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September 22, 1979

NEWSPAPER

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EDITORIAL

The Gift Of Giving

We at **Cash Box** applaud the efforts of NARM in developing an industry-wide "Gift-giving" campaign slated for the first quarter in 1980. The continued aggressiveness by NARM executive vice president Joseph Cohen and his staff are directing industry perspectives in the proper direction.

The gift campaign is designed to promote albums and tapes as personalized and inexpensive gifts. The program is not unlike a generic campaign recently conducted by the floral industry.

We applaud NARM's insight into timing by starting the program after the Christmas season.

Cohen pointed out that interference with labels' specific programs and to avoid tying the gift concept to holidays where the main considerations. We agree with this philosophy that gift-giving should be a year-round campaign.

While it has taken too long to get some kind of industry program together, we believe that it is never too late for the initiation of such a plan.

Cash Box not only supports this concept, but we offer whatever services we can to insure the success of this landmark industry campaign.

NEWS HIGHLIGHTS

- Adult contemporary radio flourishing as members of the post-war "baby boom" age group grow older (page 7).
- Second annual National Association of Broadcasters Radio Programming Conference held in St. Louis (page 7).
- EMI and Paramount Pictures cancel plans for joint venture involving their music divisions (page 7).
- RCA Records undergoes divisional restructuring (page 8).
- "Head Games" by Foreigner and "Dream Police" by Cheap Trick are top **Cash Box** Album Picks (page 17).
- "Let Me Know (I Have A Right)" by Gloria Gaynor and "Victim Of Love" by Elton John are top **Cash Box** Singles Picks (page 20).

TOP POP DEBUTS

SINGLES

79

BROKEN HEARTED ME — Ann Murray — Capitol

ALBUMS

145

XII — Fatback Band — Spring/Polydor

POP SINGLE

MY SHARONA
The Knack
Capitol

R&B SINGLE

DON'T STOP 'TIL YOU GET ENOUGH
Michael Jackson
Epic

COUNTRY SINGLE

YOU'RE MY JAMAICA
Charley Pride
RCA

JAZZ

STREET LIFE
Crusaders
MCA

NUMBER ONES



The Knack

POP ALBUM

IN THROUGH THE OUT DOOR
Led Zeppelin
Swan Song

R&B ALBUM

OFF THE WALL
Michael Jackson
Epic

COUNTRY ALBUM

GREATEST HITS
Waylon Jennings
RCA

DISCO

COME TO ME/DON'T STOP DANCING
France Joli
Prelude

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CASH BOX TOP 100 SINGLES

September 22, 1979

		Weeks On 9/15 Chart			Weeks On 9/15 Chart			Weeks On 9/15 Chart			
1	MY SHARONA THE KNACK (Capitol P-4731)	1	14	33	HOT SUMMER NIGHTS NIGHT (Elektra E-48045)	26	14	65	I'VE NEVER BEEN IN LOVE SUZI QUATRO (RSO RS 1001)	73	3
2	SAD EYES ROBERT JOHN (EMI America P-8015)	4	19	34	DEPENDIN' ON YOU DOOBIE BROTHERS (Warner Bros. WBS 49029)	39	7	66	GIRLS TALK DAVE EDMUNDS (Swan Song/Atlantic SS-71001)	69	5
3	GOOD TIMES CHIC (Atlantic 3584)	2	15	35	AIN'T THAT A SHAME CHEAP TRICK (Epic 8-50743)	36	8	67	STREET LIFE CRUSADERS (MCA MCA-41054)	74	6
4	DON'T BRING ME DOWN ELECTRIC LIGHT ORCHESTRA (Jet/CBS AZ9 5060)	6	9	\$ 36	FIRECRACKER* MASS PRODUCTION (Cotillion/Atlantic 44254)	41	7	68	REASON TO BE KANSAS (Kirschner/CBS ZS9 4285)	76	4
5	SAIL ON COMMODORES (Motown M 1466F)	10	7	37	ROLENE MOON MARTIN (Capitol P-4765)	42	6	69	WHERE WILL YOUR HEART TAKE YOU BUCKEYE (Polydor PD 14578)	70	6
6	I'LL NEVER LOVE THIS WAY AGAIN DIONNE WARWICK (Arista AS 0419)	8	14	\$ 38	GOOD GIRLS DON'T THE KNACK (Capitol P-4771)	49	3	70	YOU'RE ONLY LONELY J.D. SOUTHER (Columbia 1-1)	78	2
7	LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA PB11530)	5	21	39	SUSPICIONS EDDIE RABBITT (Elektra E-46053)	24	16	71	KILLER CUT CHARLIE (Arista AS 0449)	75	4
8	LONESOME LOSER LITTLE RIVER BAND (Capitol P-4748)	9	11	40	ARROW THROUGH ME WINGS (Columbia 1-11070)	46	5	72	BOOM BOOM (OUT GO THE LIGHTS) PAT TRAVERS (Polydor PD 2003)	79	4
9	DON'T STOP 'TIL YOU GET ENOUGH MICHAEL JACKSON (Epic 9-50742)	14	7	41	WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN* DR. HOOK (Capitol P-4705)	23	24	73	GOTTA SERVE SOMEBODY BOB DYLAN (Columbia 1-11072)	83	2
10	BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) ROBERT PALMER (Island/Warner Bros. IS 49016)	12	10	42	I KNOW A HEARTACHE WHEN I SEE ONE JENNIFER WARNES (Arista AS 0430)	47	12	74	MAKIN' IT* DAVID NAUGHTON (RSO RS 916)	55	28
11	POP MUZIK M (Sire/Warner Bros. SRE 49033)	13	7	43	THIS NIGHT WON'T LAST FOREVER MICHAEL JOHNSON (EMI/United Artists EMI 8019)	48	8	75	COME TO ME FRANCE JOLI (Prelude PRL-8001)	86	2
12	AFTER THE LOVE HAS GONE EARTH, WIND & FIRE (ARC/Columbia 3-11033)	3	12	44	YOU CAN'T CHANGE THAT RAYDIO (Arista AS 0399)	29	23	76	STILLSANE CAROLYNNE MAS (Mercury 76004)	81	3
13	HEAVEN MUST HAVE SENT YOU* BONNIE POINTER (Motown M 1459)	15	14	\$ 45	DIRTY WHITE BOY FOREIGNER (Atlantic 3618)	57	3	\$ 78	(not just) KNEE DEEP FUNKADELIC (Warner Bros. WBS 49040)	88	3
14	RISE* HERB ALPERT (A&M 2151)	18	9	46	RING MY BELL ANITA WARD (Juana/TK 3422)	34	19	79	BROKEN HEARTED ME ANNE MURRAY (Capitol P-4773)	—	1
15	THE DEVIL WENT DOWN TO GEORGIA THE CHARLIE DANIELS BAND (Epic 8-50700)	7	15	47	FOUND A CURE ASHFORD & SIMPSON (Warner Bros. WBS 8870)	51	6	80	BEAUTIFUL GIRLS VAN HALEN (Warner Bros. WBS 49035)	80	4
16	THE MAIN EVENT/FIGHT BARBRA STREISAND (Columbia 3-11008)	11	15	48	MIDNIGHT WIND JOHN STEWART (RSO RS 1000)	52	5	81	ANGEL EYES ABBA (Atlantic 3609)	85	4
17	DRIVER'S SEAT SNIFF 'N' THE TEARS (Atlantic 3604)	21	10	49	REMEMBER (WALKING IN THE SAND) LOUISE GOFFIN (Asylum E-46521)	54	6	82	HELL ON WHEELS CHER (Casablanca NB 2208)	90	2
18	GOODBYE STRANGER SUPERTRAMP (A&M 2162)	16	12	50	YOU DECORATED MY LIFE KENNY ROGERS (United Artists UA-X1315-Y)	64	3	83	LET ME KNOW (I HAVE A RIGHT) GLORIA GAYNOR (Polydor PD 2021)	—	1
19	BORN TO BE ALIVE PATRICK HERNANDEZ (Columbia 3-10986)	22	16	51	GOOD FRIEND MARY MACGREGOR (RSO RS 938)	53	7	84	HOLD ON TRIUMPH (RCA PB-11569)	61	15
20	LET'S GO THE CARS (Elektra E-46063)	17	13	52	HOLD ON IAN GOMM (Stiff/Epic 9-50747)	65	4	85	ONE FINE DAY RITA COOLIDGE (A&M 2169)	87	4
21	CRUEL TO BE KIND NICK LOWE (Columbia 3-11018)	25	10	53	PLEASE DON'T GO K.C. AND THE SUNSHINE BAND (TK TXX-1035)	60	5	86	PLEASE DON'T LEAVE LAUREN WOOD (Warner Bros. WBS 49043)	—	1
22	BAD GIRLS DONNA SUMMER (Casablanca NB 988)	19	18	54	SO GOOD, SO RIGHT BRENDA RUSSELL (Horizon/A&M HZ-123-S)	59	7	87	MORNING DANCE SPYRO GYRA (Infinity INF-50.011)	66	17
23	MAMA CAN'T BUY YOU LOVE* ELTON JOHN (MCA MCA-41042)	20	16	55	IS SHE REALLY GOING OUT WITH HIM? JOE JACKSON (A&M 2132)	40	20	88	HALF THE WAY CRYSTAL GAYLE (Columbia 1-11087)	—	1
24	SPOOKY ATLANTA RHYTHM SECTION (BGO/Polydor PD 2001)	31	6	56	SATURDAY NIGHT HERMAN BROOD (Arista 7754)	44	11	89	HOLD ON TO THE NIGHT HOTEL (MCA-41113)	—	1
25	LOVIN' TOUCHIN', SQUEEZIN' JOURNEY (Columbia 3-11036)	30	11	57	IF YOU REMEMBER ME CHRIS THOMPSON (Planet P-45904)	63	6	90	CRANK IT UP (FUNK TOWN) PETER BROWN (Drive/TK 6278)	91	3
26	THE BOSS* DIANA ROSS (Motown M 1462)	28	12	58	GET A MOVE ON EDDIE MONEY (Columbia 1-11064)	62	5	91	FOR LOVE POUSETTE-DART BAND (Capitol P-4764)	93	4
27	I DO LOVE YOU G.Q. (Arista AS 0426)	27	7	59	CHILDREN OF THE SUN BILLY THORPE (Polydor PD 2018)	50	10	92	STARRY EYES THE RECORDS (Virgin VA 6760)	33	2
\$ 28	DIM ALL THE LIGHTS DONNA SUMMER (Casablanca NB 2201)	38	5	60	GOLD JOHN STEWART (RSO RS 931)	45	19	93	YOU STEPPED INTO MY LIFE WAYNE NEWTON (Arista II WA 101)	95	3
29	GET IT RIGHT NEXT TIME GERRY RAFFERTY (United Artists UA-X1316-Y)	33	7	61	I WAS MADE FOR LOVIN' YOU* KISS (Casablanca NB 983)	43	18	94	DO YOU THINK I'M DISCO STEVE DAHL (Ovation OV-1132)	96	2
30	WHERE WERE YOU WHEN I WAS FALLING IN LOVE LOBO (MCA/Curb MCA-41065)	37	9	62	SURE KNOW SOMETHING KISS (Casablanca NB 2205)	72	4	95	OH WELL ROCKETS (RSO RS 935)	56	14
31	DIFFERENT WORLDS MAUREN MCGOVERN (Warner/Curb WBS 8835)	32	13	63	FINS JIMMY BUFFETT (MCA MCA-41109)	71	4	96	I JUST WANT TO BE (Chocolate City/Casablanca CC 019)	99	2
32	WHAT CHA GONNA DO WITH MY LOVIN'* STEPHANIE MILLS (20th Century-Fox/RCA TC-2403)	35	8	64	THEN YOU CAN TELL ME GOODBYE TOBY BEAU (RCA JH-11670)	68	8	97	GET IT UP RONNIE MILSAP (RCA PB-11695)	—	1

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Love (Ninth/Garden Rake/Irving/Foster)	12	Get A Move On (Grajonca — BMI — Davalex — ASCAP)	58	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI)	42	Remember (Trio/Robert Mellin/Tender Tunes — BMI)	49
Ain't That A Shame (Unart — BMI)	35	Get It Right (Colgems/EMI — ASCAP)	29	I'll Never Love (Irving — BMI)	46	Ring My Bell (Two Knight Admin. by Island — BMI)	46
Angel Eyes (Artwork — ASCAP)	81	Get It Up (I've Got The Music — ASCAP)	97	If You Remember Me (Chappell/Red Bullet — ASCAP/Unichappell/Begonia — BMI)	57	Rise (Almo/Badazz — ASCAP)	14
Arrow Through Me (MPL Comm. Inc./Welbeck — ASCAP)	40	Ghost Dancer (Musicways/Flying Addrisi — BMI)	100	Is She Really (Albion)	55	Rolene (Rockslam — BMI)	37
Bad Case Of Loving (Rockslam Music — BMI)	10	Girls Talk (Plangent Visions — ASCAP)	66	I've Never Been In Love (Big Neck — ASCAP)	65	Sad Eyes (Careers — BMI)	2
Bad Girls (Starrin'/Earborne/Sweet Summer Night — BMI)	22	Gold (Bugle/Stigwood/Unichappell — BMI)	60	I Want You To (Screen Gems/EMI/Adult — BMI)	99	Sail On (Jobete & Commodores — ASCAP)	5
Beautiful Girls (Van Halen — ASCAP)	80	Goodbye Stranger (Almo/Delicate — ASCAP)	18	I Was Made (Kiss/Mad Vincent — ASCAP/BMI)	61	Saturday Night (Radmus/S.D.R.M. — ASCAP)	56
Boom Boom (Arc — BMI)	72	Good Friend (Bernal/ASG/Haliburton/Summer Camp — ASCAP/BMI)	51	Killer Cut (Heavy)	71	So Good, So Right (Rutland Road Music — ASCAP)	54
Born To Be Alive (Radmus/Zeldgamous — ASCAP)	19	Good Girls Don't (Eighties — ASCAP)	38	Knee Deep (Mal-Biz — BMI)	7	Spooky (Lowery — BMI)	24
Broken Hearted Me (Chappell/Sailmaker — ASCAP)	79	Good Times (Chic — BMI)	3	Lead Me On (Almo — ASCAP)	7	Starry Eyes (Virgin — ASCAP)	92
Children Of The Sun (Blackwood/Sasha Songs)	59	Gotta Serve Somebody (Special Rider — ASCAP)	73	Let's Go (Lido — BMI)	20	Stillsane (Eggs and Coffee and Music/Chappell — ASCAP)	76
Rock Of Ages/Careers — BMI)	59	Half The Way (Chriswood — BMI/Murfezzongs — ASCAP)	88	Let Me Know (Perren-Vibes — ASCAP)	83	Street Life (Four Knights/Irving — BMI)	67
Come To Me (Cicada/Pro/Trumor — BMI)	75	Heaven Must Have Sent (Stone Agate — BMI)	13	Lonesome Loser (Screen Gems — EMI/BMI)	8	Sure Know Something (Kiss — ASCAP/Mad Vincent — BMI)	62
Crank It Up (Sherlyn/Decibel — BMI)	90	Hello, Hello, Hello (Rock Steady — ASCAP)	77	Lovin' Touchin' (Weed High Nightmare — BMI)	25	Suspicious (Debdave/Briarpatch — BMI)	39
Cruel To Be Kind (Anglo-Rock/Albion — BMI)	21	Hell On Wheels (Rick's/Aller & Esty — BMI)	82	Mama Can't Buy (Mighty Three — BMI)	23	The Boss (Nick-O-Val — ASCAP)	26
Dependin' On You (Soquel Songs — ASCAP)	34	Highway Song (Bobnal — BMI)	98	Midnight Wind (Bugle/Stigwood/Unichappell — BMI)	48	The Devil Went Down (Hatband — BMI)	15
Different Worlds (Bruin Music — BMI)	31	Hold On (Albion)	52	Morning Dance (Harlem/Crosseyed Bear — BMI)	87	The Main Event (Primus Artists/Diana/Rick's — BMI)	16
Dim All The Lights (Sweet Summer Night — BMI)	28	Hold On To The Night (ATV/Mann & Weil/Blair/Bell Hop — BMI)	89	My Sharona (Eighties/Small Hill — ASCAP)	1	Then You Can Tell Me (Acuff/Rose — BMI)	64
Dirty White Boy (Somerset/Evangsons — ASCAP)	45	Hot Summer Nights (April/Swell Sounds/Melody Deluxe/Seldak — ASCAP)	33	Oh Well (Sunheath — ASCAP)	95	This Night Won't Last (Captain Crystal — BMI)	43
Don't Bring Me Down (Unart/Jet — BMI)	4	I Do Love You (Chevis — BMI)	27	Please Don't Go (Sherlyn/Harrick — BMI)	53	What Cha Gonna Do (Scarab — BMI)	32
Do You Think I'm Disco (Riva/WB/Nite-Stalk/Coho — ASCAP)	94	I Just Want (Better Days — BMI/Better Nights — ASCAP)	96	Please Don't Leave Me (Creeping Licking — BMI)	86	When You're In Love (Debdave — BMI)	41
Driver's Seat (Complacent Toonz Inc. — ASCAP)	17			Pop Muzik (Publishing Pending)	11	Where Were You (Bobby Goldsboro/House Of Gold — ASCAP/BMI)	30
Fins (Coral Reefer — BMI)	63			Reason To Be (Don Kirschner/Blackwood — BMI)	68	Where Will Your Heart (Prisongs — BMI)	69
Firecracker (Two Pepper — ASCAP)	36					You Can't Change (Rayjola — ASCAP)	44
For Love (The Closed Door — ASCAP)	91					You Decorated (Music City — ASCAP)	50
Found A Cure (Nick O Val — ASCAP)	47					You're Only Lonely (Ice Age — ASCAP)	70
						You Stepped Into (Stigwood/Uni-Chappell — BMI)	93

★ 12" Available For Sale



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week

THE MOST VALUABLE PLAYERS!



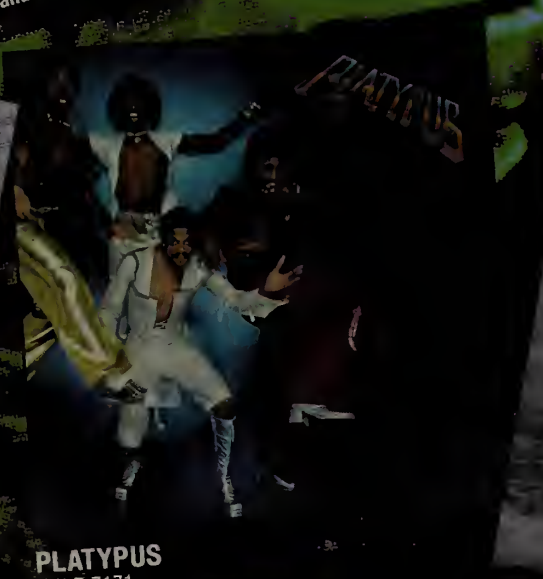
PATTIE BROOKS
Sexy Girl NBLP 7158
 Produced by Bunny Sigler for Bundino Productions
 Executive Producer: Gail Holmes



SANTA ESMERALDA
Another Cha-Cha NBLP 7175
 Produced by Nicolas Skorsky and
 Jean Manuel De Scarano



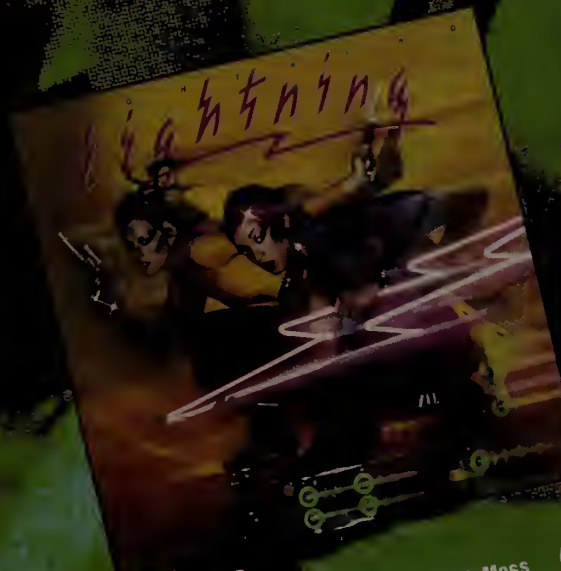
JOEY TRAVOLTA
I Can't Forget You NBLP 7176
 Produced, Arranged and Conducted by John Davis



PLATYPUS
 NBLP 7171
 Produced and Arranged by
 Platypus for Duckbill Productions
 in association with Rich Goldman Productions



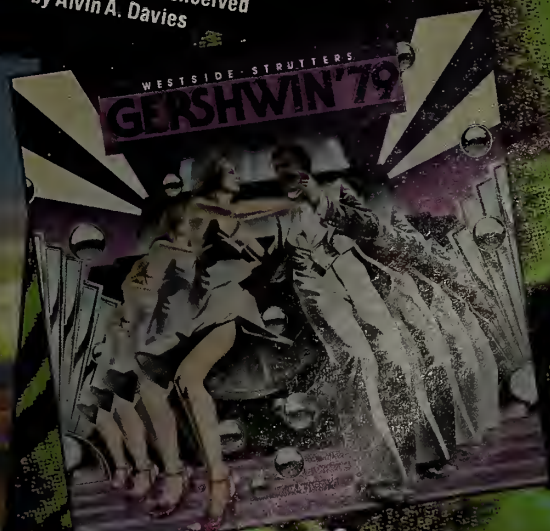
J. MICHAEL REED
 NBLP 7177
 Produced and Conceived
 by Alvin A. Davies



LIGHTNING
 NBLP 7170
 Produced by Lewis Merenstein & Ralph Moss



7TH WONDER
Climbing Higher RRLP 9014
 Produced and Arranged by Jerry Weaver



WESTSIDE STRUTERS
Gershwin '79 RRLP 9013
 Produced by Ross Salfomone

from Casablanca Record and FilmWorks



Music Majors



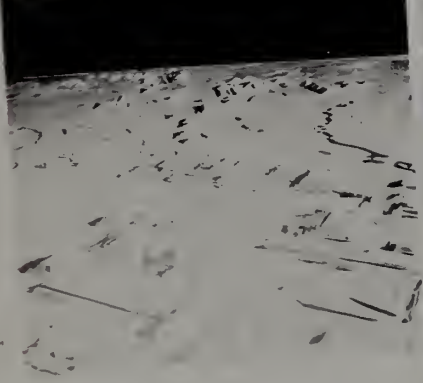
Shoes. Present Tense. (6E-244)

Produced by Mike Stone.

Co-Produced by Shoes.

Stepping out in style—the brand new rush release from Shoes.

HARRY CHAPIN; LEGENDS OF THE LOST AND FOUND



Harry Chapin.

Legends of the Lost and Found. (BB-703)

Arranged by Stephen Chapin.

The extraordinary secrets of ordinary people; a live, two-record set from the master of the story-song.

SIMMS BROTHERS BAND

The Simms Brothers Band.

The Simms Brothers Band. (6E-220)

Produced by Mike Stone.

Featuring the first single, "Back to School" (E-46529), from the debut album of the hot new group from New England, now out to rock the world!

RICHIE FURAY • I STILL HAVE DREAMS



Richie Furay. I Still Have Dreams. (E-28)

Produced by Val Garay.

Bittersweet ballads and pure, good-time rock and roll from the man who wrote the first chapter in the soft rock sound of the seventies.



Jan Hammer. Hammer. (6E-232)

Produced by Jan Hammer.

New music and a new band from synthesizer virtuoso Jan Hammer and the group Hammer.

They're in a class by themselves.

The September Release from Elektra/Asylum Records



CASH BOX NEWS



MITCHELL MOVES THE MOUNTAINS — Performing in the heart of Rocky Mountain territory, Asylum recording artist Joni Mitchell was greeted by sold-out audiences for both of her shows at Denver's Red Rock Amphitheatre. Highlights of the shows were her renditions of past hits and some tunes from her latest E/A LP, "Mingus." Pictured are (l-r): Ron Lanham, F/A west coast regional promotion; Mitchell; Barry Fey, Feyline Productions; Frank Cody, KBPI PD, and Elliot Roberts, Lookout Management.

Increasing Median Age Boosts Adult Contemporary Radio

by Marc Cetner

LOS ANGELES — As the post World War II "baby boom" comes of age and advertisers direct their campaigns toward the 25-49 demographics, adult contemporary (A/C) formats are flourishing. According to a recent **Cash Box** survey, a growing number of Top 40 and old line traditional MOR stations are moving toward more of an A/C, mass appeal format.

Along with the change in musical format, A/C stations are also incorporating more of a full service radio approach. Many adult contemporary stations are adding more news and information, sports broadcasts and talk shows to their programming schedules, as well as concentrating on hiring DJs with high personality profiles.

"The Woodstock kids have all grown up now and have two cars, kids, a house in the suburbs, and want a sound that fits their lifestyle," said Jim LaFawn, the program director at KPOL/Los Angeles. "We plan to have more personality interjection, and will go for a stronger news stance as the year goes on."

KPOL had long been a beautiful music bastion in the Los Angeles radio market, and four years ago it changed to the pop-

EMI, Paramount Call Off Merger

LOS ANGELES — EMI Ltd. and Gulf + Western Industries' Paramount Pictures have called off plans for a proposed joint venture involving their music divisions. The two companies reportedly could not reach an agreement on final terms for the venture.

A preliminary agreement had been announced in July (**Cash Box**, July 21, 1979) to pool the music businesses of EMI, which includes Capitol Records, and Paramount. Paramount was to have acquired half-interest in EMI's music operations for approximately \$154 million.

Lord Delfont, chief executive of EMI, stated last week, "We have been considering a number of alternate plans in anticipation of this possibility, and a further announcement will be made in due course."

Gulf + Western chairman and chief Barry Diller also issued a statement following the collapse of negotiations. "In entering into talks on the proposed joint venture with EMI it was Paramount's intention to continue its development as a full service entertainment company by having a major involvement in the music business. We will continue to aggressively pursue this course."

ular soft rock format. However, in the last four months the FM station has been moving toward an A/C format.

Adult Demo Underserved In L.A.

"The adult demographic has been underserved in Los Angeles," noted La Fawn. "Every station in the market seems to be 12 plus, but you just can't be specialized in a large radio community anymore. We'll play anything if it's a hit, and that is the point of the A/C format. It is wide open and based totally on appeal — you can transcend all formats."

Another station that is making the transition toward the adult contemporary format is WOR-FM/New York (99-X). The station will make the shift to the A/C format by the October/November Arbitron. WOR-FM's

(continued on page 18)

Illegally Imported Product Said To Cost U.S. Record Industry Hundreds Of Millions

by Leo Sacks

NEW YORK — Hundreds of millions of dollars are being lost to the legitimate recording industry through the widespread importation of records and tapes specified for manufacture and distribution outside the territorial United States, according to law enforcement officials. However, American record manufacturers decline to discuss the subject. Therefore, it is difficult to ascertain the extent to which domestic record sales are being impacted by the importation of these goods.

Conversations with law enforcement officials who specialize in record piracy and with legal representatives of the recording industry have revealed that a steady flow of product from Europe, Canada, the Mid-East, the Far East, and the Caribbean has been finding its way into the American market at a rate that, many observers feel, will probably worsen in the next several months as U.S. record retailers feel the pinch of the recession.

The importation of Canadian-manufactured product poses the most serious threat to U.S. record sales today. Major Canadian distributors have clearly taken an aggressive role in the exportation of product to their American counterparts, as evidenced by the growing amount of Canadian goods in the stores of many domestic retailers.

'More Than A Nuisance'

"The full impact is difficult to gauge, but

Radio Industry Looks To '80s At NAB Programming Meet

by Mike Glynn

ST. LOUIS — Approximately 1,200 members of the U.S. radio community, in addition to international delegates from Australia, New Zealand, Mexico and Canada, met in St. Louis last week for the second annual National Association of Broadcasters Radio Programming Conference. Station representatives, including program directors, music directors, general managers and operations managers, gathered to talk with network executives, program syndicators, researchers and consultants for four days at Stouffer's Riverfront Towers, Sept. 9-12.

The conference organizers pronounced it a success, as registration was up by some 45% over the previous year and more than 25 exhibitors pitched their various products and services in booths adjoining the workshop and seminar rooms.

Some 20 hospitality suites were provided by the networks, rating services, research consultants, syndicators, creative production services and radio publications at Stouffer's Towers and the nearby Marriott Hotel.

After a brief cocktail buffet on Sept. 9, station reps moved over to the nine "Format Rooms," where programmers and managers engaged in informal dialogue with fellow radio personnel, providing an intimate forum for discussion. One new feature of these sessions this year was the inclusion of a "No Format Format Room," hosted by William F. O'Shaughnessy, president of WVOX/WRTN, New Rochelle, N.Y., benefitting multi-format stations.

After brief introductory remarks Sept. 10 by O'Shaughnessy, George Plimpton, writer, editor-in-chief of the *Paris Review* and self-styled Walter Mitty of the sports world, gave the keynote address to conference attendees. He reminded them that "the respon-

sibility of communicators in every medium, be it radio, TV or whatever, is to instruct as well as entertain." Plimpton continued, after a series of anecdotes concerning his adventures and an amusing aside about Arbitron, "I hope that one of these little workshops, even if it's at two in the morning, will deal with playing something that is not ruled by the numbers."

While Plimpton's speech primarily served to entertain, the concurrent workshops which ran throughout the conference instructed programmers and personnel in a wide variety of areas, from promotions and contests in all sizes of markets to the programming of news and public affairs.

Some of the key sessions included: "Rotations & Playlists;" "DJs, The FCC Has Its Ears On You;" "The Syndicated Program Revolution (Parts 1 & 2);" "What To Do After The Book Arrives;" "Talk, Talk, Talk;" and "Demographic News."

Other seminars focused on automation, dealing with record company promotion people, management, do-it-yourself research and questionable lyrics.

Dwight Case, president of the RKO Radio Network, served as chairman of the steering committee for the conference, as well as moderator for the session on "Promotion & Contests — Small Markets." Case also chose and introduced the dinner-concert performer Tuesday night, Kenny Rogers.

The choice of Rogers as performer was particularly apt, as the veteran singer and two-time Grammy award winner's music has crossed-over to a number of different formats within the past year with two highly successful singles, "She Believes In Me" and "The Gambler." The audience of mostly programmers offered Rogers generous applause throughout his set, including two standing ovations.

Many of the major record labels were

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it's more than just a nuisance," commented Jules Yarnell, special anti-piracy counsel for the RIAA. He said that as long as the Canadian dollar remains depressed, the record industry would see "a worsening of the situation because of the interests of unscrupulous dealers trying to sell goods for prices that are cheaper than those on the

American market." A spokesman for the FBI's white collar crime section in Washington said that American retailers were generally in a position to make approximately 13-15% more money by selling product manufactured in Canada.

A source at the United States Customs

(continued on page 52)



STANLEY CLARKE AND FRIENDS — Following Nempor recording artist Stanley Clarke's headline performances at L.A.'s Greek Theatre, the bassist was visited backstage by numerous friends and well-wishers. Pictured are (l-r): Hal Lazareff, ICM; Jeff Greenburg, the *Nederlander Organization*; George Duke; Clarke; Chick Corea, and Robin Williams, comedian and ABC-TV's "Mork."

WEA Stresses Responsible Approach To Year-End Sales

by Alan Sutton

LOS ANGELES — "Realistic" was the watchword at Warner/Elektra/Atlantic Corp.'s third national sales meeting, which concluded Sept. 11 and 12 at the Airport Hyatt hotel here.

In an 11-day cross-country tour of four cities, an entourage of some 40 key executives from WEA and its family of labels hammered the point home repeatedly — realistic analysis of market potential, realistic sales programs and realistic advertising and merchandising support.

In his opening address, delivered before more than 800 attendees at four regional conferences held in New Orleans, New York, Chicago and Los Angeles, WEA

WEA And Capitol Post Fall Dealer Buy-In Programs

by Ken Terry

NEW YORK — WEA and Capitol have released details of their fall dealer incentive programs. Like the programs which were previously announced by other labels (**Cash Box**, Sept. 15), these indicate a generally conservative approach compared to programs offered in past years.

The WEA deal, as predicted in **Cash Box** last week, involves 182 items, described by a WEA spokesman as the "cream" of the catalogs of Warner Bros., Elektra/Asylum and Atlantic Records. There will be a five percent discount and extra dating on copies of these titles purchased between Sept. 17 and Oct. 12. Dealers may only get those favorable terms on one order and may only qualify for the program if they are "current in their regular account." Back orders originating from the program will be carried and eligible for the program discount up to Oct. 26. On that date, remaining back orders will be cancelled.

Payment for all shipments made under the WEA program will become due in installments. Half of the payment will be due Dec. 10, 1979, and the other half will fall due Jan. 10, 1980. Accounts who make their payments by the 25th of each month will still be able to qualify for the normal two percent discount.

All authorized returns of product resulting from purchases made under this program will be credited to reflect the five percent program discount.

Capitol Offer

Capitol's program is very similar to WEA's. There will be a five percent discount

(continued on page 52)

president Henry Droz called for industry-wide "self-examination" in order to avoid the massive merchandise loading and heavy returns that plagued the industry for much of 1979.

"Sluggish retail, resulting in poor cash flow, resulting in heavy returns, have been the domino story this year," said Droz. "In addition, our industry has been beset with spiralling cost increases in all major areas of recording, artist development, promotion, advertising, selling, distribution and merchandising, among others.

"All of these events should certainly prompt some self-examination on the part of our industry."

Key Question

The key question facing the industry, according to Droz, is: "How do we maximize sales and minimize returns?" He said the answer lies in more effective cost controls and... "realistic selling."

"Returns are a measure of our sales efficiency," Droz said, "and we will be judged accordingly. We are concerned about returns, and will not idly watch continued abuses."

He went on to warn about labels offering "excessive sales programs which have the net effect of overloading" and dealers purchasing product "solely for advertising dollars."

"We approach the balance of 1979 with these concerns foremost in our minds,"

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Dealers Adapt To Co-op Ad Crunch In Differing Ways

by Charles Paikert

NEW YORK — Many of the nation's retailers faced with reduced co-op advertising budgets from major record companies are currently reassessing their advertising and promotional strategies and adopting a variety of approaches to fill the media gap.

Nearly all retail advertising executives surveyed by **Cash Box** stressed the need for dealers to create new and innovative promotional ventures. "Retailers are being forced to come up with better ideas to prove they can sell product," commented Jerri Sommers, advertising and promotional director for the 1812 Overture chain, based in Milwaukee.

Sommers cited a recent 1812 promotion in which the chain gave away one new Led Zeppelin album to customers who bought four \$7.98 or \$8.98 list albums. "The response was phenomenal," she said, "and it was something that we came up with ourselves."

RCA Records Recognizes Four Profit Centers

NEW YORK — The RCA Records Division has been organized into four distinct profit centers, each of which will report to RCA Records president Robert Summer.

RCA Records, U.S.A., will be headed by Robert D. Fead, division vice president of RCA Records, U.S.A., who has responsibility for all U.S. commercial record activities, including artist and repertoire and marketing functions.

The second center is Music Service. Headed by Rodney E. Starmer, division vice president of music service, the center will be responsible for RCA's record and tape club operation and custom sales.

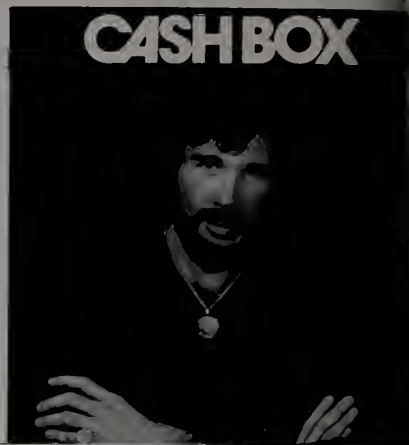
The third center is RCA Records International, headed by Arthur C. Martinez, division vice president, international. RCA's international operations are comprised of 14 subsidiaries and 29 licensees.

The fourth center is manufacturing, headed by Joseph J. McHugh, division vice president of manufacturing, whose responsibilities include record and tape manufacturing operations.

New Position

According to Summer, "Bob Fead's appointment and responsibility create an important new executive position within RCA. And additionally, extending the profit center concept to manufacturing is a change in our approach. My attitude toward manufacturing is that they must — as a matter of

(continued on page 52)



He's been touted as the latest singing symbol, a musical Merlin capable of transforming an audience of normally reserved, perfectly mature women into a mob of squealing adolescents. Reviewer frequently lament that one can't hear the music at an Eddie Rabbitt performance to the screams of the crowd.

His latest LP, **Lovelline**, is his most popular to date, and contains the hit single "Suspicious," which not only became Eddie's 10th consecutive #1 record on the **Cash Box** Top 100 Country Charts, but rose to the top 20 of **Cash Box**' pop charts as well.

Later this fall, Elektra/Asylum will release "Eddie Rabbitt's Greatest Hits," an LP which further underscores Rabbitt's steady rise in popularity. Unlike many "greatest hits" collections, every song planned for inclusion on the album is a bona fide hit record. Nine of the ten tunes planned for the album were #1 country records and several, most notably, "Every Which Way But Loose," "You Don't Love Me Anymore" and "Rocky Mountain Music" were pop hits as well. "Rocky Mountain Music" was also translated into several languages and became a major hit in Germany.

Brooklyn-born and raised in New Jersey, Eddie Rabbitt is no newcomer to the business. He struggled as a songwriter in Nashville in the 1960's and 1970's, sometimes drawing a subsidy of only \$35 to \$40 a week. His success began when his song "Kentucky Rain," was recorded by Elvis Presley and became Elvis' 50th million-selling record. In the early 70's such established stars as Tom Jones, Willie Nelson, Ronnie Milsap and Conway Twitty all scored with Rabbitt's tunes. Today, his own publishing firm, Briarpatch Music, is ranked among Nashville's top publishing companies.

In the coming months, Rabbitt will take time out from his hectic performing schedule to tape his first hour-long TV special for NBC. On September 21-24, he'll be appearing with Dolly Parton at the Universal Amphitheatre as a special guest star.



POUSETTE-DART BAND AT THE WHISKY — Capitol group Pousette-Dart Band recently headlined at The Whisky in Los Angeles in support of its fourth and latest album, "Never Enough." Pictured above backstage are (l-r): Don Zimmermann, president, Capitol/EMI America/UA; Rupert Perry, VP, A&R, Capitol/EMI America/UA; Jon Pousette-Dart and vocalist/guitarist John Curtis.

Like most retailers surveyed, Sommers said that where co-op dollars had been cut, the chain took up the slack by spending institutional dollars. Sommers stated that specialized radio programs such as a local "concert watch" program were the chain's top priorities.

And although 1812 has developed a reputation for "image" advertising, Sommers said the chain is currently stressing price and product in their ads. "We feel that society has become so price-conscious that we can't afford not to advertise price," Sommers explained.

Other retailers, including Lou Fogelman, owner of the Los Angeles-based Music Plus chain and Michael Reff, executive vice president of the Oregon-based Everybody's chain, said that the reduced budgets had affected their flexibility, although they were attempting to compensate by promotions.

"It's hard to be creative," Fogelman said, "when the dollars aren't there. You can't take on any extra projects, but at the same time you stand to lose your identity in the marketplace. You're being confined to radio only, while the newspaper budget gets hurt the most."

As one alternative, Fogelman said, Music-Plus is cross-promoting a Five and Ten Kilometer track meet with a local clothing store October 20 at the Rose Bowl.

(continued on page 52)

For The Record

An article in the Sept. 8 issue of **Cash Box** entitled "Cutouts, Overstocks Include CBS, A&M and Casablanca," may have given the erroneous impression that certain titles being offered by Sutton Distributors for \$3.50 were either cutouts or overstock albums. Actually, these titles, which included records by Linda Ronstadt, Queen, and Olivia Newton-John were acquired by Sutton from an undisclosed Canadian source. None of them has been cut out or dumped by a record label.

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Back To School Music



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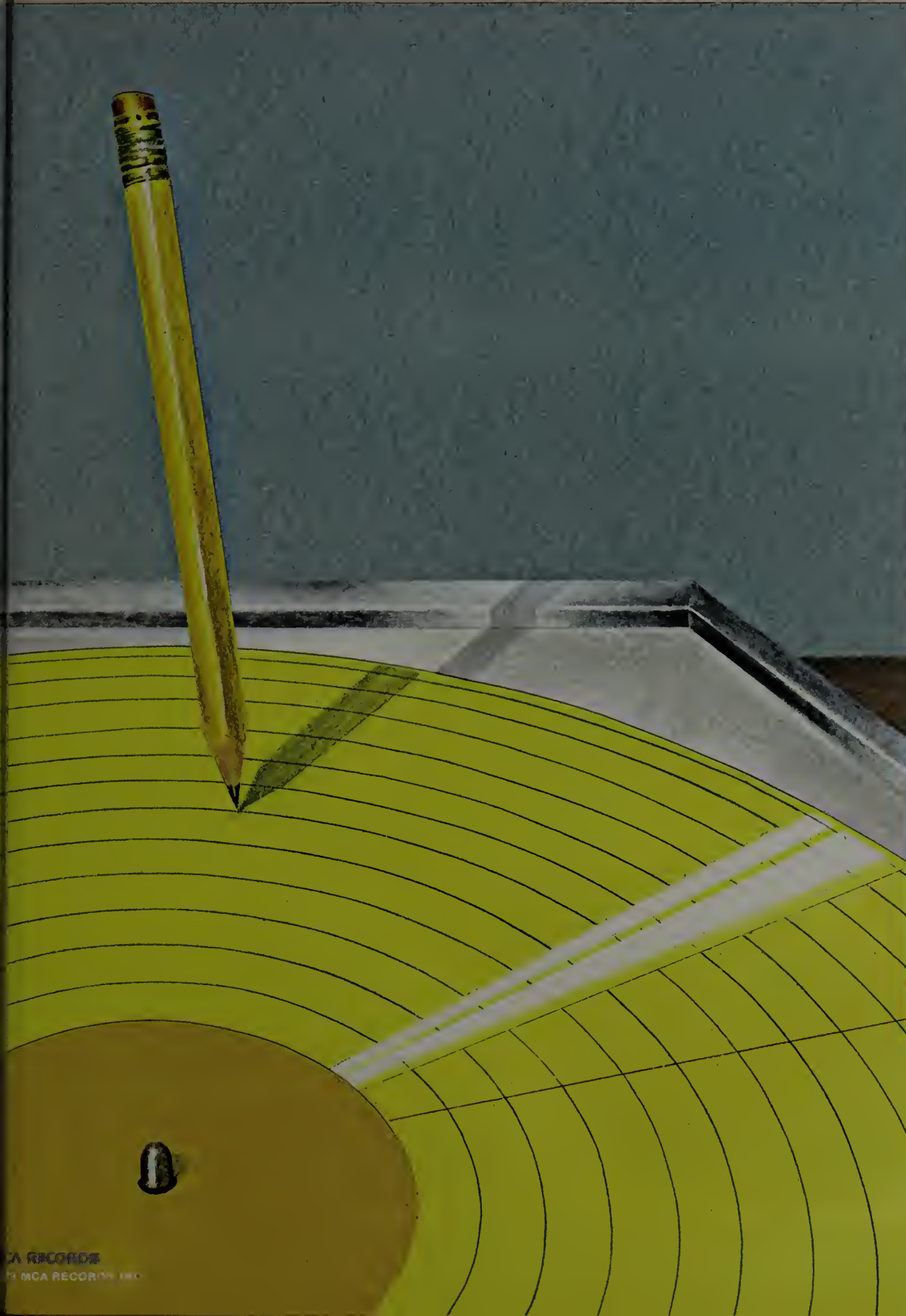
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STORM MCA-3179



JOHN CONLEE MCA-3174



NEW FACES TO WATCH



Bonnie Pointer

With the release of her first solo album, Bonnie Pointer has come full circle. The Oakland-born minister's daughter who started performing as a solo artist right after high school and later inspired her sisters to join her to form the Pointer Sisters, is on her own again.

"I just had a few dreams of my own," Bonnie explains of her decision to leave the successful Pointer Sisters. "We talked about it a long time. I just felt that it would be best for me to be out on my own for awhile, to see what I could do."

What happened was her first solo LP, a self-titled effort, and the single "Heaven Must Have Sent You" on Motown Records. While the album drew attention to her solo debut, Bonnie's single is beginning to match the successes of her efforts with the Pointers. Originally picked up by the disco community, "Heaven Must Have Sent You" is currently #13 bullet on the **Cash Box** Top 100 singles chart.

While the hit single has been the highlight of her solo career so far, Bonnie also welcomes the other opportunities that have cropped up. "I haven't set any limitations on what I want to accomplish," she says. "I would like to become more of a songwriter and I like to dance. There's also a screenplay somewhere in the distant future, too."

A multi-talented performer, Bonnie grew up listening to gospel and television soundtracks, the only music Reverend Elton Pointer would allow his daughters to hear.

The second youngest of the six Pointer children, Bonnie, nevertheless, had few doubts about her choice of careers. "I've always wanted to be an entertainer," she says. "My parents didn't think anything would come of it, but I had my ambitions and I was going to see to it that they worked."

In pursuit of this goal, Bonnie and her sisters Anita and June went to San Francisco in 1969 to break into the music industry. Later joined by sister Ruth, the Pointers paid their dues with various opening acts, back-up assignments (including rock artists Elvin Bishop and Dave Mason at San Francisco's then-flourishing Fillmore West) and club dates until their big break in May of 1973.

Playing at Los Angeles' Troubadour, the Pointer Sisters were "discovered" when their dizzying ascent to the realm of pop stardom was underway.

Numerous commercial and artistic successes followed, highlighted on a personal level by a Grammy award in 1974 for writing the song "Fairytale" with Anita, and first prize in the Japanese Songwriters Festival for "Sweet Stuff," a tune she co-wrote with Stevie Wonder.

Bonnie is presently following up the success of "Heaven Must Have Sent You." Recently returned to Los Angeles following promotional appearances in Philadelphia, New York City and Denver, she is currently in the studio putting the finishing touches on her next album, as yet untitled.

Recorded digitally (as was her single), Bonnie's new LP contains "quite a few surprises" and will be released in October. A promotional tour, including both club and concert dates, will follow.



John Cougar

Moving solidly to the forefront of the post-Springsteen, city-gritty singer-songwriters is John Cougar. His self-titled debut album, the first on the Phonogram-distributed Riva label, is making its mark on the album charts, while the single, "I Need A Lover," has already charted abroad.

Oddly, Cougar does not claim that his upbringing in tiny Seymour, Indiana, where he was born John Mellencamp, offered little real inspiration for rock and roll rebellion. "AM radio was great then," recalls Cougar, "with Eric Burdon, Mitch Ryder, and Motown. But that was all we had. And you couldn't get a record if it wasn't stocked in Sears and Roebuck. Seymour was so boring that I had a friend who actually rehearsed standing next to a parking meter for hours practicing looking cool."

But by the time Cougar was 18, he was already making demo tapes at a local four-track studio, and after a couple of unproductive odd jobs, he submitted some demo tapes to a list of carefully chosen managers. This resulted in Cougar being taken on by Tony DeFries' Main Man firm, which was then managing David Bowie. This resulted in an album deal with MCA, which Cougar looks back upon as a throw-together, and a second album which never left the can. Shortly thereafter, Cougar and DeFries parted ways, leaving Cougar with little but his new last name.

Despite this experience, Cougar soon again pacted for management with Billy Gaff. "I was in L.A.," recalls Cougar, "and my lawyer, who also worked with Gaff, introduced us. What I liked about Gaff was that he didn't have a need to get his hooks in me. He had already been highly successful with Rod Stewart and I was a challenge to see if he could do it again."

Though "A Biography," Cougar's first album for the Riva label (formed by Gaff and Rod Stewart) was never released domestically it made waves in France, England and Australia, where Cougar even hosted a TV show. Returning to America, he recorded his current album at Criterion Studios under the production auspices of the Albert Brothers, who have also produced Firefall, the Allman Brothers and McGuinn, Clark, and Hillman.

"What I liked about recording at Criterion," says Cougar, "is that there were no attitudes down there, like 'hey, we've done Aerosmith,' and I'm supposed to be impressed."

Today, Cougar's career is as successful as it has ever been. His performance at New York's the Bottom Line was well-received by some tough critics, and he will be doing a series of tour dates in the near future with the Kinks, Ian Hunter and Mick Ronson. Cougar is especially looking forward to his next recording project.

"Once I make a record, it's over. I've listened to my new album maybe twice. I'm always looking forward to my next album, and particularly to developing my skills as a songwriter. And I'm proud of the fact that people like Tina Turner and Pat Benatar have covered my tunes. They tell me that I've got to hype myself more, but I feel that compared to the kind of talent I'd ideally like to be, I've just learned to get on my knees and crawl a little."

ARTIST PROFILE

Starship's Kantner Still Flying As Group Continues To Evolve

by Joey Berlin

NEW YORK — Despite changing times and myriad personnel changes, the Jefferson Starship lives on.

Only guitarist Paul Kantner remains from the founding of the Jefferson Airplane 14 years ago, but the 1979 model Starship is currently working on the group's sixth album (or the 18th, counting the 12 Airplane LPs) with a new lead vocalist, drummer and producer.

Following the recent departures of Grace Slick and Marty Balin, the voices of the Airplane-Starship who had left and returned to the group before, some thought the Starship might throw in the towel. But according to Kantner the defections just meant that it was time for another regrouping.

"When Marty and Grace left the band, we had to face and deal with it," says Kantner. "But the band has been evolving ever since the Airplane maniacally split apart while I was making my first solo LP, 'Blows Against The Empire,' in 1970. But the musical core is the same.

"The group still has that family feeling that's always been there, that same feeling of people united versus the world. More than when Marty and Grace were going through the ends of their traumas about leaving."

There are new people involved with the band, even if the spirit remains the same. Several months ago, former Journey and Frank Zappa drummer Ainsley Dunbar climbed aboard the Starship. And, after a substantial search for a new vocalist, Mickey Thomas, formerly of Elvin Bishop, was selected.

"Ainsley brings a harder edge to the band, and we'll be featuring him up front the new album," indicates Kantner. "And after all our singer auditions no one else hit us with the immediacy we got from Mickey. With Elvin, he was more laid back. Our version of rock'n' roll is harder and he can really rock out."

New Producer

The new Starship album will also feature a new producer, Ron Nevison. Nevison was the second sound man for the Airplane in 1968, a fact the group discovered only after selecting him for the new album.

"The basic tracks are finished and it's a different direction than we've taken in the last four years," Kantner notes. "I've written some of the material as have Pete (Scars —



Paul Kantner

bass and keyboards) and Craig (Chaquico — guitar). There are some new wave influences, but nothing like most of our recent singles. The singles have given us a soft ballad reputation lately, and now we're making an effort to show our other side."

Kantner believes that records are just "poor photographs of the group," and as a result, says that the Starship tour in support of the new album will be the true test of the new line-up which also includes trombone/keyboard player David Freiberg. He expects to tour the U.S. in the fall and hope-

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Almost 400 Titles Listed In CBS Midline Series

by Ken Terry

NEW YORK — CBS Records has released a list of nearly 400 catalog titles formerly listed at \$7.98, which now carry a list price of \$5.98. Among them are selections by most of the big names on the CBS roster, as well as albums by lesser-known artists. Every category of music is featured in the list.

Although product by some very big stars is being reduced to \$5.98, not all of their catalog is necessarily being priced at that level. For example, the only Chicago albums included in the midline are "V," "VI," "VIII," and "X." And, while Billy Joel's "Piano Man," "Streetlife Serenade," and "Turnstiles" are all priced at \$5.98, the still-charting LP, "The Stranger," remains at \$7.98, and Joel's most recent LP, "52nd Street," carries an \$8.98 list.

Among the best-known names on the list

(continued on page 4)



BMA RECEPTION — Executives of the Black Music Association were recently feted by officials of the Country Music Foundation in Nashville at the Foundation's Library and Media Center in Nashville. The BMA reps discussed the Foundation's non-profit hall of fame and county music library. Pictured above (l-r): Ewart Abner, Stevie Wonder's manager; Stevie Wonder; Glenda Gracia, executive director, BMA; Bill Ivey, director, County Music Foundation; Diana Johnson, the foundation's deputy director and Kenneth Gambel Philadelphia recording executive and producer and BMA president.

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Joseph J. McHugh

McHugh Named Manufacturing VP For RCA Label

NEW YORK — Joseph J. McHugh has been appointed to the position of division vice president, manufacturing, of RCA Records. McHugh, who will report to Robert D. Summer, president of RCA Records, will be headquartered in Indianapolis, Indiana.

McHugh, who has been with RCA for 13 years, has for the past three years been on assignment in Europe with directorial responsibility for establishment of a picture tube manufacturing facility. From 1973 to 1976 he was manager, manufacturing, with responsibility for color television tube manufacturing at RCA Corporation's Scranton, Pa. facility.

RCA Will No Longer Distribute Bethlehem

NEW YORK — RCA Records is in the process of terminating its distribution arrangement with Bethlehem Records, a jazz reissue label owned by Cayre Industries, **Cash Box** has learned.

RCA has distributed 30 of the label's 200 catalog titles since November of 1978. According to a spokesman for Cayre, the titles were released primarily on a "test basis," and both parties had expressed "second thoughts" about the agreement. He declined to say whether Bethlehem had found a new distributor for its catalog.

RCA/Salsoul

The spokesman added that the dissolution of the arrangement would not affect RCA's relationship with Salsoul Records, which is also owned by Cayre Industries. An RCA spokesman could not be reached for comment.

NARM Scholarships May Go To Spouses

NEW YORK — For the first time in the twelve-year history of the NARM scholarship program, spouses of employees of NARM member companies will be eligible for scholarship consideration.

In addition, new NARM scholarships have been raised to \$6,000, or \$1,500 for each academic year.

The scholarships are awarded on the basis of financial need to academically talented students. Winners are selected by a committee of NARM members, chaired by William G. Owen, vice president of the University of Pennsylvania.

October 31 is the final date for submission of applications for the 1980 program. Member companies may call the NARM office at 609-795-5555.

Shoes Debuts LP On Elektra/Asylum

LOS ANGELES — Elektra/Asylum artists, Shoes, debuts the "Present Tense" LP Sept. 18. Shoe members are Jeff Murphy, John Murphy, Gary Klebe and Skip Meyer.

Copyright Office Sets Hearing Date On Mechanicals

WASHINGTON, D.C. — The Copyright Office will make its position known on the controversial subject of mechanical license royalties at a hearing set for October 19. The long-awaited Copyright Office decision will aim to resolve questions left hanging since the last formal meeting in December, 1978.

The conflicting demands of the RIAA and the National Music Publishers Association, argued by Stanley Gortikov for the record industry and Leonard Feist for music

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Moonlight Formed By Ahern, Baister

LOS ANGELES — Paul Ahern and Mel Baister have formed Moonlight Management and Productions, a full service company for recording and performing artists. Moonlight's first signing is the Simms Brothers Band, a seven piece group on the Elektra/Asylum label.

The Westport, Connecticut based company will handle personal management and international tour coordination for its artists, and will arrange Boston's debut tour of Europe. The company will also coordinate tours for international acts coming to America.

Ahern, who formerly worked as the national promotion director for Asylum Records, currently manages Boston. Prior to co-founding Moonlight, Baister was vice president of international artist development for Leber-Krebs management.

VP Post At WEA Goes To Falstrom

LOS ANGELES — Jerry Falstrom has been named a vice president at Warner-Elektra-Atlantic Corp. The announcement was made at WEA's Awards Dinner held recently in Los Angeles.

Falstrom had been with CBS-TV for five years before joining WEA in February of 1977. He was named controller in July, 1978 and will continue in that position.

"We are fortunate to have within our organization men of such stature who may be called upon to assume the more demanding executive responsibilities required to meet the challenges of the '80s," said Henry Droz, president of WEA, in making the announcement. "I look forward with optimism to the role Jerry Falstrom will play as part of a top management team dedicated to sustaining WEA's influential position in the music industry in the coming decade."



Jerry Falstrom



Gilbert

Kaplan

Shindler

Sayers

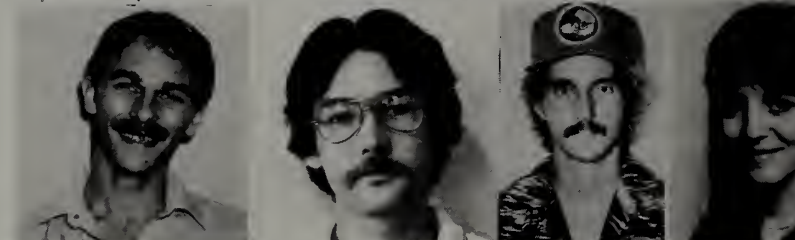
WEA Appoints Scheible — Warner/Elektra/Atlantic has announced the appointment of Jeff Scheible as the Los Angeles sales manager. He most recently was vice president & national sales director for MCA Records. He spent four years with Decca as a sales rep, promotion person, Detroit sales manager and Miami branch manager, prior to joining MCA in 1971.

Three Promoted At Lieberman — Lieberman Enterprises has announced the promotions of three employees: Dennis Price, Tom Diehl and Bruce Lowry. Price will be moving to Minneapolis headquarters in October to assume the position of national director of product and promotion. After three years of service with LE, he will be responsible for Kansas City, Denver and Dallas. Diehl has been named LE national sales manager. He began working with the company 14 years ago, and will be directly responsible for Minneapolis, Portland and New Jersey. Presently the one-stop manager in St. Louis, Lowry has had his current position expanded to include regional responsibilities for St. Louis and Indianapolis. He joined LE in 1973 in the re-sale department.

Gilbert Named At E/A — Mory Gilbert has been named east coast regional sales manager for Elektra/Asylum Records. He was most recently New York branch manager for Polygram Distributors and had previously filled the same post with Apex Martin Distributors. From 1973 to 1976 he worked with RCA Records as New York branch manager and national singles sales manager.

Polydor Names Kaplan — Hal Kaplan has been appointed midwest marketing manager for Polydor Records. He will work out of the Polygram Distribution offices in Detroit. Prior to joining Polydor, he held similar posts with both Capricorn Records, and, before that, Atlantic Records.

Changes At Fantasy — Fantasy Records has made several additions to the promotion staff. Dominic Silvi has been named east coast promotion manager, while Bruce Shindler is the new west coast promotion manager, assisted by Laurie Sayres. Before joining Fantasy, Silvi was Private Stock's northeast director of promotion for three years. He spent the previous four years as Capitol's Boston area marketing and promotion manager. Shindler comes to Fantasy from Infinity Records, where he spent the last year as their northern California promotion representative. Prior to that, he was Elektra/Asylum's local rep for two years in San Francisco and three years in New York. Sayres, who was Shindler's assistant at Infinity, also served in various marketing department positions at RCA Records in New York during 1977-79.



Lee

Allen

Owen

Christiansen

Hayden Names Lee — Tom Hayden & Associates, has announced the appointment of Michael Lee as director of national disco promotion. Prior to joining the Hayden organization, he served as independent disco consultant for special projects including demo production at United Artists Music Publishing and simultaneously handled west coast promotion for RPM & Associates, an independent promotion firm.

Rolfes Appointed At WEA — Warner/Elektra/Atlantic Corp. has announced the appointment of Gary Rolfes as director of accounting. He was most recently with the Hydril Company as manager of corporate financial reporting. Prior to his joining Hydril, he spent three years at Xerox as manager of financial reporting and control.

Parkinson To Steel Company — Nancee Parkinson, director of publicity, west coast the past 1 1/2 years for The Press Office, Ltd. has announced her resignation. She is leaving to become president of Bryson Steel & Metal Products Co. in Bryson, Texas. She can be reached at P.O. Box 129, Bryson, Texas 76027.

Allen, Owen Join RCA — Andy Allen and Danny Owen have been appointed field promotion managers for RCA Records. Allen is now field promotion manager for St. Louis. For the past year he has been RCA's Kansas City salesman, having previously spent three years as store manager for Camelot Music in St. Louis and two years as an air personality at KSHE. Owen is the field promotion manager for Dallas. He joins RCA from Capricorn Records where he was southwest regional promotion manager.

Christiansen Names At Arista — Arista Records has announced the appointment of Jill Christiansen to manager, national tour publicity for the label. Prior to joining Arista, she was director of publicity for Mikes' Artist Management. From September 1977 through 1978 she was senior account executive at the Howard Bloom Organization.

Smith Leaves CTI — Arnold Jay Smith has left CTI Records, where he was director of creative services. He can be reached at (212) 675-7553.

Arista Appoints Gordon — Arista Records has announced that Sheryl Gordon has been named the label's publicity coordinator. Before joining Arista's publicity department in 1978, she was a publicist at New American Library, a position she held from 1977.

Powell Names At Robert Abel — David Powell has been appointed controller of Robert Abel and Associates. He was formerly vice president of finance for Butterfly Records, and initially controller for Casablanca Records.

Siegel Joins Copa — The Copacabana has announced that David Siegel has joined the Copa as vice-president of entertainment. Before joining the Copacabana he was most recently a partner in Sid Bernstein Productions, where he worked in sales and the acquisition of new clients.

Vetri To Keylock — Keylock Records has appointed Gary Vetri, former national disco radio tracker for London Records, national disco coordinator.

Lovin' always raises a little bit of Hell. "Shake Hands with the Devil." A new Kris Kristofferson album.

