

CASHBOX

April 7 1979

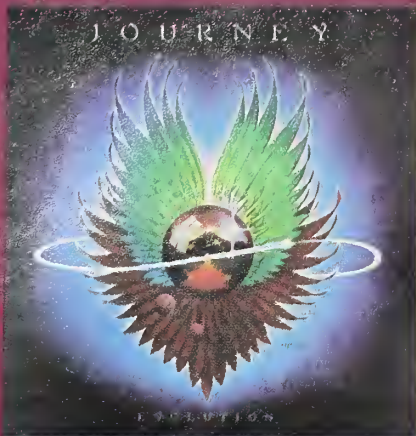
NEWSPAPER

5¢



Judy Collins

WHERE INFINITY ENDS, EVOLUTION BEGINS.



“Infinity,” Journey’s last album, went beyond anything the band had done before. Supported by endless airplay and constant touring, it rode the charts for nearly a year. That put Journey over the top, and well past platinum.

Now Journey’s new album, “Evolution,” begins an even bigger

cycle in the band’s career. Produced by Roy Thomas Baker (Queen, The Cars), it features “Just the Same Way” — Journey’s first Top-40 bound single.

You see, nothing can stop a force like “Evolution.”

Expect it to go beyond “Infinity.”
And keep going... JC 34912



Produced by Roy Thomas Baker

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“EVOLUTION.”
IT’S THE ULTIMATE
JOURNEY.

ON COLUMBIA RECORDS AND TAPES.
Management: Herbie Herbert, Nightmare Inc., San Francisco

CASH BOX

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EDITORIAL Scalpers Beware

Prompted by public outcry against ticket scalping and the inadvertent backlash that has been directed towards promoters and artists in California music figures David Krebs and Jim Rissmiller have championed a statewide anti-scalping initiative; and for that, **Cash Box** commends their efforts. In the absence of a strictly enforced law, scalpers have capitalized unscrupulously on the demand for tickets to many different events and, on several occasions, illegally monopolized the best seats.

Both Krebs and Rissmiller expect to encounter a great deal of resistance in the long fight to push the proposal through the state legislature. A similar bill was introduced last year by Assemblyman Mel Levine and resoundingly defeated, due to the strong ticket agency lobby. However, by "taking it to the people" and amassing the necessary 800,000 signatures for the petition in the process, Krebs and

Rissmiller feel they can make the public aware of the gravity of the problem and gain their support.

Hopefully, radio stations across the state will join together and pledge their total commitment to this campaign, as station KMET in L.A. has already done. After all, the initiative is of prime importance to the stations' listeners, who attend hundreds of concerts a year, and the stations could not exist without their listeners.

It will not be just the young concert-goer who benefits from such a bill but all of us who attend musical, sporting, theatrical or any other event that is open to the general public. Everyone seems to agree that scalping has reached outrageous proportions. Now that Krebs and Rissmiller are leading the way, along with many popular performing and sports figures, we have the opportunity to effectively curtail it.

NEWS HIGHLIGHTS

- Inflation is a major concern among participants at 21st annual NARM convention held recently in Florida (page 7).
- CBS Records plans full implementation of bar coding with April releases (page 7).
- Communications Act rewrite submitted last week to Congress (page 7).
- "Go West" by the Village People and "Van Halen II" by Van Halen are this week's top Album Picks (page 20).
- "How Could This Go Wrong" by Exile and "Little Bit Of Soap" by Nigel Olsson are this week's top Singles Picks (page 22).

TOP POP DEBUTS

SINGLES	84	THE LOGICAL SONG — Supertramp — A&M
ALBUMS	83	EVOLUTION — Journey — Columbia

POP SINGLE

WHAT A FOOL BELIEVES
Doobie Bros.
Warner Bros.

R&B SINGLE

SHAKE YOUR BODY
(DOWN TO THE GROUND)
The Jacksons
Epic

COUNTRY SINGLE

(IF LOVING YOU IS WRONG)
I DON'T WANT TO BE RIGHT
Barbara Mandrell
MCA

JAZZ

LIVIN' INSIDE YOUR LOVE
George Benson
Warner Bros.

NUMBER ONES



The Doobie Brothers

POP ALBUM

SPIRITS HAVING FLOWN
The Bee Gees
RSO

R&B ALBUM

DESTINY
The Jacksons
Epic

COUNTRY ALBUM

THE GAMBLER
Kenny Rogers
United Artists

DISCO

DANCER/DANCE TO DANCE
Gino Soccio
RFC/WB

CASH BOX TOP 100 SINGLES

April 7, 1979

	Weeks On Chart	3/31	Chart
1	WHAT A FOOL BELIEVES	DOOBIE BROTHERS (Warner Bros. WBS 8725)	2 11
2	TRAGEDY	BEE GEES (RSO RS 918)	1 9
3	MUSIC BOX DANCER	FRANK MILLS (Polydor PD 14517)	9 11
4	KNOCK ON WOOD★	AMII STEWART (Ariola 7736)	7 11
5	SULTANS OF SWING	DIRE STRAITS (Warner Bros. WBS 8736)	6 10
6	DA YA THINK I'M SEXY★	ROD STEWART (Warner Bros. WBS 8724)	3 16
7	I WILL SURVIVE	GLORIA GAYNOR (Polydor PD 14508)	4 17
8	EVERY TIME I THINK OF YOU	THE BABYS (Chrysalis CHB 2279)	8 15
9	HEART OF GLASS★	BLONDIE (Chrysalis CHS 2295)	12 9
10	LADY	LITTLE RIVER BAND (Capitol P-4667)	10 13
11	SHAKE YOUR GROOVE THING	PEACHES & HERB (MVP/Polydor PD-14514)	5 18
12	STUMBLIN' IN	SUZI QUATRO AND CHRIS NORMAN (RSO RS 917)	14 11
13	I JUST FALL IN LOVE AGAIN	ANNE MURRAY (Capitol P-4675)	16 12
14	CRAZY LOVE	POCO (MCA AB 12439)	15 13
15	I WANT YOUR LOVE★	CHIC (Atlantic 3557)	19 9
16	HEAVEN KNOWS★	DONNA SUMMER WITH BROOKLYN DREAMS (Casablanca NB 959)	11 13
17	REUNITED	PEACHES & HERB (MVP/Polydor PD 14547)	38 4
18	LIVIN' IT UP (FRIDAY NIGHT)	BELL & JAMES (A&M 2069)	21 11
19	HE'S THE GREATEST DANCER	SISTER SLEDGE (Cotillion/Atlantic 44245)	23 10
20	FOREVER IN BLUE JEANS	NEIL DIAMOND (Columbia 3-10897)	20 11
21	SHAKE YOUR BODY (DOWN TO THE GROUND)	THE JACKSONS (Epic 8-50656)	28 8
22	PRECIOUS LOVE	BOB WELCH (Capitol P-4685)	24 9
23	IN THE NAVY	VILLAGE PEOPLE (Casablanca NB 973)	32 4
24	LOVE BALLAD	GEORGE BENSON (Warner Bros. WBS 8759)	27 7
25	MAYBE I'M A FOOL	EDDIE MONEY (Columbia 3-10900)	25 11
26	GOODNIGHT TONIGHT★	WINGS (Columbia 3-10939)	41 2
27	TAKE ME HOME	CHER (Casablanca NB 965)	30 9
28	BLOW AWAY	GEORGE HARRISON (Dark Horse/Warner Bros. DRC 8763)	33 7
29	I DON'T KNOW IF IT'S RIGHT★	EVELYN "CHAMPAGNE" KING (RCA PB 11386)	17 15
30	BIG SHOT	BILLY JOEL (Columbia 3-10913)	13 9
31	DOG & BUTTERFLY	HEART (Portrait/CBS 6-70025)	31 10
32	I GOT MY MIND MADE UP (YOU CAN GET IT GIRL)★	INSTANT FUNK (Salsoul/RCA ST 2078)	37 7
33	WHAT YOU WON'T DO FOR LOVE	BOBBY CALDWELL (Clouds/TK CLO 11-A)	18 17

	Weeks On Chart	3/31	Chart
34	Y.M.C.A.★	VILLAGE PEOPLE (Casablanca NB 945)	26 25
35	LOVE IS THE ANSWER	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 16131)	49 5
36	FIRE	POINTER SISTERS (Planet P-45901)	22 22
37	KEEP ON DANCIN'	GARY'S GANG (Sam/Columbia 3-10884)	39 8
38	BUSTIN' LOOSE★	CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR-40967)	29 10
39	SUPERMAN★	HERBIE MANN (Atlantic 3547)	40 11
40	ROXANNE	POLICE (A&M 2096-S)	47 9
41	SUCH A WOMAN	TYCOON (Arista AS 0398)	56 5
42	RUBBER BISCUIT	BLUES BROTHERS (Atlantic 3564)	44 6
43	JUST WHEN I NEEDED YOU MOST	RANDY VANWARMER (Bearsville BSS 0334)	61 4
44	DON'T CRY OUT LOUD	MELISSA MANCHESTER (Arista 0373)	35 22
45	HAPPINESS★	POINTER SISTERS (Planet P-45902)	55 5
46	EVERY WHICH WAY BUT LOOSE	EDDIE RABBITT (Elektra E-45554)	34 12
47	RENEGADE	STYX (A&M 2110-S)	58 4
48	STAY THE NIGHT	THE FARAGHER BROS. (Polydor PD 14533)	50 7
49	A LITTLE MORE LOVE	OLIVIA NEWTON-JOHN (MCA 40975)	36 20
50	LOVE TAKES TIME	ORLEANS (Infinity INF-50,006)	65 3
51	DISCO NIGHTS (ROCK FREAK)	G.O. (Arista AS 0388)	71 4
52	HERE COMES THE NIGHT★	THE BEACH BOYS (Caribou/CBS ZS8 9026)	53 6
53	ELENA	MARC TANNER BAND (Elektra E-46003)	59 5
54	GET USED TO IT	ROGER VOUDOURIS (Warner Bros. WBS 8762)	63 4
55	I NEED YOUR HELP BARRY MANILOW	RAY STEVENS (Warner Bros. WBS 8785)	67 4
56	ROLLER	APRIL WINE (Capitol 4660)	62 6
57	HEARTACHES	BTO (Mercury 74046)	57 6
58	ROCK 'N' ROLL FANTASY	BAD COMPANY (Swan Song/Atlantic SS 70119)	66 3
59	DON'T YOU WRITE HER OFF	MCGUINN, CLARK & HILLMAN (Capitol P-4693)	69 4
60	SWEET LUI-LOUISE	IRONHORSE (Scott Bros./Atlantic SB 406)	68 4
61	LE FREAK	CHIC (Atlantic 3519)	42 24
62	OH HONEY★	DELEGATION (Shadybrook SB-1048)	64 11
63	BRIDGE OVER TROUBLED WATER	LINDA CLIFFORD (Curton/RSO RS 921)	72 3
64	(IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT	BARBARA MANDRELL (MCA AB-12451)	77 4
65	CRAZY LOVE	THE ALLMAN BROTHERS BAND (Capricorn CPS-0320)	74 3
66	FEELIN' SATISFIED	BOSTON (Epic 8-50677)	76 3
67	MAKIN' IT★	DAVID NAUGHTON (RSO RS 916)	75 4

	Weeks On Chart	3/31	Chart
68	HARD TIMES FOR LOVERS	JUDY COLLINS (Elektra E-46020)	70 5
69	CALIDORNIA DREAMIN'	AMERICA (American International AI 700)	79 3
70	CAN YOU READ MY MIND	MAUREEN MCGOVERN (Warner/Curb WBS 8750)	73 6
71	GOOD TIMES ROLL	THE CARS (Elektra E-46014)	78 3
72	RHUMBA GIRL	NICOLETTE LARSON (Warner Bros. WBS 8795)	84 2
73	DANCIN' SHOES	NIGEL OLSSON (Bang B-740)	43 18
74	DIAMONDS	CHRIS REA (Magnet/United Artists UA-X1285Y)	87 2
75	GIVE ME AN INCH	IAN MATTHEWS (Mushroom M 7040)	85 2
76	THE GAMBLER	KENNY ROGERS (United Artists 1250)	48 21
77	WHO DO YOU LOVE	GEORGE THOROGOOD & THE DESTROYERS (Rounder 4519)	86 2
78	CHASE★	GIROGIO MORODER (Casablanca NB 956)	51 12
79	I'LL COME RUNNING	LIVINGSTON TAYLOR (Epic 8-50667)	89 2
80	TAKE IT BACK	THE J. GEILS BAND (EMI America P-8012)	80 3
81	HOT NUMBER	FOXY (Dash/TK 5050)	95 3
82	JUST THE SAME WAY	JOURNEY (Columbia 3-10928)	91 4
83	NOW THAT WE FOUND LOVE	THIRD WORLD (Island/Warner Bros. IS 8663)	52 10
84	THE LOGICAL SONG	SUPERTRAMP (A&M 2128-S)	— 1
85	OLD TIME ROCK & ROLL	BOB SEGER & THE SILVER BULLET BAND (Capitol P-4702)	— 1
86	(SITTIN' ON) THE DOCK OF THE BAY	SAMMY HAGAR (Capitol P-4699)	— 1
87	BOOGIE WOOGIE DANCIN' SHOES★	CLAUDJA BARRY (Chrysalis CHS 2313)	— 1
88	LITTLE BIT OF SOAP	NIGEL OLSSON (Bang/CBS ZS8 4800)	— 1
89	YOU SAYS IT ALL	RANDY BROWN (Parachute RR 523)	— 1
90	LOVE IS GONNA COME AT LAST	BADFINGER (Elektra E-46025)	— 1
91	LOVE AND DESIRE	ARPEGGIO (Polydor PD 14535)	94 3
92	IT MUST BE LOVE	ALTON McCCLAIN & DESTINY (Polydor PD 14523)	92 3
93	SATURDAY NIGHT, SUNDAY MORNING	THELMA HOUSTON (Motown T-54297)	93 3
94	WALKIN' THE FENCE	COUCHOIS (Warner Bros. WBS 8749)	98 3
95	I NEVER SAID I LOVE YOU	ORSA LIA (Infinity INF-50,004)	96 3
96	I NEED YOU	EUCLID BEACH BAND (Cleveland International/CBS 8-50676)	99 2
97	JUST ONE LOOK	LINDA RONSTADT (Asylum E46011-A)	46 8
98	DON'T WANT NOBODY (ELSE TO DANCE WITH YOU)★	NARADA MICHAEL WALDEN (Atlantic 3541)	— 1
99	IT HURTS SO BAD	KIM CARNES (EMI America P-8011)	54 8
100	WATCH OUT FOR LUCY	ERIC CLAPTON & HIS BAND (RSO RS 910)	45 8

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little (John Farrar/Irving — BMI)	49	Good Times Roll (Lido — BMI)	71	I Must Be Love (Specolite/Traco — ASCAP)	92	Reunited (Perren-Vibes — ASCAP)	17
Big Shot (Impulse/April — ASCAP)	30	Goodnight Tonight (MPL — ASCAP)	26	I Want Your (Chic/Cotillion — BMI)	15	Rhumba Girl (4th Floor — ASCAP)	72
Blow Away (Ganga — BMI)	28	Happiness (Warner-Tambertlane/Marsaint — BMI)	45	I Will Survive (Perren-Vibes — ASCAP)	7	Rock 'N' Roll (Badco — ASCAP)	58
Bridge Over Troubled (Paul Simon — BMI)	63	Hard Times (Careers — BMI)	68	Just One Look (Premier — BMI)	49	Roller (Goody Two Tunes — BMI)	56
Boogie Woogie (Edition Lambda/Lollipop)	87	Heartaches (Turnup Music — PRO)	57	Just The Same (Weed High Nightmare — BMI)	82	Roxanne (Virgin — ASCAP)	40
Bustin Loose (Nouveau/Accent — BMI)	38	Heart Of Glass (Rare Blue/Monster — ASCAP)	9	Just When I Needed You (Fourth Floor — ASCAP)	43	Rubber Biscuit (Abram R. Levy & Father — BMI)	42
California Dreamin' (American Broadcasting — ASCAP)	69	Heaven Knows (Rick's Music/Say Yes — BMI)	16	Keep On Dancin'	37	Saturday Night, Sunday Morning (Colgems — EMI/Jobete — ASCAP)	93
Can You Read (Warner-Tambertlane — BMI)	70	Here Comes (Irving — BMI)	52	Knock On Wood (East Memphis — BMI)	4	Shake Your Body (Peacock — BMI)	21
Chase (Gold Horizon — BMI)	78	He's The Greatest (Chic — BMI)	19	Lady (Screen Gems-EMI — BMI)	10	Shake Your (Perren-Vibes — ASCAP)	11
Crazy Love (Pirogling — ASCAP)	14	Hot Number (Sherlyn-Lindseyanne/Buckaroo — BMI)	81	Le Freak (Chic — BMI)	61	(Sittin' On) (East Memphis — BMI)	86
Crazy Love (Pangola/Careers — BMI)	65	I Don't Know (Six Continents/Mills And Mills — BMI)	29	Little Bit Of Soap (Robert Mellin/BMI)	88	Stay The Night (Farafall — BMI)	48
Da Ya Think (Riva/WB/Nite-Stalk — ASCAP)	6	I Don't Want (Gratitude Sky/Cotillion — BMI)	98	Love An' (Aliza-Thorah/On Beat — BMI/ASCAP)	18	Stumblin' In (Chinnichap/Careers — BMI)	12
Dancin' Shoes (Canal — BMI)	73	If Loving You (East Memphis/Klondike — BMI)	64	Love Ballad (Unichappell — BMI)	24	Such A Woman (Morningdew — BMI)	41
Diamonds (Magnet — ASCAP)	74	I Got My Mind (Lucky Three/Henry Suemay — BMI)	32	Love Is Gonna Come (Joekat — ASCAP)	90	Sultans (Straitjacket/Almo — ASCAP)	5
Disco Nights (G.O./Arista — ASCAP)	51	I Just Fall (Peso/Hobby Horse/Cotton Pickin' Songs — BMI/ASCAP)	13	Love Is The Answer (Earmark/Fiction — BMI)	35	Superman (Peer International — BMI)	39
Dog & Butterfly	31	I Need You (C.A.M. — BMI)	96	Love Takes Time (Orleansongs — ASCAP)	50	Sweet Lui-Louise (Survivor-Pro/Uskids — BMI)	60
Don't Cry Out (Irving/Woolnough/Jemava/Unichappell/Begonia — BMI)	44	I Need Your Help (Ray Stevens — BMI)	55	Makin' It (Perren-Vibes — ASCAP)	67	Take It Back (Center City — ASCAP)	80
Don't You Write Her Off (Little Bear/Red Shift — BMI)	59	I Never Said I (Cass David/Chess — ASCAP)	95	Maybe I'm A Fool (Grajonca/Island — BMI)	25	Take Me Home (Rick's — BMI)	27
Elena (Likewise — ASCAP/Warner Bros. — BMI)	53	I'll Come Running (Morgan Creek/Bandier-Koppelman — ASCAP)	79	Music Box Dancer (Unichappell — BMI)	3	The Gambler (Writers Night — ASCAP)	76
Every Time (X-Ray/Jacon — BMI)	8	In The Navy (Can't Stop — BMI)	23	Now That We Found (Mighty Three — BMI)	83	The Logical Song (Almo/Delicate — ASCAP)	84
Every Which Way (Peso/Warner-Tambertlane/Malkyle — BMI)	46	It Hurts (Almo/Brown/Ouixotic — ASCAP)	99	Oh Honey (Screen Gems/EMI — BMI)	62	Tragedy (Stigwood/Unichappell — BMI)	2
Feel'n Satisfied (Pure Songs — ASCAP)	66			Olde Time (Muscle Shoals — BMI)	85	Walkin' The Fence (World Song — ASCAP)	94
Fire (Bruce Springsteen — ASCAP)	36			Precious Love (Glenwood/Cigar — ASCAP)	22	Watch Out (Stigwood/Unichappell — BMI)	100
Forever In Blue Jeans (Stoneridge — ASCAP)	20			Renegade (Almo/Stygian — ASCAP)	47	What A Fool (Snug — BMI/Miik Money — ASCAP)	1
Get Used To It (See This House/Spikes — ASCAP)	54					What You Won't Do For Love (Sheryln/Lindseyanne — BMI)	33
Give Me An Inch (Ackee — ASCAP)	75					Who Do You (ARC — BMI)	77
						Y.M.C.A. (Greenlight — ASCAP)	34

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Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

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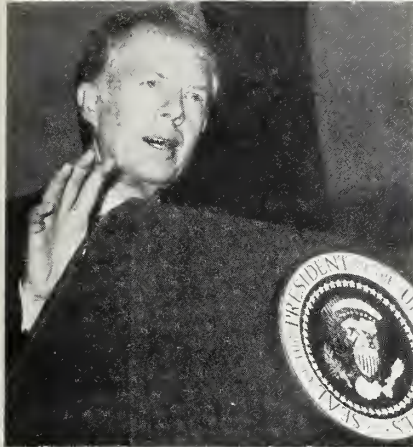
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CASH BOX NEWS



CARTER ADDRESSES NAB — President Jimmy Carter became the fifth president to address an NAB convention when he spoke and answered questions at the opening day session.

