Washburn Trade School, located at 3100 S. Kedzie in Chicago. Classes are scheduled to begin in early October.

The 47-week course, consisting of about five-and-a-half hours of daily classwork, is open exclusively to Chicago residents (since the school is funded by the city's Board of Education) and is part of the regular curriculum at Washburn, complete with a fully qualified instructor on staff to conduct the sessions.

Study will focus on all phases of repair and service, covering all types of equipment from coin-operated jukeboxes to the various amusement games, and the Chicago manufacturers have agreed to provide the equipment needed for classroom work. To assist in informing the local trade about the availability of the course, distributors have been issuing mailings and posting promotional material in their showrooms. All levels of the local trade are cooperating fully in the project, with the purpose in mind of ultimately providing enough trained mechanics to fill the needs of everyone.

On-The-Job Training

The classes are structured to allow students sufficient study time with a few hours to spare for on-the-job training, according to ICMOA president Kem Thom, a member of the group that laid the groundwork for the program. An operator can enroll a student and also allow that student the advantage of putting the training to practice, Thom explained. "We feel confident," he

said, "that when a student completes the course and is awarded a certificate, that individual will be qualified to go right to work."

William Lloyd is in charge of recruitment for this particular course and, for the benefit of interested parties in the Chicago area, he can be reached at 641-4862.

Vending Industry Profits Up 50% In '77, NAMA Says

CHICAGO — Average net profits of vending and food service management firms increased 50 percent last year compared with 1976, according to the annual Operating Ratio Report compiled from data submitted by member firms of the National Automatic Merchandising Association (NAMA).

Net profits before income taxes averaged 5.7 percent of gross sales in 1977, compared with 3.8 percent in 1976, said G. Richard Schreiber, NAMA president.

"All segments of the vending industry are in a healthy uptrend and 1977 shipments of vending machine manufacturers also achieved a new record in dollar volume, reaching \$289,596,000," Schreiber said.

Schreiber said preliminary reports so far in 1978 continue to reflect this upward trend.

The 184 companies which furnished data for the 1977 NAMA Operating Ratio Report represent a vended sales volume of \$1.45 billion, which is 14 percent of the estimated 1977 industry sales volume of \$10,686,000,000.

(continued on page 45)

COIN MACHINE

Consumers Can 'Flick A Bic' With New Vending Machine-Dispensed Lighters

MILFORD, CONN. — For the first time, consumers will be able to buy America's number one disposable lighter from coin-operated cigarette vending machines, announced Bruno Bich, vice president sales and marketing, Bic Pen Corp. The innovative program with Bic Lighters will become available to consumers during the last quarter of 1978.

The new vending machine program takes advantage of channels of distribution previously employed only for cigarette sales. Vending machine sales of Bic Lighters are expected to boost total machine sales and provide an extra source of profit for cigarette vending operators.

The entry of Bic Lighter as a companion sales with cigarettes is perceived as a

per week in sales, and many high-volume locations sold four and five a week — with no loss in cigarette volume, the company reports.

"For vending operators this means additional business to present cigarette sales," said Bich. "It's logical for consumers to pick up a pack of cigarettes and a lighter at the same time — especially when the lighter is Bic, America's most popular and heavily advertised brand."

Bic Lighters will be packed in single-lighter boxes. These vend-packs have been specially designed to be the same size and shape as a hard-pack cigarette box. The boxes will not hang up or jam in the machines and require no special machine servicing. Bic Lighter vend-packs will come packed exactly like cigarettes, 10 to a carton, and 30 cartons to a master case for ease of handling. Point-of-purchase materials will be tailored to the operators' individual needs, with easily-applied signs and button labels.

Vending Machine Program Told For Pall Mall Lights

LOS ANGELES — A new Pall Mall Light 100's cigarette placement program for vending machine operators has been announced by Charles H. Mullen, vice president-sales of The American Tobacco Company.

Effective Sept. 1, 1978, for maintaining at least one column of Pall Mall Light 100's, vending machine operators will receive a \$4 annual allowance per machine.

Low Tar Popular

The low-tar category is the fastest growing segment in the cigarette industry, Mullen pointed out, adding "this \$4 allowance continues our practice of offering vendors extra payments for our low-tar brands."

Mullen further stated that new Pall Mall Light 100's will be supported with aggressive newspaper and magazine layouts, transit ads, billboards and colorful point-of-sale material to create consumer awareness and stimulate package sales.

Money in your pocket. New digital Sweet Shawnee. Distributors wanted. AMUSEMENT SYSTEMS CORPORATION, 7011 N. Atlantic Avenue, Cape Canaveral, Florida 32920, (305) 783-5763.

BIGGER AND BETTER: Each issue contains more money-saving information for you... \$26.00 per year in the USA and \$31.00 overseas. ELECTRONIC AMUSEMENT REPORT, 7011 N. Atlantic Avenue, Cape Canaveral, Florida 32920.



'Lectronamo'

Stern Announces 'Lectronamo' Pin

CHICAGO — Stern Electronics, Inc. has just completed sample shipments of its latest four-player pinball machine "Lectronamo," which reflects the factory's current emphasis on physical structure and design. The machine's bold graphics and heavily mirrored backglass create "a visual fantasy of color and light," notes Stern's marketing director Stephen Kaufman.

Additionally, Lectronamo marks the factory's introduction of electronic sounds. The system is operator adjustable to make it even more appealing.

The machine's playfield, abundant with skill shots and traditional pinball action, has a bank of five drop targets for scoring as high as 10,000 points, lighting the extra ball return and rewarding a special. In addition, the player can achieve two, three or five-time bonus via three drop targets located at mid-right of the playfield. A spinning target allows for bonus advance and additional points, and behind it is a roll-over button which lights the return lane for 9,000 points. There is also a stationary target for advancing bonus and score, and a side kicker which allows the player not only to collect the bonus but to build it up several times on each ball.

Lectronamo is currently being displayed by Stern's network of U.S. distributors and is in full production at the Chicago-based factory.

Atari Service Schools Slated For September

SUNNYVALE — Atari, Inc. announced the dates and locations of its next series of service schools, to be held during the month of September.

The program will begin with a Sept. 9 school at Music Vend in Spokane, Washington. Other dates are: Sept. 11-12 (Brady Dist.) in Raleigh, N.C.; Sept. 13-14 (Brady Dist.) in Charlotte, N.C.; Sept. 19-25 (Atari-Japan) in Tokyo; Sept. 26-27 (Peach State and Greater Southern) in Atlanta, Ga.; and Sept. 28-29 (Southern Music) in Orlando, Florida.

Additional information may be obtained by contacting the various sponsoring distributors or Atari's field service manager, Fred McCord, at (800) 538-1611.

'Super Breakout' From Atari Has 3 Game Options

SUNNYVALE — Atari, Inc. is producing a new game called "Super Breakout" which, as the name implies, is a variation of the firm's highly successful "Breakout." The new model provides three play options: Double, Progressive or Cavity Breakout. Each, however, tests the player's skill at breaking through the familiar brick wall.

In Double Breakout, two balls are served to two paddles and each brick knocked out is worth double the regular score, as long as two balls remain in play.

Progressive Breakout starts with two walls of four rows of bricks, with new rows entering from the top of the screen to form a pattern of four rows of bricks separated by four rows of blanks. This feature permits the player to break through many times during play and as the score increases the bricks fall faster to further challenge the player's skill and reflexes.

In the Cavity Breakout choice, an extra ball is contained in each of two cavities within the wall of bricks but they must be freed from the cavities before they can knock out bricks, so it is possible for up to three balls to be played at one time.

Novices as well as accomplished Breakout players will enjoy the challenge of the new and different game strategies, noted Frank Ballouz, Atari's national sales manager. "Super Breakout will renew the popular challenges of Breakout and stimulate additional income with the three game selection," he said.



'Super Breakout'

The machine's game time is operator adjustable to three or five balls and bonus time can be set at different levels for each of the game choices. It is also equipped with Atari's built-in self test system for fast and easy service.

Super Breakout is currently available through Atari distributors.

Stern Records Launched

CHICAGO — Stern Electronics, Inc., a leading manufacturer of pinball machines, has entered into the record business with the formation of Stern Records, Inc., as a wholly-owned subsidiary. The new label's initial product release will include five albums, which are currently being recorded. **Cash Box** will have full details in next week's Issue.



natural combination, appealing to both consumers and vending operators. The success of that concept was proven in market tests conducted in the metropolitan New York area, where more than 10,000 lighters were placed in over 400 vending machines. Despite the fact that the machines dispensed free matches, Bic Lighter averaged two lighters a machine

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COIN MACHINE

CALIFORNIA CLIPPINGS

Sample shipments of Ramtek's new "Dark Invader" upright went out this week and, according to games division general manager **Mel McEwan**, the factory is "expecting great things" from the unit. He went on to single out the game's unique laser beam firing mechanism, special sound effects and flying saucer targets as features that should pack plenty of player appeal. Dark Invader will be spotlighted at the AMOA Expo in October along with a new driving game from Ramtek.

ALMOST AS SOON as they hit showroom, the first shipment of Gottlieb's new "Close Encounters of the Third Kind" were sold out at Portale Automatic Sales. That's the good word from distributive executive vice president **Tom Portale**, who told **Cash Box**: "Gottlieb hadn't come out with a new game recently, and people seem to have been waiting for it." Based on the box office smash motion picture of the same name, "Close Encounters" is a four-player solid state model with spectacular graphics and many exciting play features. The piece is currently the subject of a major promotional tie-in with the movie. Portale also said the distrib is selling a lot of Allied's "Take 5" cocktail pinball, which led to a "substantial" reorder. In other news, the distrib will host an open house Sept. 8 at its San Francisco office to showcase new equipment and familiarize local operators with what Portale calls "the most attractive showroom in the country."

ATARI'S NEW SUPER BREAKOUT, which features three different game options, also began shipping this week. Factory's **Carol Kantor** reports that it is an entirely different game from its highly successful predecessor, "Breakout," and that the three game options were selected as the best from a field of five variations that underwent extensive testing.

AMOA Announces Vending Industry Jukebox Nominees Profits Up 50% In '77, NAMA Says

(continued from page 43)

earning power in jukeboxes.

The nominations for this year's awards are: "It's A Heartache," Bonnie Tyler (RCA); "Don't It Make My Brown Eyes Blue," Crystal Gayle (UA); "Heaven's Just A Sin Away," The Kendalls (Ovation); "You're The One," Oak Ridge Boys (ABC); "Blue Bayou," Linda Ronstadt (Asylum); "Boogie Night," Heatwave (Epic); "Use Ta Be My Girl," the O'Jays (Phila. Int'l.); "Brick House," the Commodores (Motown); "Lady Love," Lou Rawls (Phila. Int'l.); "You're The One That I Want," Olivia Newton-John & John Travolta (RSO); "Here You Come Again," Dolly Parton (RCA); "I Just Want To Be Your Everything," Andy Gibb (RSO); "You Light Up My Life," Debby Boone (WB); "Night Fever," the Bee Gees (RSO); "Stayin' Alive," the Bee Gees (RSO) and "Shadow Dancing," Andy Gibb, RSO).

Members are asked to make five selections, adding to the committee's list if necessary, and also to select a candidate for the Artist of the Year award again being offered the option of selection other than from the list. Awards are presented in the following categories: pop, country, soul, artist of the year and record of the year.

The presentation will take place during the AMOA banquet at the Conrad Hilton Hotel on the closing day of the Nov. 10-12 convention.

ASC Marketing New 'Sweet Shawnee'

CHICAGO — "Sweet Shawnee," a credit only upright, has been introduced by Amusement Systems Corporation of Cape Canaveral, Florida. The microprocessor controlled unit is available for export, in kit form, and is also being marketed domestically in states where this type of machine is legal.

Features include digital credit display, special "Hold N' Draw" play, selectable one or five credits per coin and four mechanical meters for recording all of the monetary activity. ASC is presently in the process of selecting overseas distributors for this unit and has four new models on the planning board.

Recently Relocated

The company, which recently relocated from Quincy, Massachusetts, is noted for providing design and programming assistance to other firms and for maintaining a logic repair board center which is considered to be among the largest and most reputable in the industry. Further information may be obtained by contacting ASC at 7011 N. Atlantic Ave. in Cape Canaveral, Florida 32420 or calling (305) 783-5763.



'Sweet Shawnee'

CHICAGO CHATTER

Bally's field service manager **Bernie Powers** conducts service schools in areas across the U.S., and overseas, and we are all aware of the success of these schools, how smoothly and competently they're run. What we don't realize are the problems one sometimes faces in the process of transit to and from the various areas, be it by plane or rail, and one of Bernie's experiences in this regard was recalled in a recent issue of *Time* magazine. When **Cash Box** called him about this particular incident, however, we learned of several others he had experienced right here in the U.S. There's the trip to Great Falls, Montana, for instance, where Bernie couldn't make a plane connection and had to settle for Amtrak, meaning 22 hours (that turned into 30) from Chicago to Shelby, and a car rental for the additional 90 miles to Great Falls — but he made it and the school went well. Next stop was Salt Lake City and Bernie was fortunate enough to get a flight and also get his luggage, as well. A couple of other instructors, however, were not so lucky since they arrived but their luggage did not. From here it was back to the Bally offices for an important meeting, only there were no seats available on the plane so Bernie had to stay over an extra day to get a flight — missing the meeting, of course. For a school in St. Louis, Bernie and his colleague **Gene Williams** had no transportation problems but they stayed at a motel that frequently advertises on TV, only, instead of "no surprises" poor Gene found himself without towels and wash cloths, complained to management but ultimately had to go out and purchase his own. Next stop was Seattle, only no non-stop flights were available and this delayed the trip. Incidentally, the experience related in *Time* had to do with Bernie's flight to Tokyo, in between which he got as far as Seoul, Korea but, even with confirmed reservations, was bumped off the flight and delayed an extra day. Bernie, we sympathize.

ABOUT THE NEWLY DEBUTED Williams "Disco Fever" pinball machine — **Fred Skor** of World Wide Dist., here, said it's been "testing extremely well" and he's confident "it will be as good as 'World Cup'; possibly better" — which puts it in exceptional company. Commenting on some of the high points of the game Fred added that "the new 'jai lai' type flippers have revolutionized the play of the game. No question about it, we will see more releases with this type of flippers," he concluded, with an added comment on the "superior reliability" of Williams games.

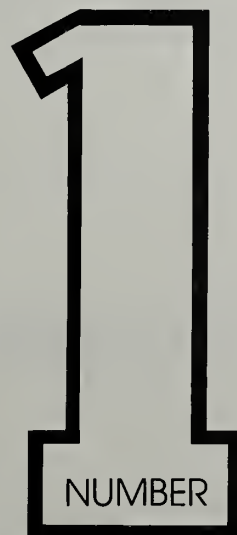
AS WE GO TO PRESS a specialized two-day Midway service school is in progress at the Kennedy O'Hare Holiday Inn in suburban Rosemont, with **Andy Ducay** conducting. Details later.

EASTERN FLASHES

It's been less than three years since pinball machines were legalized in New York City but **Cash Box** learned that the threat of a ban has surfaced in the form of a bill proposed by **Councilman Oliveri** and currently pending in the City Council. The matter is serious enough to warrant an emergency meeting, called by the Music & Amusement Assn. of New York, for Sept. 11 at Ricardo's Restaurant, 21-01 24th Ave., Astoria, N.Y., at 8 p.m. The association's executive director **Ben Chlcofsky** is appealing to all operators, both members and non-members, to attend this very important meeting and lend their full support to whatever measures must be taken. Ben, together with MAA president **Irving Holzman** and attorney **Teddy Blatt**, have already discussed the industry's views at a preliminary meeting with Councilman Oliveri but there remains "a lot of work to be done" as Ben told us — so attendance at the meeting is a must for everyone concerned!

AFTER ENJOYING "one of our best summers" to date, as **Bill Currler** put it, Irving Kaye Co. is now gearing for an equally auspicious fall season. In the spotlight is the factory's recently released "Silver Shadow" coin-operated pool table, which is available in the standard six, seven and eight foot sizes — and is now being offered in the unique nine foot size which, as Bill mentioned, has not been on the market for several years. Also coming up, as we get into fall, will be a new schedule of Hurricane tournaments.

NICE CHATTING WITH **Jerry Gordon** at the busy Betson premises in No. Bergen. In fact 'busy' is putting it mildly what with the recent addition to the Betson roster of the various games lines formerly represented by Runyon and the distrib's expansion program coupled with a very active summer season. Among the current hits out there are Bally's "Lost World" which tested out beautifully; Stern's "Memory Lane," Cinematronics "Space Wars," Atari's "Fire Truck" ("Breakout" is still a big seller) and Rock-Ola phonos. Jerry also mentioned that wallboxes have been extremely popular this year.



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WANTED: Large quantities of Seeburg B100, C100, G100, R100, V200, KD200, 201, 161, L100; Wurlitzer 1700, 1800, 1900, 2000, 2104, 2100. Willing to trade against flippers, all models, and assorted free play games like Bally Superjumbos, Keeney Red Arrows. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, New Jersey 07309. Telephone (201) 992-7813.

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CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: 200 units used pinball games, Gottlieb, Williams and Bally available, all in working order. FOB Hong Kong U.S. \$100/740. Please write to SUN MONG CO., LTD., 1st floor, 50-56 Mongkok Road, Kowloon, Hong Kong.

FOR SALE: Bally — Capt. Fantastic, Wizard, Fireball, 4 Million BC, Amigo, Rogo, Champ, etc.; Williams — Pat Hand, Dealers Choice, Star Pool, etc.; Gottlieb — 300, Magnatron, Super Soccer, Broncos, Royal Flush, Target Alpha, Spirit Of '78, etc. Perfect condition, cheapest prices imaginable. Also big home sale games, 71, 72, 73, 74 models unreasonably cheap. UNITED STATES AMUSEMENTS, 2 West Northfield, Livingston, N.J. Telex: 139315, or telephone (201) 992-7813.

GAME SPECIALIST. We have a large inventory of games. Big price reduction on Drag Races, Triple Hunt, F-1s, Pool Shark, Atarians, Guided Missile, Circus. Call today. Coin Machine Distributors, Inc. 213 N. Division St., Peekskill, N.Y. 10566. Phone (914) 737-5050.

SPRING SPECIALS COMPLETELY RECONDITIONED — BALLY — Air Aces (4pl) \$495; Champ (4pl) \$395; Flicker (2pl) \$545; Twin Win (2pl) \$295; Hokus Pokus (2pl) \$595; Boomerang (4pl) \$495. GOTTLIEB — "300" (4pl) \$595; WILLIAMS — Pat Hand (4pl) \$595. MIDWAY — Ball Park; Basketball; Maze; Play Time; TZ Flipper; Leader; \$395 each. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. (814) 452-3207.

FOR SALE: 200 Seeburg 3W100 Wall boxes, \$15 each. 200 Seeburg SC1 Wall boxes, \$39.50 each. One third down balance COD. Tidewater Music Corporation, P.O. Box 87 Norfolk, Virginia 23501.

NATIONAL WHITENBURG MODEL 400 FOOD VENDER 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

FOR SALE: Have available a great quantity of second hand electro-mechanical pinball games — Gottlieb and Williams. Price on request. Write to: SOVODA, S.A., Export Dept., 51 Rue de Longvic, 21300 Chenove, France. Tel.: 16 80/43 8001. Telex 350018 SOVODA CHENO.

FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chip and Stock Markets. Also Sweet Shawnees, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots, Mt. Climbers, Mystic Gates and Bonanzas. Antique slots for legal areas. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

AVAILABLE NEW Sweet Shawnee, Sweet Shawnee Hold and Draw-Twin Knight, Black Dragon. Used Trailblazer, Super Wild Cat, Red Arrow. Also available, used Como Hollycranes, and assorted Holly Parts. Antique slots for legal states. LOWELL ASSOC., P.O. Box 386 Glen Burnie, Maryland 21061, (301) 768-3400.

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SALE: Route in Puerto Rico, 700 assorted cigarette and music netting operator more than \$150,000 per annum. Contact United States Amusements, 2W. Northfield Road, Livingston, New Jersey, 07039, (201) 992-7813.

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FOR SALE: Seeburg Cs jukeboxes. Gottlieb: Target Alpha, Abra Ca Dabra, Spin Out, Atlantis. Williams: Stratoflight, Triple Strike, El Dorado, Super Star. Bally: Hokus Pokus, Capt. Fantastic. D&L DISTRIBUTING CO., INC., 6691 Allentown Blvd., Harrisburg, Pa. 17112. (717) 545-4264.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Watling 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

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CONCERT PACKAGER/COORDINATOR seeking a gig as an assistant road manager or advance person for Christian artists, or production co. Write Chris Ringer at 3333 West 2nd St., Building 56, Apt. #122, Los Angeles, CA. 90004.

WANTED: Bingo mechanics with juke, flipper, and/or video experience. Top wages, apartment, airfare. Write letter, send resume, don't call. SHELTON MUSIC CO., P.O. Box 803, Agana, Guam 96910.