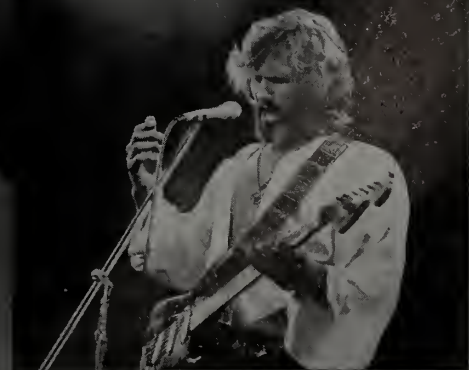
JZ 36135

Kris Kristofferson sings very special new songs all about loving. And he means it all, 'cause he wrote most of them himself.


Kris Kristofferson.
"Shake Hands with the Devil."
On Columbia Records and Tapes.



KRIS KRISTOFFERSON
SHAKE HANDS WITH THE DEVIL



Produced by David Anderle for Monument Records.
Personal Management: Bert Block Management
Ridgefield, Connecticut

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Hayden's Label Scores With First Release, A&R Tactics

by Frank Sanello

LOS ANGELES — Since CBS' A-Tom-Mick label had a #1 hit on the disco charts earlier this year with its first release, Patrick Hernandez' "Born To Be Alive," it seems reasonable to quiz Tom Hayden, co-president with Mike Stewart of A-Tom-Mick, about his theories and practices of A&R.

Asked what guidelines he gives his A&R department, the 26-year-old executive categorically replies, "I am the A&R department." He clarifies that while A-Tom-Mick personnel and staff members of his promotion department do have input, the final say-so on artists' signing and promotion is his.

Both general and specific criteria, pragmatic and theoretical ideas are considered when signing an artist, Hayden says.

The Hernandez choice illustrates the more practical side of Hayden's A&R practices. When the decision was made to buy the U.S. and Canadian rights from Aquarius, "Born To Be Alive" was already the #1 hit in France, with 2 million units sold. The label's next release, Diva Gray & Oyster's "Saint Tropez," is currently #17 on the French charts.

Formula For Success

Buying European hits may at first seem like a logical and surefire formula for success — until one realizes that some of Europe's biggest recording artists have belly-flopped on U.S. shores.

The real reason Hayden prefers to go with European hits is even simpler. "I like to buy them because I know what they sound like. I have the master in my hand, and except for the remix, I know what the finished product will be.

"It costs a few more dollars to buy a hit, but it's wiser to buy an established hit than to pay an established and expensive producer to record what you hope will become a hit," he adds.

In theory, Hayden looks for an artist "who is capable of going out and touring, somebody people can relate to. We hate to promote a fictitious studio group." The young exec also hopes "I have an open enough mind to recognize a new trend and spot a new sound."

Dissatisfied with the A&R decisions he saw made when working for other labels, Hayden admits to having had a secret desire to form his own label and make his own A&R decisions. He is quick to point out, however, that his A&R and promotional choices have sometimes also been wrong.

Missed Movement

"I turned down an offer to promote Claudja Barry's 'Boogie Woogie Dancin' "



Tom Hayden

Shoes.' I thought the record too fast to be played in the clubs. I didn't realize that the single was the spearhead of the fast beat movement which later took over the clubs," he says.

Although A-Tom-Mick's first release and success were in the disco field, Hayden and co-president Mike Stewart do not plan to go with that sound exclusively. In fact, Diva Gray & Oyster will be geared toward Top 40 and R&B stations. "We won't go after discotheque exposure," Hayden states, "until we've had a crack at Top 40."

Demise Of Disco?

Also, as head of an independent promotion firm responsible for moving product of numerous labels, Hayden disagrees with those who predict the imminent demise of disco based on the current drop in disco sales. "Disco is part of the record business, and disco has slowed down just like everything else. If disco is dying, then so are pop and R&B. As long as there are discotheques and other areas to promote it, companies will continue to release disco product."

Hayden also sees a solid future for disco-
(continued on page 51)

Eagles Tour To Begin Oct. 8 In Providence

LOS ANGELES — Elektra/Asylum recording group the Eagles will begin a concert tour of the east and midwest on Oct. 8 in Providence, Rhode Island. Nine more shows in six other cities will follow, winding up with an Oct. 21 date in Richfield, Ohio. Additional tour dates will be announced shortly.

The tour will coincide with the release of the Eagle's new LP on E/A, "The Long Run."



STORM SIGNALS FROM MCA — Rock group Storm, a high energy quartet, have signed with MCA Records and will release their debut LP, a self-titled effort, this week. Pictured are (l-r): Randy Phillips, Storm co-manager; Ronni Hansen, Storm; Denny Rosencrantz, MCA A&R vice president; Ruth Carson, MCA product manager; David Devon, Storm; Bob Siner, MCA Records president; Jeanette Chase, Storm; Lear Stevens, Storm; and Ken Ellner, Storm co-manager.

ROCK STARS TO LEAD ANTI-NUKE MUSIC RALLY — The folks at MUSE (Musicians United For Safe Energy), who are sponsoring a series of benefit concerts at Madison Square Garden from Sept. 19-22, are hoping to cap the weekend with a huge rally at the Battery Park City landfill in New York on Sunday afternoon, Sept. 23. Details and approval from the city still have to be ironed out, but MUSE hopes that its show will feature the likes of Jackson Browne, Gil Scott-Heron, Graham Nash, Jane Fonda, Ralph Nader and other activists and musicians. The show, which could attract up to 200,000 people, will be broadcast over the DIR network and money will be made by selling food and T-shirts and passing the hat. . . . And a fourth show has been added to the MUSE bill at the Garden, this one on Sept. 22 with appearances by Tom Petty and the Heartbreakers, Bruce Springsteen, Peter Tosh, Bonnie Raitt and Gil Scott-Heron. There are also plans underway to put on a fifth show Sunday night at the Garden, and negotiations are still ongoing for rights to record the landmark concerts. . . . Since insiders get all the breaks, including tax breaks, MUSE has set aside several hundred seats at each concert for the music industry at \$100 per ticket, tax deductible. These seats may be ordered by calling Susanna Styron at 691-5422.



JOHANSEN AT PALLADIUM — Blue Sky recording artist David Johansen recently performed at the Palladium in New York, where he featured selections from his latest album, "In Style." Pictured (l-r) are: Johansen; Ellen Foley, Cleveland International recording artist; and Gordon Anderson, director of national promotion for CBS Associated Labels.

Hamilisch wrote the tune, and James Mtume and Reggie Lucas produced. . . . Epic is coming out with a "Best Of" Southside Johnny album. The title cut is a previously unreleased live version of "Havin' A Party" . . . Dee Dee Bridgewater is in rehearsal for "1940s Radio Hour," slated to open on Broadway early next month. . . . George Thorogood is curbing his touring to avoid any impression that he is supporting the MCA album, "Better Than The Rest," which features five-year-old material by the artist. . . . Willie Mitchell, a Memphis fixture for many years and a founding member of the Memphis Horns has signed with Bearsville Records as an artist and producer. . . . Helen Schneider stars in a cable TV special that was taped at LA's Roxy Theatre. . . . The Feelies, one of New York's more highly touted new wave bands, have been signed by Stiff Records. . . . "Kick Me Hard," NRBQ's latest album on Red Rooster/Rounder Records, features an old Rosemary Clooney song, "This Old House" . . . Blue Angel, the latest discovery of Allman Brothers manager Steve Massarsky, is attracting serious label attention after several east coast showcases, including one at Trax last week.

HE LED A MUTINY — Things weren't so cool on the mothership in spring of last year. "Everything was for George Clinton," according to Jerome Richardson, a disenfranchised former drummer for the Parliament-Funkadelic troop. One of the main points of contention was salary. The band members wanted higher ones, but George C. didn't quite see it that way. So Richardson and others attempted to boycott a show and soon thereafter, they were out on their own. Now Richardson accuses Clinton of "faking the funk," which is tantamount to accusing the Pope of heresy. Meanwhile, Richardson has put together his own funk band, Mutiny. The band's debut album is out on Columbia, and its objective, says Richardson, is to play "heavy metal black funk." Although the music differs from that of P-Funk, Richardson is borrowing a page from Clinton's book and concentrating on a spectacular stage show, based on a "pirate" theme, that should be on the road by early next year.

AN APPEAL — Sid Bernstein has made one of his periodic appeals to reunite the Beatles for a benefit concert. This time, via a full page ad in the Sunday New York Times, his "appeal" focuses on the plight of the boat people, and he wants John, Paul, George and Ringo to play dates in Cairo, Jerusalem and New York, which would be recorded and shown in theaters across the world. Bernstein estimates that the rather astronomical figure of \$500 million could be raised. This would be "turned over immediately to aid the boat people and quickly relocate them," although no specifics are mentioned concerning how this herculean task would be accomplished. So far, none of the Beatles have responded.

TIMES OF THE SIGNS — From the Village Voice bulletin board: "Cocaine Anonymous Meets Tues & Thurs in Sept" . . . "Thunder Road," a magazine devoted to the activities of Bruce Springsteen and associates, will be nationally distributed via JEM Records. Contributors include renowned Springsteen authority Leo Sacks. . . . There's a great bar and soul food restaurant in the unlikely location of Tenth Ave. and 17th St. in NYC. It's called West Boon Dock and features live jazz and "boss soul food," along with one of the hippest atmospheres in the city. The place is tucked in amidst old warehouses and truck depots, but the walk west is well worthwhile. . . .

CRITICS CORNER: The following line is not a spoof. It actually appeared in a review of the B52's' debut album. Those who can identify the article win an all-expense paid trip to CBGB's with a guaranteed seat next to the rock critic of your choice. Ready? "Their song lyrics seem consciously McLuhanist in their post-literate allusiveness." . . . !!!

ZAPPA MEETS KLEIN — During a recent taping of DIR's The Robert Klein Hour, guest Frank Zappa was steered into telling the story of his new Phonogram album, "Joe's Garage: Part I." Highlights of Frank's narration included a young Catholic girl's "Hooverism" with a member of a fictional rock band, a certain Father O'Reilly's renouncing the church to become a wet T-shirt contest m.c., and the strange teachings of L. Ron Hoover of the First Church of Applianceology.

charles palkert



FRANK'S FLAMES — Only Frank Zappa could take on a Jewish princess and a Catholic girl at the same time. The bizarre Phonogram/Zappa recording artist invited the girls, already immortalized in song, to his studio to listen to his latest LP, "Joe's Garage."



Makin' Music

MCA-3161

**ROY CLARK
GATEMOUTH BROWN**
featuring
**STEVE RIPLEY (Producer)
AIRTO MOREIRA
TONY GARNIER
JIM KELTNER
GARLAND CRAFT
THE MEMPHIS HORNS
THE MUNDANE WILLIS SINGERS**

MCA RECORDS



CASABLANCA SIGNS CAPTAIN, TENILLE — Singing duo, Daryl Dragon and Toni Tenille, a.k.a., the Captain and Tenille, recently inked a long-term recording contract with Casablanca. Their debut LP for the label is scheduled for an October release. Pictured above at the signing are seated (l-r): Daryl Dragon and Toni Tenille. Standing are (l-r): Bruno Ciccoti, the duo's manager; Bruce Bird, exec VP, Casablanca and Norman Brokaw, exec VP, William Morris Agency.

Carter And White House Host Afternoon Of Gospel Music

by Don Cusic

WASHINGTON, D.C. — Gospel music came into its own Sept. 9, when the President and Mrs. Carter hosted an old-fashioned Gospel Singin' at the White House. It was the first time Gospel music has ever enjoyed a "Day" at the White House, and more than just a day, the event proved to be a life-time achievement for those involved in Gospel music.

It was a perfect day for a Gospel concert, boasting bright sunshine for the more than 800 guests who attended the three-hour event.

BMI Announces Royalties Up For 2nd Half Of 78-79

LOS ANGELES — Broadcast Music, Inc. (BMI) announced "substantial royalty increases" for its affiliates during the third and fourth quarters of the 1978-79 fiscal year. Royalty payments were up for the period — Jan. 1-June 30 — due to "healthy licensing income and a continued stress upon operating efficiency," according to BMI senior vice president Theodora Zavin.

While the organization declined to provide dollar amounts, significant increases were registered over the figures that last year contributed to a record \$56.4 million paid to BMI members.

Specifically, areas in which payments increased during the third and fourth quarters included plateau performance monies, up 35%; base rates for television theme and background performance monies, up 30%; and a 50% increase in U.S. television prime time feature performance rates.

In addition, third quarter checks awarded increased payments to television themes of network prime time shows broadcast in excess of 26 weeks. Fourth quarter payments afforded these same increases to themes of such shows broadcast in excess of 13 weeks.

BMI is the only licensing organization to guarantee the minimum rates it will pay for radio and television performances of the works it licenses. BMI's most recent payment schedule, issued in June 1977, noted that, as a non-profit making organization, BMI distributes "all available income from all sources by a voluntary increase in some or all of the rates described for commercial radio and television performances in any quarter in which additional income is available."

As the guests entered the White House lawn through the Jacqueline Kennedy Rose Garden, they were invited to spread their blankets on the ground in front of the stage, and fill their plates from a buffet table, which featured southern fried chicken, potato salad, cole slaw and lemonade.

Shortly after 2:00 p.m., President Carter took the stage and talked of his love for Gospel music. He apologized for it not being an all day event, but said that, "the quality will make up for the lack of quantity."

President Carter finished his talk by saying "that's enough preaching, now for some Gospel music," and introduced the artists. The President and Mrs. Carter were seated on the ground in front of the stage during the performances.

The artists performed in alphabetical order, beginning with the Archers, and including James Blackwood, Dave Boyer, Shirley Caesar, the Happy Goodman Family, Howard University Gospel Ensemble, Julia and Company, the Kingsmen, Barry McGuire, the Mighty Clouds of Joy, Larry Norman, Doug Oldham, Reba, the

(continued on page 28)

Olson Named Top Manager '79 At Pickwick Confab

LOS ANGELES — Wayne Olson of the Des Moines branch was named "Operations Manager of the Year" for Pickwick International at an executive meeting held recently at Brainerd, Minn.

In addition, Pickwick president C. Charles Smith presented the "Best Operating Master Branch" award to the Des Moines operation, and Pickwick vice president of operations Tom Worthen awarded the "Best Operating Satellite" title to the Chicago branch.

The awards highlighted a four-day internal meeting of the company, one of the world's largest music wholesale/retail operations.

The meeting served as a review for all regional and branch managers on company policies, with discussions centering on the function of each of the departments and how they relate to overall operations.

One entire session was devoted to new business systems and implementation plans designed to significantly improve product management and processing efficiency over the next 24 months.

TRIBAL STOMP II — BEAUTIFUL FAILURE — It was a great idea, bring together such divergent artists as **The Clash**, **Joe Ely**, **The Chambers Brothers**, **Country Joe**, **Peter Tosh** and **Robert Fripp** at the Monterey Fairgrounds (Sept. 8-9) — where rock was last heard at the legendary 1967 Monterey Pop Festival. The Fairgrounds offered crafts booths, simulated hang gliding, a small stage for local bands, eateries and lots of other entertaining distractions for a warm, sunny day. But for some strange reason (perhaps ticket prices, \$12.50 for each of four shows, the odd talent mix, or the start of school hardly anyone showed. Those who did created the cultural mix of counter cultural types, straights and punks that promoter **Chet Helms** set out to achieve, but there were so few of them that Helms and his Family Dog had to take a tremendous financial beating. It was so rough, in fact, that Helms canceled press and guest passes for the second day of the event in an effort to generate box office revenues. Still, for those on hand, the second Tribal Stomp was a beautiful day. The light attendance meant no crowds, and there was plenty going on. Hippies, santas, angels, children and a virtual menagerie of tie-died, air-brushed, body-painted '60s types seemingly brought in through a time warp wandered the grounds and the arena — where some excellent performances were put on despite the sea of empty chairs. The most exciting band was clearly **The Clash**, kicking off its second American tour. The group's driving, slashing brand of punk rock was even more exhilarating than on its last tour. Lead singer **Joe Strummer** is more confident and the whole band is more refined, without sacrificing its raw, no-hold-barred musical stance. And when **The Clash** brought out country rocker **Joe Ely** for its third and fourth encores, the festival's musical high point was reached. But there were lots of other memorable moments. The wonder of Frippertronics, punks pogoing to the Chambers Brothers, and **MC Wavy Gravy** getting booed off stage in favor of a tape of Dylan's "Like A Rolling Stone" all helped make Tribal Stomp II a joy to attend.



BOTTLED UP — Currently preparing for their first west coast tour, MCA recording artists the Bottles are rarin' to go. Pictured are (l-r): Bottles members Peter Bayless and Jeffrey Levy.

SO YOU WANNA BE A ROCK 'N' ROLL STAR?

— It's not easy to be a rock star. Take **Patti Smith** for example. Last week she was in Florence, Italy, bringing her original brand of poetic new wave to 80,000 fans at an Italian Communist Party sponsored concert. Being the patriot that she is, Patti capped her well-received set by hoisting an American flag during her encore. But the audience liked her music better than her flag, and soon bottles were flying, rioting broke out and 300 policemen were needed to push down scores of young Communists trying to rush the elevated stage. About 10 people were injured and Patti, who's rarely at a loss for words, canceled her postshow news conference . . . **Graham Nash** is unhappy about Columbia's bar coding policy, but he found a solution to his problem. The label refused to remove the bar coding symbol from the back cover of his new LP "Earth And Sky," which ruined the photos Nash took for the jacket according to the artist. So now Capitol will release the LP Oct. 8 — without bar coding . . . **Bootsy Collins** is angry with the producers of the "Hollywood Squares" TV show. When they invited him to guest on an upcoming edition of the show, Bootsy drove all the way from his Cincinnati home to L.A. to appear. But at the last minute they canceled him, despite the fact that Bootsy has written a new song called "Hollywood Squares Funk Attack."

FILM NEWS — **Cheech & Chong** begin filming their next movie Oct. 8. "Cheech & Chong Go Hollywood" will be a behind-the-scenes comedy about rock 'n' roll . . . "Coal Miner's Daughter," the **Loretta Lynn** biography, is complete and should premiere next March . . . **Martin Mull** is set to star in "My Bodyguard," now that his work on "The Serial" is finished . . . **Ry Cooder** has signed to write the music and appear in a cameo role in "The Long Riders," a Jesse James western.

TV NEWS — **The Cars**, the first host group to be able to select its own guests on "Midnight Special," has picked **Sulcide**, **Iggy Pop**, **Lene Lovich**, **The Records** and **M** to appear with them. The show is filming this month for a later air date . . . **Marty Pasetta** and **Dan** and **Barbara Lewis** will be executive producers of the 58th annual Photoplay Gold Medal Award Show. The 90-minute TV special will be taped Sept. 29. **Stan Worth** will be musical director and a number of top recording acts will appear . . . CBS-TV has slated the 22nd annual Grammy Awards for a two-hour prime time slot on Feb. 27, airing live from the Shrine Auditorium in L.A.

COMING RELEASES — Sept. 24 is the shipping date for the **Eagles'** "The Long Run." . . . Sounds like **The Knack** has at least one potential smash on their upcoming album. **Mike Chapman** is the producer and the likely single is "Girls Talk Dirty." . . . The title cut will be the first single off **Cheap Trick's** "Dream Police." . . . Out of respect to her Bible-belt country fans, **Tanya Tucker** has changed the name of her upcoming LP from "The Devil's Daughter" to a more ladylike "Tear Me Apart" . . . On tap from RSO: the double-pocket **Bee Gees** greatest hits album, due Oct. 22; **Andy Gibb's** latest and "RSO's Greatest Hits," Nov. 5; and **Robert Kraft** and the **Ivory Coast**, Nov. 19. The new **Suzi Quatro** album, "Suzi and Other 4-Letter Words," has just hit the streets . . . The title of the next **Journey** LP will be "Departure." . . . "Think Pink," the **Fabulous Poodles'** second LP, is set for Oct. 3 release . . . **Pat Metheny's** "American Garage" is due Oct. 5 . . . Warners has moved up the release date on the **Pearl Harbor and the Explosions** album to, but of course, Dec. 7.

STUDIO TRACKS — Pablo Cruise producer **Bill Schnee** is wrapping up the new **Boz Scaggs** album, and judging from Boz's recent Amphitheatre dates it should be a winner . . . **Chevy Chase** is reportedly cutting his first record at Crimson Studios in L.A. . . . At Filmways/Heider in Hollywood, final mix has begun on the last **Little Feat** album. Recording was done before **Lowell George's** untimely death, and production has been taken over by a team of band members and the late group leader's friends . . . At L.A.'s Kitchen Sync studio, all girl group the **Orchids** and teen act the **Popsicles** are tracking with producer **Klm Fowley**. "Young and Restless" TV star **David Hasselhoff** is also tracking there.

THE LOCAL SCENE — L.A.-based groups seem to be the hottest item in A&R circles these days, so here are a couple of up and coming acts starting to get attention on the local scene. **The Makers** is a new wave rock band that played the Troubadour and the Ford Theatre last week and showed a lot of potential. They'll be appearing at the Blue

(continued on page 35)

HEAD GAMES — Foreigner — Atlantic SD 29999 — Producers: Roy Thomas Baker, Mick Jones and Ian McDonald — List: 8.98

"Head Games" is Foreigner's third album, and, once again, the sextet has come up with a winning package of torrid formula rockers. Lou Gramm has one of the most powerful and appealing voices in rock, and his gutsy style sounds better than ever before. The LP is chock full of potential hits with a consistent battering ram of melodic hard rock songs in this platinum band's best collection. "Dirty White Boy," "Seventeen" and the title cut are among the barn burners on this LP.

KENNY — Kenny Rogers — United Artists LWAK-979 — Producer: Larry Butler — List: 8.98

Kenny Rogers' warm, smoke & whiskey voice is one of the most engaging in popular music today. "Kenny" will stop people from thinking of him as only a country artist and make them realize that he is truly a mass appeal performer. There are several uptempo acoustic-flavored songs on the LP, and most of the lyric content has to do with love lost and found. His sensitive, world-weary vocal on a lilting orchestrated ballad, "You Decorated My Life," is one of the magic moments.

EVERYTHING YOU'VE HEARD IS TRUE — Tom Johnston — Warner Bros. RSK 3304 — Producer: Ted Templeman.

Johnston possesses one of the most immediately recognizable voices in modern day music, as his gritty vocal readings graced such Doobie Bros. classics as "Listen To The Music" and "Long Train Runnin'." His first solo LP finds him in the company of The Memphis Horns and Little Feat, and singing in top notch R&B form. Johnston's funky blues guitar rhythms power most of the tracks on this outstanding LP. "Outlaw," a hard rock, and "Man On The Stage," a Southern flavored rocker, are the standouts.

STRATEGY — Archie Bell & The Drells — Philadelphia International JZ 36096 — List: 7.98 — Bar Coded

This classic R&B act sounds as good on the new album as it did in the days of "Tighten Up." The Houston quartet sails through a set of classic rhythm and blues songs — ballads, uptempo numbers and jazz-flavored workouts. A lot of stellar session players join in on the set and Michael Pendicin's sax solos are sheer poetry. "You're The Only One" and "How Can I," two shimmering ballads, and the smokin' title cut are the gems on the LP.

TWO SIDES TO EVERY WOMAN — Carlene Carter — Warner Bros. BSK 3375 — Producers: Lance Quinn & Tony Bongiovi — List: 7.98

The title of this, her second album, seems to be apt. On one hand, her own personal roots are hardcore C&W, while on the other she has gained a certain amount of notoriety by rubbing shoulders with such king-pins of Britain's new-wave faction as The Rumour, (husband) Nick Lowe and Elvis Costello. These two apparently divergent factors make for an amazingly creative musical amalgam that works so well that it's hard to believe that the two genres were ever at loggerheads with each other.

MOVIN ON — Vicki Sue Robinson — RCA AFLI-3080 — Producer: T. Life — List: 7.98

Vickie Sue returns with another disco album, and her vocals are more energetic and emotional this time around. While Robinson is the star on this LP, T. Life's compositions, arrangements and production work verge on disco/jazz perfection. Robinson wrings the drama out of a ballad like "Can't Accept The Fact," and lets her voice soar on the title cut and "Hope Your Feelings Are Like Mine."

RUNNERS IN THE NIGHT — Desmond Child & Rouge — Capitol ST-11999 — List: 7.98 — Bar Coded

This theatrical rock band brings the dramatic feel of a contemporary Broadway musical to vinyl on "Runners In The Night." Desmond Child's sophisticated vocal style is equally matched by the haunting harmonies of Rouge (Maria Vidal, Myriam Valle and Diana Grasselli). The band's sophisticated singing style is augmented by a hard rocking musical group led by guitarist G.E. Smith, bassist John Siegler and drummer Jerry Marotta. For AOR and Top 40 lists.

LOVE HUNTER — Whitesnake — United Artists LT-981 — Producer: Martin Brich — List: 7.98

Forget Deep Purple. Whitesnake has. The stylistic similarities are minimal now at this point in the band's career. Whitesnake only embodies the undying rock spirit that was Deep Purple, opting instead for an air-tight total band feel rather than an aggregation of divergent soloists. The end result is superb; vibrant vocals from David Coverdale, guitar work with a noteworthy quiet strength from Bernie Marsden and then there's Jon Lord, who seems to be content now to simply supply rock steady rhythm keyboards.

YOU'RE THE ONE — Rory Block — Chrysalis CHR 1233 — Producer: Booby Ell — List: 7.98 — Bar Coded

Block's smoldering, sensual vocals are in top form on this fine disco-oriented outing. The music is rife with walking bass lines, hand claps punctuating horns and sophisticated string fills. The inimitable Don Renaldo supplies the vibrant horns and strings. The title cut, a guaranteed smash in the discos and an X-rated disco inferno entitled "Please Put Out The Fire" are the top tracks on the LP.

FOREIGNER



KENNY



Tom Johnston



Archie Bell & The Drells



Carlene Carter



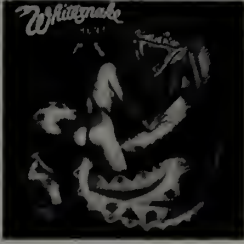
Vicki Sue Robinson



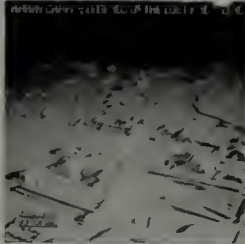
Desmond Child & Rouge



Whitesnake



Rory Block



DREAM POLICE — Cheap Trick — Epic FE 35773 — Producer: Tom Werman — List: 8.98

This rock 'n' roll popsicle of a band made Budokan a household word with its superb live LP, and "Dream Police" should keep the Tricksters on top of the rock heap for some time. The band has it all — neat hooks, great looks, two kooks and adolescent appeal. This beautifully produced LP is more fun than the back seat at the local drive-in and "Writing On The Wall," "I Know What I Want" and "Need Your Love" are the long awaited album's rockin' joys.

FLIRTIN' WITH DISASTER — Molly Hatchet — Epic JE 36110 — Producer: Tom Werman — List: 7.98

When the first Molly Hatchet album came out a year ago few anticipated that it would eventually bust out of Florida, esconce itself in the charts for 32 weeks and very quietly turn gold. "Flirtin' With Disaster," now emphatically underscores the reasons for the band's success. Full-tilt guitar boogie workouts guaranteed to skin an alligator at ten aces and barbed wire vocalizing all but bury the term "mellow."

THE MOTELS — Capitol ST 11996 — Producer: Carter — List: 7.98 — Bar Coded

The Motels is one of the most popular bands on the L.A. club scene, and Martha Davis and her boys have finally found their way onto wax. The band's hard pumping, volatile new wave style exudes the sound and feel of the sensual Los Angeles night air. Jeff Jourard's hot axe licks and Michael Goodroe's bass pulsations are the perfect vehicle for the passionate vocals of vamp Davis. "Total Control," "Kix," and "Porn Reggae" are the ones to listen for on this LP.

THE BEAT — Columbia NJC 36195 — Producer: Bruce Botnick — List: 7.98 — Bar Coded

This fine San Francisco quartet has come up with a startling debut effort. The band incorporates brash new wave sensibility with the spirit of British Invasion rock. The result is one of the most intense rock 'n' roll packages of this year. There is much youthful exuberance in the Beat's music, but the sound is rawer and more gut level than many of its slick contemporaries. Look for this band to become one of the sleeper acts of 1980. Key cuts are: "Work A Day World," "Let Me Into Your Life" and "You And I."

LEGENDS OF THE LOST AND FOUND — Harry Chapin — Elektra BB-703 — List: 12.98

Chapin fans will revel in this latest live two-record set from the definitive short story singer. Chapin tells tales in the grand folk song tradition, but puts them in more of a contemporary musical frame with a five-piece band. New classics such as the title cut and "Old Folkie" as well as old standards like "Mail Order Annie" and "Poor Damn Fool" can be found on this waxing. A lyric sheet should be kept close at hand throughout this engaging double album.

I STILL HAVE DREAMS — Richie Furay — Asylum GE-231 — Producer: Val Garay — List: 7.98

Furay's ringing vocals were the main reason for the high flying sound of such illustrious alumni as Poco, The SHF Band and the Buffalo Springfield. Furay's second solo LP finds him in subdued surroundings and lending his silver throat to gentle ballads. The infamous Section and "Dirty" Waddy Wachtel fuel some of the more uptempo songs like "Lonely Too Long" and "What's The Matter Please." However, Furay shines on a ballad in the "Kind Woman" vein entitled "Headin' South."

STORM — MCA-3179 — Producer: Storm — List: 7.98

Storm displays much of the pomp and majesty that Queen displayed on its first LP. Lear Stevens' sonic guitar licks are akin to those of Brian May, and George Tutko's high technology engineering also resembles the band's British contemporaries. However, the comparison stops there as the quartet's vocals are sort of a Chipmunkian wonderment. The band's focal point is lead vocalist Jeanette Stevens. Her vocal acrobatics and rock 'n' roll conviction spearhead the unit's heavy metal pyrotechnics.

HOLIDAY IN HOLLYWOOD — Richard Stepp — Infinity INF 9012 — Producer: Andy Di Martino — List: 5.98

Richard Stepp's "Hollywood Night's" is the first LP in Infinity's new "Rising Star" (\$5.98 list) album line. The album is a mixed bag of A/C ballads, disco romps, bright rockers and white R&B workouts. Richard Stepp is a versatile artist who possesses a voice reminiscent of Boz Scaggs. The smoothly orchestrated "Caught In a Whirlwind" and the rhythmic, tropical title cut are the most appealing tracks on this LP.

MARSHALL — Marshall Chapman — Epic JE 36192 — Producer: Pete Drake — List: 7.98 — Bar Coded

Chapman's second album is a driving rock affair that blends only a slight bit of country to reflect her Nashville background. Marshall Chapman is a woman who takes a stand. With a sly sense of lyrical humor, Chapman steps beyond the perfumed female singer/songwriter syndrome and fronts her own band and sings with refreshing boldness and confidence. The title cut and "Why Can't I Be Like Other Girls" sum up this album's aggressive, but personal stance. For AOR who are looking for an alternative female voice.

SOUND VIEWS

VIDEODISC JUKEBOX — An as-yet unnamed Japanese company is manufacturing videodisc "jukeboxes" which will operate similarly to conventional music jukeboxes and be distributed to restaurants and arcades. Apparently, the company is also gearing up at this time for production of the special discs and the revolutionary vending machine has been slated for introduction at the AMOA's International Exposition in Chicago Nov. 9-11.

TMS ARTIST SIGNING VIA PICTUREPHONE — TMS Records, in conjunction with Pacific and New York Telephone, signed and premiered their first rock recording artist, known as "Vini," via the revived Picturephone process Sept. 7. The coast-to-coast signing was live while the performance was videotaped in this record industry first, as TMS head Tom Schieno inked his end of the contract in New York and Vini completed the agreement in Hollywood. Vini's debut LP for the label has been scheduled for release later this fall.

MATRIX TURNS TO THE TUBE WITH TUNA — Matrix Communications recently threw a get-acquainted party at Butterfield's in L.A. to announce its new television production, "Let's Hear It." Hosted by noted radio personality Charlie Tuna, the production will integrate contemporary music with videos filmed by Matrix, as well as promotional videos offered by several major record labels. According to producer Peter Brown, who has formerly handled production chores on a number of documentary films, half-hour and hour long versions of the show are currently being put together, although demos of the program are still several weeks away. Distribution will be set through an independent network, as yet unnamed. Brown and associate producer Tony ZaZa will write the series, with Mason Hamlin serving as executive director and Jim Gates directing. For further information, contact Matrix at (213) 464-1248.

VIDEO CLIPS — Rosebud Films is currently producing a one-hour special on Warner Bros.' Fleetwood Mac, utilizing both concert footage, shot by Rosebud, and studio footage, produced by Tom Spain in New York. Negotiations are underway for network release. Rosebud is also producing a half-hour special on another WB act, Ashford & Simpson, for cable and college network distribution and is in preproduction stages on two music-oriented feature films, one of which will be a "rock 'n' roll dramatic mystery" . . . KeefCo. has wrapped up loops on The Knack's new single, "Good Girls Don't," and Leo Sayer's "When The Money Runs Out." The production unit is currently shooting a Buddy Holly Memorial Concert in London and EMI-America recording act Kate Bush's "Heavy People" . . . According to Jo Bergman, Warner Bros. Ashford and Simpson (again) will be featured on Jon Roseman's Juke Box program. Jon Roseman Productions is also completing work on a video of former Doobie Brother Tommy Johnston, featuring the track "Show Me" from his upcoming solo LP, as well as two cuts from Nicolette Larson's new set, due Oct. 5. WB's video department has also finished a multimedia presentation honoring the label's 21st birthday this year with a production entitled "The Road Show," consisting of videos, computer animation and slides, synched to a soundtrack which includes upcoming releases, as well as older recordings and antique photos detailing the history of the company . . . Casablanca is coming with a promo film on the Ritchie Family, for use on HBO and European TV. The group will appear on the Midnight Special, Rock Concert, Mike Douglas and Dance Fever in the upcoming weeks. Brooklyn Dreams will guest on Rock Concert, Mike Douglas and Merv Griffin . . . E.J. Stewart, Inc. of Philadelphia announced completion of post-production work on a video program of prog-rockers Yes. Shot at The Spectrum in Philly and produced by Sonny Fox of Superstar Prod., the program involved all four of Stewart's quad VTRs, under the direction of Cliff Schultz and their CMX computer was used to create unique special effects. The program is intended for distribution in Europe, cable TV here and for future videodiscs.

DIRECT DISC DEVELOPMENTS — Sheffield Labs, one of the pioneers in audiophile discs and one of the few remaining companies still cutting direct discs, has recently released "Still Harry After All These Years" with Harry James. According to Andrew Teton, Director of Marketing, Sheffield's new permanent studio is almost ready with a jazz-rock fusion sextet, Don Randy & Quest. Future productions planned include a session with the St. Louis Symphony and a new Lincoln Mayorga and Distinguished Colleagues disc. Sheffield plans to greatly increase its yearly disc output with music integrity being considered on an equal basis with technical integrity. Sheffield is now releasing three new direct discs; "Guitar Wizard" with Thumbs Carlisle, "Dukes of Dixieland" and "Lenny Breau." All releases with the London Philharmonic.

DEBUT OF DBX'd DISCS — Direct Disc Labs will release a new catalog in December with all discs available in a DBX encoded format as well as conventional pressings. Joe Overholt, president, indicated that Direct Disc Labs will be marketing, under license to DBX, their own "negative noise" decoder.

VIDEOCATALOG OUT SOON — Esselte Video, Inc. of New York will publish their 4th publication, The Videolog: Programs For The Home. The catalog contains over 3,500 titles of movies, television shows, and general interest programs available from major film studios, video cassette clubs, and distributors.

TECHNICAL EMMY AWARDED — Ampex Corporation was awarded an Emmy for technological excellence recently for their Automatic Scan Tracking System (AST). Available as an accessory to the VPR-2 series of 1" video tape recorders, the AST System allows for instant replay and slow motion capabilities.

METAL TAPE PROMOTION — JVC Corporation will initiate a major marketing program for their metal tapeline as a means of promoting their metal cassette hardware. Using rep training seminars, extensive media promotion, and point of purchase materials, it will be hard for consumers to remain unaware of the advantages of metal tape. "The most exciting thing about this program," according to the Bruce Adams of JVC, "is that it will highlight the most easily demonstrated major innovation in high fidelity for the past two years . . ."

AUDIOPHILE DISTRIBUTION GROWS — Audio-Technica's StandardDisc record division, National distributor for audiophile discs by RCA-Japan, Telarc, Toshiba-EMI, and Umbrella, has appointed three firms to distribute product on the east coast. They are Euroclass Distributors, New York City; Chlps Distributors, Pennsauken, N.J.; and Schwartz Brothers, Washington, D.C. The new appointments bring the number of StandardDisc territories to 34.

DIGITAL HAPPENINGS — Soundstream, a pioneer in digital recording, was involved in mixdown work on the soon-to-be-released "Tusk" album by Fleetwood Mac, the recently-released Giorgio Moroder LP, "E=MC2", and the group True Myth on the Warner's Canadian label. Future projects include Dave Brubeck's "Christmas Cantata" for CBS and an album with Michael Melvoin for Discwasher. Recent audiophile releases have been "Mel Lewis" on Telarc and the "1812 Overture" also on Telarc. Bob Ingebretson, V.P., of Soundstream, indicates an increasing trend of more pop acts going digital. Although Soundstream is limited to 4 channel recording at present, multitrack machines are under development.

michael glynn & dennis garrick



TRAVERS TRAVELS TO L.A. — Polydor recording artist Pat Travers recently performed at the Pauley Pavilion in Los Angeles, where he featured selections from his latest album "Go For What You Know," including the charted single, "Boom Boom (Out Go The Lights Executives from Polydor, Polygram and Chappell greeted the singer-guitarist backstage. Pictured (l-r) are: Bob Speisman, western regional marketing manager for Polygram Records; Randy Talmadge, western professional manager for Chappell Music; Bob Whit L.A. promotion coordinator for Polygram Distribution; Steve Duboff, west coast A&R director for Polydor; Travers; Gregg Miller, salesman for Polygram; Mars Cowling, member of the band; Dave Greenwald, western regional promotion manager for Polydor; and J. Lauffer, L.A. promotion manager for Polydor.

Adult Contemporary Format Expands With 'Baby Boom'

(continued from page 7)

program director, Don Kelly, took a sociological tact in looking at his new audience.

"The 25-34 demographic, as psychologists and radio consultants claim, are not only the largest sell, but also the people who have been around long enough to be firmly established in their careers," said Kelly. "They are also the people who don't own much yet. So, they are buying everything now. It's the 'Me Generation' theory — Me first, I want it all now. Whereas, after 49 they start to save their dollars."

Untapped Market

According to Kelly, the 25-34 age group represents an assemblage of people that record companies have ignored for a long time from standpoint of trying to generate sales. He believes that albums could be sold to the demographic if they were sold in the right way. They might not buy the Foreigners, offered Kelly, "but they'll buy the Fleetwood Macs, the Neil Diamonds and the Streisands."

Kelly went on to say that the adult, MOR stations of yesteryear aren't even close to what we have today. He also said that A/C is as sophisticated a format as Top 40, and that it is heavily dependent on both market and music research.

One radio station that relies on both these methods of research is KCBQ/San Diego, which began adapting an A/C format in January of this year. The former Top 40 uses the RAM one day diary, and also calls various record stores and communicates with a large network of radio stations across the country.

"We boil all the research down into San Diego. We gear our music to the community's taste," said Charlie Browne, KCBQ's PD. "San Diego is really Dubuque, California. It is a big city that still is a little town. The people here are radio conscious, and are also into fund raising and sports. Involvement means something here."

Importance of Lively Air Personalities

Besides gearing his programming at his city's specific wants and tastes, Browne also stressed the importance of lively air personalities. The KCBQ program director said he felt confident about the stations' involvement in the community because he could send out anybody on the air staff on a personal appearance and rest assured that they'd be the hit of the show.

Another station that is putting the finishing touches on its A/C format is WFIL/Philadelphia, which started abandoning its Top 40 format nine months ago. Jay Cook, most recently the program director and presently the national PD for Combined Communications, felt that one of the reasons behind the station changing to A/C from Top 40 was that the station's teen

audience had simply grown older.

"The older audience just won't go for the teen sound anymore," proclaimed Cook. "It's logical that the people who grew up with WFIL are a little older now, and that dictates that the station mature with its audience."

A/C is different from what it used to be. The change is not that apparent, it's just approaching the thing with a little difference, presentation and a little more realism. We play what we considered to be the Top 40 records in town without blatantly playing any hard stuff."

Cook explained that WFIL, like many of the stations that were surveyed, has bolstered its information in certain parts of the day, and that news was playing a large role. "Priorities change when you're in your twenties and you begin to look for a different radio experience," said Cook. "You want a station that plays music, but also allows you to find out what's happening. That is where we position ourselves."

Donna Halper, the music director of WHDH/Boston, has listened to the Boston AM for most of her life. She has experienced both the old line adult format and the newer A/C format. "I grew up listening to WHDH," said Halper. "as my mother and father listened to the sounds of Frank Sinatra and Peggy Lee."

WHDH, which went A/C about three years ago, is one of the most noted adult contemporary stations in the country as has received the highest Arbitron ratings in Boston in the last two diaries. Halper, who maintains that the station's target audience is from "25-death," said that although A/C is a visibly successful format, it is still a difficult concept to grasp.

Misunderstood Format

"It is one of the most misunderstood ideas in radio," said Halper. "A lot of stations call themselves A/C when they are pretty much Top 40 stations that don't play Led Zeppelin," commented Halper. "There are the stations that play nothing but Sinatra and Engelbert Humperdinck. We changed from the old line MOR station because we wanted to get younger listeners without alienating the older ones. That's how A/C was originally envisioned — middle of the road stance between the turnout Top 40 music of the teens and the stagnation of playing music that was popular 30 years ago. We still play Tony Bennett and Wayne Newton hits, but mostly we play oldies and the current music that fits Boston's lifestyle."

KING/Seattle is different from many of the stations involved in the survey in that it is a Top 40 station. However the station reflects another growing trend in the country because it directs its format at an adult

(continued on page 2)

MERCHANDISING

SINGLES BREAKOUTS

- | | | |
|---|--|---|
| <p>Pickwick — Midwest
BOB DYLAN
FOREIGNER
N GOMM
MICHAEL JACKSON
& SUNSHINE BAND
KNACK
MARY MacGREGOR
LIZI QUATRO
KENNY ROGERS
BRENDA RUSSELL
DONNA SUMMER</p> <p>Odyssey Records — Santa Cruz
FOREIGNER
LUIS GOFFIN
KNACK
KENNY ROGERS</p> <p>Fathers & Sons — Indianapolis
BUCKEYE
JOHN COUGER
FOREIGNER
UNIKADELIC
FRANCE JOLI
KNACK
CAROLYN MAS
DIE MONEY
SMOKEY ROBINSON
KENNY ROGERS
BRENDA RUSSELL
PAT TRAVERS</p> <p>Spec's — Miami
JIMMY BUFFETT
FOREIGNER
KNACK</p> | <p>Waxie Maxie — Washington
STEVE DAHL
DOOBIE BROTHERS
FOREIGNER
JOURNEY
KNACK
MOON MARTIN
DIE MONEY
ANNE MURRAY
KENNY ROGERS
BRENDA RUSSELL
JOHN STEWART</p> <p>Tower — Sacramento
RY COODER
STEVE DAHL
FOREIGNER
KNACK</p> <p>Record World, T.S.S. — New York
BLUE OYSTER CULT
FOREIGNER
KANSAS</p> <p>Poplar Tunes — Memphis
FOREIGNER
KNACK
LTD
NATURES DIVINE
SUZI QUATRO
SMOKEY ROBINSON
BRENDA RUSSELL
BONNIE TYLER</p> <p>Galgano — Chicago
FOREIGNER
SCORPIONS</p> | <p>P.B. One Stop — St. Louis
FOREIGNER
SUZI QUATRO
KENNY ROGERS
DONNA SUMMER</p> <p>D.J.'s Sound City — Seattle
CHARLIE
LOBO
M
NEW ENGLAND</p> <p>Camelot — National
FUNKADELIC
IAN GOMM
NICK LOWE
BARBARA MANDRELL
MARY MacGREGOR
CHRIS THOMPSON</p> <p>Cavages — Buffalo
RITA COOLIDGE
FOREIGNER
ALAN PARSONS</p> <p>Handleman — Atlanta
FOREIGNER
KNACK
KENNY ROGERS</p> <p>Bee Gee — Albany
FOREIGNER
STEPHANIE MILLS
TOBY BEAU</p> <p>Tape City — New Orleans
HERB ALPERT
CHEAP TRICK
JENNIFER WARNES</p> |
|---|--|---|

WHAT'S IN-STORE

PRO-BUDGET — With the advent of several labels offering lower list prices on catalog and debut new releases, retailers should be gearing up for the change, and prepare to utilize the situation to the utmost advantage. Lower lists should result in lower prices. While the buyers may know the overall savings and advantages, the customers should be made aware of the widespread savings being offered. A small investment in colored stickers to be placed on these albums, and associated with a centralized price sign will let the customer know that the album is definitely worth having. Flipping through records has become an automatic gesture, and price comparisons are rarely done due to a common base price. If the savings are pointed out, customers will search them out to stretch their ten dollars into a multi-purchase. Placing the lower lists in with regular catalog will increase the visibility of both. However, special sections, or even a comprehensive listing at the register of the albums could prove to be helpful. Regardless of how they are merchandised, inventories will prove more accurate if these albums are clearly marked or sectioned.

NEW STATE OF THE ARTS — To keep within a "high quality at low price" policy, Pacific Arts has announced a "special terms discount" while the industry continues to raise prices. The dealer has the option to buy any Pacific Arts LP or tape for \$2.99 in comparison to its regular \$3.65 on a \$7.98 list. (Other lists are discounted proportionately.) The special \$2.99 discount carries with it a billing policy of 29 days. Defectives will be replaced, but no overstock can be returned. If the bill is not paid within 29 days, the cost escalates to the regular \$3.65 and the account forfeits all future rights to the discount privilege. Distributors also have the option of buying larger quantities, and splitting the charge at \$2.99 and \$3.65 with the bill dating applying to 29 and 60 days respectively. Distributors should then pass along the savings to their accounts proportionately. According to **Kathryn M. Nesmith**, president of Pacific Arts, the plan is coming into effect to make it economically feasible to offer lower prices. Without free goods and extended billing used as an incentive to buy, the plan should also help cut returns since no minimums are placed on quantities. And, if orders are placed sensibly, 29 day billing should also speed up cash flow in an industry bogged down in extended credit, countless cases of accounts being put on hold, and general bad feelings and power struggles that follow.

FALL TAPE PROGRAMS — Blank tape sales, especially of the high quality variety, are increasing and doing better than ever. Various tape manufacturers are gearing up for expansion, and fall buying programs are being announced and/or are now in effect. Here is a brief rundown:

MAXELL CORP. — In the reel-to-reel department, Maxell has begun their "Reel Great Deal" promotion. With the purchase of three reels of tape, the customer is given a free metal take-up reel. In-store merchandising aids of all sorts are being offered. Also, due to the boom in car stereo sales, Maxell is teaming up with Jensen Sound Labs to offer a free UD-C-90 cassette to any customer who auditions a Jensen automotive receiver at participating dealers. No purchase is necessary, but customers must present a special coupon to be taken from ads placed in five metropolitan areas: Cleveland, Dallas-Ft. Worth, Houston, Washington, and Atlanta. Maxell is also celebrating its 10th anniversary in October. Parent Company, Hitachi-Maxell LTD, has announced a 25% increase in profits over the last fiscal year and expansion plans with a new plant in Conyers, Ga. and added manufacturing capacity in Japan.

TDK ELECTRONICS CORP. — TDK has announced stepped up programs to support its recently improved D audio cassette. National media plans are in the works, and local dealer plans are being offered. Locally, customized ads for co-op are being offered along with various merchandising materials. The TDK D will be offered in various promotion pack units at 25% free goods on 2- and 4-packs, plus in a blister-packed premium deal which gives consumers a free TDK HC-05 headcleaning kit with the purchase of five TDK D cassettes. TDK is also expanding operations, specifically at their plant in Irvine, Ca.

CUSTOMER QUOTE OF THE WEEK — "No rolling papers? What kind of record store is this anyway?"

REGIONAL ACTION — **Nature's Divine** single in the south as well as Detroit. . . **Chicago** single still doing best in Memphis and Nashville. . . **Dave Edmunds** single still strong in the west. . . **J.D. Souther** single starting in the west. . . **Deniece Williams** single strongest in the south. . . **Dirt Band** picking up in the northwest and still very strong in Denver. . . **1994** and **The Yachts** selling in L.A. . . **7th Wonder** LP looking good in New England. . . **Molly Hatchet** LP is starting immediately in the south. . . and the **Fabulous Thunderbirds** are huge in Texas.

marty sobol

ALBUM BREAKOUTS

- | | | |
|--|---|---|
| <p>Pickwick — National
ASHFORD & SIMPSON
JIMMY BUFFETT
BOB DYLAN
MICHAEL JACKSON
ROBERT JOHN
B.B. KING
LED ZEPPELIN
NICK LOWE
BARBARA MANDRELL
MAXINE NIGHTINGALE
O'JAYS
ALAN PARSONS PROJECT
DIONNE WARWICK</p> <p>Waxie Maxie — Washington
ROBERT JOHN
MOON MARTIN
MISTRESS
PRISM
RAINBOW
SOUTHSIDE JOHNNY
BILLY THORPE</p> <p>Peaches — Dallas
SANTA ESMERALDA
MAUREEN McGOVERN
REO SPEEDWAGON</p> <p>National Record Mart — Pittsburgh
JIMMY BUFFETT
MICHAEL JACKSON
LED ZEPPELIN
GARY NUMAN & TUBEWAY ARMY
ALAN PARSONS PROJECT
RAINBOW
SOUTHSIDE JOHNNY</p> <p>Independent — Denver
CORY DAVE
DESTINATION
DUNCAN SISTERS
GAMMA
FRANCE JOLI
GRACE JONES
VAN MORRISON
GARY NUMAN & TUBEWAY ARMY
SAD CAFE
DAVID WERNER</p> <p>Cutler's — New Haven
KARLA BONOFF
RORY GALLAGHER
FRANCE JOLI
RECORDS</p> <p>Oz — Atlanta
BLUE OYSTER CULT
TIM CURRY
JOURNEY</p> <p>Camelot — National
AC/DC
JIMMY BUFFETT
CHICAGO
COMMODORES
BOB DYLAN
MICHAEL JACKSON
LED ZEPPELIN
ALAN PARSONS PROJECT
SOUTHSIDE JOHNNY
DIONNE WARWICK</p> <p>Harvard Coop — Boston
CLASH
DAVID JOHANSEN
NRBO
GARY NUMAN & TUBEWAY ARMY
SHIRTS</p> | <p>Licorice Pizza — Los Angeles
ASHFORD & SIMPSON
CHARLIE
CHICAGO
SAMMY HAGAR
O'JAYS
GENYA RAVAN
ROSE ROYCE
BRENDA RUSSELL
SAD CAFE
J.D. SOUTHER</p> <p>Record World, T.S.S. — New York
B-52'S
CAMEO
RORY GALLAGHER
ALAN PARSONS PROJECT
SHIRTS</p> <p>Tape City — New Orleans
ASHFORD & SIMPSON
JIMMY BUFFETT
J.J. CALE
COMMODORES
MISTRESS
MAXINE NIGHTINGALE
O'JAYS
PLEASURE
ROSE ROYCE
JENNIFER WARNES</p> <p>Rose Records/Sounds Good — Chicago
CLASH
FIVE SPECIAL
GRACE JONES
LED ZEPPELIN
O'JAYS
ROSE ROYCE
SCORPIONS</p> <p>Odyssey Records — Santa Cruz
JIMMY BUFFETT
LED ZEPPELIN
LITTLE RIVER BAND
VAN MORRISON
O'JAYS
JOHN PRINE</p> <p>Handleman — National
COMMODORES
KINKS
LED ZEPPELIN
STEPHANIE MILLS
"MORE AMERICAN GRAFFITI"
"ROCKY II"
DIANA ROSS
SOUTHSIDE JOHNNY
BILLY THORPE
PAT TRAVERS</p> <p>Richman Bros. — Philadelphia
SAMMY HAGAR
ISAAC HAYES
B.B. KING
RECORDS
REO SPEEDWAGON</p> <p>Spec's — Miami
ALAN PARSONS PROJECT
SOUTHSIDE JOHNNY
FRANK ZAPPA</p> <p>Cactus — Houston
ATLANTA RHYTHM SECTION
ROBERT PALMER
JOHN PRINE</p> | <p>Music Stop — Detroit
AC/DC
BLUE OYSTER CULT
CAMEO
SAMMY HAGAR
CURTIS MAYFIELD
O'JAYS
ALAN PARSONS PROJECT
BRENDA RUSSELL
DAVID WERNER
NEIL YOUNG</p> <p>Everybody's — Portland
JIMMY BUFFETT
RY COODER
JEFF LORBER FUSION
NICK LOWE
ALAN PARSONS PROJECT
PLEASURE
SNIFF 'N' THE TEARS
J.D. SOUTHER
SOUTHSIDE JOHNNY
FRANK ZAPPA</p> <p>Korvettes — National
"A NIGHT AT STUDIO 54"
JIMMY BUFFETT
CAMEO
CHARLIE
JEFF LORBER FUSION
CURTIS MAYFIELD
MAXINE NIGHTINGALE
ALAN PARSONS PROJECT
RECORDS
TALKING HEADS</p> <p>1812 Overture — Milwaukee
JIMMY BUFFETT
CHARLIE
GOLDEN EARRING
SAMMY HAGAR
CAROLYN MAS
MISTRESS
SMOKEY ROBINSON
DAVID WERNER
FRANK ZAPPA</p> <p>D.J.'s Sound City — Seattle
CHICAGO
BOB DYLAN
MICHAEL JACKSON
MAXINE NIGHTINGALE
MINNIE RIPERTON
DIANA ROSS
SCORPIONS
BILLY THORPE</p> <p>Soul Shack — Washington
ISAAC HAYES
HEAVEN & EARTH
ROSE ROYCE</p> <p>Music Plus — Los Angeles
ROSANNE CASH
CERRONE
DIRT BAND
KOOL & THE GANG
NICK LOWE
CURTIS MAYFIELD
VAN MORRISON
NIGHT
"PROPAGANDA"
VICKIE SUE ROBINSON</p> <p>Streetside — St. Louis
JULES & THE POLAR BEARS
GARY NUMAN & TUBEWAY ARMY
TOM VERLAINE</p> |
|--|---|---|



THEY MEAN IT — 20th Century-Fox recording artist Genya Ravan recently visited the offices of WIOQ-FM in Philadelphia to promote her current LP, ". . . And I Mean It." At the station, she met Island recording artist Robert Palmer. Shown above (l-r) are: Alan Meis of Island Records; Alex Demmers and Ed Sciaky of WIOQ-FM; Palmer and Ravan; Josh Alardo, director of national album promotion for RCA Records; and Dave Parks, vice president of promotion for 20th Century-Fox Records.

TOP SINGLE BREAKOUT OF THE WEEK

DIRTY WHITE BOY — FOREIGNER — ATLANTIC

TOP ALBUM BREAKOUT OF THE WEEK

EVE — ALAN PARSONS PROJECT — ARISTA

FEATURE PICKS

GLORIA GAYNOR (Polydor PD 2021)

Let Me Know (I Have A Right) (3:12) (Perren-Vibes Music, Inc. — ASCAP) (D. Fekaris, F. Perren)

This is Gaynor's best since "I Will Survive." Powered by her excitable voice and the insistent disco beat, this cut, from the "I Have A Right" LP, due shortly, is a mature and sophisticated effort, with no loose ends. Gaynor is among the cream of the crop in disco, and this new effort should confirm an even wider acceptance of her music.



ELTON JOHN (MCA MCA-41126)

Victim Of Love (3:18) (British Rocket Music — ASCAP) (S. Levay, J. Rix)

A saucy mixture of syndrums, crackling synthesizer effects, and a jumpy bass line enhance John's building vocals on this first single off of the upcoming "Thunder In The Night" LP. Thor Baldursson's arrangements bring the cut into the eurodisco/pop vein, almost guaranteeing international hit status.



POINTER SISTERS (Planet P-45906-A)

Blind Faith (3:45) (G. Rafferty, J. Egan)

Written by the Stealers Wheel duo, "Blind Faith" continues the Sisters' move into the pop-rock covers field, where they should be gathering gold records for some time. Classy vocals, complete with bop shoo bops, and boogie-woogie piano ride the solid rock beat to a powerhouse finish. A Top 40 natural off the "Priority" album.



PAGES (Epic 9-50769)

I Do Believe In You (3:19) (Almo Music/Pa-C Music — ASCAP) (R. Page, J. Lang, S. George, Manfredi)

This driving rocker may well break Pages in the ranks of bands capable of Top 40 and AC success. From the "Future Street" album, Page keeps it compact and powerful on this single as the result is one of the most invigorating songs of the year. Programmers, turn these Pages — on

THE WHO (Polydor PD 2022)

5:15 (4:51) (Townser Tunes, Inc. — BMI) (P. Townshend)

From the soundtrack of the upcoming film "Quadrophenia," this is typically good Who music. With all of the tracks from the original "Quadrophenia" studio LP re-worked, except Keith Moon's drums, this cut features the "big" rock sound that has made the group famous. Who lovers everywhere will gobble this up. Should score big on both Top 40 and AOR.



CHARLIE DANIELS BAND (Epic 9-50768)

Passing Lane (3:16) (Hat Band Music) (C. Daniels, F. Edwards, J. Marshall, C. Hayward, T. Crain, T. DiGregorio)

Coming on the heels of the group's biggest hit, "The Devil Went Down To Georgia," this single off "Million Mile Reflections" should get a lot of attention from pop, country and AOR stations. A kind of redneck blues-rock number, "Passing Lane" features a witty lyric hook and the band's usual strong instrumentation.



JIMMY MESSINA (Columbia 1-11094)

New And Different Way (3:30) (Jasperilla Music — ASCAP) (J. Messina)

The first single off Messina's long-awaited solo LP, "New And Different Way" mixes lilting Latin rhythms and jazzy keyboard work. Well-employed horns also complement the smooth vocals, strangely reminiscent of Stevie Wonder. Loggins and Messina fans won't be disappointed and pop, soft rock and A/C programmers should welcome Messina back with open arms.



TEENA MARIE (Gordy G 7173F)

Don't Look Back (3:03) (Jobete Music — ASCA) (W. Robinson, R. White)

Teena made her first in-roads on the chart singing with Rick James, but she could have sleeper hit on her own with this vibrant enthusiastic remake of the Temptations classic. Marie turns in a gutsy vocal effort, well-suited to the full production. For B/C and pop lists.

SINGLES TO WATCH

BILLY PRESTON (Motown M 1470F)

It Will Come In Time (3:09) (Irving Music, Inc. & Wep Music Corp. — BMI) (B. Preston)

This lively, bouncy, mid-tempo tune is vintage Preston. Backed by Syreeta, Preston's "happy" singing and synthesizer work make this a "good mood" cut, bound to leave 'em smiling. From the "Late At Night" LP, this cut has plenty of crossover potential. Top 40 and B/C should look into this.

DAVID JOHANSEN (Blue Sky ZS9 2781)

Melody (3:02) (Buster Poindexter — BMI) (D. Johansen, R. Guy)

Johansen shifts from the spare, uncluttered rock sound of his last much-underrated LP to a symphonically stylized mixture of early '60s R&B and unabashed pop. From the "In Style" LP, this should score on AOR and progressive pop lists.

AMERICA (Capitol P-4777)

All My Life (3:02) (Twenty-Nine Songs — ASCAP) (G. Beckley)

America turns in a simple, pretty love song here, on this outing from the "Silent Letter" LP. The familiar vocals of Gerry Beckley should easily appeal to a number of formats, including A/C, as well as the lush strings on this sweet ballad.

YVONNE ELLIMAN (RSO RS1007)

Love Pains (3:36) (World Song Publishing/Golden Clover Music — ASCAP) (M. Price, D. Walsh, S. Barri)

Elliman achieves a satisfying fusion of disco and pop with this first single off of her soon-to-be-released album, as her sultry vocals are the key focus here, along with the rich, full-blown production. Just right for dance and pop lists.

AC/DC (Atlantic 3617)

Highway To Hell (3:26) (Edward B. Marks Music Corp. — BMI)

AC/DC gets right to the heart of heavy metal matters here with this bone crunching, gut-wrenching exercise in primal guitar rock, powered by simple yet effective riffing and Bon Scott's ballsy vocals. AOR territory for sure and unsqueamish pop lists.

THIRD WORLD (Island IS 49059)

Always Around (3:56) (Island Music — BMI) (I. Jarrett)

The second single from "The Story's Been Told" LP, this R&B-flavored ballad embodies the gradual transformation of Third World from localized reggae success to mass appeal. With only a faint hint of the raw reggae that first broke the band, this ballad could score with Top 40 and B/C.

ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 17000)

Caught Up In The Middle (4:01) (Cold Zinc Music — BMI) (J. Coley, B. Gundry)

The third release from the "Dr. Heckle & Mr. Jive" LP finds the duo returning to an easier, MOR-ish pace, building from a pop/jazz base to a bouncy, uptempo bridge. Sleek guitar soloing stands out here. For a number of formats.