20,000 Attend 57th NAB Meet; Carter Speaks

by Joey Berlin

DALLAS — Promises of deregulation tempered by plans to institute a spectrum use fee greeted thousands of radio broadcasters gathered in Dallas for the 57th annual National Association of Broadcasters (NAB) convention March 25-28. Including television broadcasters and more than 12,000 hardware exhibitors, almost 20,000 industry leaders from more than 40 countries met to hear government officials, led by President Carter, NAB executives and other experts discuss a broad range of broadcasting issues.

Among the politicians who spoke at the convention besides Carter were Senator Fritz Hollings (D-S.C.) and Representative

Additional NAB Coverage appears on page 30.

Lionel Van Deerlin (D-Cal.), authors of two of the three communications bills to be considered by Congress this session, FCC chairman Charles Ferris and Commissioner Tyrone Brown and Energy Secretary James Schlesinger (see related story page 30).

The broadcasters came to Dallas to hear about deregulation, and for radio broadcasters at least there was a lot to cheer about. A consensus has apparently been reached in Washington that many regulations now governing radio broadcasters, such as ascertainment and commercial load requirements, are obsolete and some form of deregulation appears inevitable. So

(continued on page 56)

House Version Of Rewrite Bill Set

by Joanne Ostrow

WASHINGTON, D.C. — The long-awaited House version of the rewrite of the Communications Act was introduced last week by Rep. Lionel Van Deerlin (D-Cal.), chairman of the House Communications subcommittee. It differs slightly from the bill Van Deerlin proposed last year, but retains most of its key elements, including the annual spectrum use fee and complete deregulation of radio.

Hearings on the bill are expected to begin late in April and subcommittee members hope for action on the bill by the end of the year.

Major Provisions

The spectrum fee would be related to the scarcity value of the spectrum and based

(continued on page 50)

NARM Members Concerned About Inflation; But Manufacturers See A Good Year Ahead

by Ken Terry

HOLLYWOOD, Fla. — The fall-off of record sales and the problems created by soaring inflation were two prime concerns of many record dealers and wholesalers who attended the 21st annual convention of the National Association of Recording Merchandisers here. But record manufacturers, on the whole, were optimistic about business prospects for the balance of the year.

The NARM convention, which took place March 23-28 at the Diplomat Hotel, was attended by approximately 2300 people, an enormous increase over the 1500 who came to the convention three years ago. However, Joe Cohen, executive vice president of NARM, said he was somewhat disturbed by the increasing number of companies who attended NARM primarily in order to sell something to the record manufacturers. "That's not what this convention is all about," he said.

Cohen also commented on the rising number of international firms represented at this year's convention. So far, NARM has done little advertising abroad; but, as a result of presentations that Cohen intends to make this year in Canada and Europe, the

association's international visibility should increase markedly.

The convention's keynote address was delivered by Stan Cornyn, executive vice president/director of creative services for Warner Bros. Records (*Cash Box*, March 31). Cornyn urged the record industry to try to create an enduring cultural legacy, even if this approach cuts into immediate profits. He warned that a "preoccupation" with competition at all levels of the industry could become a threat to the quality and diversity of recorded product.

The most controversial business meeting was the one concerning independent distribution. Elliott Goldman, executive vice president and general manager of Arista

Additional NARM Stories appears on pages 8, 18-19 and 47. Photos on page 56.

Records, the largest independently distributed label, told the audience that many changes would have to be made in order to keep independent distribution viable (*Cash Box*, March 31). Reaction to this speech was generally favorable, but comments on specific points were guarded (see separate



BROTHERS GIBB ROCK NARM — A highlight of the recent NARM convention came during NARM's annual Scholarship Banquet when the Bee Gees joined brother Andy onstage for a song. Pictured (l-r) are: Maurice, Robin, Barry and Andy Gibb. Later the Bee Gees received the NARM Presidential Award from outgoing president John Cohen, and were joined onstage by a large cast of family and friends, including RSO Records chairman Robert Stigwood, for a grand finale number.

NARM Presses Bar Coding

by Ken Terry

HOLLYWOOD, Fla. — Speaking on behalf of NARM, George Souvall, president of Alta Distributing, urged record manufacturers to speed up their implementation of bar coding on album jackets at a bar coding seminar held on the final day of the recent music industry convention here. Souvall also stated that NARM intends to keep its members informed throughout the progress that each label is making toward achievement of this goal.

While several labels, including A&M and Chrysalis, have begun bar coding some of their releases, CBS Records recently became the first major branch manufacturer to follow through on its commitment to bar coding. Although only a couple of CBS pop albums currently bear the code, all new classical releases on Columbia, as well as new additions to the \$4.98 list budget lines, are currently being bar coded. Paul Smith, senior vice president of marketing for CBS Records and a panelist at the bar coding seminar, announced that, beginning in April, all new CBS releases will carry the bar code box on their jackets.

Smith noted that bar coding is an "absolute necessity" for the industry, and that, in the long run, it will help increase both sales and profits. He also pointed out that

an industry-wide bar coding system would not only help reduce the cost of processing returns, but would reduce the overall number of returns by allowing better inventory management and sales tracking. Smith advised other manufacturers to implement bar coding in order to save money for themselves and their accounts.

NARM Studies

If and when bar coding does become a reality throughout the industry, users will have to learn how to take advantage of it. In order to provide its members with this information, NARM commissioned two reports on the application of bar coding from Boston Associates Inc. The reports, one designed for retailers and the other for rack jobbers, were distributed at the NARM convention.

The studies detail the costs and benefits of Universal Product Code (UPC) data processing systems that can use bar codes to perform various types of functions. For instance, it is estimated that a UPC system with "basic capabilities" (i.e., designed for use in gathering sales reports and inventory reorder information) would cost a 10-store, metropolitan retail chain approximately \$27,000. An "intermediate" system that could also perform store and

(continued on page 18)

story page 8).

Another important meeting concerned bar coding, which was also a major topic of last year's convention (see story below). At this session, it was announced that NARM plans to push for speedy implementation of bar coding by the manufacturers. CBS Records, it was revealed, will soon begin bar coding all of its new releases. leases.

Heavy Returns

Outside of the official forums for exchanging views at NARM, the usual discussions went on in suites and lobbies and around the exhibition area between merchandisers and their suppliers. A major topic this year was the unusually heavy returns that began right after Christmas and are still continuing. The retailers want to return their unsold product as soon as possible, and the manufacturers are trying to keep down the returns until they have more major releases to exchange for them.

Two factors were commonly cited as responsible for the large number of unsold records in warehouses across the country. One was the large orders that were placed by accounts in anticipation of a bonanza

(continued on page 47)

Cash Box Lunch Explores Impact Of Video Disc

HOLLYWOOD, Fla. — "The Video Disc: Its Opportunities and Potential" was the subject of a NARM luncheon meeting sponsored by *Cash Box* on March 25 for more than 900 attendees. The level of attendance emphasized the broad impact for video entertainment in the future.

Keynote speaker Norman Glenn, vice president of programs and marketing for MCA DiscoVision, stressed that video discs represent a tremendous growth area for merchandisers.

"The biggest impact of DiscoVision will be as a whole new line to carry in your stores," said Glenn. "In the long run, as consumer interest expands, record stores will become total entertainment centers."

Besides drawing traffic to the stores, Glenn pointed out that the video disc concept affords an unparalleled point-of-sale medium for retailers.

He said that unlike videotape, DiscoVision software will never wear out because its laser pick up system doesn't cause any friction on the disc.

(continued on page 56)



Pictured (l-r): Glenn and Albert.

Industry Execs Respond To Proposal For Distrib Pacts

HOLLYWOOD, Fla. — Industry reaction was mixed to the idea of written contracts between independent manufacturers and independent distributors, but indie labels seem ready to make the move.

The concept of formal written agreements between the two parties was proposed last week by Elliot Goldman, executive vice president of Arista Records, at the NARM independent distributor meeting (*Cash Box*, March 31, 1979).

Terry Ellis, president of independently-distributed Chrysalis Records, predicted that two or three-year contracts would be in the offing very soon. While he does not foresee any of the remaining indie labels leaving that fold, he felt that the use of contracts would help secure the manufacturer/distributor relationship.

"Contracts are inevitable," noted London's Bob Paiva. "Either you give them a contract or a special price break."

Larry Welk, president of GRT, said, "The distributors are looking for some kind of commitment. And what are the labels going to commit back? Possibly a three-year product flow."

Continuing, Welk added, "I think that some of these things are in conversation stages now, and will become a reality within 30 to 60 days."

While there appeared to be no massive resistance to the contract proposal, there was skepticism from various people con-

cerning the enforcement capabilities of such agreements.

George Souvall, president of Alta Distributors, acknowledged the possibility of contracts, providing there was protection for both parties.

"We'd welcome contracts, but anything that's one-sided is no good," he stated.

According to Ira Moss of the Moss Music Group, the contracts must be very specific. "What kind of teeth go into the contract are what make it meaningful," said Moss.

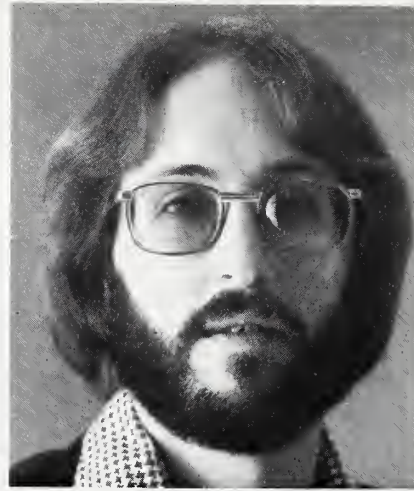
Dick Schory, president of Ovation Records, commented, "I would not be against that, but there would have to be some real thinking regarding obligations on both sides."

At NARM's crowded independent distributor meeting, Goldman was asked what the contract would entail. His suggestions included payments, advertising, personnel or other kinds of pertinent information. He pointed out that each contract with each distributor could be different according to respective needs.

Motown executive vice president Mike Lushka, who chaired the meeting, felt that stepped up distributor involvement might attract many smaller labels back to the indie fold.

Geographical expansion, which could include mergers between distributors, appears inevitable according to industry execs. But, the consolidation of the industry

(continued on page 47)



Neil Portnow

Portnow Named Sr. Vice President At 20th-Fox Label

LOS ANGELES — Neil Portnow has been named senior vice president of Twentieth Century-Fox Records, Inc., overseeing A&R, promotion and merchandising for the label and will assume that post April 16.

Formerly, Portnow was division vice president, west coast, popular A&R for RCA Records. Since 1976, when he joined RCA, he has held A&R producer, executive producer and pop A&R positions, producing such artists as Fandango, Ralph Graham, Lucy Simon and Cryer and Ford for the label. He was also responsible for bringing such artists as Grey and Hanks,

(continued on page 54)

Paraphernalia Is Under Attack In Several States

by Aaron Fuchs

NEW YORK — Local ordinances passed in several states that outlaw the sale of paraphernalia have affected a number of record retailers who sell this merchandise. While a few retailers have taken the matter to court, most have complied with the ordinances.

"There is definitely a trend," asserted Larry Rosenbaum, president of Flipside Records, who sells paraphernalia in three suburban Chicago Stores. "Within the past year, five local towns, including the three where we sell paraphernalia have either

(continued on page 55)



Despite the many musical trends that have come and gone over the course of the 15 years that she has been recording, Judy Collins has carved a distinctive musical niche for herself with a pure and graceful vocal style endearing to her loyal fans. Neither strident nor saccharine, Collins' music may best be described as honest, vocal style endearing to her loyal fans, classical interest and the soulful conscience of her participation in social and political causes.

Although typed as a folk artist for many years, and rightfully acknowledged as one of the best in that genre, she has expanded her repertoire consistently to include songs by some of the most unique and original songwriters of our time, such as Leonard Cohen, Jacques Brel, Joni Mitchell and Brecht/Weill. Her lovingly rendered interpretation of Stephen Sondheim's "Send In The Clowns," however, gave millions of listeners around the world their first taste of the Collins style in many years.

Her 17th LP on Elektra/Asylum, "Hard Times For Lovers," proves once again that the winds have shifted for Collins, as she covers Randy Newman's "Marie" and the Eagles' "Desperado." But the style retains all the innocence and intimacy of her first effort.

Polygram Plan On Defectives Encounters Heavy Resistance

by Leo Sacks

NEW YORK — Polygram Distribution's plan to have its customers segregate their defective LPs from other returns before shipping them back to CBS Records' pressing plant in Terre Haute, Indiana has met with considerable resistance from many of the company's accounts.

In a letter mailed two weeks ago to its customers, Polygram outlined its intention to "conduct an extensive research project using defective returns as a means to quantify the extent of manufacturing defects." It asked accounts to separate defective returns from all other returns as "a plan of attack on what may or may not be an industry quality problem."

The letter went on to identify manufacturing defects as "a pop, tick, or some other audio flaw identifiable and detectable when played; warpage and product with visible physical damage; and wrong records in jackets and mislabeled records."

According to the plan, customers will be asked to prepare "Defective Returns" forms to accompany all product shipped

back to Polygram, where the returns will be analyzed and tested to identify various problems and "perhaps raise standards."

Expanding Quality Control

In an interview with *Cash Box* last December, John Frisoli, president of the corporation, noted, "We recognize and have an interest and concern about what we've been hearing from customers about industry quality. Present levels of quality control are going to be expanded so that we can more accurately give definition to the types and degrees of defective product. In addressing ourselves to a more detailed investigative approach, we may find that defectives are within the tolerance levels of a commercially manufactured product. Of course, all of us within the industry would like to see a zero defect level; however, the cost/price relationship would tend to preclude such a situation. Once we have established the program to specifically identify types of defects, we can then focus on the causes in a meaningful way."

Expanding on Frisoli's comments, Jack

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Don Jenner

Jenner Appointed Nat'l Promo Head For Millennium

NEW YORK — Don Jenner has been appointed vice president and national promotion director of Millennium Records. The announcement is the first step in the alignment of the Millennium staff since its new distribution pact with RCA Records.

In his new position, Jenner will supervise the Millennium field promotion force and will maintain and coordinate functions with all independent promotion representatives working Millennium product. He will also work in conjunction with RCA's national, regional, and local promotion staffs, as well as with artists and managers in the area of artist development.

Jenner joined Millennium in 1977 as national promotion director for the company. Prior to that, he served as national promotion director for CAM-USA, where he worked with such artists as Eric Carmen, the Bay City Rollers, Lighthouse, Three Dog Night, Grand Funk Railroad, Blood, Sweat & Tears, and the Raspberries.

GRT Folding Janus Records

by Joey Berlin

LOS ANGELES — Janus Records has been dissolved by its parent company, GRT Corporation, effective March 30. Nine Janus employees, including label president Ed De Joy, have been released and the label's two active groups, Kayak and Charlie, are expected to seek new record company affiliations.

Beserkley Records, which had been distributed by Janus, will no longer be associated with GRT as a result of the move. Beserkley officials were unavailable to comment on future plans for the label. The Beserkley artist roster includes Greg Kihn, the Rubinoos and Jonathan Richman.

"GRT wants out of the rock 'n' roll business," explained De Joy. "The corporation's new year begins April 2 and they decided now was the time to make this move."

"It's disappointing for me personally," added De Joy, who had been with Janus for six years, "but I guess it's a bad time for small record labels."

Shadybrook Expansion

While GRT is getting out of the rock market, the corporation's record division will be realigned. Shadybrook Records, which currently has a pop-R&B hit with Delegation's "Oh Honey," is expected to be expanded.

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NEW FACES TO WATCH



Sad Cafe

"Run Home Girl," the popular single by Sad Cafe, is a fine record that does justice to the band without typifying it. Taken from Sad Cafe's debut A&M album, "Misplaced Ideals," it is a bright piece of R&B-inflected pop that is just one example of the band's many stylistic influences which range from heavy metal to jazzy improvisation to blue-eyed soul. Will this eclecticism hurt the band at a time when the music industry is highly conscious of simple, easily identifiable images?

"Stylistic similarity is one step from boredom," answers Sad Cafe's bassist, John Stimpson. "We like playing music, we do it for the enjoyment of it than as a business proposition, and if we made our music so that it could be stereotyped, I think that it would kill it for me."

At least part of the reason for Sad Cafe's diversity lies with its beginnings. The band was formed in Manchester in 1976 from the remains of two bands, Gyro and Mandala. They took their name from a British novel, "The Ballad of the Sad Cafe."

The history of lead vocalist and songwriter Paul Young goes back to the first British invasion, at which time he fronted a group called the Toggery Five. He recorded both as a soloist and with various groups in the ensuing years, joining Gyro in 1975.

Lead guitarist Ashley Mulford, who also does writing and arranging for the group, has been working as a musician since age 15 and was in Mandala prior to Sad Cafe.

Guitarist and vocalist Ian Wilson has been gigging since 1967 and has worked with Young since 1973. Bassist and singer John Stimpson joined Mandala after a stint as a session musician. Keyboardist Victor Emerson has been playing piano since age six and working professionally since age 17. He formed Mandala in 1973 with Stimpson and Mulford.

Dave Irving, the newest member of the group, replaced the original drummer just over a year ago. Irving recorded in the '60s with a group called the Fix, who were produced by one of the Searchers, and whose vocalists were Kiki Dee, Madelaine Bell and Dusty Springfield. Before joining Sad Cafe, he was in a group called Supercharge.

At the moment, the group is on its first tour of America, hoping to get the acclaim here that it has received in England, where such publications as *Melody Maker* and *Record Business* have called them a "thinking man's rock & roll band" and have termed lead singer Jones "the new Mick Jagger." "This trip has been astounding," says Stimpson of the still-young tour. "A&M has given us the best tour support we've gotten in years and we've been going over well wherever we've played."

In 1977, Sad Cafe signed with the Manchester-based management firm, the Kennedy Street Group of Companies, who were already managing 10cc, and by 1977, the group was signed to RCA Records. The group released two albums in England, "Fanx Ta Ra" and "Misplaced Ideals." The latter records should not be confused with the American "Misplaced Ideals," which is a combination of the two British discs.

"We like playing music," says Stimpson, "and are confident that our music is good and that it will find a level of acceptance."



Desmond Child And Rouge

The debut album by Capitol recording artists Desmond Child and Rouge brings together the talents of Child, a Miami-born singer-songwriter, and Myriam Valle, Maria Vidal, and Diana Grasselli, his female accompanists, who are known as Rouge. Their union, which subordinates individual personalities so that precise harmonies similar to those of Fleetwood Mac emerge atop a disco beat and crisp electric guitar, is already proving its commercial viability. Both the group's LP and single, "Our Love Is Insane," caught the attention of listeners across the country.

Child, who strikes the pose of a teen idol, was raised by his Cuban-born mother, whose interest in songwriting and poetry strongly influenced his own musical development. "When we moved from northern Florida to Miami, I started listening to post-Tin Pan Alley songwriters like Laura Nyro," he recalls. "Later on I learned about R&B on the project swings."

In 1971, when he turned 17, Child journeyed north in his convertible to Woodstock, N.Y., where he met Myriam Valle, who was singing folk songs in clubs at the time. Child was befriended by Nick Jameson, who was employed at Bearsville Studios. Jameson helped Child cut several demo tapes with support from some of the musicians Van Morrison used on his "Street Choir" LP. "It was the first time I ever got to record professionally," he says, "and I used the experience to get acclimated to the feel of the studio."