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BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On 9/2 Chart	Weeks On 9/2 Chart
1 BLAM! BROTHERS JOHNSON (A&M SP 4714)	4	6
2 TOGETHERNESS L.T.D. (A&M SP 4705)	2	13
3 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Philadelphia International JZ 35095)	1	13
4 NATURAL HIGH THE COMMODORES (Motown M6-902B1)	3	16
5 GET OFF FOXY (TK/Dash 30005)	5	11
6 COME GET IT! RICK JAMES (Gordy G7-981R1)	6	16
7 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	7	10
8 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	9	13
9 A TASTE OF HONEY (Capitol ST 11754)	8	15
10 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	11	14
11 NATALIE . . . LIVE! NATALIE COLE (Capitol SKBL 11709)	10	10
12 SUNBEAM THE EMOTIONS (Columbia JC 35385)	19	5
13 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	13	21
14 IMAGES CRUSADERS (ABC AB-6030)	15	9
15 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring SP-1-6719)	12	9
16 STEP II SYLVESTER (Fantasy F-9556)	17	10
17 BETTY WRIGHT LIVE (Aiston 4408)	18	13
18 ATLANTIC STARR (A&M SP-4711)	22	7
19 THE CONCEPT SLAVE (Cotillion SD 5206)	25	5
20 FIRED UP 'N' KICKIN' FAT BACK BAND (Spring 1-6718)	20	9
21 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	14	18
22 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	23	5
23 THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	16	7
24 JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	31	5
25 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	21	11
26 WHO DO YA (LOVE) KC & THE SUNSHINE BAND (TK 607)	33	4
27 SUNBURN SUN (Capitol ST-1173)	30	21
28 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	26	10
29 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic JZ 34930)	24	22
30 CENTRAL HEATING HEATWAVE (Epic JE 35260)	27	22
31 SWITCH (Gordy/Motown G7-980R1)	38	4
32 SUMMERTIME GROOVE BOHANNON (Mercury SRM-1-3728)	35	12
33 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	28	22
34 IN FASHION THE STYLISTICS (Mercury SRM-1-3727)	29	8
35 SOME GIRLS ROLLING STONES (Rolling Stones/Atlantic COC 39108)	32	21
36 THANK GOT IT'S FRIDAY (SOUNDTRACK) VARIOUS ARTISTS (Casablanca NBLP 7099)	34	19
37 YOUNGBLOOD WAR (United Artists LA904-H)	37	6
38 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	36	18
39 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	39	32
40 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	43	26
41 HOUSE OF LOVE CANDI STATON (Warner Bros. BSK 3207)	44	8
42 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	52	3
43 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	40	18
44 FOREVER YOURS THE SYLVERS (Casablanca NBLP 7103)	47	4
45 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah BDS 5701)	48	3
46 HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l. JZ 34986)	45	12
47 NORMA JEAN (Warner Bros. BRK 6933)	49	6
48 NEW BEGINNINGS DELLS (ABC AA-1100)	50	3
49 BAND II THE MEMPHIS HORNS (RCA APL 1-2643)	41	12
50 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	46	16
51 FREESTYLE BOBBI HUMPHREY (Epic JE 35338)	42	13
52 DO IT ALL NIGHT CURTIS MAYFIELD (Curton/Warner Bros. CUK 5022)	56	4
53 DREAM WORLD CROWN HEIGHTS AFFAIR (De-Lite DSR-9506)	57	7
54 LOVING IS LIVING McCRARYS (Columbia/Portrait JR 34764)	58	7
55 KISS THE WORLD GOODBYE MTUME (Epic JE 35255)	55	7
56 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	—	1
57 DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	51	19
58 SECRETS GIL-SCOTT HERON & BRIAN JACKSON (Arista AB 4189)	—	1
59 LOVE BROUGHT ME BACK D. J. ROGERS (Columbia JC 35393)	62	4
60 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	—	1
61 FOR YOU PRINCE (Warner Bros. BSK 3150)	63	4
62 MIDNIGHT BELIEVER B. B. KING (ABC AA-1061)	59	15
63 WORLDS AWAY PABLO CRUISE (A&M SP-4697)	54	9
64 SHADOW DANCING ANDY GIBB (RSO RS-1-3034)	53	12
65 DON'T LET GO GEORGE DUKE (Epic JE 35366)	61	16
66 FAME GRACE JONES (Island ILPS 9525)	64	8
67 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	60	37
68 QUARTZ (Marlin 2216)	68	3
69 KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	71	2
70 RIO DE JANEIRO GARY CRUISS (Salsoul SA 8504)	72	2
71 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	70	37
72 THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	67	10
73 THE BEST OF THE TRAMPPS (Atlantic SD 19194)	—	1
74 TASTY PATTI LABELLE (Epic JE 35335)	69	15
75 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. ZWB 3139)	74	31

Dealers Unconcerned About Record Shack's Move To L.A.

by Cookie Amerson

LOS ANGELES — Record Shack, one of the nation's largest one stops, with offices in New York, Atlanta, Cleveland, Dallas and Paris, opened a Los Angeles outlet Aug. 28. Amid speculation that the move may signal a major shake-up in area wholesaling, **Cash Box** contacted president Ed Portnoy, who declined to comment on the company's plans. However, discussion with area dealers and an examination of a flyer that Record Shack mailed out to accounts gave some indication of the possible direction the company may take.

Sources familiar with the firm's operation in other cities noted that the usual policy is to employ several phone sales people who blanket the area with calls introducing new

product, discussing sales and generally urging the customer to try new product. One source, commenting on Record Shack's pricing structure, explained, "They offer approximately 25 titles that list for \$7.98 at the special price of \$4.19 per week, with about 10 of those titles being in the top 20 of the trade charts. They also offer two to three titles per week at the same list price for \$3.98, which is a considerable savings since in most instances the manufacturer's price is \$4."

While noting that Record Shack had set up offices in Compton, away from the hub of wholesale activity in downtown Los Angeles, sources indicated that local black dealers would be hardest hit by the move.

(Continued on page 51)



KINSMAN-DAZZ JOINS 20TH — A welcoming reception was recently hosted by 20th Century-Fox Records in honor of Kinsman-Dazz, a nine-member band from Cleveland, Ohio, to celebrate their signing with the label. Pictured (l-r) are: band members Les Thaler; Ike Wiley; Mike Jackson; Mike Calhoun; Bill Donnelly, executive vice president, 20th Century-Fox Records. In the front row (l-r) are: Ed Myers, of the band; Pat Glasser, director of A&R administration and Sonny Jones, manager of Kinsman-Dazz.

THE RHYTHM SECTION

KAREEM AND ALL THAT JAZZ — L.A. Lakers center Kareem Abdul-Jabbar and Love and Happiness Productions will present the first West Coast Jazz Festival, Sept. 8-10 at the Ahmanson Theatre in Los Angeles, and Los Angeles Mayor Tom Bradley has proclaimed Kareem Abdul-Jabbar/West Coast Jazz Festival weekend in honor of the event. **Rod McGrew**, president of Love and Happiness Productions told **Cash Box**, "In presenting this show we are attempting to add credibility to jazz as an art form, we want to take jazz out of the smoke-filled dim clubs it has so long been associated with, and allow people to recognize it for what it is, a classical art form." McGrew also explained "many people don't realize that jazz touches their everyday lives, it's theme music for cartoons, soap operas and several television shows, and we want to bring this fact to the forefront." The event will annually benefit an appropriate charitable organization, with this year's proceeds going to the Sickle Cell Anemia Foundation. The show will feature such well-known artists as **George Duke**, **Marlena Shaw**, **Freddie Hubbard**, **Chick Corea**, **Dee Dee Bridgewater**, **Stanley Clarke** and many more.

WHAT EVER HAPPENED TO . . . For those who have been wondering what is happening with Wendell Bates, MCA's national marketing director called to say he has been on a medical leave of absence from MCA since August 17. Bates will be going into the hospital for several operations in about a week, and is expected to be out of circulation for approximately four to five months. Mike Abbott, formerly with H&L records, has taken over Bates' position at MCA.

RADIO ROTATION — **Kelth Adams**, formerly PD at KDIA in San Francisco, stepped into his new position as national PD for Broadcast Enterprises Network, Sept. 5. Adams enthusiastically explained to **Cash Box**, "We will be doing some station upgrading where need be, as we have acquired some additional stations to our family. I don't foresee any major personnel changes, or shake-ups within our chain, we just plan to do very good radio." **Jerry Boulding** replaces Adams as PD at KDIA in San Francisco. Boulding was most recently at WVON in Chicago. **James Jack** is the new PD at WKND in Hartford. Jack was most recently on the air at OK100 in Washington D.C.

A HELPING HAND — **Jimmy Bee**, Bay area independent promotion man, recently took six bus loads of underprivileged children to an amusement park in Santa Cruz. With the co-operation and support of several of the record labels Bee works with, Bee was able to treat these children to free rides, lunches, and a great deal of fun. With the help of such labels as Casablanca, RCA, A&M, Arista and Warners, Bee is known for organizing several outings for underprivileged children and his turkey giveaways at holiday times.

BOUNCE BACK SOON — **Bootsy Collins** was hospitalized in restrictive confinement last Thursday in his hometown of Cincinnati, Ohio. Collins is suffering from a nervous reaction, and doctors have advised him to remain in complete seclusion.

cookie amerson

CASH BOX TOP 100

September 9, 1978

		Weeks On 9/2 Chart			Weeks On 9/2 Chart			Weeks On 9/2 Chart			
1	GET OFF FOXY (Dash 4056)	1	13	35	READY OR NOT DEBRA WASHINGTON (Ariola 7700)	36	12	69	LUCY IN THE SKY WITH DIAMONDS NATALIE COLE (Capitol P-4623)	—	1
2	HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	3	9	36	STAND UP ATLANTIC STARR (A&M 2065-S)	43	5	70	SAY A PRAYER FOR TWO CROWN HEIGHTS AFFAIR (DeLite DE-908)	81	2
3	GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10786)	6	8	37	THIS IS YOUR LIFE NORMAN CONNORS (Arista AS 0343)	37	10	71	TONIGHT'S THE NIGHT BETTY WRIGHT (TK/AIston 3740)	80	2
4	SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	4	11	38	OUR LOVE WILL SURVIVE MEMPHIS HORNS (RCA PB-11309)	40	7	72	(OLIVA) LOST AND TURNED OUT THE WHISPERS (Solar/RCA JH-11353)	83	2
5	YOU THE McCRARYS (Portrait 6-70014)	5	19	39	LET'S START THE DANCE HAMILTON BOHANNON (Mercury 74015)	47	7	73	LIGHTING A FIRE PATTI HENDRIX (Hilltak HT-7801)	84	3
6	THREE TIMES A LADY COMMODORES (Motown 1443F)	2	12	40	GROOVE WITH YOU THE ISLEY BROTHERS (T-Neck/CBS ZS8-2277)	27	10	74	EASE ON DOWN THE ROAD DIANA ROSS & MICHAEL JACKSON (MCA-40947)	—	1
7	YOU AND I RICK JAMES (Gordy G-7156-F)	7	18	41	YOU WERE MEANT FOR ME DONNY HATHAWAY (Atco 7092)	50	5	75	IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton/Warner Bros. CMS 0140)	86	2
8	I'M IN LOVE (AND I LOVE THE FEELING) ROSE ROYCE (Whitfield WHI 8629)	10	6	42	CASTLES OF SAND JERMAINE JACKSON (Motown M 1441F)	29	13	76	"LOVE ATTACK" SHOTGUN (ABC AB-12395)	87	2
9	TAKE ME I'M YOURS MICHAEL HENDERSON (Buddah BDA 597)	9	12	43	IT SEEMS TO HANG ON ASHFORD & SIMPSON (Warner Bros. 86501)	58	3	77	SHINE ON SILVER MOON MARILYN MCCOO & BILLY DAVIS, JR. (Columbia 3-10806)	79	3
10	SMILE THE EMOTIONS (Columbia 3-10791)	12	7	44	YOU'RE ALL I NEED TO GET BY JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10772)	33	13	78	SWEET MUSIC MAN MILLIE JACKSON (Spring SP 185)	82	3
11	WHAT YOU WATIN' FOR STARGARD (MCA 40932)	13	8	45	HOT SHOT KAREN YOUNG (West End WSS 1211)	59	5	79	YOU FOOLED ME GREY AND HANKS (RCA JH-11346)	89	2
12	BOOGIE OOGIE OOGIE A TASTE OF HONEY (Capitol 4565)	11	18	46	DO YOURSELF A FAVOR THE NEWCOMERS (Mercury 74011)	48	6	80	YOUR SWEETNESS IS MY WEAKNESS BARRY WHITE (20th Century TC-2380)	—	1
13	SATURDAY NORMA JEAN (Bearsville BSS 0326)	15	10	47	ONLY YOU LOLEATTA HOLLOWAY & BUNNY SIGLER (Gold Mind G7-4012)	57	5	81	BIGGEST JOKE IN TOWN EON (Ariola 7707)	75	6
14	CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	8	17	48	ALL-MERICAN FUNKATHON WILLIE HUTCH (Warner Bros. WH 8615)	49	7	82	LITTLE GIRLS PATTI LABELLE (Epic 8-50583)	61	6
15	STELLAR FUNGK SLAVE (Cotillion 44238)	19	10	49	SEASONS FOR GIRLS THE TRAMMPS (Atlantic 3640)	51	6	83	DO WHAT YOU WANT TO DO DRAMATICS (ABC AB-12400)	—	1
16	LOVE BROUGHT ME BACK D.J. ROGERS (Columbia 3-10754)	20	10	50	GREASE FRANKIE VALLI (RSO 897)	56	6	84	PARTY LEON HAYWOOD (MCA 40941)	95	2
17	DANCE (DISCO HEAT) SYLVESTER (Fantasy F827)	18	9	51	MISS YOU THE ROLLING STONES (Rolling Stones/Atlantic RS 19307)	34	14	85	BLUE LOVE RUFUS FEATURING CHAKA KHAN (ABC AB-12390)	39	7
18	BRANDY THE O'JAYS (Phila. Int'l./CBS ZS8-3652)	24	5	52	PLATO'S RETREAT JOE THOMAS (TK/LRG 906)	60	6	86	I JUST WANNA STOP GINO VANNELLI (A&M 2072-S)	—	1
19	FIRST IMPRESSIONS THE STYLISTICS (Mercury 74006)	16	10	53	HONEY I'M RICH RAYDIO (Arista AS 0353)	62	5	87	JUST FUNNIN' MTUME (Epic 8-50558)	90	5
20	IF YOU WANNA DO A DANCE SPINNERS (Atlantic 3493)	14	8	54	TAKE IT ON UP POCKETS (Columbia 3-10755)	63	4	88	GOT TO BE REAL CHERYL LYNN (Columbia 3-10808)	—	1
21	VICTIM CANDI STATON (Warner Bros. WBS 8582)	17	12	55	STUFF LIKE THAT QUINCY JONES (A&M 2043-S)	41	17	89	LOVIN' FEVER HIGH INERGY (Gordy G716F)	—	1
22	FUNK-O-NOTS OHIO PLAYERS (Mercury 74014)	30	7	56	NEVER MAKE A MOVE TOO SOON B.B. KING (ABC AB-12380)	44	11	90	STREET CORNER SYMPHONY CARRIE LUCAS (Sola YB 11310)	91	4
23	THERE'LL NEVER BE SWITCH (Gordy G 7159F)	32	7	57	MIND BLOWING DECISIONS HEATWAVE (Epic 8-50586)	72	3	91	HOW CAN I BE SURE RANDY JACKSON (Epic 8-50576)	92	2
24	I LIKE GIRLS FATBACK BAND (Spring 181)	23	15	58	BLAME IT ON THE BOOGIE THE JACKSONS (Epic 8-50595)	77	2	92	SKY HIGH MASS PRODUCTION (Cotillion/Atlantic 44239)	96	2
25	YOU GOT ME RUNNING LENNY WILLIAMS (ABC AB-12387)	31	7	59	SUN IS HERE SUN (Capitol 4587)	52	13	93	FUNK N' ROLL (DANCIN' IN THE THE FUNKSHINE) QUAZAR (Arista AS0349)	—	1
26	SUPER WOMAN THE DELLS (ABC AB-12386)	21	9	60	SHAME EVELYN "CHAMPAGNE" KING (RCA PB-11122)	46	14	94	LOVE THE WAY YOU LOVE ME EDDIE HORAN (HDM-506)	94	6
27	YOUNGBLOOD (LIVIN' IN THE STREETS) WAR (United Artists UA-X12133-Y)	22	11	61	I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PS14483)	69	4	95	YOU KNOW YOU WANNA BE LOVED KEITH BARROW (Columbia 3-10722)	55	16
28	ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618)	45	4	62	YOU'RE GONNA NEED THIS LOVE N'COLE (Millennium/Casablanca 617)	64	7	96	SUMMER LOVE MUSIQUE (Prelude PRL 71109)	97	2
29	THINK IT OVER CISSY HOUSTON (Private Stock 4S 204)	35	6	63	SPECIAL OCCASION DOROTHY MOORE (Malaco 1052)	66	4	97	FREAK WITH ME UNIVERSAL ROBOT BAND (Red Greg 217)	—	1
30	SOFT AND WET PRINCE (Warner Bros. WBS 8619)	38	7	64	GUESS WHO'S BACK IN TOWN HEAVEN & EARTH (Mercury 74013)	65	7	98	SHAKE YOUR BODY (IT'S THE JOINT) GARY BARTZ (Capitol 4600)	70	7
31	MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. WBS 8602)	28	11	65	YOU SHOULD DO IT PETER BROWN (TK Drive 6272)	74	3	99	I FEEL HIS LOVE GETTING STRONGER MARGIE JOSEPH (Atlantic A-35172 MO)	—	1
32	LAST DANCE DONNA SUMMER (Casablanca NB 926)	25	17	66	DON'T STOP, GET OFF THE SYLVERS (Casablanca NB 938)	78	2	100	LADY BLUE GEORGE BENSON (Warner Bros. 8604)	71	8
33	BABY, I NEED YOUR LOVE TODAY SWEET THUNDER (Fantasy/WMOT F-826)	26	13	67	THE BEST OF STRANGERS NOW EDDIE KENDRICKS (Arista AS 0346)	68	5				
34	IT'S A BETTER THAN GOOD TIME GLADYS KNIGHT & THE PIPS (Buddah BDA 598)	42	5	68	I DIDN'T TAKE YOUR MAN ANN PEEBLES (Cream/Hi H 78518)	67	7				