HOT CHOCOLATE (Infinity INF50, 033)

I Just Love What You're Doing (3:58) (Finchley Music — ASCAP) (Brown, Connor, Hinsley, Olive)

Errol Brown and company have come up with another irresistible cut for pop, B/C and disco formats. Clever funk touches abound, complementing the excellent use of horns and synthesizer. This one should work equally well on the car radio and the dance floor.

SIMMS BROTHERS BAND (Elektra E-46529)

Back To School (3:32) (Flexible Music — BMI) (R. Sabino)

As you may gather by the title, this sweet little pop-rock tune is right in season and the charging rhythm section and solid harmonies could appeal to adolescents and young adults alike. More than a novelty, this is right for AOR, pop.

NOEL POINTER (United Artists UA-X1311-Y)

For You (A Disco Concerto) Part 1 (3:56) (Olive Tree — ASCAP) (N. Pointer)

More disco-flavored than full-blown disco, this smooth cut from the "Feel It" LP has the professional and sophisticated sound that can result when a jazzman plays pop. Pointer is a fine jazzman, playing with typically top-flight sidemen.

ORLEANS (Infinity INF50, 036)

Forever (2:33) (Lucid Music — BMI/Orleansongs — ASCAP) (B. Leinbach, M. Mason, L. Hoppen)

This easy-going ballad about the nature of friendship has pop and A/C potential. Smooth acoustic guitars and an emotional vocal track highlight the spare production on this one.

WAYLON JENNINGS (RCA PB-11723)

Come With Me (2:59) (First Lady Songs — BMI) (C. Howard)

This strong ballad from Waylon, with help from Jess Colter on vocals, will be a big country record and could cross to pop as well. Jennings has a hard-nosed cowboy/outlaw reputation, but here he shows his sensitivity and tenderness.

ERUPTION (Ariola 7757)

One Way Ticket (3:35) (Robert Mellin Music Publishing Corp. — ASCAP) (Hunter, Keller)

This is the original version of the disco cut featured on the "Leave A Light" LP and 12" club disc. The lively voice of lead singer Precious Wilson, simple lyrics and a lighter bottom end than needed for club play could spell crossover.

BILLY FALCON (United Artists UA-X1322Y)

Girls (2:50) (Songs of Manhattan Island Music Co., div. of Whitehaven Pub. Corp. — BMI) (B. Falcon)

This throbbing rave-up from Falcon's self-titled LP features pummeling drums from start to finish, '50s influenced boogie-woogie piano and Falcon's strident vocals. The unique combo of styles here makes this an offbeat pop, AOR choice.

RICHIE FURAY (Asylum E-46534)

Lonely Too Long (3:28) (Downtown Music Co., a div. of Purple Records Dist. Corp. — ASCAP) (F. Cavaliere, E. Brigati)

Furay has been through several changes since his departure from Poco a few years back and this cover of The Young Rascals' hit leaves one a bit mystified, as it is almost a note-for-note copy. Nevertheless, pop A/C programmers should give this a spin.

RADIO NEWS

AIR PLAY

GREASEMAN SIGNS PACT — In a press conference held Sept. 14, **WAPE**/Jacksonville agreed to sign the **Grease**man to an exclusive five-year contract calling for \$600,000. Will this set a precedent for DJ free agent status?

NIGHTBIRD FLIES THE COOP — **Alison Steele**, aka the **Nightbird**, a 13-year veteran and one of the best known personalities in radio, has resigned from **WNEW-FM**/New York. General manager of the station, **Mel Karmazin**, said that, "Alison Steele has played an important role in the creation and success of **WNEW-FM**." She will continue her syndicated radio show and her syndicated cable TV show "Celebrity." Steele is currently working on a TV series entitled "The Evolution of Music," which she is writing and will also narrate.

CONFERENCE — About 1,200 people attended the recent NAB Radio Programming Conference in St. Louis Sept. 9-12. See separate story.

COREA RADIO — 23 FM stations are participating in Artists International's nationwide **Chic Corea** celebration that began Sept. 1 and will run through mid-October. There are over 100 LPs that Corea has recorded to choose from and participating stations will also have an exclusive interview recorded in Tokyo. Some of the stations are: **KING**/Seattle; **WBUR**/Boston; **WBEE**/Chicago; **WXPB**/Philadelphia; **WREK**/Atlanta; **KALX**/San Francisco and **KSDT**/San Diego.

STATION TO STATION — The automated system hasn't been very successful at **KRKE**/Albuquerque. **KRKE-FM** will soon be going live with a Top 40 format and the AM will shortly adopt an adult contemporary format. . . Casablanca recording artist **Cher** will be the Grand Marshall at **WQXI**'s "Rock 'N' Roll Derby" Sept. 22 in Atlanta. A five dollar charge will cover all the roller skating and a concert by Cher after the event. . . **WMMS**/Cleveland featured **Virgin's The Records** in a live broadcast from the Agora. . . **Robert Palmer** did a little on-air time when he recently stopped by **14Q** in Worcester.

. . . Columbia Records and **KROQ-FM**/Los Angeles held a drawing for an authentic '50s hi-fi at **Walter Egan's** recent appearance at the Roxy. The winner also received Egan's album catalog including his latest, entitled **Hi-Fi**. . . Louisville's **WAKY** Wet Sox defeated the Cincinnati (promo people) Hit Men 18 to 5 in a softball game. . . Sports-minded **KWST**/Los Angeles co-sponsored the Cuervo World Championships of Beach Volleyball Sept. 14-16. The event featured the world's finest two-man teams who survived a series of qualifying tournaments. . . ABC American FM Radio Network's "Supergroups in Concert" series aired its fifth program Sept. 15, a two-hour feature with **Peter Frampton**. . . As part of Summer Festival '70, **WBAB-FM**/Long Island gave away car stereo systems, albums and trips to Jamaica to many of the lucky listeners who turned out for the station's party at the beach. . . **Alan Chlowitz**, **RKO** VP and general manager of **KRTH**/Los Angeles, will address a UCLA extension class on the state of radio in Los Angeles as part of the "Introduction to Radio Broadcast Business" series. . . And finally, **WBCN**/Boston drew criticism from Italian members of the community for playing "Wop Music," a controversial parody of **M's** "Pop Musik." The station withdrew the song from airplay after Mass. State Senator **Michael Lopresti** called upon station management and requested that **WBCN** cease playing it because some of the slang lyrics were degrading and in poor taste.

SYNDICATION INDICATIONS — Nationally syndicated radio interview show "Inner-View," revised its September schedule in order to update a forthcoming two-part **Elton John** special. An interview with **The Cars** will air the week of Sept. 24. Upcoming programs will feature **Maria Muldaur**, **Blondie** and **Jimmy Buffett**. . . **Gordon Elliott**, DJ at **2UW**/Sydney, Australia, filled in for vacationing **Casey Kasem** on "American Top 40," the weekend of Sept. 8-9, making Elliott the first non-American to host the program since it began airing in 1970. . . **Bob Hope** joined host **Mark Elliott** this past weekend (Sept. 15-16) on "The Weekly Top 30" and discussed his recent trip to China. Some of the other guests were **Bill Haley**, **ELO**, **Gerry Rafferty**, **Robert Palmer**, **Night** and **Spyro Gyra**.

NEW JOBS — **Alan Hague** has been named executive vice president of operations at **KRSP** AM & FM/Salt Lake City, as well as for parent company Holiday Broadcasting. **Randy Rose** becomes PD at **KRSP-FM** and **Steve Carlson** becomes PD at **KRSP-AM**. . . **Ron Harrison**, VP/director of marketing for Radio Arts, Inc., has been named general manager of the firm. . . After five years of programming **WPRO-FM**/Providence, **Gary Berkowitz** has decided to move north and will become the PD at **WROR-FM**/Boston. . . **Dave MacNamee** has been promoted to operations manager of both **WPRO** AM & FM. **PRO-FM** general manager, **Richard Rackovan** is leaving the station for Outlet Broadcasting. . . **Mark Thompson** is the new music director at **WERC**/Birmingham and former MD, **Coyote Calhoun** will be doing a stand-up routine in L.A. Thompson was most recently MD at **WRJZ**/Knoxville. . . Two new DJ's at **WRKO**/Boston. **Scott Burns** from **KREM**/Spokane has the 6-10 P.M. shift and **Steve Anthony** will be on the air from 10 P.M.-2 A.M. Anthony comes from **KNUS**/Dallas. How are you **Jackson**? . . **Tom Sawyer** has replaced **Larry O'Day** as PD at **WPFM**/Panama City. O'Day is now doing all nights for **Y102**/Montgomery. . . **Bill Alexander** has been named music director at **KENO**/Las Vegas. . . **Chuck Britton** has left **WAYS**/Charlotte to do mornings at **Y103**/Jacksonville. . . **Bruce Garraway** has been named operations manager for both **WNOR** AM & FM/Norfolk. Garraway was the FM program director. **Ron Eger**, assistant PD and MD has moved into the FM PD spot and **Dave Hale** will be program director for the AM station. . . **Jim White** is the new PD at **KNUS**. . . **Ray Quinn** has been named PD at **WFIL**/Philadelphia. . . **Lee Nolan** will be doing mornings at **WAIM-FM**/Anderson, coming from **WQOK**/Greenville. . . **Laurie "Nasty" Roberts** has joined **KOME**/San Jose anchoring the 7-10 P.M. time slot. . . **Frankie Jenkins** has been named promotion assistant for **KGW**/Portland. . . **Dave Taylor** is officially the new program director at **WAGQ**/Athens. . . **Charlie Brown**, of the **Charlie and Harrigan** morning comedy team at **KCBQ**/San Diego, has been named PD of that station.

mark albert

Record Execs See No Recession In The Music At NAB Radio Conference

by Mike Glynn

ST. LOUIS — Three key executives from major record labels spoke frankly of the woes of the record industry in the first half of this year and addressed themselves to the radio-related problem of off-air taping in a session called "The Music Makers — A Visit With The Country's Top Record Companies," Sept. 11 at the NAB Radio Programming Conference.

The panel luncheon, moderated by Bill Gavin, publisher of "The Gavin Report," commenced with general statements from Bob Fead, division vice president of RCA Records U.S.A., Bruce Lundvall, president of CBS Records Division, and Bob Sherwood, president of Mercury Records. They then fielded questions from programmers, who complained of the service problem, (also hotly discussed at a previous workshop, "How to Deal With Record Promotion People") lack of recognition for MOR and A/C stations for breaking acts and the communication problems between the two industries.

Symbiotic Relationship

The label executives stressed the "symbiotic relationship" between the radio and record industries, asking for help in breaking newer acts, lauding radio for their part in establishing many new artists this year and saying that they do not see a downturn in pricing.

Lundvall candidly stated that "A lot of (record label) presidents felt that the record business was recession proof" until this past year.

"We were spending more time with the accountants than the artists," noted Lundvall bluntly of the record industry's retrenchment over the past few months. "But now we're finally beginning to see things turn around."

Indicating that he hoped the labels learned a lasting lesson from the sales decline, Lundvall somberly said, "I hope that record

company executives like myself are not prone to amnesia."

Sherwood emphasized that the taping of music off the radio has robbed the record industry of millions of dollars and that the numbers are increasing. "Any problems which we have will affect you," explained Sherwood of the taping problem, noting that taping steals "venture money" from the record companies. "I personally feel that our biggest problem is communication," continued Sherwood, said of the gap between the two there has been a serious lack of it. We are playing catch up ball with you."

Help With 'Babies'

Sherwood also stressed the need for help from radio with many of the new acts. "You naturally want to play the hits but we need your help with the 'babies,' the 'puppies.'"

Commenting on pricing, Bob Fead said, "I just don't see pricing going down. It's impossible to avoid inflation."

As A/C programmers bemoaned the fact that they were breaking the records, while the credit and the coveted gold records were going to the major Top 40 outlets, Fead took a hard line, reflecting the feelings of his fellow panelists.

"I think that the gold record syndrome is terribly overworked," pointed out Fead.

Sherwood, addressing himself to the question of why the credit still goes to Top 40, said, "We are still an industry of labels and the label for A/C is that it appeals to an older audience, which is generally not a large buyer of records."

Vitality In Music

Perhaps the most sobering and positive comment of the discussion came from Lundvall, who noted the "vitality" in the music of many new artists and encouraged the continuing need for all types of music on the airwaves.

"There is no recession in the music. I don't think we can take the attitude that any musical form is dead."

Radio Industry Looking To '80s

(continued from page 21)

represented at the conference and a repeat of last year's luncheon panel of top executives from several leading companies allowed for comments and discussion from both the programming and record industry standpoints. Entitled "The Music Makers — A Visit With The Country's Top Record Companies," the luncheon drew some heated dialogue, focusing on the current concerns of both industries and the need to work in concert with each other. (See separate story on "The Music Makers" session.)

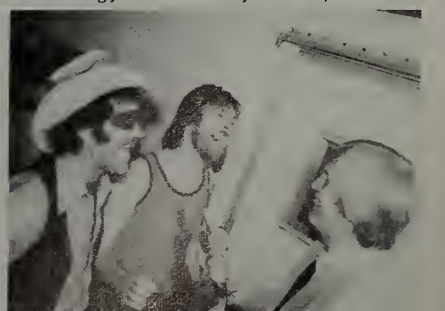
Other highlights of the conference included a multi-media presentation and luncheon Sept. 10, "Birth Of A Jingle," led by Otis Conners, president of Otis Conners Productions in Dallas, Tex. With a 35-piece orchestra, including singers, Conners went through a step-by-step display of the creation of the "Let's Make The Music Together" campaign for Golden West's KEX-AM outlet in Portland, Ore. and KMPC-AM in Los Angeles.

The underlying theme of the conference was the future of radio in the 1980s, with one career counseling session for PDs entitled "Where Will You Be In '83?" and the

closing general session "Radio: The Industry Of The '80s," moderated by KABC Los Angeles talk show host Michael Jackson. The session offered some valuable insights into where radio is heading, the effects of satellite programming on the future of networking and the advent of digital and computerized technology in the radio industry.

Displays

Impressive displays such as the Mutual Broadcasting Systems' two 15-foot satellite dishes, placed both outside Stouffer's Riverfront Towers and inside the exhibition area, underscored the networks' plans to utilize satellite link-ups, once regulations for the systems are worked out and technology is sufficiently developed.



DOCTORS PEPPER AND HOOK — Dr. Hook recently performed as part of the Dr. Pepper summer concert series in New York's Central Park. After the show, group members were interviewed by WABC-TV. Pictured above are (l-r): Ray Sawyer and Dennis Locorriere of Dr. Hook and WABC-TV's Peter Banning.

WEEDCK Debuts Two New Radio Shows

LOS ANGELES — On October 3, an L.A. based radio syndication firm, WEEDCK Corporation, will air over 200 stations with Charlie Tuna's "Inside Rock," and "Country Report" with host Ron Martin, WEEDCK was founded by Martin and Lloyd Hoaney.

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	4	In Through The Out Door	Led Zeppelin	Swan Song	1*	Evening, Fool, Hotdog
2	2	13	Candy-O	The Cars	Elektra	3	Let's Go, All I Can Do, Night Spots, Title, Dangerous
3	3	13	Get The Knack	The Knack	Capitol	2	My Sharona, Selfish, Good Girls, Let Me Out
4	5	4	Slow Train Coming	Bob Dylan	Columbia	11*	Gotta Serve, Way Of Thinking, Wake Up
5	7	10	Secrets	Robert Palmer	Island	20	Bad Case, Jealous
6	6	10	Rust Never Sleeps	Neil Young	Reprise	12	Powderfinger, Welfare, Black, Sail Away
7	8	10	Low Budget	The Kinks	Arista	25	Superman, Gallon Of Gas, Emotion, Falling, Title
8	4	12	Labour Of Lust	Nick Lowe	Columbia	28*	American Squirm, Cruel, So Fine, Skin Deep, Switchboard
9	9	6	First Under The Wire	Little River Band	Capitol	10	Lonesome Loser
10	14	7	Fickle Heart	Sniff 'N' The Tears	Atlantic	47*	Driver's Seat
11	12	4	Fear Of Music	Talking Heads	Sire	38*	Mind, Wartime, Paper, Heaven
12	17	2	Volcano	Jimmy Buffett	MCA	42*	Fins
13	10	6	Highway To Hell	AC/DC	Atlantic	35*	Title, Bush, Shot Down, Prowler
14	11	26	Breakfast In America	Supertramp	A&M	4	Logical Song, Goodbye, Darling, Title
15	15	3	The Records	The Records	Virgin	56*	Starry, Teenarama
16	13	7	The Jukes	Southside Johnny	Mercury	43	Last Night, Everything
17	18	8	Go For What You Know	Pat Travers Band	Polydor	34	Boom, Magic, Go All Night
18	27	2	Eve	Alan Parsons	Arista	59*	Damned If, Winding Me
19	28	3	Into The Music	Van Morrison	WB	53*	So Free, In The Game, Troubadours
20	19	4	Street Machine	Sammy Hagar	Capitol	71*	Plain Jane, Falling, Trans AM, Say Die
21	22	7	Nine Lives	REO Speedwagon	Epic	37	Easy Money, Take Me, Heavy
22	16	11	Mirrors	Blue Oyster Cult	Columbia	91	In Thee, The Storm, Teardrops, Dr. Music
23	29	3	Gomm With The Wind	Ian Gomm	Stiff	125*	Hold On
24	24	20	Million Mile Reflections	Charlie Daniels Band	Epic	15	Passing Lane, Reflections, Georgia
25	25	5	Fight Dirty	Charlie	Arista	73*	Killer Cut
26	20	15	Discovery	ELO	Jet	8	Shine, Don't Bring
27	30	7	Repeat When Necessary	Dave Edmunds	Swan Song	64	Girls Talk
28	--	1	Escape From Domination	Moon Martin	Capitol	117*	Rolene
29	--	1	Evolution	Journey	Columbia	30*	Lovin'
30	--	1	Born Again	Randy Newman	WB	48	Money

FM STATION REPORTS - NEW ADDS/HOT ROTATION

KRST-FM - ALBUQUERQUE - SAM CORNISH

ADDS: Karla Bonoff, Blue Steel, Foreigner, Tears, Hounds, Golden Earring, Molly Hatchet, Big Sonny & The Low Boys

HOTS: Led Zeppelin, AC/DC, Kinks, Moon Martin, Cars, Knack, David Werner, Bob Dylan, Foreigner, 1944, Nils Lofgren, Scorpions

WSAN-AM - ALLENTOWN - RICK HARVEY

ADDS: Karla Bonoff, J. D. Souther, Pointer Sisters

HOTS: Bob Dylan, Alan Parsons, Robert Palmer, Cars, Little River Band, Supertramp, Southside Johnny, Ian Gomm, Neil Young, Sniff & The Tears, Atlanta Rhythm Section, Kansas, Jimmy Buffet, Van Morrison, Wings

KYTX-FM - AMARILLO - MAX MILLER

ADDS: Foreigner, Molly Hatchet, Blue Steel, Judas Priest

HOTS: Prism, Bob Dylan, Sammy Hagar, Sniff & The Tears, Pat Travers, Charlie, AC/DC, Led Zeppelin, Point Blank, Nick Lowe, Little River Band, REO Speedwagon, Chicago, "Americathon"

KEZY-FM - ANAHEIM - LARRY REISMAN

ADDS: Foreigner, Rita Coolidge, Karla Bonoff

HOTS: Knack, Neil Young, Bob Dylan, Kinks, Charlie, Little River Band, Sammy Hagar, Nick Lowe, Robert Palmer, Led Zeppelin, Cars, Sniff & The Tears, "Americathon"

WKLS-FM - ATLANTA - RICH PIAMBINO

ADDS: Molly Hatchet, Michael Nesmith, Pat Benatar, Sad Cafe, Golden Earring, J.J. Cale, Rob Grill (45)

HOTS: Cars, John Cougar, Knack, Alan Parson, Blue Oyster Cult, Dave Edmunds, Led Zeppelin, Ellen Foley

WLPL-FM - BALTIMORE - KRIS PHILLIPS

ADDS: Alan Parsons, Blue Steel

HOTS: Led Zeppelin, Knack, Cars, Neil Young, AC/DC, Nick Lowe, REO Speedwagon, Pat Travers, Foreigner

WAAL-FM - BINGHAMTON - DICK BASCOM

ADDS: Cheap Trick, Foreigner, Molly Hatchet, Rory Gallagher, Karla Bonoff, 1994, Clash, M (45)

HOTS: Sad Cafe, Neil Young, Jimmy Buffet, Records, Bob Dylan, Nick Lowe, REO Speedwagon, Led Zeppelin, Pat Travers, Prism, Little River Band, Kinks, Cars, Southside Johnny, Ian Gomm, Charlie, Bram Tchaikovsky, Tim Curry, Knack, Sniff & The Tears

WBCN-FM - BOSTON - TONY BERARDINI/KATE INGRAM

ADDS: City Boy, Foreigner, Rory Gallagher, Gamma, 1994, Alan Parsons, Pointer Sisters, Scorpions, J.D. Souther, Stevens & Grdnic

HOTS: Led Zeppelin, Genya Ravan, Cars, Knack, Talking Heads, Tim Curry, Ellen Foley, Records, Blue Oyster Cult, Ian Gomm, Dr. John (45), M (45), Roxy Music (45)

WXRT-FM - CHICAGO - BOB GELMS

ADDS: Roches, Garland Jeffreys, Ian Llyod, Rory Gallagher, Pezband, J.D. Souther, Hounds, Weather Report, Sinceros, Foreigner, Pearl Harbor & The Explosions (45)

HOTS: Nick Lowe, Bob Dylan, Southside Johnny, Cars, Led Zeppelin, Randy Newman, Ry Cooder, Talking Heads, Alan Parsons, Charlie Daniels, Clash, Van Morrison, Supertramp, Tubeway Army, Dave Edmunds

WLYT-FM - CLEVELAND - RAY HENRY

ADDS: Jimmy Buffet, Charlie, Ellen Foley, Kiss, Molly Hatchet

HOTS: Knack, Led Zeppelin, ELO, Little River Band, Robert Palmer, Cheap Trick, Supertramp, Journey, Sniff & The Tears

WMMS-FM - CLEVELAND - KID LEO/JOHN GORMAN

ADDS: Foreigner, Judas Priest, City Boy, Molly Hatchet, Marshall Chapman, Robin Lane (45), Cherie & Marie Currie (45), Boomtown Rats (45 imp)

HOTS: Led Zeppelin, Knack, Breathless, Neil Young, Michael Stanley, Southside Johnny, Kinks, Bob Dylan, Robert Palmer, Michael Nesmith, Cars, Who, Nick Lowe, Rachel Sweet

WLWQ-FM - COLUMBUS - TOM TEUBER/STEVE RUNNER

ADDS: Foreigner, Blue Steel, Tubeway Army, Moon Martin

HOTS: Molly Hatchet, Led Zeppelin, Pat Travers, Billy Thorpe, Journey, Scorpions, ELO, Cars, Neil Young, Knack, REO Speedwagon, AC/DC, Kinks, Alan Parsons, Jimmy Buffet, Bob Dylan

C-101 - CORPUS CHRISTI - CHARLIE PALMER

ADDS: Molly Hatchet, Karla Bonoff, Judas Priest, Sad Cafe, Crystal Gayle, Rob Grill (45)

HOTS: Led Zeppelin, Bob Dylan, Supertramp, Pointer Sisters, Knack, Little River Band, Rickie Lee Jones, ELO, Robert Palmer, Cars, Jimmy Buffet, Alan Parsons, Kinks, Louise Goffin, Donna Summer

KZEW-FM - DALLAS - TOM OWENS/DORIS MILLER

ADDS: Hounds, Molly Hatchet, Rory Gallagher, City Boy, Foreigner

HOTS: Led Zeppelin, Knack, Supertramp, Dire Straits, Wings, Bad Co., Cars, Robert Palmer, Little River Band, Records

KBPI-FM - DENVER - FRANK CODY

ADDS: Foreigner, Tom Johnston, Molly Hatchet, Pat Benatar, Richie Furay, Pointer Sisters, Blue Steel, Tim Curry (45)

HOTS: Led Zeppelin, Robert Palmer, Sniff & The Tears, Neil Young, Foreigner, Jimmy Buffet, Nick Lowe, Little River Band, Kinks, Supertramp

KFML-AM - DENVER - NICK COOK/IRA GORDON

ADDS: Yachts, City Boy, Richie Furay, Fotomaker, Larry Raspberry, Graham Parker (live), Stev Forbert (45)

HOTS: Bob Dylan, Led Zeppelin, Sad Cafe, Fischer-Z, Van Morrison, Randy Newman, Bliss Band, Little River Band, Jimmy Buffet, Talking Heads

WABX-FM - DETROIT - ERIC GOLDBERG

ADDS: Sad Cafe, Tim Curry, Foreigner

HOTS: Led Zeppelin, Knack, Neil Young, Blackfoot, REO Speedwagon, Blue Oyster Cult, AC/DC, Chicago, Robert Palmer, Talking Heads

W-4 - DETROIT - MARK McEWEN

ADDS: Molly Hatchet, Foreigner

HOTS: Led Zeppelin, Knack, Cars, Neil Young, Van Halen, Blackfoot, Journey, Supertramp, Kinks, Cheap Trick, Robert Palmer, ELO, Nick Lowe, REO Speedwagon, Charlie Daniels, AC/DC, Blue Oyster Cult, Talking Heads, Records, Pat Travers

WJKL-FM - ELGIN - TOM MARKER/WALLY LEISERING

ADDS: Rory Gallagher, Molly Hatchet, "Bread & Roses," Matrix, Karla Bonoff, Foreigner, Hounds, Ek Kelly

HOTS: Led Zeppelin, Tubeway Army, Peter Tosh, Robert Palmer, Sniff & The Tears, Sinceros, Kinks, Garland Jeffreys, Ian Gomm, Jimmy Buffet, Greg Kihn, Kris Kristofferson, Tom Verlaine, Randy Newman, Bob Dylan, Marc Benno, Mick Taylor, Lonnie Brooks, Rosanne Cash, Flash & The Pan

KZEL-FM - EUGENE - PEYTON MAYES/CHRIS KOVARIK

ADDS: Rory Gallagher, Karla Bonoff, Molly Hatchet, 1994, Judas Priest, Pat Benatar, Rita Coolidge, Blue Steel, Tears, Fischer-Z, Dirt Band

HOTS: Rory Gallagher, Led Zeppelin, Van Morrison, Bob Dylan, Cars, Sammy Hagar, Alan Parsons, John Cougar, Ian Gomm, Pointer Sister

WSHE-FM - FT. LAUDERDALE - MICHELE ROBINSON

ADDS: Molly Hatchet, Shirts, B-52s, Pearl Harbor & The Explosions (45)

HOTS: Led Zeppelin, Robert Palmer, Talking Heads, Cars, Jimmy Buffet, Ian Gomm, Knack, Dave Edmunds, Moon Martin, David Werner, Sad Cafe, Southside Johnny, Sports (imp)

WLAV-FM - GRAND RAPIDS - DOC DONOVAN/TONY GATES

ADDS: Sad Cafe, City Boy, Frank Zappa, Ellen Foley, Clash, Judas Priest, Randy Newman, Rory Gallagher, Bob Dylan, Molly Hatchet, Foreigner

HOTS: Led Zeppelin, Alan Parsons, Neil Young, Supertramp, REO Speedwagon, AC/DC, Cars, Kinks, Knack, Charlie, Billy Thorpe, Sammy Hagar, Nick Lowe, Sniff & The Tears, Journey, Little River Band, Robert Palmer, Foreigner (45)

WCCC-FM - HARTFORD - BILL NOSAL

ADDS: Karla Bonoff, Gamma, Rory Gallagher, Judas Priest, Sad Cafe, Pointer Sisters, Frank Zappa, Molly Hatchet, Foreigner, Cherie & Marie Currie (45)

HOTS: Robert Palmer, Sniff & The Tears, Cars, Nick Lowe, Knack, Pat Travers, Led Zeppelin, Records, Bob Dylan, Little River Band, Neil Young, Sammy Hagar, Talking Heads, Alan Parsons, NRBQ, Charlie, Southside Johnny, Supertramp, Ian Gomm

KLOL-FM - HOUSTON - SANDY MATHIS

ADDS: Foreigner, George Thorogood, Judas Priest, Chuck Wagon & The Wheels (45)

HOTS: Led Zeppelin, Bob Dylan, Knack, Neil Young, Cars, AC/DC, Kinks, Foreigner (45), Jimmy Buffet, M (45), Cheap Trick, Journey

KKTX-FM - KILLGORE/LONGVIEW - JIM HODO/DAL SANDERS

ADDS: Ellen Shipley, Jules & Polar Bears, Molly Hatchet, Foreigner, Rita Coolidge, Pat Benatar, J.D. Souther, Rory Gallagher, Rob Grill (45)

HOTS: Led Zeppelin, Knack, Little River Band, AC/DC, Cars, Pat Travers, Kinks, Records, Neil Young, Robert Palmer, Bob Dylan, Nick Lowe, David Werner, Van Morrison, Sammy Hagar, Jimmy Buffet

#1 Most Added

#2 Most Added

#3 Most Added

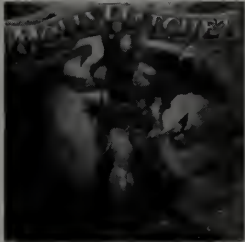
#4 Most Added

#5 Most Added

#6 Most Added



FOREIGNER
Head Games
Atlantic



MOLLY HATCHET
Flirtin' With Disaster
Epic



KARLA BONOFF
Restless Nights
Columbia



PAT BENATAR
In The Heat Of The Night
Chrysalis



RORY GALLAGHER
Top Priority
Chrysalis



POINTER SISTERS
Priority
Planet

#1 Most Added

FOREIGNER — *Head Games* — Atlantic
ADDED THIS WEEK — KSJO, KLOL, WNEW, KEZY, WYFE, WLVO, KMET, WBLM, WJKL, WAAF, WABX, KSHE, KMEL, KNAC, WLAV, KREM, WBAB, KZOK, WAAL, WYDD, ZETA-4, WKDF, KYTX, KROQ, KSAN, KKTX, WLIR, WXRT, W-4, KOME, WBCN, WPIX, WOUR, WMMS, KZEW, WCCC, WIOQ, KBPI, KRST, KWST
HISTORY TO DATE — Prior single activity
#2 Most Added
MOLLY HATCHET — *Flirtin' With Disaster* — Epic
ADDED THIS WEEK — KSJO, WYFE, WBLM, WJKL, WAAF, KSHE, KMEL, KWST, KNAC,

WLAV, KREM, KRST, WLYT, KZOK, WAAL, WKDF, KYTX, KZEL, KBPI, C-101, KKTX, WLIR, W-4, WKLS, WSHE, WIBZ, KOME, WOUR, WMMS, KZEW, WCCC, WIOQ, WYDD
HISTORY TO DATE — WLVO, KLOL
#3 Most Added
KARLA BONOFF — *Restless Nights* — Columbia
ADDED THIS WEEK — KEZY, WBLM, WJKL, KREM, KRST, WBAB, WAAL, KINK, KZEL, WRNW, C-101, WLIR, WOUR, WCCC, WSAN, WIOQ
HISTORY TO DATE — WNEW, KZAM, WSHE, WKDF
#4 Most Added
PAT BENATAR — *In The Heat Of The Night* —

Chrysalis
ADDED THIS WEEK — WNEW, WYFE, WAAF, KMEL, KZOK, WYDD, ZETA-4, KSAN, KZEL, KBPI, KKTX, WLIR, WKLS, WIBZ, WIOQ
HISTORY TO DATE — KSJO, WABX, KSHE, KROQ, KWST, WBLM, WAAL, KREM
#5 Most Added
RORY GALLAGHER — *Top Priority* — Chrysalis
ADDED THIS WEEK — WBLM, WJKL, KNAC, WLAV, WAAL, KROQ, KKTX, WXRT, WIBZ, WBCN, KZEW, WCCC, WIOQ, KZEL
HISTORY TO DATE — KSJO, KSHE, WNEW, WLIR
#6 Most Added
POINTER SISTERS — *Priority* — Planet
ADDED THIS WEEK —

WBLM, WBAB, WKDF, KROQ, KBPI, KZAM, WRNW, WBCN, WPIX, WOUR, WCCC, WSAN
HISTORY TO DATE — KSJO, WNEW, KRST, WYDD, WAAL, WIOQ, KZEL, KKTX, ZETA-7, C-101, KMEL
#7 Most Added
1994 — *Please Stand By ...* — A&M
ADDED THIS WEEK — KSJO, WNEW, WBLM, KREM, WBAB, WAAL, KROQ, KZEL, WLIR, WBCN, WIOQ
HISTORY TO DATE — KRST, KKTX
#8 Most Added
JUDAS PRIEST — *Unleashed In The East* — Columbia
ADDED THIS WEEK — KLOL, WNEW, WLAV, KYTX, KZEL, C-101, WMMS, WCCC

HISTORY TO DATE — KSJO, WLVO, KRST, WYFE, WLPL
#9 Most Added
BLUE STEEL — *No More Lonely Nights* — Infinity
ADDED THIS WEEK — WLVO, WBLM, KRST, WLPL, KYTX, KZEL, KBPI
HISTORY TO DATE — KSJO, KSHE, KWST, WJKL, WAAL, KKTX, KZEW, WIBZ, KROQ
#10 Most Added
GOLDEN EARRING — *No Promises-No Debts* — Polydor
ADDED THIS WEEK — KSHE, KWST, KREM, KRST, KSAN, WKLS, WOUR
HISTORY TO DATE — KSJO, KZEL, KKTX
#11 Most Added
CITY BOY — *The Day The Earth Caught Fire* — Atlantic

ADDED THIS WEEK — WLAV, WYDD, KSAN, KRML, WBCN, WMMS, KZEW
HISTORY TO DATE — KSHE, KWST, KLOL, WXRT, KYTX, KOME, KKTX, WSAN, C-101, KBPI, KSJO, WHFS, WJKL, WBLM, KRST, WNEW, WBAB, KREM, WAAL, WKDF, KZEL, ZETA-7, WOUR, WSHE, WSAN, WIOQ, KROQ, WLIR
#12 Most Added
JULES & THE POLAR BEARS — *Fenetiks* — Columbia
ADDED THIS WEEK — KSJO, KSHE, KNAC, KZOK, KKTX, WOUR, WIOQ
HISTORY TO DATE — WNEW, WXRT, KZEL, WSHE, KZEW

FM STATION REPORTS — NEW ADDS/HOT ROTATION

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ
ADDS: Foreigner, Molly Hatchet, "Bread & Roses," Karla Bonoff, Blue Steel, Gamma, Fisher-Z, Rory Gallagher, Pointer Sisters, 1994
HOTS: Led Zeppelin, Nick Lowe, Knack, Robert Palmer, Cars, Scott Folsom, Supertramp, Charlie, Sniff & The Tears, REO Speedwagon, Randy Newman, Bob Dylan, Moon Martin, Records, Neil Young, Pousette-Dart, Little River Band, Van Morrison, Ian Lloyd, George Thorogood
KNAC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD
ADDS: Foreigner, Molly Hatchet, Jules & Polar Bears, Rory Gallagher
HOTS: Led Zeppelin, Knack, Cars, Neil Young, Sammy Hagar, Kinks, Bob Dylan, Blondie, Supertramp, Talking Heads
WBAB-FM — LONG ISLAND — MARTY CURLEY/BERNIE BERNARD
ADDS: Foreigner, Yipes, Garland Jeffreys, Dr. John, 1994, J.J. Cale, J.D. Souther, Jeff Lorber, Karla Bonoff, Pointer Sisters, Rita Coolidge, B-52s
HOTS: Nick Lowe, Cars, Led Zeppelin, ELO, Robert Palmer, Knack, Little River Band, "Americathon", Chicago, Onnie Daniels, Southside Johnny, Supertramp, Sniff & The Tears, Kinks, Sports (imp), Neil Young, Records, Van Morrison, Alan Parsons, Bob Dylan
WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN
ADDS: Pat Benatar, Climax Blues Band (live radio edit), 1994, Karla Bonoff, Foreigner, Molly Hatchet, Trooper, Rainbow (45 imp), Boomtown Rats (45 imp)
HOTS: Led Zeppelin, Molly Hatchet, Carolyne Mas, Van Morrison, Knack, Rory Gallagher, Robert Palmer, Bram Tschikovsky, Charlie Daniels, Good Rats
KMET-FM — LOS ANGELES — JACK SNYDER
ADDS: Records, Moon Martin, Foreigner
HOTS: Led Zeppelin, Knack, Cars, Neil Young, Blue Steel, Sammy Hagar, Rainbow, REO Speedwagon, Rockets, Robert Palmer, Southside Johnny, Pat Travers, Bob Dylan, Bram Tschikovsky, Mistress
KNX-FM — LOS ANGELES — MICHAEL SHEEHY
ADDS: Kenny Rogers (45), Crusaders (45)
HOTS: Pousette-Dart Band, Jimmy Buffet, Alan Parsons, Rita Coolidge, David Loggins, Lenny Zakatek, Danny Douma, Little River Band, Michael Johnson, Bob James, Bliss Band, Randy Newman, Dirt Band, Bama, Sad Cafe, Wilson Bros.
KWST-FM — LOS ANGELES — PAM MAY
ADDS: Foreigner, Molly Hatchet, Golden Earring
HOTS: Led Zeppelin, Cars, Knack, Bob Dylan, Kinks, Talking Heads, Foreigner, Pat Travers, Robert Palmer, Southside Johnny, Nick Lowe, David Werner
ZETA-4 — MIAMI — ROBIN MARTIN
ADDS: Ian Gomm, Foreigner, Pat Benatar
HOTS: Led Zeppelin, Knack, Supertramp, Cars, ELO, Charlie Daniels, Neil Young, Little River Band
WKDF-FM — NASHVILLE — ALAN SNEED
ADDS: Foreigner, Molly Hatchet, Pointer Sisters, Yachts
HOTS: Led Zeppelin, Bob Dylan, Little River Band, Jimmy Buffet, Alan Parsons, REO Speedwagon, Cars, Journey, Neil Young, Jennifer Warnes
WNEW-FM — NEW YORK — SCOTT MUNI/MARY ANNE McINTYRE
ADDS: 1994, Ben Sidran, Jeff Lorber, Pat Benatar, Judas Priest, Foreigner, Marshall Chapman, Rita Coolidge, Rob Grill (45), Jim Messina (45)
HOTS: Led Zeppelin, Records, Van Morrison, Cars, Dave Edmunds, Nick Lowe, Bob Dylan, Southside Johnny, Kinks, Talking Heads
WPIX-FM — NEW YORK — MEG GRIFFIN
ADDS: Michael Bloomfield, Marshall Chapman, Foreigner, Pointer Sisters, NRBQ, Jam (45 imp), Angie (45 imp)
HOTS: B-52s, Led Zeppelin, Talking Heads, Bob Dylan, Cars, Van Morrison, Knack, Nick Lowe, Kinks, Dave Edmunds, Cars (old), Flying Lizards (imp), Carolyne Mas, Garland Jeffreys, Yachts, Boomtown Rats (45 imp), Persuasions, Robert Palmer, Lone Lovich, "Propaganda", Charlie Daniels, Sniff & The Tears, "Americathon", Fotomaker, Tom Verlaine, Inmates (45), Tubeway Army, J.J. Cale, Jimmy Buffet, Sinceros, Genya Ravan, Larry Raspberry
WIBZ-FM — PARKERSBURG — LARRY SCHUSTER
ADDS: Molly Hatchet, J.D. Souther, Pat Benatar, Rory Gallagher, Carolyne Mas
HOTS: Led Zeppelin, Sniff & The Tears, Cars, Alan Parsons, Knack, Charlie Daniels, Southside Johnny, Sinceros, Randy Newman, J.J. Cale, Michael Stanley, Charlie, Sammy Hagar, Pat Travers, Prism, Ian Gomm, John Stewart, Records, Jimmy Buffet, Bob Dylan, Dire Straits, Ian Lloyd

KROQ-FM — PASADENA — RICK CARROLL/LARRY GROVES
ADDS: Foreigner, Pointer Sisters, Sinceros, Fabulous Thunderbirds, Hounds, 1994, Rory Gallagher, Fisher-Z, B.B. King, Lonnie Brooks, Rob Grill (45)
HOTS: Nick Lowe, Kinks, Cars, Robert Palmer, Neil Young, Herman Brood, AC/DC, Talking Heads, Blue Oyster Cult, Sniff & The Tears, Ian Lloyd, "Americathon", "Propaganda", Led Zeppelin, Pat Travers, Charlie
WIOQ-FM — PHILADELPHIA — HELEN LEICHT
ADDS: Karla Bonoff, Pat Benatar, Molly Hatchet, 1994, Rory Gallagher, Jules & Polar Bears, Foreigner, Weather Report, Rob Grill (45)
HOTS: Led Zeppelin, Cars, Flash & The Pan, Bad Co., Sniff & The Tears, Supertramp, Knack, Ian Hunter, A's, John Cougar, Neil Young, Nick Lowe, Bob Dylan, Kinks, Talking Heads, Billy Thorpe, Robert Palmer, Dave Edmunds, ELO, David Werner
WYDD-FM — PITTSBURGH — JIM KINNEY
ADDS: Molly Hatchet, Foreigner, Pat Benatar, Frank Zappa, City Boy, Genya Ravan, Journey
HOTS: Neil Young, Pat Travers, Knack, Charlie Daniels, Triumph, Cars, Led Zeppelin, Kansas, Blue Oyster Cult, Rainbow, David Warner, Kinks, REO Speedwagon, Henry Paul Band, Foreigner, Molly Hatchet, "Americathon", Sniff & The Tears, Robert Palmer, Atlanta Rhythm Section, Southside Johnny, AC/DC, Bob Dylan, Talking Heads, Little River Band
KINK-FM — PORTLAND — LESLIE SARNOFF
ADDS: Karla Bonoff, Rita Coolidge, Neil Young, Jim Messina (45)
HOTS: Little River Band, Alan Parsons, Randy Newman, Jimmy Buffet, Jeff Lorber, Bob Dylan, Dire Straits, Van Morrison, Robert Palmer, Nils Lofgren, Marshall Tucker, Rickie Lee Jones, Supertramp, Lazy Racer, "Bread & Roses," Neil Larsen
WYFE-FM — ROCKFORD — BRENT ALBERTS
ADDS: Foreigner, Bob Dylan, Molly Hatchet, Ellen Foley, Pat Benatar
HOTS: Robert Palmer, Little River Band, Nick Lowe, Journey, Moon Martin, Knack, REO Speedwagon, Neil Young, Cars, Blue Oyster Cult, Charlie Daniels, Kinks, Greg Kihn, Records, AC/DC, Led Zeppelin, Scorpions
KSHE-FM — ST. LOUIS — TED HABECK
ADDS: Foreigner, Jules & Polar Bears, Yachts, Sports (imp), Streetheart, Golden Earring, Molly Hatchet
HOTS: Led Zeppelin, REO Speedwagon, Sammy Hagar, Charlie, Michael Stanley, Little River Band, Ian Gomm, John Cougar, Long John Baldry, Bob Dylan, Southside Johnny, Carolyne Mas
KMEL-FM — SAN FRANCISCO — MARK COOPER
ADDS: Pat Benatar, Molly Hatchet, Foreigner
HOTS: Led Zeppelin, Bob Dylan, AC/DC, Sammy Hagar, Cars, ELO, Robert Palmer, "Americathon", Foreigner
KSAN-FM — SAN FRANCISCO — DAVID PERRY
ADDS: Pat Benatar, Foreigner, 999, Yachts, City Boy, Golden Earring, Tom Johnston
HOTS: Dave Edmunds, Greg Kihn, Cars, Blue Oyster Cult, Nick Lowe, Led Zeppelin, Knack, Talking Heads, Ian Gomm, Bad Co.
KOME-FM — SAN JOSE — DANA JANG
ADDS: Foreigner, Clash, Molly Hatchet, Sinceros, Tubeway Army, Yachts
HOTS: AC/DC, Blue Oyster Cult, Cars, Charlie Daniels, Dire Straits, Bob Dylan, ELO, Gamma, Sammy Hagar, Kansas, Greg Kihn, Kinks, Knack, Led Zeppelin, Little River Band, Nick Lowe, Van Morrison, Robert Palmer, REO Speedwagon, Sniff & The Tears, Southside Johnny, Pat Travers, Who, Wings, Neil Young
KSJO-FM — SAN JOSE — PAUL WELLS/TAWN MASTREY
ADDS: Hounds, Molly Hatchet, Bottles, 1994, Jules & Polar Bears, Foreigner, Cheap Trick, Beat, Pcp, Lizards (45 imp)
HOTS: Kinks, AC/DC, Knack, Sammy Hagar, Nick Lowe, Blue Oyster Cult, Gamma, David Warner, Rainbow, Mistress, Led Zeppelin, Dave Edmunds, Records, Talking Heads, Blue Steel, Golden Earring
KZAM-FM — SEATTLE — MARION SEYMOUR
ADDS: Pointer Sisters, Weather Report
HOTS: Karla Bonoff, Van Morrison, Little River Band, Bob James, Jimmy Buffet, Michael Johnson, Supertramp, Robert Palmer, Neil Young, Jennifer Warnes, David Loggins, Bob Dylan, Ry Cooder, J.D. Souther, John Stewart
KZOK-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN
ADDS: Molly Hatchet, Foreigner, Pat Benatar, Jules & Polar Bears
HOTS: Blue Oyster Cult, Pat Travers, Led Zeppelin, Sammy Hagar, Greg Kihn, Bob Dylan, Knack, Cars, Moon Martin, Scorpions, Records, Alan Parsons

REGIONAL PROGRAMMING GUIDE

NORTHEAST

WTRY — ALBANY/TROY — DON PERRY, MD

2-1 — Knack (old). JUMPS: 24 To 16 — Cheap Trick, 27 To 13 — S. Mills, 23 To 12 — M. 12 To 4 — H. Alpert, Ex To 30 — Moon Martin, Ex To 27 — J. Stewart, Ex To 25 — M. Jackson. ADDS: Knack, K. Rogers, I. Gomm.

WCAO — BALTIMORE — SCOTT RICHARDS, MD

1-1 — Knack (old). JUMPS: 26 To 22 — G. Rafferty, 25 To 21 — Wings, 27 To 17 — M. McGovern, 19 To 13 — B. Pointer, 16 To 12 — Crusaders, 14 To 9 — R. Palmer, 12 To 7 — H. Alpert, 10 To 3 — Commodores, 9 To 2 — Supertramp, Ex To 30 — Moon Martin, Ex To 29 — N. Lowe, Ex To 26 — Atlanta Rhythm Section, Ex To 25 — M. Jackson. ADDS: A. Murray, K.C. & Sunshine Band, Doobie Bros.

WGUY — BANGOR — MARK LAURENCE, PD

2-1 — ELO. JUMPS: 30 To 27 — Moon Martin, 29 To 26 — J. Warnes, 28 To 24 — G. Rafferty, 25 To 22 — B. Pointer, 24 To 21 — D. Summer, 26 To 20 — H. Alpert, 23 To 19 — Journey, 22 To 18 — J. Stewart, 27 To 16 — Commodores, 21 To 14 — Atlanta Rhythm Section, 17 To 13 — Blue Oyster Cult, 12 To 10 — N. Lowe, 10 To 8 — M. 9 To 7 — Records, 11 To 6 — D. Warwick, 8 To 5 — Earth, Wind & Fire, 5 To 3 — Sniff 'N' Tears, Ex To 30 — Foreigner, Ex To 29 — Doobie Bros., Ex To 28 — Knack. ADDS: Korgis, I. Gomm, Poussette Dart Band.

WICC — BRIDGEPORT — BOB MITCHELL, MD

1-1 — Little River Band. JUMPS: 30 To 26 — Knack, 29 To 22 — M. Jackson, 25 To 21 — D. Summer, 23 To 20 — D. Ross, 24 To 18 — Doobie Bros., 22 To 16 — I. Gomm, 21 To 15 — Cheap Trick, 17 To 10 — H. Alpert, 12 To 9 — Sniff 'N' Tears, 11 To 6 — M. 6 To 4 — R. Palmer, 8 To 3 — D. Warwick, 7 To 2 — Commodores, Ex To 30 — Foreigner, Ex To 28 — Journey, Ex To 23 — Wings. ADDS: A. Murray, J. Buffett.

WKBW — BUFFALO — JON SUMMERS, MD

7-1 — R. John. JUMPS: 25 To 20 — L. Goffin, 19 To 14 — J. Warnes, 18 To 10 — Abba "Voulez", 10 To 5 — Earth, Wind & Fire, Ex To 29 — C. Thompson, Ex To 25 — Kiss, Ex To 18 — K. Rogers. ADDS: Lobo, N. Lowe, J. Buffett.

WKBO — HARRISBURG — JIM BUCHANON, MD

3-1 — R. John. JUMPS: 30 To 22 — Doobie Bros., 29 To 21 — D. Summer, 28 To 20 — Atlanta Rhythm Section, 27 To 19 — G. Rafferty, 23 To 18 — N. Lowe, 20 To 16 — M. McGovern, 19 To 15 — Lobo, 18 To 13 — P. Hernandez, 15 To 12 — D. Ross, 25 To 11 — H. Alpert, 14 To 10 — Sniff 'N' Tears, 10 To 7 — R. Palmer, 13 To 6 — M. 11 To 5 — Commodores, 7 To 4 — ELO, 6 To 3 — Little River Band, 4 To 2 — B. Pointer, Ex To 29 — Moon Martin, Ex To 28 — S. Mills, Ex To 27 — J. Stewart, Ex To 26 — Cheap Trick, Ex To 25 — Wings, Ex To 24 — Ashford & Simpson, Ex To 23 — J. Warnes. ADDS: Journey, I. Gomm, A. Murray, Knack, Foreigner, K. Rogers, M. Jackson, M. Macgregor, Commodores.

WTIC-FM — HARTFORD — ARNOLD CHASE, MD

1-1 — Knack (old). JUMPS: 32 To 29 — Cherie & Marie Currie, 31 To 25 — Knack, 27 To 23 — Cheap Trick, 25 To 21 — D. Summer, 23 To 20 — Atlanta Rhythm Section, 20 To 17 — M. McGovern, 22 To 16 — B. Pointer, 19 To 15 — Lobo, 18 To 13 — Commodores, 14 To 11 — N. Lowe, 11 To 7 — Sniff 'N' Tears, 8 To 5 — M. 6 To 4 — D. Warwick, 5 To 3 — M. Jackson. ADDS: 31 — H. Alpert, 32 — K. Rogers.

KC101 — NEW HAVEN — CURT HANSEN, MD

1-1 — Chic. JUMPS: 29 To 24 — Wings, 24 To 20 — K.C. & Sunshine Band, 26 To 19 — H. Alpert, 21 To 17 — Lobo, 22 To 16 — D. Summer, 18 To 13 — S. Mills, 12 To 9 — Commodores, 16 To 8 — M. Jackson, 9 To 7 — N. Lowe, 5 To 3 — Little River Band. ADDS: 29 — I. Gomm, 30 — M. Johnson.

WABC — NEW YORK — SONIA JONES, MD

1-1 — Knack (old). JUMPS: 16 To 9 — M. Jackson. ADDS: 22 — M. 33 — R. Palmer.

WFIL — PHILADELPHIA — GERRY DeFRANCISCO, MD

1-1 — D. Warwick. JUMPS: 21 To 18 — J. Warnes, 20 To 17 — Atlanta Rhythm Section, 12 To 9 — Lobo, 6 To 4 — R. John, 5 To 3 — H. Alpert, Ex To 23 — G. Rafferty, Ex To 21 — K. Rogers, Ex To 20 — M. Johnson. ADDS: B. Dylan, Toby Beau, Doobie Bros., O. Newton-John, J. Stewart.

WIFI — PHILADELPHIA — JEFF ROBBINS, MD

1-1 — Knack (old). JUMPS: 26 To 22 — N. Lowe, 24 To 20 — M. 23 To 17 — H. Alpert, 19 To 16 — Cheap Trick, 18 To 13 — Commodores, 12 To 10 — C. Daniels Band, 13 To 9 — D. Warwick, 11 To 8 — Supertramp, 5 To 2 — R. John.

96KX — PITTSBURGH — BOBBY CHRISTIAN, MD

1-1 — Little River Band. JUMPS: 32 To 28 — I. Gomm, 30 To 26 — Knack, 31 To 25 — Foreigner, 29 To 23 — Commodores, 27 To 22 — J. Stewart, 28 To 21 — B. Pointer, 24 To 20 — R. Palmer, 23 To 19 — Van Halen, 17 To 14 — Cheap Trick, 13 To 9 — D. Warwick, 11 To 8 — Atlanta Rhythm Section, 10 To 3 — R. John.

WPEZ — PITTSBURGH — MARK FRITZGES, MD

1-1 — R. John. JUMPS: 29 To 26 — B. Pointer, 32 To 25 — Knack, 31 To 24 — Wings, 28 To 23 — J. Stewart, 26 To 22 — N. Lowe, 24 To 20 — Doobie Bros., 22 To 19 — Toby Beau, 20 To 17 — Sniff 'N' Tears, 19 To 15 — Commodores, 18 To 13 — Atlanta Rhythm Section, 15 To 12 — R. Palmer, 9 To 7 — Triumph, 8 To 6 — M. Nightingale, 6 To 4 — ELO, Ex To 35 — D. Werner, Ex To 34 — G. Rafferty, Ex To 33 — Foreigner, Ex To 32 — Journey, Ex To 31 — D. Summer. ADDS: M. McGovern, J. Warnes, H. Alpert.

WKTO — PITTSBURGH — TIM POWELL, PD

3-1 — R. John. JUMPS: 29 To 25 — R. Palmer, 30 To 19 — S. Mills, 23 To 18 — Night, 19 To 9 — H. Alpert, 12 To 7 — Little River Band, 8 To 6 — Commodores, 6 To 4 — M. Nightingale, 7 To 3 — D. Warwick, Ex To 28 — P. Hernandez, Ex To 27 — D. Summer. ADDS: B. Russell, E. Money, L. Wood, J. Spencer Band, I. Gomm, W. Newton, Atlanta Rhythm Section.

JB105 — PROVIDENCE — TODD CHASE, PD

4-1 — M. JUMPS: 34 To 30 — R. Milsap, 27 To 23 — Moon Martin, 30 To 22 — Knack, 25 To 21 — Atlanta Rhythm Section, 18 To 11 — M. Jackson, 13 To 8 — Cheap Trick, 14 To 7 — R. Palmer, 9 To 4 — D. Summer, 11 To 2 — R. John, Ex To 35 — Foreigner. ADDS: 32 — K. Rogers, 33 — Abba "Angel," 34 — Ashford & Simpson.

WBBF — ROCHESTER — TOM NAST, MD

1-1 — Commodores. JUMPS: 40 To 33 — B. Russell, 34 To 27 — J. Warnes, 32 To 26 — Duke Jupiter, 33 To 22 — G. Rafferty, 27 To 19 — Sniff 'N' Tears, 26 To 16 — C. Thompson, 22 To 13 — Doobie Bros., 18 To 11 — N. Lowe, 14 To 10 — M. 17 To 8 — G.O., 11 To 6 — D. Ross, 9 To 5 — H. Alpert, 7 To 4 — D. Warwick, Ex To 40 — Lobo, Ex To 32 — J. Stewart, Ex To 29 — Journey, Ex To 24 — K.C. & Sunshine Band. ADDS: Records, Alan Parson Project, Foreigner, J. Buffett, K. Rogers, Knack.

WPGC — WASHINGTON — JIM ELLIOT, MD

5-1 — Commodores "Still." JUMPS: 29 To 26 — Foreigner, 28 To 18 — D. Summer, 23 To 17 — E. Rabbitt, 18 To 15 — Sniff 'N' Tears, 17 To 13 — M. 14 To 11 — M. Jackson, Ex To 29 — A. Murray, Ex To 28 — Journey, Ex To 23 — Knack. ADDS: 30 — Doobie Bros., K.C. & Sunshine Band, K. Rogers.

WKWK — WHEELING — JIM ROBERTS, MD

1-1 — Little River Band. JUMPS: 31 To 27 — B. Pointer, 27 To 22 — Atlanta Rhythm Section, 23 To 19 — H. Alpert, 24 To 18 — Journey, 18 To 15 — Doobie Bros., 17 To 12 — M. 20 To 11 — Commodores, 13 To 10 — G. Rafferty, 8 To 4 — R. Palmer, 6 To 3 — D. Warwick, Ex To 40 — K.C. & Sunshine Band, Ex To 39 — S. Mills, Ex To 38 — I. Gomm, Ex To 36 — K. Rogers, Ex To 35 — Kansas. ADDS: J. Buffett, A. Murray, M. Johnson, Knack, S. Ouatro, Commodores "Still."

14Q — WORCHESTER — STEVE YORK, MD

1-1 — R. John. JUMPS: 33 To 27 — C. Gayle, 30 To 25 — Foreigner, 29 To 24 — Blue Oyster Cult, 32 To 21 — H. Alpert, 28 To 20 — Moon Martin, 31 To 19 — K. Rogers, 25 To 18 — Kansas, 22 To 17 — Wings, 26 To 16 — Kiss, 18 To 15 — G. Rafferty, 17 To 13 — Atlanta Rhythm Section, 11 To 9 — Commodores, 9 To 5 — D. Summer, 4 To 2 — Little River Band, Ex To 30 — I. Gomm. ADDS: 28 — Journey, 29 — R. Smith, 31 — G. Gaynor, 33 — Y. Elliman, 34 — S. Ouatro, L. Goffin, Raydio.

SOUTHEAST

WAGQ — ATHENS — DAVE TAYLOR, PD

2-1 — Little River Band. JUMPS: 29 To 24 — K.C. & Sunshine Band, 27 To 22 — Wings, 26 To 21 — M. Jackson, 25 To 20 — J. Stewart, 24 To 19 — D. Summer, 22 To 17 — B. Pointer, 21 To 16 — Journey, 20 To 15 — H. Alpert, 19 To 14 — G. Rafferty, 16 To 13 — Doobie Bros., 15 To 12 — Cheap Trick, 5 To 3 — R. Palmer, Ex To 30 — Kansas, Ex To 27 — Foreigner, Ex To 26 — K. Rogers, Ex To 25 — J. Buffett. ADDS: 29 — Lobo, Commodores "Still," Ashford & Simpson.

WRFC — ATHENS — GARY KIRK, MD

1-1 — Commodores. JUMPS: 30 To 27 — Moon Martin, 24 To 21 — Journey, 22 To 17 — K.C. & Sunshine Band, 26 To 16 — M. Jackson, 19 To 15 — Atlanta Rhythm Section, 17 To 12 — Mass Production, 14 To 11 — M. 13 To 10 — D. Summer, 12 To 9 — H. Alpert, 10 To 7 — L. Goffin, 8 To 6 — N. Lowe, 7 To 5 — Sniff 'N' Tears, 6 To 4 — R. Palmer, 5 To 3 — ELO, Ex To 30 — I. Gomm, Ex To 29 — Foreigner, Ex To 28 — Ashford & Simpson, Ex To 25 — K. Rogers. ADDS: J. Buffett, O'Jay, Commodores "Still."

Z93 — ATLANTA — DALE O'BRIEN, MD

4-1 — Commodores. JUMPS: 29 To 25 — Doobie Bros., 24 To 21 — Moon Martin, 23 To 17 — Ashford & Simpson, 20 To 16 — Sniff 'N' Tears, 9 To 3 — M. Jackson, Ex To 30 — Knack, Ex To 27 — I. Gomm. ADDS: 28 — Commodores "Still," 29 — Foreigner.

94Q — ATLANTA — JEFF McCARTNEY, MD

8-1 — Commodores. JUMPS: 29 To 24 — C. Thompson, 30 To 23 — J. Buffett, 26 To 22 — Doobie Bros, 25 To 21 — I. Gomm, 22 To 19 — J. Stewart, 21 To 17 — Buckeye, 20 To 15 — Wings, 18 To 12 — G. Rafferty, 15 To 11 — Atlanta Rhythm Section, 12 To 9 — Sniff 'N' Tears, 10 To 5 — Journey. ADDS: 26 — Commodores "Still," 27 — Foreigner, 29 — L. Wood, 30 — J. Warnes.

WQXI — ATLANTA — J.J. JACKSON, MD

1-1 — D. Warwick. JUMPS: 27 To 23 — D. Summer, 28 To 13 — Journey, 25 To 12 — M. Jackson, 6 To 4 — Commodores, Ex To 30 — C. Thompson, Ex To 28 — I. Gomm, Ex To 26 — K.C. & Sunshine Band, Ex To 25 — Ashford & Simpson, Ex To 24 — Wings. ADDS: Cher, G. Gaynor, Doobie Bros., J. Stewart, Commodores "Still."

WBBQ — AUGUSTA — BRUCE STEVENS, MD

1-1 — Commodores. JUMPS: 29 To 26 — Foreigner, 30 To 25 — K. Rogers, 27 To 23 — Doobie Bros., 22 To 21 — Charlie, 22 To 18 — J. Stewart, 25 To 16 — M. Johnson, 28 To 15 — J. Buffett, 19 To 13 — Mass Production, 16 To 10 — B. Pointer, 14 To 9 — Journey, 18 To 8 — M. Jackson, 17 To 6 — H. Alpert, 8 To 4 — K.C. & Sunshine Band, Ex To 29 — D. Summer, Ex To 27 — Wings. ADDS: Prince, L. Wood, C. Thompson, Lobo, G. Gaynor, P. Hernandez.