Child returned to Miami the following year and enrolled in a music theory class at Miami Dade Community College. Diana Grasselli and Maria Vidal were also studying theory at the time, and soon the trio traveled to New York, where they teamed up with Valle, who had returned to her home in Brooklyn.

"We played every dive in the city," Child remembers. "We'd put up posters, stencil sidewalks and send out our own mailings. But we always spent more money promoting ourselves than we'd get for our gigs."

Those early performances in the clubs around New York during 1975 were also important to Child "because a lot of times we didn't have the instrumentation to assist us, so that we were forced to develop harmonies that would fill up the sound and orchestrate the music. Sometimes it's the lack of resources that does you the most good."

Since the release of their LP in January, Child and Rouge have been involved in a number of different musical projects. Child wrote the theme song to "The Warriors" movie entitled "Last of an Ancient Breed," while Rouge can be heard elsewhere in the soundtrack accompanying Genya Ravan. Rouge will also be featured as "The Rondettes" on Gilda Radner's first album. In addition, Rouge recently backed Paul Stanley of Kiss on his solo record; Child also collaborated with him on songs for the next Kiss LP.

"Our next album will be decidedly more rock-oriented," Child insists, "even though we'll never lose our pop sensibilities. But we want to set our own standards too, so that we'll be around for the 1980s."

Sam & Dave Try Comeback On Strength Of 'Soul Man'

by Leo Sacks

NEW YORK — Between 1966 and 1968, Sam & Dave were the blood and guts of Memphis soul. Along with Otis Redding, they were the most distinctive vocalists to record for Stax during this period. Their string of hits, written and produced by Isaac Hayes and David Porter, included such tunes as "You Don't Know Like I Know," "Hold On, I'm Comin'," "When Something Is Wrong With My Baby," and "Soul Man," which became their first gold single.

Both Sam Moore and Dave Pratter got their early training singing in gospel choirs, and together, their voices blended in wails and shouts atop the melodic hooks of Booker T. and the MGs and the sax and trumpet lines of the Memphis Horns. But in 1969, following the demise of Stax' distribution pact with Atlantic, their partnership dissolved under a cloud of personal differences.

However, last year's emergence of the Blues Brothers sparked renewed interest in the Stax catalogue, and when their rendition of "Soul Man" reached number nine on the pop charts, Sam & Dave suddenly found themselves in the spotlight once again. Capitalizing on the attention, they recently recorded new versions of their greatest hits for Gusto Records, and are now on their first major concert tour of the U.S. in more than a decade. When the duo, once known as "Double Dynamite," checked into New York's Bottom Line last month, *Cash Box* spoke with them about their latest comeback attempt.

Moore, 44, was raised in Miami, the son



Sam & Dave

of a Baptist deacon and the grandson of a Baptist minister who urged him to "make the best of what you've got" upon graduation from high school. For the past nine months, he has been working as a clerk for an attorney in Austin, Texas, but at his best he was the only singer who could share the stage with Redding (as documented on their recording of "Try A Little Tenderness" during the Stax/Volt Revue's triumphant tour of Europe in 1967).

Pratter, now 42, grew up in Ocilla, Georgia. The son of a laborer, he moved to Miami in his late teens, where he sup-

(continued on page 44)

Easter Telethon Sets Record

LOS ANGELES — The 1979 Easter Seals Telethon raised a record-breaking \$12,610,857, surpassing last year's total by more than 50%. The 20-hour telethon, hosted by rock impresario Don Kirshner and actor Jack Klugman, was aired on 113 television stations nationally.

The inclusion of major pop, rock and disco personalities in the broadcast, a first for a national telethon, was a result of Kirshner's participation. Commenting on his role in the event, Kirshner said, "Rock has clearly come of age and one of the most moving experiences of my life was the way the music community responded to this cause."

Artists Perform

Among the top singing and recording artists appearing during the course of the telethon were the Beach Boys, Cheryl Ladd, Gloria Gaynor, Stevie Nicks, A Taste Of Honey, Frankie Valli, the Village People, Yvonne Elliman, Tony Orlando and the

Commodores. Also included in the highlights of the show were a performance of "Lean On Me," featuring Brooklyn Dreams and Peter DePalma, who once sang with members of the group and was confined to a wheelchair four years ago after a car accident, and Frankie Valli sang "My Eyes Adored You," accompanied on piano by Kathy Trenti, a young pianist who has been deaf since birth.

The Commodores sang "Three Times A Lady" for Claire Huckle, the 1979 Easter Seals Poster Child, and Gloria Gaynor sang a rewritten version of her hit single "I Will Survive," adapted, at Kirshner's request, by the original composers Dino Fekaris and Freddie Perren for the theme of the telethon. Several of the artists who performed had to cancel other engagements or alter an already full schedule to appear, such as the Commodores, Stevie Nicks and Tony Orlando. Donna Summer appeared although she was ill.



WALD SIGNS TOWER OF POWER — Jeff Wald, president of Jeff Wald Associated, signed Columbia recording group Tower of Power to an exclusive management contract recently. The ten-man band has a new album slated for late spring release, entitled "Back on the Streets." Shown here at Wald's Beverly Hills office are (l-r): **standing**, Dough Sohn, road manager; Michael Jeffries, lead singer for the group; Vito Santilippo, bassist; Greg Adams, trumpet player; Mic Gillette, trombone; Daniel Hofer, lead guitar; David Garibaldi, drummer; and Lenny Pickett, sax player. Pictured **seated** (l-r) are: Steve Kupka, sax player; Chester Thompson, keyboardist; Wald; and Emilio Castillo, sax player.

A brand new image...a new single
"DON'T TAKE IT AWAY"

(MCA-41002)

CONWAY TWITTY



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MCA RECORDS

Produced by Conway Twitty & David Barnes for Twitty Bird Productions

EXECUTIVES ON THE MOVE



Arnie Orleans

Orleans Appointed Exec. VP And GM For Montage Label

LOS ANGELES — Arnie Orleans has been named executive vice president and general manager for Montage Records, Inc. Orleans will also become a principal in the company, overseeing the implementation of the total sales, marketing and merchandising activities for the label. In addition, he will act as liaison with MCA Records, which distributes all Montage products.

Orleans comes to Montage from ABC Records, where he was vice president, sales and merchandising and was responsible for the sales, marketing, merchandising, advertising, publicity and artist development departments. Prior to his tenure at ABC, he served as senior vice president of sales and marketing at 20th Century-Fox Records and as national sales manager for A&M Records.

Montage has released product from the Keane Brothers, Moulin Rouge and Delilah and will be releasing upcoming LPs from Flower and Kid Brother. Product from MCA recording groups Shotgun and Traveller will also be supervised by Montage through a production arrangement with MCA.

TEC Records Formed

NEW YORK — Mark Stewart, Douglas King and Nick Martinelli have formed TEC Records. King and Martinelli were formerly associated with ABKCO-Chips Distributing of New Jersey. The label's first release, "Everybody Here Must Party," will ship this month. Executive offices will be located at 1228 Spruce St., Philadelphia, Pa., 19107, tel. (215)985-0606.

Melvin Simon Forms Mel-Dav Music; Bill Wray Becomes First Artist Signed

LOS ANGELES — Melvin Simon, head of Melvin Simon Productions, an independent film production company, has formed a new music publishing firm, Mel-Dav Music. The first signing to the firm is singer/songwriter/performer Bill Wray, who wrote and performed seven of the songs on the soundtrack from the upcoming Warner



Shown (l-r) are: Bill Wray and Melvin Simon.

John Smith Named VP, Black Product At MCA Records

LOS ANGELES — John Smith, formerly vice president of special projects for ABC, has been named vice president of black product for MCA Records. Smith's appointment is a key move in MCA's reorganization of its black music division, following in the wake of MCA's purchase of ABC Records.

In his new position, Smith will be in charge of promotion for all black-oriented product, as well as the integration of national marketing campaigns as they relate to black promotion. Smith, who will report to Larry King, vice president of promotion for MCA, will direct his five-person regional and eight-person local promotion staffs from MCA's Universal City headquarters.

Commenting on the appointment, King stated, "John Smith's expertise in the areas of both marketing and promotion will give MCA added strength and visibility within the industry, and we at MCA are totally committed to being a viable force in the field of black-oriented music."

In discussing his new duties, Smith said, "My first attention will be to working with our personnel, establishing each in-



John Smith

dividual's function within the black music division. Many members of the ABC staff will be joining me at MCA, which will force me to make some very hard decisions in some cases regarding some present MCA personnel.

"At MCA, I'll be getting involved in all areas of black product, setting up marketing campaigns for all of our black-oriented artists, laying out advertising and taking a hard look at merchandising," explained Smith. "With all the added product, we will probably add a field merchandising staff for the division, which will be another first for MCA."

Bros. film release, "Tilt." The film, produced by Melvin Simon Productions and directed by Rudy Durand, has been slated for an April release and the soundtrack, on MCA Records, was released last week.

In addition to Mel-Dav Music, Simon currently has two affiliated publishing companies already in operation, Mel-Bren Music and Ditch Road Music, which are involved in the publishing of music featured in Simon Productions' films. Among the six commercial film releases scheduled for 1979 will be "Love At First Bite," an AIP motion picture with the soundtrack to be released on Parachute/Casablanca Records in April.

Working closely with Simon is Los Angeles attorney John Frankenheimer, who stated that a number of subsequent signings would be announced in the next few months, including several songwriters, as well as further information on Mel-Dav Music's professional staff. Offices for Mel-Dav Music are located at: 1209 North Kings Road, Los Angeles, Ca. The phone number is: (213) 656-7664.



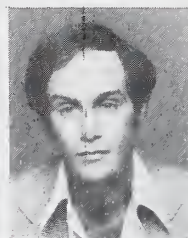
Mansfield



Keay



Fields



Freiser

Mansfield Appointed At GRT — GRT Record Group has announced the appointment of John Mansfield as director of marketing and merchandising for the GRT Record Group. Prior to joining the GRT Record Group, he served as advertising/merchandising director for ABC Records since 1978, and prior to joining ABC, he was with Motown Records serving as their national sales manager.

Big Sound Appoints Snyder — Big Sound Records has appointed Douglas K. Snyder, co-founder and long-time behind-the-scenes member of the Big Sound regime to head the A&R department of the label. All tapes and demos should be submitted to Big Sound Records c/o Mr. Douglas K. Snyder at Box 9, Wallingford, Connecticut, 06492.

Keay Appointed At CBS — CBS Records has announced the appointment of Sandy Keay to director, film and video tape production, CBS Records. She comes to CBS Records from EUE/Screen Gems, where she was a producer.

Chrysalis Ups Fields — Chrysalis Records has announced the appointment of Rachelie Fields to director of promotion. In her new position, she will be responsible for coordinating all disco and pop promotional activities, in addition to continuing her responsibility as trade liaison.

Freiser Named At A&M — A&M Records has announced the appointment of Manny Freiser to executive assistant to the president. He is currently completing a master's degree in marketing management at USC. He was previously a producer/performer/songwriter for 20th Century Records and Mercury Records.

DeRosa Joins Big Sound — Big Sound Records of Wallingford, Connecticut has announced the addition of Robert K. DeRosa to its staff as publicity director. This announcement comes on the eve of the simultaneous release of four Big Sound albums on the Decca label in Great Britain.



Eade



Brannon



Sudakoff



Swearingen

Eade Appointed At A&M — A&M International has announced the appointment of Lyn Eade to national quality control manager. She has been at A&M for 3½ years, the last 2½ of which she was assistant quality control supervisor.

Infinity Appoints Brannon — Michael Brannon has been appointed promotion manager, Denver for Infinity Records. He joins Infinity after five years at ABC Records where he was most recently Denver promotion manager, prior to which he served as ABC's Boston promotion manager as well as in various sales posts in Boston.

Sudakoff Named At Atlantic — Rick Sudakoff, former Atlantic local promotion representative in Chicago, has been promoted to midwest regional pop promotion director. From February through May of 1977 he was midwest regional promotion representative for Springboard Records, following which he was MCA Records' local Chicago promotion rep from May-December of that year. He joined Atlantic Records in January of 1978 as local promotion representative.

Keith Appointed At CBS — CBS Records has announced the appointment of Skip Keith to single records coordinator for the Cincinnati, Cleveland, Detroit and St. Louis markets. He will be responsible for coordinating with manufacturing the productions of single records and contacting key accounts relative to singles activity in his markets. He has been with CBS Records since 1975.

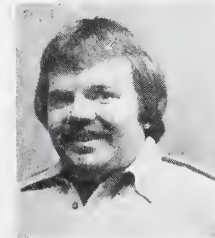
RCA Names Swearingen — The appointment of Bill Swearingen as director, commercial sales, north central region, for RCA and A&M and Associated Labels has been announced. From 1977 to 1979 he held a position as regional marketing director for A&M Records, working out of their Chicago branch. From 1971 to 1977 he was associated with Pickwick Distributors, as distribution manager at their Minneapolis location.

Smith Named At E/A — Bill Smith has been named southern regional promotion representative for Elektra/Asylum Records. Prior to joining E/A, he worked in local promotion for ABC Records in Texas and Oklahoma, and in regional promotion in Atlanta.

Evanoff To Atlantic — Steve Evanoff has been named Atlantic midwest regional AOR promotion/artist relations manager and will be based in Cleveland. He was a regional promotion rep for Island Records in June '74 and switched to Polydor Records in August '76. In February '77 he joined UA Records as regional promotion director. In June '78 he became Jet Records midwest regional promotion director.



Evanoff



Ferris



Purcell



Milanese

Ferris Named At Infinity — Larry Ferris has been appointed promotion manager, Miami at Infinity Records. Ferris, who comes to Infinity from a similar position at United Artists Records, was previously Florida promotion manager for Phonogram/Mercury and served in various sales capacities at ABC Records in Detroit and Cincinnati.

(continued on page 55)

A LEGEND IN THEIR OWN PRIME.

The Statler Brothers' newest album takes them beyond superstars of country music to superstars in our country's musical tradition.

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EAST COASTINGS

EAST COASTINGS — DISCO ON BROADWAY — "Got Tu Go Disco," billed as "the first disco musical," is now in rehearsal, with opening night set for May 5 at the Minskoff Theatre. **Jerry Brandt** is the producer. **Kenny Lehman** and **Jerry Powell** are among the composers. **Jo Jo Smith** is choreographing, and the story is based on the **Cinderella** tale . . . Meanwhile, **Stephen Leber** and **David Krebs**, who have already tasted Broadway success with "Beatlemania," are planning their own Broadway disco musical, to be called "Discotheque." **Tom Eyan** will be doing the book, and various recording artists are now submitting songs for the score. The show is still on the drawing boards, though, and probably won't open until September . . .

MORE DISCO — The Fun House opened up last week at 526 West 26th Street, near



CBS-U.K. WELCOMES E,W&F — **Maurice Oberstein**, chairman of CBS-U.K., recently greeted and congratulated **Maurice White** (r) of *Earth, Wind & Fire* at a reception to celebrate the band's sold-out U.K. concerts. During the party *Earth, Wind & Fire* was presented with gold discs for sales of their "Best Of, Vol I" album and its hit single "September."

Roberta Flack on April 25, according to a spokesperson for the disco . . . WKTU will sponsor a three-day disco dance extravaganza April 8-10 at Roseland to benefit the Police Athletic League's summer programs. Prizes will be awarded for best costumes and dance teams. Tix are ten bucks apiece . . .

NAMES IN THE NEWS — **Chuck Berry** claims to be writing his autobiography . . . **Bill Conti** has teamed up with **Cory Lerio** and **Dave Jenkins** of **Pablo Cruise** to compose the theme song for "Dreamer," an upcoming film . . . Both **Yes** and **Joe Jackson** begin their U.S. tours April 9. Jackson is due at the Bottom Line April 20 and 21, and those shows should be hot . . . Demon at the printing plant dept.: The name of **Dee** and **Valerie Anthony's** new limo service is **CREAM Limousine, Ltd.** . . . **Taj Mahal** will compose and score the music for "Sisters," a new NBC made-for-TV movie starring **Diahann Carroll** . . . In New York — the great **L. Shankar**, violinist, solo at CAMI Hall April 5, **Tom Pacheco** at Folk City April 4-6, **Karen Mason** at the Ballroom thru April 7, and rising new band **Razor's Edge** at Trax on April 14.

SIGNINGS AND SESSIONS — **Richie Havens** who is signing to E/A, is also managing a band called the **Raven**, who are led by Jacksonville, Fla. native **Jack Williams** . . . **Martin Mull**, who also signed with E/A and is recording his first album for the label, reportedly has been tapped to star in "Religion," a new film that will be directed and produced by **Norman Lear** . . . **Ross the Boss**, formerly of the **Dictators** has joined French punk band, **Shakin' Street** . . . Two Capricorn signings the **Boat** and **Two Guns** join the Macon-based label. **Thom Flora** and **Gary Baker** comprise the **Boats**, and **Pete Carr**, their previous employer, will produce their debut album . . . **Bullseye**, a new group signed to Columbia, has an unusual story. Members include session players **Tom Graves**, **Alan Schildkraut**, **Tom Ferrara**, guitarist **Manny DeMagistris**, who is also

an ad director on Madison Avenue, and bass player **Kevin Clougherty**, who works as an A&R man for Columbia Records . . . Yes, **Pete Townshend** will be on Atco as a solo artist . . . Island Records' first American signing — **The American Standard Band**, from Chicago . . . Some new acts on as-yet-unnamed new label — **Cory Day**, **Susan** (four man **Rommy Mottola's** rock band), **Odyssey**, **Ellen Shipley**, and **Dutch Robinson** . . . **Garland Jeffries** is recording at the Record Plant with some help from reggae hero **Sly Dunbar** . . . **Tom Verlaine** recording at Blue Rock in Soho with help from ex-**Television** mate **Fred Smith** and **Patti Smith** drummer **Jay Daugherty** . . . **Foghat** recording its new album on Long Island . . . and in Paris, France, **Santa Esmeralda** is wrapping up his latest disco LP.

A PICTURE IS WORTH — An entire exhibition devoted to paintings, prints and posters related to musical personalities will be staged at the Good Company Gallery at 339 Columbus Avenue during April. Included will be Kim Whitesides paintings of **Neil Young**, **Elton John**, and **Bob Dylan**; an unusual portrait of **Elvis Presley** by **Robert Grossman**; and paintings of artists like **Kinky Friedman**, **Lou Reed**, **ELO**, **Leadbelly**, and **Phoebe Snow**.

AROUND TOWN — A new jazz club, **Marty's Garden Spot of Jazz**, has opened up at 73rd and Third Ave. . . . The **Symphony Space** at 95th and Broadway continues to roll along, presenting a variety of musical entertainment, ranging from opera and Hispanic ballet to jazz a la **Art Blakey** and the **Heath Brothers** . . . **Sylvia Syms** will honor composer **Cy Coleman** at **Michael's Pub** through April 28.

GIBB GIFT — Bee Gee **Maurice Gibb** has volunteered to write original theme music for the Dade County United Way film. On top of writing music for the seven-minute film, Gibb has also organized more than 40 musicians to record the music.

ALEXENBURG PUTS HIS MONEY WHERE HIS STOMACH IS — Dinner was so disappointing at the **Lou Rawls** show March 26 at NARM that **Infinity** chief **Ron Alexenburg** did something about it. He sent out for burgers and had them distributed to his and surrounding tables.

charles paikert



FORBERT AT THE BOTTOM LINE — **Nemperor** recording artist **Steve Forbert** recently performed at New York's **Bottom Line**. Pictured backstage are (l-r): **Tony Martell**, vice president and general manager of **CBS Associated Labels**; **Nat Weiss**, president of **Nemperor**; **Linda Stein** of **Coconut Management**; **Forbert**; **Steve Burgh**, producer; and **Don Dempsey**, senior vice president and general manager of **Epic/Portrait/Associated Labels**. At top in background is **Danny Fields** of **Coconut Management**.

AGAC Prepares To Battle RIAA In 1980 Tribunal Meet

by Peter Hartz

LOS ANGELES — In anticipation of the crucial 1980 meeting before the Copyright Royalty Tribunal, the American Guild of Authors & Composers (AGAC) has hired the Washington firm of **Rinfret Associates** and commissioned the first in-depth economic profile of the American songwriter.