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

All American (May 12th — BMI/Warner-Tamerlane — BMI/Jobete — ASCAP) 46	Holding On (Almo/McRouscod — ASCAP) 2	Mind Blowing (Wildier — ASCAP) 57	Summer Love (Pap/Leeds/Phylmar — ASCAP) 96
Baby, I (Wimot — BMI) 33	Honey I'm (Raydiola — ASCAP) 53	Miss You (Colgems-EMI — ASCAP) 51	Sun Is (Glenwood/Detente — ASCAP) 59
Biggest Joke (Desert Moon Songs — BMI) 81	Hot Shot (Scully — ASCAP) 45	My Radio (Nineteen Eighty-Foe — BMI) 31	Super Woman (Groovesville/Razzle Dazzle — BMI) 26
Blame It On (Almo Music — ASCAP) 58	How Can I (Instant Replay/Joshada — ASCAP) 91	Never Make A (Irving/For Knights — BMI) 56	Sweet Music (Jolly Rogers — ASCAP) 78
Blue Love (High Seas — BMI) 85	I Feel (Lowery — BMI) 61	(Olivia) Lost (Spectrum VII — ASCAP) 72	Take It (Pockets/Verdanel — BMI) 54
Boogie Oogie Oogie (Conductive/On Time — BMI) 12	I'm In (May 12th/Warner-Tamerlane — BMI) 8	One Nation (Malbiz — BMI) 28	Take Me I'm (Electrochord — ASCAP) 9
Brandy (Mighty Three — BMI) 18	I Didn't Take (Jec — BMI) 68	Only You (Lucky Three/Suemay/Six Strings — BMI) 47	The Best (Macanally/Almo — ASCAP) 67
Castles Of (Jobete — ASCAP) 42	If My Friends (Notable/Lida Enterprises — ASCAP) 75	Our Love (Memphis Five/Six Continents/ Knockwood — BMI) 38	There'll Never (Jobete — ASCAP) 23
Close The (Mighty Three — BMI) 14	If You Wanna Do (Mighty Three — BMI) 20	Party (Jim-Edd — BMI) 84	Think It Over (Sumac Music — BMI) 29
Close (Jobete — ASCAP) 17	I Feel (Bushka/Jamersoniam — ASCAP) 99	Plato's Retreat (Alotagood — ASCAP) 51	This Is (Jobete — ASCAP) 37
Don't Stop (Rosy — ASCAP) 68	I Wanna (Ross Vannelli) 86	Ready (United Artists — ASCAP) 35	Three Times (Jobete/Commodores Entertainment — ASCAP) 6
Do Yourself (Bar-Kay/Swellea — BMI) 46	I Like Girls (Clita — BMI) 24	Saturday (Chic — BMI) 13	Tonight's The (Sheryl — BMI) 71
Do What (Unichappel/Hot Cha — BMI) 83	It's A Better (Macaulay/Almo — ASCAP) 34	Say A Prayer (Delightful/Cabrini — BMI) 70	Victim (Dannmusic — ASCAP) 21
Ease On (Fox Fanfare — BMI) 74	It Seems (Nick-O-Val Music — ASCAP) 43	Seasons For (Golden Fleece Writers — BMI) 49	What You (Warner-Tamerlane/May 12th — BMI) 11
First Impression (Teddy Randazzo — BMI) 19	Just Funnin' (Scareb/Ensign — BMI) 87	Shake And (Val-je-Joe — BMI) 4	You (Island — BMI) 5
Funk-O-Nots (Playone — BMI) 22	Lady Blue (Teddy Jack — BMI) 100	Shake Your (Gary Bartz — BMI) 98	You And I (Stone Diamond — BMI) 7
Freak (Sug Sug/Leeds/Pap — ASCAP) 97	Last Dance (Primus Artists/Olga — BMI) 32	Shame (Dunbar/Mills & Mills — BMI) 60	You Fooled (Irving/Medad — BMI) 79
Funk 'N' Roll (Jumpshot — BMI) 93	Let's Start (Bohannon Phase II — ASCAP/ Intersong-USA — ASCAP) 39	Shine On (Don Kirshner — BMI/Kirshner — ASCAP) 77	You Got Me (Traco — BMI) 25
Get Off (Sheryl/Lindseyanne — BMI) 1	Lighting A Fire (Conjay Music — BMI) 73	Sky High (Two Pepper — ASCAP) 92	You Know You (Willow Girl — BMI) 95
Got To Be (Butterfly/Gong — BMI/Hudman/Cotaba — ASCAP) 88	Little Girls (Irving — BMI) 82	Smile (Sagffire — BMI/Steelchest — ASCAP) 10	You Should (Sheryl/Decibel — BMI) 65
Got To Get (Maclen — BMI) 3	Love Attack (ABC/Dunhill/Goblet/Funk Rock — BMI) 76	Soft & Wet (Princess Music Co. — ASCAP) 30	You Were (Koomba — ASCAP) 41
Grease (Stigwood/Unichappel — BMI) 50	Love Brought (Circle R — ASCAP) 30	Special (Unichappel Music — BMI) 63	Your Sweetness (Sa-Vette/January — BMI) 80
Groove With (Boviva — ASCAP) 40	Love The Way (H+H Team — ASCAP) 94	Stand Up (Almo/Newban/Audio — ASCAP) 36	Youngblood (Far Out — ASCAP) 27
Guess Who (Janmilla — ASCAP) 64	Lovin' Fever (Jobete — ASCAP) 89	Stellar Funkk (Spur Tree Cotillion — BMI) 15	You're All (Jobete — ASCAP) 44
	Lucy In (Maclen — BMI) 69	Streetcorner (Spectrum VII — ASCAP) 90	You're Gonna (Mills & Mills/Stone Diamond — BMI) 62
		Stuff Like (Yellow Brick Road/N/K-O-Val — ASCAP) 55	

LET HER GO

TO YOUR HEAD.



Jean Carn will do just that, with an intoxicating new single that's bound to capture charts as well as hearts.

It's called "Don't Let It Go To Your Head" and heavy airplay forced it out of her hit album "Happy To Be With You." Demand continues to build in major markets like New York, Detroit, Philadelphia, Chicago, Cleveland, Washington D.C. and Baltimore, with more stations on it every day.

"Don't Let It Go To Your Head?"
The new Jean Carn hit single.

On Philadelphia International Records.

Produced by Kenneth Gamble and Leon Huff.
 *Also available on tape.
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MOST ADDED SINGLES

- LUCY IN THE SKY WITH DIAMONDS — NATALIE COLE — CAPITOL**
WWIN, WDAO, WKND, WTLC, WRAP, KKSS, KATZ, WAWA, WWDM, WVKO, WGOK.
- BLAME IT ON THE BOOGIE — THE JACKSONS — EPIC**
WUFO, WBMX, WDAO, WRBD, KOKY, WXVI, KDIA, WWDM, WSOK, WVKO.
- DON'T STOP, GET OFF — THE SYLVERS — CASABLANCA**
WUFO, WWIN, WRBD, WCKO, WKND, WLOU, WRAP, WDAS, WAMO, WANT.
- IT SEEMS TO HANG ON — ASHFORD & SIMPSON — WARNER BROS.**
WCIN, WEAL, WKND, KKTT, WRAP, WDAS, WANT, WAWA, WXEL-FM.
- EASE ON DOWN THE ROAD — DIANA ROSS & MICHAEL JACKSON — MCA**
WWIN, WUFO, WLTH, KOKY, WXVI, WBL, KATZ, WSOK.
- YOU WERE MEANT FOR ME — DONNY HATHAWAY — ATCO**
WUFO, WBMX, WJLB, WLOU, WDLA, KKSS, WSOK.
- SAY A PRAYER FOR TWO — CROWN HEIGHTS AFFAIR — DeLITE**
WRBD, WCKO, KKTT, WLOU, WEDR, WSOK.
- (OLIVIA) LOST AND TURNED OUT — THE WHISPERS — SOLAR**
WWIN, WLTH, WKND, KMJQ, KDAY, WYZC.
- YOUR SWEETNESS IS MY WEAKNESS — BARRY WHITE — 20th CENTURY**
KDAY, KKTT, WGPR-FM, WJPC, WSOK, WGOK.

MOST ADDED ALBUMS

- ROSE ROYCE STRIKES AGAIN — ROSE ROYCE — WARNER BROS.**
WIGO, WWIN, WUFO, KOKY, WEDR, WNJR, WYLD, WRAP, WANT, KATZ, WOL, WYBC, WDAO, WEAL, WXVI.
- IS IT STILL GOOD TO YA — ASHFORD & SIMPSON — WARNER BROS.**
WWIN, WCKO, KOKY, WYLD, WRAP, WANT, WOL, WDAO, OK-100, WQMG, WEAL, KUTE, WXVI.
- UNLOCK YOUR MIND — THE STAPLES — WARNER BROS.**
WUFO, WYON, WCKO, KOKY, WEDR, WYLD, WSOK, WLTH, WDAO, WQMG, WXVI.

SELECTED ALBUM CUTS

- DISCO GARDENS — SHALAMAR — SOLAR**
Take That To The Bank
- UNLOCK YOUR MIND — THE STAPLES — WARNER BROS.**
Don't Burn Me, Mystery Train
- SUNBEAM — EMOTIONS — COLUMBIA**
Walking The Line, Whole Lotta Shakin'
- ROSE ROYCE STRIKES AGAIN — ROSE ROYCE — WARNER BROS.**
Get Up Off Your Fat, Angel In The Sky
- PAST, PRESENT & THE FUTURES — THE FUTURES — PHILADELPHIA INT'L.**
Come To Me (When Your Love Is Down)

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — PAUL CHILDS, PD — #1 — COMMODORES
JUMPS: 10 To 5 — McCrarys. ADDS: Betty Wright, Switch, Raydio, Johnny Bristol, Funkadelic, Ann Peebles. LP ADDS: Sylvers, Rose Royce, DJ Rogers, Vernon Burch, Patti LaBelle.

WWIN — BALTIMORE — DON BROOKS, PD — #1 — FOXY
JUMPS: 19 To 12 — O'Jays, 15 To 2 — Funkadelic. ADDS: Sylvers, Natalie Cole, Holloway/Sigler, High Inergy, Gino Vannelli, Brenda & Herb, Meco, Roundtree, Dramatics, Wilbert Longmire, Finished Touch, Timmy Thomas, Whispers, Diana Ross/Michael Jackson, Universal Robot Band. LP ADDS: Ashford/Simpson, Rose Royce, Lonette McKee, Switch, Gladys Knight and the Pips, War. EXTRAS: Betty Wright, Rose Royce, Eon, Rahni Harris, Pockets, Dorothy Moore, Donny Hathaway, Jacksons, Frankie Valli, Joe Thomas, Peter Brown, Natalie Cole.

WILD — BOSTON — SONNY JOE WHITE, MD — #1 — KAREN YOUNG
JUMPS: 27 To 13 — Sylvester, 20 To 15 — Lenny Williams, 18 To 12 — Bohannon, 14 To 10 — Funkadelic. ADDS: Ohio Players, Robot Band, Patti Brooks, Atlantic Starr, DJ Rogers.

WUFO — BUFFALO — BYRON PITTS, PD — #1 — E,W&F
JUMPS: 25 To 18 — Michael Henderson, 20 To 13 — Atlantic Starr, 17 To 12 — Lenny Williams, 11 To 5 — LTD. ADDS: Strange, JoAnn McDuffy, Karen Young, Cissy Houston, Sylvers, Donny Hathaway, Bunchy & The Funky Kids, Jacksons, Diana Ross/Michael Jackson, Willie Hutch, Newcomers, Pockets, Prince, Funkadelic. LP ADDS: Winners, Gil-Scott Heron, Staple Singers, Rose Royce.

WGIV — CHARLOTTE — MANNY CLARK, PD
HOTS: Taste Of Honey, Brothers Johnson, Commodores, Slave, Prince, LTD, Bohannon, Ohio Player, Quincy Jones, Con Funk Shun. ADDS: Trammps, Newcomers. LP ADDS: Mass Production, Millie Jackson.

WBMX — CHICAGO — JAMES ALEXANDER, PD
HOTS: Rick James, LTD, B.B. King, Fatback Band, Foxy, Taste Of Honey, Michael Henderson, Teddy Pendergrass, Funkadelic, Commodores. ADDS: Donny Hathaway, Jacksons, Raydio, O.C. Smith, Brenda & Herb, Willie Hutch. LP ADDS: Gill Scott-Heron, Floaters, Pablo Cruise, The Dells, Crown Heights Affair, War, Bobby Lyle.

WJPC — CHICAGO — TOM JOYNER, PD — #1 — RICK JAMES
HOTS: Fatback, Rick James, Foxy, Con Funk Shun. ADDS: Funkadelic, Eddie Kendricks, Dorothy Moore, Barry White. LP ADDS: Commodores, Gladys Knight, KC & The Sunshine Band, Teddy Pendergrass, O'Jays, Lenny Williams.

WVON — CHICAGO — GUY BROADY, MD
HOTS: Funkadelic, Foxy, Michael Henderson, Fatback, E,W&F, Taste Of Honey, LTD, Rick James. ADDS: Dorothy Moore, Rose Royce, L. Holloway/B. Sigler. LP ADDS: Emotions, Bohannon, Staples, Slave.

KDKO — DENVER — JIM O'BRIEN, PD — #1 — COMMODORES
JUMPS: 17 To 13 — Norma Jean, 16 To 9 — Rufus, 7 To 3 — Teddy Pendergrass. ADDS: Sugar Cane, Gino Vannelli, Little River Band, David Gates.

WGPR — DETROIT — GEORGE WHITE — #1 — MICHAEL HENDERSON
JUMPS: 34 To 25 — Livin Proof, 11 To 4 — Bohannon. ADDS: Barry White, Patti Hendrix, L. Holloway/B. Sigler, Cheryl Lynn, Solar Flare. LP ADDS: Vivian Reed, Supermax, Roy Ayers.

WJLB — DETROIT — TOM COLLINS, MD — #1 — FUNKADELIC
ADD: Sweet Cream, Switch, Winners, Ohio Players, Peter Brown, Joe Thomas, Mick Jackson, Donny Hathaway. LP ADDS: Shotgun, Betty Wright, Prince, Village People, Bohannon.

WCKO — FT. LAUDERDALE — JOE FISHER, PD — #1 — TASTE OF HONEY
JUMPS: 37 To 28 — Sigler/Hollaway, 30 To 21 — Rose Royce, 19 To 13 — Emotions, 10 To 6 — Candi Staton. ADDS: Newcomers, Alicia Bridges, Grey & Hawks, Sylvers, Crown Heights Affair, Lenny Williams, Jenny Lynn, Shotgun. LP ADDS: Ashford/Simpson, Gladys Knight, Staples, Afro Cuban Band.

WRBD — FT. LAUDERDALE — CHUCK MERRITT, PD — #1 — FOXY
JUMPS: 17 To 6 — Joe Moore, 14 To 8 — Peabo Bryson. ADDS: Crown Heights Affair, Patti Hendrix, Natalie Cole, Jacksons, Sylvers, Grey & Hawks. LP ADDS: Norma Jean, Sho Nuff, T-Life.

WKND — HARTFORD — EDDIE JORDAN, MD — #1 — RICK JAMES
JUMPS: 22 To 6 — K. Young, 18 To 11 — Prince. ADDS: Ashford/Simpson, Whispers, Natalie Cole, Sylvers.

KMJQ — HOUSTON — JOE MARTEL, MD — #1 — DJ ROGERS
JUMPS: 39 To 34 — Sylver Convention, 36 To 20 — D. Washington, 27 To 3 — O'Jays, 17 To 5 — Spinners, Ex To 21 — Ashford/Simpson. ADDS: Pablo Cruise, Whispers. LP ADDS: Pablo Cruise, Lalo Schifrin.

KYOK — HOUSTON — RICH ROBERTS, PD — #1 — EARTH, WIND & FIRE
JUMPS: 29 To 24 — Ashford/Simpson, 21 To 17 — Funkadelic, 10 To 5 — Stargard. ADDS: Crusaders, Loving Fever, Johnny Bristol, Rare Gem Odyssey Group, What Is Funk. LP ADDS: Bobby Caldwell, Switch, Dennis Coffey.

KOKY — LITTLE ROCK — KELLY KARSON, PD — #1 — FOXY
JUMPS: 20 To 14 — Lenny Williams, 19 To 15 — Betty Wright, 17 To 13 — Stylistics, 16 To 11 — Prince, 14 To 9 — Dells, 13 To 7 — DJ Rogers, 10 To 6 — O'Jays, Ex To 17 — Funkadelic, Ex To 16 — Rose Royce. ADDS: Len Boone, Joe Thomas, Jacksons, Hubert Laws, Dramatics, Wilbert Longmire, Herbie Hancock, Ross/Jackson. LP ADDS: Ashford/Simpson, Staples, Rose Royce, Roppers.

KDAY — LOS ANGELES — STEVE WOODS, PD — #1 — FOXY
HOTS: Foxy, Con Funk Shun, LTD, Teddy Pendergrass, E,W&F, Taste Of Honey, Sylvester, McCrarys, Prince, Rick James. ADDS: Gino Vannelli, Whispers, Heatwave, Barry White. LP ADDS: Shalamar.

KKTT — LOS ANGELES — WALT LOVE, PD — #1 — TASTE OF HONEY
JUMPS: 29 To 25 — Leon Haywood, 28 To 23 — Funkadelic, 27 To 19 — LTD, 26 To 20 — Cissy Houston, 23 To 18 — Candi Staton, 20 To 15 — DJ Rogers, 18 To 13 — Keith Barrow, 14 To 10 — Rolling Stones, 12 To 8 — Sun. ADDS: Heatwave, Astford/Simpson, Barry White, Crown Heights Affair, Grey & Hawks. LP ADDS: Finished Touch, Shalamar, Sun, Mtume, Vivian Reed, Atlantic Starr, Chris Rea, Carly Simon, Deborah Washington.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — EARTH, WIND & FIRE
JUMPS: 35 To 29 — Chic, 31 To 27 — Memphis Horns, 30 To 21 — George Benson, 26 To 22 — Rose Royce, 21 To 10 — Funkadelic, 20 To 9 — Slave, 18 To 8 — O'Jays, 11 To 4 — LTD, 10 To 2 — Gary Bartz, 9 To 3 — Emotions. ADDS: Heatwave, Donny Hathaway, Sylvers, Leon Haywood, Crown Heights Affair, George Duke. LP ADDS: Randy Brown, Ohio Players.

WDIA — MEMPHIS — JAYE MICHAEL DAVIS' MD — #1 — CANDI STATON
JUMPS: 30 To 20 — Sylvester, 27 To 22 — Stargard, 14 To 7 — Foxy. ADDS: Emotions, Rose Royce, Betty Wright. EXTRA: Donny Hathaway. LP ADDS: Lattimore.

WEDR — MIAMI — JERRY RUSHIAN — #1 — DRAMATICS
JUMPS: 11 To 6 — W. Hatch, Ex To 10 — Emotions, Ex To 8 — Stargard. ADDS: Thelma Jones, Finished Touch, Patti Hendrix, Crown Heights Affair. LP ADDS: Rose Royce, Staples, B. Lattimore.

WVOL — NASHVILLE — FRED HARVEY, PD — #1 — GRAHAM CENTRAL STATION
JUMPS: 31 To 25 — McCrarys, 25 To 20 — BB King, 23 To 19 — Candi Staton, 21 To 17 — Fatback Band. ADDS: Funkadelic. LP ADDS: Michael Jackson, Roy Ayers, E.C. King, Graham Central Station.

WNJR — NEWARK — LIA AFRIAT, PD — #1 — LTD
HOTS: Jean Carn, Heatwave, Commodores, E,W&F. ADDS: Universal Robot Band, Ted Taylor, East Side Connection, Peter Brown. LP ADDS: Con Funk Shun, Rose Royce.

WXEL-FM — NEW ORLEANS — REG HENRY, PD — #1 — COMMODORES
JUMPS: 30 To 24 — Michael Henderson, 17 To 11 — O'Jays, 16 To 8 — Mathis/Williams, 14 To 10 — Paul Kelly, Ex To 35 — Vernen Garrett, Ex To 34 — Linda Clifford, Ex To 32 — Spinners. ADDS: Solomon, Burke, Heatwave, Lenny Williams, Leon Haywood, Ashford/Simpson, Margie Joseph. LP ADDS: Switch, Dells, Dennis Coffey.

WYLD — NEW OREANS — TRAVIS SMITH, PD — #1 — CON FUNK SHUN
ADD: Switch, Patti Hendrix, Difosco, Johnny Adams, Ann Peebles. LP ADDS: Ashford/Simpson, The Staples, Boney M, Bobby Caldwell, Rose Royce, DJ Rogers, Vernon Burch.

WWRL — NEW YORK — LINDA HAYNES, MD
HOTS: Afro Cuban Band, Blair, Bohannon, Brothers Johnson, Commodores, Faith, Hope & Charity, Earl Klugh, Musique, Slave, Lenny Williams. ADDS: Peter Brown, Grace Jones, Ann Peebles, Universal Robot Band.

WRAP — NORFOLK — ALVIN REEVES, MD
HOTS: Michael Henderson, E,W&F, Emotions, Stargard, Grey & Hawks. ADDS: Thelma Jones, DJ Rogers, Rufus, McCrarys, Natalie Cole, Eddie Drennon, Ashford/Simpson, Shalamar, Norma Jean. LP ADDS: Rose Royce, Ashford/Simpson.

KDIA — OAKLAND — JERRY BOULDING, PD
ADD: C. Lynn, Jacksons, S. Burke. LP ADDS: Mtume, Atlantic Starr, Shalamar, Roy Ayers.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — FOXY
JUMPS: 50 To 45 — T. Thomas, 46 To 30 — Bohannon, 43 To 27 — Whispers, 41 To 17 — Funkadelic, 29 To 24 — Pockets, 27 To 21 — Hollaway/Sigler, 24 To 18 — Con Funk Shun, 10 To 6 — Fatback Band. ADDS: Jean Carn, Ashford/Simpson, Sylvers, High Inergy, Staple Singers.

WAMO — PITTSBURGH — DELL KING, PD — #1 — FOXY
JUMPS: 39 To 32 — Ashford/Simpson, 37 To 31 — Raydio, 36 To 28 — Slave, 34 To 24 — Memphis Horns, 32 To 23 — Newcomers, 16 To 10 — Stargard. ADDS: Pockets, Trammps, Ohio Players, O'Jays, Patti LaBelle.

WANT — RICHMOND — KIRBY CARMICHAEL, MD — #1 — DONNA SUMMER
JUMPS: 8 To 3 — Prince, Ex To 9 — Bohannon, Ex To 8 — Funkadelic. ADDS: Atlantic Starr, DJ Rogers, Sylvers, Cissy Houston, Quazar, Ashford/Simpson. LP ADDS: Ashford/Simpson, Rose Royce, Benny Golson, The Pips, Softones.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — MICHAEL HENDERSON
JUMPS: 29 To 14 — Fatback Band, 17 To 13 — Stargard. ADDS: Natalie Cole, Ross/Jackson, Deborah Washington, Roundtree, Quazar, Peter Brown, Emotions, Eddie Kendricks. LP ADDS: KC & The Sunshine Band, Sylvers, Frankie Valli, Rose Royce, Ann Peebles, Al Hudson.