WKXX — BIRMINGHAM — STEVE DAVIS, MD

4-1 — M. JUMPS: 30 To 26 — I. Gomm, 28 To 25 — J. Stewart, 29 To 24 — L. Goffin, 27 To 21 — J. Buffett, 24 To 20 — E. Money, 23 To 19 — Blue Oyster Cult, 22 To 18 — Atlanta Rhythm Section, 18 To 15 — G. Rafferty, 21 To 13 — R. Milsap, 17 To 12 — Commodores, 12 To 10 — J. Warnes. ADDS: Knack, C. Gayle, Commodores, M. Johnson, H. Alpert.

WSGN — BIRMINGHAM — BEAU BRAXTON, MD

6-1 — M. JUMPS: 21 To 17 — Atlanta Rhythm Section, 16 To 13 — G. Rafferty, 11 To 6 — Commodores, 10 To 5 — G.Q., Ex To 34 — M. Jackson, Ex To 33 — Foreigner, Ex To 32 — G. Benson, Ex To 27 — Commodores. ADDS: G. Gaynor, J.D. Souther, K.C. & Sunshine Band.

WAYS — CHARLOTTE — SCOTT SLADE, PD

5-1 — R. John. JUMPS: 32 To 29 — Wings, 31 To 28 — E. Money, 30 To 27 — D. Ross, 29 To 26 — Moon Martin, 24 To 20 — Sniff 'N' Tears, 21 To 18 — Atlanta Rhythm Section, 22 To 16 — Doobie Bros., 18 To 15 — J. Buffett, 17 To 14 — J. Warnes, 15 To 12 — M. 12 To 10 — N. Lowe, 14 To 9 — H. Alpert, 11 To 8 — B. Pointer, 9 To 6 — G.Q., 4 To 2 — M. Jackson, Ex To 33 — Buckeye, Ex To 32 — Journey, Ex To 23 — K. Rogers. ADDS: 30 — Ashford & Simpson, 34 — Lobo, 35 — S. Mills, G. Gaynor, A. Murray, I. Gomm, L. Goffin.

WQXQ — DAYTONA BEACH — C.C. McCARTNEY, PD

2-1 — Sniff 'N' Tears. JUMPS: 40 To 33 — Prism, 37 To 28 — Foreigner, 32 To 27 — E. Money, 31 To 26 — P. Travers, 30 To 24 — Kansas, 26 To 21 — Chicago, 29 To 19 — G. Rafferty, 23 To 18 — H. Brood, 24 To 17 — D. Summer, 20 To 15 — Wings, 34 To 14 — M. 17 To 13 — Moon Martin, 15 To 11 — B. Pointer, 14 To 10 — Doobie Bros., 11 To 9 — Buckeye, 14 To 8 — Night, 10 To 7 — Atlanta Rhythm Section, 8 To 6 — N. Lowe, 6 To 4 — R. Palmer, Ex To 39 — H. Alpert, Ex To 38 — L. Goffin, Ex To 37 — Wilson Bros., Ex To 36 — Poussette-Dart Band, Ex To 35 — Lobo, Ex To 34 — J. Buffett. ADDS: D. Johanson, Rainbow, G. Gaynor, Abba "Angel."

WFLB — FAYETTEVILLE — MIKE MONDAY, MD

4-1 — M. Jackson. JUMPS: 35 To 31 — Journey, 34 To 30 — Wings, 32 To 29 — G. Rafferty, 31 To 27 — M. 33 To 26 — Knack, 25 To 20 — N. Lowe, 29 To 19 — H. Alpert, 28 To 18 — J. Warnes, 17 To 13 — R. Palmer, 19 To 12 — D. Summer, 16 To 11 — S. Mills, 14 To 10 — K.C. & Sunshine Band, 12 To 9 — Ashford & Simpson, 11 To 8 — Commodores, 9 To 7 — ELO, 8 To 5 — Earth, Wind & Fire, Ex To 35 — Poussette-Dart Band, Ex To 34 — Crusaders, Ex To 33 — Doobie Bros., Ex To 32 — K. Rogers. ADDS: G. Gaynor, N. Cole, L. Wood, A. Murray, J. Buffet, Southside Johnny, Nature's Divine.

WGSV — GUNTERSVILLE — TIM LOGAN, MD

2-1 — Commodores. JUMPS: 33 To 29 — S. Mills, 30 To 26 — J. Stewart, 29 To 24 — Kansas, 28 To 23 — I. Gomm, 26 To 22 — K.C. & Sunshine Band, 23 To 20 — C. Thompson, 25 To 18 — J. Buffett, 20 To 16 — D. Summer, 19 To 15 — Atlanta Rhythm Section, 18 To 13 — J. Warnes, 17 To 12 — M. Macgregor, 16 To 11 — Doobie Bros., 14 To 10 — G. Rafferty, 12 To 8 — B. Pointer, 10 To 7 — N. Lowe, 11 To 6 — M. 7 To 5 — D. Warwick, 5 To 3 — ELO, 6 To 2 — Little River Band, Ex To 36 — J.D. Souther, Ex To 35 — Hotel, Ex To 33 — K. Rogers, Ex To 27 — M. Jackson, Ex To 25 — Commodores. ADDS: P. Hernandez, G. Gaynor.

WJDX — JACKSON — BOB RALL, PD

3-1 — Little River Band. JUMPS: 30 To 26 — G. Rafferty, 28 To 25 — Atlanta Rhythm Section, 26 To 23 — Doobie Bros., 25 To 21 — J. Stewart, 22 To 17 — H. Alpert, 24 To 16 — Wings, 17 To 14 — B. Pointer, 16 To 13 — Commodores "Still," 14 To 10 — Lobo, 13 To 7 — M. 8 To 5 — Commodores, 7 To 3 — Supertramp, 6 To 2 — K.C. & Sunshine Band. ADDS: 27 — I. Gomm, 28 — K. Rogers.

WAPE — JACKSONVILLE — PAUL SEBASTIAN, PD

1-1 — Knack. JUMPS: 30 To 25 — J. Buffett, 27 To 24 — Moon Martin, 29 To 23 — G. Rafferty, 22 To 19 — D. Summer, 21 To 17 — Atlanta Rhythm Section, Ex To 30 — K. Rogers, Ex To 29 — B. Pointer, Ex To 28 — S. Ouatro, Ex To 27 — Wings. ADDS: Journey, Foreigner, C. Gayle.

Y103 — JACKSONVILLE — SCOTT SHERWOOD, PD

2-1 — Little River Band. JUMPS: 37 To 33 — Journey, 38 To 32 — B. Pointer, 39 To 31 — Knack, 34 To 30 — Moon Martin, 36 To 29 — B. Russell, 35 To 28 — E. Money, 32 To 27 — L. Goffin, 29 To 25 — Atlanta Rhythm Section, 28 To 23 — R. Palmer, 27 To 22 — Doobie Bros., 26 To 20 — H. Brood, 22 To 19 — G. Rafferty, 21 To 18 — G.Q., 17 To 14 — Sniff 'N' Tears, 14 To 11 — Kiss (old), 24 To 10 — D. Warwick, 25 To 9 — M. Jackson, 13 To 5 — Commodores, 8 To 4 — M. 4 To 2 — Earth, Wind & Fire, Ex To 36 — Blue Oyster Cult, Ex To 35 — Wings. ADDS: 37 — H. Alpert, 38 — D. Summer, 39 — K. Rogers, 40 — K.C. & Sunshine Band, Kiss, B. Dylan, Kansas, I. Gomm.

Y100 — MIAMI — ROBERT MUSSY, MD

1-1 — Knack (old). JUMPS: 33 To 29 — Commodores "Still," 32 To 28 — Niteflyte, 31 To 27 — Crusaders, 28 To 23 — M. Kane, 25 To 22 — C. Mayfield & L. Clifford, 24 To 21 — S. Cassidy, 23 To 20 — Ashford & Simpson, 26 To 19 — D. Ross, 22 To 18 — D. Summer, 20 To 14 — Cars, 21 To 13 — F. Joli, 17 To 11 — Little River Band, 18 To 10 — H. Alpert, 11 To 8 — Commodores, 16 To 6 — D. Warwick, 9 To 5 — Supertramp, 8 To 4 — M. Jackson, 6 To 3 — B. Pointer. ADDS: Doobie Bros., Sniff 'N' Tears, L. Goffin, Kiss, Cher.

WHYY — MONTGOMERY — RICH THOMAS, MD

1-1 — Commodores. JUMPS: 30 To 27 — Bama, 28 To 23 — J. Warnes, 25 To 21 — R. Milsap, 24 To 19 — Mass Production, 21 To 18 — G. Rafferty, 22 To 17 — Wings, 19 To 16 — Atlanta Rhythm Section, 20 To 15 — Moon Martin, 16 To 12 — D. Summer, 12 To 10 — Doobie Bros., 14 To 9 — Journey, 15 To 8 — H. Alpert, 10 To 5 — Commodores "Still," 9 To 4 — M. 5 To 3 — R. Palmer, Ex To 30 — Buckeye, Ex To 29 — K.C. & Sunshine Band, Ex To 28 — K. Rogers, Ex To 26 — Foreigner. ADDS: N. Cole, M. Jackson, Abba "Angel," J. Buffett.

WLAC — NASHVILLE — RICK HARRIS, PD

1-1 — R. John. JUMPS: 39 To 34 — Foreigner, 39 To 32 — Moon Martin, 40 To 31 — Lobo, 34 To 30 — M. Johnson, 31 To 25 — Ashford & Simpson, 30 To 22 — Atlanta Rhythm Section, 24 To 20 — Sniff 'N' Tears, 26 To 19 — H. Alpert, 22 To 18 — G. Rafferty, 33 To 16 — K. Rogers, 29 To 14 — Cheap Trick, 19 To 12 — E. Rabbitt, 10 To 8 — R. Palmer, 6 To 4 — D. Warwick, Ex To 40 — Charlie, Ex To 38 — New England, Ex To 37 — Mass Production. ADDS: 39 — Wings, S. Mills, P. Travers, M. Jackson, Knack, N. Lowe, S. Ouatro, M. McGovern.

WWXX — NASHVILLE — STEVE DENTON, MD

3-1 — Commodores. JUMPS: 30 To 27 — Wings, 29 To 26 — P. Travers, 28 To 18 — D. Summer, 23 To 14 — K.C. & Sunshine Band, 22 To 11 — Journey, 24 To 10 — M. Jackson, 18 To 7 — B. Pointer, 17 To 5 — H. Alpert, 8 To 2 — D. Warwick, Ex To 30 — Kiss, Ex To 29 — I. Gomm, Ex To 28 — K. Rogers. ADDS: Commodores "Still," Cher, Charlie, Y. Elliman, J.D. Souther, Ashford & Simpson.

BJ105 — ORLANDO — TERRY LONG, MD

4-1 — M. JUMPS: 39 To 30 — H. Alpert, 38 To 29 — S. Mills, 37 To 28 — Doobie Bros., 36 To 27 —

REGIONAL PROGRAMMING GUIDE

Foreigner, 40 To 26 — D. Edmunds, 27 To 24 — H. Brood, 26 To 23 — Triumph, 30 To 22 — Knack, 28 To 21 — M. Jackson, 24 To 20 — J. Buffett, 22 To 19 — P. Hernandez, 21 To 18 — N. Lowe, 20 To 17 — R. Palmer, 18 To 15 — M. Johnson, 19 To 14 — Commodores, 16 To 13 — B. Boyer, 11 To 9 — Supertramp, 12 To 8 — D. Warwick, 9 To 7 — Little River Band, 7 To 3 — R. John, Ex To 37 — Lobo. ADDS: Records, A. Murray.

WGH — NORFOLK — BOB CANADA, PD

4-1 — R. John. JUMPS: 24 To 18 — M, 20 To 17 — N. Lowe, 22 To 12 — M. Jackson, 17 To 6 — H. Alpert, 6 To 4 — Commodores, Ex To 22 — D. Summer, Ex To 21 — Doobie Bros., Ex To 19 — Wings. ADDS: J. Warnes, K. Rogers, Journey.

WKIX — RALEIGH — RON MCKAY, MD

1-1 — R. John. JUMPS: 27 To 22 — Lobo, 26 To 21 — S. Mills, 24 To 19 — M. Macgregor, 22 To 16 — H. Alpert, 18 To 15 — R. Palmer, 19 To 12 — M, 16 To 11 — B. Pointer, 17 To 10 — M. Jackson, 9 To 6 — ELO, 7 To 5 — Commodores.

WRVQ — RICHMOND — BILL THOMAS, PD

1-1 — R. Palmer. JUMPS: 28 To 25 — Knack, 26 To 20 — M. Jackson, 22 To 18 — G. Rafferty, 23 To 15 — Wings, 21 To 13 — H. Alpert, 20 To 12 — J. Stewart, 18 To 11 — N. Lowe, 14 To 9 — Sniff 'N' Tears, 12 To 7 — J. Warnes, 8 To 5 — Earth, Wind & Fire, Ex To 26 — K. Rogers, Ex To 16 — Commodores. ADDS: G. Gaynor, Foreigner, J.D. Souther, B. Pointer.

WSGA — SAVANNAH — JIM LEWIS, MD

1-1 — M. Jackson. JUMPS: 30 To 29 — K. Rogers, 32 To 28 — Foreigner, 29 To 26 — Knack, 27 To 24 — L. Goffin, 26 To 23 — G. Rafferty, 24 To 21 — Journey, 20 To 19 — Moon Martin, 21 To 18 — D. Summer, 20 To 17 — Doobie Bros., 18 To 15 — Sniff 'N' Tears, 17 To 14 — H. Alpert, 16 To 13 — K.C. & Sunshine Band, 14 To 11 — P. Hernandez, 13 To 10 — Mass Production, 11 To 9 — G.Q., 8 To 6 — B. Pointer, 5 To 3 — Commodores. ADDS: 29 — J. Warnes, 30 — Commodores.

Q105 — TAMPA — MASON DIXON, MD

1-1 — R. John. JUMPS: 28 To 20 — H. Alpert, 25 To 19 — Sniff 'N' Tears, 21 To 18 — M. Jackson, 27 To 15 — N. Lowe, 17 To 13 — Night, 16 To 12 — Journey, 15 To 10 — Commodores, 12 To 9 — M, 8 To 6 — Cars, 9 To 2 — D. Warwick, Ex To 30 — J. Buffett, Ex To 29 — K. Rogers. ADDS: Kiss, B. Pointer, Commodores "Still."

WSEZ — WINSTON/SALEM — DUTCH BERRY, PD/MD

4-1 — Little River Band. JUMPS: 34 To 27 — L. Goffin, 37 To 26 — Knack, 30 To 25 — J. Warnes, 32 To 24 — Doobie Bros., 26 To 23 — J. Stewart, 31 To 22 — D. Summer, 29 To 21 — Atlanta Rhythm Section, 25 To 20 — Journey, 19 To 15 — Moon Martin, 23 To 14 — M. Jackson, 17 To 12 — N. Lowe, 14 To 11 — H. Alpert, 13 To 9 — G. Rafferty, 5 To 3 — Commodores, Ex To 36 — J. Buffett, Ex To 34 — S. Mills, Ex To 32 — Foreigner. ADDS: L. Wood, Ashford & Simpson, B. Dylan, K. Rogers.

SOUTHWEST

KNOW-FM — AUSTIN — LENNY WHITE, MD

2-1 — D. Warwick. JUMPS: 50 To 45 — New England, 46 To 37 — Knack, 41 To 31 — J. Buffett, 36 To 30 — D. Edmunds, 33 To 28 — R. Milsap, 34 To 27 — I. Gomm, 31 To 25 — K. Bonoff, 27 To 20 — G. Rafferty, 21 To 18 — Chicago, 22 To 16 — Blue Oyster Cult, 18 To 15 — J. Stewart, 15 To 11 — N. Lowe, 19 To 10 — Doobie Bros., 12 To 9 — Atlanta Rhythm Section, 17 To 8 — Commodores, 7 To 4 — H. Alpert, Ex To 46 — Moon Martin, Ex To 44 — K. Rogers. ADDS: Foreigner, Prism, Point Blank, M. Groenthal, Orleans, Rainbow, C. Daniels Band.

KVIL — DALLAS — MIKE REY, MD

2-1 — Earth, Wind & Fire. JUMPS: 24 To 21 — N. Lowe, 21 To 18 — Night, 17 To 14 — B. Pointer, 14 To 11 — Supertramp, 19 To 10 — Commodores, 10 To 8 — D. Warwick, 9 To 7 — E. Rabbitt, 8 To 6 — R. John, 11 To 5 — Little River Band, 6 To 4 — C. Daniels Band, Ex To 26 — Sniff 'N' Tears, Ex To 25 — M. McGovern, Ex To 24 — D. Ross. ADDS: ELO, M. Jackson.

KLIF — DALLAS — HARRY NELSON, MD

1-1 — C. Daniels Band. JUMPS: 30 To 27 — Wings, 28 To 25 — Doobie Bros., 29 To 21 — J. Warnes, 25 To 18 — H. Alpert, 20 To 16 — R. Palmer, 19 To 14 — B. Pointer, 16 To 13 — G.Q., 18 To 9 — Commodores, 11 To 8 — Little River Band, 10 To 6 — R. John, 8 To 5 — Earth, Wind & Fire, 5 To 3 — D. Warwick, Ex To 30 — D. Summer, Ex To 29 — Lobo, Ex To 28 — J. Stewart. ADDS: K. Rogers, Moon Martin, D. Ross.

Z97 — DALLAS — GARY MACK, PD/MD

1-1 — Kansas. JUMPS: 24 To 19 — Night, 22 To 16 — Journey, 18 To 11 — Cheap Trick, 14 To 10 — R. Palmer, 12 To 8 — Wings (old), 9 To 3 — Little River Band. ADDS: 22 — Chicago, 23 — G. Rafferty, 25 — R. John.

KRBE — HOUSTON — CLAY GISH, PD/MD

3-1 — Knack (old). JUMPS: 28 To 23 — Journey, 26 To 20 — Ashford & Simpson, 24 To 19 — Moon Martin, 20 To 17 — G. Rafferty, 19 To 16 — Supertramp, 12 To 10 — ELO, 7 To 5 — M. Nightingale, Ex To 30 — I. Gomm, Ex To 29 — L. Garrett, Ex To 26 — Knack. ADDS: 8 — D. Warwick, Wings, Kiss, Kid Brother.

KILT — HOUSTON — BILL YOUNG, PD

4-1 — Commodores. JUMPS: 40 To 29 — Moon Martin, 38 To 27 — D. Summer, 35 To 26 — B. Thorpe, 36 To 24 — Ashford & Simpson, 39 To 23 — Sniff 'N' Tears, 22 To 17 — M, 20 To 9 — M. Jackson, 10 To 8 — ELO, 9 To 7 — H. Alpert, 6 To 4 — D. Warwick, Ex To 39 — Kermit The Frog, Ex To 36 — Knack, Ex To 34 — Journey, Ex To 32 — J. Warnes. ADDS: 33 — K.C. & Sunshine Band, Pointer Sisters, C. Thompson.

KAAY — LITTLE ROCK — JACK RANDALL, PD

2-1 — Atlanta Rhythm Section. JUMPS: 17 To 14 — Sniff 'N' Tears, 24 To 13 — H. Alpert, 15 To 12 — Doobie Bros., 14 To 11 — ELO, 13 To 8 — J. Warnes, 8 To 5 — Commodores. ADDS: Wings, Moon Martin, H. Brood.

WTIX — NEW ORLEANS — TERRY YOUNG, MD

4-1 — Mass Production. JUMPS: 40 To 34 — Lobo, 39 To 33 — M. Macgregor, 38 To 32 — D. Summer, 37 To 31 — D. Edmunds, 36 To 30 — J. Warnes, 35 To 39 — G. Rafferty, 34 To 28 — Hotel, 31 To 27 — B. Thorpe, 29 To 26 — Atlanta Rhythm Section, 28 To 25 — Ashford & Simpson, 27 To 24 — Cheap Trick, 33 To 23 — M, 26 To 22 — H. Alpert, 25 To 21 — S. Mills, 24 To 20 — Adrissi Bros., 23 To 19 — H. Brood, 22 To 18 — Commodores, 21 To 17 — Sniff 'N' Tears, 30 To 16 — Knack, 19 To 15 — D. Ross, 9 To 4 — K.C. & Sunshine Band, 8 To 3 — Journey, Ex To 39 — Kiss, Ex To 38 — M. Johnson, Ex To 37 — L. Goffin, Ex To 36 — Blue Oyster Cult, Ex To 35 — Foreigner. ADDS: B. Russell, Doobie Bros., P. Travers, J. "Bo" Horne, Crusaders, Charlie.

KOFM — OKLAHOMA CITY — CHUCK MORGAN, MD

4-1 — Little River Band. JUMPS: 29 To 26 — N. Lowe, 30 To 25 — M. McGovern, 27 To 24 — G. Rafferty, 28 To 23 — Journey, 25 To 22 — Atlanta Rhythm Section, 23 To 18 — Doobie Bros., 20 To 17 — Cheap Trick, 19 To 13 — Commodores, 11 To 9 — Lobo, 17 To 7 — O. Newton-John "Hot," 9 To 6 — Cars, 15 To 5 — M, Ex To 30 — Moon Martin, Ex To 29 — D. Summer, Ex To 28 — J. Warnes, Ex To 27 — H. Alpert. ADDS: M. Jackson, M. Johnson, I. Gomm, J. Stewart.

KSLS — ST. LOUIS — PHIL IRONS, MD

2-1 — R. John. JUMPS: 37 To 31 — L. Wood, 36 To 30 — D. Summer, 33 To 29 — Foreigner, 31 To 28 — C. Mas, 34 To 27 — K. Rogers, 32 To 25 — I. Gomm, 29 To 24 — Knack, 28 To 23 — REO Speedwagon, 24 To 19 — Wings, 21 To 13 — Atlanta Rhythm Section, 25 To 9 — H. Alpert, 8 To 5 — D. Warwick, 6 To 2 — Commodores. ADDS: 33 — Kansas, 34 — N. Young.

KXOK — ST. LOUIS — LEE DOUGLASS, PD/MD

3-1 — Little River Band. JUMPS: 29 To 23 — J. Warnes, 27 To 21 — Wings, 25 To 19 — N. Lowe, 26 To 18 — Commodores, 30 To 17 — H. Alpert, 17 To 13 — D. Warwick, 13 To 10 — Atlanta Rhythm Section, 20 To 9 — Night, 16 To 8 — C. Daniels Band, 12 To 7 — M. Nightingale, 8 To 6 — Chic, 7 To 5 — Earth, Wind & Fire, 10 To 4 — R. John, 6 To 3 — Supertramp. ADDS: 28 — I. Gomm, 29 — M. Johnson, 30 — K. Rogers.

KTSA — SAN ANTONIO — MIKE SCOTT, MD

1-1 — Kermit The Frog. JUMPS: 30 To 25 — G. Rafferty, 29 To 19 — K. Rogers, 23 To 17 — H. Alpert, 22 To 12 — Mass Production, 25 To 7 — Commodores "Still," 7 To 5 — D. Warwick, 26 To 4 — M. Jackson, Ex To 27 — F. Kinney, Ex To 24 — Doobie Bros. ADDS: C. Thompson, D. Edmunds, C. Gayle, D. Williams, Abba "Angel," Knack, A. Murray.

KEEL — SHREVEPORT — HOWARD CLARK, MD

3-1 — R. John. JUMPS: 29 To 26 — Atlanta Rhythm Section, 23 To 20 — I. Gomm, 19 To 16 — P. Hernandez, 17 To 15 — R. Palmer, 24 To 13 — M, 16 To 11 — M. Jackson, 9 To 7 — B. Pointer, Ex To 28 — D. Ross, Ex To 27 — Doobie Bros. ADDS: K. Rogers, Moon Martin, Foreigner, D. Summer, Lobo.

KELI — TULSA — RAY LIVINGSTON, PD

2-1 — Little River Band. JUMPS: 30 To 25 — Doobie Bros., 29 To 23 — Journey, 25 To 22 — H. Alpert, 24 To 21 — Atlanta Rhythm Section, 21 To 17 — G. Rafferty, 19 To 11 — M, 14 To 10 — N. Lowe, 13 To 9 — Commodores, 11 To 7 — Sniff 'N' Tears, Ex To 30 — M. Jackson, Ex To 29 — Cheap Trick, Ex To 28 — Moon Martin, Ex To 27 — D. Summer. ADDS: Wings, K. Rogers.

MIDWEST

WCUE — AKRON — CRAIG JOHNS, PD

3-1 — R. John. JUMPS: 40 To 33 — Doobie Bros., 38 To 32 — G. Rafferty, 39 To 31 — S. Mills, 34 To 30 — D. Summer, 33 To 29 — Ashford & Simpson, 35 To 28 — Lobo, 30 To 27 — Atlanta Rhythm Section, 31 To 26 — Journey, 28 To 25 — H. Alpert, 29 To 24 — Mass Production, 27 To 22 — N. Lowe, 26 To 20 — M. Jackson, 24 To 19 — M. McGovern, 22 To 18 — B. Pointer, 20 To 16 — Night, 18 To 15 — Sniff 'N' Tears, 23 To 14 — G.Q., 17 To 13 — D. Ross, 18 To 12 — Commodores, 14 To 9 — M, 12 To 8 — R. Palmer, 9 To 7 — P. Hernandez, 6 To 2 — Little River Band. ADDS: 34 — Knack, 35 — Moon Martin, 37 — M. Johnson, 38 — Foreigner, 39 — J. Stewart, 40 — Kiss.

WLS — CHICAGO — ALAN BURNS, MD

1-1 — Knack (old). JUMPS: 27 To 25 — Supertramp, 22 To 17 — Little River Band, 14 To 11 — M. Nightingale, 17 To 10 — D. Warwick, 10 To 7 — ELO, 6 To 3 — R. John. ADDS: 15 — H. Alpert, 44 — R. Palmer, Sniff 'N' Tears, N. Lowe, Journey.

WEFM — CHICAGO — KEVIN METHENY, PD

1-1 — Knack (old). JUMPS: 28 To 23 — H. Alpert, 27 To 17 — Knack, 25 To 15 — Journey, 18 To 13 — Little River Band, 12 To 3 — ELO. ADDS: 24 — Commodores, 30 — S. Mills.

Q102 — CINCINNATI — MARK ELLIOT, PD/MD

2-1 — Supertramp. JUMPS: 29 To 25 — J. Stewart, 28 To 24 — D. Summer, 27 To 23 — Lobo, 26 To 20 — B. Pointer, 22 To 18 — Knack, 20 To 16 — Atlanta Rhythm Section, 18 To 15 — G. Rafferty, 19 To 13, N. Lowe, 15 To 11 — Commodores, 12 To 7 — Sniff 'N' Tears, 10 To 6 — R. Palmer, 7 To 5 — D. Warwick, 6 To 4 — Little River Band, 5 To 3 — ELO. ADDS: 27 — Wings, 28 — K. Rogers.

WGCL — CLEVELAND — DAVE COLLINS, MD

1-1 — C. Daniels Band. JUMPS: 24 To 16 — D. Summer, 22 To 14 — Commodores, 12 To 10 — R. Palmer, 11 To 4 — M. Jackson, 9 To 3 — M, Ex To 30 — Moon Martin, Ex To 29 — N. Lowe. ADDS: A. Parsons Project, Doobie Bros., Southside Johnny.

WZZP — CLEVELAND — CLEVELAND REYNOLDS, MD

1-1 — Little River Band. JUMPS: 31 To 28 — Journey, 35 To 27 — Atlanta Rhythm Section, 28 To 21 — N. Lowe, 26 To 20 — M. McGovern, 23 To 19 — Sniff 'N' Tears, 22 To 18 — M, 20 To 13 — Cheap Trick, 17 To 10 — R. Palmer, 13 To 9 — Triumph, 11 To 8 — G.Q., 12 To 6 — Night, 7 To 5 — Supertramp, Ex To 26 — M. Jackson, Ex To 25 — Breathless, Ex To 24 — Kiss. ADDS: 35 — D. Ross, I. Gomm, Charlie, Southside Johnny, Wings, Hotel, Moon Martin, Foreigner, Crusaders, J. Stewart, H. Alpert.

WNCI — COLUMBUS — STEVE EDWARDS, MD

11-1 — Little River Band. JUMPS: 19 To 15 — D. Ross, 23 To 11 — R. Palmer, 15 To 9 — B. Pointer, Ex To 25 — Atlanta Rhythm Section. ADDS: 22 — M. Jackson, 23 — H. Alpert, J. Warnes.

92X — COLUMBUS — MIKE PERKINS, MD

4-1 — R. John. JUMPS: 40 To 36 — Buckeye, 39 To 35 — J. Warnes, 36 To 28 — H. Alpert, 32 To 25 — Knack, 26 To 22 — N. Lowe, 24 To 21 — Sniff 'N' Tears, 23 To 20 — M. McGovern, 14 To 11 — D. Ross, 12 To 10 — Little River Band, 22 To 8 — M. Jackson. ADDS: 38 — Wings, 40 — I. Gomm.

KIOA — DES MOINES — GARY STEVENS, PD/MD

2-1 — Knack (old). JUMPS: 20 To 14 — R. Palmer, 19 To 12 — Commodores, 20 To 11 — M, 15 To 6 — D. Warwick, 13 To 4 — Little River Band. ADDS: 21 — Sniff 'N' Tears, 22 — Atlanta Rhythm Section, 23 — Journey, 24 — Lobo, 25 — Cheap Trick.

CKLW — DETROIT — ROSALIE TROMBLEY, MD

3-1 — H. Alpert. JUMPS: 26 To 17 — B. Russell, 19 To 14 — D. Summer (B. Side), 18 To 13 — G.O., 20 To 12 — Little River Band, 13 To 8 — R. Palmer. ADDS: 24 — C. Thompson, 30 — K. Rogers, A. Murray, Ashford & Simpson, R. Coolidge.

KFMD — DUBUQUE — STEVE SESTERHENN, MD

2-1 — Little River Band. JUMPS: 25 To 22 — Atlanta Rhythm Section, 24 To 21 — Lobo, 23 To 20 — D. Summer, 22 To 19 — G. Rafferty, 20 To 15 — Journey, 17 To 14 — N. Lowe, 16 To 12 — H. Alpert, 15 To 11 — Sniff 'N' Tears, 11 To 9 — R. Palmer, 14 To 8 — M, 12 To 5 — Commodores, 8 To 4 — Earth, Wind & Fire, 5 To 2 — ELO, Ex To 24 — M. Jackson, Ex To 23 — Doobie Bros. ADDS: 17 — Knack, 25 — J. Warnes, K. Rogers, J. Buffett, J. Stewart, Kansas.

WNDE — INDIANAPOLIS — BILL GARCIA, PD

2-1 — R. John. JUMPS: 29 To 25 — Wings, 30 To 24 — Knack, 27 To 23 — M. Jackson, 25 To 19 — Moon Martin, 22 To 18 — G. Rafferty, 21 To 17 — D. Summer, 19 To 16 — Atlanta Rhythm Section, 17 To 14 — R. Palmer, 20 To 12 — Journey, 14 To 9 — N. Lowe, 13 To 8 — Commodores, 9 To 7 — Doobie Bros., 8 To 6 — Sniff 'N' Tears, 7 To 5 — D. Warwick, 6 To 4 — M, 5 To 3 — Little River Band, Ex To 30 — B. Pointer, Ex To 29 — M. Johnson, Ex To 28 — Foreigner, Ex To 27 — K. Rogers. ADDS: I. Gomm, E. Money, Kiss, P. Travers, Lobo, Southside Johnny, S. Ouatro, Breathless.

KBEQ — KANSAS CITY — MARSHA LERENBERG, MD

1-1 — Little River Band. JUMPS: 38 To 34 — Atlanta Rhythm Section, 39 To 33 — G. Rafferty, 34 To 30 — Van Halen, 35 To 29 — M, 31 To 28 — M. Johnson, 30 To 26 — Wings, 28 To 24 — M. McGovern, 26 To 23 — Doobie Bros., 32 To 22 — D. Summer, 25 To 21 — J. Warnes, 20 To 15 — H. Alpert, 17 To 14 — N. Lowe, 15 To 12 — B. Pointer, 11 To 8 — D. Warwick, 12 To 7 — Commodores, 7 To 3 — R. John, Ex To 40 — K. Rogers, Ex To 39 — B. Dylan, Ex To 38 — Moon Martin, Ex To 37 — Kansas. ADDS: Knack, Lobo, I. Gomm, Kiss.

WHB — KANSAS CITY — AL CASEY, PD

1-1 — Little River Band. JUMPS: 23 To 20 — K. Rogers, 25 To 15 — D. Summer, 16 To 12 — B. Russell, 14 To 9 — J. Warnes, 12 To 5 — H. Alpert. ADDS: 21 — Sniff 'N' Tears, 23 — I. Gomm, Ex To 24 — K.C. & Sunshine Band, 26 — M. Johnson.

WAKY — LOUISVILLE — MIKE McVAY, PD

1-1 — Knack (old). JUMPS: 30 To 25 — K. Rogers, 21 To 17 — H. Alpert, 26 To 16 — Atlanta Rhythm Section, 27 To 15 — J. Warnes, 19 To 12 — Commodores, 14 To 10 — R. Palmer, 18 To 8 — M. Jackson, Ex To 28 — Wings.

WISM — MADISON — JON LITTLE, PD

2-1 — ELO. JUMPS: 29 To 26 — B. Pointer, 30 To 23 — Doobie Bros., 25 To 20 — E. Money, 21 To 17 — N. Lowe, 18 To 15 — Commodores, 16 To 13 — Sniff 'N' Tears, 9 To 7 — R. Palmer, 7 To 5 — M, Ex To 30 — Moon Martin, Ex To 27 — M. Jackson.

WZUU — MILWAUKEE — CHRIS CURTIS, PD/MD

2-1 — Sniff 'N' Tears. JUMPS: 22 To 14 — P. Hernandez, 11 To 7 — Earth, Wind & Fire, 10 To 6 — R. Palmer, 9 To 4 — Commodores, Ex To 25 — J. Warnes, Ex To 15 — H. Alpert. ADDS: I. Gomm, D. Summer, S. Mills, New England.

WOKY — MILWAUKEE — JIM BROWN, PD

1-1 — R. John. JUMPS: 35 To 31 — E. Money, 34 To 28 — Knack, 33 To 27 — P. Hernandez, 30 To 25 — D. Summer, 27 To 24 — K. Rogers, 29 To 22 — Atlanta Rhythm Section, 23 To 21 — Moon Martin, 24 To 20 — N. Lowe, 22 To 19 — G. Rafferty, 23 To 17 — H. Alpert, 18 To 14 — Crusaders, 19 To 13 — M. Johnson, 11 To 9 — Spyro Gyra, 10 To 8 — M. McGovern, 9 To 5 — R. Palmer, 8 To 4 — ELO, 7 To 3 — Sniff 'N' Tears, 4 To 2 — Commodores, Ex To 32 — K.C. & Sunshine Band.

KDWB — MINNEAPOLIS — DAVE THOMPSON, PD

1-1 — Knack (old). JUMPS: 30 To 27 — Foreigner, 24 To 20 — Atlanta Rhythm Section, 22 To 16 — Wings, 19 To 14 — Doobie Bros., 12 To 8 — Sniff 'N' Tears, 11 To 7 — Blackfoot, 8 To 6 — E. Rabbitt.

KSTP — MINNEAPOLIS — DON MICHAELS, MD

3-1 — R. John. JUMPS: 30 To 27 — B. Pointer, 29 To 23 — A. Garfunkel, 26 To 21 — G. Rafferty, 25 To 19 — R. Coolidge, 20 To 16 — Supertramp, 16 To 10 — Commodores, 12 To 9 — M. Johnson, 9 To 5 — Lobo, Ex To 30 — Wings, Ex To 29 — K. Rogers, Ex To 28 — Atlanta Rhythm Section. ADDS: C. Gayle, A. Murray, Doobie Bros.

WOW — ERIK FOX, PD/MD

3-1 — Little River Band. JUMPS: 29 To 20 — Knack, 24 To 19 — Doobie Bros., 23 To 18 — M, 20 To 16 — Sniff 'N' Tears, 18 To 15 — Journey, 16 To 8 — D. Warwick, 11 To 4 — Earth, Wind & Fire, Ex To 30 — Moon Martin. ADDS: 29 — Wings, Foreigner.

(continued on page 27)

POP RADIO

ANALYSIS

REGIONAL ACTION

EAST

- Most Added**
1. YOU DECORATED MY LIFE — Kenny Rogers — United Artists
 2. BROKEN HEARTED ME — Anne Murray — Capitol
 3. FINS — Jimmy Buffett — MCA
 4. GOOD GIRLS DON'T — Knack — Capitol
- Most Active**
1. SAIL ON — Commodores — Motown
 2. RISE — Herb Alpert — A&M
 3. SPOOKY — Atlanta Rhythm Section — BGO/Polydor
 4. DIM ALL THE LIGHTS — Donna Summer — Casablanca

SOUTHEAST

- Most Added**
1. LET ME KNOW — Gloria Gaynor — Polydor
 2. DIRTY WHITE BOY — Foreigner — Atlantic
 3. FOUND A CURE — Ashford & Simpson — Warner Bros.
 4. BROKEN HEARTED ME — Anne Murray — Capitol
- Most Active**
1. RISE — Herb Alpert — A&M
 2. SAIL ON — Commodores — Motown
 3. GET IT RIGHT NEXT TIME — Gerry Rafferty — United Artists
 4. SPOOKY — Atlanta Rhythm Section — BGO/Polydor

SOUTHWEST

- Most Added**
1. ARROW THROUGH ME — Wings — Columbia
 2. YOU DECORATED MY LIFE — Kenny Rogers — United Artists
 3. HOLD ON — Ian Gomm — Stiff/Epic
 4. DON'T STOP TIL' YOU GET ENOUGH — Michael Jackson — Epic
- Most Active**
1. SAIL ON — Commodores — Motown
 2. RISE — Herb Alpert — A&M
 3. SPOOKY — Atlanta Rhythm Section — BGO/Polydor
 4. DEPENDIN' ON YOU — Doobie Brothers — Warner Bros.

MIDWEST

- Most Added**
1. HOLD ON — Ian Gomm — Stiff/Epic
 2. ARROW THROUGH ME — Wings — Columbia
 3. RISE — Herb Alpert — A&M
 4. DIRTY WHITE BOY — Foreigner — Atlantic
- Most Active**
1. BAD CASE OF LOVING YOU — Robert Palmer — Warner Bros.
 2. SAIL ON — Commodores — Motown
 3. SPOOKY — Atlanta Rhythm Section — BGO/Polydor
 4. DRIVER'S SEAT — Sniff 'N' The Tears — Atlantic

WEST

- Most Added**
1. YOU DECORATED MY LIFE — Kenny Rogers — United Artists
 2. HOLD ON — Ian Gomm — Stiff/Epic
 3. DON'T STOP TIL' YOU GET ENOUGH — Michael Jackson — Epic
 4. YOU'RE ONLY LONELY — J.D. Souther — Columbia
- Most Active**
1. SAIL ON — Commodores — Motown
 2. POP MUSIK — M — Sire/Warner Bros.
 3. RISE — Herb Alpert — A&M
 4. GET IT RIGHT NEXT TIME — Gerry Rafferty — United Artists

MOST ADDED RECORDS

1. **YOU DECORATED MY LIFE — KENNY ROGERS — UNITED ARTISTS**
KCPX, KMJC, KXOK, CKLW, KEEL, WTIC-FM, WBBF, KTAC, KPAM, KGW, JB10 Q102, WPGC, KLIF, Y103, WTRY, WSEZ, WKBO, WGH, WJDX, KERN, WKIX, KEI KFMD.
2. **HOLD ON — IAN GOMM — STIFF/EPIC**
WZZP, KXOK, 92X, KOFM, KBEQ, KJRB, KGW, KJR, WAYS, WNDE, WZUU, Y103 WHB, WTRY, KC101, WKBO, WJDX, KROY, KERN, KOPA, WGUY.
3. **BROKEN HEARTED ME — ANNE MURRAY — CAPITOL**
WFLB, WKBO, V97, KLEO, KTSA, WICC, WKWK, KRSP, WFOM, WCAO, KCPX CKLW, BJ105, WAYS, KSTP, WPGC, KIMN.
4. **DIRTY WHITE BOY — FOREIGNER — ATLANTIC**
WZZP, WOW, WAPE, WRVQ, KEEL, WBBF, WERC, 94Q, F105, Z93, WKBO, KLEO KENO, KNOW, KRQ, WCUE.
5. **ARROW THROUGH ME — WINGS — COLUMBIA**
WZZP, WOW, KMJC, WNDE, 92X, KRBE, Q102, F105, WLAC, KOPA, KAAV, Z96 KELI.
6. **GOOD GIRLS DON'T — THE KNACK — CAPITOL**
WBBF, KBEQ, KTAC, KPAM, WKXX, WLAC, WTRY, WKBO, KTSA, Z96, WKWK KFMD, WCUE.
7. **DON'T STOP TIL' YOU GET ENOUGH — MICHAEL JACKSON — EPIC**
WNCI, KOFM, KVIL, KTAC, WHHY, WLAC, WKBO, KREM, KERN, KENO, Z96, KRQ.
8. **LET ME KNOW (I HAVE A RIGHT) — GLORIA GAYNOR — POLYDOR**
14Q, WFLB, WGSV, WQXQ, WFOM, KTLK, WQXI, WAYS, WSGN, WBBQ, WAPE WRVQ.
9. **WHERE WERE YOU WHEN I WAS FALLING IN LOVE — LOBO — MCA/CURB**
KIOA, WBBQ, KEEL, WKBW, KBEQ, B100, WAYS, WNDE, WAGQ, KFYE.
10. **PLEASE DON'T LEAVE — LAUREN WOOD — WARNER BROS.**
KTLK, 94Q, WKTQ, WBBQ, KSLQ, V97, WSEZ, WFLB, KOPA, WWKX.
11. **DEPENDIN' ON YOU — DOOBIE BROTHERS — WARNER BROS.**
WCAO, KCPX, WTIX, WGCL, WFIL, Y100, WPGC, WQXI, KSTP.
12. **RISE — HERB ALPERT — A&M**
WZZP, WNCI, WLS, WTIC-FM, WPEZ, WKXX, Y103, Z96, KRQ.
13. **THIS NIGHT WON'T LAST FOREVER — MICHAEL JOHNSON — EMI/UNITED ARTISTS**
KXOK, KOFM, WKXX, WHB, KC101, KFYE, Z96, WKWK, WCUE.

RADIO ACTIVE SINGLES

1. **SAIL ON — COMMODORES — MOTOWN**
WCAO 10-3, 96KX 29-23, WOKY 4-2, WAKY 19-12, KIOA 19-12, WSGA 5-3, KCPX 4-2, KMJC 14-5, WNOE 23-10, WTIX 22-18, KXOK 26-18, KIMN 5-3, WPEZ 19-15, WTIC-FM 18-13, WFLB 18-13, KSLQ 6-2, KOFM 19-13, BJ105 19-14, WGCL22-14, WISM 18-15, WSGN 11-6, WKXX 17-12, WERC 14-2, KGW 18-9, KPAM 9-5, KING 12-6, KTAC 24-19, KJRB 12-9, KBEQ 12-7, KVIL 19-10, Y100 11-8, B100 26-17, Q102 15-11, Y103 13-5, 94Q 8-1, Q105 15-10, WKTQ 8-6, WZUU 9-4, WNDE 13-8, KLIF 18-9, KSTP 16-10, WQXI 6-2, Z93 4-1, WLAC 29-14.
2. **RISE — HERB ALPERT — A&M**
WCAO 12-7, WOKY 23-17, WAKY 21-17, WSGA 17-14, WRVQ 21-13, KFI 10-6, KMJC 15-11, WNOE 30-23, WTIX 26-22, KXOK 30-17, KIMN 20-12, WBBF 9-5, WFIL 5-3, WFLB 23-17, KSLQ 25-9, KOFM Ex-27, BJ105 39-30, WBBQ 17-6, 92X 36-28, WERC 21-11, KGW 23-16, KPAM 14-11, KTAC 29-26, KJRB 21-17, KBEQ 20-15, WAYS 14-8, WHHY 15-8, Y100 18-10, KJR 23-18, B100 22-15, Q105 28-20, WKTQ 19-9, WZUU Ex-15, KLIF 25-18, WLAC 26-19, WHB 12-5.
3. **SPOOKY — ATLANTA RHYTHM SECTION — BGO/POLYDOR**
WCAO Ex-26, 96KX 11-8, WOKY 29-22, WZZP 35-27, WAKY 26-16, WAPE 21-17, KMJC 17-12, WNOE 27-19, WTIX 29-26, KXOK 13-10, KIMN Ex-26, WPEZ 18-13, WTIC-FM 23-20, WFIL 20-17, KSLQ 21-13, KEEL 29-26, KOFM 25-22, WNCI Ex-25, KDWB 24-20, WSGN 17-14, WKXX 22-18, WERC 18-14, JB105 25-21, KPAM Ex-30, KTAC 27-22, KBEQ 38-34, WAYS 21-18, WHHY 19-16, B100 21-14, Q102 20-16, 94Q 15-11, Y103 29-25, WNDE 19-16, KSTP Ex-28, WLAC 30-22.
4. **POP MUSIK — M — SIRE/W.B.**
WZZP 22-18, WOW 23-18, KIOA 20-11, KFI 12-10, KCPX 3-1, KMJC 13-7, WNOE 33-22, WTIX 33-23, WBBF 14-10, WTIC-FM 8-5, WFLB 24-20, KEEL 24-13, KOFM 15-5, BJ105 4-1, WGCL 9-3, WISM 7-5, WKXX 4-1, WERC 10-1, JB105 4-1, KGW 21-17, KTAC 10-7, KJRB 9-1, KBEQ 35-29, WPGC 17-13, WAYS 15-12, WHHY 9-4, KJR 8-5, B100 15-9, Y103 8-4, Q105 12-9, WNDE 6-4.
5. **BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — ROBERT PALMER — ISLAND**
WCAO 14-9, 96KX 24-20, WOKY 9-5, WZZP 17-10, WAKY 14-10, KIOA 20-14, KMJC 19-13, WNDE 24-16, Z97 14-10, WPEZ 15-12, KEEL 17-14, BJ105 14-7, KPAM 5-2, KTAC 18-15, KJRB 7-4, WHHY 5-3, Q102 10-6, Y103 28-23, WKTQ 29-25, WOW 10-6, WNDE 17-14, KLIF 20-16, WLAC 10-8.

SECONDARY RADIO ACTIVE

1. **RISE — HERB ALPERT — A&M**
WTRY 12-4, 14Q 32-21, KC101 26-19, WRFC 12-9, WFLB 29-19, WSEZ 14-11, WKBO 25-11, V97 Ex-38, WGH 17-6, WAGQ 20-15, WJDX 22-17, WWKX 17-5, KLEO 15-1, KREM 19-16, KROY 28-23, KOPA 19-3, KFYE 26-20, KAAV 24-13, KTSA 23-17, WKI 22-16, KRSP 25-21, KNOW 7-4, WKWK 23-19, WGUY 26-20, WICC 17-10, KELI 25-2, KFMD 16-12, WQXQ Ex-39.
2. **SAIL ON — COMMODORES — MOTOWN**
14Q 11-9, KC101 12-9, WFLB 11-8, WSEZ 5-3, WKBO 11-5, WGH 6-4, WJDX 8-1, WWKX 3-1, KREM 8-6, KROY 17-13, KSLY 11-8, KERN 12-9, KOPA 8-2, KFYE Ex-28, KENO 9-6, KAAV 8-5, WKIX 7-5, WICC 7-2, WGUY 27-16, WKWK 20-11, KNOW 17-1, KELI 13-9, KRQ 25-20, KFMD 12-5, KRSP 13-3.
3. **DEPENDIN' ON YOU — DOOBIE BROTHERS — W.B.**
WFLB Ex-33, WSEZ 32-24, WGSV 16-11, WKBO 30-22, V97 38-34, WGH Ex-2, WAGQ 16-13, WJDX 26-23, KLEO 13-10, KREM 23-17, KROY 30-26, KERN 24-2, KOPA 29-25, KFYE 17-13, KAAV 15-12, KTSA Ex-24, WICC 24-18, WGUY Ex-28, WKWK 18-15, KFMD Ex-23, KRQ 30-25, KELI 30-25, KNOW 19-10, KRSP 28-2, WQXQ 16-10.
4. **POP MUSIK — M — SIRE/W.B.**
WTRY 23-12, WRFC 14-11, WFLB 31-27, WGSV 11-6, WKBO 13-6, V97 12-7, WGH 24-18, WJDX 13-7, KROY 6-4, KERN 6-4, KOPA 16-6, KFYE 11-7, KENO 26-20, WKIX 14-12, WICC 11-6, WGUY 10-8, WKWK 17-12, KELI 19-11, KRQ 31-24, KFMD 14-8, WQXQ 34-14, KRSP 15-10.
5. **GET IT RIGHT NEXT TIME — GERRY RAFFERTY — U.A.**
14Q 18-15, WFLB 32-29, WSEZ 13-9, WGSV 14-10, WKBO 27-19, V97 26-19, WAGQ 19-14, WJDX 30-26, KREM 21-18, KROY 24-20, KSLY 8-5, KFYE 29-22, KTSA 30-28, WKIX Ex-27, WGUY 28-24, WKWK 13-10, KNOW 27-20, KELI 21-17, KRQ 29-13, KFMD 22-19, KRSP 19-15, WQXQ 29-19.
6. **SPOOKY — ATLANTA RHYTHM SECTION — BGO/POLYDOR**
14Q 17-13, WRFC 19-15, WSEZ 29-21, WGSV 19-15, WKBO 28-20, V97 27-22, WAGQ 15-12, WJDX 28-25, KLEO 23-14, KREM 20-15, KROY Ex-30, KERN 21-17, KFYE 19-14, KENO 19-13, WGUY 21-14, WKWK 27-22, KNOW 12-9, KELI 24-21, KFMD 25-28, WQXQ 10-7, KRSP 18-14.
7. **DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCA**
14Q 9-5, KC101 22-16, WRFC 13-10, WFLB 19-12, WSEZ 31-22, WGSV 20-16, WKBO 29-21, V97 Ex-37, WGH Ex-22, WAGQ 24-19, WWKX 28-18, KREM 15-12, KOPA 20-16, WICC 25-21, WGUY 24-21, KELI Ex-27, KRQ 38-33, KFMD 23-20, WQXQ 24-17, KRSP 22-19.

REGIONAL PROGRAMMING GUIDE

(continued from page 25)

KLEO — WICHITA — BOB McKAY, PD

2-1 — Commodores. JUMPS: 24 To 20 — B. Dylan, 22 To 19 — Goffin, 20 To 17 — Moon Martin, 18 To 15 — Wings, 23 To 14 — Atlanta Rhythm Section, 13 To 10 — Doobie Bros., 10 To 8 — Sniff 'N' Tears, 8 To 6 — Journey, 15 To 5 — H. Alpert, Ex To 30 — Knack, Ex To 28 — J. Spencer Band, Ex To 25 — J.D. Souther, Ex To 21 — I. Gomm. ADDS: Buckeye, Poco, Foreigner, New England, A. Murray.

WEST

KERN — BAKERSFIELD — KRIS MITCHELL, MD

1-1 — R. John. JUMPS: 28 To 24 — Knack, 24 To 21 — Doobie Bros., 23 To 20 — B. Pointer, 21 To 17 — Atlanta Rhythm Section, 18 To 15 — N. Lowe, 17 To 11 — Journey, 12 To 9 — Commodores, 10 To 8 — D. Warwick, 8 To 5 — R. Palmer, 6 To 4 — M. & 5 To 3 — Earth, Wind & Fire, 4 To 2 — Little River Band. Ex To 25 — J. Warnes. ADDS: D. Summer, M. Jackson, K. Rogers, I. Gomm.

KIMN — DENVER — DOUG ERICKSON, MD

2-1 — D. Warwick. JUMPS: 26 To 22 — Charlie, 23 To 19 — M. Johnson, 21 To 18 — Moon Martin, 19 To 14 — G. Rafferty, 16 To 13 — B. Pointer, 20 To 12 — H. Alpert, 14 To 9 — B. Russell, 13 To 8 — N. Lowe, 9 To 7 — Night, 6 To 4 — Sniff 'N' Tears, 5 To 3 — Commodores, Ex To 30 — Knack, Ex To 26 — Atlanta Rhythm Section, Ex To 23 — K. Rogers. ADDS: E. Money, J.D. Souther, Cher.

KTLK — DENVER — PAULA MATTHEWS, MD

3-1 — B. Pointer. JUMPS: 39 To 35 — AKB, 32 To 26 — G. Rafferty, 30 To 21 — F. Joli, 22 To 15 — M, 11 To 4 — Commodores, Ex To 37 — K.C. & Sunshine Band, Ex To 36 — D. Summer. ADDS: L. Wood, R. Milsap, Kat Mandu, T. Pendergrass, Rose Royce, Commodores "Still," Nature's Divine, G. Gaynor.

KFYE — FRESNO — RAY APPLETON, MD

1-1 — Knack. JUMPS: 29 To 22 — G. Rafferty, 26 To 20 — H. Alpert, 22 To 19 — Cheap Trick, 19 To 14 — Atlanta Rhythm Section, 17 To 13 — Doobie Bros., 16 To 12 — B. Pointer, 13 To 9 — R. Palmer, 11 To 7 — M, 8 To 6 — N. Lowe, 5 To 3 — Journey, Ex To 30 — E. Money, Ex To 26 — Commodores, Ex To 25 — J. Stewart. ADDS: R. Coolidge, Lobo, M. Johnson.

KENO — LAS VEGAS — BILL ALEXANDER, MD

1-1 — ELO. JUMPS: 29 To 25 — Knack, 30 To 24 — Sniff 'N' Tears, 26 To 20 — M, 22 To 17 — M. McGovern, 20 To 15 — N. Lowe, 19 To 13 — Atlanta Rhythm Section, 18 To 14 — E. Money, 10 To 7 — E. Rabbitt, 9 To 6 — Commodores, 8 To 5 — M. Nightingale, 6 To 2 — Journey, Ex To 27 — M. Jackson, Ex To 23 — B. John. ADDS: 23 — R. John, 27 — M. Jackson, Foreigner.

KFI — LOS ANGELES — ROGER COLLINS, MD

9-1 — Commodores. JUMPS: 28 To 24 — M. Jackson, 26 To 23 — D. Summer, 25 To 21 — G. Rafferty, 23 To 20 — Sniff 'N' Tears, 20 To 17 — B. Pointer, 19 To 15 — J. Warnes, 21 To 12 — Knack, 12 To 10 — M, 11 To 9 — Little River Band, 10 To 6 — H. Alpert, 7 To 5 — ELO, Ex To 29 — K. Rogers, Ex To 27 — Foreigner. ADDS: D. Parton, N. Lowe.

KOPA — PHOENIX — STEVE RIVERS, PD

1-1 — Chic. JUMPS: 30 To 26 — L. Wood, 29 To 25 — Doobie Bros., 28 To 21 — Commodores "Still," 22 To 18 — Sniff 'N' Tears, 26 To 17 — B. Thorpe, 20 To 16 — D. Summer, 18 To 15 — Journey, 25 To 10 — M. Jackson, 16 To 6 — M, 19 To 3 — H. Alpert, 8 To 2 — Commodores, Ex To 30 — Foreigner, Ex To 29 — K. Rogers, Ex To 28 — Knack. ADDS: K.C. & Sunshine Band, Wings, I. Gomm, J.D. Souther.

KGW — PORTLAND — RICHARD HARKER, PD

4-1 — Little River Band. JUMPS: 28 To 25 — R.L. Jones, 26 To 23 — Wings, 24 To 21 — Doobie Bros., 22 To 19 — G. Rafferty, 21 To 17 — M, 23 To 16 — H. Alpert, 17 To 14 — N. Lowe, 16 To 13 — B. Pointer, 18 To 9 — Commodores, 6 To 4 — D. Warwick, Ex To 27 — J.D. Souther, Ex To 26 — J. Warnes. ADDS: M. Macgregor, K. Rogers, I. Gomm.

KPAM — PORTLAND — BILL MAYNE, PD/MD

2-1 — Little River Band. JUMPS: 32 To 24 — D. Summer, 29 To 21 — Wings, 22 To 19 — B. Pointer, 24 To 10 — Journey, 14 To 11 — H. Alpert, 16 To 9 — N. Lowe, 11 To 6 — Sniff 'N' Tears, 9 To 5 — Commodores, 5 To 2 — R. Palmer, Ex To 35 — J. Stewart, Ex To 30 — Atlanta Rhythm Section, Ex To 28 — I. Gomm, Ex To 23 — Doobie Bros. ADDS: Knack, C. Gayle, Kansas, J.D. Souther, K. Rogers.

KROY — SACRAMENTO — CHUCK HALE, PD

5-1 — R. John. JUMPS: 30 To 26 — Doobie Bros., 28 To 23 — H. Alpert, 24 To 20 — G. Rafferty, 20 To 17 — N. Lowe, 18 To 14 — D. Warwick, 17 To 13 — Commodores, 12 To 10 — R. Palmer, 15 To 9 — M. Jackson, 10 To 8 — Little River Band, 8 To 6 — ELO, 6 To 4 — M, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Knack, Ex To 28 — B. Pointer. ADDS: J.D. Souther, I. Gomm.

KCPX — SALT LAKE CITY — GARY WALDRON, PD

3-1 — M. JUMPS: 29 To 26 — Bama, 28 To 25 — P. Hernandez, 27 To 24 — E. Money, 26 To 23 — Wings, 23 To 18 — L. Goffin, 19 To 15 — B. Pointer, 17 To 13 — G. Rafferty, 13 To 10 — M. McGovern, 18 To 9 — Atlanta Rhythm Section, 10 To 8 — N. Lowe, 15 To 7 — D. Warwick, 4 To 2 — Commodores, Ex To 30 — J. Warnes, Ex To 29 — Kansas, Ex To 28 — D. Edmunds. ADDS: R. Sweet, Kermit The Frog, A. Murray, K. Rogers, Doobie Bros.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

1-1 — Little River Band. JUMPS: 30 To 26 — Lobo, 29 To 25 — Wings, 27 To 24 — Moon Martin, 28 To 23 — Doobie Bros., 25 To 21 — H. Alpert, 24 To 20 — Cheap Trick, 22 To 19 — D. Summer, 23 To 17 — Journey, 19 To 15 — G. Rafferty, 18 To 14 — Atlanta Rhythm Section, 15 To 10 — M, 12 To 9 — B. Pointer, 11 To 6 — N. Lowe, 9 To 4 — R. Palmer, 13 To 3 — Commodores, 5 To 2 — D. Warwick, Ex To 29 — K. Rogers, Ex To 28 — Foreigner, Ex To 27 — Knack. ADDS: A. Murray.

B100 — SAN DIEGO — GLENN McCARTNEY, PD

4-1 — M. Nightingale. JUMPS: 28 To 23 — Knack, 24 To 20 — I. Gomm, 26 To 17 — Commodores, 19 To 16 — Cheap Trick, 22 To 15 — H. Alpert, 21 To 14 — Atlanta Rhythm Section, 16 To 12 — N. Lowe, 15 To 9 — M, 11 To 7 — D. Warwick, 8 To 3 — Little River Band, Ex To 29 — P. Travers, Ex To 27 — Wings, Ex To 24 — G. Rafferty. ADDS: B. Pointer, Lobo, Journey, R. Grill.

KMJC — SAN DIEGO — KATHY DEROUVILLE, MD

2-1 — D. Warwick. JUMPS: 29 To 26 — M. Johnson, 30 To 23 — D. Summer, 24 To 21 — I. Gomm, 25 To 20 — M. McGovern, 23 To 19 — Lobo, 21 To 18 — G. Rafferty, 20 To 16 — Journey, 18 To 14 — Cheap Trick, 19 To 13 — R. Palmer, 17 To 12 — Atlanta Rhythm Section, 15 To 11 — H. Alpert, 13 To 7 — M, 9 To 6 — N. Lowe, 14 To 5 — Commodores. ADDS: 28 — Wings, 29 — K. Rogers, 30 — S. Dahl.

KSly — SAN LUIS OBISPO — HARRY MAY, PD

7-1 — B. Pointer. JUMPS: 28 To 25 — S. Mills, 29 To 23 — K. Rogers, 25 To 21 — M. Jackson, 22 To 19 — E. Money, 21 To 18 — D. Ross, 19 To 16 — Lobo, 15 To 11 — E. Rabbitt, 14 To 10 — D. Warwick, 12 To 9 — M. Macgregor, 11 To 8 — Commodores, 8 To 5 — G. Rafferty, 6 To 4 — Journey, Ex To 31 — J.D. Souther, Ex To 29 — J. Stewart. ADDS: J. Warnes, Kansas, Bama.