"We must gird for the coming battle," said **Ervin Drake**, president of AGAC at a March 28 membership meeting here.

Citing the need for a "substantial" increase over and above the current 2 3/4 cent statutory ceiling for mechanical royalties, Drake said the AGAC executive council has requested in-depth economic information on the American Songwriter in order to successfully argue an increase before the Tribunal meeting.

RIAA As Adversary

"AGAC made its first appearance before (the Tribunal) in December of 1977," said Drake. "At that same hearing, we listened carefully as the RIAA, the lobbying arm of the huge recording combines, set forth their premise for a reduction of the royalty rate back to two cents."

Faced by what it termed a well-financed adversary, the AGAC council hired Washington-based **Rinfret Assoc.**, to organize information vital to AGAC's interests.

"RIAA offered a volume as thick as the **Gutenberg Bible**," said Drake. The primary thrust of the AGAC effort in connection with **Rinfret** is the sending out and collecting of an extensive financial questionnaire.

The questionnaire, which has been given a "shakedown cruise," will be mailed to the 4,000 members of AGAC in April. According to Drake, **Rinfret Assoc.**, after preliminary investigation, "determined that neither the U.S. Department of Labor nor any other agency had compiled statistics on songwriters. We do not exist even as a group." The AGAC-financed study is expected to be the first full-scale economic portrait. At the heart of the issue, according to Drake, is the battle for more money for songwriters.

The two-cent royalty rate had been in effect since 1909 until the enactment of the new law in 1976 which lifted the ceiling to 2 and 3/4 cents.

Inflationary Spiral

Referring to the towering inflationary spiral of recent decades, Drake said, "We have made up our minds that we are not satisfied with this small advance that is the crowning result of 67 years of hardship."

He noted that a 12-band album in 1962 sold for \$3.98 and yielded a copyright pay-

ment of 24 cents. Today, with the royalty rate increase, a standard 10-band album can sell for \$8.98 and yield only 27 1/2 cents in royalties.

Drake stated emphatically that AGAC feels the record companies should be required to better pay songwriters. One possible plan put forward by Drake was switching to the "percentage philosophy," which is utilized in Europe where record companies pay, according to Drake, anywhere from 6 1/4% in the U.K. to 8% in West Germany. The percentage basis payment provides the important pegging of the royalty rate to the retail selling price of a record, he said.

While American record companies say that it would be too expensive for such percentage-lined payments to songwriters, Drake points out that "foreign companies paying so much more in royalties still thrive to such an extent that they are buying up the recording firms and music publishers here in our over-protected country."

After the 1980 review by the Copyright Tribunal, the next review is slated for 1987. From then on, the Tribunal will review the status of mechanical royalties every 10 years.

Kirsch Named GM At Warner Bros.

LOS ANGELES — **Bob Kirsch** has been appointed general manager of **Warner Bros. Records** country division. Kirsch's new responsibilities will include marketing coordination relative to the efforts of both Nashville and home office staffs as well as a general A&R functionary.

Kirsch comes to **Warner Bros.** after three years with **ABC's** country operation. Kirsch will be working closely with **Stan Byrd**, the company's Nashville based director of sales and promotion, and **Norro Wilson**, the label's country music A&R director. Kirsch will be based in **Burbank** and report directly to **Andy Wickham**, vice president and director of **Warner Country**.



Pictured (l-r): Kirsch, Wickham.

Rissmiller, Krebs Push For Cal Anti-Scalping Legislation

by Mike Glynn

LOS ANGELES — In an effort to curb ticket scalping for concerts and sports events in the state of California, Jim Rissmiller of Wolf and Rissmiller Concerts and David Krebs of American World Music Festival, Inc., in association with radio station KMET, have formed a statewide committee to get a proposition on the June 1980 ballot in the state legislature which would outlaw scalping at all public events. The announcement

BMI Adds Top Songs

NEW YORK — 28 songs published by affiliates of BMI have been added to the roster of compositions that have attained one million radio and television performances. The additions bring the total number of BMI million performance works to 327.

The new songs are: "Blue Suede Shoes" by Carl Perkins; "I Can't Help It" by Hank Williams; "After The Lovin'" by Richard Ziegler and Alan Bernstein; "Angel of the Morning" by Chip Taylor; "Daniel" by Elton John and Bernie Taupin; "Endlessly" by Clyde Otis and Brook Benton; "Handy Man" by Jimmy Jones, Charles Merenstein, and Otis Blackwell; "(Your Love Has Lifted Me) Higher and Higher" by Carl Smith, Gary Jackson, and Raynard Miner; "Lonely Street" by W.S. Stevenson, Carl R. Belew, and Kenny Soudler; "Let's Dance" by F.M. Baldrige, C. Stone, and Josef Bonime; "I'm Walkin'" by Antoine Domino and Dave Bartholomew; "I Walk The Line" by Johnny Cash; "I Just Want To Be Your Everything" by Barry Gibb; "How Sweet It Is To Be Loved By You" by Eddie Holland, Lamont Dozier, and Brian Holland; "A Lover's Question" by Jimmy Williams and Brook Benton; "Misirlou" by N. Roubanis; "My Eyes Adored You" by Bob Crewe and Kenny Nolan; "Personality" by Lloyd Price and Harold Logan; "Pledging My Love" by Don Robey and Ferdinand Washington; "Put Your Head On My Shoulder" by Paul Anka; "Rockin' Robin" by Jimmie Thomas; "You, You, You" by Robert Mellin and Lotar Olias; "You Send Me" by Sam Cooke; "Southern Nights" by Allen Toussaint; "Tell Me Why" by Marty Gold and Al Alberts; "Torn Between Two Lovers" by Peter Yarrow and Phil Jarrell; "You Are So Beautiful" by Billy Preston and Bruce Fisher; and "You Belong To My Heart" by Agustin Lara and Ray Gilbert.

The BMI performance figures are figured from logged reports of 500,000 hours that are submitted annually by U.S. radio and television networks in addition to AM and FM stations.

of the initiative was made at a press conference last week.

Although California state law now prohibits scalping on the premises where an event is being held, the proposal will cover "Everyone involved in scalping," stated Krebs, "not just people at the venues," referring to the hundreds of ticket agencies scattered throughout the state.

"What we have recommended," continued Krebs, "is that these ticket agencies have a prescribed ceiling or limit on what they can command above and beyond the original ticket price, similar to the \$2 or \$2.50 surcharge now enforced in New York. We only propose that they charge a fair mark-up on tickets."

Artists Concerned

Krebs added that many of his clients, such as Ted Nugent and Aerosmith, are justifiably concerned about the scalping, as complaints on this subject are often brought to the artists' attention. Both Nugent and Steve Tyler, lead singer of Aerosmith, in addition to prominent sports figure Bruce Jenner, have pledged their support on the proposal and many more music and sports personalities are expected to join the committee in the months to come.

(continued on page 50)

Herb Alpert's Run Helps The Needy

LOS ANGELES — A&M will inaugurate the "1st Annual Herb Alpert 10-K Run, Come Run With The Stars" on April 29 in Los Angeles' Griffith Park. Proceeds from the sporting event will be donated mutually to the T.J. Martell Foundation for leukemia in New York and to St. Elmo's Village in Los Angeles, a non-profit organization that instructs minority and underprivileged children in the arts and crafts.

The Herb Alpert 10-K run invites open participation from the general public. It is expected that a number of major television and music celebrities will be participating in the run. A complete list of celebrities competing in the run will be announced shortly. The 10 kilometers works out to 6.2 miles, which will be run on a specifically designed course within the confines of Griffith Park.

The race will be divided into three competitive divisions for both men and women: 15 and under; 15-39 and 40 and over. Prizes will be awarded to early finishers. T-shirts inscribed with the logo of the "1st Annual Herb Alpert 10-K Run" will be given out to all participants. There will be an entry fee of \$5.00 for all attendees.



THIS TIME IT'S FOR REAL! — Southside Johnny and the Asbury Jukes have signed with Phonogram, Inc./Mercury Records. Their first album for the label is scheduled for a June release. Pictured at the signing (l-r) are: Al Dellentash and David Sonenberg, co-managers of the group; Southside Johnny; Robert Sherwood, president of Phonogram, Inc./Mercury Records; and David Werchen, director of law for the label.

POINTS WEST — FOUR ONCE MORE — For the first time since its inception nine years ago, the **Doobie Brothers** is once again a quartet. Guitarist **Jeff Baxter** and drummer **John Hartman** have left the band to pursue outside interests. Departures from the Doobies, now at the pinnacle of their success with the #1 bullet single and the #2 bullet album, have been rumored for some time and remaining members **Pat Simmons**, **Michael McDonald**, **Keith Knudsen** and **Tiran Porter** express support for Baxter and Hartman in their new endeavors. Meanwhile, the Doobies are set to begin a major U.S. tour in Seattle April 17. Included on the tour is a week at the Universal Amphitheatre in L.A. July 3-8.

WE KNEW IT ALL ALONG — In an interview in Britain's *People* newspaper, **Bay City Rollers** manager **Tom Paton** admitted that all of the group members had experimented with hard drugs and Paton himself was once addicted. Paton added that Rollers **Alan Longmuir** and **Eric Faulkner** attempted suicide in 1976, but now that everything is out in the open Paton is confident the future is bright.

ANGRY ONE DECKED — **Elvis Costello** has earned the nickname the Angry One for his artistic stance, but singer **Bonnie Bramlett** was the angry one when the two met at a bar in Columbus, where the paths of the Costello and **Steve Stills** tours crossed. Elvis reportedly was cursing early rock stars when Bramlett took exception to comments about **Ray Charles**. According to the Starship news service, Bramlett then pulled off Elvis' glasses and landed a punch that sent him sprawling on the floor. An alert bartender then stepped in before Costello could show whether or not his aim is true.

ONE FOR THE GROUPIES — Ask **Edward Reekers** if dreams come true. Reekers was a confirmed **Kayak** groupie who knew every word and note of the Dutch band's music and got his big chance when he answered an ad *Kayak* ran for a new vocalist. His familiarity with the material as well as his vocal skills blew everyone away and Reekers is



ALLEN TO PERFORM FOR LEUKEMIA RESEARCH — A&M recording artist **Peter Allen** will perform at the T.J. Martell Memorial Foundation for Leukemia Research 1979 Humanitarian Award Dinner on April 21 in New York's Waldorf Astoria. Pictured (l-r) discussing plans for the dinner are: Allen and Gil Friesen, A&M president.

debuts on the annual Oscar awards ceremony. **The Orchestra**, organized by film composers **Jack Elliot** and **Ailyn Ferguson**, is a full-sized (82-member) symphony orchestra made up of mostly veteran L.A. studio cats. For the Oscar telecast, 18 extra musicians will bring the Orchestra's total to 100, the largest musical aggregation ever on the show. And for the Orchestra's concert debut at Dorothy Chandler Pavilion April 24 (where the Oscars will be given out April 9) the group will demonstrate its jazz skills with such guest artists as **Tom Scott**, **Harvey Mason** and **Lee Ritenour**. . . . And on the subject of the Oscars, latest additions to the show's lineup of stars include **Diana Ross**, **Dean Martin** and **Ruby Keeler**.

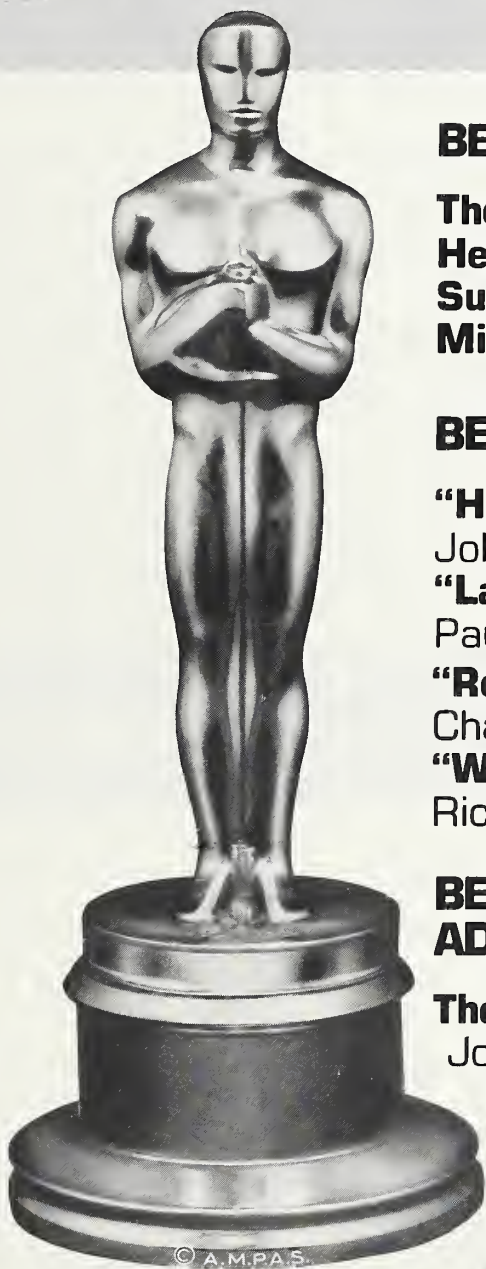
FROM BAKER ST. TO HOLLYWOOD — **Raphael Ravenscroft**, best known for playing the memorable saxophone solo on **Gerry Rafferty's** "Baker St." hit, was in town last week on a promotional tour to talk about his first solo album on Portrait, titled "Her Father Didn't Like Me Anyway." Ravenscroft, a London-based musician who has played sax and handled arrangements for such diverse artists as **Mike Oldfield**, **the Four Tops** and **Family**, was given the opportunity to record a solo effort after gaining notoriety for his now famous sax hook. "There were a couple of labels in England which had asked me to cut a solo LP prior to my success with 'Baker St.,'" explained Ravenscroft, "but I'd have to admit 'Baker St.' definitely paved the way." Now with his album out, Ravenscroft looks forward to getting an eight-piece band together and hitting the concert circuit. "I've always wanted to front my own band onstage, and now with my LP out, it shouldn't be too long before I start doing live performances, both in Europe and in the U.S." The saxophonist is still committed to playing with Rafferty for three months out of the year, but Ravenscroft is clearly intent on touring and furthering his solo career.

ON THE ROAD — **Ron Wood** has confirmed reports that he will back his upcoming "Gimme Some Neck" LP with an all-star tour. Joining **the Rolling Stones** guitarist will be fellow Stone **Keith Richards**, **Neil Young** and **Bobby Keyes**. . . . With *Winterland* going the way of the Fillmores, **Bill Graham** is now booking Bay Area shows into the 5,000-seat Oakland Auditorium. **J. Geils Band** christened the new hall recently, with help from **Carlos Santana** and **Ronnie Montrose**, and was called back for six encores. . . . While in San Francisco to help out the *March Of Dimes*, **Robin "Mork" Williams** will do four nights at the Boarding House and record the shows for his upcoming *Casablanca* LP. . . . **George Benson** opens his first tour of the year in Monterey April 11, the first of 17 west coast stops. . . . **Leif Garrett** leaves for Japan April 8 for a series of concert and TV appearances. . . . Maybe he'll be on the same plane with **Melissa Manchester**, who also is going to Japan April 8 for a promo tour including TV spots. . . . **Crusaders** west coast mini-tour, which began March 23 in San Diego, is introducing material from the group's upcoming "Street Life" LP on MCA. **Randy Crawford** will do a guest vocal — a *Crusaders* first — on the title track. . . . It's now set. As announced by the band at its Coconut Grove gig, the **Boomtown Rats** will be playing a special concert at Frederick's Of Hollywood April 4. . . . The **Tubes** will be joined by **Squeeze** for 21 spring dates, but not including Royce Hall. . . . **Vikki Carr** co-headlines the MGM Grand in Las Vegas for two weeks starting April 19.

MOVIE, MOVIE — "Always Elvis," which will be the definitive Elvis movie according to planners **Jerry Weintraub** and **Col. Tom Parker**, will begin production later this year. The King's actual voice will be used for the musical numbers and there will be location shooting at Graceland, the Las Vegas Hilton and other spots associated with **Elvis Presley's** life and career. Weintraub, the Colonel and Elvis' estate have been planning the film for more than a year. . . . **Robbie Robertson**, who found himself something of a sex symbol following his film debut in "The Last Waltz," will make his acting debut in "Carny," co-starring Oscar-nominee **Gary Busey** and **Jodie Foster**. The film, a story of

(continued on page 50)

THE BMI NOMINATIONS ARE



BEST ORIGINAL SCORE

The Boys From Brazil — Jerry Goldsmith
Heaven Can Wait — Dave Grusin
Superman — John Williams
Midnight Express — Giorgio Moroder (SUISA)

BEST ORIGINAL SONG

"Hopelessly Devoted To You" from **Grease** —
John Farrar
"Last Dance" from **Thank God It's Friday** —
Paul Jabara
"Ready To Take A Chance Again" from **Foul Play** —
Charles Fox and Norman Gimbel
"When You're Loved" from **The Magic of Lassie** —
Richard M. and Robert B. Sherman

BEST ORIGINAL SONG SCORE AND ITS ADAPTATION, or BEST ADAPTATION SCORE

The Buddy Holly Story — adaptation score by
Joe Renzetti
Pretty Baby — adaptation score by
Jerry Wexler, music by Scott Joplin
The Wiz — original music by Charlie Smalls

BMI

What the world expects from the world's largest music licensing organization.

NARM '79 NARM Presses Bar Coding Report

(continued from page 7)

warehouse product replenishment and inventory management would cost the same chain \$56,000. And, for an "advanced" system, capable of automatic price look-up, store rebalancing, new release allocation, etc., the 10-unit retailer would have to pay \$135,000. (All of the above estimates were based on the premise that the cost of installing the system would be financed over a five-year period.)

The rack jobber study also presented costs of establishing a UPC system. For a "typical" rack servicing 350 accounts, with the investment financed over five years, the report estimated the cost of a "basic" system at \$160,000, for an "intermediate" system at \$775,000, and for an "advanced" system at \$1,125,000. The annual costs per store, it was estimated, would \$110, \$531 and \$771, respectively.

Cost Savings

Panel members mentioned a number of benefits that, in their view, justified the costs of instituting a UPC system. Lee Hartstone, president of Integrity Entertainment Corp., which owns the Wherehouse retail chain in California, said he had calculated that a UPC system could save his operation \$2 million annually, based on \$100 million in sales, if most releases were bar coded.

Hartstone attributed these savings to prevention of inventory shrinkage. For instance, he said, three percent of gross is an average amount of shrinkage in most retail businesses. By using a UPC system, he continued, he would be able to detect inventory shortages a month earlier than he can today, thus saving \$1 million per year. Another half of one percent of sales could be saved by using the UPC system to discover who is ringing up void receipts on the cash register. Similarly, cashiers would be discouraged from giving "discounts" to friends and relatives.

David Crockett, president of Father's & Sun's Inc., an Indianapolis-based one-stop, said that his firm is now converting to a data processing system that will be compatible with UPC scanning equipment. He plans to use this system in both his

wholesale operation and his Karma retail chain. As a result, he said, he'll be able to provide his wholesale accounts with a better fill and faster order processing.

Harold Okinow, president of Lieberman Enterprises, said he would welcome the introduction of industry-wide bar coding, but predicted that it will take years for the manufacturers to convert their data processing systems to the ten-digit UPC code. Crockett, however, observed that the labels can maintain their current inventory codes while bar coding their product. He added that his own system is capable of "scrambling" the bar code information into whatever code is being used by a particular manufacturer.

Pickwick Experience

C. Charles Smith, president of Pickwick International, pointed out that his company has used "optical product recognition" for

Advertising Executive Calls For More Creativity In Preparing Radio Spots

by Alan Sutton

HOLLYWOOD, Fla. — There is more than one way to advertise records over the radio, attendees at NARM were told during a morning-long radio advertising session on March 25.

"As more and more advertisers move into radio, more and more creative advertising is called for," said Chuck Blore, president of Chuck Blore Associates, speaking on creative approaches to radio. "Radio commercials traditionally have been jokes or jingles, but I think those days are gone forever."