KKSS — ST. LOUIS — WALT SUMNER, PD — #1 — FOXY
JUMPS: 25 To 21 — Heatwave, HB To 28 — Mtume, HB To 27 — Deborah Washington, HB To 26 — Rose Royce. ADDS: Donny Hathaway, Heaven & Earth, Natalie Cole. LP ADDS: Vernon Burch, Emotions, DJ Rogers, Bobby Lyle.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — FOXY
JUMPS: 24 To 17 — Dells, 23 To 15 — Norma Jean, 20 To 13 — Sylvester, 16 To 12 — Slave, 14 To 8 — Stargard, 13 To 9 — Emotions, 12 To 7 — McCrarys. ADDS: Ohio Players, Rose Royce, Gladys Knight, George Benson, O'Jays, Prince. LP ADDS: Eddie Kendricks, Trammps, W. Hatch, Raydio, Patti LaBelle, Heaven & Earth, Eon, Patti Hendrix.

WWDM — SUMTER — BARBARA TAYLOR, PD — #1 — FUNKADELIC
HOTS: Atlantic Starr, Commodores. ADDS: Jacksons, Natalie Cole, Al Hudson.

WOL — WASHINGTON — DON MAC, MD
HOTS: Rick James, Teddy Pendergrass, E,W&F, Con Funk Shun, Brothers Johnson, Foxy, George Duke, Funkadelic, Emotions, Patti LaBelle. ADDS: O.C. Smith, Prince, Natalie Cole, K. Young, Leon Haywood, C. Lynn. LP ADDS: Randy Brown, Curtis Mayfield, Lenny Williams, Brothers Johnson, Joe Thomas, Slave, Emotions, South Road Connection, Facts Of Life, Ritchie Family.

Posner, E/A Vice Chairman, Typifies Model Record Exec

(continued from page 41)

shied away from R&B, Posner stated that "we will evolve into R&B and disco when we have the right vehicle and staff." With approximately 45 acts signed to the label, E/A is expanding yet remaining true to the concept of selective growth and maximum concentration on breaking artists.

'Biggest Kick'

"The biggest kick I get out of the business is breaking a new record," says Posner. "We spent substantial money on Warren Zevon and it is more of a thrill for me to break him than it is to sell another million of a hit act.

"Elektra is also interested in careers not just hit records. We look to the long run. My goal is to help map out a long and satisfying career for the artists on our roster."

Noting that this year has witnessed several comebacks by major artists of previous years, Posner is very excited about the new chapter in the career of veteran rocker, Joe Cocker.

"We believe in Cocker," says Posner, "and he delivered an incredible album. We shipped 350,000 units of the album ('Luxury You Can Afford') and we have high expectations that Cocker is back in a big way."

In addition to his vice-chairman responsibilities of the day-to-day operations of E/A, Posner also oversees the label's international division. Immediate plans call for a three-week tour of Hong Kong, Tokyo, Manila and New Zealand. With WEA operating 14 companies across the world, Posner feels that within three years the contribution of international is expected to equal domestic results.

After 20 years with Elektra, Posner continues to find his job challenging. "Some people reach a plateau and grow stagnant, but for me each day brings a new learning experience" he says. "The thrill of working with talented artists keeps me going. I have had a lot of offers but there is a certain magic at Elektra that keeps me coming back."



ESTHER IN NEW YORK — Esther Phillips recently appeared at the *Other End*, where she performed songs from her latest Mercury album, "All About Esther Phillips." Pictured backstage after the show (l-r) are: Jack Hooks, Phillips' manager; Sheryl Feuerstein, Mercury's national publicity director; Earleen Fisher, the label's northeast regional R&B promotion director; Steve Greenberg, New York local promotion manager; and Phillips.

Record Shack Opens In Compton

(continued from page 47)

But discussions with area wholesalers, such as John Johnson, owner of John's Music, a one-stop in Compton, revealed a "wait and see attitude" toward Record Shack.

"I've been in this area for 12 years," Johnson said, "and I am not concerned about a new operation coming in. I have heard rumors about them, including the fact that last year when they moved to Dallas one of the larger black dealers had to close up, but I don't see how they can affect my business that much because my customers have been coming to me for years and we have seen several operations come and go."

Another wholesaler offered the following observation: "I don't really feel there is a market for another big one-stop in this area. They are in an area that is 90 percent black dealers, but at the same time, they have situated themselves away from the crux of where wholesaling is prevalent. We don't really know that much about their operation and, frankly, we haven't given them much thought."

Perry's Planet Label Pacts With Elektra/Asylum

(continued from page 8)

1967. After leaving Warners in 1970, Perry's first project as an independent producer was Barbra Streisand's "Stoney End," widely regarded as a turning point in her career. Among the many other artists he has produced are Carly Simon, Ringo Starr, Harry Nilsson, Leo Sayer, Art Garfunkel, Burton Cummings, Diana Ross, Tiny Tim and Ella Fitzgerald.

Planet Records will debut with a late September release by the Pointer Sisters, "Energy." Perry says no more than five albums will be released during the company's first year. The label's temporary headquarters is at 9120 Sunset Blvd., Los Angeles.

A number of positions at the new label have already been filled. David Urso, former national promotion director of Warner Bros. Records, has been named vice president of Planet. Kathleen Carey has been tapped as director of artist development and publishing, and Robin Rinehart will be Perry's executive assistant.



TAVARES HONORED IN L.A. — Capitol recording group Tavares recently received an award from Los Angeles Mayor Tom Bradley for its contribution to youth groups around the country and also for its work with the McCobb Home for Boys in southern California. Pictured (l-r) are: Pooch, Chubby and Butch Tavares; Bradley; Ralph and Tiny Tavares.

Pickwick Steps Up Its Retail Openings, Shoots For \$1 Bil.

(continued from page 30)

cost Pickwick several million dollars over the next two or three years.

Meanwhile, the Rack Sales Division is testing the potential of in-store video promotion. Accounts will be given video playback units with brief concert footage of various artists whose records will be positioned beneath video monitors in record departments. Asked whether the rack division will eventually supply accounts with video units for sale to consumers, Paulson replied, "If we're requested by any racked departments to give them products that make sense for them and for us, we would certainly investigate it."

Smith expanded on this statement when he noted that, by 1983, "we will have established a history of continued evaluation and implementation of programs to position most effectively such new products as electronic software, video tapes and discs, electronic games, home computers and the dozens of other technological developments which will be presented to us in the next five years."

AmCan Presence

Hovering over all the seminars, meetings, speeches and informal discussions that took place during the convention was the knowledge that Pickwick is being strongly supported by its parent company, American Can. This fact was underlined by American Can president William Woodside in his speech to the convention. Woodside pointed out that AmCan's stock is "skirting a new high for the year," and that "our 1977

earnings got a big boost from you at Pickwick. . . Pickwick performance has exceeded our most optimistic expectations, with a 1977 profit contribution that matched the goals we had set with your management for 1981. Of course, as I assured our shareholders at the annual meeting, we have since raised our 1981 targets substantially."

'Major Impact'

Lionel S. Sterling, senior vice president of American Can, was no less optimistic in his statement to the convention delegates: "In this year you have made a major impact on American Can's profits and strategic objectives," he said. "Likewise, during 1978, American Can has supported your growth ideas with dollars, management resources, acquisition capital, and very enthusiastic backing. . . Additionally, the Goody team is on board, and Pickwick U.K. is standing on the doorstep of burgeoning world markets. American Can has confidence in your industry's future, its size, breadth, challenge and profit potential. . ."

Seymour "Cy" Leslie, who founded Pickwick 25 years ago, was also present at the convention. Reflecting on the changes that have overtaken the company, he said, "There's a feeling of pride that one can't convey in seeing a company grow from \$100,000 in its first year to over \$500 million in a growth pattern that was consistently on the rise. To see it continue that way is an exhilarating feeling. I've always had a love affair with Pickwick, and somehow it can never really be extinguished."



SHAKE BABY SHAKE — Columbia recording artist Hubert Laws is joined by his fellow CBS jazz associates following his concert at the Hollywood Bowl with classical flutist Jean-Pierre Rampal. Pictured (l-r) backstage are: Epic keyboardist George Duke; Laws; Dr. George Butler, vice president, jazz/progressive, A&R, Columbia; and Columbia trumpeter Freddie Hubbard.

Electric Light Orchestra

ANAHEIM STADIUM — It was billed as "The Big Night," and the combination of the Electric Light Orchestra, three other hard rock acts and one of the year's most spectacular special effects exhibitions more than lived up to that billing. With the help of a six-figure party thrown by Jet Records and the enthusiastic response of about 50,000 fans, "The Big Night" was one of the most enjoyable stadium concerts in recent memory.

Complementary side-shows are now common at stadium concerts around the country, but for ELO the side-show was closer to a circus. There were skydivers, trapeze artists, tightrope walkers and fireworks for starters, but the center ring featured Tony Curtis enacting a "Star Wars" shoot-out with stunt men perched atop the speaker system, while a flying saucer, just like the one on "Out of the Blue," hovered overhead (suspended from an unlit helicopter).

But despite the stunning theatrics, the highlight of "The Big Night" was when the spaceship on stage launched its top half in the air, revealing Jeff Lynne and company. ELO, perhaps inspired by the spectacular warm-up, came through with an excellent 90-minute show featuring most of the group's biggest hits, including "Turn To Stone," "Strange Magic," "Sweet Talkin' Woman," "Evil Woman" and "Do Ya."

The complementary effects continued during ELO's show, with lasers and a rear-stage movie screen offering closeups of the band members that enabled the huge audience to see the performers in action. But the music was still the main attraction. ELO's vocal harmonies, powerful yet melodic guitar riffs and outstanding string players add up to top-flight rock 'n' roll. By the time the group did its encores "Livin' Thing" and "Roll Over Beethoven" — it had performed the nearly impossible feat of outshining the spectacular effects that preceded them.

Also preceding ELO were three heavy-metal bands, Trickster, Kingfish and Journey. All three did good jobs of entertaining the crowd that came primarily for the ELO show, especially Journey, which has become one of the best festival bands around.

Joey berlln

Ray Charles

LONG BEACH TERRACE THEATER, CA — About a third of the way through Ray Charles' first concert here in years, he stopped the show for a few moments when someone shouted out a request, telling the fan, "I can't play a request for Mary unless I do it for John and Bill and Charlie, too."

But after his 90-minute set, there probably wasn't a John or Mary or anyone else in the audience who went away without hearing their favorite songs or style of music.

Charles is one of the handful in the business who is truly worthy of the title "musical genius" because he has such a keen understanding of virtually all its forms. With the exception of classical, he demonstrated them all.

Backed by his 17-piece Ray Charles jazz band, "brother Ray" spent most of his time with R&B, jazz and the blues, but also ventured into pop, rock and, in what was one of the evening's bigger surprises, a solo electric piano version of Merle Travis' "Steel

Guitar Rag." A surprise to many perhaps, but then it was Charles' country albums that turned millions of ears on to Nashville that might never have listened otherwise.

Vocally, Ray has never been in better shape. Even though his classic "Born To Lose" is more than a dozen years old, his performance of it was soul-wrenching, bringing out every ounce of pain in the song. And there may not be anyone who could more effectively project the almost hopeless resignation of "I Can't Stop Loving You."

It is reassuring in a time when five years is considered a long time for an artist to be productive, that someone with the talent of Ray Charles, after almost 30 years, can still be as creative and compelling as Ray definitely is.

randy lewis

Doc Severinsen

SANDS HOTEL, LAS VEGAS — Opening with the soaring "Star Wars Theme" which segued into the disco-flavored "Manhattan Skyline" (from "Saturday Night Fever"), Doc Severinsen and his band performed an engaging, entertaining set which showcased the diverse musical talents of this co-star of the Tonight Show. Both as a trumpeter and surprisingly capable vocalist, Severinsen during his concert covered extensive territory within the contemporary music field, ranging from disco to jazz to rock and even country and bluegrass.

On such numbers as the rocking "Kansas City" and the country/pop-styled "Stop And Smell The Roses" (which was composed by Severinsen and Mac Davis), Severinsen comfortably handled his vocal duties, providing an enjoyable change of pace away from the many trumpet-led instrumental numbers which dominated the show. Nonetheless, it was the horn man's virtuosity and dexterity on his trumpet which clearly highlighted the evening. On "Flight Of The Bumblebee," Severinsen displayed both his ability to hit an array of squealing, high-pitched notes and demonstrate his extremely rapid-fire trumpet approach, while on the ballad "Evergreen" the band leader exhibited his expertise on playing more controlled, romantic figures.

Toward the end of the set, Severinsen introduced the country-western side of his musical interests, performing "Your Cheatin' Heart" before launching into "Dueling Banjos" and "Orange Blossom Special," which spotlighted an innovative series of exchanges between Severinsen's trumpet, a banjo picker and a fiddler.

Opening the show at the Copa Room was pop singer Jack Jones.

dale kawashima

Fandango

THE WHISKY, L.A. — Fandango! The name evokes fervent dancing, torrid romance and balmy nights in Madrid. Fandango is, however, non-stop rock 'n' roll from seven gorgeous rockers at the Whisky on Sunset.

With audience and band concentrating primarily on the serious business of rocking-out, Fandango's set opened with "Sure Got The Power," a straight-forward number illustrating exactly what the title implied. "Sherie" a moody song of unrequited love, followed and spotlighted center-stage vocalist and guitarist Joe Lynn Turner. Dancing in the streets of New Orleans was the subject of "La Rue," a lively song featuring an electric grand piano solo. Vocal solos

from Bobby Daniels on bass and Rich Blakemore on guitar made "I Keep Going On/Hard Bargain" a testimony to the depth of vocal talent in this band. The exuberant encore was "Give It All Up For Love."

The blend of guitar and vocal harmonies with double keyboards (Larry Dawson and Danny LaRue) and drums plus percussion (Lou Mondelli and Santos) gives Fandango a great full sound, thanks also to sound man Ken Newman. All other things said, though, Fandango is a fun band that makes you feel like dancing and that's what it's all about.

Geisha made their Whisky debut as the support act and did more than hold up their end of things. A high energy trio plus sax, Geisha has a distinctive sound with great original material, as well as being visually intriguing.

"Shadow Boxing," a sleazy rocker, "Mambo Colombo," a raunchy "Do You Love Me?" and "Don't Believe What They Say" were the most memorable numbers. Band members are Jeff Gibson on guitar, Gabriel Robles on sax, Rich Webb on bass and Rob O'Reilly on drums. Hurry and see this band in a local club because they're soon destined for larger venues.

Janet bridgers

The Cars

ROXY, L.A. — With The Cars' debut album, produced by Roy Thomas Baker, making a heady drive to the top of the album chart, the recent Roxy performance confirmed a growing rumor: Cars is the finest new rock 'n' roll band of the year.

"Top down music in a hard-top world" is one description of the vigorous and intriguing brand of rock played by this Boston-based quintet; but, adjectives aside, what makes Cars an important new band is the quality of the writing and the band's ability to deliver in concert the triumphs of the album.

With lead vocals being shared by Ric Ocasek on rhythm guitar and Benjamin Orr on bass, Cars played all the material on the debut LP. Unlike many bands whose material tends to merge and ultimately sound indistinguishable, Cars' songs have striking contrasts.

"I'm In Touch With Your World" has a strict staccato guitar and drum beat which bears the influence of Bowie and Eno. "My Best Friend's Girl" has a smoother "American rock pop" feel reminiscent of Buddy Holly. Throughout Cars' material, the guitar lines are clear and concise and delivered with maximum punch. The vocals are unusual and emotionally impressive. David Robinson on drums provided much of the varied rhythmic inspiration. Elliot Easton came forward and seized the audience's attention with his lead guitar work while Greg Hawkes provided strong synthesizer colorations. In many ways, Cars is the first band to commercially and creatively combine the best elements of power pop, Euro-rock and good old American rock 'n' roll.

Local rockers, The Pop, opened the show with a crunchingly loud set which included some promising material.

peter hartz

Murray The K's Brooklyn Fox Reunion

THE PALLADIUM, NYC — Murray Kaufman's assembly of talent for his first annual Brooklyn Fox reunion brought together

some of the most popular musical sounds to have emerged in rock and roll, soul music, rhythm and blues, and street corner harmony in the past 20 years. And, though the usual nostalgic clichés abounded throughout the performance, Kaufman (better known as the "fifth Beatle") could not have arranged for a better historical sampler on a hot summer night.

For the Ronettes, producer Phil Spector forged a sound commanding enough to make "little boys feel like men and grown men feel like little boys," according to Kaufman, and the trio's brief set did just that. Slithering across the stage in a simulated tigerskin body suit, Ronnie Spector led her cousins Nedra and Estelle through versions of "Baby I Love You," "Walking In The Rain" and "Be My Baby" — the classic Phillies records that broke so many male hearts. Though one yearned for the "wall of sound" instrumentation that characterized their hits, Ronnie's spirit more than compensated for the house band's lack of conviction.

Jan and Dean's first New York appearance in eight years (excluding their first reunion performances following Jan's near-fatal auto accident in 1966) drew repeated ovations from the crowd. With help from their own back-up band, the duo sang their best known L.A. hits, including "Surf City," "The Little Old Lady (From Pasadena)" and "Barbra Ann." In spite of his accident, Jan proved that he could still hit the high notes.

Resurrecting "the sound of young America," the Four Tops also brought their own rhythm section along for a medley of their many gold Motown greats, like "Reach Out I'll Be There," "Standing In The Shadows Of Love," "Baby I Need Your Loving," "Bernadette" and "Walk Away Renee," wherein Levi Stubbs' glorious vocal delivery helped the group relive its hits with a soul-stirring fury.

John McLaughlin

DR. PEPPER FESTIVAL, CENTRAL PARK, NYC — John McLaughlin, celebrating his return to the electric guitar, unveiled his new electric ensemble, The One Truth Band, to his fellow New Yorkers, and also proved that his mastery of the guitar is unmatched within the realm of contemporary European-American music.

By opening with his classic "Meeting of the Spirits," McLaughlin invited comparisons with his former electric aggregation, The Mahavishnu Orchestra, and, unfortunately, The One Truth Band does not meet that group's Olympian standards. However, the violin playing of L. Shankar was absolutely sensational, and supporting members Stu Goldberg on keyboards, T.N. Stevens on bass, and Sunshine on drums all displayed remarkable skill. One day they may jell as a cohesive working unit.

McLaughlin himself has re-embraced the electric guitar with a vengeance, evidenced by his current Columbia album, "Johnny McLaughlin, Electric Guitarist." His notes were laid out in incredibly rapid succession, and he seemed to display a more pronounced John Coltrane influence than in the past as he alternated screaming linear melodies with gentle, spacious harmonies.

The concert's highlight, a raga-modeled duet between McLaughlin and Shankar, was also a reminder of McLaughlin's previous group, Shakti. Both the guitarist and the violinist utilized the Indian harmonic mode to its absolute limit, and then shifted into high gear, leaving an enthusiastic Central Park audience breathless.

charles palkert



RCA LAUNCHES "AIN'T MISBEHAVIN' " — RCA Records has just released the original cast recording of the hit Broadway musical, "Ain't Misbehavin'." Pictured at the recording session in New York are (l-r): Armelia McQueen, Ken Page, Charlene Woodward, Andre DeShields and Nell Carter.

ASCAP And Radio Operators Agree On Licensing Contract

(continued from page 8)

1.725%, there will be a new 15% standard deduction available to all stations, regardless of size, in lieu of itemized deductions. (The prior blanket agreement permitted a 5% optional standard deduction that was not available to large stations.)

The agreement contains a number of important new features. These include a new definition of a program and a base fee equal to four times the station's highest one-minute rate card. This fee will authorize all incidental performances, including those that are used as background to announcements, and will replace the former 2% fee. The second part of the fee is for programs that contain feature performances of music in the ASCAP repertory and is three times the blanket fee in place of the former rate of 8%. A station will not have to report feature performances that include compositions in the ASCAP repertory if it advises ASCAP in advance that the program includes performances of ASCAP works.

These agreements were reached in principle last week, and lawyers for both sides are currently drafting contracts that will be submitted to the Southern District Court of New York for approval. The negotiations were led by ASCAP president Stanley Adams and Abiah A. Church of Storer Broadcasting Co., chairman of the All-

Industry Committee.

The All-Industry Committee was represented by George W. Armstrong, Storz Broadcasting Corp., Kenneth R. Frankl, RKO General Inc., Robert E. Henley, WGN Continental Broadcasting Co., Robert R. Hilker, Suburban Radio Group, J. Allen Jensen, KID Broadcasting Corp., Richard C. Pervical, formerly with Cowles Communications Inc., Elliot M. Sanger, formerly with WZXR, Lester M. Smith, Kaye-Smith Radio, James A. Stabile, Metromedia Inc., Donald A. Thurston, Berkshire Broadcasting Co. Inc., Emanuel Dannett and Bernard Buchholz, counsels to the Committee.

ASCAP Representation

ASCAP was represented by Paul Marks, managing director, Paul Fagan, chief economist and director of special projects, and his assistant, Leonard Spilka, Louis E. Weber, director of broadcasting licensing, David S. Hochman, director of radio licensing, Bernard Korman, general counsel to ASCAP, and his associate, Richard H. Reimer.