KJR — SEATTLE — TRACY MITCHELL, PD

2-1 — Little River Band. JUMPS: 26 To 23 — New England, 25 To 22 — Charlie, 24 To 21 — Wings, 23 To 18 — H. Alpert, 19 To 14 — Sniff 'N' Tears, 16 To 12 — D. Warwick, 13 To 10 — B. Pointer, 8 To 5 — M, 6 To 3 — Journey, Ex To 25 — S. Quatro, Ex To 24 — M. Jackson. ADDS: I. Gomm, Kiss.

KING — SEATTLE — TOM McKAY, MD

4-1 — M. JUMPS: 14 To 11 — Sniff 'N' Tears, 10 To 7 — D. Warwick, 12 To 6 — Commodores, Ex To 24 — P. Hernandez. ADDS: B. Dylan.

KJRB — SPOKANE — TOM HUTYLER, MD

9-1 — M. JUMPS: 27 To 24 — Doobie Bros., 29 To 23 — Wings, 25 To 22 — D. Edmunds, 24 To 19 — Cheap Trick, 21 To 17 — H. Alpert, 22 To 16 — D. Summer, 19 To 14 — Sniff 'N' Tears, 18 To 10 — Journey, 12 To 9 — Commodores, 10 To 8 — D. Warwick, 7 To 4 — R. Palmer, Ex To 30 — K. Rogers, Ex To 29 — S. Quatro, Ex To 28 — B. Dylan, Ex To 27 — M. Jackson. ADDS: I. Gomm, K.C. & Sunshine Band.

KREM — SPOKANE — DON NORDINE, PD

2-1 — ELO. JUMPS: 29 To 25 — Cheap Trick, 27 To 24 — Moon Martin, 26 To 23 — New England, 25 To 21 — B. Pointer, 28 To 20 — P. Hernandez, 22 To 19 — N. Lowe, 21 To 18 — G. Rafferty, 23 To 17 — Doobie Bros., 19 To 16 — H. Alpert, 20 To 15 — Atlanta Rhythm Section, 15 To 12 — D. Summer, 14 To 11 — Sniff 'N' Tears, 12 To 9 — Journey, 8 To 6 — Commodores, 7 To 5 — Little River Band, 4 To 2 — R. Palmer, Ex To 30 — K. Rogers, Ex To 29 — Knack, Ex To 27 — Wings. ADDS: M. Jackson.

KRQ — TUCSON — DAN McCOY, MD

3-1 — Little River Band. JUMPS: 38 To 33 — D. Summer, 36 To 29 — Lobo, 35 To 26 — M. Nightingale, 30 To 25 — Doobie Bros., 31 To 24 — M, 29 To 23 — G. Rafferty, 25 To 20 — Commodores, 23 To 19 — Cheap Trick, 21 To 16 — G.Q., 18 To 11 — N. Lowe, 14 To 9 — D. Warwick, 10 To 7 — Sniff 'N' Tears, 8 To 4 — R. Palmer, 4 To 2 — R. John, Ex To 35 — Toby Beau. ADDS: 40 — M. Jackson, Foreigner, Kansas, H. Alpert.



GOLD AT THE BOWL FOR CRUSADERS — MCA Records veteran jazz trio, The Crusaders, were honored with a gold record for their most recent LP, "Street Life," at their recent Hollywood Bowl engagement in Los Angeles. Pictured backstage at the presentation are (l-r): Gene Froelich, MCA, Inc. vice president; Wilton Felder, Joe Sample and "Stix" Hooper, The Crusaders; Bob Siner, MCA Records president; and John Smith MCA Records vice president of black product.

A/C Format Gains Popularity

(continued from page 18)

audience and caters to its listener's regional tastes.

"The music has got to have adult appeal for us to play it," said Rob Conrad, KING's program director. "However, we had a bad book (Arbitron) after two good ones, and felt it was because we went a little too far toward the A/C side. We got too balladish and people in Seattle want a brighter sound. So, we've made the station a little more fun and exciting. We've hired personalities who are enjoyable and fun to listen to, and we're programming acts like M and Journey to give the station a little more bite."

Like KING, WQXI-FM/Atlanta is a Top 40 station with an adult oriented sound. The Southern station is similar to a majority of the A/C stations in the survey in that it shys away from material that is too loud or directed right at the teen market.

"There are not that many records we would not play," said WQXI PD Don Benson. "But, maybe we won't react to an 18-24 record from acts like Herman Brood, Moon Martin and Shaun Cassidy as fast as we used to."

"We're going for more of a mass appeal format because the kids aren't the bulk of the radio population anymore. Things have become more of a business, and there is more of an emphasis on generating revenue these days. We're trying to concentrate on a target audience that can create the most money. Therefore, we are pursuing the 25 plus market in Atlanta."

Full Service Stations

A significant number of the stations that were surveyed are putting heavy emphasis on sports broadcasts and the full service side of the station.

"We've put one news block at 12 a.m. and 5 p.m., and we are broadcasting O.S.U. Football, NFL Monday night games and the entire Houston Oilers schedule," said Russ Spooner, who recently assumed the program directorship at WKY-AM/Oklahoma City. "Last year we were a Top 40 station, and a consultant had stripped us of everything except time, temperature and music. We lost all of our credibility in the community newswise. However, we got rid of our Osmond-playing 19-year-old DJs, and brought some adult air personalities back on the scene."

Spooner added that the station was currently going after the "baby boom" adults, and that he was going to continue to program oldies like Roy Orbison's "Pretty Woman" and The Beatles "Ticket To Ride" along with the top records from the A/C and Top 40 playlists. "Those programmers who are just going back to 1972 as oldies are concerned are going to lose out in the long run," said Spooner.

Another A/C station that is concerning itself with full service is KSTP/St. Paul, which has also made a talk show a regular part of

its programming.

"We're gearing up news that is of interest to the people in the Twin Cities," stated Danny Carpenter, the program director at KSTP. We also have a talk line every night at 10 p.m., and broadcast the hockey game as well."

Like several of the other A/C stations that were sounded, KSTP made a slow transition from Top 40 to A/C. "We decided to research the demographic like we did with Top 40, and now use both active and passive research," said Carpenter. "I guess what we have is an adult Top 40, as we are playing Manilow and Anne Murray as well as The Beach Boys and The Beatles."

KSFM/Sacramento, is different from the other stations in the survey in that it was AOR. However, as of Sept. 14 the Northern California station became an A/C. PD Jeff Lucifer, as did a majority of the other program directors, cited revenues as the primary reason behind the format change, but still made a case for the music.

"The format being a freeform AOR was extremely specialized, and there were too many stations that are specializing in our market," said Lucifer. "So, the market was wide open for a mass appeal radio station. The 24 plus market is where the biggest segment of the money spending public is now situated. However, the music is going to be the most important thing here, and we'll give the public whatever it wants."

As the A/C format continues to flourish, it is evident that stations are specializing less, and aiming their formats at the larger, older and wealthier demographics. It is also apparent that the 25-49 demographic is welcoming the shift to full service radio as news and information, sports, talk shows and lively air personalities are playing a more prominent role in the adult contemporary format of today.

Hearing Date Set

(continued from page 12)

publishers, center on how much record companies are going to have to pay songwriters in order to record their copyrighted songs. But complicated accounting methods have slowed previous attempts to settle the dispute.

At the last hearing 10 months ago, a panel of record industry spokesmen agreed to a one-year limit on reserve funding to off-set returns during the interim regulations. RIAA witnesses have claimed that the "generally accepted accounting principles" (referred to as GAAP) would cause overpayment of royalties by the compulsory licensed record company. In its testimony, NMPA has argued that the GAAP standards are the only fair approach to protect copyright owners.

The hard-fought battle will presumably be ended on Oct. 19 when the Copyright Office presents a conciliatory solution.

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On Chart
1 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1 46
2 LEGENDARY GENTLEMEN JACKSON SOUTHERNAIRS (Malaco 4362)	2 24
3 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	5 44
4 CHANGING TIMES MIGHTY CLOUDS OF JOY (City Lights/Epic JE 35971)	7 14
5 THE GOSPEL KEYNOTES SALUTE PAUL BEASLEY (Nashboro 7210)	3 16
6 PUSH FOR EXCELLENCE VARIOUS ARTISTS (Myrrh MSB 6617)	6 20
7 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	4 114
8 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	8 52
9 GIVE ME SOMETHING TO HOLD ON TO MYRNA SUMMERS (Savoy 14520)	9 8
10 THINK OF HIS GOODNESS TO YOU JAMES CLEVELAND & THE CLEVELAND SINGERS (Savoy SGL 14438)	10 8
11 DR. JESUS THE SWANEE QUINTET (Creed 3088)	11 42
12 TRY JESUS TROY RAMSEY & THE SOUL SEARCHERS (Nashboro 7213)	12 6
13 EVERYTHING WILL BE ALRIGHT REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 14499)	17 36
14 THE FOUNTAIN OF LIFE JOY CHOIR (Gospel Roots 5034)	— 2
15 WHAT A WONDERFUL SAVIOR I'VE FOUND DONALD VAIL & THE VOICES OF DELIVERANCE (Savoy SGL 7025)	— 2
16 COME LET'S REASON TOGETHER FLORIDA MASS CHOIR (Savoy SGL 7034)	20 14
17 FROM THE HEART SHIRLEY CAESAR (Hob HBL 501B)	13 52
18 YOU LIGHT UP MY LIFE REV. ISAAC DOUGLAS (Creed 3090)	19 26
19 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light LS 5717)	14 62
20 EVERYTHING WILL BE ALRIGHT REV. CLAY EVANS (Jewel 0146)	15 16

Inspirational

	Weeks On Char'
1 NEVER THE SAME EVIE TORNOUIST (Word WSB 8806)	1 14
2 HAPPY MAN B.J. THOMAS (Myrrh MSB 6593)	2 54
3 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	4 42
4 HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	3 114
5 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	5 20
6 YOU GAVE ME LOVE B.J. THOMAS (Myrrh MSB 6574)	7 6
7 MIRROR EVIE TORNOUIST (Word WST 8735)	11 114
8 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	12 15
9 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	9 42
10 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	10 78
11 FORGIVEN DON FRANCISCO (New Pax NP 33042)	6 40
12 THE VERY BEST OF THE VERY BEST BILL GAITHER TRIO (World WSB 8804)	8 44
13 STAND UP THE ARCHERS (Light LS 5755)	13 6
14 PRAISE III VARIOUS ARTISTS (Maranatha MM 00481)	14 24
15 THE MASTER AND THE MUSICIAN PHIL KEAGGY (New Song NS 006)	15 8
16 THE LORD'S SUPPER JOHN MICHAEL TALBOT (Birdwing BDWG 2013)	16 20
17 SLOW TRAIN COMING BOB DYLAN (Columbia FC 36120)	— 2
18 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	— 2
19 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow SPR 1015)	19 114
20 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow SPR 1020)	20 70

REVIEWS

IT'S A NEW DAY — James Cleveland — Savoy 7035 —
Producer: James Cleveland — List: 10.98

James Cleveland is a living legend. He has recorded over 50 albums and worked with many groups and solo artists, Aretha Franklin among the many, and this time out he is backed by his Southern California Community Choir. The man's energy is limitless and the urgency of his music continues to win new converts. "It's A New Day," a two-record set, upholds the Cleveland tradition and meets the standard of excellence for which he has become famous. Included in the 16 selections are: "He Shall Feed His Flock," "A Quiet Place," and "Stand By Me."



TAKE IT EASY — Chuck Girard — Good News 8108 —
Producer: Chuck Girard — List: 7.98

Chuck Girard wrote all the songs, sang them, played piano and did some background vocals and arrangements in addition to producing "Take It Easy," his latest release on Good News. That's cutting it thin, but Girard is capable and contemporary. Middle-of-the-road gospel radio will find his laid back style compatible with their format. Creatively, "Full Immersion Ocean Water Baptism By The Sea," is the most original cut on the album but "Song For A Christian Wedding" and "Wings Of Mercy" should be well received.



Gospel Day Held At White House

(continued from page 16)

Speer Family, the Trio and James Cleveland. Each act was given 10 minutes to perform.

MC duties were shared by Charlie Monk, Thurlow Spurr and Tramaïne Hawkins, who each took turns introducing the acts.

Among the 800 guests attending the event were members of Congress, the Cabinet, and White House staffers, as well as members of the board of directors of the Gospel Music Association, and those involved in Gospel music throughout the country.

The event was initiated by the Gospel Music Association several years ago and came together this year when GMA president Jim Myers, chairman of the board, Francis Preston, executive director Don Butler and members Ed Shea, and Hal Spencer made a concerted effort to have the event held in Washington. The final decision came from the President, who is himself a long-time fan of Gospel music, and the White House, which has presented a series of concerts spotlighting various forms of music — including classical, country, jazz, black music and rock.

The guest list was drawn up by the GMA, which sought to have all facets of Gospel music represented, as well as those individuals who have contributed significantly to Gospel music through the years.

Messianic Looks To Expand Distribution

NASHVILLE — Messianic Records, gospel music label based in Philadelphia, has announced possible plans to expand its distribution program into Israel, South Africa and the Far East. The company is also considering adding several groups and solo artists to the label. If added, the artists will probably be recording albums within the coming year.

GOSPEL NOTES

The **Cruse Family** is now with the Benson Company and in the studio with **Joe Huffman**. The **Wall Brothers**, another Benson group, plan to be in the studio recording in September, around the same time as their concert with B.J. Thomas in Nashville at the Opry House.

Doug Oldham has just completed a Christmas album set for release this year. Also — the Smooth One will be going on a special Christmas tour with **Bridge** during the month of December. Bridge's new album, "Bridge Building," has just been released.

Amy Grant recently flew to Hawaii where she performed at a concert. Her mother and sister went along to soak up the sun and surf. Amy will return to college after the Hawaii gig. Meanwhile, back in the career department, her second album has passed the first in sales and she was recently seen on national TV on the Billy Graham Crusade filmed in Nashville last summer.

Mike Warnke is in the midst of a heavy touring schedule that will include a week at the Caribou and speaking to a convent of nuns in Great Falls, Montana.

At **Marty McCall's** recent wedding, Marty and the rest of **Fireworks** set up outside the church and performed for about 45 minutes after the service. Guess they didn't want to have to hire a band, huh?

Dogwood is doing extremely well with this new album gaining wide radio acceptance. Things are going so well that **Ron Elder** is now looking for a house and **Steve Chapman** is looking for a daughter.

It looks like the **Mercy River Boys** will soon be singing at colleges — a ministry they had hoped would open up for them.

The PBS Special on gospel music hosted by **Tennessee Ernie Ford** was repeated recently and folks got to see the **Happy Goodman Family** and **Mickle Fuhrman** again. Pretty Micki, a Louisiana Hayride regular, will have her first record out on Canaan soon and the Happy Goodman Family are scheduled to go into the studio to record their new album soon for a possible November release.

Janet Pascal of the **Rex Nelson Singers** was recently named Queen of Gospel Music in the Singing News Fan Awards. Quite an honor for the young lady.

Some sad news — **Urias LeFevre**, a dominant figure in gospel music for a number of years, died recently in Atlanta.

The **Lewis Family**, who have got to be among the finest bunch of bluegrass pickers, just celebrated their 25th anniversary on television.

Gary McSpadden and **J.J. Lee** recently performed at an outdoor concert at PTL's Heritage Village Amphitheatre in Charlotte, N.C. McSpadden then headed to Alexandria, Indiana, where he began a two-week rehearsal with the **Bill Gaither Trio**.

The **Blackwood Brothers** have begun work on a new TV show that is set for syndication in early 1980.



GOSPEL SINGIN' AT WHITE HOUSE — The President and Mrs. Carter hosted an "old fashioned gospel singin'" on the south lawn of the White House Sept. 9 for the Gospel Music Association (GMA) and various guests. Pictured during the event are, front row: President Carter and Jim Myers, president of the Gospel Music Association. Back row: Louise Camp, GMA and Ed Shea, GMA vice-president.

Peek Single Acquired By MCA/Songbird

LOS ANGELES — The new single by Dan Peek has been acquired by MCA/Songbird from Firewind Records. The song, a contemporary Christian record that has entered the pop charts, and the upcoming Peek album will be worked by MCA/Songbird in both the gospel and pop markets worldwide.

Benson Principals Exit

Bob Benson, president of the Benson Company, and Robert Benson, Jr., vice president of the company have both resigned their positions. More details will be forthcoming next week.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	9/15		Weeks On Chart	9/15
1 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	1	22	37 ROCKIN' YOU EASY, LOVIN' YOU SLOW RONNIE McDOWELL (Epic JE 36142)	31	7
2 MILLION MILE REFLECTIONS THE CHARLIE DANIELS BAND (Epic JE 35751)	2	19	38 SERVING 190 PROOF MERLE HAGGARD (MCA-3089)	38	17
3 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	3	41	39 MOODS BARBARA MANDRELL (MCA AY-1088)	40	48
4 GREAT BALLS OF FIRE DOLLY PARTON (RCA AHL 1-3361)	4	15	40 LEGEND POCO (MCA AA-1099)	41	43
5 FAMILY TRADITION HANK WILLIAMS, JR. (Elektra/Curb 6E-194)	5	14	41 FOREVER JOHN CONLEE (MCA MCA-3174)	—	1
6 3/4 LONELY T. G. Sheppard (Warner/Curb BSK-3353)	9	8	42 ROSE COLORED GLASSES JOHN CONLEE (MCA AY-1105)	42	44
7 ONE FOR THE ROAD WILLIE & LEON (Columbia KC2 36064)	7	15	43 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA-858-H)	43	64
8 LOVELINE EDDIE RABBITT (Elektra 6E-181)	8	17	44 THE ORIGINALS THE STATLER BROTHERS (Mercury SRM 1-5016)	46	24
9 MR. ENTERTAINER MEL TILLIS (MCA MCA-3167)	10	8	45 ALL AROUND COWBOY MARTY ROBBINS (Columbia JC 836085)	48	2
10 OUR MEMORIES OF ELVIS VOL. 2 ELVIS PRESLEY (RCA AOL 1-3448)	14	5	46 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	49	82
11 THE LEGEND AND THE LEGACY VOL. 1 ERNEST TUBB (Cachet CL3-3001)	11	8	47 REBORN ORION (Sun 1012)	47	9
12 WE SHOULD BE TOGETHER CRYSTAL GAYLE (United Artists UA-LA 969-H)	12	11	48 EXPRESSIONS DON WILLIAMS (MCA AY-1069)	44	50
13 THE BEST OF DON WILLIAMS; VOL. II DON WILLIAMS (MCA 3096)	13	19	49 DON'T LET ME CROSS OVER JIM REEVES (RCA AHL 1-3454)	—	1
14 YOU'RE MY JAMAICA CHARLEY PRIDE (RCA AHL 1-3441)	17	5	50 SKETCHES JOHNNY RODRIGUEZ (Mercury SRM-1-5022)	—	1
15 THE VERY BEST OF LORETTA AND CONWAY LORETTA LYNN AND CONWAY TWITTY (MCA MCA-3164)	15	8	51 MAKIN' MUSIC ROY CLARK AND CLARENCE "GATEMOUTH" BROWN (MCA MCA-3161)	51	8
16 IMAGES RONNIE MILSPAD (RCA-AHL-3346)	6	16	52 THE SOUND OF A PIONEER BOB NOLAN (Elektra/Asylum 6E-212)	55	6
17 STARDUST WILLIE NELSON (Columbia JC 35305)	19	73	53 LARRY GATLIN'S GREATEST HITS (Monument MG-7628)	53	45
18 BLUE KENTUCKY GIRL EMMYLOU HARRIS (Warner Bros. BSK-3318)	18	20	54 JUST TAMMY TAMMY WYNETTE (Epic KE-36013)	36	12
19 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	21	84	55 SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	50	33
20 THE TWO AND ONLY THE BELLAMY BROTHERS (Warner/Curb BSK-3347)	24	9	56 PROFILE/BEST OF EMMYLOU HARRIS (Warner Bros. BKS-3528)	56	42
21 CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	16	25	57 Y'ALL COME BACK SALOON OAK RIDGE BOYS (MCA DO 2093)	52	98
22 THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	22	25	58 ROOM SERVICE OAK RIDGE BOYS (MCA AY-1065)	54	66
23 SILVER JOHNNY CASH (Columbia JC 36086)	23	4	59 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-864-H)	59	77
24 JUST FOR THE RECORD BARBARA MANDRELL (MCA MCA-3165)	29	3	60 IT'S A CHEATING SITUATION MOE BANDY (Columbia KC-35779)	60	27
25 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	25	42	61 RIGHT OR WRONG ROSANNE CASH (Columbia JC 36155)	62	2
26 A RUSTY OLD HALO HOYT AXTON (Jeremiah JH-5000)	26	7	62 SERVED LIVE ASLEEP AT THE WHEEL (Capitol ST-11945)	57	5
27 RANDY BARLOW RANDY BARLOW (Republic RLP-6024B)	27	5	63 LAUGHING AND CRYING LIVING AND DYING BILLY "CRASH" CRADDOCK (Capitol ST-11946)	58	13
28 CROSS WINDS CONWAY TWITTY (MCA-3086)	20	17	64 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	61	82
29 SHOT THROUGH THE HEART JENNIFER WARNES (Arista AB 4117)	35	2	65 ALONE TOO LONG CHARLY McCLAIN (Epic JE-36090)	45	6
30 JERRY LEE LEWIS (Elektra 6E-184)	30	23	66 TNT TANYA TUCKER (MCA-3086)	66	41
31 GOLDEN TEARS/STAY WITH ME DAVE & SUGAR (RCA AHL 1-3360)	32	3	67 ARE YOU SINCERE? MEL TILLIS (MCA-3077)	63	28
32 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	28	91	68 HEART TO HEART SUSIE ALLANSON (Elektra/Curb 6E-177)	64	21
33 THE BEST OF BARBARA MANDRELL BARBARA MANDRELL (MCA AY-1119)	33	33	69 OUR MEMORIES OF ELVIS ELVIS PRESLEY (RCA AOL 1-3279)	65	30
34 NEW KIND OF FEELING ANNE MURRAY (Capitol SW 11849)	34	33	70 JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	70	40
35 VOLCANO JIMMY BUFFETT (MCA MCA-5102)	37	2	71 RUNNING LIKE THE WIND THE MARSHALL TUCKER BAND (Warner Bros. BSK 3317)	71	18
36 REFLECTIONS GENE WATSON (Capitol SW-11805)	39	26	72 TOTALLY HOT OLIVIA NEWTON-JOHN (MCA-3067)	72	41
			73 RODRIGUEZ JOHNNY RODRIGUEZ (Epic KE 36014)	67	15
			74 THE TEXAS BALLADEER FREDDY FENDER (Starflite JZ-36073)	68	7
			75 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	59	48



DOLLY PARTON AWARDED COVETED METRONOME — Dolly Parton was caught off guard Sept. 10 when Nashville Mayor Richard Fulton presented her with the city's 15th annual "Metronome Award" during what was supposedly a special luncheon meeting of the Board of Governors of the Nashville Chamber of Commerce. The luncheon was held in honor of Parton, citing her for her "generous and most valuable contributions to the promotion of tourism and conventions in Nashville." The special Metronome award is given annually to the person who has made the most outstanding contribution to the development of Music City, U.S.A. during the year. Pictured during the luncheon are (l-r): Mayor Richard Fulton, Parton and Joe Thompson, Jr., Chamber of Commerce president.

Seminar Boasts New Date; Special Added Attractions

by Jennifer Bohler

NASHVILLE — With the date of the talent buyers seminar (Oct. 8-10) moved to coincide with the week-long celebration of country music in Nashville (Oct. 9-13), registrants for the seminar can expect an increase in activities and a greater exposure to country music talent.

One of the most appealing aspects of the date change is that for the first time the CMA Awards show will take place during the seminar (Oct. 8), allowing seminar registrants the option to attend. Also, the seminar will take place during the week, rather than the weekend, which is always a busy time for talent buyers.

"One problem we had in the past by scheduling the seminar on the weekend was that much of the talent we wanted to showcase was already booked, and the talent buyers could not leave their own weekend functions — their auditoriums and fairs. They had to be there to take care of their own business," said Joan Dixon, one of three CMA coordinators for the seminar, which will be headquartered at Nashville's Radisson Hotel. Helen Farmer and Toby Cannon share coordination activities with Dixon.

'More Buyers'

"By scheduling the seminar during the week, more buyers are free to attend, there is a greater number of artists available to showcase, and this year, the participants will be able to attend the awards show," Dixon added. "We are trying to show these talent buyers as much country music as possible, and scheduling the seminar around the awards show is helping us to achieve that."

A full schedule of activities has been planned for registrants, including discussions on a variety of relevant topics, workshops, talent showcases, a major label showcase and of course the CMA Awards show.

The three-day seminar will kick-off Monday, Oct. 8 with registration, and carry on Monday night with the Awards show.

Tuesday's agenda will feature opening ceremonies from 9:00-9:30 and include several topical discussions and workshops throughout the day. The first discussion is titled "Changing American Lifestyles: Implications For Marketing Strategy," and will feature as speaker Dr. Roger Blackwell of Ohio State University.

The afternoon discussion is titled "Promotion — The Key Unlocking Your Market," and will feature speakers Jimmy Bowen, Elektra/Asylum Records; Alex Cooley, Alex Cooley Organization; Jim Halsey, The Jim Halsey Company; Ken Kragen, Kragen and Company; and moderator Jack D. Johnson of Jack D. Johnson Talent.

The major topic for Wednesday morning is "I Can't Make It — My Bus Ran Out Of

(continued on page 35)



DRAKE PRODUCES PROPHET — Ronnie Prophet, (l) and producer Pete Drake talk over their recent recording session for Cachet Records. This is the first joint venture for the duo. Prophet's last Canadian album, "Just For You" was recently certified gold there. Host of the Juneau Award winning "Grand Ole Country" TV show in Canada, Prophet has been nominated in the male vocalist, best TV show and entertainer of the year categories of the upcoming RPM Big Country Awards' presentation in Canada.

CASH BOX TOP 100 COUNTRY

September 22, 1979

	Weeks On Chart	9/15	Chart
1	YOU'RE MY JAMAICA	CHARLEY PRIDE (RCA PB-11655)	3 11
2	JUST GOOD OL' BOYS	MOE BANDY & JOE STAMPLEY (Columbia 3-11027)	4 11
3	IT MUST BE LOVE	DON WILLIAMS (MCA 41069)	5 8
4	FOOLS	JIM ED BROWN & HELEN CORNELIUS (RCA PB-11672)	6 8
5	I MAY NEVER GET TO HEAVEN	CONWAY TWITTY (MCA 41059)	1 11
6	LAST CHEATER'S WALTZ	T.G. SHEPPARD (Warner/Curb WBS 49024)	8 8
7	THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN)	ELVIS PRESLEY (RCA PB-11679)	11 8
8	ONLY LOVE CAN BREAK A HEART	KENNY DALE (Capitol P-4746)	9 10
9	BEFORE MY TIME	JOHN CONLEE (MCA 41072)	12 7
10	FOOLED BY A FEELING	BARBARA MANDRELL (MCA 41077)	13 7
11	TILL I CAN MAKE IT ON MY OWN	KENNY ROGERS & DOTTIE WEST (United Artists UA-X1299-Y)	2 12
12	DREAM ON	THE OAK RIDGE BOYS (MCA MCA-41078)	16 6
13	IN NO TIME AT ALL	RONNIE MILSAP (RCA PB-11695)	17 6
14	ALL THE GOLD IN CALIFORNIA	LARRY GATLIN (Columbia 1-11066)	22 5
15	YOU AIN'T JUST WHISTLIN' DIXIE	BELLY AMY BROS. (Warner/Curb WBS 49032)	21 6
16	SWEET SUMMER LOVIN'/GREAT BALLS	DOLLY PARTON (RCA PB-11705)	24 4
17	ROBINHOOD	BILLY "CRASH" CRADDOCK (Capitol P-4753)	23 8
18	I DON'T DO LIKE THAT NO MORE/NEVER MY LOVE	THE KENDALLS (Ovation OV 1129)	27 6
19	IF I FELL IN LOVE WITH YOU	REX ALLEN JR. (Warner Bros. WBS 49020)	20 7
20	YOUR KISSES WILL	CRYSTAL GAYLE (United Artists UA-X1306-Y)	7 10
21	I AIN'T GOT NO BUSINESS DOIN' BUSINESS TODAY	RAZZY BAILEY (RCA PB-11682)	28 7
22	HALF THE WAY	CRYSTAL GAYLE (Columbia 1-11087)	35 4
23	GOODBYE	EDDY ARNOLD (RCA PB-11668)	26 8
24	YOU DECORATED MY LIFE	KENNY ROGERS (United Artists UA-X1315-Y)	37 2
25	DADDY	DONNA FARGO (Warner Bros. WBS 8867)	10 10
26	SLIPPIN' UP, SLIPPIN' AROUND	CRISTY LANE (United Artists UA-X1314-Y)	34 5
27	ANOTHER EASY LOVIN' NIGHT	RANDY BARLOW (Republic REP-044)	33 7
28	LIVIN' OUR LOVE TOGETHER	BILLY JO SPEARS (United Artists UA-X1309-Y)	31 8
29	DANCIN' 'ROUND AND 'ROUND	OLIVIA NEWTON-JOHN (MCA S45-1837)	32 8
30	CRAZY ARMS	WILLIE NELSON (RCA PB-11673)	41 6
31	SHOULD I COME HOME (OR SHOULD I GO CRAZY)	GENE WATSON (Capitol P-4772)	42 2
32	WHAT MORE COULD A MAN NEED	TOMMY OVERSTREET (Elektra E-46516)	38 5

	Weeks On Chart	9/15	Chart
33	MY OWN KIND OF HAT	MERLE HAGGARD (MCA MCA-41112)	46 2
34	EVERYTHING I'VE ALWAYS WANTED	PORTER WAGONER (RCA PB-11671)	39 8
35	WE GOT LOVE	MUNDO EARWOOD (GMC GMC-107)	36 6
36	COME WITH ME	WAYLON (RCA PB-11723)	— 1
37	LOVE ME NOW	RONNIE McDOWELL (Epic 9-50753)	43 5
38	BABY MY BABY	MARGO SMITH (Warner Bros. WBS 49038)	44 3
39	PUT YOUR CLOTHES BACK ON	JOE STAMPLEY (Epic 9-50754)	48 4
40	HOUND DOG MAN	GLEN CAMPBELL (Capitol P-4765)	50 4
41	I HEAR THE SOUTH CALLIN' ME	HANK THOMPSON (MCA MCA-41079)	52 5
42	BLUE KENTUCKY GIRL	EMMYLOU HARRIS (Warner Bros. WBS 49056)	— 1
43	SAIL ON	TOM GRANT (Republic REP-045)	58 3
44	NO MEMORIES HANGIN' ROUND	ROSANNE CASH WITH BOBBY BARE (Columbia 1-11045)	60 4
45	I'D RATHER GO ON HURTIN'	JOE SUN (Ovation OV 1127)	55 2
46	THE DEVIL WENT DOWN TO GEORGIA	THE CHARLIE DANIELS BAND (Epic 8-50730)	18 12
47	I KNOW A HEARTACHE WHEN I SEE ONE	JENNIFER WARNES (Arista AS 0430)	14 13
48	SOAP	O.B. McCLINTON (Epic 9-50749)	51 5
49	HEARTBREAK HOTEL	WILLIE NELSON & LEON RUSSELL (Columbia 3-11023)	19 12
50	SEE YOU IN SEPTEMBER	DEBBY BOONE (Warner/Curb WBS 49042)	61 4
51	PLEASE SING SATIN SHEETS FOR ME	JEANNE PRUETT (IBC IBC 0002)	53 7
52	MY SILVER LINING	MICKEY GILLEY (Epic 8-50740)	15 10
53	MY EMPTY ARMS	ANN J. MORTON (Prairie Dust PD-7632)	56 5
54	THAT RUN-AWAY WOMAN OF MINE	FREDDY WELLER (Columbia 1-11044)	57 7
55	LET YOUR LOVE FALL BACK ON ME	DAVID HOUSTON (Derrick DRC 126)	59 6
56	YOU'RE A PART OF ME	CHARLY McCLAIN (Epic 9-50759)	65 2
57	HANGIN' IN AND HANGIN' ON	BUCK OWENS (Warner Bros. WBS 49046)	69 3
58	LOW DOG BLUES	JOHN ANDERSON (Warner Bros. WBS 8863)	25 11
59	MIDNIGHT LACE	BIG AL DOWNING (Warner Bros. WBS 49034)	64 3
60	YOU'RE MY KIND OF WOMAN	JACKY WARD (Mercury 57004)	— 1
61	HOT STUFF	JERRY REED (RCA PB-11698)	72 3
62	EASY	BOBBY HOOD (Chute CR 0008)	62 5
63	ALL I WANT AND NEED FOREVER	VERN GOSDIN (Elektra E-46052)	29 11
64	I NEVER LOVED ANYONE LIKE I LOVE YOU	LOUISE MANDRELL (Epic 9-50752)	68 4
65	THE LETTER	SAMMI SMITH (Cyclone CYS-104)	30 10
66	HERE WE ARE AGAIN	THE STATLER BROTHERS (Mercury 55066)	45 12

	Weeks On Chart	9/15	Chart
67	DON'T LET ME CROSS OVER	JIM REEVES (RCA PB-11564)	49 15
68	THE ROOM AT THE TOP OF THE STAIRS	STELLA PARTON (Elektra E-46507)	40 9
69	FOOLS FOR EACH OTHER	JOHNNY RODRIGUEZ (Epic 8-50735)	47 12
70	FIRST THING EACH MORNING	CLIFF COCHRAN (RCA PB-11711)	— 1
71	WINNERS AND LOSERS	R.C. BRANNON (Columbia 1-11081)	— 1
72	THE LADY IN THE BLUE MERCEDES	JOHNNY DUNCAN (Columbia 1-11097)	— 1
73	SWEET DREAMS	REBA McENTIRE (Mercury 57003)	— 1
74	THAT OVER THIRTY LOOK	FARON YOUNG (MCA-41046)	— 1
75	THE SUN WENT DOWN IN MY WORLD TONIGHT	LEON EVERETTE (Orlando ORC-104)	50 2
76	HERE I GO AGAIN	BORSEY BURNETTE (Elektra E-46518)	79 4
77	RED NECK DISCO	GLENN SUTTON (Mercury 57031)	83 3
78	LET'S TAKE THE TIME TO FALL IN LOVE AGAIN	JIM CHESTNUT (MCA-41105)	— 1
79	BESIDE ME	STEVE WARINER (RCA PB-11658)	66 8
80	TAKE GOOD CARE OF MY LOVE	MAX BROWN (Door Knob Records DK-9-105)	— 1
81	I'M JUST A HEARTACHE AWAY	DICKEY LEE (Mercury 55058)	54 9
82	THANK YOU FOR THE ROSES	KIFTY WELLS (Ruboca 122)	96 2
83	ANY WAY THAT YOU WANT ME	JUICE NEWTON (Capitol P-4768)	97 2
84	THAT'S YOU, THAT'S ME	DAWN CHASTAIN (SCR SC-175)	90 3
85	IT'S TOO SOON TO SAY GOODBYE	TERRI HOLLOWELL (Con Brio CBK 156)	70 9
86	WHO WILL THE NEXT FOOL BE	JERRY LEE LEWIS (Elektra E-46087)	63 10
87	STAY WITH ME	DAVE & SUGAR (RCA PB-11654)	67 13
88	COCA COLA COWBOY	MEL TILIS (MCA MCA 41041)	71 15
89	LOVE DOESN'T CARE WHOSE HOUSE IT LIVES IN	CHARLIE LOUVIN' & EMMYLOU HARRIS (Little Darlin' LD 7322)	95 4
90	GET YOUR HANDS ON ME BABY	DALE McBRIDE (Con Brio CBK-158)	— 1
91	SUSPICIONS	EDDIE RABBITT (Elektra E-46046)	77 15
92	I GOTTA GET BACK THE FEELING	SHEILA ANDREWS (Ovation OV-1128)	— 1
93	GOODTIME CHARLIE'S GOT THE BLUES	RED STEARNS (Elektra E-46527)	— 1
94	UNBREAKABLE HEARTS	HARGUS "R.G." ROBBINS (Elektra E-46512)	94 4
95	THE COWBOY SINGER	SONNY CURTIS (Elektra E-46526)	— 1
96	MAYBE I'LL CRY OVER YOU	ARTHUR S. ANCH (Ridgeway R 00475)	98 2
97	SOMEDAY MY DAY WILL COME	GEORGE JONES (Epic 8-50584)	75 13
98	THE VISITOR	J.W. THOMPSON (Southern Star SS-399)	— 1
99	THE DREAM NEVER DIES	BILL ANDERSON & THE FOLKERS (MCA 41060)	74 10
100	FAMILY TRADITION	HANK WILLIAMS, JR. (Elektra/Curb E-46046)	76 16

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All I Want (Gary S. Paxton — BMI)	63	Heartbreak Hotel (Tree — BMI)	49	Low Dog Blues (Gallico — BMI/Cypress — ASCAP)	58	The Dream Never Dies (Walbeck — ASCAP)	99
All The Gold In California (Larry Gatlin — BMI)	14	Here I Go Again (Six Continents — BMI/World Song — ASCAP)	75	Love Doesn't Care Whose House It Lives In (Blue Hedge/Legature/Merkado — ASCAP)	89	Thank You For The Roses (Ruboca — BMI)	82
Another Easy Lovin' Night (Frebar — BMI)	27	Here We Are Again (American Cowboy — BMI)	66	Love Me Now (Tree — BMI)	37	That Over Thirty Look (Right Song Music Inc. — BMI)	74
Any Way That You (Blackwood Music — BMI)	83	Hot Stuff (Vector — BMI)	61	Maybe I'll Cry Over You (Southern Music — ASCAP)	96	That Run-Away Woman Of Mine (Tree Pub. — BMI/Cross Keys — ASCAP)	54
Baby My Baby (Galamar/AI Gallico/Dusty Roads — BMI/Mack David — ASCAP)	38	Hound Dog Man (Gobion/Fancy That — ASCAP)	40	Midnight Lace (AI Gallico/Metaphor — BMI)	59	That's You, That's Me (House Of Gold — BMI)	84
Before My Time (Ben Peters — BMI)	9	I Ain't Got No (House Of Gold/Tree Pub. — BMI)	21	My Empty Arms (One More/Music Craft Shop — ASCAP)	53	The Cowboy Singer (Skel Music — BMI)	95
Beside Me (Chapell/Sailmaker — ASCAP)	79	I Don't Do Like That No More (Cross Keys — ASCAP/Tree — BMI)	18	My Own Kind Of Hat (Shade Tree/Tree — BMI)	33	The Devil Went Down (Hat Bank — BMI)	46
Blue Kentucky Girl (Sure Fire Music Co. Inc. — BMI)	42	I Gotta Get (Terrace Music-ASCAP/Blue Lake Music — BMI)	92	My Silver Lining (Blackwood/Magic Castle — BMI)	52	The Lady In The Blue Mercedes (Aigee Music Corp. — BMI)	72
Coca Cola Cowboy (Peso/Malkyle/Senor — BMI)	88	I Hear The South Callin' Me (Warner-Tamerlane/Sweet Harmony — BMI/ASCAP)	41	Never My Love (Jack & Bil — ASCAP)	18	The Letter (Earl Barton — BMI)	65
Come With Me (First Lady Songs Inc. — BMI)	36	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI)	47	No Memories (Coolwell/Granite — ASCAP)	44	The Room At The Top Of The Stairs (Dep Dave / Briarpatch — BMI)	68
Crazy Arms (Pam/Cham — BMI)	30	I May Never Get To Heaven (Tree Pub. — BMI)	5	Only Love Can (World Song — ASCAP)	8	The Sun Went Down (Magic Castle/Blackwood — BMI)	75
Daddy (Prima-Donna — BMI)	25	I Never Loved Anyone Like I Love You (Warner/Tamerlane — BMI)	64	Please Sing Satin Sheets For Me (Jeanne Pruett/Champion — BMI)	51	The Visitor (Queen Of Hearts Music — BMI)	98
Dancin' (Warner-Tamerlane/Ten Speed — BMI)	29	I'd Fell In Love With You (Tree — BMI)	19	Put Your Clothes Back On (Aigee — BMI)	39	There's A Honky Tonk Angel (Living Danor — BMI)	7
Don't Let Me Cross Over (Tros Martin — BMI)	67	I'd Rather Go On Hurtin' (Pi-Gem — BMI/Chess — ASCAP)	45	Red Neck Disco (Starship — ASCAP)	77	Till I Can Make It (Aigee/Altam — BMI)	11
Dream On (Duchess — BMI)	12	I'm Just A Heartache (Hall Clement/Maplehill/Vogue — BMI)	81	Robinhood (Flagship — BMI)	17	Unbreakable Hearts (Me and Sam — ASCAP/Annextra — BMI)	94
Easy (Blackwood/Fullness Music — BMI)	62	In No Time At All (Chess/United Artists — ASCAP)	13	Sail On (Jobete/Commodores Entertainment — ASCAP)	43	We Got Love (Music West Of The Pecos — BMI)	35
Everything I've Always (St. Nicholas — ASCAP)	34	It Must Be (Hall-Clement — BMI)	3	See You In September (Vibar — ASCAP)	50	What More Could A Man Need (ATV/RainSongs — BMI)	32
Family Tradition (Bocephus Music — BMI)	100	It's Too Soon To Say Goodbye (Wilijex — ASCAP)	85	Should I Come Home (Or Should I Go Crazy) (Tree — BMI)	31	Who Will The Next Fool Be (Knox — BMI)	86
First Thing Each Morning/Last Thing At Night (Pi-Gem Music Inc. — BMI)	70	Just Good Ol' Boys (Branwood/Mullet — BMI)	2	Suspicious (DebDave/Briarpatch — BMI)	91	Winners And Losers (Hall-Clement Publications — BMI)	71
Fooled By A Feeling (Pi-Gem — BMI)	10	Last Cheater's Waltz (Tree — BMI)	6	Sweet Dreams (Acuff-Rose Publications Inc. — BMI)	73	You Ain't Just Whistlin' Dixie (Famous / Bellamy Brothers — ASCAP)	15
Fools (Pi-Gem — BMI)	4	Let's Take The Time (Acuff-Rose Publications — BMI)	78	Sweet Summer Lovin' (Song Yard — ASCAP)	16	You Decorated My Life (Music City — ASCAP)	24
Fools For Each Other (Hallnote/Bus Ride — BMI)	69	Let Your Love Fall Back (United Artists — BMI)	55	Take Good Care (Chips & Dale Pub. — ASCAP)	80	Your Kisses Will (House Of Gold — BMI)	20
Get Your Hands (Con Brio Music Co. — BMI)	90	Livin' Our Love Together (Ben Peters — BMI)	28			You're A Part Of Me (Chappell/Brown Shoes — ASCAP)	56
Goodbye (Tree — BMI)	23					You're My Jamaica (Pi-Gem — BMI)	1
Goodtime Charlie's Got The Blues (Warner-Tamerlane Pub. Corp./Road Canon Music — BMI)	93					You're My Kind Of Woman (AI Gallico Music Corp./Easy Listening Music Inc. — ASCAP)	60
Great Balls Of Fire (Unichappell — BMI/Chappell & Co. — ASCAP)	16						
Half The Way (Chriswood — BMI/Murfezzongs — ASCAP)	22						
Hangin' In And Hangin' On (Blue Book Music — BMI)	57						

⊘ = Exceptionally heavy radio activity this week

⊙ = Exceptionally heavy sales activity this week

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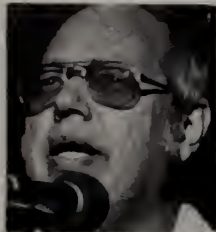
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COUNTRY RADIO

THE COUNTRY MIKE

MALRITE BROADCASTING PROMOTES RAMBALDO — Malrite Broadcasting has promoted **Rick Rambaldo**, general sales manager of WHK/Cleveland, to the general sales manager's position at WUHF-TV, Malrite's new independent television station in Rochester, New York. **Lonnie Gronek**, who is currently the national sales manager at WHK, will replace Rambaldo as the general sales manager of WHK. Rambaldo joined Malrite at WHK in 1973 as an account executive and was subsequently promoted to local sales manager in November, 1977. He then became general sales manager in December, 1978. Gronek began at WHK in June, 1978 and within four months was promoted to the national sales manager's position. **Gil Rosenwald**, vice president and general manager of WHK, commented on Gronek's new position by saying, "Mr. Gronek has certainly proved his capabilities in both sales and management and I am confident the transition will be a smooth one."



PROGRAMMERS PROFILE — **Charlie Douglas**, the all-night trucker's show host at WWL/New Orleans, is a broadcast veteran of 27 years. Charlie began his broadcasting career in rock radio in the early fifties. He was with the McClendon Broadcasting chain for three years and jocked for them at stations KTSA/San Antonio KLIF/Dallas, and KEEL/Shreveport. In 1958, Charlie went back to San Antonio to program KONO before moving on to WKBW in Buffalo, NY, to program that station. He later went on to program WINZ/Miami, Fla. and KPRC in Houston. Charlie was the first CMA Jock of the Year for a major market station. He also has been the only air personality east of the Mississippi to win the Academy of Country Music Jock of the Year. Charlie has been with 50,000 watt WWL/New Orleans for the past ten years hosting the all night trucker's show at the station.

Morgan Hellbent has taken over the music duties at KRAM/Las Vegas from **Johnny Steele** who is stepping down from that position because of outside interests. Morgan came to KRAM as the 7-midnight jock at the station. He is now the afternoon drive air personality and takes his music calls Monday through Thursday from 12-2.

KERE/Denver recently held a Labor Day promotion at the station. While other radio stations offered their listeners a chance to win a disc jockey for a day, KERE went one better by going right to the top. A lucky listener won the services of general manager **Don Waterman** and operations manager **Jay Hoffer** to work at his/her home for a day. The two made themselves available to wash cars, vacuum, serve food and other household tasks. Listeners were asked to tell, in 25 words or less, why KERE is the best country music station around. The winning entry was judged on originality and best expression of ideas. Jay Hoffer did say that he doesn't do windows.

THE KSSS FREE DINNER FOR 74 OF YOUR FRIENDS — This was the theme of the KSSS/Colorado Springs Mr. Steak Chuckwagon Dinner Promotion held recently. Listeners were encouraged to stop into the Mr. Steak restaurants in the Springs and register. A random drawing was held and the six semi-finalists were interviewed on the air and asked how they were going to go about inviting 74 friends over for the chuckwagon dinner. On the final day of the contest another drawing was held and the winner received the chuckwagon dinner in their backyard. KSSS provided the free entertainment with a country music band.

Congratulations to the new **Cash Box** reporters. They are WQYK/St. Petersburg and WCXI/Detroit. **Joe Patrick** is the PD/MD for WQYK. **Bill Ford** is the PD and **R.T. (Bob Griffin)** is the MD for WCXI.

country mike

PROGRAMMERS PICKS

Mike Corbin	KLLL/Lubbock	I'd Rather Go On Hurtin' — Joe Sun — Ovation
Mark Anderson	WTMT/Louisville	Come With Me — Waylon Jennings — RCA
Albert Cox	KOUL/Corpus Christi	You're My Kind Of Woman — Jacky Ward — Mercury
Morgan Hellbent	KRAM/Las Vegas	You Decorated My Life — Kenny Rogers — United Artists
Don Walton	KFDI/Wichita	Goodtime Charlie's Got The Blues — Red Steagall — Elektra
Jay Phillips	WJQS/Jackson	Should I Come Home (Or Should I Go Crazy) — Gene Watson — Capitol
Bill Warren	KNOE/Monroe	I'd Rather Go On Hurtin' — Joe Sun — Ovation
Bud Forte	WWVA/Wheeling	Come With Me — Waylon Jennings — RCA
Joel Raab	WEPP/Pittsburgh	My Own Kind Of Hat — Merle Haggard — MCA
Terry Wunderlin	WIRK/West Palm Beach	Come With Me — Waylon Jennings — RCA
Scott Selden	WQQT/Savannah	You Decorated My Life — Kenny Rogers — United Artists
Randy Carr	WNRS/Ann Arbor	Come With Me — Waylon Jennings — RCA
Steve Gary	KOKE/Austin	You're My Kind Of Woman — Jacky Ward — Mercury
Lynn Waggoner	KEBC/Oklahoma City	Goodtime Charlie's Got The Blues — Red Steagall — Elektra

MOST ADDED COUNTRY SINGLES

1. **COME WITH ME** — WAYLON — RCA — 56 REPORTS
2. **BLUE KENTUCKY GIRL** — EMMYLOU HARRIS — WARNER BROS. — 51 REPORTS
3. **YOU'RE MY KIND OF WOMAN** — JACKY WARD — MERCURY — 27 REPORTS
4. **YOU DECORATED MY LIFE** — KENNY ROGERS — UNITED ARTISTS — 22 REPORTS
5. **SHOULD I GO HOME OR SHOULD I GO CRAZY** — GENE WATSON — CAPITOL — 20 REPORTS
6. **FIRST THING EACH MORNING** — CLIFF COCHRAN — RCA — 20 REPORTS
7. **WINNERS AND LOSERS** — R.C. BRANNON — COLUMBIA — 19 REPORTS
8. **MY OWN KIND OF HAT** — MERLE HAGGARD — MCA — 18 REPORTS
9. **THE LADY IN THE BLUE MERCEDES** — JOHNNY DUNCAN — COLUMBIA — 18 REPORTS
10. **SWEET DREAMS** — REBA McENTIRE — MERCURY — 18 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. **SWEET SUMMER LOVIN'/GREAT BALLS** — DOLLY PARTON — RCA — 54 REPORTS
2. **ALL THE GOLD IN CALIFORNIA** — LARRY GATLIN — COLUMBIA — 51 REPORTS
3. **IN NO TIME AT ALL** — RONNIE MILSAP — RCA — 47 REPORTS
4. **DREAM ON** — OAK RIDGE BOYS — MCA — 45 REPORTS
5. **YOU AIN'T JUST WHISTLING DIXIE** — THE BELLAMY BROTHERS — WARNER/CURB — 45 REPORTS
6. **HALF THE WAY** — CRYSTAL GAYLE — COLUMBIA — 41 REPORTS
7. **I DON'T DO THAT NO MORE/NEVER MY LOVE** — THE KENDALLS — OVATION — 40 REPORTS
8. **THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN)** — ELVIS PRESLEY — RCA — 33 REPORTS
9. **FOOLED BY A FEELING** — BARBARA MANDRELL — MCA — 33 REPORTS
10. **I AIN'T GOT NO BUSINESS DOIN' BUSINESS TODAY** — RAZZY BAILEY — RCA — 32 REPORTS

WKDA Scores With Sounds

NASHVILLE — WKDA Radio in Nashville has hit an all-time ratings high for its coverage of the Nashville Sounds season. The Sounds, a class AA Southern League affiliate owned by a group of investors including Conway Twitty, Jerry Reed, Cal Smith and Richard Sterban of the Oak Ridge Boys, this year set a modern day attendance record for the minor leagues, boasting attendance in excess of half a million fans.

This season WKDA headed up a five-station network sending the Sounds all over the middle Tennessee area. Ratings with the Sounds jumped nine points, and the staff at WKDA is now saying, "baseball been beddy beddy good to WKDA."

New Label Promotes Controversial Topics

NASHVILLE — A new label in town, Pro-Life Records, has been formed to help promote and distribute product covering "controversial subjects and issues only."

The label's first release, the "No Nukes National Anthem," was written by David Heavener and performed by Bill Whitehouse. Heavener is known for penning the recent Tiny Tim tune, "Tip Toe To The Gas Pumps."

Waylon Gets Platinum

NASHVILLE — Waylon Jennings latest RCA release, "Waylon's Greatest Hits," has been certified platinum by the RIAA, which signifies sales of more than one million units. Released in March, the album achieved gold status in early May.



WFAI CELEBRATES #1 POSITION — After the ARB ratings came in, WFAI in Fayetteville, N.C. found itself in the healthy position of being number one in morning drive, and an overall number two in the Fayetteville market. Pictured in the 31-year-old station are (l-r): Danny Highsmith, WFAI general manager; Denny McGuire, morning drive personality; Tim Williams, WFAI MD; and Terry Jordan, WFAI PD.

URGENT
IMPORTANT

TO: THE TRADE

SUBJECT: Country Music Special

Advertising deadline: September 28, 1979

Issue date: October 13, 1979

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COUNTRY

THE COUNTRY COLUMN

CASH TO LEAVE CBS? — Reliable sources have informed **Cash Box** that **Johnny Cash** has not yet renewed his recording contract with Columbia Records, which places his 20-plus year relationship with the label in some jeopardy. Cash is reputed to be considering offers from several labels, including MCA, Mercury and Casablanca/West. Meanwhile, he is still taking care of business, presently in the midst of filming a Christmas special in and around his birthplace of Dyess, Arkansas.

Ovation artist **Sheila Andrews** will be making her first trip to Germany in October, where she will make her debut appearance on that country's top music show, "The Top Pop and Country Show." Scheduled to tape on Oct. 3-4, she will perform a couple of songs.

In a rare and treasured appearance, **Stevie Wonder** guested at the Grand Ole Opry last weekend (Sept. 8) during the Black Music Association's board meeting in town. Wonder performed the classic, "Behind Closed Doors" for an ecstatic audience.

To welcome **Ed Benson** to the position of associate executive director of the CMA, that organization last week hosted a wine and cheese reception. Numerous industry executives turned out to greet Benson and the CMA staff, which is now in full gear preparing for the awards show and convention in October.

Travis Mimms has signed a national promotion deal with the Little Richie Johnson Agency. Mimms, who has recorded one single for the Little Richie label, is slated to release an album in October.

"Marty Robbins' Spotlight," the syndicated television show featuring Robbins, will be discontinued this year. According to Marty, "it is very hard to maintain a touring schedule such as the one I am maintaining, and still devote enough time to a television series. I wouldn't do it if I didn't feel I could give it my best, and the fact is I am really just too busy."

Elwood Bunn is making quite a racket lately. The raucous country singer likes to showcase his talents in rather odd and unusual venues — like New York street corners. Seems the country boy's been making such a yahoo in the New York area, that his personable charm has been tapped by television shows like NBC News, ABC's "20/20," NBC's "Real People" and he is scheduled to star in a PBS special entitled "Street Performers."

Jamboree U.S.A. hosted its 8th Annual Truckers Jamboree over the labor day weekend, and featured two of the top singers of trucker's ballads, **Dick Curless** and **Dave Dudley**.

ON THE ROAD . . . After a highly successful tour of the Far East, **Dolly Parton** is playing it a little closer to home with a tour that will take her through Colorado, California, Arizona and New Mexico in September.

And as usual, **Bocephus (Hank Williams Jr.)** and the **Bama Band** will be hitting just about every section of the country during the fall and winter months.

Michael Murphey will spend a good portion of September on a Texas-Oklahoma tour . . . Also touring in September are **Rex Allen Jr.**, **Freddy Fender**, **The Oak Ridge Boys**, **Rick Nelson**, **Ray Price**, **Tammy Wynette**, **Johnny Rodriguez**, **Hank Thompson** and **Joe Stampley**.

IN THE STUDIO . . . Despite the economic crunch, Nashville studio's are still reporting a healthy influx of artists. In Jack Clement Studios, EMI artist **Sandra Steele** is working on her first album. **Ralph Murphy** of Picalic Productions is producing the LP, with **Harold Lee** engineering. The LP is scheduled for release in early October.

Also in Clement Studios . . . **Con Hunley** in recently with producer **Norro Wilson** to complete work on a second album for WB. The LP is scheduled for release in early January.

In Columbia Studios recently . . . **Margo Smith** and **Con Hunley** with producer **Norro Wilson**, **Johnny Rodriguez**, **Marty Robbins** and **Johnny Duncan** with producer **Billy Sherrill** and **Reg Lindsay** with producer **Bill Walker**. CBS Studios also hosted a 30 piece session to pre-record the upcoming **Crystal Gayle** TV special.

In Sound Stage . . . Producer **Jimmy Bowen** and engineer **Ron Treat** mixing down **Mel Tillis'** first release for Elektra/Asylum Records. That same team was also in putting the finishing touches on **Hank Williams, Jr.'s** next release, as well as **Roy Head's** new LP.

A new singer who goes simply by the name of **Jano** has signed a recording contract with Sunshine Country Records, and a management contract with Dallas club owner **Mickey Finn**. His first single on SRC is "Sundown Sideshow."

WHO IS LACY J. DALTON? For starters, she is a singer from Santa Cruz who so impressed **Billy Sherrill** that he produced her first LP for Columbia Records (to be released soon). She is also a songwriter, recently signed to **Al Gallico's** Algee Music Co. And she is a seasoned performer with more than 12 years of club dates to her credit. Who knows . . . there may be more soon.

Chip Davis Forms Publishing Firm

NASHVILLE — Composer Louis F. "Chip" Davis has formed his own SESAC publishing company, Dots and Lines Ink. Davis, who previously wrote and produced for American Gramophone Music, has penned several country and pop hits.

With partner **Bill Fries** — better known as **C.W. McCall** — Davis wrote the single "Convoy," which later became the title track for the motion picture.

In 1976, Davis received national recognition for a composition which was the NBC radio network's bi-centennial theme. His ballet, "Mere Image," was recently premiered by the Omaha Ballet Company, and received such an enthusiastic reception he was commissioned to write a new work for the Kansas City Ballet.

Davis has also written and produced music for three albums, entitled "Fresh Aire I, II and III."



CLARK SUBS FOR CARSON — MCA artist **Roy Clark** recently donned the hat of guest host when he took over **Johnny Carson's** seat for 90 minutes of the "Tonight Show." Clark, who is no stranger to "Tonight Show" regulars, treated the audience to a little bit of his guitar pickin' and a lot of his personable wit. Pictured during the taping are **Ed McMahon (l)** and **Clark**.



Johnny Cash



Lacy J. Dalton

REVIEWS



KENNY — Kenny Rogers — United Artists — UA-LWAK-979
Producer: Larry Butler — List: 7.98

Kenny's done it again. One of the most consistent artists this fickle music world, the public has come to expect nothing less than perfection from the singer. His new LP shouldn't disappoint anyone. Rogers and producer Larry Butler have knack for finding good song material, and this LP features jackpot store of possible singles. Suggested cuts — just take your pick.



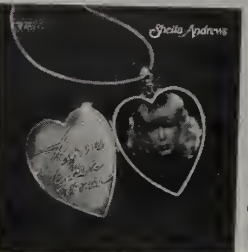
MISS THE MISSISSIPPI — Crystal Gayle — Columbia — JC 36203 — Producer: Allen Reynolds — List: 7.98

Crystal Gayle's got a new record label, a very chic album cover (done by Francesco Scavullo) and a new release that will only aid her in planting both feet firmly in the country/pop field. Smooth and silky vocals coupled with some of Nashville's top pickers highlight an LP that should find airplay on a variety of formats. "Dancing the Night Away," a bluesy tune "The Blue Side" and "A Little Bit of the Rain" are a few of the prime cuts.



INSEPARABLE — Louise Mandrell and R.C. Bannon — Epic JE 36151 — Producer: Buddy Killen — List: 7.98

Mandrell and Bannon compliment each other like good wine and tasty cheese, and this first duet LP showcases the vocal talents of the artists at their best. Immaculate production, flawless arrangements and a package of 10 solid songs that cover a variety of musical genres give added punch and verve to the overall product. Suited for a variety of formats, "I Though You'd Never Ask," "Hooked On A Feeling," and "We Love Each Other" are particularly strong.



LOVE ME LIKE A WOMAN — Sheila Andrews — Ovation-1730 — Producer: Brien Fisher — List: 7.98

Categorizing Sheila Andrews is not a simple task — her deep rich voice allows her to add a resonant depth to songs that many singers can only think about achieving. Producer Brien Fisher who also produces The Kendalls, gives Andrews the freedom to explore each song and create a distinctive, stylized vocal treatment. Cuts to take note of include "Ease My Mind On You" and "Rock Me Home."

MEL TILLIS (Elektra E-46536)

Blind In Love (3:08) (Sabai Music Inc. — ASCAP) (Bob Corbin)

This is Tillis' first single for Elektra, and if it is any indication of things to come, the tearing will be a good one. Jimmy Bowen's production is impeccable, and Tillis himself is captured in rare form. MOR as well as country formats should pick up on this one.

CHARLIE DANIELS BAND (Epic 9-50768)

Mississippi (3:09) (Hat Band Music — BMI) (C. Daniels)

The Charlie Daniels Band slows the pace down a bit with this promising follow-up to "The Devil Went Down To Georgia." Lush strings and piano, and soft, meandering vocal highlight this song that flows as smooth as the Mississippi.

RED STEAGALL (Elektra E-46527)

Goodtime Charlie's Got The Blues (2:37) (Warner-Tamerlane Pub. Corp./Road Canyon Music — BMI)

Looks like Steagall's got a winner with his cover of "Goodtime Charlie." His vocals give the song just the country tinge it needs to be picked up in the country radio market.

LACY J. DALTON (Columbia 1-11107)

Crazy Blue Eyes (2:53) (Algee Music Corp. — BMI) (L.J. Dalton/M. McFadden)

A notable debut effort for the singer/songwriter from Santa Cruz. Dalton's style could best be listed under the progressive country artist category. Country stations should pick up on this one.