"Humor has replaced jokes, and jingles have become songs. And the vistas have become limitless," he added.

Blore urged the merchandisers to explore more innovative approaches to radio spots rather than just rely on the conventional formula that uses an announcer's voice and snatches from the album.

"To present and demonstrate a record with maximum persuasion," he said, "you should probably still use parts of the album, but the music and the copy must work together. Explain where your store is and

about ten years. While he said that Pickwick was pleased that the industry had recognized the need for bar coding, he warned the audience not to expect "too much too soon" in this area. As long as a large number of albums is not bar-coded, he noted, any user system is bound to be ineffective. Smith predicted that it would be three to five years before enough releases have been bar-coded to make UPC systems feasible for record merchandisers.

Lew Kwiker, owner of the 11-store, Detroit-based Music Stop chain and chairman of NARM's bar code committee, recalled the objections that had been raised to bar coding at last year's NARM convention. After answering each of these objections, Kwiker added that the use of UPC systems would give large retailers an extra advantage over small ones unless the little dealers invest in systems of their own.

why they should buy there."

Best Strategy

The best strategy, according to Blore, is "advertising that puts the consumer first" and that makes its point with "understanding, disciplined creativity and art."

"One of radio's major problems," Blore concluded, "is that so many people in the advertising industry do not know how to take complete advantage of this magic medium. You must know the medium to use it effectively — especially with regard to record advertising."

This concept — knowing the medium of radio — was the central theme of the meeting, which began with an impressive audio-visual presentation on radio advertising called "Turning Radio Advertising To Record Profits."

Miles David, president of the Radio Advertising Bureau, announced two first prize winners in NARM's radio advertising awards competition. The 1812 Overture Stores in Milwaukee and Madison, Wisc. and Variety Records, a chain based in Washington, D.C. shared the top award out of 170 entries.

Communication Key To Rack's Success—Siebert

HOLLYWOOD, Fla. — Dave Siebert, president of Sieberts, Inc., told NARM guests at the rack jobbers meeting that "cooperation and communication are the keys to success." He added that the rack jobber should be more concerned about customers than the bottom line.

Siebert also chastized manufacturers for not making long-term commitments for advertising dollars, which he feels would help the rack/mass merchandiser relationship.

Release Information

These feelings were echoed by Al Geigle, national record and tapes sales manager at Montgomery Ward, who called upon manufacturers to communicate up front about various major releases. Geigle reiterated the fact that his chain was making money in 1979, and "we're not giving our product away."

"We cannot compete against the 'head shops'," noted Geigle, who said he continually checks the prices of his competition (i.e. Sears, K mart, Penney's, etc.) and meets their lowest price, without undercutting them.

Geigle explained that he likes to have five turns annually, and he maintained that less than four is unsatisfactory.

Display Materials

The seminar, chaired by Sydney Silverman, United Record and Tape industries, also brought out the opinion that mass merchandisers require special in-store materials, and that labels are presently giving much more of this type of promotional material to retailers.

Summarizing what a successful rack operation requires, Siebert listed better-trained salesmen, more supervision, better fixtures, a good replenishment system, inventory control at both the retail and warehouse levels and an advertising and promotion budget.

"Proper fiscal planning is necessary," emphasized Siebert.

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TO ALL RADIO PROGRAMMERS:
SUBJECT: REMIX OF LISA DAL BELLO'S "PRETTY GIRLS" SINGLE.

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DAVID LEVINE, VICE-PRESIDENT, TALISMAN RECORDS

Open Tape Display Boost Sales, Theft, NARM Panel Told

by Dave Fulton

HOLLYWOOD, Fla. — The use of open display cases increased tape sales an average of 18% while pilferage also rose by an 8.7% average, according to a test study conducted by Biruta McShane, vice president and general manager of the music tapes division for GRT.

The results of the five-month test, a follow-up to a previous test conducted by GRT two years ago, were announced at a special NARM presentation. Labels who co-sponsored the test included A&M, Atlantic, Capitol, Columbia, Elektra, MCA, Polygram, RCA and Warner Bros. As far as methodology, the tape displays were kept locked for three months, and unlocked for the remaining two months.

Purpose Of Study

The purpose of the study was threefold: 1) to analyze the effect on tape and record sales when unlocking a previously locked tape display; 2) to determine the rate of pilferage when security was eliminated from unlocked displays, and 3) to compare results of this study to the earlier findings.

The current study, which expanded the geographical areas from the original to include the midwest and southeast in addition to the west coast, resulted in tape sales averaging an increase of 18% and a high at one store of 67%, compared with a 14% average and 30% high in the previous test. But, pilferage rates in the latest test skyrocketed to a high of 17% and a low of 3.5%, while pilferage in the earlier study ranged from 2.8% to 9.1%. The average national pilferage rate for records runs about 4%.

Profit Range

The range of profits in the current test ran from a loss of 15% to a gain of 6%, whereas the earlier findings produced losses of 8% to profits of 9%.

A panel of participating retailers gave brief comments about the study and its effect on their respective outlet. Jim Brown, vice president of the Handleman Co. and general manager of Sieberts, stated that despite high pilferage rates, he would move to the open tape display on any new store to be opened. He added that it was disturbing in that the pilferage rate in the stores increased each consecutive week.

Importance Of Knowledge

Noel Gimbel of Sound Unlimited noted that his album sales increased along with his tapes. Gimbel stressed the importance of maintaining knowledgeable sales personnel to help customers.

Stressing a commitment to open tape merchandising, Record Bar vice president Fred Traub outlined a 60%, 25% and 15% sales mix for albums, 8-track and cassettes, respectively.

Scott Young of Pickwick International said that tape sales were up 20% in 1978 for his firm and were now accounting for some 50% of Pickwick's business.

Pickwick Experiments

Young said he is experimenting with a number of techniques to merchandise tapes. For example, he is putting all tapes and albums of one particular genre of music together instead of separating the configurations. In another test, he is placing the album and tape of the artist together in one bin, and said that the liner notes on the album helped to educate the tape buyer.

Young attributed the increased tape sales for his firm to pricing (same as LP price), more aggressive promotion of simultaneous tape and LP purchases and the fact that "tapes are no longer the stepchildren of the store."

In summarizing, Young pointed out, "There is no one answer. You have to go store by store."

NARM '79 NARM One-Stop Meet Held

by Ken Terry

HOLLYWOOD, Fla. — The first business session for one-stops at an NARM convention reflected the increasing importance of these wholesale operations across the country. Although scheduling the meeting at the same time as the independent distributors' meeting trimmed attendance, the one-stop session attracted a fair number of NARM members, most of them either one-stop operators or retailers.

Ernest Leaner of Ernie's One-Stop, based in Chicago, was chairman of the meeting. He set the tone by noting that, as the industry's distribution patterns change and suppliers become fewer, "the one-stop takes on a greater function, and it will increase." Other panelists, likewise, stated that their one-stops were already performing most of the functions that have historically been the province of independent distributors and, more recently, branch distribution systems.

Noel Gimbel, head of Sound Unlimited, based in Skokie, Illinois, said that his company works very closely with retailers, especially new ones. Sound Unlimited, he added, has an advertising department that "aggressively" solicits coop ad dollars for its accounts. Gimbel also has in-house art and promotion departments.

In an era of shrinking radio exposure for new acts, Gimbel pointed out, manufacturers can use the "creative one-stop" to help develop artists. He claimed, for instance, that Sound Unlimited has had significant success in selling Epic's Trillion and Arista's Tycoon to its 600 accounts in

the midwest.

Evan Lasky of Danjay Music in Denver also discussed the growth of one-stop functions. Danjay sells only to one group of independently owned store that are collectively known as Budget Records and Tapes. According to Lasky, Danjay is "married" to its accounts, providing them with any kind of service they need. Only one-third of his ad budget, he said, comes from the manufacturers; the rest is spent by Danjay and its accounts. He urged other one-stops to spend more of their own money to promote their customers as well.

Jerry Richman, owner of Richman Bros., a Philadelphia-based one-stop, has established an umbrella association for 28 of his accounts called "Music Library." The black dealers who belong to this association have taken its name for their individually owned operations, and Richman supplies them with coop advertising, display materials, and records for in-store play. According to Richman, the labels like the program because it provides them with a way to place advertising for black product; the dealers like it, he said, because their business is up.

Lack Of Product

All the panelists lamented the difficulty they had experienced in obtaining hit product last Christmas. Leonard Silver, president of Transcontinent Record Sales, based in Buffalo, N.Y., said he had had an especially hard time in getting hit black product. According to Silver, the manufacturers told him that they wanted him to sell all their fall releases first, so that there

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Retail Management Philosophies Are Discussed At NARM Meeting

by Ken Terry

HOLLYWOOD, FLA. — The retailers' meeting held on the first day of NARM's annual convention illustrated the wide differences that exist among the management philosophies of record dealers.

Chaired by Dr. David Rachman, professor of marketing at Baruch University, the retail panel included Jerry Adamex of Harmony House Records & Tapes; Lee Hartstone, president of Integrity Entertainment Corp., which owns the Wherehouse retail chain; Russ Solomon, president of the Tower Records chain; and Scott Young, vice president of retailing for Pickwick International.

Dr. Rachman led off with a discussion of some of the areas which a retailer should regularly evaluate in his operation. What followed was a lively discussion of management practices by the four panelists.

The first point of contention was the value of formal employee training programs. Solomon noted that Tower, being very decentralized, has traditionally had a "hand-me-down" training system. Currently, he said, that approach is being re-evaluated, partly because middle management personnel have not consistently adhered to sound inventory and cash accounting practices.

Hartstone said that a formal training program would be inefficient in his chain due to high employee turnover. He added that he didn't see anything wrong with on-the-job training.

Strength And Weakness

Solomon disagreed, pointing out that "we can improve on that." Young supported Solomon's position. He noted that, if a manager trains an assistant manager, for example, the latter tends to pick up the strengths and weaknesses of his direct supervisor. "We're pleased with our formal training program," added Young.

After these comments were made, Hartstone slightly amended his argument. Certain operations, he said, should be "done by the book;" for instance, em-

ployees need specific instructions for handling cash. "On-the-job training without an updated weekly policy manual would be a fiasco," declared Hartstone.

Responsibilities Defined

Solomon and Young defined a store manager's responsibilities in different ways. In accord with his overall philosophy of decentralization, Solomon said, he gives his managers a good deal of autonomy and encourages them to delegate as much responsibility as possible to lower-level personnel. Consequently, Tower's store managers are not expected to be on the floor all the time; their main responsibility, concluded Solomon, is running the store.

Young, in contrast, expects his Musicland and Discount store managers to

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CBS Tops Field At NARM Awards

NEW YORK — Donna Summer and the "Saturday Night Fever" soundtrack album, were the only multiple winners at NARM's 1978 awards for the best-selling records of the year. Held at the Diplomat Hotel, in Hollywood, Florida, on March 27, the awards were dominated by CBS Records, who earned six, in addition to one garnered by its custom label, Cleveland International Records. Natalie Cole was the guest performer while Cher was hostess. Neil Bogart, president of Casablanca, co-hosted the first half while Gene Simmons of Kiss co-hosted the second.

The records that won were: "Stayin' Alive," by the Bee Gees for the Best Selling Hit Single record; "Stardust," by Willie Nelson for the Best Selling Album by a Male Country Artist; "Let's Keep It That Way," by Anne Murray, for the Best Selling Album by a Female Country Artist; "The Best of the Statler Brothers" for the Best Selling Album by a Country Group (selected via a write-in); "Suite for Flute and Jazz Piano," by Jean-Pierre Rampal and Claude Bolling, which was accepted by Isaac Stern for Best Selling Classical Album; "A Wild and Crazy Guy," by Steve Martin, for Best Selling Comedy Album; "Natural High," by the Commodores, for Best Selling Album by a Black Group; "Live and More" by Donna Summer for Best Selling Album by a Black Female Artist; "Weekend in L.A.," by George Benson, for Best Selling Album by Black Male Artist; "Annie," for Best Selling Broadway Cast Album; "Feels So Good," by Chuck Mangione, for Best Selling Jazz Album; "Sesame Street Fever," by the Muppets and Robin Gibb, for Best Selling Children's Album; "Saturday Night Fever," for Best Selling Movie Soundtrack Album; and "Double Vision" by Foreigner, for Best Selling Album by a Group.

There was a four way tie on the write-in vote for the Best Selling Album by a New Artist, including "Bat Out of Hell," by Meat Loaf; "The Cars," "City to City," by Gerry Rafferty; and "Toto." "Live and More" by Donna Summer, and "Barbara Streisand's Greatest Hits, Vol. II" tied for Best Selling Album by a Female Artist. "The Stranger" by Billy Joel took honors for Best Selling Album by a Male Artist, while "Some Girls" by the Rolling Stones, was voted Best Selling Album.

This year's awards were marked by a new category, the public service award which was presented to Peter Seeger by NARM president Berrie Bergman for his Hudson Sloop restoration project. Upon his acceptance, Seeger, accompanying himself on banjo, performed "This Land Is Your Land."

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GO WEST — Village People — Casablanca NBLP 7144 — Producer: Jacques Morali — List: 7.98

The Village People have emerged as the leading disco/pop outfit, because the group projects its own original identity to correspond with its steady disco dynamics. Last year's international hit, "Y.M.C.A.," and now "In The Navy," are outrageous, hilarious affairs which are worth buying for lyrical content alone. In addition, the sextet, spearheaded by lead singer Victor Willis, are powerful, exuberant vocalists. With composer/producer Jacques Morali at the helm, the group should also have hits with "I Wanna Shake Your Hand" and the title cut.

A MOMENT'S PLEASURE — Millie Jackson — Spring SP-1-6722 — Producers: Brad Shapiro and Millie Jackson — List: 7.98

During the past few years, Millie Jackson has developed into a consistently strong selling artist whose LPs steadily go gold. This fact is easy to understand, since Jackson is a spirited, soulful vocalist who can convey a wide range of emotions. Jackson co-wrote most of the LP's material with co-producer Brad Shapiro, and songs such as "Seeing You Again" and "Never Change Lovers In The Middle Of The Night" are perfect showcases for Jackson's provocative, sensitive vocal excursions.

HOT NUMBERS — Foxy — Dash/T.K. 30010 — Producers: Foxy and Jerry Masters — List: 7.98

On the heels of its top selling debut album last year, Foxy is back with its second LP and title track single. The same ingredients which made the quintet's first album a success are prevalent here: funky latin-tinged rhythms, punchy horn charts, polished lead vocals, plus distinctive falsetto vocal harmonies. Spearheaded by composer/guitarist/singer Ish Ledesma, Foxy should garner considerable pop/R&B/disco airplay and chart activity on this outing.

THANKS I'LL EAT IT HERE — Lowell George — Warner Bros. BSK 3194 — Producer: Lowell George — List: 7.98

Working outside of Little Feat's slick, air-tight R&B based structure gives Lowell George the opportunity to flex a few highly creative muscles on his own. This release fully illustrates just why there exists such a rabid cult following of this man's superb distillation of bonafide American rock 'n' roll. With noteworthy studio back-up and predominantly self-penned material, George may finally gain the career sustaining mass acceptance he deserves.

EVERYBODY UP — Ohio Players — Arista AB 4226 — Producer: The Ohio Players — List: 7.98

Despite the continual rise of disco, the Ohio Players have had their difficulties maintaining their massive success of the mid-'70s. This may all change with "Everybody Up," Players' first effort on their new label, Arista. The new album shows that the sextet is trying to introduce a sleeker, more refined disco/R&B sound without sacrificing the exciting elements which made hits like "Fire" and "Love Rollercoaster" such disco classics. Contains six tracks.

IN THE PUREST FORM — Mass Production — Cotillion SD 5211 — Producers: Ed A. Ellerbe and Mass Production — List: 7.98

This Detroit-based configuration has attracted more and more fans with each album, and now with its fourth effort, Mass Production should garner the widespread pop/R&B attention it deserves. The group may be best known for performing fiery, funk-ed-up dance numbers, but songs like "With Pleasure" prove that the band can also execute sleek, expressive soul ballads. Includes the single "Can't You See I'm Fired Up."

AMERICAN STANDARD BAND — Island ILPS 9540 — Producer: Charles Calello — List: 7.98

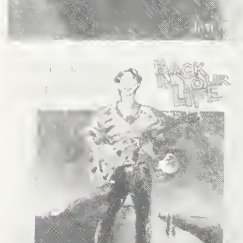
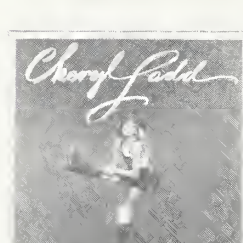
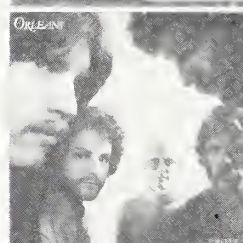
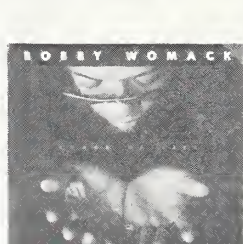
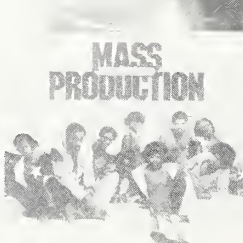
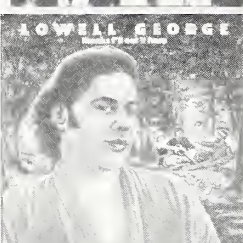
A.S.B., which hails from Massachusetts, should establish itself as mainstream rock group to watch out for with its debut album. Two distinct elements stand out instantly upon first listen, crisp, full-bodied harmonizing and up-front sax work the likes of which hasn't been heard since Clarence Clemmons was placed to the fore in Springsteen's E Street Band. All the diverse factors for A/C, AOR and pop acceptance are best exemplified by tracks such as "Got What It Takes," "You Never Get Over Heartbreak" and "Take It Easy On Me."

ROADS OF LIFE — Bobby Womack — Arista AB 4222 — Producers: Bobby Womack and Patrick Moten — List: 7.98

After a lengthy hiatus, this veteran R&B/soul artist has returned with an energetic, versatile album that contains touches of disco, funk, soul and pop. Of course, at the heart of the album is Womack's fiery, gritty vocals, which remain in peak form, plus his stellar compositions. Also adding to the LP's impact is the bristling rhythm section, led by top session cats like Roger Hawkins, Eddie "Bongo" Brown and David Hood.

ALL THIS FOR A SONG — The Guess Who — Hilltak HT 19227 — Producer: The Guess Who — List: 7.98

Burton Cummings and Randy Bachman are no longer with the group, but the Guess Who is still a vibrant, guitar-laden Canadian rock group. In fact, lead vocalist Don McDougall recalls the smooth yet commanding singing style of Cummings. Still, the new Guess Who is distinguishable from the old lineup, since the group now exhibits a more full-bodied sound and occasionally experiments with different musical styles (i.e. the rickling country-rock of "It's Getting Pretty Bad").



VAN HALEN II — Van Halen — Warner Bros. HS 3312 — Producer: Ted Templeman — List: 7.98

With its first platinum plus effort still clinging tenaciously to everybody's pop LP chart, we now have "Van Halen II." All of the classic heavy-metal elements that made its first album such an instant winner arrive intact and even more forcefully than its predecessor. David Lee Roth is in top form vocally and Edward Van Halen must surely be the late '70s' Ritchie Blackmore. A natch for AOR (third most added in the **Cash Box** FM section) and Top 40 that's not afraid to get heavy.

REAL LIFE AIN'T THIS WAY — Jay Ferguson — Asylum 6E-158 — Producers: Jay Ferguson and Ed "Radar" Mashal — List: 7.98

Opening the album with a burst of synthesizer fireworks, Jay Ferguson launches into "Real Life Ain't This Way," a lively, engaging affair which catches the ex-Spirit member in high-flying form, hot off his "Thunder Island" hit single last year. Ferguson's latest effort rocks from start to finish, displaying the singer-pianist's flair for creating peppy melodies, colorful lyrics and articulate arrangements. For AOR and Top 40 formats.