Blackbyrds Establish New Scholarship Fund

NEW YORK — Fantasy recording artists The Blackbyrds recently held a reception at the Hyatt Regency in their hometown of Washington, D.C. to announce the inauguration of the Blackbyrd Scholarship Fund, as well as the opening of Gus Productions, headed by Blackbyrd drummer Keith Killgo.

The Blackbyrd 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 graduating senior to continue his or her educational career in the arts. Ellington graduate Renee McDonald was the first recipient of the \$1,000 award, which will be presented annually based on an election by the graduating senior class. The five Blackbyrds form the fund's board of trustees.

Gus Productions was formed to aid in the preservation of black art and the creation of black business in the Washington metropolitan area, and will organize workshops for students in various schools.

New Multi-Artist Album Released By Pilgrim

LOS ANGELES — "The Green Album," a new LP featuring three tunes each by Jim Byfield, Randy Crouch and Flying Horse, The Old Dog Band and Rance Wasson was released August 28 on Pilgrim Records.

Survey Differences Explained By Six Rating Co. Spokesmen

(continued from page 21)

telephone interviews combining one and seven-day responses. One person is randomly selected from each surveyed household and responses are entered directly into the computer, whose constant error-control mechanism increases TRAC 7's accuracy, according to Gibson. TRAC 7 also employs bilingual interviewers.

Gibson said that his service will operate 48 weeks a year, issuing trend reports seven days after responses are taken.

Burke

Burke's Alpert stressed the unique categories of data his service will make available to its clients. These include listener income, occupation and education as well as shopping habits from department stores to newspapers. Alpert also pointed out that Burke, with 33 telephone centers planned around the country, will be the largest commercial user of telephone lines in the U.S.

"We will be doing 48 weeks of measurement in the top 50 markets by the end of 1979, with quarterly and monthly reports having time lags from calls to reports of about two or three weeks," Alpert said. "But we'll be starting off with offices in New York, L.A. and Chicago and surveys of the top 20 markets."

The Burke research methodology uses a "+1" technique for covering listed and unlisted telephone numbers. This technique involves adding one digit to the final number of a telephone listing, and Alpert says it has delivered a remarkably high percentage of unlisted households in test surveys. Burke will measure "yesterday listening" of its respondents.

RAM Research

RAM Research president Jack McCoy made his company's pitch. RAM installs computer terminals in the offices of all its clients and makes 60 to 80 computer programs available for the stations to utilize the data RAM collects. Through this method of data utilization, daily, weekly and yearly information is always at the decision maker's fingertips.

"It took us 14 months of sample surveys before we began making our data available to ad agencies and stations," reported McCoy. "We originally wanted to do telephone research, but we had to switch to diaries for accuracy."

Media Statistics

"There are three things that should never be seen while they're being made: laws, sausages and audience research," joked Jim Seiler, president of Media Statistics,

during his explanation of MediaStat's methodology. Before founding MediaStat in 1965, Seiler was one of Arbitron's founders in 1949.

MediaStat measures same-day and previous-evening listening via telephone surveying in 16 markets monthly and 225 markets less frequently.

Also on the panel was Dale Bennett, president of Professional Research Services, who noted, "We are without doubt the smallest company on the panel, but we are also the least expensive. PRS is affordable for small market broadcasters, markets with 50,000-75,000 people."

"Every station should have a survey done at least once a year to see where they're at in the market," insisted Bennett. "We design surveys around what the station wants to know that are written up in easy to understand language."

PRS uses a random telephone survey method of retrieving listening information, with both coincidental ("What are you listening to now?") and recall ("What did you listen to earlier?") measurement. PRS also includes copies of its call sheets in all its reports.

MUSEXPO To Feature Int'l Artist Showcase

NEW YORK — An International Artist Showcase will be featured during MUSEXPO's fourth annual record and music industry market at Miami's Konover Hyatt Hotel during November.

The showcase will consist of two nights of live performances by new recording artists at the 1,000-seat Konover Theatre, which is located in the hotel. The three artists selected performing each night will receive MUSEXPO's "Most Promising Future Gold Recording Artist/Group Award."

Interested record labels and managers may inquire directly to MUSEXPO, 720 Fifth Avenue, New York, N.Y., 10019, telephone (212) 489-9245.

Prescription Co. Set By Medicine Mike

NEW YORK — The Prescription Company, a new record, production and publishing firm, has been formed by songwriter and producer Medicine Mike. The company's first release is the single "Seasons" by Medicine Mike and the Chas Fischer Band.

Located at 70 Murray Avenue, Port Washington, N.Y. 11050, the Prescription Company phone number is (516) 767-1929.

Production Team Aims For Records That Communicate

(continued from page 10)

municate it."

Galuten also has very definite ideas on the way a song is heard by the public, and the way a record should communicate to its audience. He calls it "the ability to communicate with the 50th percentile in an ambient environment," meaning that the music can be relatable to the average person on a noisy street.

Richardson, the technician of the duo, discussed the production of the Bee Gees. "What we gave them," he said, "was sonic expression. In other words, lots of bass, bass drum, and rhythm. As a result, the engineering is tricky, because the vibrato is thick. And Barry's falsetto is delicate too, because he gets way above the middle range of most modern electric instruments."

And both producers stressed the importance of "psychological honesty" in the studio. As Galuten summed up, "if you don't establish it, you might as well go Cash Box/September 9, 1978



20TH CENTURY-FOX SIGNS HERO — Rock group Hero has recently been signed to a recording contract by 20th Century-Fox Records. Pictured (l-r) standing at the signing are: Harvey Bruce, director of A&R, acquisition and development, 20th Century-Fox; Neil Citron, Marc Houle and Curt Houle of Hero; Con Merten, the group's manager; and Pat Glasser, director of A&R and administration, 20th Century-Fox. Seated is Scott Phares of Hero.

MERCHANDISING

SINGLES BREAKOUTS

- | | | |
|---|--|--|
| Waxie Maxie — Washington D.C.
JOHN PAUL YOUNG
BILLY JOEL
CHERYL LADD
CRYSTAL GAYLE
HALL & OATES | Wherehouse — Los Angeles
HALL & OATES
DAN HILL
WINGS
PLAYER | Fathers & Sun's — Indianapolis
STEELY DAN
HALL & OATES
KINKS
MEAT LOAF
FUNKADELIC
HEATWAVE
ASHFORD & SIMPSON |
| Record Merchandisers — Memphis
FATBACK BAND
MICHAEL JOHNSON
CANDI STATON | Record Factory — San Francisco
CARS
LINDA RONSTADT
TEDDY PENDERGRASS
ROBIN GIBB
WHO
CHARLIE | Cavages — Buffalo
HALL & OATES
CARLY SIMON/JAMES TAYLOR |
| Sound Warehouse — San Antonio
ASHFORD & SIMPSON
WHO
RAYDIO
BARBRA STREISAND — 'EYES'
POCKETS | Modern Music — Cleveland
WHO
HALL & OATES
STEELY DAN
PAUL DAVIS | United — Miami
MCCRARYS
LINDA RONSTADT
DIANA ROSS/MICHAEL JACKSON
ANNE MURRAY
WINGS
RICK JAMES |
| Siebert's — Little Rock
MICHAEL JOHNSON
WHO
CARLY SIMON/JAMES TAYLOR
DOLLY PARTON | Harmony House — New Jersey
BOSTON
MEAT LOAF
LINDA RONSTADT
BRUCE SPRINGSTEEN
L.T.D. | City 1 Stop — Los Angeles
JOHN PAUL YOUNG
WHO
KENNY LOGGINS
MEAT LOAF
SWEET
SHAUN CASSIDY
NICK GILDER
R.E.O. SPEED WAGON
HALL & OATES |
| Galgano — Chicago
BOSTON
MICHAEL HENDERSON
CHRIS REA
GERRY RAFFERTY
JEAN CARN | Record Theater — Cleveland
CITY BOY
CON FUNK SHUN
PLAYER
CHERYL LADD
EXILE
FUNKADELIC
LINDA RONSTADT
WHO
FOXY
EDDIE HORAN | Strawberries — Boston
SYLVERS
ATLANTIC STARR
ALICIA BRIDGES
HEATWAVE
WHISPERS
HALL & OATES
WHO |
| Strawberries — Boston
SYLVERS
ATLANTIC STARR
ALICIA BRIDGES
HEATWAVE
WHISPERS
HALL & OATES
WHO | Mile High — Denver
ANDY GIBB
LINDA RONSTADT
TEDDY PENDERGRASS
AEROSMITH
BOSTON
CHRIS REA
FOXY
BOB SEGER
BARBRA STREISAND
TOBY BEAU | Licorice Pizza — Los Angeles
WALTER EGAN
BEATLES
LITTLE RIVER BAND
HEATWAVE
EMOTIONS
AEROSMITH |
| Bee Gee — Albany
BOB SEGER
STEELY DAN
DAVID GATES
HALL & OATES | Schwartz Brothers — Washington D.C.
JOHN PAUL YOUNG
CAPTAIN & TENNILLE
O'JAYS
DAVID GATES
STEELY DAN | |



MCA LAUNCHES 'THE WIZ' CAMPAIGN — An array of promotional tools and display materials have been designed by MCA Records in support of its forthcoming release of "The Wiz" soundtrack album. MCA officials pictured (l-r) sitting amidst the displays are: Denny Rosencrantz, vice president/A&R; Lou Cook, vice president/administration; George Jones, vice president/operations; Jeff Scheible, vice president/sales; Stan Bly, vice president/promotion; Bob Siner, vice president/marketing; J.K. Maitland, president; and Sam Passamano, vice president/national distribution. Shown standing are: Barbara Wyatt, west coast publicity director; and George Osaki, vice president/creative services.

MCA To Launch Large Campaign For 'The Wiz' LP

LOS ANGELES — In support of its forthcoming soundtrack album release of "The Wiz," MCA Records is launching an extensive marketing and promotional campaign. The two-record set, which carries a list price of \$14.98 and will be shipped platinum by MCA September 11, will be boosted by widespread radio, television and print advertising, an array of merchandising display materials, promotional appearances by the movie's four leading characters, and the film's several premieres across the country.

Bob Siner, vice president of marketing for MCA, stated that "The Wiz" campaign has been in the works at the label since early this year. "We've been working on 'The Wiz' campaign for about six months now, planning each facet of the campaign, seeing clips of the movie and getting a feeling for the project," said Siner. "It's a massive, mass appeal project. The album definitely stands on its own as a purely musical work, and we're looking for a great amount of sales even prior to the film's opening in late October."

Promotional materials for the album include 4 X 4 posters, mobiles, dump boxes which hold about 50 albums, die-cut stand-ups of the four characters, banners, "The Wiz" stick pins, an 18-month calendar which includes picture shots from the movie, and video footage for in-store use which features some of the film's production numbers.

For advertising purposes, MCA is purchasing a large variety of radio spots that will cover all contemporary formats with the exception of country music. In addition, the label will advertise extensively in both trade and consumer publications.

A series of promotional appearances by the film's four characters has been planned, including several "Wiz Days" ceremonies at shopping malls throughout the country. Also, there will be a float in the Macy's Day Parade on Thanksgiving Day which will showcase "The Wiz" and its characters.

Tweedle's Opens Knoxville Stores

ATLANTA, GA. — Tweedle's, a new store concept for retail records and tapes, is set to open Sept. 22 in two Knoxville, Tenn. locations.

According to Phillip Tweedle co-founder of Tweedle's, the store's fantasy type atmosphere will be matched with some of the lowest prices in the market. Tweedle's everyday prices on \$7.98 11st albums will be \$4.89. Sunday and Monday album specials will send prices down to \$4.59. "Center-stage" album specials will be featured on a weekly basis for \$4.39. Tweedle's will also be running weekly label catalog sales at \$4.44 per disc.

Tweedle's will be located in the Western Plaza Shopping Center with 14,500 square feet of floor space. The U. of Tennessee campus location will house 6,000 square feet, evenly divided over two floors. A third store in the Knoxville area will be ready by Thanksgiving, with 11 additional outlets within the year opened in Nashville, Chattanooga, Birmingham, Ala., and Louisville and Lexington, Ky.

Tweedle's opening record and tape inventory in Knoxville will run close to 900,000 units valued at \$3.4 million. Tweedle's will be open seven days a week with extended business hours.

Tweedle is also bringing back the concept of the listening room. "We feel our customers ought to be able to listen to a record or tape before they buy it, so we are bringing back listening rooms. The Western Plaza Store will have three and the campus location will have two," Tweedle said.

"Tweedle's is a return to everything a record store used to be, plus a lot more," Tweedle added. In line with this policy, Tweedle's will institute an "out-on-a-limb" rule in which any customer dissatisfied for any reason with his purchase may return it for a full cash refund.

In addition, Tweedle's will be sponsoring a concert series, kicking off with Jimmy Buffett and the Amazing Rhythm Aces in the Knoxville Coliseum Sept. 30. Tweedle's plans to bring Heart, Linda Ronstadt, Foghat, Meat Loaf, Dolly Parton, Barry Manilow and Karla Bonoff to the Knoxville area in the future.

ALBUM BREAKOUTS

- | | | |
|--|--|---|
| Korvettes — National
BOSTON
WHO
STEPHEN BISHOP
LITTLE RIVER BAND
BROTHERS JOHNSON
KENNY LOGGINS
MICHAEL HENDERSON
K.C. & THE SUNSHINE BAND
SALSOU'S GREATEST HITS | Alta — Phoenix
BOSTON
MOODY BLUES
JESSE WINCHESTER
JANIS IAN
ROBIN TROWER
EMOTIONS
TODD RUNDGREN
SHAUN CASSIDY
FOUL PLAY
FRANKIE VALLI | Big Apple — Denver
PAT METHENY
KINGFISH
DOLLY PARTON |
| Music Box — New Orleans
ASHFORD & SIMPSON
DOLLY PARTON
CHRIS REA
MICHAEL HENDERSON
LENNY WILLIAMS | Discomat — New York
JOE COCKER
HALL & OATES
PLAYER | All — Oakland
HALL & OATES
FOGELBERG/WEISBERG |
| Sathers & Sons — Indianapolis
GREG KINN
CHEAP TRICK
JEAN-LUC PONTY
SYLVESTER | Dan Jay — Denver
E.C. KING
GIL-SCOTT HERON
STEVE KAHN
BONEY M
DAN HILL | Flip Side — Chicago
FOGELBERG/WEISBERG
JEAN-LUC PONTY
BOYS
RICK JAMES
WAR OF THE WORLDS
JANIS IAN
ANNE MURRAY
SNAIL
KATE BUSH
KINKS |
| Music Plus — Los Angeles
WHO
HALL & OATES
PLAYER
LEE OSKAR
BROTHERS JOHNSON
CITY BOY
SESAME STREET FEVER
WILBERT LONGMIRE
MCCRARYS | Everybody's — Portland
WHO
CARS
GEORGE BENSON
QUINCY JONES
JOE FARRELL
JEFF LORBER | Jerry's — Philadelphia
ROSE ROYCE
ASHFORD & SIMPSON
FOGELBERG/WEISBERG
JANIS IAN
HALL & OATES
Modern Music — Cleveland
EYES OF LAURA MARS
BOSTON
WHO |
| Associated — Phoenix
DAN HILL
GIL-SCOTT HERON
FOGELBERG/WEISBERG
WHO
PLAYER
GREG KINN
HALL & OATES
STEPHEN BISHOP
ROSE ROYCE
LEE OSKAR | Sound Warehouse — San Antonio
WHO
ROSE ROYCE
ASHFORD & SIMPSON
FOGELBERG/WEISBERG
JANIS IAN
CALDERA
HALL & OATES
SAVOY BROWN
LEON REDBONE
CALDERA | King Karol — New York
QUINCY JONES
STEELY DAN
VILLAGE PEOPLE
KENNY LOGGINS
CARLY SIMON |
| Tape City — New Orleans
PABLO CRUISE
K.C. & THE SUNSHINE BAND | Record Theater — Cleveland
EDDIE HORAN
CHERYL LADD
CITY BOY
FOGELBERG/WEISBERG
PLAYER
LARRY CARLTON
ASHFORD & SIMPSON
ROADMASTER
GABRIEL
EMOTIONS
HALL & OATES
TROOPER | Richman — Philadelphia
EXILE
AMBROSIA |
| Tower — Seattle
PLAYER
STEPHEN BISHOP
FOGELBERG/WEISBERG
CHEAP TRICK | Licorice Pizza — Los Angeles
FOGELBERG/WEISBERG | D.J.'s — Seattle
BOSTON
SGT. PEPPER — BEATLES
WHO
VILLAGE PEOPLE
ALICIA BRIDGES
BROS. JOHNSON
WALTER EGAN
DAN HILL
KENNY LOGGINS |
| Rose Records — Chicago
ASHFORD & SIMPSON
TODD RUNDGREN
LEON REDBONE | Gary's — Virginia
BOSTON
BROTHERS JOHNSON | Wilcox — Oklahoma City
FOGELBERG/WEISBERG
CITY BOY
BEATLES — COLORED VINYL |
| | 1812 — Milwaukee
U.F.O.
SYLVESTER
CHILLIWACK
KLAATU
STARCASTLE
SNAIL | Discount — St. Louis
BOB MCGILPIN
CARS
ROBIN TROWER |

TOP SINGLE BREAKOUT OF THE WEEK

WHO ARE YOU — WHO — MCA

TOP ALBUM BREAKOUT OF THE WEEK

WHO ARE YOU — WHO — MCA

Indie Labels Try To Get Product Into Tower Chain

NEW YORK — Independent record companies distributed by Pickwick in southern California are continuing their attempts to accommodate the Tower Records chain which is boycotting Pickwick (**Cash Box**, Sept. 2).

All three major labels that are solely distributed by Pickwick in California, Arista, London, and Chrysalis, are reported to be nearing an alternative agreement which will enable them to get their product to Tower. Other arrangements have already been worked out by Butterfly, Mushroom and 20th Century-Fox, whose dual distribution system allowed them to supply Tower through their northern California distributor while retaining Pickwick for the rest of their accounts.

Russ Solomon, president of the Tower Records chain, told **Cash Box**, "Chrysalis and Arista will be taken care of by an independent distributor who has no affiliations as a rack jobber or retailer. There is no answer from London at this particular date, although we expect something momentarily. I don't want to reveal the firm's name at this time, because we have not yet begun to do business, but we will begin as of next week. This has been taken care of with the blessings of all the labels involved."

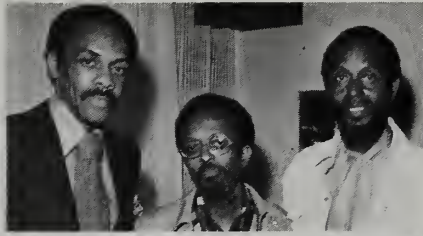
A spokesman for a major California distributor also asserted, "There are some conversations going on right now, and I'm sure we will wind up with London. Chrysalis and Arista are possibilities as well."

Elliott Goldman, executive vice president of Arista, could not confirm his company's position. "I know that Lenny Scheer (Arista's vice president of sales and distribution) has been talking with Pickwick and Tower, but I don't think that anything definitive has been reached yet."

Spokesmen for London and Chrysalis were not available for comment.

Pincus Signs Lipari

NEW YORK — George Pincus, head of the Gil Music Corporation, has signed country artist Phil Lipari.



HEATH BROTHERS SIGN — Columbia Records has signed The Heath Brothers, whose first album for the label, "Passing Thru," is slated for September release. Pictured at the signing (l-r) are: George Butler, vice president of jazz/progressive A&R for Columbia; Jimmy Heath; and Percy Heath.

Fall Campaigns Begin

(continued from page 7)

Sept. 1 and continues into October with a second order period. The entire catalog, including the latest ABC releases, is part of the program for which ABC is giving accounts an eight percent discount off invoice. Product released after the program begins will be part of a separate "new release" program. Dealers are given 30 days additional dating on their orders.

A&M Records' plan includes about 40 titles on which a six percent off invoice discount is applied. A&M's dating is 90 days for payment.

Chrysalis Records' program, administered through its independent distributors, gives accounts two months to place orders, from Aug. 28 through Oct. 25. Dealers can receive a six percent deal, in the form of free goods, on the entire Chrysalis catalog. New releases are excluded from the program.

Arista will include in its program new releases by Al Stewart, Eric Carmen, Lou Reed, the Grateful Dead and possibly a Barry Manilow greatest hits package in addition to "hot" catalog items.

It also includes R&B product, to which a 10 percent discount is applied, in addition to pop product, which is subject to a six percent deal. The program runs from Aug. 25 to Oct. 25 and dating is split into thirds, with the first third due in December the second third in January and the final third in February. Buddah and Passport product, distributed by Arista, is also included in the program.