STEPHANIE WINSLOW (Warner-Curb WBS-49074)

Say You Love Me (3:12) (Michael Fleetwood Music/Warner-Tamerlane Pub. Corp. — BMI) (Christie McVie)

This Fleetwood Mac classic should find substantial air play in the country market primarily due to the production abilities of Ray Ruff.

SINGLES TO WATCH

THE ETC BAND (Warner Bros. WBS-49072)

Stranded On A Dead End Street (3:04) (ETC Music/Easy Listening Music Corp. — ASCAP) (Earl Conley)

DIANA (Elektra E-46539)

Lonely Together (3:42) (House of Gold Music Inc. — BMI) (Bobby Springfield)

MARY LOU TURNER (Churchill CR-7744)

You Can't Remember And I Can't Forget (3:23) (Tamar Music, and Zoobe Music — ASCAP) (Ted Purvin)

TROY SHONDELL (Star Fox 77-4-1)

Still Loving You (2:17) (Acuff-Rose — BMI) (T. Shondell)

JACKSON D. KANE (Mother Lode ML-3600)

Blackjack County Chain (2:30) (Tree Publishing — BMI) (Red Lane)

MEL STREET (Sunset Records S-100)

The One Thing My Lady Never Puts Into Words (3:08) (Prater Music/Merilark/April Music-ASCAP) (Mike Huffman)

HOOT HESTER (Little Darlin' LD 7920)

If You're Gonna Love, You Gotta Hurt (3:00) (Acoustic Music — BMI) (L. Satterfield-D. Orender)

Seminar Boasts New Dates

(continued from page 29)

and includes speakers Dick Blake, Dick Blake International; Sonny James, ar-; Louis Messina, Pace Concerts; Cliff Wallace, Von Braun Civic Center, ntsville; and moderator Joe Sullivan, und Seventy Corporation.

Festivals

The closing topic for Wednesday af-noon is "Aspects Of Putting Together A ajor Country Festival," and will be pan-ed by Mervyn Conn, Wembley Festival; al Gunn, Louisiana Superdome; Glenn eeves, Wheeling Jamboree; and oderator Bob Babisch, Milwaukee Sum-er Festival.

A variety of workshops are scheduled for oth days, as well as three artist show-ases, coordinated by Sonny Neal of the illiam Morris Agency, and co-chairmen m Halsey and Don Romeo.

Tuesday's luncheon showcase will ature Ronnie McDowell, Cristy Lane and on Hunley. An evening cocktail recep- on/showcase will feature T.G. Sheppard, he Cates, and Billy "Crash" Craddock. nd finally, one more luncheon showcase ill feature John Conlee, Louise Mandrell nd R.C. Bannon and Big Al Downing.

Showcases

Registrants will also be able to take in a ajor label showcase this year. Scheduled or 6:30 Wednesday night, CBS Records ill host one featuring Lynn Anderson, harly McClain, the Charlie Daniels Band, arry Gatlin, Crystal Gayle, Johnny Dun- an, Moe Bandy and Joe Stampley and anie Fricke.

Dixon related that the response thus far o the seminar has been good. Total egistrants for last year's event reached 00, and at this time, half of that number

has registered.

"It is still a little too early to tell," Dixon said, "but I feel the response so far has been good. There is every indication that this will be our most successful seminar ever."

NMPA Slates Meeting For Oct. 16 In Toronto

NEW YORK — The National Music Publishers Association will meet October 16 at the Four Seasons Hotel in Toronto, Canada, marking the first time that the trade organization has met outside the United States.

NMPA directors are scheduled to attend a reception given by the Composers, Authors and Publishers Association of Canada and to visit the Canadian Mechanical Recording Rights Agency.

Guests

NMPA board members and their wives will also be luncheon guests of the Performing Rights Organization of Canada and NMPA members will attend a joint meeting with the Board of Directors of the Canadian Music Publishers Association, led by the organization's president, Matt Heft.

Leonard Feist, president of the NMPA, commented that the Toronto meeting recognizes Canada's important role in the international music scene and the close relationships between our two music publishing communities and our nations."

Stevens Group Moves

NEW YORK — The Richard Stevens Communications Group Ltd. has relocated to 485 Fifth Avenue, N.Y., N.Y., 10017, telephone (212) 986-4900.

POINTS WEST

(continued from page 16)

Lagoon Sept. 25 and the Starwood Sept. 28-29 . . . And up from Orange County, **Ashwood** is starting to perk up some ears as well. Ashwood works in the Cheap Trick/The Knack power pop mold and has been building up a following as far north as the Sunset Strip. The group can be seen at the L.A. County Fair Sept. 19, Cuckoo's Nest Sept. 28-29 and the Troubadour Oct. 8 . . . **Exile** will also play the L.A. County Fair on Sept. 24 . . . **Sylvester** comes to the Greek Sept. 30.

ON THE ROAD — Providence, Oct. 8 is the opening date for the **Eagles** U.S. tour. From there it's on to Boston, Bloomington (Ind.), Ann Arbor, Lexington, Pittsburgh and Richfield (Ohio) . . . **Van Halen's** first L.A. Forum appearance sold out in one hour. The date is Oct. 7 . . . **Robert Palmer** will play mostly colleges on his tour, which began Sept. 15 at the University of Iowa. He will play the Santa Monica Civic Nov. 4 . . . **A Taste Of Honey** begins a 49-city tour with the **Jacksons** beginning of next month . . . **Karla Bonoff** will stick to colleges for most of her next tour, beginning Oct. 3. Karla will stay in the east and midwest, hitting the west coast on a second leg after Thanksgiving . . . **Wayne Newton** will begin a four-city mini-tour in Atlantic City Oct. 18-24 . . . **Peter Allen** will make his L.A. stage debut at the Huntington Hartford Theatre Sept. 28. His show, "Peter Allen — Up In One," recently completed a sold-out engagement at the Biltmore in N.Y. . . . **Genesis' Phil Collins** will play with **Brand X** when the group begins its American tour Sept. 20 at the Old Waldorf in San Francisco . . . **John Klemmer** will play the Golden Bear in Huntington Beach Sept. 28-30. **Black Oak Arkansas** plays the venue Oct. 6 . . . Former Doors lead guitarist **Robby Krieger's** new band, **Red Shift**, debuted at Madame Wong's in L.A. last week.

NOT ON THE ROAD — Album sales may be on the upswing, but some concert promoters are still going through rough times. For example, Day on the Green #4, set for Sept. 15 at Oakland Coliseum, has been cancelled. **Foreigner**, **The Cars**, **Foghat** and **Bram Tschalkovsky** were scheduled, but Foreigner and Foghat didn't get their albums out in time and school's starting and the tickets just didn't sell . . . **Alan Price** has cancelled his entire U.S. tour, but not because of slow ticket sales. Price has returned to England where he is recovering from an attack of pleurisy. He'll reschedule when his health permits.

SHORT TAKES — With the release of the new **Who** movie, "Quadrophenia," the mod craze has hit British fashion circles again. And this time the Who has surprised everyone and announced that they'll be putting out their own line of clothing before Christmas. Maybe they should name their clothing line after one of their albums. How about "The Who Sell Out"? . . . The sixth annual Helen King Festival of New Music is slated for Sept. 29 at the Wilshire Ebell Theatre in L.A. For more information contact **Billy James** at (213) 463-7178 . . . Congratulations to artist manager **Michael Lippman** and his wife **Nancy** on the birth of their baby boy, **Nicholas Daniel Lippman**.

joey berlin

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DISCO

DISCO BREAKS

RCA TESTING NEW WAY TO SERVICE POOLS — Chicago's **Independent Record Services** and a few other pools will be serviced by RCA in an ingenious way. In the wake of cutbacks to various pools, RCA has come up with a plan to conserve . . . vinyl! The label will send only one record to the pool. If I.R.S. decides that that particular record is right for the Chicago market, RCA will then service the pool with a copy for each of its 50 DJ members. The RCA strategy plan was motivated by the realization that the disco market is becoming more specialized and regional. Explains **Tony King**, head of disco promotion at the label, "Markets are very different these days. Certain regions react more quickly to certain records. New York remains the stronghold of hardcore disco and black music. The Midwest and West Coast favor rock 'n' roll flavored disco." King cites **Edwin Starr's**



Village Person

"H.A.P.P.Y. Radio" as an example of a single which did well out west, but fared poorly in NYC. "I welcome the rock 'n' roll crossover into disco," King adds. "I think it will have a big impact on those areas like Chicago where hardcore disco has been resisted."

LARRY LEVAN OFF TO CARACAS — Larry Levan, DJ at Paradise Garage in New York is off to Caracas, Venezuela to spin at a club there called City Hall. Levan will leave Sept. 24, and will stay until the third week of October. This is the third time he has been invited by the club to spin, since he opened the club last March. Levan says he will also be seeking to bring some artists into the club. Some of the people that will be guest DJing at Paradise Garage in his absence

will be Larry Patterson, T. Scott, Phil Smith, Richie Kaczor & Allen Dodd.

SPLASHES IN THE POOLS — The **Tampa Bay Disco Pool** has chosen a site for its Sept. 30 second annual white party. The event will be held at **Smugglers** in Clearwater, Fla. . . **BADDA** has not decided where to hold its monthly meeting yet, but the pool's **George Ferren**, former **Ollie Can** DJ, says the new **Music Hall** is a good bet. Ferren also reports that last month the pool received a record amount of new product. "I think it's a good sign of **BADDA's** stability — especially in light of recent threatened cutbacks. The labels have apparently weeded out those pools which weren't doing their job, and we weren't one of them."

IN PERSONS — **Debbie Harry** of **Blondie** will throw a shower (?) for **Grace Jones** at **Paradise Garage** Sept. 24 . . . **Soccer** appears at **Hampton Attic** for the Mr. Long Island contest . . . **Les Mouches** reopened Sept. 12 with **Stephanie Mills** and the **Ritchie Family** guesting . . . On Sept. 22 **Destination** will perform at **Probe**, followed the next night — or early morning — by **RSO's Jeanne Shy**. **Loleatta Holloway** will bow there later this month . . . **Tuxedo Junction** will open for **Wolfman Jack** and **Peaches & Herb** at the **Riviera Hotel** in Las Vegas.

A TASTE OF ROLLER RINKS — To promote its second album, "Another Taste," **A Taste of Honey** will begin a 43-date North American tour with the **Jacksons**. Further support will be provided by a series of "Roller Boogie Disco" parties, co-sponsored by Capitol and seven major market radio stations this month. Each station will invite about 150 couples to a local roller rink where free copies of the **Honey LP** will be given away. Stations participating include Chicago's **WBMX-FM**, L.A.'s **KDAY** and San Francisco's **KDIA**.

MELBA MOORE 'BURNING' WITH 'MS. THING' — In town for two weeks to tape a **Beatrice Arthur** TV variety special, N.Y.C.-based **Melba Moore** phoned **Cash Box** to discuss her new "Burn" LP, for which she co-wrote all the songs, and her 12" "Ms. Thing," both recently released on Epic. "I felt I had to write the music in order to capture an important part of my spirit," she said, adding, "I enjoy disco; it's a beautiful form of expression." Presumably, Ms. Moore also enjoys discotheques, since she debuted her new recording Sept. 15 and 16 at **Probe** and **Studio One**, respectively. In between these promotional appearances and the variety special taping, Melba is somehow finding time to do "Dinah!", "Soul Train," **Merv Griffin**, and "Dance Fever." Reports are that from time to time she will also be allowed to breathe.

DISH — On their next visit to L.A., the **Ritchie Family** will tape segments of **Merv Griffin**, "Rock Concert" and "Midnight Special," in addition to a demand return on "Dinah!" . . . Warner/RFC artist **Boris Midney**, whose first LP for that label is "Caress," has an unusual background for a disco personality in that he is a Soviet defector who formerly played the saxophone for the **Moscow State Orchestra**. Midney fled to the U.S. because the saxophone is considered a decadent instrument of Western imperialism in his homeland. Wonder what the Politburo thinks of **Grace Jones**? . . . Having recently left the **Howard Bloom Agency**, **David Salidor** has formed **D.I.S.Co.** with partners **Tom Silverman** and **Bob Small**. The firm's first assignment will be doing publicity for **Judy Weinstein's For The Record Pool** . . . 1500 revellers filled **Newark, N.J.'s Zanzibar** disco to capacity as DJ **Jose Martinez** spun for the club's opening party Aug. 31. The firm that designed the **Paradise Garage's** sound system did the same for **Zanzibar**. The light-show was conceived and executed by the people who do the same at **Regine's**, **Copacabana**, **Emerald City** and **New York, New York**. Artists performing included **Tasha Thomas**, **Billy Nicholas**, **Kool and the Gang** and **Francie Simone**. The party was broadcast live on **WNJR** in Union, N.J. . . The panel at a recent songwriter panel held at L.A.'s **Immaculate Heart College** included

(continued on page 45)

REVIEWS

M — Pop Muzik — Warner/Sire DSRE 8887 — 12" — Promo

One of the most original disco cuts ever, probably because of its unusual blending of '60s British rock with the "synthesized" sound of eurodisco. Relentless kick drum makes this a compelling dance floor number. Spin at the peak of the evening. "Pop Muzik" may be the vanguard of the much-anticipated crossover of pop music into disco. Time: 4:58

KOOL AND THE GANG — Ladies' Night — DSR-9513 — 12" — Promo

A solid R&B tune, even though the female backup singers occasionally dip into the big band era. Heavily orchestrated with a lot of reliance on percussives and bass. Horns punctuate rich vocals. An early evening warm-up number for the disco crowd. Time: 6:38

ISAAC HAYES — Don't Let Go — Polydor PRO 103 — 12" — Promo

The first suspicion is: here's another artist trying to revive his career with a half-baked and hearted foray into disco. Surprise! Hayes brings his masterful arranging and production style to this oh-so-mellow track, perfect for the "sleaze" period of the night, when everyone at the disco wants to take it easy. A first rate performance with a lot of electronic highlights. Definite crossover potential to pop, which is of course where Hayes comes from. Time: 12:49

TOP 40 DISCO

	Wks. On 9/15 Chart		Wks. On 9/15 Chart
1 COME TO ME/DON'T STOP DANCING FRANCE JOLI (Prelude — 12")	3	21 RISQUE (ALL CUTS) CHIC (Atlantic — LP)	23
2 FOUND A CURE ASHFORD & SIMPSON (Warner Bros. — 12")	1	22 REVENGE/MUSIC MAN REVANCHE (Atlantic — LP)	28
3 THE BOSS/NO ONE GETS THE PRIZE DIANA ROSS (Motown — 12"/LP)	2	23 UNDERCOVER LOVER/ DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA — 12")	14
4 THE BREAK★ KAT MANDU (TK — 12")	7	24 YOU CAN DO IT★ AL HUDSON & THE PARTNERS (MCA — 12")	19
5 GROOVE ME★ FERN KINNEY (TK — 12")	5	25 I'VE GOT THE NEXT DANCE★ DENIECE WILLIAMS (ARC/Columbia — 12")	13
6 GREEN LIGHT/POW WOW CORY DAYE (New York Int'l./RCA — 12")	8	26 I GOT THE HOTS FOR YA★ DOUBLE EXPOSURE (Salsoul — 12")	26
7 MOVE ON UP/UP UP UP DESTINATION (Butterfly/MCA — 12")	12	27 RISE★ HERB ALPERT (A&M — 12")	27
8 GET UP AND BOOGIE FREDDIE JAMES (Warner Bros. — 12")	4	28 POP MUZIK★ M (Sire/W.B. — 12")	36
9 DON'T STOP TIL YOU GET ENOUGH MICHAEL JACKSON (Epic — 12")	17	29 BORN TO BE ALIVE PATRICK HERNANDEZ (Columbia — 12")	24
10 LOVE INSURANCE FRONT PAGE (Panorama/RCA — 12")	15	30 GIMME BACK MY LOVE AFFAIR SISTER POWER (Ocean — 12")	33
11 THIS TIME BABY★ JACKIE MOORE (Columbia — 12")	6	31 WHEN YOU TOUCH ME★ TAANA GARDNER (West End — 12")	—
12 FANTASY BRUNI PAGAN (Elektra — 12")	15	32 ON YOUR KNEES GRACE JONES (Island — 12")	34
13 PUT YOUR BODY IN IT/ YOU CAN GET OVER STEPHANIE MILLS (20th Century/RCA — LP)	9	33 HANDS DOWN★ DAN HARTMAN (Blue Sky — 12")	35
14 OPEN UP FOR LOVE SIREN (Midsong International — 12")	16	34 WHEN YOU'RE #1★ GENE CHANDLER (20th Century — 12")	37
15 STAND UP — SIT DOWN AKB (RSO — 12")	11	35 LADIES' NIGHT KOOL & THE GANG (DeLite — 12")	—
16 OOH, LA, LA/HARMONY SUZI LANE (Elektra — LP/12")	22	36 ROCK IT★ LIPPS, INC. (Casablanca — 12")	—
17 HERE COMES THAT SOUND AGAIN LOVE DELUXE (RFC/Warner — 12")	10	37 HOLD ON I'M COMIN'★ KAREN SILVER (Arista — 12")	—
18 SEXY THING BOB MCGILPIN (Butterfly/MCA — 12")	21	38 BAD GIRLS (ALL CUTS) DONNA SUMMER (Casablanca — LP)	29
19 PUT YOUR FEET TO THE BEAT THE RITCHIE FAMILY (Casablanca — LP/12")	25	39 NEVER GONNA BE THE SAME★ RUTH WATERS (Millennium — 12")	30
20 CAN'T LIVE WITHOUT YOUR LOVE★ TAMIKO JONES (Polydor — 12")	20	40 I WANNA TESTIFY/ CAN YOU FEEL IT CINDY & ROY (Casablanca — LP/12")	31

Compiled from audience response as reported from top Disco programming artists. ★ 12" available for sale

PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
Tony Smith New York	Pop Muzik M — Sire/W.B.	Ladies' Night Kool & The Gang — De Lite
Bob Lombardy Miami	When You Touch Me Taana Gardner — West End	Fever (Entire LP) Fever — Fantasy
Steve Nadar Detroit	Fantasy Bruni Pagan — Elektra	T.J.M. (Entire LP) T.J.M. — Casablanca
Leon Wagner Madison	One Way Ticket Eruption — Ariola	The Second Time Around Shalamar — Solar/RCA
Paul Curtls Seattle	I Don't Want The Night To End Sylvie Vartan — RCA	Love Dancin' Marlena Shaw — Columbia
Gary Tighe San Francisco	Boys Will Be Boys Duncan Sisters — EarMarc	Dancing Is Dangerous Noel — Virgin
Al Paez New Orleans	Dancing Is Dangerous Noel — Virgin	Share My Love D'Legance — RSO
Bob Smith Charlotte	Put Your Feet To The Beat Ritchie Family — Casablanca	Love Insurance Front Page — Panorama/RCA
Scott Talarico Ft. Lauderdale	One Way Ticket Eruption — Ariola	Don't Let Go Isaac Hayes — Polydor
Ken Jason Chicago	I Don't Want To Be A Freak Dynasty — Solar/RCA	Angel Eyes Roxy Music — Atlantic
Steve Smlth Los Angeles	Pop Muzik M — Sire/W.B.	Harmony Suzi Lane — Elektra
Bill Stooke Boston	Love Is Comin' On The Simon Orchestra — Polydor	Put Yourself In My Place T.J.M. — Casablanca
Danny Krivt New York	I'll Tell You Sergio Mendes — Elektra	Wear It Out Stargard — Warner Bros.
Frank Lembo Philadelphia	I Don't Need No Music T.J.M. — Casablanca	I Don't Want To Be A Freak Dynasty — Solar/RCA
Kevin Mills Washington D.C.	I'll Tell You Sergio Mendes — Elektra	Pop Muzik M — Sire/W.B.

Get Up.



...and Stay Up.

Announcing the new Bob McGilpin LP "Get Up" (FLY 3104)
Featuring the great hit singles "Sexy Thing" and "Get Loose" (12" FLY 13940, 7" FLY 41086)
On Butterfly Records and Tapes. Where else?

Produced by Norman B. Ratner.



MCA RECORDS

BLACK CONTEMPORARY

THE RHYTHM SECTION

KEEP AN EYE ON — Advanna Records, currently a small independently distributed label based in the Los Angeles area. **Jim Williams** is the president of the five-year old company, which reportedly may be receiving some very substantial funding in the very near future. . . . Look for **Barrett Strong** to resurface with a very hot ballad that will appeal to the ladies listening to your radio station. **Bruce Spierling** has been instrumental in placing the tune, which is with a yet unnamed record label.

PROGRAMMERS PROFILE — **Frankie Stewart**, PD at WRAP in Norfolk, Va. for the past five years, has been in radio for 12 years. Stewart started in radio while he was still in high school at WENZ in Richmond. After a year, he left the station and went to WRAP in Norfolk, where he stayed for five years, and then decided what he really wanted to do was to work in



Frankie Stewart

a major market, so he went to WDAS in Philadelphia to work with **Jimmy Bishop**. **Chris Turner**, who was the PD at WLOK in Memphis, asked Stewart to work with him, so Stewart left WDAS. He only enjoyed the southern hospitality for a short while, when Chris informed him that he was leaving WLOK to program WHAT in Philadelphia, and he wanted Stewart to come with him. Back in Philadelphia again, this time Stewart stayed for two years, and decided that the fast pace of the major market was getting to be too much, so he returned home to WRAP. Recognizing that disco skating was becoming a fad even five years ago, Stewart has been extremely involved in the four disco skating rinks in his area,

setting-up shows and contests. He presently has skaters that will be appearing in upcoming skating movies, and says that when most of the recording artists come to town, one of the first things they want to do is go disco skating.

RADIO ACTIVITY — The National Association of Black Owned Broadcasters meeting, slated for Sept. 19-20, will have panels dealing with issues of major importance to minority broadcast owners. Some of the sessions under heavy spotlight will be "Can Rating Services Be Made More Responsive to the Needs of Minority Broadcasters?" Included on that panel will be FCC Commissioners **Tyrone Brown** and **Joseph R. Fogarty**, **John Dimling**, vice president research and planning at Arbitron, and four other top executives from the audience measurement industry. "Is There Life After Disco for Black Broadcasters," is a panel that will include **LeBaron Taylor**, vice president black music marketing, CBS Records and **Kenny Gamble**, chairman of Philadelphia International Records. "Are National Advertisers Giving Full Recognition to the Needs of Minority Broadcasters?" will feature **Len Matthews**, president of the American Association of Advertising Agencies. **Charles Ferris**, chairman of the FCC, will address the opening day luncheon and **Ragan Henry**, president of the organization (NABOB), will speak the second day. The Storer Broadcasting Company has invested \$1 million to help start the Minority Broadcast Investment Corporation, which is a MESBIC program that will lend funds to minorities purchasing television, radio or cable facilities. The firm is headed by **Walter Threadgill**, who has an extensive financial background, having worked on Wall Street for several years, and in the Washington D.C. area. The firm has been in operation for one month, and with matching funds from the government, presently has \$4 million which it will be lending to qualified minority broadcasters. . . . WNOR-AM in Norfolk, Va. has changed its format to what is called "Urban Contemporary." **Dave Hale**, who previously was at WFBQ in Indiana, is the program and music director. **Frank Halison**, who was formerly at WRAP in Norfolk, is the music assistant and mid-day announcer. This will make the third black oriented format in that market. WNOR will day-part the product, playing crossover hits during the day and the basic R&B product in the evenings.

ARTISTS ACTIVITY — MCA recording artists **Rufus with Chaka Khan** will release their first single on that label next Friday. The single is called "Do You Love What You Feel." The album entitled "Masterjam" will be released the last week of October. The album was produced by **Quincy Jones**, who is presently at the top of the charts with **Michael Jackson's** latest effort. Reports have this album definitely in the same category as the Jackson LP, so look for the single. Chaka Khan is now in New York recording her next solo album. . . . **Peaches and Herb** opened the show for **Sammy Davis Jr.** at Caesars Palace last week in Las Vegas. The duo will be returning to Las Vegas to co-headline with **Wolfman Jack**, who is doing a disco show at the Riviera Hotel. Expect a new single from the twosome in about two weeks.

DONNY HATHAWAY SCHOLARSHIP FUND FORMED — Being an avid fan of the late Donny Hathaway, **Dick Griffey**, president of Solar Records, has organized a Donny Hathaway Scholarship Fund, in conjunction with Howard University. As a kick-off for the fund, Solar recording artist **Carrie Lucas** has written lyrics to the music track of "This Christmas," making a new single entitled "A Song For Donny." The single has been released this week, and was recorded by the **Whispers**. All proceeds from the single will be given to the late singer/producer's wife and children, and each year a scholarship will be awarded to a gifted music student in Donny Hathaway's name. **cookie amerson**

PROGRAMMERS PICKS

Joe Fisher	WRBD/Ft. Lauderdale	Dancin — Sherman Hunter — TK
Alonzo Miller	KACE/Los Angeles	King Tim III — Fatback Band — Spring/Polydor
Reg Henry	WXEL/New Orleans	Glide — Pleasure — Fantasy
Ty Miller	WEAL/Greensboro	Don't Let Go — Isaac Hayes — Polydor
Alvin John Waples	KKTT/Los Angeles	Singing A Song About You — Triple "S" Connection — 20th Century/RCA
Steve Crumbley	WILD/Boston	I Found Love — Deneice Williams — ARC/Columbia
David Lombard	WVOL/Nashville	I Found Love — Deneice Williams — ARC/Columbia
Joe Tamburro	WDAS/Philadelphia	Let Me Know — Gloria Gaynor — Polydor
Ron O'Jay	KDKO/Denver	I Wanna Be Your Lover — Prince — Warner Bros.

TOP 75 ALBUMS

		Weeks On Chart		Weeks On Chart	
1	OFF THE WALL MICHAEL JACKSON (Epic FE 35745)	9/15	39	DON'T LET GO ISAAC HAYES (Polydor PD-1-6224)	9/15
2	RISQUE CHIC (Atlantic SD 16003)	3 4	40	DO YOU WANNA GO PARTY? K.C. AND THE SUNSHINE BAND (T.K. 611)	58 2
3	MIDNIGHT MAGIC COMMODORES (Motown M8-926M1)	2 6	41	I LOVE TO SING THE SONGS I SING BARRY WHITE (20th Century-Fox/RCA T-590)	39 14
4	SECRET OMEN CAMEO (Chocolate City/Casablanca CCLP 20883)	1 6	42	LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA BXL 13404)	36 8
5	STAY FREE ASHFORD & SIMPSON (Warner Bros. HS 3357)	5 10	43	A NIGHT AT STUDIO 54 VARIOUS ARTISTS (Casablanca NBLP 2-7161)	45 6
6	TEDDY TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36003)	6 5	44	LOVE CURRENT LENNY WILLIAMS (MCA-3155)	43 4
7	I AM EARTH WIND & FIRE (ARC/Columbia FC 35730)	4 14	45	LET ME BE GOOD TO YOU LCU RAWLS (Phila. Int'l./CBS JZ 36006)	41 13
8	STREET LIFE CRUSADERS (MCA-3094)	7 15	46	I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor/CBS KZ2 35680)	42 17
9	WHAT CHA GONNA DO WITH MY LOVIN' STEPHANIE MILLS (20th Century-Fox/RCA T-583)	8 17	47	CHANCE CANDI STATON (Warner Bros. BSK 3333)	40 10
10	IN THE PUREST FORM MASS PRODUCTION (Cotillion/Atlantic SD 5211)	9 22	48	HAPPY FEET AL HUDSON & THE PARTNERS (MCA AA-1136)	47 12
11	IDENTIFY YOURSELF THE O'JAYS (Phila. Int'l./CBS FZ 36027)	10 9	49	WHEN YOU'RE #1 GENE CHANDLER (20th Century-Fox/RCA T-598)	51 7
12	THE BOSS DIANA ROSS (Motown M7-923B 1)	15 3	50	FEVER ROY AYERS (Polydor PD-1-6204)	44 6
13	DIONNE DIONNE WARWICK (Arista AB-4230)	14 16	51	ANY TIME ANY PLACE THE DRAMATICS (MCA AA-1125)	49 19
14	BAD GIRLS DONNA SUMMER (Casablanca NBLP-2-7150)	12 17	52	WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic SD 5209)	50 21
15	MINNIE MINNIE RIPERTON (Capitol SO-11936)	13 20	53	INSPIRATION MAZE FEATURING FRANKIE BEVERLY (Capitol SW-11852)	48 32
16	DISCO NIGHTS G.Q. (Arista AB 4225)	11 20	54	SONGS OF LOVE ANITA WARD (Juana/TK 200.004)	52 25
17	DEVOTION L.T.D. (A&M SP 4771)	18 26	55	FRANCE JOLI (Prelude PRL 12170)	46 19
18	RAINBOW CONNECTION ROSE ROYCE (Warner Bros./Whitfield WHS 3387)	16 13	56	BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	61 2
19	TAKE IT HOME B.B. KING (MCA 3151)	27 3	57	THE ORIGINAL DISCO MAN JAMES BROWN (Polydor PD-1-6212)	55 34
20	HEARTBEAT CURTIS MAYFIELD (Curton/RSO RS-1-3053)	23 5	58	XII FATBACK (Spring/Polydor SP-1-6723)	54 11
21	SWITCH II (Gordy/Motown G7-988R1)	21 9	59	I'M ON MY WAY JACKIE MOORE (Columbia JC 35991)	— 1
22	WINNER TAKES ALL THE ISLEY BROTHERS (T-Neck/CBS PZ2-36077)	20 19	60	BRENDA RUSSELL (Horizon/A&M SP-739)	59 5
23	FIVE SPECIAL (Elektra 6E-206)	22 16	61	2 HOT! PEACHES & HERB (MVP/Polydor PD 1-6172)	64 4
24	WHERE THERE'S SMOKE SMOKEY ROBINSON (Tamla/Motown T-7-366R1)	19 9	62	DESTINY THE JACKSONS (Epic JE 35552)	53 44
25	FUTURE NOW PLEASURE (Fantasy F-9578)	30 14	63	SO DELICIOUS POCKETS (ARC/Columbia JC 36001)	57 44
26	DO IT ALL MICHAEL HENDERSON (Buddah/Arista BDS 5719)	26 6	64	THE GOOD LIFE BOBBI HUMPHREY (Epic JE 35607)	— 1
27	ROCK ON RAYDIO (Arista AB 4212)	17 10	65	I FEEL GOOD, I FEEL FINE BOBBY BLAND (MCA-3157)	60 4
28	CANDY CON FUNK SHUN (Mercury SRM-1-3754)	24 24	66	THE STORY'S BEEN TOLD THIRD WORLD (Warner Bros./Island ILP'S 9569)	25 19
29	THE JONES GIRLS (Phila. Int'l./CBS JZ 35757)	25 19	67	CHAPTER 8 (Ariola SW 50056)	63 7
30	THE GAP BAND (Mercury SRM-1-3758)	31 11	68	HEART STRING EARL KLUGH (United Artists UA-LA 942-H)	68 3
31	ANOTHER TASTE A TASTE OF HONEY (Capitol SOO-11951)	35 8	69	FANTASY HEAVEN & EARTH (Mercury SRM 1-3763)	65 19
32	BACK ON THE STREETS TOWER OF POWER (Columbia JC 35784)	32 12	70	SKYY (Salsoul/RCA SA 8517)	70 3
33	THIS BOOT IS MADE FOR FONK-N BOOTSY'S RUBBER BAND (Warner Bros. BSK 3295)	32 12	71	INVITATION NORMAN CONNORS (Arista AB 4216)	69 23
34	DESTINATION: SUN SUN (Capitol ST-11941)	34 11	72	LOVE TALK MANHATTANS (Columbia JC 35693)	66 12
35	WILD AND PEACEFUL TEENA MARIE (Gordy/Motown G7-986R1)	33 21	73	THE ADVENTURES OF CAPTAIN SKY CAPTAIN SKY (AVI-6042)	75 26
36	LADIES' NIGHT KOOOL AND THE GANG (Delite/Mercury DSR-9513)	37 20	74	SEND IN THE CLOWNS WALTER JACKSON (Chi-Sound/20th Century/RCA T-586)	72 10
37	McFADDEN & WHITEHEAD (Phila. Int'l./CBS JZ 35800)	37 20	75	H.A.P.P.Y. RADIO EDWIN STARR (20th Century-Fox/RCA T-591)	62 3
38	WHEN LOVE COMES CALLING DENEICE WILLIAMS (ARC/Columbia JC 35568)	38 12			73 8

CASH BOX TOP 100

September 22, 1979

	Weeks On Chart	9/15		Weeks On Chart	9/15		Weeks On Chart	9/15
1 DON'T STOP 'TIL YOU GET ENOUGH	1	9	36 FOOL ON THE STREET	42	7	70 KING TIM III★	79	3
MICHAEL JACKSON (Epic 8-50742)			RICK JAMES (Gordy/Motown G7171F)			FATBACK BAND (Spring/Polydor SP 199)		
2 FOUND A CURE	2	12	37 RADIATION LEVEL	36	19	71 TALK THAT STUFF	74	5
ASHFORD & SIMPSON (Warner Bros. WBS 8870)			SUN (Capitol P4713)			ADC BAND (Cotillion/Atlantic 45003)		
3 FIRECRACKER	4	13	38 SO GOOD, SO RIGHT	48	5	72 I LOVE TO SING THE SONGS I SING	80	3
MASS PRODUCTION (Cotillion/Atlantic 44254)			BRENDA RUSSELL (Horizon/A&M HZ-123-S)			BARRY WHITE (20th Century/RCA TC-2416)		
4 I JUST WANT TO BE	5	13	39 COME GO WITH ME	56	4	73 DOIN' THE DOG	81	2
CAMEO (Chocolate City/Casablanca CC019)			TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3717)			CREME D' COCOA (Venture V-112)		
5 SING A HAPPY SONG	7	8	40 OUT THERE★	43	7	74 LET'S TURN IT OUT★	84	2
THE O'JAYS (Phila. Int'l./CBS ZS9 3707)			EVELYN "CHAMPAGNE" KING (RCA JH-11680)			SKYY (Salsoul/RCA S7 2102)		
6 I DO LOVE YOU★	8	12	41 I GOT THE HOTS FOR YA	41	9	75 GEORGY PORGY	35	16
G.Q. (Arista AS 0426)			DOUBLE EXPOSURE (Salsoul/RCA S7 2091)			TOTO (Columbia 3-10944)		
7 (not just) KNEE DEEP	13	5	42 I LOVE YOU★	44	6	76 READY FOR YOUR LOVE	86	3
FUNKADELIC (Warner Bros. WBS 49040)			NEW BIRTH (Ariola 7760)			CHAPTER 8 (Ariola 776)		
8 GOOD TIMES	3	17	43 SMILE	47	6	77 I WANNA BE YOUR LOVER	—	1
CHIC (Atlantic 3584)			THE RANCE ALLEN GROUP (Stax/Fantasy STX-3221-A)			PRINCE (Warner Bros. WBS 49050)		
9 STREET LIFE	10	9	44 LOVER AND FRIEND	54	5	78 NEVER CAN FIND A WAY (HOT LOVE)	88	2
CRUSADERS (MCA 41504)			MINNIE RIPERTON (Capitol P-4761)			VERNON BURCH (Chocolate City/Casablanca CC 3201)		
10 RISE★	11	9	45 BETCHA DIDN'T KNOW THAT/PLEASE DON'T GO	57	4	79 CHASE ME★	49	21
HERB ALPERT (A&M 2151)			K.C. AND THE SUNSHINE BAND (TK TTKX-1035)			CON-FUNK-SHUN (Mercury 74059)		
11 AFTER THE LOVE HAS GONE	6	12	46 FANTASY★	52	5	80 HIGH STEPPIN', HIP DRESSIN' FELLA (YOU GOT IT TOGETHER)	60	10
EARTH, WIND & FIRE (ARC/Columbia 3-11033)			BRUNI PAGAN (Elektra E-46051)			LOVE UNLIMITED (Unlimited Gold/CBS ZS9 1409)		
12 WHAT CHA GONNA DO WITH MY LOVIN'	12	21	47 LADIES ONLY	55	5	81 STAR GENERATION	90	2
STEPHANIE MILLS (20th Century-Fox/RCA TC-2403)			ARETHA FRANKLIN (Atlantic 3605)			JAMES BROWN (Polydor PD 2005)		
13 SAIL ON	17	7	48 (LET ME PUT) LOVE ON YOUR MIND	59	4	82 WE GOT TO HIT IT OFF	—	1
COMMODORES (Motown M 1466F)			CON FUNK SHUN (Mercury 76002)			MILLIE JACKSON (Spring/Polydor SF 3002)		
14 FULL TILT BOOGIE (PT. 1)★	14	12	49 MORE THAN ONE WAY TO LOVE A WOMAN	61	4	83 CAN'T LIVE WITHOUT YOUR LOVE★	71	6
UNCLE LOUIE (Marline/T.K. 3335)			RAYDIO (Arista ASO 441)			TAMIKO JONES (Polydor PD 14580)		
15 TURN OFF THE LIGHTS	9	16	50 I JUST CAN'T CONTROL MYSELF	62	3	84 GOING THROUGH THE MOTIONS★	60	10
TEDDY PENDERGRASS (Phila. Int'l./CBS ZS8 3696)			NATURE'S DIVINE (Infinity INF 50. 027)			HOT CHOCOLATE (Infinity 50,016)		
16 WHY LEAVE US ALONE★	16	19	51 CATCH ME★	51	8	85 GROOVE CITY	—	1
FIVE SPECIAL (Elektra E-46028)			POCKETS (ARC/Columbia 3-10954)			CHOCOLATE MILK (RCA JH-11689)		
17 THE BOSS	15	17	52 CRUISIN'	63	4	86 REMEMBER WHO YOU ARE	—	1
DIANA ROSS (Motown M 1462F)			SMOKEY ROBINSON (Tamlam/Motown T 54306)			SLY AND THE FAMILY STONE (Warner Bros. WBS 49062)		
18 BAD GIRLS★	18	17	53 DIM ALL THE LIGHTS	69	3	87 ROCK ME★	87	3
DONNA SUMMER (Casablanca NB 988)			DONNA SUMMER (Casablanca NB 2201)			FRANK HOOKER & THE POSITIVE PEOPLE (Panaram Music/RCA YB 11634)		
19 I'LL NEVER LOVE THIS WAY AGAIN	19	17	54 MEMORY LANE	39	22	88 I DON'T WANT TO BE A FREAK (BUT I CAN'T HELP MYSELF)	94	2
DIONNE WARWICK (Arista AS 0419)			MINNIE RIPERTON (Capitol P-4706)			DYNASTY (Solar/RCA JH-11894)		
20 OPEN UP YOUR MIND (WIDE)	22	9	55 REACHIN' OUT (FOR YOUR LOVE) PT. 1★	58	5	89 I FOUND LOVE	—	1
THE GAP BAND (Mercury 74080)			LEE MOORE (Source/MCA SOR-41068)			DENIECE WILLIAMS (ARC/Columbia 1-11063)		
21 BREAK MY HEART	28	6	56 THE WAY WE WERE/MEMORIES	45	10	90 WHILE WE STILL HAVE TIME	—	1
DAVID RUFFIN (Warner Bros. WBS 49030)			MANHATTANS (Columbia 3-11024)			CINDY & ROY (Casablanca NB2202)		
22 GROOVE ME★	24	8	57 I FEEL YOU WHEN YOU'RE GONE	66	6	91 AIN'T NO STOPPIN' US NOW★	85	25
FERN KINNEY (Malaco/T.K. 1058)			GANGSTERS (Heat H-01978)			McFADDEN & WHITEHEAD (Phila. Int'l./CBS ZS8 3681)		
23 BETTER NOT LOOK DOWN	23	10	58 YOU GET ME HOT	65	5	92 LET ME DANCE	—	1
B.B. KING (MCA-41062)			JIMMY "BO" HORNE (Sunshine Sound/T.K. S-1014)			RONN MATLOCK (Cotillion/Atlantic 45002)		
24 THIS TIME BABY★	20	14	59 IT'S A DISCO NIGHT (ROCK DON'T STOP)	72	3	93 WE'VE GOT LOVE	83	11
JACKIE MOORE (Columbia E-10993)			ISLEY BROTHERS (T-Neck/CBS ZS9 2287)			PEACHES & HERB (Polydor PD 14577)		
25 YOU CAN DO IT★	26	10	60 IS IT LOVE YOU'RE AFTER	73	3	94 DO IT ALL	64	6
AL HUDSON & THE PARTNERS (MCA AB-12459)			ROSE ROYCE (Whitfield/Warner Bros. WHI 49049)			MICHAEL HENDERSON (Buddah/Arista BDA 609)		
26 DO IT GOOD★	21	11	61 THAT'S MY FAVORITE SONG	38	12	95 YOU PUT A CHARGE IN MY LIFE	—	1
A TASTE OF HONEY (Capitol P-4744)			THE DRAMATICS (MCA MCA-41056)			BRAINSTORM (Tabu/Columbia ZS9 5516)		
27 BETWEEN YOU BABY AND ME	37	6	62 DON'T YOU WANT MY LOVE★	70	4	96 I FEEL A GROOVE UNDER MY FEET	89	4
CURTIS MAYFIELD AND LINDA CLIFFORD (Curton/RSO RS 941)			DEBBIE JACOBS (MCA 41102)			HEAVEN AND EARTH (Mercury 74081)		
28 BEST BEAT IN TOWN★	25	18	63 LOST IN MUSIC	40	8	97 I NEED ACTION★	75	7
SWITCH (Gordy G 7168F)			SISTER SLEDGE (Cotillion/Atlantic 45001)			TOUCH OF CLASS (Roadshow/RCA JH-11663)		
29 CRANK IT UP (FUNK TOWN) Part 1★	29	16	64 DO IT WITH YOUR BODY	67	4	98 WINNER TAKES ALL	53	11
PETER BROWN (Drive/T.K. 6278)			7TH WONDER (Parachute/Casablanca RR 527)			THE ISLEY BROTHERS (T-NECK/CBS ZS8 2284)		
30 WHEN YOU'RE #1★	31	8	65 RING MY BELL	34	20	99 WHERE DO WE GO FROM HERE	77	15
GENE CHANDLER (20th Century-Fox/RCA TC-2411)			ANITA WARD (Juana/T.K. 3422)			ENCHANTMENT (Roadshow/RCA JR-11609)		
31 STRATEGY★	46	7	66 DANCE 'N'SING 'N'	33	16	100 MY LOVE IS	76	11
ARCHIE BELL & THE DRELLS (Phila. Int'l./Columbia ZS9 3710)			LTD (A&M 2142)			BETTY WRIGHT (Alston/T.K. 3747)		
32 YOU GONNA MAKE ME LOVE SOMEBODY ELSE	27	22	67 RRRRRROCK★	78	2			
THE JONES GIRLS (Phila. Int'l./CBS ZS 3680)			FOXY (Dash/T.K. DAX-5054)					
33 I'M A SUCKER FOR YOUR LOVE	30	18	68 ROCK BABY	68	7			
TEENA MARIE (Gordy G 7169F)			TOWER OF POWER (Columbia 3-11012)					
34 LADIES NIGHT	50	4	69 DON'T LET GO	82	2			
KOOL & THE GANG (De-Lite/Mercury DE-801)			ISAAC HAYES (Polydor PD 2011)					
35 WHEN YOU WAKE UP TOMORROW★	32	18						
CANDI STATON (Warner Bros. WBS 8821)								

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

After The Love (Ninth/Garden/Irving/Fosters — BMI) 11	Fool On The Street (Jobete — ASCAP) 36	King Tim III 70	Sing A Happy Song (Mighty Three — BMI) 5
Ain't No Stoppin' (Mighty Three — BMI) 91	Found A Cure (Nick O Val — ASCAP) 2	Knee Deep (Mal-Biz — BMI) 7	Smile (Stora/Roxatlanta Lane — BMI) 43
Ba2 Girls (Starlin/Farborne/Sweet — BMI) 18	Full Tilt (Finurphy — BMI/Hi Fautin — ASCAP) 14	Ladies Night (Delightful/Gang — BMI) 34	So Good, So Right (Rutland Road — ASCAP) 38
Best Beat In Town (Jobete — ASCAP) 28	Georgy Porgy (Hudmar — ASCAP) 75	Ladies Only (Pundit — BMI) 47	Star Generation (Kayvette — BMI) 81
Betcha Didn't Know (Moonsong/East Memphis/Two-Knight — BMI) 45	Going Through (Finchley — ASCAP) 84	Let Me Dance (Willow Girl — BMI) 92	Strategy (Mighty Three — BMI) 31
Better Not (Irving/Four Knights — BMI) 23	Good Times (Chic — BMI) 8	Lets Turn (One To One — ASCAP) 74	Street Life (Four Knights/Irving — BMI) 9
Between You Baby (Mayfield — BMI) 27	Groove City (Marsaint — BMI) 85	Love On Your Mind (Val-je-Joe — BMI) 48	Talk That Stuff (Woodson's & Bus — BMI) 71
Break My Heart (Groovesville/Forgotten — BMI) 21	High Steppin', Hip Dressin' 80	Love On Your Mind (Val-je-Joe — BMI) 48	That's My Favorite (Groovesville — BMI/ASCAP) 61
Can't Live Without (One To One — ASCAP) 83	I Do Love You (Arista — ASCAP/Careers — BMI) 6	Lover & Friend (Minnie's/Bull Pen — BMI) 44	The Boss (Nick-O-Val — ASCAP) 17
Catch Me — (Patmos/Charleville — BMI/ASCAP) 51	I Don't Want To Be (Spectrum VII/Rosey — ASCAP) 88	Memory Lane (Minnie's/Bull Pen — BMI) 54	The Way (Colgems/Jobete — ASCAP/Diamond — BMI) 56
Chase Me (Vai-je-Joe — BMI) 79	I Feel A Groove (Mengae de Trois — BMI) 96	More Than One Way (Raydiola — ASCAP) 49	This Time Baby (Mighty Three — BMI) 24
Come Go With Me (Mighty Three — BMI) 39	I Feel You (Jimi Mac — BMI) 57	My Love Is (Sherlyn/Danbet — BMI) 100	Turn Off The Lights (Mighty Three — BMI) 15
Crank It Up (Sherlyn/Decibel — BMI) 29	I Found Love (Kee-Drick/Mane/Randy — BMI) 89	Never Can Find (Rick's/Sand B. — BMI) 78	We Got To Hit (Sherlyn — BMI) 82
Cruisin' (Bertram — ASCAP) 52	I Got The Hots (Burma East — BMI) 41	Open Up Your Mind — (Total Experience — BMI) 20	We've Got Love (Perron-Vibes — ASCAP) 93
Dance 'N' Sing (Almo/Microsvcod — ASCAP/Irving/McDorsbov — BMI) 66	I Just Can't (Willow Girl — BMI) 50	Out There (Mills & Mills/Six Continents — BMI) 40	What Cha Gonna Do (Scarab — BMI) 12
Dim All The Lights (Sweet Summer Night — BMI) 53	I Just Want (Better Days — BMI/Better Nights — ASCAP) 4	Radiation Level (Glenwood/Detente — Ascap) 37	When You Wake Up (Pap/Leeds/Stacey Lynne/Staton — ASCAP) 35
Do In' The Dog (Barcam — BMI) 73	I Love To Sing (Seven Songs/Ba-Dake — BMI) 72	Reachin' Out (Ascent — BMI) 55	When You're #1 (Cachand/Gaetana — BMI) 30
Don't Let Go (Screen Gems-EMI — BMI) 69	I Love You (Sky Diver/Lite-Brite — BMI) 42	Remember Who (Fresco — BMI/Bubba — ASCAP) 86	Where Do We Go (Desert Rain/Sky Tower — ASCAP) 99
Don't You Want (Unichappell/Kreimers — BMI) 62	I Need Action (Libra Bros./Desert Moon — ASCAP) 97	Ring My Bell (Two Knight Admin. by Island — BMI) 65	While We Still (Mighty Three — BMI) 90
Do It Good (Conductive/On Time — BMI) 26	I'll Never Love This Way (Irving — BMI) 19	Rise (Almo/Badazz — ASCAP) 10	Why Leave Us Alone (At Home/Baby Dump — ASCAP) 16
Do It All (Electrocord — ASCAP) 94	I'm A Sucker For (Jobete — ASCAP) 33	Rock Baby (Michael Jeffrie's — ASCAP) 68	Winner Takes All (Bovina — ASCAP) 98
Do It With Your Body (Waapub — BMI/Ecnc Ruma — ASCAP) 64	It's It Love (May Twelfth/Warner — Tamerland — BMI) 60	Rock Me (Duchess/Innerself — BMI) 87	You Can Do It (Perks — BMI) 25
Don't Stop 'Til You Get Enough (Miran — BMI) 1	It's A Disco Night (Bovina — ASCAP) 59	RRRRRROCK (Sherlyn/Lindseyanne/Buckaroo — BMI) 67	You Get Me Hot (Sherlyn, Harrick — BMI) 58
Fantasy (Sound Palace — ASCAP) 46	I Wanna Be Your Lover (Ecnirp — BMI) 77	Sail On (Jobete & Commodores — ASCAP) 13	You Gonna Make Me (Mighty Three — BMI) 32
Firecracker (Two Pepper — ASCAP) 3			You Put A Charge (Cornflakes — BMI/Music Mecca West — ASCAP) 95

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MOST ADDED SINGLES

- I WANNA BE YOUR LOVE — PRINCE — WARNER BROS.**
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- LADIE'S NIGHT — KOOL & THE GANG — DE-LITE**
WJMO, KATZ, WBMX, WWRL, WGIV, WJPC, WTLC, KKTT, WGPR-FM.
- I JUST CAN'T CONTROL MYSELF — NATURE'S DIVINE — INFINITY**
WXEL-FM, WYLD, KMJQ, WWRL, WENZ, WAMO, WNNJR, WVON, WVKO.
- CRUISIN' — SMOKEY ROBINSON — CASABLANCA**
WXEL-FM, WGOK, WVOL, WBMX, KDIA, WORL, WWIN, WWDM, WDAO.
- DON'T LET GO — ISAAC HAYES — POLYDOR**
WIGO, KMJQ, KKSS, WMBM, KPRS, WGIV, WOL, WRAP.
- BETCHA DIDN'T KNOW THAT/PLEASE DON'T GO — K.C. AND THE SUNSHINE BAND — T.K.**
WYLD, KDAY, KKSS, WAMO, WILD, WJLB, WMBM.
- DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCA**
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MOST ADDED ALBUMS

- DON'T LET GO — ISAAC HAYES — POLYDOR**
WRAP, WWDM, KKTT, WDAS-FM, WILD, WENZ, WYLD, WXEL-FM
- STRATEGY — ARCHIE BELL & THE DRELLS — PHILADELPHIA INTERNATIONAL**
KCOH, WWDM, WOL, WATV, WENZ, WLOU, WXEL-FM.
- BIG FUN — SHALAMAR — SOLAR**
WOL, KKTT, WTLC, WNNJR, WILD, KDIA

SELECTED ALBUM CUTS

- STRATEGY — ARCHIE BELL & THE DRELLS — PHILADELPHIA INT'L.**
Tighten Up At The Disco, You're The Only One, How Can I
- BIG FUN — SHALAMAR — SOLAR**
Girl, Let's Find The Time For Love, The Second Time Around★
- COME TO MY PARTY — THE IMPRESSIONS — 20th CENTURY-FOX**
Sorry, Title
- MARY WILSON — MARY WILSON — MOTOWN**
Red Hot, I've Got What You Need

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — DOUG HARRIS, PD

HOTS: A. Franklin, Cameo, Michael Jackson, R. James, Funkadelic, Isley Bros., Mass Production, Raydio, S. Robinson, L.T. D., Commodores, C. Lucas. ADDS: Controllers, Rockie Robbins, Millie Jackson, B. White, D. Summer, Fat Larry's Band.

WIGO — ATLANTA — BRUTE BAILEY, PD — #1 — CAMEO

JUMPS: 37 To 30 — H. Alpert, 33 To 29 — M. Riperton, 28 To 25 — Kool & Gang, 25 To 21 — Triple 'S' Connection, 22 To 17 — D. Ruffin, 17 To 13 — Funkadelic, 15 To 12 — L. Moore. ADDS: L. Schiffrin, Creme D'Cocoa, Love Unlimited Orch. I. Hayes.

WWIN — BALTIMORE — DON BROOKS, DN

HOTS: Mass Production, Dynasty, Love Deluxe, D. Ruffin, Positive Force, Five Special, S. Mills, T. Pendergrass, D. Warwick, Cameo, C. Mayfield, Funkadelic, H. Alpert, Michael Jackson, A. Hudson, S. Robinson, Foxy, Syy, Commodores, F. Kinney, M. Riperton, G.O., Raydio, D. Summer, B. Russell, Nature's Divine, Whispers, B.B. King, Gap Band, Kool & Gang, Con Funk Shun. ADDS: S. Robinson, Foxy, Raydio, J. Bo. Horne, FLB, Chapter Eight, LP ADDS: Heaven & Earth, Lowrell.

WILD — BOSTON — STEVE CRUMBLY, PD — #1 — EARTH, WIND & FIRE

JUMPS: 42 To 34 — Nature's Divine, 43 To 30 — Millie Jackson, 44 To 29 — A. Bell, 41 To 28 — Kool & Gang, 33 To 27 — Brainstorm, 32 To 26 — G. Chandler, 31 To 25 — D. Wansel, 27 To 24 — Troiano, 34 To 21 — Funkadelic, 26 To 20 — Commodores, 22 To 16 — Touch of Class, 20 To 15 — Double Exp. 16 To 12 — Tamiko Jones, 14 To 7 — Dramatics, 15 To 6 — G.Q., 13 To 5 — D. Ross, 10 To 4 — F. Kinney, 9 To 3 — H. Alpert, 8 To 2 — Michael Jackson. ADDS: Sugar & Spice, G. Jolly, Gangsters, Chocolate Milk, Shalamar, K.C. & Sunshine Band, D. Williams, Love Unlimited, Creme D'Cocoa. LP ADDS: Dazz, Shalamar, A. Hudson, Kool & Gang, Dynasty, Heaven & Earth, I. Hayes, Faze-O.

WGIV — CHARLOTTE — CHRIS TURNER, PD

HOTS: Funkadelic, Cameo, Michael Jackson, G. Chandler, F. Hooker, E.C. King, O'Jays, B.B. King, F. Kinney, Gap Band, C. Mayfield & L. Clifford, Commodores. ADDS: Creme D'Cocoa, Kool & Gang, I. Hayes, D. Jacobs, Whispers, D. Moore.

WBMX — CHICAGO — JAMES ALEXANDER, PD

HOTS: Cameo, S. Robinson, Manhattans, Michael Jackson, Mass Production, Funkadelic, Chic, G.O., S. Mills, Jones Girls, H. Alpert, Sister Sledge, M. Riperton (new), Sun, Ashford & Simpson, O'Jays, Earth, Wind & Fire, Taste of Honey, D. Summer, D. Warwick. ADDS: Kool & Gang, W. Henderson, Nature's Divine. LP ADDS: E. Rabbitt.

WVON — CHICAGO — LYNN TOLLIVER, MD

HOTS: Chic, Cameo, Michael Jackson, Commodores, Mass Production, S. Robinson, Funkadelic, G.O., Con Funk Shun, Manhattans, S. Mills, Chapter Eight, D. Ross. ADDS: Nature's Divine, Jones Girls, A. Franklin, Prince, Rockie Robbins.

WCIN — CINCINNATI — BOB LONG, PD

HOTS: Rose Royce, T. Jones, G. Chandler, Tower of Power, Mass Production, Funkadelic, Michael Jackson, A. Franklin, Chocolate Milk, Commodores, New Birth. ADDS: B. White, Raydio.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — G.Q.

JUMPS: 40 To 36 — M. Riperton, 22 To 16 — T. Pendergrass, 21 To 12 — Funkadelic. ADDS: Kool & Gang, Chic, G. Chandler, C. Mayfield & L. Clifford, A. Franklin, Sly, Slick & Wicked.

WVKO — COLUMBUS — KEITH WILLIS, MD — #1 — MICHAEL JACKSON

JUMPS: 40 To 34 — C. Mayfield, 38 To 29 — Creme D'Cocoa, 39 To 24 — LTD, 37 To 23 — B. James, 36 To 22 — H. Alpert, 19 To 12 — A. Franklin, 23 To 13 — Isley Bros. ADDS: R. Robbins, Prince, V. Burch, L. Moore, Nature's Divine, Fatback, Sly, Slick & Wicked. LP ADDS: M. Wilson, L. McCann, Faze-O.

WGPR — DETROIT — GEORGE WHITE, PD — #1 — FUNKADELIC

JUMPS: 26 To 11 — D. Ruffin, 23 To 8 — Chapter Eight, 17 To 7 — O'Jays, 27 To 5 — H. Alpert. ADDS: D. Oliver, Five Special, C. Mayfield & L. Clifford, Ohio Players, Dalton & Dubarri, Siren, L. Williams, Nytro, I. Noble, F. Payne, G. Knight, Rose Royce, Kool & Gang. LP ADDS: Gibson Bros., Kool & Gang.

WJLB — DETROIT — TOM COLLINS, PD — #1 — MICHAEL JACKSON

JUMPS: 40 To 36 — Ruth Waters, 38 To 33 — F. Hooker, 37 To 34 — R. Allen, 35 To 32 — Tower of Power, 34 To 31 — E.C. King, 33 To 30 — Con Funk Shun, 32 To 28 — A. Bell, 31 To 27 — D. Summer, 29 To 23 — M. Henderson, 28 To 25 — R. James, 26 To 22 — Uncle Louie, 24 To 19 — Chapter Eight, 23 To 18 — G.Q., 21 To 16 — Commodores, 20 To 17 — Gap Band, 16 To 11 — O'Jays, ADDS: F. James, Siren, K.C. & Sunshine Band, A. Franklin, Raydio.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — MICHAEL JACKSON

JUMPS: 35 To 32 — A. Franklin, 34 To 31 — New Birth, 33 To 30 — T. Jones, 32 To 29 — Isley Bros., 31 To 28 — R. James, 30 To 27 — ADC Band, 29 To 26 — Foxy, 28 To 25 — Seventh Wonder, 27 To 24 — B. White, 14 To 10 — Ashford & Simpson, 11 To 4 — J. "Bo" Horne, 9 To 3 — Captain Sky. ADDS: D. Jacobs, L. Williams, J. Simon, Sting, Controllers, Z.Z. Hill, N. Cole, L. Williams, Con Funk Shun. LP ADDS: D. Warwick, Precious Wilson, W. Bobo, Impressions, M. Wilson, S. Brown.

WKND — HARTFORD — EDDIE JORDAN, MD — #1 — MICHAEL JACKSON

JUMPS: 32 To 24 — C. Mayfield, 30 To 22 — D. Ruffin, 29 To 21 — Kool & Gang, 28 To 20 — Isley Bros., 27 To 19 — J. Brown, 26 To 18 — R. James, 24 To 16 — G. Chandler, 23 To 15 — Hot Chocolate, 22 To 14 — T. Pendergrass, 21 To 13 — M. Henderson, 20 To 12 — Crusaders, 20 To 9 — O'Jays, 15 To 8 — Gap Band, 17 To 10 — Double Exp. ADDS: B. White, Millie Jackson, I. Hayes, Whispers, J. Taylor, Chapter Eight, Rose Royce, A. Franklin.

KMJQ — HOUSTON — PAM WELLES, MD — #1 — MICHAEL JACKSON

JUMPS: 25 To 20 — M. Riperton, 22 To 12 — T. Pendergrass, 8 To 6 — D. Williams. ADDS: E. Henderson, I. Hayes, Cindy & Roy, Nature's Divine. LP ADDS: Deodato.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: Funkadelic, Mass Production, G.O., Michael Jackson, Switch, O'Jays, A. Hudson, T. Pendergrass, Mutiny, R. Allan, Crusaders, Nature's Divine, C. Lynn, Commodores, E.C. King, A. Franklin, M. Riperton. ADDS: Prince, Kool & Gang, D. Wansel, Rose Royce, N. Cole, O.V. Wright. LP ADDS: City Street, Impressions, Rose Royce, Touch of Class, Shalamar, Uncle Louie.

WDIA — MEMPHIS — RON KING, PD

HOTS: T. Pendergrass, Cameo, Funkadelic, G.O., Commodores, Michael Jackson, S. Robinson, Mass Production, B.B. King, O'Jays, Isley Bros., Chic, Manhattans, Sister Sledge, Ashford & Simpson, M. Riperton, Raydio, G. Chandler, Peaches & Herb, H. Alpert. ADDS: Chapter Eight, Con Funk Shun, D. Oliver.

KKT — LOS ANGELES — ALVIN JOHN WAPLES, PD

ADDs: V. Burch, Creme D'Cocoa, Kool & Gang, Prince, Con Funk Shun. LP ADDS: I. Hayes, O'Jays, Tower of Power, Pleasure, Kool & Gang, Five Special, Shalamar.

KDAY — LOS ANGELES — STEVE WOODS, PD — #1 — FUNKADELIC

HOTS: Michael Jackson, Mass Production, Cameo, Gap Band, A. Hudson, F. Kinney, B.B. King, Dramatics, C. Mayfield & L. Clifford. ADDS: Sly & Family Stone, K.C. & Sunshine Band, B. Pagan, B. Caldwell, J. Brown, E.C. King, Prince. LP ADDS: Heaven & Earth, Kool & Gang, O'Jays.