FOREVER — Orleans — Infinity INF 9006 — Producers: Orleans & Roy Cicala — List: 7.98

The term "soft-rock" usually connotes laid-back music that invariably causes deep, restful sleep. Not so with Orleans. Though mellow as a cello, "Forever" is an album rife with challenges and pop craftsmanship unequalled on any number of A/C and AOR formats. With flawless harmonizing and crystal-clear instrumentation, Orleans have a gem of an album that should fill America's airwaves for months to come. "Love Takes Time" is the first of several potential singles.

FALLING IN LOVE AGAIN — Susan — Champion/RCA BXL1-3372 — Producers: Frank Aversa & Mike Ricciardella — List: 7.98

Another promising rock outfit from the flourishing Boston rock scene, Susan is an all-male quartet whose debut album is an inviting collection of heavy guitar-rock. The foundation of this band is the dueling guitars of Ricky Byrd and Tom Dickie, but Susan also boasts infectious Raspberries-like harmonies and catchy melodies. Standout tracks on the LP include "Marlene" (a Spectorian tribute to Marlene Dietrich), "Takin' It Over" and "Too Bad."

JERRY LEE LEWIS — Elektra 6E-184 — Producer: Bones Howe — List: 7.98

The Killer's debut Elektra album should start his new label affiliation with a bang, as Ferriday, Louisiana's favorite son rocks and rolls his way through a rip-roaring set of piano-pumpin' selections. The album is equally divided between rock numbers and more moderately-placed country tunes, which is sure to please both Lewis' '50s rock fans and his steady, devoted country following. "Rockin' My Life Away" is the first single from this solid, lively affair.

WILD AND PEACEFUL — Teena Marie — Gordy G7-986R1 — Producers: Rick James and Art Stewart — List: 7.98

"Wild and Peaceful" is the debut album from Teena Marie, an aggressive, sensuous vocalist in the R&B-funk vein. Marie's vocals front this six-song set, but contributing an equally vital role is Motown chartmaker Rick James. James co-produced the LP, sings a duet with Marie on "I'm A Sucker For Your Love," and employs his Stone City Band to backup Marie on the album. Accompanied by tasteful cover artwork, "Wild And Peaceful" should fare well on disco, R&B and pop formats.

DANCE FOREVER — Cheryl Ladd — Capitol ST-11927 — Producer: Gary Klein — List: 7.98

Back with her second album, Cheryl Ladd again demonstrates that her talents extend beyond acting in the popular TV series, "Charlie's Angels." "Dance Forever" is a capable set of medium-tempo pop-rock tunes, disco-flavored cuts, and pleasant ballads. Ladd possesses a clear, smooth voice, and while she obviously is no threat to Linda Ronstadt, she does efficiently handle the material here. Polished production by Gary Klein attractively supports Ladd's singing.

HERMAN BROOD & HIS WILD ROMANCE — Ariola SW 55059 — Producer: Wild Romance — List: 7.98

Heralding from the Netherlands, this is the first U.S. album for this talented guitar-rocking foursome. The artwork on the album cover may link the band to disco, but Brood & Wild Romance are clearly a high-powered AOR group that packs explosive guitar licks, boisterous vocals and a crisp rock 'n' roll beat. The band also exhibits its own unique personality, as witnessed by such unusual song titles as "Skid Row," "Dope Sucks" and "Get Lost."

BACK IN YOUR LIFE — Jonathan Richman & The Modern Lovers — Beserkley JBZ 0060 — Producers: Matthew King Kaufman, Glen Kolotkin & Kenny Laguna — List: 7.98

There's more to this clown-prince of rock 'n' roll than meets the eye and ear. Admittedly, Jonathan Richman vocally makes Bob Dylan sound like Pavarotti, but his song writing is so uncannily accurate in its point of view and assessment of matters of the heart that the end result would be almost profoundly moving were it not for the fact that one is invariably left on the floor convulsed with laughter. For AOR formats.

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FEATURE PICKS

EXILE (Warner Bros. WBS 8796)
How Could This Go Wrong (3:44) (Chinnichap Pub. — BMI) (M. Chapman/N. Chinn/J. Pennington/L. Lawley)

"All There Is" is the name of the new Exile album produced by Mike Chapman. This song, which has an attractive rock/disco approach is coming out soon as a 12-inch. With steady kick, synthesizer and guitar flash and full vocals, this could be an across-the-board attraction. Top 40 take note.



NIGEL OLSSON (Bang/CBS ZS8 4800)
Little Bit Of Soap (3:25) (Robert Mellin Music — BMI) (B. Berns)

Nigel enjoyed considerable pop success with "Dancin' Shoes" and this follow-up is likely to further develop his momentum. The new CBS/Band affiliation may also help. This remake of a catchy and cute song has the bounce to gain Top 40 airplay. A sparse arrangement of drum, organ and fine singing makes it work.



DR. HOOK (Capitol P-4705)
When You're In Love With A Beautiful Woman (2:58) (DebDave Music — BMI) (E. Stevens)

Taken from the "Pleasure & Pain" album, this cut has a catchy rhythmic touch and lyric about the troubles of loving a beautiful woman. The combination of perky beat, good singing and fine guitar embellishments and horn fills makes this a likely Top 40 looker.



THE OSMONDS (Mercury 74056)
You're Mine (3:32) (Os Music Publishing) (the Osmonds)

Produced by Maurice Gibb and Steve Klein, this track from the upcoming Osmonds album ought to turn a few heads around. With vibrant rhythmic underpinnings and surprisingly adventurous singing, this track is likely to gain disco and pop airplay. Strings and guitar work add depth. Check this out.

STEVE FORBERT (Nemperor/CBS ZS8 7520)
Goin' Down To Laurel (4:09) (Rolling Tide Music — ASCAP) (S. Forbert)

Steve Forbert has attracted considerable critical attention. Despite the fact that his album "Alive On Arrival" does not capture the power of his live performances, this track is an excellent introduction to Forbert. Unusual vocals, strong lyrics and folk/rock approach make this a good Top 40 add.



SAMMY HAGAR (Capitol P-4699)
(Sittin' On) The Dock Of The Bay (3:03) (East/Memphis Music/Time Music — BMI) (S. Cropper/O. Redding)

This remake of the classic song by Otis Redding is a faithful and tasty production. Hagar's vocals show him at his best and the support vocals by the Boss-Tones (members of Boston) are delicate and effective. The guitar work and skillful arrangement of drums and keyboards make this a Top 40 candidate.



BILL WRAY (MCA Records MCA-AB-12449)
Pinball, That's All (3:00) (Mel-Bren Music — ASCAP) (B. Wray)

Taken from the soundtrack to the movie "Tilt," this track from southern rocker Bill Wray has stout guitar chording, pounding bass and drums and gritty singing by Wray. Piano fills and a rocking good time make this a good pop add.



CLAUDJA BARRY (Chrysalis CHS 2313)
Boogie Woogie Dancin' Shoes (3:39) (Edition Lambda/Lollipop Musik GmbH) (M. Bjoerklund/J. Evers/K. Forsey)

Throbbing synthesizer work, hurray-the-weekend lyric and fine multi-tracked vocals make this unusual track a likely pop winner. With a title that sounds like the meeting of A Taste of Honey and Nigel Olsson, this has a solid recognition factor. Top 40 material.

SINGLES TO WATCH

SANTANA (Columbia 3-10938)
One Chain (Don't Make No Prison) (3:31) (ABC/Dunhill Music — BMI) (D. Lambert/B. Potter)

Produced by Lambert & Potter and remixed by John Luongo, this song from the "Inner Secrets" has a steady beat, conga backing, strong guitar chording and licks and emotional singing. The brief percussion break highlights the striking rhythmic work. Pop lists.

THE ISLEY BROTHERS (T-Neck/CBS ZS8 2279)
I Wanna Be With You (Part 1) (4:12) (Bovina Music — ASCAP) (E. Isley/M. Isley/C. Jasper/R. Isley/O. Isley/R. Isley)

This new single from the Isleys has all the ingredients for fun funk. Hip-swinging beat, percussion embellishments, handclap beat and sexy vocals make this track a solid add for R&B and crossover dancing lists.

PRINCE PHILLIP MITCHELL (Atlantic 3569)
Let's Get Wet (3:45) (Hot Stuff Music — BMI) (P.P. Mitchell)

If sexy lyrics are your thing, the explicitness of this track ought to make you stand up and take interest. From sleepy beginnings, the track builds to a frenzy supported by upfront congas and vocals. Strings and horns add power. For R&B and dancing lists.

DOBIE GRAY (Infinity INF-50,010)
Who's Lovin' You (3:48) (Screen Gems-EMI Music — BMI) (M. James)

"Midnight Diamond" is the name of Gray's first album for Infinity Records. This song with its expansive string arrangement, acoustic guitars, keyboard work, haunting guitar effects and upward movement makes this track suitable for a wide-variety of pop formats. Gray's vocals are characteristically smooth.

MICHAEL MURPHEY (Epic 8-50686)
Chain Gang (3:30) (Kags Music — BMI) (S. Cooke)

"Peaks, Valleys, Honky-Tonks & Alleys" is the name of Murphey's current album. This song is an appealing remake on the classic Sam Cooke tune. Excellent lead and backing vocals, tasty guitar work and harmonica fills and set-up beat make this a fine Top 40 add.

TKO (Infinity INF-50, 012)
Ain't No Way To Be (3:18) (Knucklenose Music/Vazzogg Music/Relic Music — ASCAP) (Sinsel/Bortko/Pierce)

TKO is a rocking outfit and this track with its stout bass line, hard-slap upfront drumming, throbbing synthesizer work, power guitar chords and hard-bitten vocals is the kind of rock likely to find sympathetic ears at the Top 40 level.

PARLIAMENT (Casablanca NB 976)
Rumpofsteelskin (3:50) (Rubberband Music — BMI) (G. Clinton/W. Collins)

This single from "Motor-Booty Affair" is an excellent example of the musical craziness that Mr. Clinton and Mr. Collins have perfected to sense-baffling levels. But the feet are never confused. With steady beat, various talk-overs and synthesizers, this is R&B material.

BONNIE POINTER (Motown M 1459F)
Heaven Must Have Sent You (3:30) (Stone Agate Music Division — BMI) (E. Holland, Jr./L. Dozier/B. Holland)

This is old and new Motown. A remake of an old Motown classic, this dance-oriented track has double-timing guitar, punctuating strings, talkative bass line, tubular bells and good lead and backing singing. R&B and pop material.

TAVARES (Capitol P-4703)
Straight From The Heart (3:42) (Medad Music/Irving Music — BMI) (L.R. Hanks/Z. Grey)

"Madam Butterfly" is the name of the Tavares LP. This tune, written by the talented songwriting team Grey & Hanks is a bright, uptempo danceable track likely to appeal to R&B and dancing lists. Circling guitar lines, strings and good singing make it worth the spin.

CHERYL BARNES (RCA JH-11548)
Easy To Be Hard (3:30) (United Artists Music — ASCAP) (G. Ragni/J. Rado/G. MacDermot)

Cheryl Barnes is an incredibly talented singer. Capable of sensitive expression and spine-tingling power, Barnes delivers a masterful performance on this song which is a show-stopper in the motion picture "Hair." This is the finest version of this song to date. Top 40.

MCFADDEN & WHITEHEAD (Phil. Intl./CBS ZS8 3681)
Ain't No Stoppin' Us Now (3:38) (Mighty Three Music — BMI) (J. Whitehead/G. McFadden/J. Cohen)

With a flowing handclap beat, string backing and attractive lead and backing singing, this danceable number is suited to R&B, dancing and pop lists. Rippling bass line and rhythm guitar provide direction.

STEPHANIE MILLS (20th Century TC-2403)
What Cha Gonna Do With My Lovin' (3:30) (Scarab Pub. — BMI) (J. Mtume/R. Lucas)

This title track from Ms. Mills' new album is classy portrayal of this talented young singer's abilities. A bright and uptempo song with lush vocal arrangements, ticking guitar, keyboards, strings and steady beat, this is suited to R&B and pop lists.

MINNIE RIPERTON (Capitol P-4706)
Memory Lane (3:20) (Minnie's Music/Bull Pen Music — BMI) (Riperton/Rudolph/St. Lewis)

Capable of reaching seemingly impossible notes, Minnie had to include some glass-shattering reaches on this pleasant track but the appeal of this song is its lyric, simple arrangement and solid expressive singing. Pop and R&B material.

PARLET (Casablanca NB 975)
Ridin' High (3:59) (Rick's Music/Malbiz Music — BMI) (R. Dunbar/D. Sterling)

Produced by Ron Dunbar, this track from the forthcoming "Invasion Of The Booty Snatchers" is prime funkster material. A pounding bass line, perky beat, synthesizer aberrations, horns, percussion embellishments and good singing make this R&B material.

CLEO LAINE AND JOHN WILLIAMS (RCA JB-11546)
He Was Beautiful (3:31) (Robbins Music — ASCAP) (S. Myers/C. Laine)

This two-sided record features the instrumental theme from the movie "The Deer Hunter" on the B-side, and a new lyric version on the A-side. A slow and moving ballad, "He Was Beautiful" has sensitive singing by Laine and acoustic guitar and string support. For AC lists. Pop shot.

RADIO NEWS

AIR PLAY

RADIO BOOTLEG — **JIMI FOX**, formerly the PD at **KCBQ**/San Diego and **KTNQ**/Los Angeles, in conjunction with Phonogram/Mercury has produced an album entitled, "Ultimate Radio Bootleg Vol. 1." The LP is a compilation of air checks, classic talk-ups and exemplary station promos from the histories of both **KCBQ** and **KTNQ**. "Basically it's an aid to assist programmers around the country who have never had the opportunity to hear what is going on in other markets or listen to some great old radio," said Fox. "It is something we felt there was a void of in the industry, and so we thought we'd lead the band wagon." The record was compiled and edited by Fox and **Phil Flowers** and **Tony Evans** of **KCBQ**. Somewhere in the vicinity of 3,000 albums have been sent out to radio personnel throughout the country. Side one of the bootleg chronicles the on-the-air highlights of **KCBQ** from 1958-1978. Side two consists of the great moments in the career of a station whose impact, although short lived, was quite impressive nationally because it had the distinction of being the Top 40 station that beat **KHJ**/Los Angeles in the ratings race. The **KTNQ** side features the voices of **Nancy Plum**, "The Real" **Don Steele**, **John M. Driscoll**, **Dave Connelly**, **Willie B.**, "Rich Brother" **Robbin**, **Joe Nasty**, **Beaver Cleaver**, **Dave Trout** and **Jimi Fox**. The **KCBQ** side features the voices of: **Jack Vincent**, **Happy Hare**, **Lee "Baby" Sims**, **Chuck Browning**, **Bobby Ocean**, **Magic Christian**, "Shotgun" **Tom Kelly**, **Phil Flowers**, **Tony Evans**, **Steve Goddard**, **Dean Goss**, **John "Sweet Daddy" Fox** and **Linda Fox**. The second album, which is already in progress, will feature specified jocks and current air checks from radio stations around the country. PD's, MD's and jocks who have material they feel would fit in well with this concept can send it to **Jimi Fox**, Phonogram/Mercury, 6255 Sunset Blvd., #1016, Hollywood, Calif., 90028.

TICKET SCALPERS — At a recent press conference concert promoter **Jim Rismiller** in conjunction with several California radio stations, including **KMET**/Los Angeles,



BLONDIE AT THE X — *Chrysalis recording artist Deborah Harry of Blondie slinked into 99X/New York to talk with DJ John Larabee not long ago. The New York station was one of the first stations in the country to add Blondie's "Heart Of Glass" single. Pictured (l-r) are: Larabee and Harry.*

KFM/Sacramento, **KYNO**/Fresno and **KGB**/San Diego announced plans to place an anti-ticket scalping initiative on the California State ballot by June 1980.

ARBITRON EXPANDS — Arbitron Radio will expand its Condensed Radio Market Service to 50 markets during the April/May 1979 survey period. Last year the service known as Intermediate Market Reports, was available in 33 markets. 14 of those markets will be measured in this year's sweep along with 36 new markets. The Condensed Radio Market Report is a small scale version of the Arbitron Radio's standard Local Market Report. The same sampling, editing, processing and quality control procedures as the standard market measurement are exercised in the condensed version.

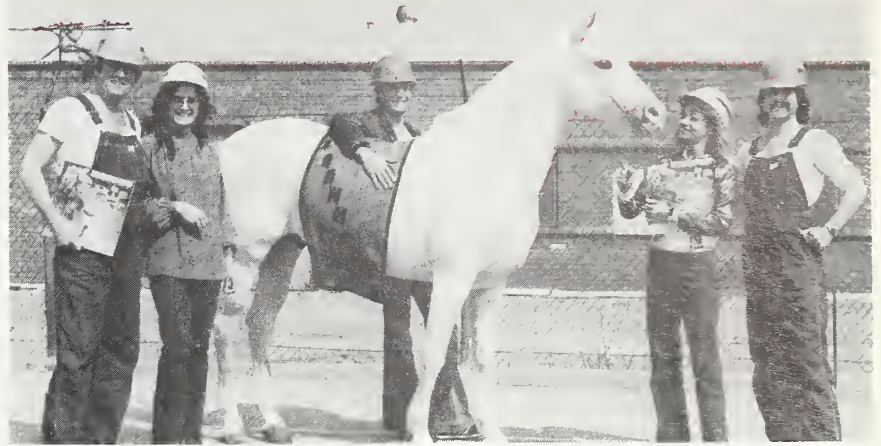
PROMOTION IN MOTION — Eight Martin M-30 **David Bromberg** guitars are being given away by major market radio stations as part of a unique promotion coordinated by Fantasy Records. The guitars, valued at over \$1,000 apiece, will be the prizes in contests that will coincide with local dates in the current national tour by the David Bromberg Band. The instruments were designed by the acoustic artist to meet his exacting requirements. Radio stations participating in the Bromberg promotion are: **WNEW**/New York, **WBCN**/Boston, **WXRT**/Chicago, **WRAS**/Atlanta, **KLOL**/Houston, **KBPO**//Denver, **KOME**/San Jose and **KZAM**/Seattle.

STATION TO STATION — **WANS**-FM/Anderson, South Carolina recently held a talent search for the best Blues Brothers impersonators. The contest was promoted for three weeks and culminated with a competition and judging at a local Anderson disco. The winners received a free trip to the home of the Blues — New Orleans and \$107.00 (**WANS'** frequency) in spending cash. . . . **KCSN**/Northridge has added a Dixieland jazz show entitled "Bourbon St. Parade" and a blues show, "Preachin'," to its all jazz format. . . . Record Industry people desiring new playlist information for **WTIX**/New Orleans should call (504) 522-**WTIX**. . . . **KBBC**/Phoenix just did a 45 min. special on **Shawn Phillips** that is available free from TWM management. Interested radio stations can write to TWM, 641 Lexington, New York, New York, 122. . . .

SYNDICATION INDICATIONS — Drake Chennault recently announced that it will begin distributing a weekly contemporary music countdown show later this year. The three hour show is entitled, "The Weekly Top 30" and will be based on a sophisticated computer research system. The research program will combine all available trade chart data, providing an up-to-date show. . . . **WAAF**/Worcester was the first station to run the TM produced 48-hour radio marathon, "Album Greats: A History Of Album Rock." **WAAF's** MD, Paul Lemieux, reported that audience response was phenomenal. However he pointed out that there was one significant omission in the 15 year chronicling of album rock — the **Grateful Dead**. **Lemieux** said that the station received more than 100 phone calls in a 24 hour period from irate **Deadheads** who voiced their opinions about their band's mysterious absence from the show.

NEW JOBS — **Mike Phillips** has resigned his post as PD at **KGW**/Portland. . . . **WRNW**/New York has a new PD in **Mark Drucker**. He has also taken over the midday drive slot replacing **Howard Stern**, who has joined **WCCC**/Hartford. . . . **KMJC**/San Diego's new MD is **Kathy DeRouville**. . . . **Charlie Palmer** has occupied the post of MD at **KNCN**/Chorpus Christi. . . . **Steve Adler** has been appointed director of sales and marketing at the PH Factor, Hollywood based radio producers and syndicators. **Leslie Eisenberg** has assumed the position of public affairs director at **WFYR**/Chicago. . . . **Sandra Birnhak** is the new promotion/advertising director at **WRKO**/Boston. . . . **Jess Sally Brandon** is the new afternoon drive personality at **WOMN**/New Haven. . . . **KUPD**/Phoenix new midday air personality is **Hank Cockenboo**. . . . **WOKY**/Milwaukee is looking for a production director with a creative head. Tapes and resumes to **Jeff Ryder**, 3500 North Sherman Blvd., Milwaukee, Wisconsin, 53216. . . .