WINCHESTER AT THE BOTTOM LINE — Bearsville recording artist Jesse Winchester recently played New York's Bottom Line. Pictured backstage at the performance are (l-r): (top) Arnie Naiditch, Winchester's manager; Stewart Cohen, Warner Brothers local promotion manager; a friend; Winchester; and Kenny Ruvogel, regional promotion manager, Warner Bros. Pictured, middle row (l-r): Phyllis Palmetto, WEA Singles Specialist; Pat McCoy, Warner Bros. national promotion director; Larry Kleinman, music director, WLIR-FM; David Young, Warner Bros. national LP promotion director. Pictured on bottom is Paul Fishkin, president, Bearsville Records.

Executives On The Move

(continued from page 12)

associate director, national publicity, a position he held since February 1977.

Levine Promoted — Nancy Levine has been promoted to national secondary markets promotion at Fantasy/Prestige/Milestone/Stax. She started in the business as secretary at Record World and was later an editorial assistant at Rolling Stone. She joined Fantasy in March '77.

Russell To E/A Jazz Fusion — Carter J. Russell has been named Elektra/Asylum regional marketing coordinator for the jazz/fusion division in the midwest. Prior to coming to E/A, he was regional and national marketing coordinator for Buddah Records. He had previously been road manager for the Dells, and an independent record producer.

Two Named To Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of two local managers, Patti Rosencrantz and Gary Triozzi. Rosencrantz joins the firm in Los Angeles, covering the southern California, southern Nevada, Arizona and western New Mexico territories. She previously worked with Kessler-Grass Management. Triozzi will cover the entire state of Florida, based in Miami at the Polygram Distribution branch there. Prior to joining Phonogram, he was a merchandising specialist for Polygram in Miami.

Lyons To E/A — Barry Lyons has been named Elektra/Asylum local promotion rep/Buffalo. Before joining E/A, he had been involved in national sales, marketing and promotion for Amherst Records. He had previously been promotion manager and manager of retail stores for Transcontinent Records.

Chatman To Salsoul — Salsoul Records has appointed Priscilla Chatman as national publicity manager for Salsoul and its affiliated labels. She comes to Salsoul after a stint as assistant director of public relations at UniWorld Group, Inc. Previously she served as a writer and editor with several news and entertainment-oriented New York-based print publications.

Spiegelman To GRT — Sy A. Spiegelman has been named regional manager for the New York area for GRT Corporation, Sunnyvale, California. He was formerly with Ranwood Records and has had sales and promotion responsibility for the eastern region since March 1968.

Changes At Melvin Simon — Norma Goldstein has been named music coordinator for Melvin Simon Productions, Inc. She previously was A&R administrator for United Artists Records and Cherly E. Boone has been named coordinator of advertising and publicity. Prior to her appointment she was a publicity coordinator for Columbia Pictures.

Hoch Named At Disneyland-Vista — Steve Hoch has been named national sales manager for Disneyland-Vista Records. He joined Disney in 1976 as an assistant sales manager.

Ward At GRT — Ray M. Ward has been named western divisional manager at GRT Corporation, Sunnyvale, California. He was formerly regional manager in the northwest and was headquartered in Seattle, Washington. He will relocate at corporate headquarters in Sunnyvale, Calif.

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WORLD WIDE TELEX 133404

Vancouver Is Major Center For Canadian Music Scene

by Kirk LaPointe

VANCOUVER, BRITISH COLUMBIA — "Although Toronto and Montreal seem to get all the attention when one discusses the Canadian music scene, there's no doubt that Vancouver is musically the most important city in the country at the moment."

Those are words of Bill Henderson, co-founder and leader of the Vancouver-based Mushroom recording act Chilliwack, a veteran of the music business for over a decade. While there are many in the eastern part of the country in disagreement with Henderson's opinion, few can deny that Vancouver has come of age as a haven for rising rock talent this year.

At present, five Vancouver-based artists — Trooper, Nick Gilder, Chilliwack, Stonebolt and Prism — have singles charted on the **Cash Box** Top 100. Four of those acts — Trooper, Prism, Chilliwack and Stonebolt — have albums charted in the Top 200.

Apart from the obvious musical reasons for the latent success of these recording artists, those surveyed feel that there are other important factors affecting the rapid progress of the "Vancouver scene" this past year.

Good Facilities

Ray McGuire, lead singer for MCA artists Trooper, says that the environment for recording in Vancouver has greatly influenced the area's recent successes. "There are some excellent recording facilities in the area, like Can-Base and Little Mountain studios, which have attracted excellent engineers to the area. But the most important thing out here," he adds, "is the attitude. We are heavily influenced by our proximity to Los Angeles, and the professional attitudes there have rubbed off on the bands in the area (of Vancouver)."

Mushroom recording artist Jerry Doucette, whose debut disc achieved platinum status in this country, while being charted in the Top 200 earlier this year, concurs with McGuire's assessment of the situation. "I think that the acts in Vancouver worry more about breaking into the Los Angeles area than they do about breaking into the Toronto or Montreal market. A lot of that has to do with the east's reluctance to accept our acts with open arms. That isn't meant to sound bitter, but I think that if an act can find more interest in, say, Atlanta or

Chicago, they should go out and get it, and I think that that is what the Vancouver bands have done."

Touring U.S.

Rocket Norton, drummer with Ariola America (GRT in Canada) artists Prism, says that touring in the United States matures a band much more rapidly, as well. "It's strange, but after we recorded our first album, we hadn't even played together as a group in Vancouver. All of a sudden, we were out touring in the U.S. with Styx. Now, I'd say that that one long stretch of touring has toughened us up, made us into a well-oiled machine. The best thing about the Vancouver groups is that they aren't afraid to go out and take a stab at the American market."

Bill Henderson of Chilliwack agrees, adding that the "Vancouver approach" differs greatly from that of bands from eastern Canada. "There appears to be so much pressure for bands from Toronto or Montreal to be absolutely perfect before they take their act south of the border. Consequently, a lot of bands appear to be burning themselves out playing bars in those cities, when they should be out on the road playing. Crowds aren't that different in Albany, New York than they are in Hamilton, Ontario."

Motown Inks Astor Deal

LOS ANGELES — Motown Records has signed a licensing agreement with Astor Records of Australia. The long term distribution deal goes into effect October 1 of this year.

Announcing the agreement, Motown president Barney Ales stated that he had been most impressed with Astors aggressive distribution and marketing techniques in Australia and anticipates a long and profitable relationship for both companies. Rex Barry, general manager of Astor Records, was in Los Angeles for the signing and commented "We are delighted to be representing such a major independent as Motown in Australia and we are looking forward to establishing Motown and their artists as a major force in our fast growing record market."

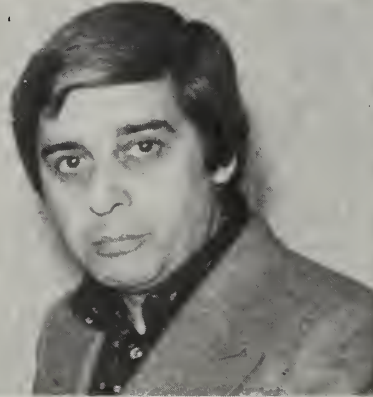
In late September, Motown's International Director Lee Armstrong will travel to Melbourne and Sydney to introduce Motown's new release and catalog product at a series of retailer and radio personnel meetings.



GREASERS — Brian O'Donoghue, managing director of R.S.O.(UK) and dj Alan Freeman recently hosted a special screening of the film production, "Grease." Among those invited to the screening were industry promotion executives who were requested to appear in 50's style clothes. A competition was held for the best "50's Look" and the top prize was awarded to Judd Lander of CBS. Pictured (l-r) are: Kathy Collins, dancer; Alexander Sinclair, head of publishing, RSO Records; Ashley Newton, RSO executive; Tony Dilson, dancer; Joan Davis, dancer; Judd Lander, CBS promotion executive; Jackie Baron, dancer; O'Donoghue; Freeman; and Maurice Gallagher, Polydor executive.

Velona Named VP WEA International

FLORENCE, ITALY — Giuseppe (Pino) Velona has been elected to the post of vice president, WEA International, according to Neshui Ertegun, president of the company. The announcement was made at the 1978 Sales Conference of WEA Italy. Velona has been serving as managing director of WEA Italy, based in Milan, and will continue those duties concurrent with his new position.



Giuseppe Velona

In making the announcement, Ertegun said, "Pino's contributions to the growth of WEA International are immeasurable. In a few short years, he has organized and staffed a new record company and developed it into a major factor in the national market. Reflecting this growth, WEA Italy has expanded and relocated to its own buildings in Milan, with its own exclusive warehousing and distribution operations."

"Under Pino's supervision, WEA Italy is not only scoring big successes in the marketing of international product but his company is also building a most impressive roster of Italian artists."

A&M Initiates Extensive Promo Push For Styx

TORONTO — A & M has initiated an extensive marketing and promotion program to coincide with the Canadian concert dates and new album release by Styx, called "Pieces Of Eight."

The "Styx Programme" took effect August 15, and applies to the entire Styx catalogue on A&M. It gives retailers a percentage discount on all selections, both albums and tapes. Each account will be allowed one order only, and in support of the program, extra place-of-purchase material is being made available.

Concurrently, A&M of Canada Ltd. is issuing a "special gold vinyl" series on the entire Styx catalogue, with specially-marked limited edition jackets.

A&M's national sales manager for Canada, Bill Ott, reports that advance orders on the new album and the gold series have been "tremendous" adding that "Styx has always been very strong in this country."

The band has been a long-time favorite in Canada, achieving star status in both Toronto and Montreal before duplicating their successes south of the border. Their last three albums on A&M have achieved multi-platinum status, and their recent CNE Grandstand show was the first show to sell out, ahead of other performers like Foreigner, Heart, Shaun Cassidy and Dolly Parton.

French-Language 45 Promoted By RCA

NEW YORK — RCA Records has launched an extensive campaign to promote the release of "Rockollection," an international best-selling record by Lournat Voulzy.

The single, which has reportedly sold over one million units in France, will be the focus of an RCA video cassette available for in-store play.

Where In The World . . .

Burton Cummings' television special, "Burton Cummings West" taped for the Canadian Broadcasting Company (CBC) will be aired on September 25 in Canada with the Ford Motor Company as sponsor.

Stephen Bishop is going to England to promote his new album "Bish." Slated to be in the UK Sept. 18-26, Bishop will tape "Top Of The Pops," "Old Grey Whistle Test" and a segment of a Leo Sayer TV special.

INTERNATIONAL BESTSELLERS

New Zealand

TOP TEN 45s

- 1 Rivers Of Babylon — Boney M — WEA
- 2 You Took The Words Right Out Of My Mouth — Meat Loaf — CBS
- 3 Flowers — Emotions — CBS
- 4 I Can't Stand The Rain — Eruption/Precious Wilson — RCA
- 5 Grease — Frankie Valli — Phonogram
- 6 Three Times A Lady — Commodores — EMI
- 7 You're The One That I Want — John Travolta/Olivia Newton-John — Phonogram
- 8 Shadow Dancing — Andy Gibb — Fest
- 9 Flashlight — Parliament — Phonogram
- 10 Love Is In The Air — John Paul Young — WEA

TOP TEN LPs

- 1 Grease — Various — Phonogram
- 2 Bat Out Of Hell — Meat Loaf — CBS
- 3 Thank God It's Friday — Various — Phonogram
- 4 Night Flight To Venus — Boney M — WEA
- 5 Saturday Night Fever — Various — Phonogram
- 6 20 Golden Hits — Diana Ross and the Supremes — EMI
- 7 Elvis In Hollywood — Elvis Presley — RCA
- 8 Some Girls — Rolling Stones — EMI
- 9 F.M. — Various — Phonogram
- 10 Street Legal — Bob Dylan — CBS

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 It's Raining — Darts — Magnet
- 4 Rivers Of Babylon/Brown Girl In The Ring — Boney M — Atlantic/Ariola/Hansa
- 5 Forever Autumn — Justin Hayward — CBS
- 6 Dreadlock Holiday — 10cc — Mercury
- 7 Substitute — Clout — Carrere EMI
- 8 Super Nature — Cerrone — Atlantic
- 9 Boogie Oogie Oogie — A Taste Of Honey — (Tower) Capitol
- 10 Jilted John — Jilted John — EMI International

TOP TEN LPs

- 1 Saturday Night Fever — Various — RSO
- 2 Nightflight To Venus — Boney M — Atlantic
- 3 20 Giant Hits — Nolan Sisters — Target
- 4 Star Party — Various — K-Tel
- 5 20 Golden Greats — The Hollies — EMI
- 6 Grease — Original Soundtrack — RSO
- 7 Street Legal — Bob Dylan — CBS
- 8 War Of The Worlds — Jeff Wayne's Musical Version — CBS
- 9 Classic Rock — London Symphony Orchestra — K-Tel
- 10 Images — Don Williams — K-Tel

Italy

TOP TEN 45s

- 1 Tu — Umberto Tozzi — CGD
- 2 Follow Me — Amanda Lear — Polydor
- 3 Llu — Alunni Del Sole — Ricordi
- 4 Ti Avro — Adriano Celentano — Clan
- 5 Wuthering Heights — Kate Bush — EMI
- 6 I'm Gonna Dance — Asha Puthli — CBS
- 7 One For You, For Me — La Bionda — Baby Rose
- 8 Crepuscolo — Umberto Balsamo — Polydor
- 9 More Than A Woman — Bee Gees — RSO
- 10 Cercami — Pooh — CGD

TOP TEN LPs

- 1 Saturday Night Fever — Various — RSO
- 2 Amerigo — Francesco Guccini — EMI
- 3 Sweet Revenge — Amanda Lear — Polydor
- 4 Tu — Umberto Tozzi — CGD
- 5 Ti Avro — Adriano Celentano — Clan
- 6 Soto Il Segno Del Pesci — Antonello Venditti — Philips
- 7 Thank God It's Friday — Various — Casablanca
- 8 The Kick Inside — Kate Bush — EMI
- 9 De Gregori — Francesco De Gregori — RCA
- 10 Street Legal — Bob Dylan — CBS

INTERNATIONAL

International Talk

LONDON — Rumours are circulating around London this week that Private Stock is about to fold its UK independent operations to join EMI with a label deal.

Currently on show at the London ICA Gallery is an exhibition of Who paraphernalia put together by fans as a tribute to the band's 15-year existence. The show includes press-cuttings, slides, equipment, clothes, films etc. Coinciding with the exhibition is the release of the long-awaited Who album, "Who Are You."

Launched at two major Hi-Fi exhibitions this month in Dusseldorf, Germany and Harrogate, England, is the "Microniser" by Metrosound. The Microniser is a hand-held cleaner containing approximately one million very fine carbon fibers which are a by-product of atomic research. Use of this device effectively reduces static charges from the surface of records and enables harmful deposits to be brushed away at the same time.

Robert Palmer is set to make his British debut as a solo performer, playing London's Hammersmith Odeon on September 12 and 13.

WEA has increased the cost of albums and singles due to overall cost increases in every facet of the company. The increase is effective from August 29. Singles rise from 80p to 90p; full price albums from 3pounds 79p to 4pounds 39p; De Luxe albums from 4pounds 49p to 4pounds 99p; double albums from 5pounds 99p to 6pounds 99p; De Luxe albums from 6pounds 49p to 7pounds 49p; three-album packs rise from 7pounds 99p to 8pounds 99p. Tape margins are now adjusted to a dealer margin of 30 percent while records remain at 33 percent.

Virgin Records this week followed WEA's action of last week by announcing price increases, effective Sept. 1. According to the Virgin Press-office, main reasons are rising costs and, "an overwhelming desire to copy our competitors."

Following on the heels of EMI, WEA and Virgin, CBS, PYE, DJM, and Chrysalis have raised product prices. . . . The Crusaders set to make a 9-date English tour next month. The quartet's last highly acclaimed appearance here in July 1976.

Joan Baez performed here at Wembley (Aug. 20) in what was her only major U.K. appearance this year. Singing before a capacity audience, she began her set with what can be best described as her political songs, which included her singing an Arabic and an Israeli song. She finished the first half with a moving version of "Swing Low Sweet Chariot," sung a cappella. The second act brought old favorites and some new songs.

Jon donaldson

RIO DE JANEIRO — The Brazilian recording company Copacabana is now celebrating its 30th birthday. Under the general direction of producer Marcus

Perlera, this firm is beginning to record 3 series of LPs entitled "The Great Music Of Brazil" (instrumental arrangements with big orchestras featuring standard songs); "Great Composers — Great Interpreters" (the first one is Joubert de Carvalho's music and the voice of Jose Tobias); and "300 Years of Brazilian Music" (including anonymous songs from 18th and 19th century to the modern hits). The releases are scheduled to be supported by a strong marketing and promotional campaign.

The radio and TV network "Bandeirantes" is organizing the "2nd National Choro Festival" beginning next October with prizes for both musicians and composers. The Choro, an old style of pop Brazilian music, is having a revival boom, especially with the teenagers.

The first disco-mix (45 rpm) recorded in Brazil was released last week at a party promoted by Disco "Dancin' Days" owned by Nelson Motta, the well-known producer and composer. The singer is Tim Mala (WEA), one of the introducers of disco sound music here. The singer Angela Marla (EMI/Odeon) is also recording a disco-mix, featuring the evergreen Babalu.

CBS has signed the group Novos Balanos just after the returning of lead guitarist Pepeu from USA where he recorded with Art Blakey's pianist Walter Davis his own composition "Biribinha nos States."

Som Livre the label owned by TV Globo network (Som Livre specializes in soap opera soundtracks composed with outside masters and controls 50% of the national LP market!) is developing also a few individual careers of young composers/singers like Ruy Maurty who is recording an album under the title "Bananeira Mangara."

Quinteto Volado, one of the most important local folk groups released a new LP (phonogram) and also at this moment is producing a live show at the Theater Clara Nunes. This album "... Ate a Amazonia?" (Till the Amazon) was co-produced by the Quintet and poet Joao de Jesus Paes Lourelro and the show is travelling across the country with great success.

h. gandelman

BUENOS AIRES — A new kiddie music album with tunes composed and sung by Walter Yonsky has been released by Phonogram, as part of the series of new records devoted to Child's Day, which is celebrated every year in August. Microfon launched an LP by several artists with a cover featuring Clemente, a well-known comics design. In general, the diskeries have been trying to get the best from special dates like Mother's Day and Father's Day, luring customers to the record shops. . . .

During the second half of November

(continued on page 56)



GOLD CLERC — French recording artist, Julian Clerc recently received a gold award for the sales of his latest album, "Jaloux." Pictured (l-r) in the back row at the presentation are: Michel Bonnet, general manager of Pathe-Marconi/EMI; Claude Brunet, director of Europe 1 radio station; Roger Kreicher, director of Radio Luxembourg; and Clerc. Seated (l-r) are: Mireille Vasseur of France Inter radio; and Monique from R.T.L.

Bennett Forms RBI Productions With Plans Slated For Toronto Concerts

TORONTO — A new concert promotion firm has been launched in Toronto by Robert Bennett, a former employee of Finkelstein-Fiedler Ltd.

The new company, RBI Productions, will present shows in the 2700-seat Massey Hall and 1600-seat Convocation Hall in Toronto, and undertake to present college dates in Ontario.

Bennett has started the firm after two-and-a-half years with Finkelstein-Fiedler, Ltd. as the head of its concert division. Bennett also served as tour manager for the firm's artists, Murray McLaughlan, Bruce Cockburn, Dan Hill and Ronney A. Abramson.

RBI Productions will be vying with Finkelstein-Fiedler, Ltd. for many of the same shows. Concert Productions International remains the giant of the Toronto concert promotions industry, with exclusive rights on the city's largest indoor venue, Maple Leaf Gardens.

Among the RBI concerts announced for its fall season are shows featuring Martin Mull September 14 at Massey Hall; a September 24 Convocation Hall date featuring Jean-Luc Ponty; an October 14 Convocation Hall show with CANO; and an October 20 John Prine concert at Massey Hall. A campus tour by the prominent Quebec group Harmonium is scheduled for late

September.

The publicity for RBI Productions will be handled by Music Arts Company, a Toronto-based music industry publicity firm. RBI Productions has established offices at 12 Hart House Circle, Toronto.



SHEPDOG GETS GOLD — The "World Of The Worlds" album by Jeff Wayne was recently certified gold. CBS managing director Maurice Oberstein's red setter, Charlie, presented the award to Jeff Wayne's old English sheepdog, Oliver. For those who don't know your breeds, pictured (l-r) are: Oliver and Charlie.