WLOU — LOUISVILLE — NEAL O'REA, MD — #1 — FUNKADELIC

JUMPS: 40 To 34 — Siren, 39 To 32 — B. Caldwell, 36 To 31 — J. Brown, 38 To 30 — Creme D'Cocoa, 30 To 27 — Heaven & Earth, 31 To 26 — Con Funk Shun, 35 To 24 — ADC Band, 29 To 21 — M. Henderson, 30 To 20 — B. Russell, 34 To 19 — S. Robinson, 21 To 16 — D. Summer, 20 To 15 — M. Riperton, 16 To 7 — Double Exp., 12 To 4 — T. Pendergrass, 14 To 3 — Kool & Gang, 13 To 2 — Commodores. ADDS: LTD, L. Williams, Seventh Wonder, Prince, Shalamar, Love Unlimited, Chocolate Milk, R. Allan, LP ADDS: A. Bell.

WEDR — MIAMI — JERRY RUSHIAN, PD — #1 — MICHAEL JACKSON

JUMPS: 28 To 20 — J. Wells, 23 To 18 — F. Kinney, 30 To 17 — Toto, 19 To 8 — Saint & Stephanie & Saint, Ex To 7 — E. Starr, Ex To 9 — Five Special, Ex To 7 — J. Moore. ADDS: D. Moore, Creme D'Cocoa, War, Sing, Ellusion, Philadelphia Funk Band, Dynasty, C. Lucas, Whispers, L. Williams. ADDS: Faze-O, Crusaders, A. McClain & Destiny, E. Henderson.

WXEL — NEW ORLEANS — REG HENRY, PD — #1 — MICHAEL JACKSON

JUMPS: 22 To 18 — J. Tex, 19 To 10 — Funkadelic, 15 To 9 — A. Bell, 14 To 8 — C. Mayfield & L. Clifford, Ex To 30 — Chi-lites. ADDS: S. Robinson, D. Summer, Foxy, D. Oliver, B. Caldwell, B. Summer, R. Ayers, City Streets, Nature's Divine, J. Taylor. LP ADDS: L. White, Triple 'S' Connection, Mutiny, I. Hayes, A. Bell, Lowrell.

WYLD — NEW ORLEANS — JAY JOHNSON, PD — #1 — MICHAEL JACKSON

JUMPS: 33 To 26 — J. Nash, 35 To 25 — Kool & Gang, 31 To 20 — J. Bo Horne, 24 To 19 — S. Robinson, 23 To 18 — A. Bell, 18 To 14 — Funkadelic, 17 To 13 — Manhattan, 14 To 10 — Tower of Power. ADDS: Freedom, D. Oliver, J. Simon, Nature's Divine, D. Summer, K.C. & Sunshine Band, M. Riperton, H. Alpert, Isley Bros. LP ADDS: I. Hayes.

WWRL — NEW YORK — LINDA HAYNES, MD

HOTS: Michael Jackson, Peaches & Herb, C. Mayfield & L. Clifford, S. Mills, T. Pendergrass, T. Thomas, D. Jacobs, A. Bell, G. Chandler, Crusaders, P. LaBelle. ADDS: Kool & Gang, Love Unlimited, Nature's Divine, Rose Royce, B. Russell. ADDS: Michael Jackson, N. Pointer, O'Jays, F. Joli, Ulianda.

KDIA — OAKLAND — JERRY BOULDING, PD — #1 — MICHAEL JACKSON

JUMPS: 31 To 26 — B. Caldwell, 32 To 22 — Gangsters, 17 To 10 — Commodores, 13 To 9 — Funkadelic, Ex To 25 — C. Mayfield. ADDS: J. Bo. Horne, S. Robinson. LP ADDS: Shalamar.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — AL HUDSON & MICHAEL JACKSON

ADDs: S. Robinson, Love Unlimited, FLB, D. Summer, Cindy & Roy, D. Simmons, D. Moore. LP ADDS: Millie Jackson, I. Hayes, Skyy, Lowrell, BHY, D. Wansel, Kool & Gang, Foxy, Nature's Divine, C. Garrison.

WENZ — RICHMOND — HARDY JAY LANG, PD — #1 — MICHAEL JACKSON

JUMPS: 18 To 14 — Skyy, 20 To 12 — Isley Bros., 16 To 11 — V. Burch, 15 To 10 — I. Hayes, 13 To 7 — Crusaders, 6 To 2 — Funkadelic. ADDS: Lips Inc., N. Cole, Rose Royce, M. Riperton, Prince, F. Kinney, T. Callier, Duncan Sisters, Nature's Divine. LP ADDS: Fatback Band, I. Hayes, A. Bell.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — MASS PRODUCTION

JUMPS: 23 To 17 — A. Bell, 22 To 16 — New Birth, 24 To 15 — C. Mayfield, 18 To 14 — G. Chandler, 19 To 13 — Double Exp., 21 To 11, Funkadelic, 14 To 8 — Crusaders. ADDS: E.C. King, D. Ruffin, T. Pendergrass, M. Riperton, Gangsters, D. Summer. LP ADDS: A. Franklin, Kool & Gang, Rose Royce, F. Joli.

KYAC — SEATTLE/TACOMA — ROBERT SCOTT, PD

HOTS: A. Bell & Drells, A. Franklin, B. Russell, Commodores, C. Mayfield & L. Clifford, D. Ruffin, Funkadelic, H. Alpert, I. Hayes, Kool & Gang, Michael Jackson, Nature's Divine, O'Jays, S. Robinson, T. Pendergrass. ADDS: J. Taylor, Raydio, L.T.D., I. Hayes, A. Hudson, Uncle Louie, D. Summer. LP ADDS: Chanson, Faze-O, Pointer Sisters, Mutiny.

KKSS — ST. LOUIS — HARRY "O", PD — #1 — MICHAEL JACKSON

JUMPS: 12 To 9 — P. Brown, 7 To 5 — Manhattans, 25 To 2 — G.O. ADDS: I. Hayes, K.C. & Sunshine Band, Jones Girls. LP ADDS: T. Davis, Rose Royce, B. James.

KATZ — ST. LOUIS — EARL PERNELL, PD — #1 — MICHAEL JACKSON

JUMPS: 28 To 22 — C. Mayfield & L. Clifford, 19 To 7 — M. Riperton, 5 To 2 — F. Kinney, Ex To 29 — S. Robinson, Ex To 28 — Nature's Divine, Ex To 26 — V. Burch. ADDS: Wrappers Delite, Sugar Hill Gang, R. Matlock, Kool & Gang, Controllers, ADC Band, Foxy, Love Unlimited. LP ADDS: B. Russell.

WOL — WASHINGTON — DIANE DOUGLAS, MD

HOTS: P. DaCosta, Funkadelic, A. Bell, G.Q., Jr. Walker, D. Ruffin, Gap Band, Parlet, Michael Jackson, Rose Royce, H. Alpert, Double Exposure, Touch of Class, Tower of Power, Kool & Gang, Love Unlimited, Seventh Wonder, C. Mayfield & L. Clifford, Ashford & Simpson, Con Funk Shun. ADDS: I. Hayes, Prince, D. Williams, Millie Jackson. LP ADDS: Fatback, Raydio, Shalamar, Heaven & Earth, A. Bell, Five Special, Faze-O.

OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: R. James, G.O., Commodores, Crusaders, Taste of Honey, Sister Sledge, Gap Band, Ashford & Simpson, Cameo, Funkadelic, Michael Jackson. ADDS: Raydio, R. James, D. Ruffin, M. Riperton, E. Grant, R. Allan. LP ADDS: Father's Children.

TOP 40 ALBUMS

	Weeks On Chart	9/15		Weeks On Chart	9/15
1 STREET LIFE CRUSADERS (MCA 3094)	1	17	22 FEVER ROY AYERS (Polydor PD-1-6204)	22	18
2 MORNING DANCE SPYRO GYRA (Infinity INF 9004)	3	25	23 DELIGHT RONNIE FOSTER (Columbia JC 36019)	24	9
3 LUCKY SEVEN BOB JAMES (Tappan Zee/Columbia JC 36056)	2	7	24 ROOTS IN THE SKY OREGON (Elektra 6E-224)	29	2
4 I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor/CBS K22 35680)	4	10	25 A SONG FOR THE CHILDREN LONNIE LISTON SMITH (Columbia JC 36141)	28	3
5 HEARTSTRING EARL KLUGH (United Artists UA-LA942-H)	5	21	26 FEEL THE NIGHT LEE RITENOUR (Elektra 6E-192)	25	17
6 MINGUS JONI MITCHELL (Elektra 5E-505)	7	10	27 BEST OF FRIENDS LENNY WHITE (Elektra 6E-223)	30	2
7 AN EVENING OF MAGIC CHUCK MANGIONE (A&M SP 6701)	6	12	28 DUET GARY BURTON/CHICK COREA (ECM-1-1140)	31	4
8 EUPHORIA GATO BARBIERI (A&M SP 4774)	9	9	29 THE LOVE CONNECTION FREDDIE HUBBARD (Columbia JC 36015)	18	10
9 HOT MAYNARD FERGUSON (Columbia JC 36124)	10	6	30 TOGETHER McCOY TYNER (Milestone M-9087)	27	19
10 WATER SIGN THE JEFF LORBER FUSION (Arista AB 4234)	13	4	31 COUNTERPOINT RALPH MACDONALD (Marlin/TK 2229)	26	13
11 THE GOOD LIFE BOBBI HUMPHREY (Epic JE 35607)	11	8	32 FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	32	29
12 PARADISE GROVER WASHINGTON JR. (Elektra 6E-182)	12	22	33 DELPHI I CHICK COREA (Polydor PD-1-6208)	33	10
13 BROWNE SUGAR TOM BROWNE (Arista GRP 5003)	19	12	34 TALE OF THE WHALE MATRIX (Warner Bros. BSK 3360)	—	1
14 HIGH GEAR NEIL LARSEN (Horizon/A&M SP-738)	14	5	35 DREAMER CALDERA (Capitol ST-11952)	34	11
15 NEW CHAUTAUQUA PAT METHENY (ECM-1-1131)	8	20	36 RUNNIN' TO YOUR LOVE EDDIE HENDERSON (Capitol ST 11984)	39	2
16 FEEL IT NOEL POINTER (United Artists UA-LA973-H)	20	4	37 EYES OF THE HEART KEITH JARRETT (ECM-T-1150)	35	12
17 KNIGHTS OF FANTASY DEODATO (Warner Bros. BSK 3321)	15	8	38 CARMEL JOE SAMPLE (MCA AA 126)	36	33
18 LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)	17	28	39 BRAZILIA JOHN KLEMMER (MCA AA-1116)	38	23
19 BETCHA STANLEY TURRENTINE (Elektra 6E-217)	16	8	40 KEYED IN JOANNE BRACKEEN (Tappan Zee/Columbia JC 36705)	—	1
20 ARROWS STEVE KHAN (Columbia JC 36129)	23	6			
21 PART OF YOU ERIC GALE (Columbia JC 35715)	21	12			

ON JAZZ

MUST STOCK — Audiofidelity's fall release includes four jazz offerings: Frank Wright's "Kevin, My Dear Son," Alan Silva's "The Shout (Portrait For A Small Woman)," Noah Howard's "Ole" and "Always" by Hazel Scott. The first three LPs are on the Ciaroscuro label, while the fourth is on Image . . . Monmouth/Evergreen has released "Jazz Alive" by the Billy Taylor Trio. Recorded during a 1977 performance at the University of Texas in Austin, the tapes were originally heard on National Public Radio's Jazz Alive series . . . Timeless/Muse weighs in with another impressive release: Marion Brown Quartet's "La Placita;" Eddie Marshall, "Dance Of The Sun" with Bobby Hutcherson and George Cables; "Meditation" by George Coleman & Tete Montoliu; "Eastern Rebellion II" with Cedar Walton's group; "The Jams Are Coming" with Johnny Griffin and Art Taylor; "In Out And Around" by Mike Nock's Quartet with Mike Brecker, and "East Winds" by Walt Barr . . . Fall releases from Sackville include "Kansas City Hustle" by Jay McShann, "The Fabulous Bill Holman Big Bang" and "Of Blues And Dreams" by Anthony Davis . . . New from Dreamstreet Records: "Coincidence", by Harold Danko with Frank Tiberi, Tom Harrell and Rufus Reid . . . Other new items of interest: "Product" by Brand X on Passport; and "Hidden Treasure" by Andy Narell on Inner City (see review below).

HEEEERE'S SONNY — Milestone recording artist Sonny Rollins will appear on NBC-TV's Tonight Show on Monday, Sept. 24, with guest host Bill Cosby. In what is sure to be one of television's finest musical interludes, Rollins will perform a solo saxophone segment — a concert speciality of his that was among the highlights of the Milestone Jazz-stars' fall '78 tour. Rollins' appearance on the Tonight Show follows close on the heels of a recent Los Angeles Times article by jazz critic Leonard Feather in which Cosby was quoted as saying that he would like to see a jazz player of Rollins' caliber perform on the popular late-night TV show.

MORE WOMEN IN JAZZ — Once again, the MMO Music group (Inner City, Classic Jazz, Choice) has launched a special campaign featuring Women in Jazz. The promotion is being supported by a pre-pak with various display material for retailers, a poster, sampler LP and a national advertising campaign. Seventeen albums are featured including LPs by Helen Humes, Joanne Brackeen, Irene Kral, Helen Merrill, Teddi King, Urszula Dudziak, Mary Lou Williams, Abbey Lincoln and Toshiko Aklyoshi.

BRIEFLY NOTED — Jack Kleinsinger's Highlights of Jazz begins its seventh season at NYU's Loeb Student Center on Oct. 4. Kicking off the new season will be Arnett Cobb, Buddy Tate, Eddie "Cleanhead" Vinson, Ray Bryant, George Duvivier and Panama Francis. Ray Barretto will be the special guest . . . George Benson's "Breezin'," Michael Franks' "Art Of Tea" and "Sleeping Gypsy," Al Jarreau's "Live-Look To The Rainbow," (WB), Jean-Luc Ponty's "Imaginary Voyage," "Cosmic Messenger" and "Live" (Atlantic) and "Paradise" by Grover Washington Jr. (E/A) are among the titles included in WEA's 1979 year-end marketing program. The campaign, which runs from Sept. 17 through Oct. 12, includes a 5% discount, extended dating and other dealer incentives . . . Roland Vasquez and Jeff Lorber kicked-off the free jazz concert series Sept. 16 at Los Angeles' John Anson Ford Theatre. Other artists slated to appear in the series include Jakob Magnusson (Oct. 7), Toshiko Akiyoshi/Lew Tabackin (Oct. 14), and Supersax (Oct. 28) . . . The Assn. for the Advancement of Creative Musicians, the Chicago-based voice for avant-garde music, will celebrate its 14th anniversary with an international festival Oct. 5-7. Scheduled to perform during four concerts at Thorne Hall on Lake Shore Drive are the following AACM groups: Leo Smith's ensemble, Adegoke Steve Colson & the Unity Troupe, Air, Mwata Bodwen & Olatiy Rita Warford quintet, Douglas Ewart and George Lewis, Muhl Richard Abrams, Vandy Harris & the Intuitive Research Beings, Kahlil El'Zabar & the Ethnic Heritage Ensemble, the Art Ensemble of Chicago, and the Assn.'s all-star orchestra . . . Upcoming at 7th Avenue South in New York are Ronnie Matthews Quartet and the great Spanish pianist Tete Montoliu . . . Chico Freeman and his tenor sax cooked through a week at Fat Tuesday's in NYC.

bob porter & alan sutton

JAZZ ALBUM PICKS

30 — Weather Report — ARC/Columbia PC2 36030 — Producer: Josef Zawinul — List: 13.98

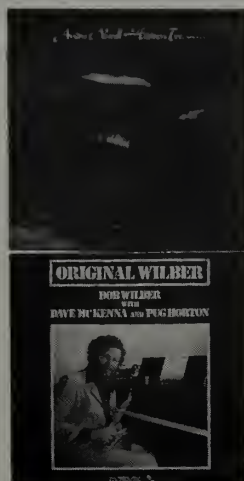
This is one of the best jazz albums to come out in some time. Weather Report — Zawinul, Jaco Pastorius, Wayne Shorter and Peter Erskine — reaffirm their position as one of today's best jazz groups with this two-record set featuring three live sides and one studio side. The live sides, recorded during the group's last American tour, cooks, and the studio side introduces some hot new songs, especially "Brown Street."

ELM — Richard Beirach — ECM-1-1142 — Producer: Manfred Eicher — List: 8.98

Done in the traditional small band/jazz club style, "Elm" is a fine showcase for the talents of Richard Beirach on the acoustic piano. Backed by George Mraz on string bass and Jack DeJohnette on drums, Beirach demonstrates that the days of the acoustic trio are far from over. Top cuts are the two longest, "Sea Priestess" (11:30) and "Snow Leopard" (12:25), plus the title track.

QUADRANT — Joe Pass/Milt Jackson — Pablo 2310 837 — Producer: Norman Granz — List: 8.98

Pass and Jackson are outstanding players who, in this LP, co-exist with remarkable success. Ray Brown and Mickey Roker are on board to help out and the seven tune program is paced with originals by all the players. Classic jazz meetings don't happen all that often but here the artists not only meet but interact with exceptional results.



HIDDEN TREASURE — Andy Narell — Inner City IC 1053 — Producer: Andy Narell — List: 7.98

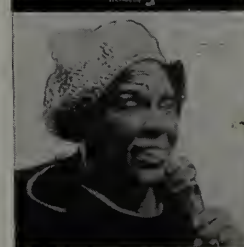
The best treasure on this album is Narell's work with the West Indian steel drums. Normally thought of as a tourist-oriented instrument, Narell transforms the steel drum into a valid jazz tool. Using both soprano and tenor drums, Narell spans a wide range of sounds — intense on "Full Moon," hot on "Yohimbe" and moving on a medley including "Ponteio" and "Kasudi." A sparkling debut.

ORIGINAL WILBER — Bob Wilber — Phontastic 7519 — Producer: Anders Ohman — List: 9.98

The label is Swedish but is distributed in the US as an import. The title refers to the fact that Wilber wrote the selections here — all eleven of them. Strong support from Dave McKenna, Bill Crow and Connie Kay. Well known as a clarinetist and soprano saxist, Wilber really has it together on alto and that is probably his best axe right now. There are three vocals here by Pug Horton but they tend to bring down the overall excellence of the music. The lady is not in the leader's class.

SNEAKIN' AROUND — Helen Humes — Classic Jazz 110 — List: 7.98

This lady first recorded in 1929 and she hasn't missed very often since then. A comfortable rhythm section headed by pianist Gerry Wiggins and the assistance of tenorman Gerry Badini are all she needs to put this album over. More standards than blues here but that is quite ok by Ms. Humes. In items such as "Exactly Like You" and the title track she demonstrates no loss of fire. Mellow singing, always swinging.



LATIN

LATIN BEAT

The producers of the New York Salsa Festival received the Madison Square Garden Gold Ticket at a special presentation last weekend.

The concert producers, **Ralph Mercado** and **Ray Aviles**, were given their Gold Ticket awards prior to the second and final night of the weekend Salsa Festival this Sept. 2, by **John Goldner**, assistant to the president, production.

The Garden Golden Ticket, awarded to music entertainers who have attracted more than 100,000 people to concerts at the Garden, has previously been awarded to Mercado and Aviles as producers of the popular **Fania All-Stars** concert series.

Prior to this year's September 1-2 Salsa Festival, sponsored by Kool, the Festival's other Garden dates were Sept. 3, 1976; Sept. 2, 1977; and Sept. 1-2, 1978.

The New York Salsa Festival is the 14th recipient of the Garden Golden Ticket, which also has on its honor roll WNEW-FM Radio (honorary); **Chicago; Emerson, Lake and Palmer; Jethro Tull; John Denver; Fania All-Stars; Yes; Bob Dylan; Richard Nader's Rock & Roll Spectacular; Queen; Rod Stewart; Kiss; and Peter Frampton.**

Malcolm Forest shall begin mixing his new production on Sept. 15. This album, consisting of ten cuts picked from fourteen recorded, shall be the finest outing by the artist to date. Produced at the brand new Sigla-Level 24 track 'West Lake Audi' facility in Rio de Janeiro on an unlimited budget, this album is bound to gold status on release in Brazil.

It contains five heavy disco numbers including two cuts with a totally new Latin-based disco beat. Sigla's marketing department intends to have three twelve inch disco mixes out from the album through January 1980 stirring up sales for the Brazilian Carnival festivity.

All of the cuts have English lyrics. Around the slower sides, Malcolm has recorded an English version of "Les Vieux Maris" by Michael Dees. The original song was composed by **Jacques Revauz** of "May Way"

fame and was a big hit in France. Also included are three originals: one American, one English and one Australian, the latter one has monster disco-hit potential. The remaining cuts are Malcolm Forest et colleagues originals and published by MDK Music Ltd.

Hector Lavoe's new Fania album, "Recordando A Felipe Pirela," has taken off like wildfire in Venezuela, and is being released immediately in the U.S. and Puerto Rico. The single from the album is "Sombras Nada Mas."

Larry Landa, president of the L.A.R. (Latin American Representations, Inc.) announced that **Gonzalo Perez** has been appointed vice president of the corporation. Perez (also president of Perez Enterprises) will be in charge of coordinating and packaging shows for South America as well as producing recording artists. Perez is currently producing **Ray Hernandez's** new LP for L.A.R. Records.

Yambu, the group that smashed the charts with their hit, "Sunny," is back with a new LP, soon to be released by Discolando Records and Tapes, Inc. Yambu was founded in 1972 by **Felipe Brana** and **Ramon Rodriguez** and gained popularity on the Latin nightclub circuit. **Alex Giglio**, a member of the Yambu group, took second place in the piano category of the LNY Music Poll 1978 for the "African Queen" LP. Yambu is one of the few bands to play both Salsa and disco music.

Carla Pinza, host of "The Puerto Rican New Yorker," a public service program on WPIX-TV, recently taped a show with **Pete "El Conde"** on location. Aside from doing an interview with Peter, she taped his performance for Jazzmobile. The taping coincided with the release of Peter's new Fania album, **Soy La Ley**, which he produced with **Louie Ramirez**.

Cheo Feliciano is finishing up his new album for Vaya (Fania) Records in Puerto Rico. He produced it himself with **Papo Lucca** and **Roberto Roena** as musical directors.

ray terrace

LATIN PICKS

POR LA VIDA — Palito Ortega — International 933 — Producer: Fabian Ross

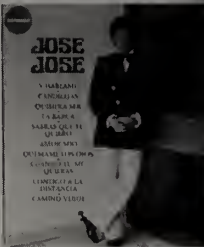
Multi-talented singer **Palito Ortega** shines on this album of love songs and soft rock. His voice is great, backed by excellent orchestrations. Recording was done well in Italy. The best songs in this album are "Caminemos," "Para Un Amigo De Verdad," "Al Encuentro Del Amor," "Recordando A Elvis" and "Elevemos Un Canto Hacia El Viento." Without a doubt this album of love songs should go high on the charts all over Latin America.

QUISIERA SER — Jose Jose — Arcano DKL1-3420 — Producer: None listed

Super star **Jose Jose** scores again with another sparkling album that consists of a collection of love songs as only he can perform them. He has recently been acclaimed as the best ballad singer in Mexico, and here, he demonstrates his expertise on cut after cut. Likewise, the orchestra backing him in this album is superb. The songs are beautifully suited to his style with excellent string arrangements. Another hit for Jose Jose.

EL FLACO DE ORO — Ralfi Pagan—Pumkris-pip 1002 — Producer: Ralfi Pagan

Ralfi Pagan is no newcomer to the Latin field, in fact, he has had a big hit on the Fania label. Here he debuts his new album of love songs and salsa, and outdoes himself song after song. The orchestra behind him is excellent with the arrangements well suited to his style of singing. A good horn section and good solos by musicians also highlight this effort. The best selections are: "A Breme La Puerta," "Hombre De Bien," "Cubita Triste," "Obatala," and "Yo Soy La Musica."



SINGLES TO WATCH

- DAVID Y SU BANDA ELECTRONICA** (CBS — Mexico) **Logremosio Juntos** (Merria Ro)
- RONDALLA Y CORO IFANTIL MEXICO** (CBS — Mexico) **La Montana** (Roberto Carlo)
- LA FLORECITA** (Columbia — Mexico) **Te Quiero Ver** (FZ Maldonado)
- LORENZO DE MONTECLARO** (Columbia-Mexico) **La Tres Tumbas** (Julian Garza)
- VICENTE FERNANDEZ** (CBS — Mexico) **La Ruleta** (Jan Luis)
- RONDALLA Y CORO INFANTIL MEXICO** (CBS — Mexico) **Amigo** (R.C./E.C./B.M.M)
- BLANCKA MADRIGAL** (Epic — Mexico) **Amor Sin Palabras** (Ramiro Alejandro)
- RODOLFO SANCHEZ** (Columbia — Mexico) **Un Beso Y Olvido** (Veronika)
- LEO DAN** (CBS — Mexico) **Necesito Amor** (Leo Dan)
- LOS MUECAS** (CBS — Mexico) **Dejenme A Mi** (Aaron Marquez)

LATIN BEST SELLERS

Chicago (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Siembra — Willie Colon/Ruben Blades — Fania
- 3 Salsa Mayor — Velvet
- 4 N.Y. City Salsa — Orquesta Broadway — Coco
- 5 La Charanga 76 En El 78 — Charanga 76 — TR
- 6 En Cuba — Tipica 73 — Fania
- 7 Bobby Valentin — Bronco
- 8 Sweet Trumpet — Tommy Olivencia — T.H.
- 9 La Comedia — Hector Lavoe — Fania
- 10 Homenaje A Benny — Tito Puente — Tico
- 11 Ray Rodriguez — Tico
- 12 Super Salsa — Lis Ortiz — New Generation
- 13 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 14 El Progreso — Roberto Roena — International
- 15 Red Hot — Mongo Santamaria — Columbia
- 16 Popeye — Adaberto Santiago — Fania
- 17 Dandy's Danny — LP — Venture
- 18 Albino Divino — Fania
- 19 Untouchable — Tito Allen — Allegre
- 20 Pacheco/Casanova — Fania

Miami (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Eternos — Cruz/Pacheco — Vaya
- 3 Siembra — Willie Colon/ruben — Columbia
- 4 N.Y. City Salsa — Orquesta Broadway — Coco
- 5 En Las Vegas — El Gran Combo
- 6 Conjunto Universal — Jaquar
- 7 Spanish Fever — Fania All Stars — Columbia
- 8 Fuera De Esta Mundo — Typical Ideal — Coco
- 9 Saoco Original — Salsoul
- 10 Oscar De Leon — T.H.
- 11 El Progreso — Roberto Roena — International
- 12 Homenaje A Benny — Tito Puente — Tico
- 13 Red Hot — Mongo Santamaria — Columbia
- 14 Sweet Trumpet — Tommy Olivencia — T.H.
- 15 La Comedia — Hector Lavoe — Fania
- 16 Super Salsa — Luis Ortiz — New Generation
- 17 Pacheco/Casanova — Fania
- 18 Salud Dinero Y Amor — Tipica Novel — Fania
- 19 Algo Solido — Louie Colon — El Sonido
- 20 Poder Musical — Wilfredo Vargas — Karen

Los Angeles (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Siembra — Willie Colon/Ruben Blades — Fania
- 3 En Cuba — Tipica 73 — Fania
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 La Fuerza Latina — Combo
- 6 Sweet Trumpet — Tommy Olivencia — T.H.
- 7 Bobby Valentin — Bronco
- 8 Dandy's Danny — LP — Venture
- 9 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 10 Pacheco/Casanova — Fania
- 11 Homenaje A Benny — Tito Puente — Fania
- 12 Super Salsa — Luis Ortiz — New Generation
- 13 El Progreso — Roberto Roena — International
- 14 Ray Rodriguez — Tico
- 15 Popeye — Adaberto Santiago — Fania
- 16 La Comedia — Hector Lavoe — Fania
- 17 N.Y. City Salsa — Orquesta Broadway — Coco
- 18 Esto Si Es Lo Mio — Ismael Rivera — Tico
- 19 Untouchable — Tito Allen — Allegre
- 20 El Negrillo Del Sabor — Luigi Texidor — Miestra

New York (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 En Cuba — Tipica 73 — Fania
- 3 Pacheco Y Casanova — Fania
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 Siembra — Willie Colon/Ruben Blades — Fania
- 6 Super Salsa — Luis Ortiz — New Generation
- 7 Dandy's Danny — LP — Venture
- 8 Bobby Valentin — Bronco
- 9 Sweet Trumpet — Tommy Olivencia — T.H.
- 10 Ray Rodriguez — Tico
- 11 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 12 La Fuerza Latina — Combo
- 13 N.Y. City Salsa — Orquesta Broadway — Coco
- 14 La Comedia — Hector Lavoe — Fania
- 15 Homenaje A Benny — Tito Puente — Tico
- 16 El Progreso — Roberto Roena — International
- 17 Popeye — Adaberto Santiago — Fania
- 18 Untouchable — Tito Allen — Alegre
- 19 El Negrillo Del Sabor — Luigi Texidor — Nuestra
- 20 Esto Si Es Lo Mio — Ismael Rivers — Tico

Mexico

- 1 Disco Samba — Two Man Sound — Gamma
- 2 Buenos Dias Senor Sol — Juan Gabriel — Ariola
- 3 El Amor De Mi Vida — Camilo Sesto — Ariola
- 4 Hasta Que Amanezca — Joan Sebastian — Musart
- 5 Brujeria — Alvaro Davila — Melody
- 6 Callados — Angels Carraxco Y Camilo Sesto — Ariola
- 7 Soy Y — Los Yonic's — Polydor
- 8 Motivos — Jose Domingo — Melody
- 9 Recuerdos — Los Baby's Peerless
- 10 Sinfia Del Mar-Piero — RCA
- 11 Y Al Principio Boleros — La Peguena Compania — Mel
- 12 Borlanguen Disco Party — CBS
- 13 Que Alegria — Pedro Vargas — RCA
- 14 Yolando Del Rio — RCA
- 15 Toca Madera — Amii Stewart — Ariola
- 16 Sobrevivire — Gloria Gaynor — Polydor
- 17 Tragedia — Bee Gees — RSO
- 18 En La Marlna — Village People — Casablanca
- 19 Chiquitita — ABBA — RCA
- 20 Tropezando — Suzi Quatro & Chris Norman — RSO

Puerto Rico

- 1 Solo — Willie Colon — Fania
- 2 Siempre — Willie Colon — Ruben Blades — Fania
- 3 Bobby Valentin — Bronco
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 En Cuba — Tipica 73 — Fania
- 6 Emociones — Julio Iglesias — Alhambra
- 7 Poder Musical — Wilfredo Vargas — Karen
- 8 Sentimientos — Camilo Sesto — Pronto
- 9 Los Hijos Del Rey — Karen
- 10 Super Salsa — Luis Ortiz — New Generation
- 11 Sweet Trumpet — Tommy Olivencia — T.H.
- 12 Sophy — Velvet
- 13 Puerto Rico 79 — Alhambra
- 14 La Selecta — Ralph Levitt — Borinquen
- 15 Yolandita Monge — Coco
- 16 Rafael Jose — Boriquen
- 17 Borlanguen Disco Party — Latinum
- 18 Homenaje A Benny — Tito Puente — Fania
- 19 Untouchable — Tito Puente — Fania
- 20 El Progreso — Roberto Roena — International

INTERNATIONAL



PRIZE GUEST AT RCA-UK CONFERENCE — British leader Margaret Thatcher, or at least a celebrity poseur Janet Brown's version of the prime minister, recently made an appearance at the RCA-UK sales convention in London to deliver a speech. Brown, who was helpfully promoting her upcoming satirical Margaret Thatcher LP "Iron Lady — The Coming of the Leader," told the gathered execs that the Logo Records release would be available on Oct. 13, the real prime minister's birthday. Pictured at the conference are (l-r): Ken Howes, RCA-UK managing director; Geoff Hannington, Logo Records managing director; John Howes, RCA-UK commercial marketing manager; Dave Harmer, RCA-UK sales manager, and Martin Lewis, Brown's producer.

EMI's Lopez Calls On Disc Industry To Be Aggressive During Recession

by Nick Underwood

LONDON — Echoing a theme that has been gaining currency recently, EMI managing director Ramon Lopez called on the music industry to overcome the current worldwide economic slump with positive and aggressive measures.

"The future of the record industry, and particularly EMI Records, is bright and the current prophecies of doom and despondency are alarmist and quite unnecessary," Lopez told label personnel at their annual sales meeting last week in Coventry. "We are competing with many other products other than records for the leisure market and the only way to succeed in this market place is to offer the public product of the highest possible artistic standard."

Lopez went on to say that the key to full recovery would rest on the ability of record companies to adjust to changing public tastes and the economic instability of much of the world, yet maintain the highest artistic quality possible.

"Our commitment is to artists and repertoire," Lopez emphasized. "And we will not be deflected from this even if it means a

fluctuation in our market share."

Lopez also reassured the sales, distribution, marketing, press and promotion personnel gathered at the conference that EMI had no immediate plans for major changes within the structure of the company. However, he did add that the company would "always be prepared to alter its direction to fit in with the dynamic nature of the record business."

Summing up, Lopez emphasized that survival of the world-wide economic slump would hinge on the industry's ability to carry out its own plans. "The time has gone when the industry as a whole can offset its inefficiency by asking for higher prices," Lopez stated. "The drive for internal efficiency has got to be foremost in the minds of record companies throughout the world."

ABBA's 'Greatest Hits' Tops August List Of Canadian Certifications

TORONTO — WEA recording group ABBA led the Canadian Recording Industry Assn. (CRIA) certifications for August with their LPs receiving a quintuple platinum award, three double platinum and a platinum — heading a list that also included two triple platinum, five double platinum, three platinum and 16 gold certifications for albums; and one platinum and three gold awards for singles.

On the eve of their first-ever concert tour of North America (beginning Sept. 13), ABBA received a quintuple platinum certification (500,000 units sold) for their "Greatest Hits" LP; double platinum (200,000 units) for "Voulez-Vous," "The Album" and "Arrival;" plus a platinum (100,000 units) for "ABBA."

Receiving triple platinum awards (300,000 units) were the LPs "Parallel Lines" by Blondie on Capitol and "Macho Man" by the Village People on PolyGram; while double platinum certifications went to Donna Summer's "Bad Girls" on PolyGram, Cheap Trick's "Live At Budokan" on CBS, Nana Moskouri's "Roses and Sunshine" on Cachet, Kenny Rogers' "The Gambler" on Capitol and "Hot Shots" by Trooper on MCA (CANCON).

Platinum LP awards went to Carroll Baker's self-titled effort on RCA (CANCON), "Dynasty" by Kiss and Suzi Quatro's "If You Knew Suzi" on PolyGram and ELO's "Discovery" on CBS.

Top singles award, a platinum certification (150,000 units), went to Donna Summer's "Hot Stuff" on PolyGram; while gold recognition (75,000 units) went to Rex Smith's "You Take My Breath Away" on CBS, Brault et Frchette's "Les P'Tits Coeur" on MCA and Kiss' "I Was Made For Lovin' You" on PolyGram.

INTERNATIONAL DATELINE

Argentina

Buenos Aires — Sales were up for singles, tapes and LPs during July, according to figures released by the Argentine Chamber of Phonographic Producers. Singles were up 2.3%, albums 10.6% and LPs 16.5% from June figures. Significant while album sales were slightly down in July, 1978 figures, tape sales increased 116%, showing a definite shift in summer tastes.

We have to be leaders in the budget LP market," Sicamericana commercial director Jo Plombi told *Cash Box* recently. Currently holding about 8% of the local market, the label has been experiencing record sales success with its "Difusion Musical" series, Plombi said. Retailing for as opposed to \$9.50 for full-priced LPs, "Difusion Musical" figures prominently in the Americana's efforts to expand its market here. Plombi, a veteran in the Latin American music market, ran his own label, Cos TK, before coming to Sicamericana a month ago.

Luddy McCluskey, RCA international manager, jetted to Stockholm for meetings with Stig Anderson regarding Spanish language recordings by ABBA and the possibility of an Argentinian tour in 1980. ABBA's current chart single, "Chiquitita," is available here in Spanish and will probably be one of the biggest sellers of the year. In addition, the group's "Voulez-Vous" LP is holding Top 10 status.

Antoral, recently re-signed by Phonogram, is currently planning more folk recordings for release in the near future. In

addition, Cuarteto Zupay are re-recording some of their biggest hits of the last 10 years for a compilation album, according to label manager John Lear.

CBS hosted a party at its downtown offices honoring Italian singer Umberto Tozzi, who arrived recently for some TV performances. . . Also from CBS, the label has initiated its program for the promotion of local repertoire in other Latin American nations and Europe. First step in the program is the visit of producer Julio Saenz to these markets, with plenty of promo material and tapes to showcase the local talent.

miguel smirnoff

Australia

MELBOURNE — Terry Britten, producer of Cliff Richards' current UK chart single "We Don't Talk Anymore," and his partner, B.A. Robertson, whose "Bang Bang" single is doing big business in the UK and Europe, have produced and provided material for the debut album of Perth vocalist Christie Allen. Allen, who migrated from England at the age of 12, spent several weeks in London recording the album at Mayfair Sound Studios. Titled "Magic Rhythm," the LP is to be released later this month. Britten, it might be remembered, was a member of the '60s Australian band The Twilights, whose lead singer Glenn Shorrock now fronts the Little River Band.

Two country singles, "Amanda" by Waylon Jennings (RCA) and "She Believes In Me" by Kenny Rogers (UA), are the subjects of a strong promotional drive by Im-

(continued on page 44)

MIDEM'S Disco Show Set For October In Paris

LOS ANGELES — Product previews, equipment manufacturers' exhibits and demonstrations, video shows and general state-of-the-art discussions will highlight DISCOM '79, MIDEM's "European Discotheque Show," scheduled for Oct. 22-26 in Paris.

New product for the autumn/winter season will be previewed at DISCOM in special listening and hospitality booths. Among the record labels already signed up to participate are Aquarius, Barclay, Carrere, CBS, Pathe Marconi, Phonogram, Polydor, RCA and WEA Filipacchi.

Another feature of DISCOM will be exhibits of the latest in discotheque equipment. Those companies already signed to display their wares are Clemancon (scenic lighting), Crown Industries (illuminated dance floors), Deltovision (discotheque equipment), General Electric (wide video projectors and screens), Mole Richardson (lighting), Orbis (lasers), Palace International (design), Projiris (dance floors, lighting), Regiscene (sound equipment), Sertec Mumbach (sound equipment) and Supravox (sound equipment).

DISCOM will be held in Hall 3 of the Parc des Expositions at the Porte de Versailles. For further information, contact MIDEM, 179 Avenue Victor Hugo, 75116 Paris, France.

INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s**
- 1 Chiquitita — ABBA — RCA
 - 2 Da Ya Think I'm Sexy — Rod Stewart — WEA/EMI
 - 3 La De La Mochila Azul — Pedrito Fernandez — CBS
 - 4 Palsaje — Franco Simone — Microfon
 - 5 Tragedy — Bee Gees — RSO
 - 6 Hooray! Hooray! It's A Holi-Holiday — Boney M — RCA
 - 7 Ring My Bell — Anita Ward — CBS
 - 8 El Amor De Mi Vida — Camilo Sesto — Microfon
 - 9 Silbando — Juanito Liner — Music Hall
 - 10 Born To Live — Patrick & Sue Timmel — Music Hall

- TOP TEN LPs**
- 1 Music For UNICEF Concert — various artists — Phonogram
 - 2 La Carpa Del Amor — soundtrack — Microfon
 - 3 Super Disco, vol. 2 — various artists — RCA
 - 4 Voulez-Vous — ABBA — RCA
 - 5 Reveries — Richard Clayderman — Tonodisc
 - 6 Emociones — Julio Iglesias — CBS
 - 7 Cantanlino, vol. 3 — various artists — CBS
 - 8 Hit Sounds, vol. 3 — various artists — CBS
 - 9 Breakfast In America — Supertramp — A&M/EMI
 - 10 Todos Los Dias Un Dia — soundtrack — CBS

—Prensario

Australia

- TOP TEN 45s**
- 1 My Sharona — The Knack — Capitol
 - 2 Some Girls — Racey — Rak
 - 3 Up There Cazaly — The Two-Man Band — Fable
 - 4 Ring My Bell — Anita Ward — Epic/TK
 - 5 I Was Made For Lovin' You — Kiss — Casablanca
 - 6 Cool For Cats — UK Squeeze — A&M
 - 7 You Can't Change That — Raydio — Arista
 - 8 Reunited — Peaches & Herb — Polydor
 - 9 Pop Muzik — M — MCA
 - 10 Bright Eyes — Art Garfunkel — CBS

- TOP TEN LPs**
- 1 Get The Knack — Capitol
 - 2 Discovery — ELO — Jet
 - 3 First Under The Wire — Little River Band — Capitol
 - 4 English History — Jon English — Mercury
 - 5 In Through The Out Door — Led Zeppelin — Swan Song
 - 6 The Very Best Of Leo Sayer — Chrysalis
 - 7 Back To The Egg — Wings — MPL
 - 8 Breakfast In America — Supertramp — A&M
 - 9 Rust Never Sleeps — Neil Young & Crazy Horse — Reprise
 - 10 Fate For Breakfast — Art Garfunkel — CBS

—Kent Music Report

Brasil

(Rio de Janeiro)

- TOP TEN 45s**
- 1 Born To Be Alive — Patrick Hernandez — CID
 - 2 Got To Be Real — Cheryl Lynn — CBS
 - 3 Por Muitas Razoes Eu Te Quiero — Jane Herondy — RCA
 - 4 Nao Chore Mais — Gilberto Gil — WEA
 - 5 Ate Parece Que Foi Sonho — Fabio-Tim Maia — Odeon
 - 6 Ring My Bell — Anita Ward — CBS
 - 7 Alloute — Denise Emmer — Tapeacar
 - 8 I'd Rather Hurt Myself — Randy Brown — Tapeacar
 - 9 Blowin' In The Wind — Diana Pequeno — RCA
 - 10 I (Who Have Nothing) — Sylvester

- TOP TEN LPs**
- 1 Chatuba — Dicro — Continental
 - 2 Gal Tropical — Gal Costa — PolyGram
 - 3 Lembrancas — various artists
 - 4 Momentos — various artists — K-Tel
 - 5 Pai Herol — various artists — Som Livre
 - 6 Alibi — Maria Bethania — PolyGram
 - 7 Feljao Maravilha — various artists — Som Livre
 - 8 Cheio De Razao — Bebeto — Copacabana
 - 9 Lady Laura/Cafe da Manha — Roberto Carlos — CBS
 - 10 Chanson D'Amour — various artists — CBS

—Pandisc

INTERNATIONAL



BLONDIE GOES TRIPLE PLATINUM IN CANADA — Chrysalis recording group Blondie was honored recently in Montreal with a triple platinum certification (300,000 albums) for the LP "Parallel Lines" and a double platinum (300,000 singles) for the single "Heart Of Glass." Pictured standing are (l-r): Blondie members Chris Stein, Jimmy Destri, Deborah Harry, Clem Burke, Franke Infante and Nigel Harrison; and Capitol Records staffers Francine LaFleur, Cathy D'Amico and Bill Rotari. Pictured seated are (l-r): Capitol staffers Daniel Morrison, Robert Delilse, Richard Rattey and George Ursaki.

Argentine Publishers Plan Seminar

by Miguel Smirnoff

BUENOS AIRES — The Argentinian Chamber of Music Publishers will hold a symposium on piracy, Oct. 30, at the Bauen Hotel in Buenos Aires.

Highlight of the symposium will be a panel discussion by local authors and composers. Among the topics to be discussed will be:

"Piracy and the proliferation of 'cover versions' without authorization from authors and composers;

"Promotion of Argentinian music in foreign countries; and

"Imported music."

With the intent of "improving public con-

sciousness regarding these problems," the Argentinian chamber has also invited similar publishers' organizations and artist and record producer societies from countries throughout Latin America.

Currently, because of inflation and other causes, imported records often cost less than locally produced records and, as a full 3% of the local market, are currently a strong item for discussion at many levels.

One of the main concerns to be discussed on the part of artists and composers will be the non-payment of royalties by producers, a topic that also has the full attention of SADAIC, the local artists' rights society.

WHERE IN THE WORLD

A&M recording artist **Police** and **Wazmo Nariz** (Illegal/IRS) are currently on a 30-date tour of the UK that will last until Sept. 25.

The **Crusaders** (MCA) are currently on a tour of Europe. The tour, which includes dates in the UK, Norway, The Netherlands, West Germany and France, will conclude Sept. 27.

A&M recording artist **Joan Armatrading** is presently touring the Australia/New Zealand area. The 20-concert tour will conclude Oct. 4 in Christchurch.

Atlantic recording group **ABBA** is currently on its first-ever North American concert tour. The tour, including both Canada and the USA, will conclude Oct. 7. A European tour, to include dates in Sweden, Denmark, France, The Netherlands, West Germany, Switzerland, Austria, Belgium, the UK and the Irish Republic, has also been scheduled for Oct. 19-Nov. 15.

Rough Trade/IRS recording group **Monochrome Set** is currently on a 20-concert tour of the USA. Beginning in NYC, the tour will wind up on the west coast in early October.

MCA recording group **The Who** will play Madison Square Garden, Sept. 13-14 and 16-18.

E/A recording group the **Eagles** are currently on a tour of Japan and Hawaii. The tour, including dates at Tokyo's Budokan Hall, Osaka, Nagoya and Honolulu, will conclude Sept. 30.

MCA recording artist **Elton John** will be touring the USA from Sept. 19-Nov. 11. The 38-date tour will begin in Phoenix and will wind up in Houston.

A&M recording artists **Supertramp** are scheduled to tour the UK and Europe from Sept. 30-Dec. 10. Scheduled stops include the UK, Germany, France, The Netherlands, Sweden, Austria, Norway, Spain, Portugal and Switzerland.

(continued from page 43)

age Music, owners of the sub-publishing rights for both songs in Australia. Also from Image, **The Bushwackers'** "Bushfire" LP, featuring a traditional-oriented repertoire, is beginning to chart. The company also has high hopes for Australian **Cash Backman's** just-released "This Is Cash Backman" country-oriented LP.

WEA Records (Australia) is planning to expand its classical and MOR catalogs, and the first move is the release of the English "Enigma" label... Actor-singer-songwriter **Jon English**, who starred in the TV series "Against The Wind," shown recently on some American TV stations, has notched up a platinum record (50,000 units) for sales of his "English History" compilation album, covering tracks from his previous albums. Meantime **Mario Millo**, former member of **Sebastian Hardie** and collaborator with English on the theme music for the TV series, has released his debut solo album, recorded at his eight-track home studio.

Stylus are preparing for a USA tour in September, to coincide with the release on Prodigal Records of their second album "A Part of It All." Meantime, their last album, "Best Kept Secret," has been repackaged and released in the UK. The band is managed by **The Wheatley Brothers**, who also look after Little River Band... **Highway**, formerly known as **Sherbet**, released their second American single last week titled "(Feels Like It's) Slippin' Away" from their debut RSO album. Festival Records have released locally a Highway album titled "Track Record," a compilation of previous album tracks along with two live songs — "High Rollin'" and the **Spencer Davis** classic "Gimme Some Lovin'." The group's manager **Roger Davies** is currently negotiating a recording deal for the band in Japan, where the group will tour later this year.

Santana and **Eddie Money** will appear on the same bill at four shows in major capital cities early next month, with the **Russell Morris Band** opening... **Jerry Lee Lewis** arrived in town last week to do some promotion for his concerts later this month... **Burl Ives**, **The Irish Rovers**, **Phyllis Diller** and **Frank Ifield** are all scheduled to tour Australia over the next couple of months for promoter **Dennis Smith**.

allan webster

United Kingdom

LONDON — **Fleetwood Mac's** long awaited new double LP, titled "Tusk," is finally confirmed by WEA for an international release date of Oct. 15. "Tusk," the title track penned by **Lindsey Buckingham**, is being rush-released as a single on Sept. 21.

Phonogram is planning a 250,000 pound (\$550,000) TV advertising campaign surrounding the release of **10cc's** latest

INTERNATIONAL DATELINE

record, an LP titled "10cc Greatest Hits." Hoping to capture *deja-vu* success, Phonogram will be releasing a single from the LP, the 1975 10cc hit, "I'm Not In Love." CBS recording artist, **Gladys Knight** arrives in the UK in October for a nationwide concert tour. The brilliant former, whose career now spans more than two decades, will be bringing the **Pips** her. Coinciding with the 15-date tour is the release of a new single on CBS titled "I Want To Be With You," out on Sept. 15. Another tour highlight will be the imminent UK concert tour of the **Scottish Sutherland Brothers**, opening in Wales on Sept. 10 and finishing in Peterborough one month later.

Still another 1975 single hit, **Vic McCoy's** "The Hustle," is to be released on Phonogram Sept. 15. The record is a mixed version of the original, which McCoy recorded shortly before his death.

MCA recently held an intimate bash in London's Orangery in Holland Park for current chart-toppers, **The Crusaders**. The band has a single currently ascending the charts rather rapidly, titled "Street Life." The other bash of the week came at a lunch-time session thrown by CBS/Epic preview an audio-visual presentation of a new **Mike Batt** LP, titled "Tarot Suite." The LP itself features the **London Symphony Orchestra**, along with such renowned vocalists as **Rory Gallagher**, **Roger Chapman B.J. Cole**, **Tony McPhee**, **Jim Cregan** and **Colin Blunstone**. Batt's incisive project is a concept album that apparently developed from his interest in the Tarot cards and their uses. Each track illustrates in music the senses the aura of a particular card.

Ian Matthew's second album on Rockburgh Records, titled "Siamee Friends," is a strong follow up to his last effort, "Stealin' Home."

A new single by **Peter Sarstedt** titled "The Far Pavillions," a song inspired by the best selling book of the same title by **M. J. Kaye**, was released on Monarch Records Sept. 14.

Recent executive moves see **Mike Hales** joining A&M Records as publicity director. Hales was previously director of pop music at Polydor International... And another ex-Polydor staffer, **Morris Goodwin**, has joined Ariola Records as sales administrator.

Following RSO's radical recession-chose with the total closure of its London Press office, leaving much-respected **Hele Walters** and her staff redundant, the independent press & pr company, Box Office Public Relations, has scooped exclusive representation of RSO act **Eric Clapton**. Other RSO acts' press and publicity will be handled through Polydor's UK press department. **nick underwood**

INTERNATIONAL BESTSELLERS

Canada

TOP TEN 45s

- 1 I Was Made For Lovin' You — Kiss — Casablanca
- 2 Born To Be Alive — Patrick Hernandez — Columbia
- 3 My Sharona — The Knack — Capitol
- 4 Ring My Bell — Anita Ward — CBS
- 5 Bad Girls — Donna Summer — Casablanca
- 6 Goodbye Stranger — Supertramp — A&M
- 7 Lead Me On — Maxine Nightingale — RCA
- 8 Gold — John Stewart — RSO
- 9 The Logical Song — Supertramp — A&M
- 10 Mama Can't Buy You Love — Elton John — MCA

TOP TEN LPs

- 1 Breakfast In America — Supertramp — A&M
- 2 Get The Knack — Capitol
- 3 Candy-O — The Cars — WEA
- 4 Discovery — ELO — CBS
- 5 Live At Budokan — Cheap Trick — CBS
- 6 In Through The Out Door — Led Zeppelin — Warner Bros.
- 7 Bad Girls — Donna Summer — Casablanca
- 8 The Cars — WEA
- 9 Voulez-Vous — ABBA — Atlantic
- 10 Hot Shot — Trooper — MCA

New Zealand

TOP TEN 45s

- 1 Some Girls — Racey — EMI
- 2 Bright Eyes — Art Garfunkel — CBS
- 3 My Sharona — The Knack — EMI
- 4 Pop Muzik — M — PolyGram
- 5 Sad Eyes — Robert John — EMI
- 6 I Was Made For Lovin' You — Kiss — PolyGram
- 7 Lay Your Love On Me — Racey — EMI
- 8 Bad Girls — Donna Summer — PolyGram
- 9 Ring My Bell — Anita Ward — CBS
- 10 Boogie Wonderland — Earth, Wind & Fire — CBS

TOP TEN LPs

- 1 In Through The Out Door — Led Zeppelin — Swan Song
- 2 Fate For Breakfast — Art Garfunkel — CBS
- 3 Breakfast In America — Supertramp — Festival
- 4 Get The Knack — EMI
- 5 Communique — Dire Straits — PolyGram
- 6 Dynasty — Kiss — PolyGram
- 7 Discovery — ELO — CBS
- 8 Bad Girls — Donna Summer — PolyGram
- 9 I Am — Earth, Wind & Fire — CBS
- 10 Candy-O — The Cars — WEA

CRIA

—Record Publications Ltd.

United Kingdom

TOP TEN 45s

- 1 We Don't Talk Anymore — Cliff Richard — EMI
- 2 Bang Bang — B.A. Robertson — Asylum
- 3 Cars — Gary Numan — Beggars Banquet
- 4 Angel Eyes — Roxy Music — Polydor
- 5 Money — Flying Lizzards — Virgin
- 6 Gangsters — Specials — 2 Ton
- 7 Street Life — Crusaders — MCA
- 8 I Don't Like Mondays — Boomtown Rats — Ensign
- 9 Just When I Needed You Most — Randy Vanwarmer — Island
- 10 After The Love Has Gone — Earth, Wind & Fire — CBS

TOP TEN LPs

- 1 In Through The Out Door — Led Zeppelin — Swan Song
- 2 Slow Train Coming — Bob Dylan — CBS
- 3 Discovery — ELO — Jet
- 4 Best Disc Record In The World — various artists — EB
- 5 Voulez-Vous — ABBA — Epic
- 6 I Am — Earth, Wind & Fire — CBS
- 7 Breakfast In America — Supertramp — A&M
- 8 Parallel Lines — Blondie — Chrysalis
- 9 Outlandos D'Amour — Police — A&M
- 10 Down To Earth — Rainbow — Polydor

—BMRB

Starship's Kantner Still Flying As Band Continues To Evolve

(continued from page 10)

to combine 3,000-seat hall dates with several club dates.

"We're hoping to play places like the Roxy, the Whisky or the Starwood in L.A., but the tour will be mostly 3,000-seaters," indicates Kantner. "We won't be playing pig halls though. It's useless to play those kind of halls anyway because you can't get delicate. How much sound complexity can each the 59,000th row?"

Good Label Relations

After 13 years on the RCA roster, Kantner has grown comfortable with his label. The group owes RCA two more albums on its current contract, plus an option.

"Record companies are all the same, but RCA has given us a lot of attention in recent years," he says. "They always offer us the best deal when we come up for renegotiation, I guess because they don't have other big rock bands."

"And RCA has always been pretty honorable. Mel Ilberman has put his neck out for us a couple of times, and I've grown to like him. I'm not sure what he really thinks of us, but he's always let us go at our own level."

"The first five years, they were pretty awful to us, and we used to scare other bands away from signing with them," recalls Kantner. "But overall they've come through for us."

Kantner thinks the record industry is panicking now and pins most of the blame on the labels themselves.

"The record companies have been behaving like the oil companies. They've backed up their prices as high as they could, and now they're feeling the result."

Several years ago, dissatisfaction with the way most record companies did business led Kantner and the rest of Airplane to form the Grunt label, which still serves today as the label of the Starship and occasional albums by group members or associates.

"We figured good karma would take care of everything, but it came down to checking the artwork, the pressing quality and other such fun, we chose making music over doing business," recalls Kantner.

From the start, Kantner and the rest of the Airplane-Starship seemed an unlikely crew to run a company. Born on a Friday the 13th in San Francisco in 1965, the group has always been a mainstay of the counterculture that grew out of the Bay Area in the '60s.

"Drugs have always been around us to a point," Kantner admits, "but we're not all a bunch of acid freaks. Acid was a neat thing, it was like being born again and made you aware of things that had been stifled. But you can only open that door so many times."

Outer Space

Now Kantner's experimental impulses are channeled into an interest in outer space.

"Getting out into space is my unfulfilled goal," he says. "It may seem out of the question now, but so did being in a rock band a few years ago. It seems inevitable: if we are to survive, we'll go out there. It's the new world, and there'll always be people who want that challenge."

"We'd like to be the first group to play the moon, but getting there is not as important as making people appreciate what it's about. Space is like music. It's totally charged; you can write about it, but you can't explain it. Most of what we know about space is probably false, anyway."

But Kantner's interest in space takes a backseat to the overriding concern of his adult life, the group. Despite his seniority, he insists he is, as he has always been, just

one member of a democratic unit.

"I'm not the leader. Everybody contributes equally. We all get paid the same and make equal contributions. I really enjoy being in a group when everyone is pulling in the same direction."

"Being in a group means allowing someone to be an asshole from time to time. And you get that latitude in return. Also, you get to go out on a limb and take chances because criticism from members of the group who you trust prevents you from going overboard."

Kantner says that although the departures of Slick and Balin were somewhat traumatic, it is entirely possible either or both will return to the fold someday. "I have no expectations about either returning or not."

"Grace is talking about cutting a solo album now, and I might help her out. She's my child's mother after all, and it's hard to lose that bond. She has had her share of troubles but it's hard to be Grace Slick all the time. She has this fiery reputation, and alcohol helped her keep it. But she's a great entertainer either way, and she's still got her talent."

"With Marty, it was just a question of priorities. Marty always has 58 projects going, and we felt like one of them. We wanted him in the group, but couldn't deal with his priorities. He wanted to stay, but real comfortably we told him he had to choose to be in the band or not. We wanted him with us, but we needed his full attention."

Kantner now has his full attention focused on finishing the new album and rehearsing for the next Starship tour. But in his spare moments, he does sometimes reflect on the longevity of his group and himself in a field where most artists seem to burn out and fade away in a few years.

"Marty and Grace and I were sitting around talking about what we've survived, how we've survived recently," he muses. "My whole life has been dedicated to dealing with artificial authority by insulting it. I guess I'll just keep it up. I've never planned in advance, and there's no reason to start now."

DISCO BREAKS

(continued from page 36)

Gloria Jones, Joe Long, producer **Rick Giantos**, independent promoter **Jane Brinton**, and panel moderator, **Peter Hartz**, syndicated radio producer. 500 aspiring songwriters from across the country attended . . . **Probe DJ Frank Collins**, reports that the 12" "Ms. Thing" from **Melba Moore's** new "Burn" LP had been getting great response on the dance floor even before Ms. Moore's performance at the private Hollywood club on Sept. 15 . . . **RSO's Arnle Smith** and **Michele Hart** of Casablanca flew to Philadelphia for the Sept. 14-16 weekend to attend a party thrown by the **POPS** record pool, headed by **Bob Pentano**. The promo couple then took off for Detroit to greet and meet area DJs and club owners . . . **Linda Clifford's** new LP had its national premiere recently at **Studio One**. In Chicago, Curtom, Ms. Clifford's label, invited DJs **Frankie Knuckles, Stu Kahn, Peter Lewicki** and others to a listening party featuring the Clifford album and a tape by newcomer **Ava Cherry**. The LP is entitled, "Here Is My Love," and should be out Oct. 11 . . . **Studio One** regulars got a surprise last week when they showed up at the disco only to be turned away because the **Village People**, among others, were shooting **You Can't Stop the Music**, which is set, not in West Hollywood, but Greenwich Village. Same difference . . . **Circus Disco** in Hollywood has set aside one night a week to play new wave music exclusively. Time to dust off your orange wig, leopard skin pants, stiletto heels and safety-pin earrings . . . **Peter Lewicki**, a DJ at **Aisie's** in Chicago, will be doing independent disco promotion for Warner/RFC in the midwest. "I'm going to try to establish more personal contact with area DJs, whom I'll be calling weekly. I think I can help RFC establish better communication and rapport with disco DJs," says Peter, who has relinquished his duties as a reporter for all three trades . . . **Mike Lewis** and **Lauren Rinder** recently completed studio work on the new, *Le Pamplemousse* ("grapefruit" in French) LP which should be released in late October.

HOT VINYL — Emergency Records debuts **Billy Moore's** 12" "Go Dance." **T.Q. Featherstonshaw**, who recently opened the label's west coast office, and **Jane Brinton** will work closely together to promote this release . . . The much-anticipated **Gloria Gaynor** single, "Let Me Know (I Have A Right)," ships Sept. 16 from Polydor, followed at the end of the month by her "I Have A Right" LP. **Doc Severinsen** plays a trumpet solo on the album . . . On RSO, **Jeanne Shy** bows with a 12" "Night Dancer/That Old Black Magic," produced by **Bob Esty**. **Yvonne Elliman's** recently shipped 45 "Love Pains" has been getting a lot of play in the discos . . . **Eastbound Expressway's** self-titled album has been released by AVI, along with an **Evelyn Thomas** LP, "Have A Little Faith In Me" and **El Cocco's** 12" "Aphrodisia" **frank sanello & cookie amerson**



BUTTERFLY REVIEW LANDS IN 'FRISCO — The Butterfly Review, promoting the label's "Hottest Disco In Town" series of releases, recently stopped in San Francisco on the last leg of their nationwide tour. The artists and label reps made the rounds of retail and radio in a 1930 fire engine, delivering the latest product. Artists involved in the tour were St. Tropez, Denise McCann, Tuxedo Junction, Destination and Bob McGilpin. Label reps on the tour included Nancy Sain, executive vice president, John Davis, promotion vice president, and James Heathfield, independent promotion, from Butterfly; and Guy Covington, branch manager, and George Mangrum, local promotion, from MCA.