SORRY DAVE — Apologies to Dave Forman **KEYZ**/Anaheim's PD for spelling his name incorrectly in last week's column. **marc cetner**



IRONHORSE AROUND — *The Atlantic Records promotion staff enlisted the help of a white stallion to properly introduce the debut album from Scotti Brothers recording group Ironhorse to the Los Angeles radio community. Pictured (l-r) are: Barry Freeman, Atlantic regional pop promotion director; Ruth Pinedo, KLOS/Los Angeles music director Billy Juags, KLOS air personality; Valerie Faulkenbridge, KLOS program assistant and Rock Allen Dibble, Atlantic's local promotion representative.*

TM's New Projects Division To Market Radio Specials

by Marc Cetner

LOS ANGELES — "The plague of the AOR program director right now is that mainstream rock stations don't sound that much different from AOR rockers and vice versa," said Ron Nickell, vice president and general manager of TM special projects. "Every radio station is trying to find a way to be a little different." Nickell believes TM has found the answer to a radio station's identity problems by creating specials like, "Album Greats: A History of Album Rock."

The "Album Greats" special is the first project off the board from TM's new special projects division which went into operation on Jan. 1 of this year. "The new division is something that we'd been talking about for two year in TM's programming division," mentioned Nickell. "It comes from the fact that there are so many natural areas to get into when you're programming 250 radio stations in every format from beautiful music to rock to disco."

"Album Greats" is a syndicated program that provides a musical, cultural and sociological trip through 15 years of album rock. The 48 hour marathon broadcast features musical highlights from more than 75 rock artists, and is interspersed with never-before-heard interviews with key artists and managers. "The atmosphere between an AOR station is different from a Top 40 station so we felt it was important that everything in the show be one-on-one first person quality," commented Nickell. Groups such as Fleetwood Mac and the Who provided TM with stereo tape masters of their songs for the broadcast so the audio quality would not be compromised by coming off a disc. The show was created in conjunction with Mike Harrison, Burt Kleinman and Tom Yates and supported by Burkhart/Abrams. The program cost around \$300,000 to produce and was recorded at the famed Village Recorder studios in West Los Angeles on a 16 track machine. The special is now sold in all but two of the top twenty markets and has been sold in 67 markets total.

The special projects division will also be marketing two specials that TM purchased from CHUM/Toronto, and have since been updated and expanded upon. The upcoming programs are "The Evolution of Rock 'n' Roll" (CHUMS's counterpart to the History of Rock 'N' Roll) and "The Elvis Presley Story." "We are also going to get into some weekly things," offered Nickell. "We plan to produce a weekly disco show which will be a spinoff from the WKTU format and will probably be done on barter instead of

cash."

Other plans in the TM hopper are for a fifty market FM stereo simulcast of next year's TV Grammy Awards show, a summer special honoring the 10th anniversary of Woodstock and a simulcast of next September's Country Music Awards. Special projects has also been working in the area of programming airlines.

TM was founded by Tom Merriman and Jim Long almost 20 years ago, and began strictly as a jingle company. Upon its becoming the largest jingle and commercial jingle company in the country, the company formed a division called TM programming. The branch started out with one radio syndication format (beautiful music) and expanded into a division that now has over 250 radio stations that are programmed with six different formats. The programming concept has now passed the stage of total automation to the point where everyone of the formats can be done live. The Dallas based company, thus has evolved into the consultation era.

ABC Radio VP Comments On Diaries, Ratings

DALLAS — The future of music formats will be directly related to the type of rating methodologies used to measure audiences, according to Rick Sklar, vice president, programming for ABC Radio. Sklar, who spoke at a radio programming special at the annual convention of Alpha Epsilon Rho (the National Honorary Broadcasting Society), noted that there is evidence that differences exist in music format preferences when differing methods of determining audience response are used.

"An older, more sedentary person who will agree to keep and maintain a 7-day diary may not like the same type of music as a person on the run, whose listening habits can only be captured by listening in a single telephone interview," said Sklar. He also pointed out the more the act of measuring gets in the way of the truth, the more distortion there is in the results.

Audience Evaluation Techniques

After citing the various kinds of audience evaluation techniques, he added that it was impossible to predict exactly what the radio format of the future might be without first determining the kinds of diary techniques that will be in use. He also mentioned that each type of rating system seems to result in different shares for different formats.

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	19	Dire Straits	Dire Straits	WB	3	Sultans Of Swing, Waterline
2	2	5	Enlightened Rogues	The Allman Bros.	Capricorn	9*	Crazy Love, Need Your Love, Can't Take It
3	10	2	Breakfast In America	Supertramp	A&M	28*	Logical Song, Goodbye, Darling, Title
4	3	16	Minute By Minute	Doobie Bros.	WB	2*	What A Fool, Here To Love, Title
5	6	3	Desolation Angels	Bad Company	Swan Song	15*	Rock 'N' Roll Fantasy
6	8	11	Life For The Taking	Eddie Money	Columbia	22	Can't Keep, Some Water, I'm A Fool
7	5	6	George Harrison	George Harrison	Dark Horse	14*	Blow Away, Not Guilty, Faster, Soft Touch
8	4	6	Three Hearts	Bob Welch	Capitol	16*	Little Star, I Saw Her, Devil Wind, Precious
9	7	11	Armed Forces	Elvis Costello	Columbia	21	Oliver's Army, Accidents, Green Shirt, Goon Squad
10	12	16	Blondes Have More Fun	Rod Stewart	WB	4	Da Ya Think, Attractive, Shadows Of Love Title
11	9	8	McGuinn, Clark & Hillman	McGuinn, Clark & Hillman	Capitol	32	Surrender To Me, Don't You Write, Traffic
12	11	7	Outlandos d'Amour	The Police	A&M	35*	Roxanne, Next To You, Can't Stand Losing
13	13	17	Legend	Poco	MCA	19*	Boomerang, Crazy Love, Title
14	14	6	At Budokan	Cheap Trick	Epic	10*	A Shame, Big Eyes, Want Me, Clock, Surrender
15	20	2	Rickie Lee Jones	Rickie Lee Jones	WB	123*	Chuck, Easy Money
16	16	10	Head First	The Babys	Chrysalis	26	Every Time I Think Of You, White Lightning, Title
17	21	3	Look Sharp!	Joe Jackson	A&M	128*	Is She Really, Sunday Papers, One More Time
18	—	1	Evolution	Journey	Columbia	83*	Same Way, Sweet, Lady Luck
19	15	10	Mirror Stars	Fabulous Poodles	Epic	82*	"B" Movies, Title
20	17	7	Parallel Lines	Blondie	Chrysalis	20*	Heart Of Glass, Telephone, Pretty Baby
21	22	22	Toto	Toto	Columbia	30	Hold The Line, I'll Supply The Love
22	18	10	Alive On Arrival	Steve Forbert	Nemperor	107*	Goin' Down, Thinkin', Big City Cat
23	27	16	Briefcase Full Of Blues	Blues Bros.	Atlantic	8	Soul Man, Rubber Biscuit
24	24	24	52nd Street	Billy Joel	Columbia	6	Big Shot, My Life, Title
25	25	3	Manifesto	Roxy Music	Atco	55*	Angel Eyes, Ain't That So, Dance Away
26	23	2	Remote Control	The Tubes	A&M	72*	Prime Time, No Way Out
27	28	3	The Cars	The Cars	Elektra	23	Good Times, Bye Love, Stereo
28	—	1	Danger Money	U.K.	Polydor	86*	Various
29	26	13	Move It On Over	George Thorogood	Rounder	47	It Wasn't Me, Cocaine, Title, Who Do You Love
30	19	5	Headin' Home	Gary Wright	WB	148	Moonbeams, Stand

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: "Warriors," Journey, Billy Thorpe, Judas Priest, King Of Hearts, Graham Parker, Suzi Quatro, Adrian Gurvitz
 HOTS: Police, Roger Voudouris, Tycoon, Bad Company, Blackfoot, Supertramp, Head East, Allman Bros., Cheap Trick

WSAN-AM — ALLENTOWN — KEVIN GRAFF

ADDS: Bad Company, Chicago, Orleans (45), Tarney/Spencer (45), Roger Voudouris, Kinks (45)
 HOTS: Doobie Bros., Dire Straits, Supertramp, Bob Welch, Nicolette Larson, McGuinn, Clark & Hillman, Eddie Money, Allman Bros., Poco, George Harrison

KYTX-FM — AMARILLO — MAX MILLER

ADDS: "Warriors," Billy Thorpe, Sammy Hagar (45), Badfinger (45)
 HOTS: Doobie Bros., Bad Company, Allman Bros., Eddie Money, Dire Straits, Journey, Rod Stewart, Bob Welch, George Harrison, George Thorogood, Supertramp, Steve Forbert, Gary Wright, Rickie Lee Jones, McGuinn, Clark & Hillman

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Michael Murphy, American Standard Band, Lowell George, Journey
 HOTS: Kim Carnes, Eddie Money, Doobie Bros., Supertramp, Gary Wright, Bad Company, Styx, McGuinn, Clark & Hillman, George Harrison, Police, Marc Tanner, Heart, Bob Welch, Rod Stewart

WKLS-FM — ATLANTA — RICH PIAMBINO

ADDS: King Of Hearts
 HOTS: Supertramp, Rickie Lee Jones, Allman Bros., Elvis Costello, Rod Stewart, Cheap Trick, Bad Company, Eddie Money, Dire Straits, Doobie Bros.

WAAL-FM — BINGHAMTON — DICK BASCOM

ADDS: Journey, Jay Ferguson, Van Halen, Graham Parker, Duncan Browne, Tycoon, Phillips & MacLeod, Herman Brood, Susan, Tim Weisberg, Sammy Hagar (45)
 HOTS: Babys, Bob Welch, Elvis Costello, Badfinger, Gary Wright, McGuinn, Clark & Hillman, Eddie Money, Dire Straits, Allman Bros., Todd Hobin, Doobie Bros., Rod Stewart, George Harrison

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Linda Clifford, "Warriors," Hammer, Journey, War, E.C. King, Graham Parker, Room Full Of Blues, Dave Lambert, John Hall, Herman Brood, Sammy Hagar (45), Root Boy Slim (45)
 HOTS: Elvis Costello, "Warriors," Roxy Music, Police, Supertramp, Joe Jackson, Flash & The Pan (imp), Frank Zappa, Tubes, Desmond Child & Rouge, J. Geils, Dire Straits, Robert Gordon, Bob Welch, Blondie, Allman Bros.

WXRT-FM — CHICAGO — BOB GELMS

ADDS: John Williams, Tony Williams, Rickie Lee Jones, Journey, Graham Parker
 HOTS: Elvis Costello, Supertramp, Allman Bros., Dire Straits, Phil Manzanera, Eric Clapton, Doobie Bros., George Harrison, Eddie Money, Horslips, Cars, Poco, Billy Joel, George Thorogood, Kayak, Tonio K, Bruce Springsteen, Neil Young, Blues Bros., UFO

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Jerry Lee Lewis, Ian Hunter, No Dice, Guess Who, Frank Zappa, Van Halen, Jay Ferguson, Herman Brood
 HOTS: Dire Straits, Bad Company, Allman Bros., Bob Welch, Rockets, Eddie Money, Roxy Music, Babys, Rod Stewart, Doobie Bros.

WLQV-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Journey, Frank Zappa, Wings (45)
 HOTS: Rod Stewart, Doobie Bros., Styx, Billy Joel, Godz, Babys, Poco, Dire Straits, Allman Bros., Cheap Trick, Eddie Money, Bob Welch, Blondie, Molly Hatchet, Bad Company, Journey, George Harrison

C-101 — CORPUS CHRISTI — CHARLIE PALMER

ADDS: Journey, Spyro Gyra, Rockets, "Warriors," Dave Lambert, Art Garfunkel, Lamont Cranston, Orleans (45), Duncan Browne (45), Kinks (45)
 HOTS: Eddie Money, Bob Welch, Elvis Costello, Doobie Bros., George Harrison, Dire Straits, Poco, Babys, Toto, Police, Nicolette Larson, Blues Bros., Pointer Sisters, Allman Bros., Rickie Lee Jones

KZEW-FM — DALLAS — KEN RUNDEL

ADDS: Journey, Graham Parker, Jerry Williams, Legs Diamond, Phillips & MacLeod, Van Halen, Susan, Jay Ferguson, Lowell George
 HOTS: Dire Straits, Allman Bros., Cheap Trick, Eddie Money, Bad Company, McGuinn, Clark & Hillman, Supertramp, George Harrison, Babys, Doobie Bros.

KBPI-FM — DENVER — FRANK CODY

ADDS: Fabulous Poodles, Cheap Trick, Sammy Hagar (45)
 HOTS: Rod Stewart, Poco, McGuinn, Clark & Hillman, Doobie Bros., Dire Straits, Cars, Eddie Money, George Harrison, Billy Joel, Bob Welch

KFML-AM — DENVER — LARRY BRUCE/KEN KOHL

ADDS: John Hall, Cafe Jacques, Susan, "Warriors," Sammy Hagar (45)
 HOTS: Eddie Money, McGuinn, Clark & Hillman, Amazing Rhythm Aces, Steve Forbert, Babys, Allman Bros., Kayak

WBX-FM — DETROIT — JOE KRAUSE

ADDS: Jay Ferguson, Rickie Lee Jones, Tubes, Sammy Hagar (45)
 HOTS: Cheap Trick, Doobie Bros., Rod Stewart, George Thorogood, Babys, Bad Company, Dire Straits, J. Geils

WJKL-FM — ELGIN — TOM MARKET/WALLY LEISERER

ADDS: Albert Lee, Gilberto Gil, Lamont Cranston, Tonio K, Marc Tanner, Journey, Gong, Room Full Of Blues, Rubinoos, Rockets, Charles Earland, Seawind, Herman Brood, Sammy Hagar (45)
 HOTS: Rickie Lee Jones, Horslips, Joe Ely, Supertramp, Tubes, Allman Bros., Steve Forbert, Joe Jackson, Average White Band, U.K., Fabulous Poodles, Dire Straits, Steve Goodman, Amazing Rhythm Aces, George Thorogood, John Abercrombie, Spyro Gyra, Joe Turner, Auracle, David Sancious

KZEL-FM — EUGENE — STAN GARRETT/CHRIS KOVARICK

ADDS: "Warriors," Journey, John Klemmer, Jerry Williams, Phillips & MacLeod, John Hall, Graham Parker, Herman Brood, Susan
 HOTS: Rickie Lee Jones, Blackfoot, Couchois, Joe Jackson, Allman Bros., Bad Company, Ironhorse, Journey, Supertramp, Dire Straits

WSHE-FM — FT. LAUDERDALE — MICHELLE ROBINSON

ADDS: Robert Fleischman, Susan, Hummingbird, Van Halen, Lowell George, Leah Kunkel, Steve Forbert
 HOTS: Elvis Costello, Cheap Trick, Fabulous Poodles, George Harrison, Eddie Money, Allman Bros., McGuinn, Clark & Hillman, Supertramp, Bob Welch, Duncan Browne, Rickie Lee Jones, Joe Jackson

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

ADDS: Blackfoot, Van Halen, U.K.
 HOTS: Doobie Bros., Dire Straits, Supertramp, Eddie Money, McGuinn, Clark & Hillman, Cars, Cheap Trick, Police, George Thorogood, Allman Bros., George Harrison, Elvis Costello, Molly Hatchet, Journey

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Susan, Billy Thorpe, War, Kenny Loggins (live), No Dice, Suzi Quatro, Blackfoot, Rockets, Supertramp, Kinks (45), Steve Forbert (live ep)
 HOTS: Dire Straits, Doobie Bros., George Harrison, Police, Bad Company, Rod Stewart, Little River Band, Toto, Elvis Costello, McGuinn, Clark & Hillman, Fabulous Poodles, Rickie Lee Jones, Kayak, Allman Bros., Eddie Money, Bob Welch, Babys, Blondie, Badfinger

KLFL-FM — HOUSTON — SANDY MATHIS

ADDS: Dwight Twilley, Duncan Browne, Barooga Bandit, Rickie Lee Jones, Billy Thorpe, Phillips & MacLeod, Van Halen, Herman Brood, Lowell George, Susan, American Standard Band, Magnum, Hellfield
 HOTS: George Harrison, Dire Straits, Bob Welch, Poco, Doobie Bros., Eddie Money, Allman Bros., Bad Company, Toto, Elvis Costello, McGuinn, Clark & Hillman

KKTX-FM — KILGORE/LONGVIEW — JIM HODO/DAL SANDERS

ADDS: "Warriors," Herman Brood, Joe Jackson, Guess Who, Tycoon, Tubes, Graham Parker, Journey, King Of Hearts, Sammy Hagar (45), Orleans (45)
 HOTS: Bob Welch, George Harrison, Allman Bros., Bad Company, Doobie Bros., Supertramp, Poco, McGuinn, Clark & Hillman, Suzi Quatro, April Wine, Police, Amazing Rhythm Aces, Kayak

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ


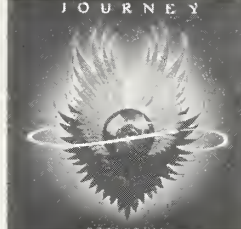

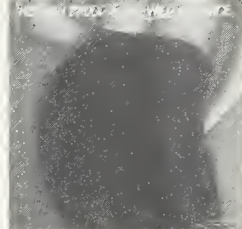


ADDS: John Hall, Herman Brood, Graham Parker, Kenny Loggins (live), Spyro Gyra, Ironhorse, Duncan Browne, Blackfoot, "Warriors," Robert Fleischman, Sammy Hagar (45)
 HOTS: Cars, Marc Tanner, Police, Billy Joel, Boston, Bad Company, Blues Bros., George Harrison, Babys, Dire Straits, McGuinn, Clark & Hillman, Styx, Toto, Bob Welch, Doobie Bros., Supertramp, Steve Forbert, Blondie, Fabulous Poodles, Nicolette Larson, Elvis Costello

KNAC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD

ADDS: Herman Brood, Graham Parker, Van Halen, Jay Ferguson, Susan, Sammy Hagar (45)
 HOTS: Doobie Bros., Blues Bros., Rod Stewart, Dire Straits, Elvis Costello, UFO, Cheap Trick, Babys, Supertramp, Roxy Music

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Graham Parker, Legs Diamond, Susan, Phillips & MacLeod, Herman Brood, "Warriors," Journey, John Hall, Annette Peacock, Manfred Mann (imp), Duke Jupiter
 HOTS: U.K., George Harrison, Bad Company, Supertramp, Tubes, McGuinn, Clark & Hillman, Billy Joel, Doobie Bros., Dire Straits, Bob Welch, Eddie Money, Allman Bros., Beach Boys, Elvis Costello, Rod Stewart, Kinks (45), Poco, Blondie, Blues Bros., Grateful Dead