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 Stay'n Alive — Bee Gees — Phonogram
- 5 Eu Preciso Abracar-Te — Perla — RCA
- 6 Rivers Of Babylon — Boney M — RCA
- 7 Macho Man — Village People — RCA
- 8 Verde Vinho — Paulo Alexandre — Chantecler
- 9 We're All Alone — Rita Coolidge — Odeon
- 10 Black Coco — Painel de Controle — RCA

TOP TEN LPs

- 1 Te Contel? "International" — Varios — Som Livre
- 2 Saturday Night Fever — Varios — Phonogram
- 3 Discoteca Papagalo — Varios — Som Livre
- 4 Amigo — Roberto Carlos — CBS
- 5 Sua Paz Mundial Vol. 7 — Varios — Som Livre
- 6 O Astro "International" — Varios — Som Livre
- 7 Dancin' Days "National" — Varios — Som Livre
- 8 Music Master Vol.2 — Varios — K-Tel
- 9 Feltico — Ney Matogrosso — WEA
- 10 Passaro Da Manha — Maria Bethania — Phonogram

—BPRA

Australia

TOP TEN 45s

- 1 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 2 Rivers Of Babylon — Boney M — Atlantic
- 3 Warm Ride — Graham Bonnet — Mercury
- 4 Macho Man — Village People — RCA
- 5 Grease — Frankie Valli — RSO
- 6 I Need A Lover — Johnny Cougar — Warner Bros.
- 7 Words Are Not Enough — Jon English — Polydor
- 8 Miss You — Rolling Stones — Rolling Stones
- 9 Just One More Night — Yellow Dog — Virgin
- 10 If You Can't Give Me Love — Suzi Quatro — Rak

TOP TEN LPs

- 1 Grease — Soundtrack — RSO
- 2 Bat Out Of Hell — Meat Loaf — Epic
- 3 Some Girls — 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 War Of The Worlds — Jeff Wayne/Various Artists — CBS
- 8 Nightflight To Venus — Boney M — Atlantic
- 9 Macho Man — Village People — RCA
- 10 Kaya — Bob Marley and The Wailers — Island

Kent Music Report

Argentina

TOP TEN 45s

- 1 It's A Heartache — Bonnie Tyler — RCA
- 2 Silver Lady — David Soul — Private Stock-EMI
- 3 Stay'n Alive — Bee Gees — RSO
- 4 Tu Siempre Tu — Franco Simone — Microfon
- 5 How Deep Is Your Love — Bee Gees — RSO
- 6 Dime Abuelito — Heidi — RCA
- 7 Perdoname — Aldo y Los Pasteles Verdes — Microfon
- 8 Paslon Y Vida — Los Iracundos — RCA
- 9 Emotion — Samantha Sang — Private Stock-EMI
- 10 Cumparsita Dance — Jimmy & The Flamboyants — Music Hall

TOP TEN LPs

- 1 Saturday Night Fever — Soundtrack — RSO
- 2 Cantanino — Selection — CBS
- 3 En Castellano — Demis Roussos — Philips
- 4 Argentina Campeon — Jose Maria Munoz — RCA
- 5 Studio 57 — Selection — Arfon
- 6 Yo Robot — Alan Parsons Project — EMI
- 7 A Mls 33 Anos — Julio Iglesias — CBS
- 8 Musica Poderosa — Selection — EMI
- 9 From Here To Eternity — Giorgio — RCA
- 10 Los Exitos Del Amor — Selection — Microfon

—Prensario

INTERNATIONAL

International Talk

(continued from page 57)

there will be a Music Fair in Buenos Aires, covering musical instruments, records, sound equipment and related industries. Up to now it has been impossible to organize a record exhibition due to prices of the two available places for such events. However, the book industry has been staging them successfully every year, in spite of its smaller volume of sales . . .

Microfon is planning the release of a new album of its "Los Exitos del Amor" series. It would be the fifth one, and its appearance has been delayed by the continued sales of the fourth volume, which reached figures in excess of 60,000 in spite of the weak state of the market . . .

The CBS execs that attended the Los Angeles convention have returned to Buenos Aires and report excellent results for their work. They were also deeply impressed by the level of quality of the product presented at the convention and the discussions regarding different aspects of the operation that were held at the sessions. Argentina's representatives were **Heclo Cuomo**, **Alberto Caldeiro**, **Alberto Ronconi** and **Eduardo Bueno**. Representing Melograf Publishers was **Buddy McCluskey**. **miguel smirnoff**

TORONTO — CHUM Limited's recent purchase of Toronto television station CITY-TV will result in ten radio-television simulcast broadcasts for Canadian music groups on both CITY-TV and CHUM-FM . . . Capricorn is readying the release of the third **Garfield** album, entitled "Things I See" . . . WEA Canada has signed **Garnett Ford** to its roster. Ford has completed his first album for the label, with production work being handled by **Ian Thomas** . . . GRT is readying the first release by its latest signing, **Craig Matthews** . . . **Lisa Dal Bello**, the Toronto singer who became embroiled in contract disputes with MCA Records in the United States, leading her to leave the label, has been signed on the new Talisman Record label, to be distributed by London Records in Canada. **Dal Bello** has completed the disc in Los Angeles with **Bob Monaco** (Rufus, Chaka Khan) producing . . . **George Thorogood** has signed to Attic Records in Canada. Thorogood's next disc will be released by the label in the fall. Quality Records, who distributed the first Thorogood disc, will retain rights to the first album for the next two years. The new album will be called "Move It On Over" . . . Bomb Records has released the first of what promises to be many Canadian albums by the **Battered Wives**. Already the disc is being hailed by many as the finest Canadian new wave album to be yet issued . . . **Fosterchild** has finished work on its second album at Little Mountain Studios in Vancouver for CBS. The album is said to be much more rock-oriented, and will likely be shipped by September . . . The soundman for WEA Canada group **Streetheart** recently suffered extensive cuts to three parts of his body when a mirrored ball fell on his head at a concert in Winnipeg. Trooper that he was, the man mixed the sound until the end of the set, then went to the hospital to get stitched . . . Skyline recording artists **Vehicle** has split up, with the splinter group, **Maxwell Friday**, getting an American deal on AVI . . . I am trying to learn how to write with my left hand having broken my right hand playing baseball.

. . . **Pat Ryan** has left CBS, and has moved over to A&M, where he will serve as the new Ontario promotions rep. Ryan replaces **Lee Silversides**, who has moved over to GRT, where he is the new national promotions manager . . . **Rush** is sponsoring an Albany, New York girl in her quest to be the youngest person to swim Lake Ontario. The band is hoping to witness the crossing, following completion of their new studio disc, being completed in Wales . . . Channel

Records, founded by **Florence Greenberg**, has begun operations, and will be distributed by Attic Records . . .

kirk lapointe

SYDNEY — **Bob Dylan's** "Street Legal" LP went gold the first day CBS Records released it here. This represents sales of 30,000 units and reflects his continuing popularity after his visit here earlier this year . . . **Ken Gibson** is the new manager of the AWA Radio Network's Melbourne office. The appointment was announced by **Lloyd Barwell**, the network's national marketing manager . . . A new compilation LP by singer **Kamahl** went to #2 position in the New Zealand charts in its first week. Sales were so strong it narrowly missed pushing "Saturday Night Fever" from the top position . . . The cover of **Graham Parker's** new Phonogram LP, "The Parkerilla," shows Graham with his face made up to look like a gorilla. The make-up was done by one of the make-up artists from the film Star Wars . . . **Kevin Borich**, of The Kevin Borich Express, and group members drummer **Spiro Anna**, bassist **Paul Christie** and tour manager/sound engineer **Gerry Georgettli** have left Australia to live and record in California for six months . . . **Michael Chugg**, Paul Dainty's former manager in Australia, has moved to Los Angeles to set up an American corporation to handle Marquee's acts. Marquee is a big Australian pop recording and promoting outfit . . . **Ray Burgess**, formerly compere of the "Flashz" TV pop show, is busy denying rumors he is about to return to TV. Instead he is planning a new LP and a three month tour of Australia with his new five-piece group, **Hot Rox**.

Olivia Newton-John is to visit Sydney to promote the opening of "Grease." She will attend a "Grease" ball being organized by radio 2SM . . . Jazz pianist **Judy Bailey** and her three musicians are back from a four-week tour of Indonesia, Malaysia, Thailand, Singapore, and Brunei. The tour was part of the Australian Department of Foreign Affairs' cultural relations program. It was managed by Musica Viva Australia and assisted financially by the Australia Council . . . **Vicki Bentlick** has been appointed a director of the newly-formed Jonathan Music.

Jock velth



MERRYWEATHER FORMS CLEAR RECORDS — **Neil Merryweather**, producer, artist and writer with **Chrysalis Music** has formed a new label in London in conjunction with the Dutch company, **Dureco**. Plans are underway for **Clear Records** to start recording four singles with four different acts in Miami and L.A. this summer and fall. **Merryweather** is in negotiations currently with a U.S. major label for distribution in the States with **Dureco** handling product in Europe. Pictured (l-r) at the signing are: **Kaas Jansan**, international manager for **Dureco Records**; **Merryweather**; and **Frans Erkelens**, professional manager for **Dutch publishing**.



SIGNING SKATES — Phonogram Australia has signed to the Polydor label a new Australian group, **The Skates**. The band recently released in Australia its debut single, penned by the band, entitled "Schoolgirl." Pictured (l-r) at the signing are: **Peter Sleeman** and **Leigh McKenzie** of the group; **Peter Plavsic**, A&R manager, Phonogram; **Jim Harrison** and **Garry Pearson** of **The Skates**; and **Christopher Baynes**, manager.

State Music Inks Publishing Deals For Globe Rep.

LONDON — State Music has concluded several international sub-publishing deals aimed at strengthening the company's representation around the world.

Expired Deals

According to **Brian Oliver**, deputy managing director, "All of our State Music international sub-publishing deals have expired. We have taken our time deciding whether to renew or go to someone else in each territory. Ideally, we have tried to ally ourselves with small, aggressive independent publishers — with similar ideas as ourselves. We have been purposely signing and developing writers with international potential. Consequently we have gone with the sub-publishers whom we feel can offer our writers plenty of activity in each territory."

Agreements

State has concluded sub-publishing agreements with; Editions Claude Pascal (France); Attic Music (Canada); Air Music (Scandinavia); New Dayglow Music (Holland); Hans Kusters Music (Belgium); Intro Music (Germany — Austria — Switzerland) and Yackamo Music (South Africa).

State is still seeking representation in the U.S.A., Australia, South America, Latin America and Israel. State Music is hoping to conclude deals shortly.



LOS PASTELES VERDES GOLD — **Microfon's** vice-president **Norberto Kaminsky** recently presented a gold record to producer **Alberto Maravi** for the sales of the group **Los Pasteles Verdes** in Argentina, Puerto Rico and the Latin market in America. The group will tour the U.S. for several months, beginning in the next few weeks.

Chrysalis & Bronze Sign US And Canada Deal

LOS ANGELES — **Chrysalis Records** will acquire distribution rights in the United States and Canada for all product controlled by the London-based independent **Bronze Records**, according to **Terry Ellis**, **Chrysalis** president. First releases under the deal will include the new **Uriah Heep** LP scheduled for a late September release and the **Goldie** single, "Making Up Again" which was a top five hit in the U.K.

The product will be on the **Chrysalis** label with a **Bronze** logo. **Bronze** product appears on its own label elsewhere in the world. "Lillian and **Gerry Bron** and **David Betteridge** are record industry professionals and innovators whom **Chris Wright** and I have the greatest respect," said **Ellis**. "We have all been friends for a long time and I am delighted to have the opportunity to be working closely with them."

Uriah Heep will be special guesting for **Jethro Tull** on their six week tour of the U.S. and Canada which commences in October.

Carlin Music And Blue Chip Sign Publ. Deal

LONDON — **Carlin Music** has signed an agreement with **Blue Chip Music**, according to **Paul Rich**, vice president of **Carlin**. The deal gives **Carlin** exclusive publishing rights for British territories to all material written by writer/singer, **Trevor Rabin**.

Rich has also announced that **Carlin** has renewed its existing representation of the **Isley Brothers' Bovina Music**, as well as the conclusion of a major deal with US attorney **Stan Diamond**, under which **Carlin** has acquired sub-publishing rights to **On Time** music, **Conductive Music**, **Pearlised** and **Marvista Music**, which represent the publishing interests of **A Taste Of Honey**.

Chrysalis will release **Rabin** product and is currently preparing a major promotional campaign around the first **Rabin** product, an album and single, scheduled for simultaneous world-wide release in early September. Apart from his deals with **Chrysalis** and **Carlin**, **Rabin** also has production deals with both **WEA** and **CBS Records**.

Arista To Launch Savoy

LONDON — **Arista Records** has planned a major campaign to launch the **Savoy Jazz** label this fall. The campaign, spearheaded by a 15 double-album release on Sept. 8 and backed up by 13 further double-albums released in November, comes three years after **Arista** managing director **Clive Davis** acquired the label assets and thirty-three years after the label was founded by **Herman Lubinsky** in Newark, New Jersey.

Labels, Plants Gearing For Year-End Pressing Crunch

(continued from page 8)

and into the holidays. Most of the LPs pressed this summer were catalog items, Barone says, which he has just begun to ship to warehouses for sale in the fall.

Richard Wagner, United Artists production manager, says although the label has less LPs scheduled for release during the upcoming holiday season than it did last year, production is far ahead of 1977.

"We're three months up front now," Wagner says. "Normally we'd be worrying about something that is going to be sold in December in the middle of November. But this year, right after the fourth of July we were already into October, November and December."

At MCA's pressing division, which handled a substantial percentage of the Presley and Crosby catalog pressing last year, Dave Westbrook, vice president of manufacturing says, "We geared up the whole factory earlier this year than we have ever done before."

"We were really caught up in the crunch last year," Westbrook says, "so we geared ourselves up early to maximize our force of

people and working shifts."

Tom Van Gessell, vice president of Columbia Record Productions, which operates three pressing plants in New Jersey, Indiana and California says, "It looks like it will be relatively the same this year as last. We're anticipating it and we've tried to make most of our clients aware of it. We've advised them to get their catalog orders out of the way because there will be a crunch again and there will be shortfill."

"It's only common sense," says Mike Coolidge, Columbia Record Productions western regional manager. "It's like a squirrel storing nuts. If you have the nuts there, you're alright. But if you don't get them in the summer, you won't have them in the winter."

Bloom Agency Opens

LOS ANGELES — Rick Bloom's office, a full-line, contemporary music booking agency has been opened at 16024 Ventura Blvd., Suite 116, Encino, Ca. 91436. Clients include Ron Carter, David Grlsman, Eddie Henderson, Hank Jones, Bonnie Murray, Passport and Tony Williams' Wildlife.



PROMOTING GENYA RAVAN AT TOWER — 20th Century-Fox Records recently sponsored an in-store promotion at Tower Records' Sunset branch in support of Genya Ravan's "Urban Desire" album. Pictured standing (l-r) at the store are: Jim Fisher, national sales director, 20th Century-Fox; Judy Stearns, national secondaries/MOR promotion, 20th Century-Fox; Bob Delaney, manager, Tower Records/Sunset; Vicki Leben, west coast regional promotion director, 20th Century-Fox; Chris Baca, merchandising coordinator, 20th Century-Fox; Mike Haktoen, Genya Ravan's manager, TWM management; and Jack Hakim, vice president, international, 20th Century-Fox. Shown kneeling (l-r) are: Marie Bachrach, promotion coordinator, 20th Century-Fox; and Bob Stapelton, assistant manager, Tower Records/Sunset.



WEATHER REPORT DOWN-UNDER — Weather Report, enjoyed Australian hospitality during a recent tour with CBS Records Australia welcoming them by holding a special luncheon in Sydney. Pictured (l-r) are: Peter Erskine, percussion; Jaco Pastorius, bass; A.W.T. Smith, managing director, CBS Records Australia; Josef Zawinul, keyboards; Harvey Schaps, Weather Report manager; and Wayne Shorter, horns.

Looking Ahead To The Top 100

- CHAMPAGNE JAM** (Low-Sal, Inc — BMI) ATLANTA RHYTHM SECTION (Polydor PD 14504)
- CHANGE OF HEART** (Camex, Inc. — BMI) ERIC CARMEN (Arista AS 0354)
- CRAZY FEELING** (Bright Moments/Diamondback — BMI) JEFFERSON STARSHIP (RCA JB 11374)
- HONEY I'M RICH** (Raydiola — ASCAP) RAYDIO (Arista AS 0353)
- IF THE WORLD RAN OUT OF LOVE TONIGHT** (ABC/Dunhill — BMI) ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 16125)
- LISTEN TO HER HEART** (Skyhill — BMI) TOM PETTY (Shelter/ABC SR-62011)
- NEW YORK CITY** (Mother Tongue — ASCAP) ZWOL (EMI P-8005)
- ROCK 'N' ROLL DAMNATION** (Edward B. Marks — BMI) AC/DC (Atlantic 3499)
- SATURDAY** (Chic Music Inc — BMI) NORMA JEAN (Bearsville BSS 0326)
- TAKIN' IT EASY** (Philips-MacLeod Music/Bone Tone Music — ASCAP) SEALS & CROFTS (Warner Bros. WBS 8639)
- WAVE LENGTH** (Essential — BMI) VAN MORRISON (Warner Bros. WBS 8661)
- WHAT GOES UP** (Woolfsongs LTD/Careers/Irving — BMI) ALAN PARSONS PROJECT (Arista AS 0352)

Mammoth Music Mart Set For September

NEW YORK — The Les Turner Amyotrophic Lateral Sclerosis (ALS) Foundation will hold a Mammoth Music Mart from September 15 through September 21 at the Old Orchard Shopping Center in Skokie, Illinois. The foundation, which developed the mart to help raise funds for the endowment of an ALS research laboratory, is asking for the public's donation of new and used records and tapes, sheet music, stereo equipment, and musical instruments.

Proceeds from the sale will be used for ALS research and donations are tax deductible. Drop-off centers are being established throughout the metropolitan Chicago area, including all 90 Family Drug Centers. Additional locations and information can be obtained by calling Bob Joseph at (312) 272-3315.

Manhattan Transfer To Get Gold Award On TV

LOS ANGELES — Manhattan Transfer's latest Atlantic Records album "Pastiche" went gold in Britain recently and WEA in the U.K. is arranging for the official presentation to take place on the top rated BBC-TV show, "The Two Ronnies."

NARAS Seminar Set

LOS ANGELES — The NARAS Music Seminars, a music industry lecture/discussion series will be held at the Old Waldorf in San Francisco on Sept. 16-17 and 23-24. Registration is \$65.

ABC Signs Sting

LOS ANGELES — Sting, a New York-based singing group, has recently been signed to ABC Records. The quartet's debut album, "Pleasure," is set for release in October.