Polygram Posts Guide To Classical Price Hike

NEW YORK — Polygram Distribution has announced order processing guidelines to be utilized in conjunction with the recently announced price increase on all Classics International product distributed by Polygram Distribution, effective October 1, 1979.

Only classical orders received on or before September 21, 1979, will be guaranteed billing at the current price rates. All classical orders received after September 21 will be held for shipment until October 1 and will be billed at the new price schedule. Backorders for product ordered on or before September 21, 1979, that are not filled by September 30, 1979 will be cancelled and must be resubmitted subject to the new price schedule.

The Classics International labels include Philips, Mercury Column Imports, Deutsche Grammophon and Archive and the mid-price line of Philips (Festivo) and Deutsche Grammophon (Privilege).

Almost 400 Titles Listed In CBS Midline Series

(continued from page 10)

of \$5.98 catalog besides Chicago and Joel are Jeff Beck, Blood, Sweat & Tears, Cheap Trick, Charlie Daniels, Miles Davis, Bob Dylan, Earth, Wind & Fire, The Emotions, Dan Fogelberg, Stan Getz, Herbie Hancock, Janis Ian, the Jacksons, Janis Joplin, Kansas, Carole King, Kris Kristofferson, Kenny Loggins, Dave Mason, Johnny Mathis, Mott the Hoople, New Riders of the Purple Sage, Ted Nugent, Laura Nyro, the O'Jays, Teddy Pendergrass, Poco, Return to Forever, Santana, Boz Scaggs, Simon & Garfunkel, Phoebe Snow, Sly & The Family Stone, Barbra Streisand, Dexter Wansel, Muddy Waters, Weather Report, Andy Williams, Edgar Winter, and the Yardbirds.

Titles At \$7.98

While these titles form the bulk of the company's "P" series, not all "P" titles were downgraded to \$5.98 list. Those selections which remain at \$7.98 list are being restickered with the "J" prefix. They are as follows: Karla Bonoff's self-titled LP; Chicago's "Greatest Hits"; "Best Of Leonard Cohen"; Charlie Daniels Band's "Fire On The Mountain"; Neil Diamond's "Beautiful Noise"; "Elegant Gypsy" by Al DiMeola; "Greatest Hits"; "Nashville Skyline"; "Pat Garrett," "Desire," "Hard Rain," "New Morning," "John Wesley Harding," and "Dylan" by Bob Dylan; "Bat Out Of Hell" by Meat Loaf; "Wish You Were Here" by Pink Floyd; Santana's "Abraxas," "Greatest Hits," and "Amigos"; Simon & Garfunkel's "Sounds Of Silence," "Bridge Over Troubled Water," and "Greatest Hits"; Bruce Springsteen's "Greetings From Asbury Park," "The Wild, The Innocent and the E Street Shuffle," and "Born To Run;" and Barbra Streisand's "Greatest Hits" and "The Way We Were."

In addition to its midline series, the company has over 400 catalog titles in its \$4.98 budget series.

'Artist Development' Series

CBS also revealed some of the artists who have albums in the company's "artist development" series. Initial shipments on these LPs, effective September 17, can be purchased at \$1 off the cost price for \$7.98 list releases, with 120 days dating and a guaranteed sale. For September, acts in the CBS "artist development" series include the Hounds, Jules & the Polar Bears, Dick St. Nicholas, Silk, the Beat, the Only Ones and the Renwoods.

COIN MACHINE

AMOA President Discusses State Association Meeting

CHICAGO — This year AMOA will, for the first time, sponsor a state association conference in conjunction with the national association's annual convention and trade show Nov. 9-11 at the Conrad Hilton Hotel. The conference was conceived in response to requests from operators and state group members across the country, according to AMOA president Wayne Hesch, who has attended numerous state association meetings throughout the U.S.

On countless occasions, said Hesch, he was approached with questions about organizational procedures and other aspects of a state association's function. Hesch, who once served as president of the Illinois Coin Machine Operators Association, was often asked about how ICMOA operates.

Because of the high interest shown by those already established groups who are earnest in their desire for improvement and others who are interested in organizing associations, Hesch and AMOA decided to provide a forum for discussion and the exchange of information. "In this way, individuals will have an opportunity to get together and talk to each other," Hesch said, noting that "state associations are becoming increasingly important" in view of various legislative issues and other problems facing the operator.

Committee Formed

Hesch appointed a three man committee, comprised of Mel Pearlman of Ohio (chairman), Raymond R. Schroth of Oregon and Kem Thom of Illinois to conduct the conference. All of the men, he said, have



Wayne Hesch

considerable expertise in state association matters and are actively involved in their respective local organizations. Additionally, each of the three state groups in which the committee members are involved, is distinctly different in operation and function to provide a board spectrum for those who attend the conference.

The state association conference will be held on Thursday, Nov. 8. The AMOA board meeting is also being held this day, and since it is an all day affair, the conference will proceed unencumbered and strictly on its own, as Hesch pointed out. Each of the three committee members will address the

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Atari Revamps Sales Force

SUNNYVALE — Gene Lipkin, president of Atari's Coin-Operated Games Division, announced the promotions of Frank Ballouz, Don Osborne, Howie Rubin and Sue Elliott. "These changes in Atari's sales organization will further strengthen the marketing efforts at Atari," said Lipkin.

Frank Ballouz, formerly national sales manager, has been promoted to marketing director and Don Osborne, formerly western regional sales manager, moves into the national sales manager position. Sue Elliott, who was functioning as the firm's international sales administrator, has been promoted to international sales manager; Howie Rubin, Atari's east coast manager, has taken on a newly created responsibility of special markets and Tom

Petit, sales representative, will also be increasing his sales territory, taking on additional distributor accounts.

In their new positions, all of these individuals will be expanding their functions within the marketing group and Ballouz will take total responsibility for sales and marketing, both domestic and international. In so doing, he will become more involved in the international area but will also maintain overall management of the marketing department.

As national sales manager, Osborne will have responsibility for all domestic coin-op sales and will be working closely with all of the American and Canadian distributors. In addition, both customer ser-

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THE ATARI SALES CREW — Pictured (l-r) are: Frank Ballouz, Howie Rubin, Sue Elliott, Don Osborne and Tom Petit.

Empire Hosts Unveiling Celebration At New Livonia, Michigan Facilities

CHICAGO — What might easily be termed the coin machine industry's social event of the year took place Aug. 26 at 11998 Merriman Road in Livonia, Mich., which is the new home of the Detroit branch of Empire Distributing, Inc. The occasion was an open house celebration to officially unveil the new 23,000 sq. ft. facility and the theme "distributorship of tomorrow" was reflected not only in the unique decor and layout of the premises but also in the entertaining bill of fare, which completely captivated the more than 550 people in attendance.

The new building has a showroom of over 3,000 sq. ft. which is fully carpeted in dark blue, dimly lit and designed in a location-like setting for the display of games and vending equipment in their natural habitat. A separate room, equally attractive in decor and outfitted with a specially designed bandshell which accommodates a jukebox, houses music equipment. Among the star attractions here is the current Rock-Ola "Max" phonograph.

Contemporary Design

A combination of silver shading and stark white furnishings compliment the executive offices and conference room and special lighting is installed throughout. There are murals in the various sales offices and each salesman has a picture of himself on his door. The entire facility is contemporary in design and decor and uni-

quely attractive but also very functional, as pointed out by branch manager Hank Heiser. A great deal of the work was done by members of the Empire staff.

As most guests who attended the Aug. 26 celebration commented, "This was not a run of the mill open house" where people stop in, have some refreshments, look over the premises and depart. Instead, the Empire staff went all out to provide a very entertaining program.

The "Empire Follies," written, produced and directed by Hank Heiser and starring members of the Empire staff, was the highlight of the day. There were dances, skits, music, vocals, a "salute to the '50s" and a rewarding standing ovation for the talented cast. Heiser said it took him about four months to record the music for the show and each of the 22 staffers at Empire contributed to the program. Among those who performed were Jerry Wuestenburg and Bob Hage of the parts department, salesmen John Brown, Keith Healey and Roger (Boom Boom) Harvey. Area operator Vic Muscat deserves honorable mention for his "Annie" skit, as well as Tim Horon, professional disco dancing instructor, who formerly worked in Empire's parts department.

A salute to the "game of the year," namely Midway's "Space Invaders," was another highlight feature.

(continued on page 48)

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. GOOD GIRLS DON'T THE KNACK (Capitol P-4771)
2. DIRTY WHITE BOY FOREIGNER (Atlantic 3618)
3. FINS JIMMY BUFFET (MCA 41109)
4. BROKEN HEARTED ME ANNE MURRAY (Capitol P-4773)
5. YOU DECORATED MY LIFE KENNY ROGERS (United Artists UA-X1315)
6. I'VE NEVER BEEN IN LOVE SUZI QUATRO (RSO RS 1001)
7. SURE KNOW SOMETHING KISS (Casablanca NB 2205)
8. HOLD ON IAN GOMM (Stiff/Epic 9-50747)
9. GOTTA SERVE SOMEBODY BOB DYLAN (Columbia 1-11072)
10. HELL ON WHEELS CHER (Casablanca NB 2208)

TOP NEW COUNTRY SINGLES

1. FOOLED BY A FEELING BARBARA MANDRELL (MCA-41077)
2. IN NO TIME AT ALL RONNIE MILSAP (RCA PB 11695)
3. GREAT BALLS OF FIRE DOLLY PARTON (RCA PB 11705)
4. WHAT MORE COULD A MAN NEED TOMMY OVERSTREET (Elektra E-46516)
5. HALF THE WAY CRYSTAL GAYLE (Columbia 1-11087)
6. HOT STUFF JERRY REED (RCA PB-11698)
7. SAIL ON TOM GRANT (Republic REP-045)
8. COME WITH ME WAYLON (RCA PB 11723)
9. BABY MY BABY MARGO SMITH (Warner Bros. WBS 49038)
10. MY OWN KIND OF HAT MERLE HAGGARD (MCA-41112)

TOP NEW R&B SINGLES

1. LOVER AND FRIEND MINNIE RIPERTON (Capitol P-4761)
2. LADIES NIGHT KOOL AND THE GANG (DeLite/Mercury DE-801)
3. CRUISIN' SMOKEY ROBINSON (Tama/Motown T54306)
4. IS IT LOVE YOU'RE AFTER ROSE ROYCE (Whitefield/W.B. WHI 49049)
5. DIM ALL THE LIGHTS DONNA SUMMER (Casablanca NB 2201)
6. RRRRROCK FOXY (Dash/T.K. DAX 5054)
7. I JUST CAN'T CONTROL MYSELF NATURE'S DIVINE (Infinity 50,027)
8. DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA 41102)
9. DON'T LET GO ISAAC HAYES (Polydor PD 2011)
10. DOIN' THE DOG CREME D'COCOA (Venture V-112)

TOP NEW DISCO SINGLES

1. COME TO ME FRANCE JOLI (Prelude PRL-8001)
2. WHEN THE BELL RINGS ELUSION (Midsong MI 1009)
3. COME AND GET IT ON SOCCER (Salsoul S7-2089)
4. REACHIN OUT LEE MOORE (Source/MCA SOR-41068)
5. THIS IS HOT PAMALA STANLEY (EMI-America SPRO-9183)

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- KISS light-a-line feature awards bonus points.

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KISS

COIN MACHINE

Colette Weil Promoted To Manager Of Marketing Research At Atari

SUNNYVALE, CA. — The promotion of Colette Weil to the position of manager of marketing research at Atari was announced by the firm's director of marketing, Frank Ballouz. Weil has been a part of the development of Atari's research program for the past two and a half years and has been a major contributor to the overall marketing strategy of the company. In her new position, she will have full responsibility for new product and marketplace research and analysis for inputs to the marketing decision process.

It was also announced that Mary Takatsuno and Linda Butcher have been promoted to marketing analyst positions, working in the research program. They are primarily responsible for the implementation of field testing projects as well as analysis of primary and secondary marketing data. As marketing assistants for the past year Takatsuno and Butcher have worked as part of the research effort, interfacing with players to help Atari learn more about the target audience for games. They also have helped in the compiling and analysis of market information at the various levels of distribution.

Unique Program

The research program at Atari is unique to the industry in its use of advanced methodologies to evaluate products and the market. "In her new position, Colette's education and experience in marketing research will continue to be an asset to Atari's growth," commented Frank Ballouz. "Together with Mary and Linda, she will be adding to our knowledge and understanding of the market. This will help in our development of new products and marketing strategies," he added.

The marketing research group at Atari



Pictures (l-r): Linda Butcher, Colette Weil, Mary Takatsuno.

has initiated in-depth industry surveys with distributors and operators as well as player studies. It has also implemented essential secondary research projects on legal restrictions, game location opportunities, and many other important subjects to the industry. The accomplishments of this research group have shown a positive impact on the overall marketing program. This function of analyzing and reporting market information will continue to grow and benefit Atari's evaluation and response to needs in the marketplace, as stated by the company.

Hesch Outlines State Assn. Meeting

(continued from page 46)

assemblage, following which there will be a question and answer period. Stressing the advantage of holding this meeting before the show opens, Hesch said there will be plenty of opportunities for those attending to have informal, post-meeting discussions at lunch, dinner etc. during the course of the convention and there will be no conflict with the convention's exhibit hours.

"The conference is open to anyone interested in forming a state association and to those who are looking for methods of improvement," Hesch said. "We want to give

operators some ideas and suggestio they can take home with them."

Association Survey

At present AMOA plans to conduct a survey of state associations and intends provide the results of the sampling at t meeting. A questionnaire, relating to s subjects as dues, number of board m bers, frequency and type of meetings, et will be mailed and the results will be tallied and ready for distribution at the meeting.

"AMOA fully supports and encourag state associations," Hesch stressed, "ar we feel that a strong network of sta associations will enhance the strengt the national association."

This year AMOA has also invited other i dustry related groups to hold meetings c the day prior to the convention's openin and this applies to arcade people, pinba contest groups, one-stops, et al. Th national association will arrange fo meeting rooms and interested partie should contact the association's Chicag headquarters at (312) 726-2810 for fu details.

Hesch also said that the mini-seminar another first this year, will be a very impo tant asset at the 1979 exposition.

Empire Hosts Party

(continued from page 46)

The program was climaxed by a ver touching tribute to the "Empire builders Gil Kitt and Joe Robbins who were called o stage to accept commemorative plaques.

Most of the factories whose products ar distributed by Empire were represented a the celebration and some provide prototypes of new equipment for display. Among those represented were: Atar Automatic Products, Bally, Cinematronics Exidy, Gottlieb, Allied Leisure, Midway Stern, Moyer Diebel, Tournament Soccer Vectorbeam, Irving Kaye, Valley and Rock Ola.

Atari Realignment

(continued from page 46)

vice and field service will report to Osborne. Petit, formerly western regional sales representative, will continue to work with Osborne to assure optimum sales support to the Atari distributor network throughout the U.S. and Canada.

Elliott, as international sales manager, will have responsibility for international sales and shall work closely with the facility in Ireland and international accounts in over 40 countries outside the U.S. and Canada.

Rubin, in taking on the challenge of special markets, will explore the business outside of the traditional distributor network. In an attempt to expand the business, Rubin will be establishing additional avenues for the use of coin-operated amusement games. "This is a very exciting opportunity because it represents, in my opinion, untapped growth for the division," commented Lipkin.

In conclusion Lipkin stated, "I am very proud of these individuals. In the past they have all performed quite successfully. Our marketing group is considered the strongest in our industry, and these changes will only make it stronger."

INDUSTRY CALENDAR

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

Oct. 5-6, Amusement & Music Operators of Virginia; annual conv., Howard Johnson's Motor Lodge, Richmond.

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

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

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

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

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

Jan. 17-19, 1980, IMA (Int'l. Amuse. & Vending Trade Fair), Frankfurt Fairground, Frankfurt, Germany.

Jan. 18-20, Oregon Amusement & Music Operators Assn., annual conv., Valley River Inn, Eugene.

Jan. 18-20, Music Operators of Minnesota, site to be announced.

June 5-7, Music Operators of Texas, Flagship Hotel, Galveston.

Develop Your People

(Ed. note: The following "President's Message," prepared by James Prather, president of the Florida Amusement Vending Association, formerly known as Florida Amusement Merchandising Assn., appeared on the cover page of the state association's current newsletter under the heading "Develop Your People." Cash Box received permission from Mr. Prather to print his comments for the benefit of our readers).

Some supervisors run a one-person show, which hurts their companies over the long run. Sometimes it's because they suffer from a "star complex;" sometimes it is simply because it has never occurred to them that there are ways to increase their own productivity and value. Here are three areas worth investigating:

Develop People. Explore their hidden capabilities. For example, if you find a person who you think might handle a tough job, give him a chance. Too often, employers are afraid to give employees opportunities. You never know what a person can do until you try him. So don't be afraid to let people try new things. Chances are they'll do a good job. And keep in mind that the more things your people can do, the more work you can accomplish through them.

Save By Spending. Some operators overlook new equipment that could help them do their work more quickly. Others spurn their use because they have closed minds. They don't realize that new technology can mean higher productivity.

Look For New Ideas. Most successful operators stay alert for new ideas which

can pep up their productivity. One practices what might be called looking for "self-disciplined ideas." As he drives to work each day, he thinks about one idea for improving his department. Some days it's a machine. On other days it's the way in which he issues assignments. "When there's no pressure on me to solve a specific problem in a hurry," he says, "I can be more objective in my thinking and often I come up with an idea that helps."

Good, ambitious workers are not in such great supply that you can afford to lose them. But how can you keep them on your team when you have no promotion spot for them at the moment? Advises one top executive: "Give them rewarding projects whenever possible. Send them to conventions and seminars."

And don't forget the seminars and educational schools offered by your trade associations, such as FAVA, AMOA and NAMA. Each organization hosts an annual convention/workshop/trade show that is rich with educational opportunities for not only yourself but your employees as well. An excellent example is the Digital Electronic School sponsored recently by FAVA in Winter Haven (Florida) that afforded members and their employees an opportunity to attend a nationally recognized seminar. So successful was the seminar that it will again be offered in the fall. Remember, your employees are your businesses' most important asset. Develop them and you increase the worth of your business and yourself as well.

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COIN MACHINE



VINTON HITS SINGER ONE-STOP — During a recent visit to Chicago, Tapestry recording artist Bobby Vinton stopped by Singer One-Stop For Ops and learned that his "Disco Polka" single is attracting a lot of jukebox play. Later in the day, Vinton visited another local one-stop, Lormar. Pictured (l-r) at Lormar are: Keith Medin, Lormar; Jerry Frazin,

Acme Music; Vinton and Lormar's Tony Ignoffo and Frank Scardino. Pictured (l-r) at Singer One Stop are: Vinton; Gus Tartol, Sharon Ciasnocha and Marty Hirsch of Singer One-Stop; Les Reed of Progress and indie promo man Paul Gallis. The Chicago area has always been a Vinton stronghold.

CHICAGO CHATTER

On Sept. 10, Taito America Corporation moved into its new facilities at 1256 Estes Avenue suburban Elk Grove Village, Ill. The new phone number is (312) 981-1000.

THE WEEKLONG BALLY-MIDWAY SERVICE SCHOOL was about to get underway at Edward Johnson's as **Cash Box** went to press. Prior to the opening session the attendance count had reached about 112, as noted by the factory's field service manager **Bernie Powers**. Since a number of wives will be accompanying their husbands Bally planned a special program just for them — including a get acquainted cocktail party and a shopping tour of the famed Woodfield Mall, which is one of the largest shopping centers of its kind in the world. **Margle Tumas** and **Barbara Rehfeldt** of Bally's executive secretarial staff, will be serving as tour guides. The women will also be given a guided tour of the Bally plant facilities. . . . Immediately following the school Bernie Powers will be heading for Arlington, Virginia to deliver a lecture to the Dept. of the Navy and Marine Corps. From there he'll be going to Charlotte for the No. Carolina state association convention. Bally has a two-day school set for Sept. 24-25, with **Arnle Aarstadt** conducting, at Monroe Dist. in Cleveland and an Oct. 3 session at Advance Automatic Sales in San Francisco. Looks like the new school schedule is off to a flying start.

ATELINE DES MOINES, IA.: Chatted with **Marshall Caras** of Philip Moss & Co., who happily noted that August sales were better than average out there and the distrib's been experiencing a noticeable upsurge in sales of video games. As he pointed out, they're having better run on all types of video models than they've had in some time. As for pins, they're anxiously awaiting another shipment of Gottlieb's "Totem" which is high on the bestseller list and the next two Gottlieb models are testing out beautifully. Marshall intimated that the Moss organization is about to unfold some very exciting plans.

MIDWAY'S SERVICE MANAGER **Andy Duca**y will be in Atlanta, Ga. Oct. 11 to conduct a factory service school for Greater Southern Distg. Co. On Oct. 17-18 he will participate in a Bally-Midway school at Struve Distg. Co. in Salt Lake City, Utah.

EASTERN FLASHES

American Shuffleboard Co.'s **Sol Lipkin**, after enjoying a terrific vacation and lots of ocean fishing, is back at work, gearing up for fall. He's already received a number of calls for shuffleboard league and tournament information. Prior to preparing for the November AMOA

convention, the American Shuffleboard crew will be in New Orleans displaying the factory's home product line at the National Park & Recreation show in October.

USED EQUIPMENT IS in big demand at the Shaffer Dist. branch in Macedonia, Ohio, as we learned from **Tom Kindler**. The high price of new games, he said, is causing operators to buy more used pieces so Shaffer's stock of these items is rapidly depleting. "We've sold about as much total volume in used games as in new," he added. Tom also mentioned that August sales were considerably above last year's figure; but, on the other hand, the normal Fall buying of pinball machines is slightly below last year. Distrib recently held a couple of Rowe vending schools, with one session focusing on the factory's outstanding new bill changer.

A PRIME MOVER AT Betson in No. Bergen is the Rock-Ola "Max" phonograph. Ops seem to like the size, price, features — and everything else — about this new model. **Jerry Gordon** told us the Bally "Kiss" and "Paragon" pins have been doing extremely well. Other hits out there include Gremlin's "Head On," Exidy's "Crash," the newly arrived "Lunar Lander" from Atari, Vectorbeam's "Barrier," Cinematronics "Sundance" — and the still heavily backordered "Space Invaders."

CALIFORNIA CLIPPINGS

The 1979-1980 season of Friday lunches at C.A. Robinson started out with a bang as **Al Bettelman** threw out the first Corned Beef sandwich (akin to throwing out the first World Series ball). The sandwich was caught by operator **Nat Klitnick** who devoured it in record time. Seriously, the start of "Lunch And Refreshment" Fridays at C.A. Robinson was greeted with great fervor by a multitude of operators, arcade owners and other coin machine luminaries (including financial people and distrib suppliers). The C.A. Robinson secretaries took turns serving the guests as the sales staff showed off a great array of pins and video games . . . and took orders of course.

JOHN SCAVARDA AT CIRCLE reported that he received a shipment of William's new "Tri Zone" and that sales are brisk. "The interesting sounds on the machine seem to be attracting a majority of the people," said Scavarda. "Superman," "Lunar Lander," "Head On" and "Crash," are all selling well at the distrib, and Scavarda commented, "It's really exciting when three or four manufacturers hit with something great at the same time."

PORTALE'S OSCAR ROBINS said that another shipment of Gottlieb's "Totem" has arrived and that the games are moving quite well. Robins mentioned that the things would be fairly slow, as with all distributors, as the AMOA draws closer.

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WANTED: Pinball Back Glass. What have you? Will buy any quantity. Send description and price to: Ethan Manley, Box 441, S. Orange, New Jersey 07079.

WANTED BY OPERATOR: Used electronic Pin Games and Video Games in good condition at reasonable prices. J.S. Vending Company. Tel: (201) 729-6171.

COIN MACHINES FOR SALE

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, Fireballs Fourmillion BC, Bally Bali, Bally Stock Markets, Bally Shoot A Lines, Horn Sales, Special Price For The Entire Package. United States Amusements, 2 W. Northfield Road, Livingston, New Jersey. Tel: (201) 992-7813.

FOR SALE: 70 assorted Jennings mills sega antique slot machines (for legal states only) 107 console slot machines at 290 dls. Each available bally 3 line pay new super continental new slot machine bally — bally stock markets — used — assorted super 7 bonus 7 — london — venice — double up — hawaii used. UNITED STATES AMUSEMENTS 2 W. NORTHFIELD RD LIVINGSTON NJ 07039. Tel: (201) 992-7813.

FOR SALE: MAKE OFFER, CALL N.J. (201) 729-3195. Space Invader, LaMans, Death Race, Breakout, M79 Ambush, Robot Bowl, Atari Football, Sprint II, Football, Pool Tables, 470 Rock-Ola Juke Box, 8 Ball, Stars, Sinbad, Strikes 'N' Spares, Superonic, Joker Poker, Play Boy, Lost World, Mata Hari, Capt. Fantastic, Evil Knievel, 6 Million Dollar Man, Airborne Avengers. LOCATION READY.

FOR SALE: Lotta fun converted to Barrel O Fun \$1200 & up; Shoot A Line \$1300 & up; National 222 Console \$225; Midway Wild Kingdom Gun \$150; Brunswick Rebound Air Hockey \$300; GUERRINI VENDING 1211 W 4th Street, Lewiston, Pa. 17044.

FOR SALE: Used and New Bally Bingos, Bally Slot machines, Flippers, Bowlers (new) Genuine Bally parts. Contact: WILMS DISTRIBUTING 87 Boomsse Steenweg, 2630 Aarstelaar — Belgium Tel: 031/8768000 — Telex: 31888

FOR SALE: Used — Electronic — Pinballs. Your specialist for Bally, Williams and Gottlieb used electronic pinballs, reconditioned or as is. More than 100 units in stock. Please call or write to: CHARLY'S AUTOMATEN PAPPELALLE 4, D — 5204 Lohmar by Cologne. Tel: (02246) — 2077 and 2078. TELEX: 889746.

FOR SALE: BALLY single-coin: Circus, Mustang, Las Vegas, Golden Wheel, Jokers Wild Can-Can and Super 7. BALLY multi-coin: Three in line, 5 coin Multi-player, 6 coin Super Continental, ACE: Casino Royale and Piccadilly — look like new, 6 player Dennis Jezzard Super Multi Cascade, very much improved from original model. Whittaker Autoroulette and Penny Falls, Aristocrat: Kingsway, Grosvenor, Nevada, Starlite 66 and Olympic models, 100,000 brand new G.B. brass tokens. Will sell buy and exchange. HANS MYNTAUTOMATER AB Box 300 41, 400 48 Gothenburg TEL: Sweden 31/41 42 00.

FOR SALE: Established distributing vending company in Mexico City, excellent opportunity for experienced operator. 200 machines in stock — and large amount of parts. Virgen Marked. Owner is retiring. Total price US \$115,000. Write immediately. Apartado Postal 2099. Mexico 1 D F

NATIONAL WHITENBURY MODEL 400 FOOD VENDER 1 National 21CE candy machine — Vendo Visi-Vend 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: Miss Universes, Bonanzas, Red Arrows, Wall Streets, Blue Chips, and Stock Markets Also Sweet Shawnees, Bally Super Jumbos Big Threes, Blue Spots, Mountain Climbers, 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.

FOR SALE: Hokus Pokus \$395, Captain Fantastic \$695, Bow & Arrow \$495, Flip Flop \$495, Ro-Go \$395, Satin Doll \$395, Thunderbolt (ss) \$495, Getaway (ss) \$895, Take Five Cocktail \$795, Game Plan Foxy Lady Cocktail \$795, Mirco Twenty One, Mirco Draw Poker, A-1 Supply Amusement 21, MICKEY ANDERSON, INC. P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

FOR SALE: Jet Spin \$565, Gridiron \$395, Sinbad \$925, Cleopatra \$825, Close Encounters \$995, Joker Poker \$1050, Soccer \$345, Six Million Dollar Man \$1160, Mata Hari \$925, Capt. Fantastic \$625, Power Play \$825, Liberty Bell 2pl. \$450, Phoenix \$995, Aristocrat shuffle bowler \$1175, Pompeii shuffle bowler \$1325, Wild Fyre \$1050, Dracula \$1150, Trident \$1125, Space Rider \$745, Middle Earth \$675, Fandango \$195, Space Walk \$450, Shuffleboard \$625, Fire Chief (unshopped) \$125, Dozer \$595, Avalanche \$725, Super Bug \$995, Fire Truck \$1095, Breakout \$600, Outlaw \$240, Starship I \$695, Destroyer \$725, Domino (upright) \$325, Football \$1125, 3 D Bowling \$475, Dead Eye \$550, Space Wars \$1025, Foxy Lady cocktail table pinball \$995, Bi Plane \$145, Desert Patrol \$675, Game Tree gun \$525, Take Five cocktail pinball \$595, Hustle \$385, Blockade \$295, Flying Fortress (unshopped) \$250, Strike \$295, Binbo brand new \$525, Football pine planked brand new in original crate \$495 slightly used mirrored model \$350, Whittaker Brothers imported kiddie rides Puffin Billy \$725, Swing Boat \$775, Veteran Car (old time) \$625, Toy Town Racer single \$775, Toy Town Rescue carousel \$1175, Kiddie Racer \$450. Call or write New Orleans Novelty Company, 1055 Dryades, New Orleans, Louisiana 70113 (504) 529-7321.

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FOR SALE: Large selection of clean, late model games. Just acquired complete inventory of AMI parts from former distributor. Large selection available for older machines. COIN MACHINE DISTRIBUTORS, INC. 213 N. Division, Peekskill, NY 10566. (914) 737-5050.

FOR SALE: New York State Add-A-Balls Pin Games. Call (315) 788-5130 BRENON'S COIN MACHINES, INC. 110 Main, Brownville, New York 13615

FOR SALE: Bally's Bingo "Bally Bali," new 10 units and used 9 units, prices negotiable. OVERSEAS LIAISON & TRADING, LTD., 1-20, Tsukiji 4-chome, Chuo-ku, Tokyo 104, Japan. Telex: J25362.

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. 6591 Allentown Blvd., Harrisburg, Pa. 17112. (717) 545-4264

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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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BEAKING THE RECORDS — Virgin recording artists *The Records* recently performed at New York's the Bottom Line. Pictured after the performance are (l-r): Hugh Gower of the Records; Kurt Nerlinger, vice president of promotion for Virgin Records; Ken Berry, president of Virgin; Phil Brown, John Wicks and Will Birch of the Records; Turc Erim, vice president of national AOR promotion for Atlantic; and Simon Draper, managing director and general manager of Virgin.

Hayden's Label Scores With 1st

(continued from page 14)

oriented radio, despite the recent drop in ratings of some of the biggest all-disco radio stations. "Disco radio is hurting in the ratings because so many former Top 40 stations have gotten into disco programming. They take listeners away from the original disco stations. It was WBLS that knocked out WKTU, not the kind of music WKTU was programming. WKTU had been the only ball game in town until WBLS jumped onto the disco bandwagon."

The promotion team of Hayden & Associates is a big booster of personal appearances by artists at discotheques. Disco artists are often faceless because so much of their exposure occurs at discotheques. Promotional appearances at discos — which range from complete live performances to lip synching to simply saying hello to the DJ — help link the performer with his or her music, and hopefully with the face on the album in the retail record bin.

Quantitative Proof

That is the theory. Hayden offers quantitative proof that promo tours are effective in generating sales when he points to regional disco charts. "Just look at the regional charts for an area where an artist recently hit the discos," he suggests.

"For instance, after Bryan Adams took his 'Let Me Take You Dancing' to the clubs in L.A., the single jumped on the local chart at #22." He also cites Taka Boom as another artist whose career and sales have been boosted by personal promotion at discos.

The major thrust of the Hayden promo team, however, like most independent and in-house efforts, is the club disc jockey.

"Let's face it: The jock is the PD of his club. He can 'break or break' a record. A lot of times, the first occasion you play a record, you'll thin out the dance floor, but a good re-mix and a second playing just may bring them all back."

Disco Pioneers

Like other disco promotion pioneers such as Mark Kreiner, who started out as a Marina Del Rey DJ, and Marc Paul Simon, who got into show biz as an aide to Esther Phillips, the 25-year-old Hayden did not begin at the top. He started in the mail room at 20th-Century-Fox Records seven years ago. Within six months, he was named director of artist relations. "It was a small, new company, and it was easier for a hard-working 19-year-old to get noticed. If I had started out at, say, CBS, I'd probably still be sorting mail," he says.

PR Firm Restarted

NEW YORK — The Tomorrow Today Relations firm has been reactivated by Candy Leigh and Leona Faber. The company is located at 405 East 54th St., N.Y., N.Y., 10022, telephone (212) 832-3150.

Dance-Oriented Rock Record Pool Formed

NEW YORK — Rockpool Promotions, a national record pool for dance-oriented rock clubs and college and commercial radio stations, has been formed. Co-presidents are Mark Josephson and Danny Heaps. The firm will service subscribers who will submit a monthly reaction sheet and playlist to Rockpool. In turn, Rockpool will compute the information and send record companies a monthly tip sheet.

Josephson has worked in college promotion for RCA and has been a music columnist and editor of consumer publications. Heaps has been a DJ, programmer, and booking consultant for the Mudd Club and has been a writer for *Trouser Press* and the *New York Rocker*.

Rockpool Promotions is located at 47 Second Avenue, Suite 1, New York, 10001. Phone number is (212) 777-1132.

Stoll Named Liaison For Winter Olympics

NEW YORK — Rand Stoll, vice president of Hush Productions, has been named record industry liaison for the Winter Olympics.

The announcement was made by Edward Green, director of talent and booking for the National Fine Arts Committee of the 1980 Winter Olympic Games.

Stoll will coordinate the talent for a series of concerts at the Olympic Village Performing Arts Center at Lake Placid, New York from Feb. 13 through Feb. 26.

Stoll's appointment marks the first time a record industry executive will serve as an active member of the National Fine Arts Committee.

RCA Corp., CIT Enter Merger Pact

NEW YORK — RCA Corporation and CIT Financial Corporation have entered into a definitive merger agreement for the acquisition of C.I.T. by RCA for \$1.3 billion.

CIT is a diversified finance company which also has interests in insurance, banking, and manufacturing. The company had profits of \$86.5 million in 1978 and held assets totaling over \$5 billion.

RCA's tender offer to buy CIT common stock at \$65 per share is expected to commence in mid-October. Shareholders' meetings to consider the merger will be held early in January, 1980.

WEA On The Move

LOS ANGELES — Warner/Elektra/Atlantic's L.A. branch is moving to a larger facility in the San Fernando Valley, Sept. 17. The new location will be at 21701 Prairie Street, Chatsworth. The new phone is (213) 709-4190.

WEA Stresses Responsible Approach To Year-End Sales

(continued from page 8)

concluded Droz. "This has been, and will be, our eighth successive record breaking sales year, and we will do it the hard way — realistically."

Other highlights of the 1979 WEA "road show" included product presentations by representatives from Atlantic, Elektra/Asylum and Warner Bros. Records, the official unveiling of WEA's fall sales program, details of the WEA/Marantz Sweepstakes promotion, a slide presentation on in-store merchandising and a review of WEA's Marketeam concept.

Year-End Program

Vic Faraci, WEA executive vice president, introduced the company's year-end marketing program by stating that "catalog strength carried us through this most difficult year. We scrupulously researched our catalog and came up with a list that will include only the best of the best-selling catalog, totaling 182 titles."

He then turned the stage over to Rich Leonetti, vice president of sales, Alan Perper, advertising manager, and Bob Moering, director of marketing services, who provided details of the campaign and outlined advertising and merchandising support. (For details of WEA's year-end program, see related story page 8).

The WEA/Marantz Sweepstakes contest, which runs from Oct. 26 through Nov. 18, will involve 350 key accounts competing for \$110,000 worth of Marantz stereo equipment and other prizes. Grand prize is a \$2100 Marantz system.

Moering, WEA's director of marketing services, narrated a slide presentation highlighting the work of WEA field merchandising representatives, who were shown setting up in-store displays in retail outlets around the country.

A Lohman & Barkley-type slide show review of WEA's Marketeam concept in action was co-produced and narrated by sales vice president Lionetti and Russ Bach, vice president/marketing development. The presentation revolved around a central theme that the WEA sales representative "is not out there alone" as a consequence of WEA's creating a team of sales support specialists.

In-depth promotion sessions devoted to upcoming releases, shipping schedules, artist concert appearances and projected campaigns were chaired by Vince Faraci, Atlantic's vice president/pop promotion; Ken Buttice, Elektra/Asylum's vice president/promotion; and Russ Thyret, Warner Bros., vice president/promotion.

Key marketing and operations executives from WEA and its labels conducted seminars, workshops, and rap sessions devoted to advertising, merchandising, sales promotion, operations, customer service, inventory, credit and data processing.

Advertising Seminar

WEA's second training and development seminar for advertising media specialists was co-chaired by advertising manager Perper, and advertising coordinator Barbara Burns. The agenda concentrated on how to achieve maximum advertising efficiency and effectiveness, media mix analyses, and appraisals of rating services and market conditions.

Presentations of new releases scheduled for the final months of 1979 were chaired by Dave Glew, senior vice president and general manager of Atlantic Records; Stan Marshall, vice president of sales for Elektra/Asylum and Ed Rosenblatt, senior vice president/marketing and promotion for Warner Bros.

Heading the Warner Bros. list of fall releases is the upcoming two-record set from Fleetwood Mac, "Tusk." Other WB fall releases include a greatest hits package by Rod Stewart and new studio LPs by Sly Stone, Pat Metheny, Leo Sayer, Nicolette

Larson, Carlene Carter, Funkadelic, Steve Martin, Bonnei Raitt, ZZ Top, Gilda Radner, Stargard, Prince, Donna Fargo, Tom Johnston and Foghat.

Forthcoming releases from Elektra/Asylum include the Eagles long-awaited follow-up to "Hotel California," called "The Long Run," "Linda Ronstadt's Greatest Hits," as well as LPs by Warren Zevon, Jackson Browne, Patrice Rushen, Tom Waits, Mel Tillis, Richie Havens, Harry Chapin, Andrew Gold, Jerry Jeff Walker, Wowii, Shadow and Shoes.

Upcoming from Atlantic and its custom labels are albums by Foreigner, Sister Sledge, Manhattan Transfer, Firefall, Aretha Franklin and the Rolling Stones, among others. In addition, Atlantic, through its Atco and Custom Labels division, has signed distribution deals with Paul Drew's Zephyr label and Modern Records, headed by former Bearsville executive Paul Fishkin and Danny Goldberg.

The first day's meetings in the four cities were climaxed by a cocktail party, and dinner awards presentation honoring the achievements of top personnel from WEA's eight regional branches. In all, 30 awards were presented, including the Branch of the Year Award, which went to the Atlanta branch for the second consecutive year.

WEA Presents 30 Branch Awards

LOS ANGELES — For the second year in a row, the Atlanta branch of Warner/Elektra/Atlantic Corp. was named Branch of the Year during the recent series of WEA Fall '79 regional marketing conferences, held in New Orleans, New York, Chicago and Los Angeles.

Host of the conferences was WEA president Henry Droz.

Atlanta branch manager Bill Biggs accepted the top branch honors. In all, 30 awards were given.

At the New York conference, the New York, Boston and Philadelphia branches met to accept the following awards: Jim Allberry (Boston), Sales Rep of the Year; Barry Eisenberg, (New York), Sales Rep of the Year; Mel Kougl (Baltimore/Philadelphia) Sales Rep of the Year; Joe Barsuglia (Philadelphia), Warehouse Manager of the Year; Fran O'Keeffe (Boston), Buyer of the Year; David Kimmel (Richmond/Philadelphia), Warner Bros. Country Promotion Rep of the Year; and Karen Fisher (Washington, D.C./Philadelphia), Singles Specialist of the Year.

The Cleveland and Chicago branches met in the latter city, where the following honors were bestowed: Mike Spence (Cleveland), Branch Manager of the Year; Rick Cohen (Chicago), Branch Sales Manager of the Year; Jim McAuliffe (Kansas City/Chicago), district Sales Manager of the Year; Jim Wessels (Minneapolis/Chicago), Field Merchandiser of the Year Pop Music; Nick Massi (Chicago), Sales Rep of the Year; Bob Clark (Pittsburgh/Cleveland), Atlantic Pop Promotion Person of the Year; Chuck Offutt (Detroit/Cleveland), Elektra/Asylum Black Music Promotion Person of the Year; Dave Stein (Kansas City/Chicago), Warner Bros. Promotion Rookie of the Year; and Steve Calkins (Detroit/Cleveland), Elektra/Asylum Promotion Rookie of the Year.

In Los Angeles, the following awards were presented: Jody Raittel (Los Angeles), Branch Marketing Coordinator of the Year; Marvin Parker (Phoenix/Los Angeles), Sales Representative of the Year; Larry Thomas (Los Angeles), Field Merchandiser of the Year — Black Music and Michael Johnson, Warner Bros. Black Music Promotion Rep of the Year.

Illegally Imported Product Said To Cost U.S. Record Industry Hundreds Of Millions

(continued from page 7)

Service in New York added that Canadian product was not only being exported to the northwestern states, but also to England, France, and Germany at prices approximately 20-25% lower than those obtainable from manufacturers in those countries.

He added that importation of LPs from other areas of the world, such as the Philippines and Taiwan, appeared in more limited quantities here due to prohibitive shipping costs.

A U.S. Treasury Department spokesman told **Cash Box**, "When a foreign company is licensed to manufacture a record by an American record label, sometimes a certain number of records are pressed beyond the contracted amount and make their way illegally into other foreign markets. What we've tried to do in recent times is to improve our cooperation with foreign officials, and now we have cases pending with the RCMP, Scotland Yard, and authorities in Mexico." He said that in each case, there is evidence that the license violated its arrangement with the U.S. manufacturer without the copyright holder's permission.

The exacerbation of the import situation was dramatized last month when Customs officials seized 2,600 front-line LPs that were licensed exclusively for manufacture and distribution in the Caribbean area (**Cash Box**, August 25, 1979). The goods, valued in excess of \$22,000, were legitimately pressed in Barbados under contract from such companies as WEA, Capitol, A&M, and London, and sold to Trans-World Inc., a Long Island distributor, at an address in Puerto Rico, with the understanding that they would be sold outside of the U.S. (The selection of titles averaged approximately 75 and featured such top-selling artists as the Beatles, Paul McCartney and Wings, Bob Seger, Peter Frampton, Linda Ronstadt, Exile, and the

TK Ends Distrib Pact With LRC

NEW YORK — TK Records has terminated its distribution pact with its custom jazz label, LRC Records. According to Bud Katzel, TK's general manager, "We had a two-year deal with LRC with three one-year options. Sometime during July, we asked LRC to provide us with additional product, a requirement they did not meet. We then requested an extension to work the existing product to see how it developed. When that product did not develop to our satisfaction, we chose not to pick up our option."

Sonny Lester, president of LRC, was not available for comment.



ON THE ROAD — Elektra/Asylum recording artist Louise Goffin has been a big hit on her current tour in support of her "Kid Blue" LP. Pictured after a Nashville show are (l-r): Roy Orbison, who was in the audience; Steve Wax, E/A president, and Goffin.

Brothers Johnson).

Instead, the records were trans-shipped to New York, where they were claimed by two men at the Customs storage warehouse in Brooklyn. The individuals were charged with illegal possession of imported goods in violation of the general business laws of New York State. Although the case was later dismissed by the Kings County District Attorney's office, an investigation into violations of state penal statutes is reportedly continuing.

A spokesman for the Kings County District Attorney's office said that, while he could not discuss the specific nature of the investigation, new charges brought against the individuals would be "innovative in the copyright enforcement area." He declined further comment.

Law enforcement officials agreed that imported product which finds its way into an unauthorized territory is usually produced in a developing nation, such as Barbados, where certain commodities, such as records, fall under duty-free regulations. To a certain extent, according to enforcement officials, counterfeit product also originates in these areas. "That seems to be the trend," said the spokesman for the Customs Service in New York. "The counterfeiters are reproducing more than they are under contract for, so that for those extra copies that they make, their profit margin is that much greater."

Al Berman, president of the Harry Fox Agency, said that his office has begun to receive "a rising tide of complaints" concerning the importation of records manufactured abroad, particularly in Canada. He said while "you can't restrict the export of product from one dealer to another, you can uphold the territorial traditions."

"Royalties from the sale of goods here should at least be paid at the point of sale," he said. "When a record comes here from abroad, there's a much higher royalty percentage that's paid — generally 8% of the

Dealers Adapt To Co-op Ad Crunch In Various Ways

(continued from page 8)

"It's a way to maintain visibility," Fogelman said. "Prizes are offered and it entices people into the stores."

Other Options

Reff said that Everybody's has "had to consider more options since co-op advertising has dropped." Those options include, he said, the use of coupons, trade-offs with other stores and a billboard campaign. Reff also stated that Everybody's has stressed image ads for the chain more frequently since it began buying ads with its own money.

Another retailer that has been utilizing more image advertising since the ad crunch began is the Los Angeles-based Licorice Pizza chain. "Pizza People" was a campaign that featured various employees of the chain touting its virtues, and, according to Lee Cohen, Licorice Pizza's advertising director, "It creates a very positive, relatable image for the chain."

In-Store Possibilities

Yet another way of dealing with the loss of co-op dollars is to increase in-store promotions. Clyde McElvane, general merchandising manager for the 20-store, Northeast-based Harmony Hut chain, asserted that "the possibilities for promotion in-store are endless. Radio and other media, on the other hand are somewhat limited. And, with in-store you can create excitement for your store without being dependent on the labels."

McElvane cited a "classical soiree" at a Washington, D.C. Harmony Hut store as

retail selling price. The local societies which collect the royalties are aware that the records are being exported and channel the royalties to the American publishers. But records manufactured for sale in Canada should be restricted for sale there since they represent a substantial loss to American publishers."

Walter Hofer, chairman of the Copyright Service Bureau, an administrative agency for intellectual properties, added that "if American publishers were to cooperate with each other, they might be able to stop some of the importation. Since the mechanical rate in Canada is three-quarters of a cent less than it is in the U.S., American publishers would stand to gain 40% more money when their product is sold domestically."

The FBI spokesman in the white collar crime division said that his office now tries to combine felony statutes in conjunction with its copyright investigations so that greater penalties can be applied to willful copyright infringers.

"We treat the recorded sound as an item of value," he said, "and if it equals \$5,000 or more, under Title 17 of the Copyright Law, the misdemeanor charge is dropped and we'll prosecute felony violations as interstate transportation of stolen property, or mail fraud, should those charges apply."

Although there is some question as to the legal responsibility of the manufacturer outside the area of its licensee, an attorney told **Cash Box** that if legal action were to be undertaken in connection with the sale of Canadian product in the U.S., damages could probably be obtained from the American handlers of the merchandise because the holders of the copyright had not given permission for their product to be sold in this country. The attorney cited a case in the film industry wherein a licensee whose work had been pirated overseas recently sued the manufacture on the grounds that the copyright was not protected in an area where piracy existed.

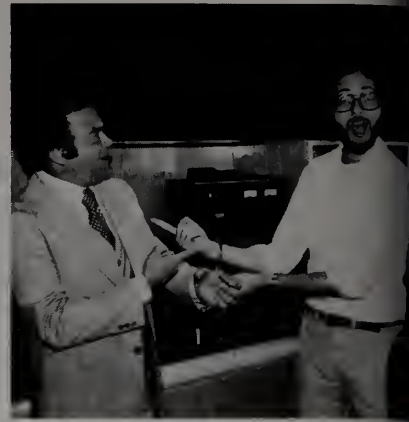
one example, along with the more traditional in-store artists signing sessions and various theme sales. For the classical soiree, a local chamber music group has been invited to play in the store, while classical customers will be served wine and cheese and take part in album give-away contests. The total cost, McElvane notes, "is nowhere near what a full-page ad in the Washington Post would cost."

Increases?

Surprisingly, **Cash Box's** advertising survey did not disclose a widespread increase in multi-dealer ads across the country. "They're helpful," commented Cohen of Licorice Pizza, "but they don't replace institutional ads."

However, John Valant, advertising and promotion director of the Fathers & Sons/Karma chain, noted that multi-dealer ads in the midwest "have increased because of the crunch. And although we prefer our own ads, we feel it's a situation where everyone benefits."

In addition, TV did not rate highly among the retailers surveyed as an ad medium where they would place their dollars in an economic crunch. Valant summed up the prevailing attitude when he commented, "We see TV as a supplemental media that doesn't break records. Sure, it helps, but when it comes down to the bottom line, as it has lately, you just don't have the flexibility to experiment. You go back to basics and for us, anyway, that means bombarding FM radio with product-oriented ads."



FIRMLY ATTACHED — Infinity recording artist Rupert Holmes recently handcuffed himself to label president Ron Alexenburg in honor of his debut releases, the "Partners in Crime" LP and the single, "Escape (The Pina Colada Song)." Pictured are (l-r): Alexenburg and Holmes.

RCA Profit Centers

(continued from page 8)

both company and industry need — be dedicated to producing a very high quality of product. There's also a cost effect, and I want them to be in a position to reflect that cost effect fully to their users and stand as a profit center."

Why has RCA changed its structure so that each section of the company is regarded as a separate entity? "This is a function of RCA's growth in the past few years," Summer replied. "This profit center organization, supported by an experienced staff, is essential to dealing in a more exacting way with a business that is larger and increasingly complex." Summer also noted that the restructuring would give him more time "to oversee the affairs of the whole company."

In addition to the profit centers, staff responsible to the president include the following: Mel Ilberman, division vice president of business affairs, who is responsible for worldwide contact management including special product sales and master licensing; Herb Hellman, division vice president of public affairs; William O'Grady, divisional vice president of industrial relations; John Mangini, division vice president of finance; and Jonathan Waiton, staff vice president and senior counsel.

WEA, Capitol Deals

(continued from page 8)

on 68 selected titles between Sept. 17 and Sept. 28. Half of the payment will be due on Dec. 15, 1979, and the other half on Jan. 15, 1980.

One important difference between the Capitol and WEA programs is that the former involves several key new releases, including recent albums by The Knack, Moon Martin and the Little River Band. But Capitol is stressing the catalog "cream," including the Kenny Rogers catalog, Pink Floyd's "Dark Side Of The Moon," and selected titles by the Beatles and the Beach Boys.

"It is primarily a catalog program," commented Dennis White, vice president of marketing for Capitol Records. "What we're trying to do is offer dealers an incentive to buy catalog, so they can retail it and sell it. That's why we're being so selective. We don't want any loading whatsoever."

White denied that this year's program is substantially different from last year's. "The only difference is that the selections are limited. We had between 150 and 175 titles last year, both catalog and new releases. This year we're cutting out about 100 titles. We're just limiting it to the cream."

White added that advertising would be available from October through December on titles purchased under the program. Accounts will be given plenty of latitude to determine what and when they want to advertise," said White.

CASH BOX TOP 100 ALBUMS

September 22, 1979

		Weeks On 9/15 Chart		Weeks On 9/15 Chart		Weeks On 9/15 Chart								
1	IN THROUGH THE OUT DOOR LED ZEPPELIN (Swan Song SS 16002)	8.98	1	3	33	IDENTIFY YOURSELF THE O'JAYS (Phila. Int'l/CBS FZ 36027)	8.98	47	3	67	BOP TILL YOU DROP HY COODER (Warner Bros. BSK3358)	7.98	69	9
2	GET THE KNACK THE KNACK (Capitol SO-11948)	7.98	2	13	34	GO FOR WHAT YOU KNOW PAT TRAVERS BAND (Polydor PD-1-6202)	7.98	35	11	68	COMMUNIQUE DIRE STRAITS (Warner Bros. HS 3330)	8.98	60	13
3	CANDY-O THE CARS (Elektra 5E-507)	8.98	3	13	35	HIGHWAY TO HELL AC/DC (Atlantic SD 19244)	7.98	40	6	69	MINGUS JONI MITCHELL (Elektra 5E-505)	8.98	65	13
4	BREAKFAST IN AMERICA SUPERTRAMP (A&M SP-3708)	8.98	4	26	36	THE KIDS ARE ALRIGHT THE WHO (MCA2-11005)	11.98	28	13	70	JOE'S GARAGE — ACT 1 FRANK ZAPPA (Zappa/Mercury SRZ-1-1603)	7.98	92	2
5	MIDNIGHT MAGIC COMMODORES (Motown M8-926M1)	8.98	5	6	37	NINE LIVES REO SPEEDWAGON (Epic FE 35988)	8.98	37	8	71	STREET MACHINE SAMMY HAGAR (Capitol ST11983)	7.98	83	4
6	RISQUE CHIC (Atlantic SD 16003)	8.98	6	6	38	FEAR OF MUSIC TALKING HEADS (Sire SRK 6076)	7.98	42	5	72	THE B-52S (Warner Bros. BSK 3355)	7.98	75	9
7	OFF THE WALL MICHAEL JACKSON (Epic FE 35745)	8.98	8	4	39	VAN HALEN II VAN HALEN (Warner Bros. HS 3312)	8.98	34	24	73	FIGHT DIRTY CHARLIE (Arista AB 4239)	7.98	86	5
8	DISCOVERY ELECTRIC LIGHT ORCHESTRA (Jet/CBS FZ 35769)	8.98	7	14	40	SECRET OMEN CAMEO (Chocolate City/Casablanca CCLP 2008)	7.98	41	11	74	STRIKES BLACKFOOT (Atco SD 38-112)	7.98	72	25
9	I AM EARTH, WIND & FIRE (ARC/Columbia FC-35730)	8.98	9	15	41	DESOLATION ANGELS BAD COMPANY (Swan Song SS 8506)	7.98	38	27	75	DEVOTION LTD (A&M SP-4771)	7.98	73	13
10	FIRST UNDER THE WIRE LITTLE RIVER BAND (Capitol SOO - 11954)	8.98	10	7	42	VOLCANO JIMMY BUFFETT (MCA-5102)	8.98	58	3	76	HEARTBEAT CURTIS MAYFIELD (Curton/RSO-1-3053)	7.98	87	9
11	SLOW TRAIN COMING BOB DYLAN (Columbia FC 36120)	8.98	14	3	43	THE JUKES SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury SRM-1-3793)	7.98	46	7	77	THE MUPPET MOVIE ORIGINAL SOUNDTRACK (Atlantic SD 16001)	8.98	78	9
12	RUST NEVER SLEEPS NEIL YOUNG & CRAZY HORSE (Reprise HS 2295)	8.98	12	11	44	LUCKY SEVEN BOB JAMES (Tappan Zee/Columbia JC 36056)	7.98	45	7	78	DOWN TO EARTH RAINBOW (Polydor PD-1-6221)	7.98	80	6
13	BAD GIRLS DONNA SUMMER (Casablanca NBLP-2-7150)	13.98	11	19	45	CHILDREN OF THE SUN BILLY THORPE (Polydor PD-1-6228)	7.98	39	21	79	RAINBOW CONNECTION ROSE ROYCE (Whitfield/Warner Bros. WHS 3387)	8.98	97	3
14	DIONNE DIONNE WARWICK (Arista AB 4280)	7.98	16	17	46	THE GAMBLER KENNY ROGERS (United Artists UA-LA-934)	7.98	44	41	80	PIECES OF EIGHT STYX (A&M SP 4724)	7.98	77	52
15	MILLION MILE REFLECTIONS CHARLIE DANIELS BAND (Epic JE-35751)	7.98	13	21	47	FICKLE HEART SNIFF 'N' THE TEARS (Atlantic SD 19242)	7.98	52	11	81	SWITCH II (Gordy/Motown G7-988R1)	7.98	70	19
16	STAY FREE ASHFORD AND SIMPSON (Warner Bros. HS 3357)	8.98	17	5	48	BORN AGAIN RANDY NEWMAN (Warner Bros. HS-3346)	8.98	50	5	82	THE MAIN EVENT ORIGINAL SOUNDTRACK (Columbia JS 36115)	8.98	49	12
17	CHEAP TRICK AT BUDOKAN (Epic FE 35795)	8.98	15	31	49	VOULEZ-VOUS ABBA (Atlantic SD 16000)	8.98	43	13	83	ROCK ON RAYDIO (Arista AB 4212)	7.98	64	23
18	TEDDY TEDDY PENDERGRASS (Phila. Int'l/CBS FZ 36003)	8.98	18	14	50	BACK TO THE EGG WINGS (Columbia FC 36057)	8.98	32	13	84	LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA BXL 13401)	7.98	95	7
19	THE BOSS DIANA ROSS (Motown M7-923R1)	7.98	19	16	51	IN THE PUREST FORM MASS PRODUCTION (Cotillion/Atlantic SD 5211)	7.98	51	23	85	FRANCE JOLI (Prelude PRL 12170)	7.98	103	6
20	SECRETS ROBERT PALMER (Island ILPS 9544)	7.98	20	10	52	DISCO NIGHTS G.Q. (Arista AB 4225)	7.98	53	26	86	CANDY CON FUNK SHUN (Mercury SRM 1-3754)	7.98	76	19
21	REALITY . . . WHAT A CONCEPT ROBIN WILLIAMS (Casablanca NBLP 7162)	8.98	21	11	53	INTO THE MUSIC VAN MORRISON (Warner Bros. HS 3390)	8.98	66	3	87	BETTER THAN THE REST GEORGE THOROGOOD AND THE DESTROYERS (MCA-3091)	7.98	91	5
22	WHAT CHA GONNA DO WITH MY LOVIN' STEPHANIE MILLS (20th Century-Fox/RCA T-583)	7.98	23	17	54	MONOLITH KANSAS (Kirshner/CBS FZ 36008)	8.98	48	16	88	FUTURE NOW PLEASURE (Fantasy F-9578)	7.98	99	8
23	STREETLIFE CRUSADERS (MCA-3094)	7.98	24	17	55	SPIRITS HAVING FLOWN THE BEE GEES (RSO RS 1-3041)	8.98	55	32	89	NIGHT OWL GERRY RAFFERTY (United Artists UA-LA-958-1)	7.98	90	16
24	13 CHICAGO (Columbia FC 36105)	8.98	25	4	56	THE RECORDS (Virgin/Atlantic VA 13130)	7.98	62	7	90	ROBERT JOHN (EMI/America SW 17007)	7.98	109	5
25	LOW BUDGET THE KINKS (Arista AB 4240)	7.98	22	10	57	MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	8.98	59	40	91	MIRRORS BLUE OYSTER CULT (Columbia JC 36009)	7.98	79	12
26	THE CARS (Elektra 6E 135)	7.98	26	66	58	MINNIE MINNIE RIPERTON (Capitol SO-11936)	7.98	56	21	92	AN EVENING OF MAGIC CHUCK MANGIONE (A&M SP-6701)	13.98	82	12
27	RICKIE LEE JONES (Warner Bros. BSK 3290)	7.98	27	26	59	EVE THE ALAN PARSONS PROJECT (Arista AL 9504)	8.98	74	2	93	TAKE IT HOME B.B. KING (MCA-3151)	7.98	105	5
28	LABOUR OF LUST NICK LOWE (Columbia JC 36087)	7.98	31	13	60	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	7.98	61	22	94	FLAG JAMES TAYLOR (Columbia FC 36058)	8.98	84	20
29	A NIGHT AT STUDIO 54 VARIOUS ARTISTS (Casablanca NBLP 2-7161)	13.98	29	10	61	PARALLEL LINES BLONDIE (Chrysalis CHR 1192)	7.98	54	53	95	LIVE KILLERS QUEEN (Elektra BB702)	12.98	88	12
30	EVOLUTION JOURNEY (Columbia FC 35797)	8.98	36	25	62	VAN HALEN (Warner Bros. BSK 3075)	7.98	63	83	96	DO IT ALL MICHAEL HENDERSON (Buddah/Arista BDS 5719)	7.98	81	10
31	DYNASTY KISS (Casablanca NBLP-7152)	8.98	30	15	63	BOMBS AWAY DREAM BABIES JOHN STEWART (RSO RS-1-13051)	7.98	57	19	97	LOOK SHARP! JOE JACKSON (A&M SP 4743)	7.98	89	27
32	MORNING DANCE SPYRO GYRA (Infinity INF-9004)	7.98	33	26	64	REPEAT WHEN NECESSARY DAVE EDMUNDS (Swan Song SS 8507)	7.98	57	9	98	2 HOT! PEACHES & HERB (MVP/Polydor PD-1-6172)	7.98	93	42
					65	LOVEDRIVE SCORPIONS (Mercury SRM-1-3795)	7.98	71	11	99	DAVID WERNER (Epic JE 36126)	7.98	102	7
					66	UNDERDOG ATLANTA RHYTHM SECTION (Polydor PD-16200)	8.98	68	15	100	WHERE I SHOULD BE PETER FRAMPTON (A&M SP 3710)	8.98	94	14

Where will you go
when the volcano blows?

Jimmy
Buffett

Volcano

His new album on MCA

Produced by Norbert Putnam for Trebron Productions

Includes the new single, "Fins" MCA-41109

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presenting...

FOREIGNER

head games



SD 29999 Produced by Roy Thomas Baker with Mick Jones & Martin McDonald

on atlantic records and tapes

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