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Cash box top albums/101 to 200

September 9, 1978

Rank	Album	Label	Weeks On Chart
101	MORE SONGS ABOUT BUILDINGS AND FOOD TALKING HEADS (Sire SRK 6058)	7.98	104
102	THE WAR OF THE WORLDS JEFF WAYNE/VARIOUS ARTISTS (Columbia PC2-35290)	13.98	105
103	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	91
104	WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB3139)	7.98	101
105	FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	7.98	94
106	SHOWDOWN ISLEY BROTHERS (T-Neck JZ 34930)	7.98	92
107	THICK AS THIEVES TROOPER (MCA 2377)	7.98	123
108	FOREIGNER (Atlantic SC 18215)	7.98	108
109	POINT OF KNOW RETURN KANSAS (Kirshner/Epic JA 34929)	7.98	106
110	FAME GRACE JONES (Island ILPS 9525)	7.98	113
111	YOUNGBLOOD WAR (United Artists LA-904-1)	7.98	111
112	SGT. PEPPER'S LONELY HEARTS CLUB BAND THE BEATLES (Capitol SMAS-2653)	7.98	132
113	TROPICO GATO BARBERI (A&M SP 4710)	7.98	107
114	URBAN DESIRE GENYA RAVAN (20th Century T-562)	7.98	131
115	SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	7.98	117
116	AMERICANA LEON RUSSELL (Parade/WBS PAK 3172)	7.98	118
117	A TOUCH ON THE RAINY SIDE JESSE WINCHESTER (Bearsville BRK 6984)	7.98	120
118	ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO! ELVIS PRESLEY (RCA CPL 1-2901)	5.98	135
119	THREE'S A CROWD TARNEY-SPENCER BAND (A&M SP4692)	7.98	121
120	LARRY CARLTON (Warner Bros. BSK 3221)	7.98	130
121	BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3128)	7.98	126
122	SWEET MUSIC ROADMASTER (Village VR 7804)	7.98	127
123	IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	7.98	—
124	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	112
125	SUMMERTIME GROOVE HAMILTON BOHANNON (Mercury SRM-1-3728)	7.98	141
126	SNAIL (Cream CR 1009)	7.98	129
127	ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	7.98	—
128	... AND THEN THERE WERE THREE ... GENESIS (Atlantic SD 19173)	7.98	96
129	LEVEL HEADED SWEET (Capitol SKAO-11744)	7.98	98
130	THANKFUL NATALIE COLE (Capitol SW 11708)	7.98	103
131	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW-11743)	7.98	146
132	IT'S A HEARTACHE BONNIE TYLER (RCA AFL-1-2821)	7.98	95
133	GOODBYE GIRL DAVID GATES (Elektra 6E-148)	7.98	134

Rank	Album	Label	Weeks On Chart
134	CABIN FEVER MICHAEL STANLEY BAND (Arista AB 4182)	7.98	110
135	STONE BLUE FOGHAT (Bearsville BRK 6977)	7.98	109
136	IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curtem CUK 5021)	7.98	122
137	CHERYL LADD (Capitol SW-11808)	7.98	151
138	ALONG THE RED LEDGE DARYL HALL & JOHN OATES (RCA AFL-1-2804)	7.98	—
139	LIGHTS FROM THE VALLEY CHILLIWACK (Mushroom MRS 5011)	7.98	152
140	SUNBURN SUN (Capitol ST-11723)	7.98	115
141	HERMIT OF MINK HOLLOW TODD RUNDGREN (Bearsville BRK 6981)	7.98	144
142	POWERAGE AC/DC (Atlantic SD 19180)	7.98	124
143	DANGER ZONE PLAYER (RSO RS-1-3036)	7.98	—
144	TOGETHER FOREVER MARSHALL TUCKER BAND (Capricorn CPN 0205)	7.98	116
145	YOU CAN TUNE A PIANO BUT YOU CAN'T TUNA FISH REO SPEEDWAGON (Epic JE 35082)	7.98	125
146	IT'S ALIVE OZARK MOUNTAIN DAREDEVILS (A&M SP 6006)	8.98	157
147	THE BUDDY HOLLY STORY (American Int'l. Pict./Epic SE 35412)	8.98	139
148	LOUISIANA'S LE ROUX (Capitol SW-11734)	7.98	138
149	NEXT OF KINH GREG KIHN BAND (Besarkley/GRT JBZ 0056)	7.98	164
150	SWITCH (Gordy G7-980R1)	7.98	173
151	SESAME STREET FEVER THE MUPPETS (Sesame Street CTW 79005)	7.98	160
152	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jet/CBS KZ2-35467)	11.98	153
153	FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	7.98	136
154	PAT METHENY GROUP (ECM-1-1114)	7.98	158
155	LUXURY YOU CAN AFFORD JOE COCKER (Asylum 6E-145)	7.98	—
156	YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	7.98	133
157	WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL-1-2686)	7.98	137
158	FLOWING RIVERS ANDY GIBB (RSO RS-1-3019)	7.98	140
159	HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	155
160	READ MY LIPS TIM CURRY (A&M SP-4717)	7.98	170
161	EASTER PATTI SMITH GROUP (Arista AB 4171)	7.98	142
162	MAGAZINE HEART (Mushroom MRS-5008)	7.98	143
163	THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	7.98	145
164	BOOK EARLY CITY BOY (Mercury SRM-1-3737)	7.98	—
165	EYES OF LAURA MARS VARIOUS ARTISTS (Columbia JS 35487)	8.98	171
166	ATLANTIC STARR (A&M SP-4711)	7.98	192
167	3-WAY MIRROR LIVINGSTON TAYLOR (Epic JE 35540)	7.98	168

Rank	Album	Label	Weeks On Chart
168	FRANKIE VALLI ... IS THE WORD (Warner/Curb BSK 3233)	7.98	174
169	THE LAST WALTZ THE BAND AND VARIOUS ARTISTS (Warner Bros. 3WB 3146)	14.98	147
170	STEPPIN' OUT HIGH INERGY (Gordy G7-982R1)	7.98	150
171	CORDS SYNERGY (Passport PB 6000)	8.98	179
172	HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l. JZ 34966)	7.98	172
173	MY SONG KEITH JARRETT (ECM-1-1115)	7.98	177
174	BURNT LIPS LEO KOTTKE (Chrysalis CHR 1191)	7.98	178
175	DOUBLE FUN ROBERT PALMER (Island ILPS 9576)	7.98	175
176	DRIFTIN' ALESSI (A&M SP-4713)	7.98	180
177	SECRETS GIL SCOTT HERON & BRIAN JACKSON (Arista AB 4189)	7.98	188
178	CHAMPAGNE CHARLIE LEON REDBONE (Warner Bros. BSK 3165)	7.98	184
179	ARABESQUE JOHN KLEMMER (ABC AA-1068)	7.98	149
180	SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98	159
181	THE ESSENTIAL JIMI HENDRIX JIMI HENDRIX (Warner Bros. 2RS 2245)	12.98	181
182	MIDSTREAM DEBBY BOONE (Warner/Curb BSK 3130)	7.98	182
183	ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA AFL 1-2780)	7.98	154
184	FREESTYLE BOBBI HUMPHREY (Epic JE 35338)	7.98	156
185	TRIDENT KINGFISH (Jet/CBS JZ 35479)	7.98	193
186	HERE AT LAST ... BEE GEES ... LIVE (RSO 2-3901)	11.98	186
187	REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	7.98	187
188	STONEBOLT (Parachute/Casablanca RRLP 9006)	7.98	191
189	LIVE BARRY MANILOW (Arista AB 8500)	11.98	165
190	CONTRARY TO ORDINARY JERRY JEFF WALKER (MCA 3041)	7.98	162
191	WHITE, HOT & BLUE JOHNNY WINTER (Blue Sky/CBS JZ 35475)	7.98	163
192	NIGHT MOVES BOB SEGER (Capitol ST 11557)	7.98	189
193	U.K. (Polydor PD-1-6146)	7.98	166
194	ALIVE II KISS (Casablanca NBPL 7076-2)	7.98	167
195	BRUISED ORANGE JOHN PRINE (Asylum 6E-139)	7.98	197
196	THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98	185
197	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	194
198	OH! BROTHER LARRY GATLIN (Monument MG 7626)	7.98	199
199	WAITING FOR COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	9.98	200
200	THIS YEARS MODEL ELVIS COSTELLO (Columbia JC 35331)	7.98	195

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	75	Cocker, Joe	155	Hancock, Herbie	73	Little Feat	93	Prism	119
AC/DC	142	Cole, Natalie	67,130	Heart	162,197	Loggins, Kenny	16	Rafferty, Gerry	17
A Taste Of Honey	13	Commodores	6	Heatwave	90	L.T.D.	18	Ravan, Genya	114
Alessi Bros.	176	Con Funk Shun	50	Henderson, Michael	37	Mangione, Chuck	42	Rea, Chris	98
Ambrosia	78	Connors, Norman	163	Hendrix, Jimi	181	Manilow, Barry	28,189	Redbone, Leon	178
Ashford & Simpson	123	Cooffidge, Rita	27	Heron, Gil-Scott	177	Marshall Tucker	144	REO Speedwagon	145
Atlanta Rhythm Section	62	Corea, Chick	95	High Inergy	170	Martin, Steve	124	Roadmaster	122
Atlantic Starr	166	Costello, Elvis	200	Holly, Buddy	85	Mason, Dave	70	Rogers, Kenny	48,96
Ayers, Roy	63	Crusaders	46	Humphrey, Bobbi	184	Metheny, Pat	154	Rolling Stones	2
Barbieri, Gato	113	Curry, Tim	160	Isley Bros.	106	Mathis, Johnny	156	Ronstadt, Linda	180
Beatles	112	Dylan, Bob	30	Jackson, Millie	54	Math/Willi	31	Rose Royce	127
Bee Gees	156	Eagles	159,196	James, Rick	19	Meat Loaf	29	Rundgren, Todd	141
Benson, George	104	Earth, Wind & Fire	82	Jarrett, Keith	173	Milsap, Ronnie	183	Russell, Leon	116
Bohannon, Hamilton	125	Egan, Walter	69	Jefferson Starship	99	Money, Eddie	52	Sayer, Leo	79
Boone, Debby	182	Electric Light Orch.	152	Jennings/Nelson	157	Moody Blues	24	Seeger, Bob	9,192
Boston	5	Emotions	47	Joel, Billy	14	Muppets	151	Simon, Carly	45
Brothers Johnson	12	Exile	65	Johnson, Michael	63	Murray, Anne	131	Slave	54
Brown, Peter	105	Fat Back Band	89	Jones, Grace	110	Nelson, Willie	103	Smith, Patti	181
Browne, Jackson	32	Fleetwood Mac	74	Jones, Quincy	40	Onio Players	100	Snail	126
Bryson, Peabo	157	Fogelberg/Weisberg	97	Journey	69	O'Jays	66	Springsteen, Bruce	22
Buffett, Jimmy	86	Foghat	135	KC & Sunshine Band	61	Olivor, Jane	81	Stanley, Michael	134
California Jam 2	71	Foreigner	4,103	Kansas	109	Czark Mtn. Dare	146	Steely Dan	33
Carlton, Larry	120	Foxy	35	Kihn, Greg	149	Pablo Cruise	7	Stewart, Rod	153
Carn, Jean	172	Gabriel, Peter	68	King, Evelyn	25	Palmer, Robert	176	Stonebolt	185
Cars	26	Gates, David	133	Kingfish	185	Parsons, Alan	23	Streisand, Barbra	38
Cassidy, Shaun	21,76,127	Gatin, Larry	198	Kinks	69	Parton, Dolly	21	Styx	92
Cheap Trick	43	Gayle, Crystal	57	Kiss	87,194	Pendergrass, Teddy	10	Sun	140
Chilliwack	139	Genesis	128	Klemmer, John	179	Petty, Tom	72	Sweet	129
City Boy	164	Gibb, Andy	8,158	Kottke, Leo	174	Player	143	Switch	159
Clapton, Eric	88	Gilmour, David	55	Ladd, Cheryl	137	Ponty, Jean-Luc	94	Syvester	80
Clifford, Linda	136	Hagar, Sammy	84	Le Roux	148	Presley, Elvis	118	Synergy	171
		Hell & Oates	138	Little River Band	39	Prine, John	195	Talking Heads	101
								Tarney-Spencer Band	119
								Taylor, Livingston	167
								Thin Lizzy	91
								Toby Beau	34
								Trooper	107
								Trower, Robin	58
								Tyler, Bonnie	132
								UFO	44
								Van Halen	168
								Village People	36
								Walker, Jerry Jeff	190
								Waish, Joe	11
								War Of The Worlds	102
								Who	20
								Williams, Lenny	115
								Winchester, Jesse	117
								Wings	77
								Winter, Johnny	191
								Wright, Betty	53
								SOUNDTRACKS	
								Buddy Holly Story	147
								Eyes Of Laura Mars	165
								FM	61
								Grease	1
								Last Waltz	169
								Saturday Night Fever	15
								Sgt. Pepper's	4
								Thank God It's Friday	49
								Youngblood	111

CASH BOX TOP 100 ALBUMS

September 9, 1978

	Weeks On Chart		Album	Label	Weeks On Chart	
	9/2	Chart			9/2	Chart
1 GREASE	12.98	1 17	VARIOUS ARTISTS (RSO-2-4002)			
2 SOME GIRLS	7.98	2 12	ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)			
3 DOUBLE VISION	7.98	3 10	FOREIGNER (Atlantic SD 1999)			
4 SGT. PEPPER'S LONELY HEARTS CLUB BAND	15.98	4 8	VARIOUS ARTISTS (RSO RS-2-4100)			
5 DON'T LOOK BACK	7.98	7 2	BOSTON (Epic FE 35050)			
6 NATURAL HIGH	7.98	5 16	COMMODORES (Motown M7-902R1)			
7 WORLDS AWAY	7.98	6 13	PABLO CRUISE (A&M SP-4697)			
8 SHADOW DANCING	7.98	9 13	ANDY GIBB (RSO RS-1-3034)			
9 STRANGER IN TOWN	7.98	8 16	BOB SEGER & THE SILVER BULLET BAND (Capitol SW-11698)			
10 LIFE IS A SONG WORTH SINGING	7.98	11 13	TEDDY PENDERGRASS (Phila. Int'l./JZ 35095)			
11 "BUT SERIOUSLY, FOLKS ..."	7.98	10 15	JOE WALSH (Asylum 6E-141)			
12 BLAM	7.98	16 6	THE BROTHERS JOHNSON (A&M SP 4714)			
13 A TASTE OF HONEY	7.98	15 15	(Capitol ST-11754)			
14 THE STRANGER	7.98	14 47	BILLY JOEL (Columbia JC 34987)			
15 SATURDAY NIGHT FEVER	12.98	12 40	BEE GEES & VARIOUS ARTISTS (RSO RS-4001)			
16 NIGHTWATCH	7.98	19 9	KENNY LOGGINS (Columbia JC 35387)			
17 CITY TO CITY	7.98	13 22	GERRY RAFFERTY (United Artists LA 840-G)			
18 TOGETHERNESS	7.98	17 13	L.T.D. (A&M SP-4705)			
19 COME GET IT!	7.98	18 15	RICK JAMES (Gordy/G7-981R1)			
20 WHO ARE YOU	7.98	— 1	THE WHO (MCA-3050)			
21 UNDER WRAPS	7.98	23 5	SHAUN CASSIDY (Warner/Curb BSK 3222)			
22 DARKNESS ON THE EDGE OF TOWN	7.98	20 13	BRUCE SPRINGSTEEN (Columbia JC 35318)			
23 PYRAMID	7.98	21 11	THE ALAN PARSONS PROJECT (Arista AB 4180)			
24 OCTAVE	7.98	22 11	MOODY BLUES (London PS 708)			
25 SMOOTH TALK	7.98	27 12	EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)			
26 THE CARS	7.98	29 12	(Elektra 6E-135)			
27 LOVE ME AGAIN	7.98	28 13	RITA COOLIDGE (A&M SP-4699)			
28 EVEN NOW	7.98	25 29	BARRY MANILOW (Arista AB 4164)			
29 BAT OUT OF HELL	6.98	26 45	MEAT LOAF (Cleve. Int'l./Epic PE 34974)			
30 STREET-LEGAL	7.98	24 10	BOB DYLAN (Columbia JC 35453)			
31 THAT'S WHAT FRIENDS ARE FOR	7.98	32 7	JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)			
32 RUNNING ON EMPTY	7.98	30 37	JACKSON BROWNE (Asylum 6E-113)			
33 AJA	7.98	31 48	STEELY DAN (ABC AB-1006)			
34 TOBY BEAU	7.98	36 13	(RCA AFL-1-2772)			
35 GET OFF	7.98	40 11	FOXY (Dash/TK 30005)			
36 MACHO MAN	7.98	37 26	VILLAGE PEOPLE (Casablanca NBLP 7096)			
37 IN THE NIGHT TIME	7.98	38 11	MICHAEL HENDERSON (Buddah BDS-5712)			
38 SONGBIRD	7.98	34 14	BARBRA STREISAND (Columbia JC 35373)			
39 SLEEPER CATCHER	7.98	43 14	LITTLE RIVER BAND (Harvest SW-11783)			
40 SOUNDS . . . AND STUFF LIKE THAT	7.98	33 13	QUINCY JONES (A&M SP-4685)			
41 HEARTBREAKER	7.98	47 5	DOLLY PARTON (RCA AFL 1-2797)			
42 FEELS SO GOOD	7.98	35 46	CHUCK MANGIONE (A&M SP 4658)			
43 HEAVEN TONIGHT	7.98	45 15	CHEAP TRICK (Epic JE 35312)			
44 OBSESSION	7.98	46 8	UFO (Chrysalis CHR 1182)			
45 BOYS IN THE TREES	7.98	41 12	CARLY SIMON (Elektra 6E-128)			
46 IMAGES	7.98	39 9	THE CRUSADERS (ABC Blue Thumb BA 6030)			
47 SUNBEAM	7.98	52 5	THE EMOTIONS (Columbia JC 35385)			
48 LOVE OR SOMETHING LIKE IT	7.98	50 8	KENNY ROGERS (United Artists LA 903-H)			
49 THANK GOD IT'S FRIDAY	14.98	42 19	VARIOUS ARTISTS (Casablanca NBLP 7099)			
50 LOVESHINE	7.98	44 13	CON FUNK SHUN (Mercury SRM-1-3725)			
51 WHO DO YA (LOVE)	7.98	55 4	KC AND THE SUNSHINE BAND (TK 607)			
52 EDDIE MONEY	7.98	62 45	(Columbia JC 34909)			
53 BETTY WRIGHT LIVE	7.98	53 12	(Alston 4408)			
54 GET IT OUT'CHA SYSTEM	7.98	48 9	MILLIE JACKSON (Spring/Polydor SP-1-6719)			
55 DAVID GILMOUR	7.98	51 12	(Columbia JC 35388)			
56 VAN HALEN	7.98	56 29	(Warner Bros. BSK 3075)			
57 WHEN I DREAM	7.98	58 11	CRYSTAL GAYLE (United Artists LA 858-H)			
58 CARAVAN TO MIDNIGHT	7.98	79 3	ROBIN TROWER (Chrysalis CHR 1189)			
59 MISFITS	7.98	60 15	THE KINKS (Arista AB 4167)			
60 NOT SHY	7.98	72 19	WALTER EGAN (Columbia JC 35077)			
61 FM	7.98	49 19	VARIOUS ARTISTS (MCA 2-12000)			
62 CHAMPAGNE JAM	7.98	54 24	ATLANTA RHYTHM SECTION (Polydor PD-1-6134)			
63 YOU SEND ME	7.98	76 4	ROY AYERS (Polydor PD-1-6159)			
64 THE CONCEPT	7.98	75 5	SLAVE (Cotillion SD 5206)			
65 MIXED EMOTIONS	7.98	85 6	EXILE (Warner Bros. BSK 3205)			
66 SO FULL OF LOVE	7.98	57 22	THE O'JAYS (Phila. Int'l. JZ 35355)			
67 NATALIE . . . LIVE!	11.98	59 9	NATALIE COLE (Capitol SKBL-11709)			
68 PETER GABRIEL	7.98	63 9	(Atlantic SD 19181)			
69 INFINITY	7.98	61 25	JOURNEY (Columbia JC 34912)			
70 MARIPOSA DE ORO	7.98	64 12	DAVE MASON (Columbia JC 35285)			
71 CALIFORNIA JAM 2	13.98	69 9	VARIOUS ARTISTS (Columbia PC2-35389)			
72 YOU'RE GONNA GET IT	7.98	67 15	TOM PETTY & THE HEARTBREAKERS (Shelter/ABC DA-52029)			
73 SUNLIGHT	7.98	70 11	HERBIE HANCOCK (Columbia JC 34907)			
74 RUMOURS	7.98	66 80	FLEETWOOD MAC (Warner Bros. BSK 3010)			
75 THE ALBUM	7.98	65 31	ABBA (Atlantic SC 19164)			
76 SHAUN CASSIDY	6.98	78 65	(Warner/Curb BS 3067)			
77 LONDON TOWN	7.98	71 22	WINGS (Capitol SW-11777)			
78 LIFE BEYOND L.A.	7.98	89 6	AMBROSIA (Warner Bros. BSK 3135)			
79 LEO SAYER	7.98	82 5	(Warner Bros. BSK 3200)			
80 STEP II	7.98	90 7	SYLVESTER (Fantasy F-9556)			
81 STAY THE NIGHT	7.98	80 12	JANE OLIVOR (Columbia JC 35437)			
82 ALL 'N ALL	7.98	84 41	EARTH, WIND & FIRE (Columbia JC 34905)			
83 THE MICHAEL JOHNSON ALBUM	7.98	68 10	(EMI America SW-17002)			
84 ALL NIGHT LONG	7.98	88 6	SAMMY HAGAR (Capitol SMAS-11812)			
85 20 GOLDEN GREATS	7.98	87 13	BUDDY HOLLY/THE CRICKETS (MCA 3040)			
86 SON OF A SON OF A SAILOR	7.98	86 23	JIMMY BUFFET (ABC AA-1046)			
87 DOUBLE PLATINUM	12.98	74 18	KISS (Casablanca NBLP-7100-2)			
88 SLOWHAND	7.98	77 40	ERIC CLAPTON (RSO CRS-1-3030)			
89 FIRED UP 'N' KICKIN'	7.98	102 5	FATBACK BAND (Spring 6718)			
90 CENTRAL HEATING	7.98	83 22	HEATWAVE (Epic JE 35260)			
91 LIVE AND DANGEROUS	9.98	73 10	THIN LIZZY (Warner Bros. 2BS 3213)			
92 THE GRAND ILLUSION	7.98	93 59	STYX (A&M SP 4637)			
93 SEE FOREVER EYES	7.98	99 9	PRISM (Ariola SW 50034)			
94 COSMIC MESSENGER	7.98	128 2	JEAN-LUC PONTY (Atlantic SD 19189)			
95 FRIENDS	7.98	100 4	CHICK COREA (Polydor PD-1-6160)			
96 TEN YEARS OF GOLD	7.98	97 34	KENNY ROGERS (United Artists LA 835-H)			
97 TWIN SONS OF DIFFERENT MOTHERS	7.98	— 1	DAN FOGELBERG & TIM WEISBERG (Epic JE 35339)			
98 WHATEVER HAPPENED TO BENNY SANTINI?	7.98	114 4	CHRIS REA (United Artists LA-879-H)			
99 EARTH	7.98	81 15	JEFFERSON STARSHIP (Grunt/RCA BXL 1-2515)			
100 JASS-AY-LAY-DEE	7.98	119 5	OHIO PLAYERS (Mercury SRM-1-3730)			



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