#1 Most Added	#2 Most Added	#3 Most Added	#4 Most Added	#5 Most Added	#6 Most Added
 GRAHAM PARKER & THE RUMOUR Squeezing Out Sparks Arista	 JOURNEY Evolution Columbia	 VAN HALEN Van Halen II Warner Bros.	 HERMAN BROOD & HIS WILD ROMANCE Herman Brood & His Wild Romance Ariola	 SUSAN Falling In Love Again RCA	 PHILLIPS & MACLEOD Le Partie Du Cocktail Polydor
#1 Most Added GRAHAM PARKER & THE RUMOUR — <i>Squeezing Out Sparks</i> — Arista ADDED THIS WEEK — WHFS, KMEL, WBLM, WIOQ, WYDD, KRST, KNAC, KSJO, WAAL, WBAB, KZEL, KSN, KZEW, KADI, KKT, ZETA 7, WOUR, WXRT, WBCN, KREM, KOME, WLIR HISTORY TO DATE — WJKL, WMMS, WPIX	HISTORY TO DATE — WABX, KSHE, KWST, WAAF, WIOQ, WBLM, WYFE, KTFX, KL, WYDD, KSJO, KNAC, WSHE, KOME, WMMS, WKDF, KADI, KMEL #3 Most Added VAN HALEN — <i>Van Halen II</i> — Warner Bros. ADDED THIS WEEK — WNOR, KWST, KMEL, KSHE, WLAV, WIOQ, KL, KNAC, WAAF, WYDD, KSJO, WAAL, WKDF, KZEW, WMMS, KBPI, WOUR, WLIR, KOME, WYFE HISTORY TO DATE — None #4 Most Added HERMAN BROOD & HIS WILD ROMANCE — <i>Herman Brood & His Wild Romance</i> — Ariola	ADDED THIS WEEK — WHFS, WJKL, WBLM, KL, KZAM, KNAC, KSJO, WAAL, WBAB, KZEL, WMMS, KADI, KKT, WOUR, WLIR, WBCN HISTORY TO DATE — None #5 Most Added SUSAN — <i>Falling In Love Again</i> — RCA ADDED THIS WEEK — WHFS, WYFE, WIOQ, KL, KNAC, KSJO, WAAL, KFML, WBAB, KZEL, KZEW, WSHE, ZETA 7, WOUR, WCCC HISTORY TO DATE — None #6 Most Added PHILLIPS & MACLEOD — <i>Le Partie Du Cocktail</i> — Polydor ADDED THIS WEEK — WHFS, WIOQ, KL,	KZAM, WYDD, KSJO, WAAL, WBAB, KZEL, WKDF, KZEW, KINK, WOUR, WLIR HISTORY TO DATE — None #7 Most Added THE WARRIORS — <i>Various</i> — A&M ADDED THIS WEEK — WBLM, WAAF, KRST, WQXM, KFML, WBAB, KZEL, WKDF, KYTX, C-101, KKT, WOUR, WBCN HISTORY TO DATE — WMMS #8 Most Added LOWELL GEORGE — <i>Thanks I'll Eat It Here</i> — Warner Bros. ADDED THIS WEEK — WHFS, WIOQ, KL, KZAM, WYDD, KEZY, KSJO, KZEW, WPIX, WSHE, WOUR, WLIR HISTORY TO DATE — KNX	#9 Most Added JOHN HALL — <i>Power</i> — ARC/Columbia ADDED THIS WEEK — WHFS, WYFE, WBLM, KFML, WBAB, KZEL, KNX, WOUR, WLIR, WBCN HISTORY TO DATE — KZAM #10 Most Added BILLY THORPE — <i>Children Of The Sun</i> — Capricorn ADDED THIS WEEK — WHFS, KMEL, KRST, KSHE, KL, KSN, KYTX, WLIR, WCCC HISTORY TO DATE — KWST, KTFX, WAAL, KNAC, KZEW, WOUR, WKLS, KKT, KZEL, KSJO, KNAC, WKDF #11 Most Added DUNCAN BROWNE — <i>The Wild Places</i> — Sire	ADDED THIS WEEK — WBLM, KL, WAAL, WKDF, C-101, ZETA 7, WLIR, KOME HISTORY TO DATE — WBAB, WYDD, WLAV, KNAC, KRST, KZEW, WOUR, KYTX, WSHE, WHFS, KSHE, KMEL, KSJO, KSN, WIOQ #12 Most Added BLACKFOOT — <i>Strikes</i> — Atco ADDED THIS WEEK — WLAV, WYFE, WBLM, WAAF, WQXM, KMET, KREM, WCCC HISTORY TO DATE — WJKL, WABX, KSHE, KMEL, KNAC, KZEW, WOUR, KYTX, C-101, KKT, WLIR, ZETA 7, WHFS, WAAL, KRST, KZEL, WMMS, WNEW, KSJO

FM STATION REPORTS — NEW ADDS/HOT ROTATION

WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN
ADDS: Gulliver, Graham Parker, Couchois, Rubinoos, Journey, Duncan Browne, Lips, Herman Brood, SFS (imp), Rod Argent (imp), Judas Priest, Kim Carnes, Billy Thorpe, Lowell George, Van Halen, John Hall, Phillips & MacLeod, SVT (45)
HOTS: Joe Jackson, Police, McGuinn, Clark & Hillman, Robben Ford, Elvis Costello, Rickie Lee Jones, Supertramp, Dire Straits, Fabulous Poodles, Boomtown Rats, Rolling Stones, Allman Bros., Blondie, Cars, Steve Forbert, Graham Parker, Blues Bros., Good Rats, Tin Huey, Beach Boys

KMET-FM — LOS ANGELES — JACK SNYDER
ADDS: Supertramp, Blackfoot, Rockets, Journey, April Wine, Robert Fleischman, Tycoon
HOTS: Bad Company, Rod Stewart, Cheap Trick, J. Geils, Supertramp, Blues Bros., Rolling Stones, Elvis Costello, Boomtown Rats, Foreigner, Toto, Queen, Eddie Money, George Thorogood, Dire Straits

KNX-FM — LOS ANGELES — MICHAEL SHEEHY
ADDS: John Hall
HOTS: Badfinger, Marc Tanner, Doobie Bros., Tycoon, Couchois, Bad Co., Evie Sands, Lowell George, Rufus, Supertramp, Kim Carnes, Rickie Lee Jones, Dire Straits, Average White Band, Art Garfunkel, Eddie Money, Sad Cafe, Albert Lee, Seawind, Cafe Jacques, McGuinn, Clark & Hillman

KWST-FM — LOS ANGELES — PAM MAY
ADDS: Van Halen
HOTS: Cheap Trick, Allman Bros., Dire Straits, McGuinn, Clark & Hillman, George Harrison, Bad Company, Doobie Bros., Rod Stewart, Supertramp, Eddie Money

WKDF-FM — NASHVILLE — ALAN SNEED
ADDS: Phillips & MacLeod, Dan/Coley, Joe Jackson, April Wine, Adrian Gurvitz, Duncan Browne, "Warriors," Van Halen, Tony Williams
HOTS: Doobie Bros., Dire Straits, George Benson, Allman Bros., Bad Company, Poco, Rod Stewart, Toto, George Harrison, Journey

WRNO-FM — NEW ORLEANS — ROD GLYNN
ADDS: Average White Band, Rockets, Steve Forbert, Boston (45)
HOTS: Blondie, Grateful Dead, Dire Straits, Eddie Money, Poco, Al Stewart, Rod Stewart, Styx, Bob Welch

WPIX-FM — NEW YORK — JAY CRAWFORD
ADDS: Manfred Mann (imp), Rickie Lee Jones, Jerry Lee Lewis, Joe Walsh (lp cut), Lowell George, Squeeze (imp)
HOTS: Blondie, Elvis Costello, Robert Gordon, Police, Joe Jackson, Roxy Music, Bad Company, Bob Welch, Tin Huey, Jam, Dire Straits, Sex Pistols (imp)

WNOR-FM — NORFOLK — RON REGER
ADDS: Journey, Van Halen, Orleans (45), Wings (45)
HOTS: Billy Joel, Styx, Molly Hatchet, Doobie Bros., Nicolette Larson, Cheap Trick, Supertramp, Rod Stewart, Toto, Bee Gees, Marc Tanner, Bob Welch, George Harrison, Dire Straits, Poco

ZETA 7 — ORLANDO — BILL MIMS
ADDS: Joe Jackson, Rickie Lee Jones, Susan, Duncan Browne, Graham Parker, Journey, Frank Zappa, Rockets, Tonio K
HOTS: Allman Bros., Dire Straits, Doobie Bros., Elvis Costello, Eddie Money, Bob Welch, Tubes, Bad Company, U.K., April Wine, Supertramp, George Harrison, Poco

WIOQ-FM — PHILADELPHIA — HELEN LEICHT
ADDS: Susan, Graham Parker, Granati Bros., Art Garfunkel, Van Halen, Lowell George, Phillips & MacLeod
HOTS: Dire Straits, Police, Cars, Elvis Costello, Supertramp, Steve Forbert, Poco, Bad Company, Tonio K, Cafe Jacques, U.K., Jam, Couchois, Robert Johnson, Hammer, Fabulous Poodles, Gary Wright, Hor-slips, Roxy Music, Joe Jackson

WYDD-FM — PITTSBURGH — MIKE KIRVEN
ADDS: Graham Parker, Van Halen, Lowell George, Art Garfunkel, Carlos Santana, Phillips & MacLeod
HOTS: Allman Bros., Supertramp, Bad Company, Bob Welch, Eddie Money, McGuinn, Clark & Hillman, Cheap Trick, Doobie Bros., Marc Tanner, Molly Hatchet, Poco, Fabulous Poodles, Babys, Police, George Harrison, Dire Straits, Wings (45), Elvis Costello

KINK-FM — PORTLAND — LESLIE SARNOFF
ADDS: Phillips & MacLeod, Gong, Kenny Loggins (live), Harvey Mason, Richard Tee, Roxy Music, Jam, Joe Jackson
HOTS: Bob Welch, George Harrison, Eric Clapton, Rod Stewart, Dire Straits, Doobie Bros., Linda Ronstadt, George Benson, Gary Wright, Billy Joel, Rickie Lee Jones, Nicolette Larson, Supertramp, Bob James, Spyro Gyra, Amazing Rhythm Aces, Kim Carnes, Joe Sample, Michael Franks, Heart

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN
ADDS: Steve Forbert, Susan, Blackfoot, John Hall, Van Halen

HOTS: Poco, Eddie Money, Bob Welch, Toto, Doobie Bros., Dire Straits, Rockets, Bad Company, Police, George Harrison, Molly Hatchet, Allman Bros., Supertramp, McGuinn, Clark & Hillman, Journey, Tycoon, Head East, April Wine, Frank Zappa, Van Halen

KADI-FM — ST. LOUIS — PETER PARISI
ADDS: Robert Fleischman, Herman Brood, Graham Parker, Hammer, Frank Zappa, Journey, Steve Forbert, Sammy Hagar
HOTS: Bad Company, Supertramp, George Harrison, Doobie Bros., Rod Stewart, Wings (45), Elvis Costello, Blondie, Journey, Tycoon

KSHE-FM — ST. LOUIS — TED HABECK
ADDS: Van Halen, Robert Fleischman, Tonio K, Billy Thorpe, Jay Ferguson, Judas Priest, Sammy Hagar (45)
HOTS: Allman Bros., Supertramp, Bad Company, Journey, Gary Wright, Eddie Money, Rod Stewart, Couchois, U.K., Max Demian, Horslips, Bob Welch, Hellfield

KMEL-FM — SAN FRANCISCO — MARK COOPER
ADDS: Van Halen, Graham Parker, Billy Thorpe, Robert Fleischman, Tonio K, Sammy Hagar (45)
HOTS: Journey, Santana, George Harrison, Supertramp, Allman Bros., Bad Company, Dwight Twilley, Police

KSAN-FM — SAN FRANCISCO — KATE INGRAM
ADDS: Dickies, Ironhorse, Journey, Bill Nelson's Red Noise, Graham Parker, Billy Thorpe, B-52s (45), Eddie & Hot Rods (imp 45), Chris Spedding (imp 45), SVT (45)
HOTS: Bad Company, Blondie, Cars, Cheap Trick, Elvis Costello, Dire Straits, Doobie Bros., Fabulous Poodles, J. Geils, Joe Jackson, Robert Johnson, Eddie Money, Police, Suzi Quatro, Roxy Music, Tubes, Dwight Twilley, Bob Welch

KOME-FM — SAN JOSE — DANA JANG
ADDS: Duncan Browne, Robert Fleischman, Graham Parker, Van Halen
HOTS: Allman Bros., Babys, Blues Bros., Camel, Cheap Trick, Elvis Costello, Dire Straits, Doobie Bros., Fabulous Poodles, McGuinn, Clark & Hillman, Eddie Money, Poco, Police, Rod Stewart, Toto, UFO, Bob Welch

KSJO-FM — SAN JOSE — PAUL WELLS
ADDS: Jay Ferguson, Graham Parker, No Dice, Herman Brood, Susan, Van Halen, Lowell George, Phillips & MacLeod, Heat (45), Bobby Henry (45)
HOTS: Police, Joe Jackson, Supertramp, Tubes, Bad Company, Bob Welch, Allman Bros., Babys, UFO, Eddie Money, Fabulous Poodles, Journey

KZAM-FM — SEATTLE — MARION SEYMOUR
ADDS: Lowell George, War, Phillips & MacLeod, Leah Kunkel, John Klemmer, Herman Brood, Hubert Laws, John McLaughlin
HOTS: Rickie Lee Jones, Dire Straits, Billy Joel, McGuinn, Clark & Hillman, Amazing Rhythm Aces, Doobie Bros., George Harrison, Michael Murphey, Valerie Carter, Michael Franks, Average White Band, Allman Bros., Steve Forbert, Nicolette Larson

KREM-FM — SPOKANE — LARRY SNIDER
ADDS: Journey, Graham Parker, Spyro Gyra, Ironhorse, Tubes, Art Garfunkel, Blackfoot, Robert Gordon, Guess Who, Sammy Hagar (45)
HOTS: Bob Welch, Bad Company, McGuinn, Clark & Hillman, Supertramp, Eddie Money, Dire Straits, Elvis Costello, Allman Bros., TKO, Rod Stewart, Doobie Bros., Steve Forbert

WQXM-FM — TAMPA — NICK VAN CLEVE
ADDS: Blackfoot, "Warriors"
HOTS: Doobie Bros., Eddie Money, Allman Bros., Cheap Trick

WOUR-FM — UTICA — TOM STARR
ADDS: Herman Brood, Graham Parker, Lowell George, Lamont Cranston, Bill Nelson's Red Noise, Jay Ferguson, Journey, "Warriors," John Hall, Van Halen, Susan, Phillips & MacLeod
HOTS: Police, Tonio K, Joe Jackson, Rickie Lee Jones, Supertramp, Spyro Gyra, U.K., Allman Bros., Elvis Costello, George Harrison

WHFS-FM — WASHINGTON — DAVE EINSTEIN
ADDS: Susan, John Hall, John Mayall, Phillips & MacLeod, Herman Brood, Billy Thorpe, Lowell George, Graham Parker
HOTS: Elvis Costello, Rickie Lee Jones, Joe Jackson, Bad Company, Frank Zappa, Rockets, Roxy Music, Tonio K, Police, Robert Gordon, Supertramp, Allman Bros., Jonathan Richman, Lamont Cranston, Tubes, Albert Lee, Duncan Browne, Tin Huey, Rubinoos, Room Full Of Blues

WAAF-FM — WORCESTER — JOHN DUNCAN/PAUL LEMIEUX
ADDS: Van Halen, "Warriors," Frank Zappa, Roxy Music, Rickie Lee Jones, Blackfoot
HOTS: Allman Bros., Bad Company, Cheap Trick, Elvis Costello, Dire Straits, Doobie Bros., Eddie Money, Rod Stewart, Supertramp, George Harrison

REGIONAL PROGRAMMING GUIDE

WAIR — WINSTON/SALEM — DUTCH BERRY, MD
3-1 — Amii Stewart. JUMPS: 38 To 33 — England Dan & J.F. Coley, 37 To 32 — Jacksons, 39 To 31 — Peaches & Herb, 34 To 30 — Instant Funk, 29 To 26 — G. Harrison, 32 To 24 — Pointer Sisters, 33 To 23 — Village People, 30 To 20 — G. Benson, 26 To 18 — Sister Sledge, 25 To 15 — Chic, 22 To 14 — H. Mann, 17 To 13 — E.C. King, 14 To 11 — E. Money, 15 To 10 — Bell & James, 11 To 8 — A. Murray, 10 To 7 — S. Quatro & C. Norman, 13 To 6 — Blondie, Ex To 39 — Ironhorse, Ex To 38 — McGuinn, Clark & Hillman, Ex To 37 — R. Vanwarmer, Ex To 28 — Wings. ADDS: Allman Bros., Styx, N. Larson, America, R. Stevens.

SOUTHWEST

Z97 — DALLAS — GARY MACK, PD/MD
1-1 — Little River Band. JUMPS: 24 To 18 — Heart, 18 To 14 — E. Rabbitt, 22 To 13 — B. Welch, 15 To 10 — A. Murray, 16 To 7 — Toto, 14 To 5 — Doobie Bros., 6 To 2 — N. Diamond. ADDS: 25 — Blondie, 24 — Boston, 21 — Styx, 20 — F. Mills, 16 — E. Money.

KLIF — DALLAS — HARRY NELSON
1-1 — Bee Gees. JUMPS: 38 To 34 — Peaches & Herb, 36 To 32 — G. Benson, 37 To 30 — Bell & James, 30 To 27 — E. Money, 33 To 25 — B. Welch, 27 To 24 — Babys, 28 To 23 — Amii Stewart, 24 To 21 — E.C. King, 26 To 17 — Blondie, 21 To 15 — B. Caldwell, 19 To 12 — Dire Straits, 17 To 11 — Peaches & Herb (old), 16 To 9 — A. Murray, 10 To 4 — F. Mills, 5 To 3 — Doobie Bros. ADDS: 40 — Village People, 39 — Wings, 38 — Tycoon, 37 — Sister Sledge, 35 — G. Harrison.

KVIL — DALLAS — MIKE REY, MD
1-1 — Bee Gees. JUMPS: 22 To 16 — Chic, 23 To 14 — Blondie, 14 To 11 — A. Murray, 13 To 8 — F. Mills, 9 To 6 — Little River Band, 8 To 5 — B. Caldwell, Ex To 30 — Gary's Gang, Ex To 29 — H. Mann, Ex To 28 — Sister Sledge, Ex To 27 — E.C. King, Ex To 26 — Jacksons, Ex To 25 — Village People, Ex To 22 — Voyage, Ex To 20 — Cher, Ex To 19 — Amii Stewart. ADDS: 18 — Peaches & Herb, B. Welch, S. Quatro & C. Norman, G. Harrison.

KINT — EL PASO — JHANIE KAYE, MD
2-1 — G. Gaynor. JUMPS: 14 To 10 — S. Quatro & C. Norman, 9 To 6 — Little River Band, 7 To 4 — Amii Stewart, Ex To 30 — Peaches & Herb, Ex To 29 — B. Welch. ADDS: Wings, Arpeggio.

KAAY — LITTLE ROCK — C. DAVID HAMILTON, PD/MD
1-1 — Doobie Bros. JUMPS: 25 To 19 — Blondie, 24 To 17 — B. Joel, 19 To 13 — N. Diamond, 17 To 12 — S. Quatro & C. Norman, 13 To 7 — F. Mills, 11 To 6 — Peaches & Herb (old), 7 To 5 — Poco. ADDS: G. Harrison, Peaches & Herb (new), Wings.

WTIX — NEW ORLEANS — TERRY YOUNG, MD
1-1 — Amii Stewart. JUMPS: 40 To 36 — Delegation, 39 To 35 — Marc Tanner Band, 38 To 34 — B. Mandrell, 37 To 33 — G.Q., 36 To 32 — P. Tosh, 35 To 31 — Styx, 14 To 9 — Bell & James, 15 To 8 — Sister Sledge, 9 To 4 — Blondie, 6 To 2 — Dire Straits, Ex To 40 — Pointer Sisters, Ex To 39 — S. Quatro & C. Norman, Ex To 38 — E. Money, Ex To 37 — Village People. ADDS: Peaches & Herb, Wings, D. Pearson.

WNOE — NEW ORLEANS — WAYNE WATKINS, MD
3-1 — Babys. JUMPS: 33 To 29 — Tycoon, 31 To 28 — G. Benson, 30 To 27 — G. Harrison, 24 To 20 — B. Welch, 23 To 19 — E.C. King, 25 To 18 — Sister Sledge, 22 To 16 — E. Money, 27 To 14 — Little River Band, 19 To 9 — Bell & James, 14 To 8 — Cher, 18 To 7 — Amii Stewart, 9 To 6 — Jacksons, 7 To 5 — Dire Straits, Ex To 40 — B. Mandrell, Ex To 39 — Bad Company, Ex To 38 — Peaches & Herb. ADDS: Styx, Foxy, Allman Bros., L. Taylor.

WKY — OKLAHOMA CITY — SANDY JONES, MD
6-1 — Doobie Bros. JUMPS: 28 To 25 — G. Harrison, 27 To 24 — G. Benson, 26 To 18 — Chic, 16 To 12 — N. Diamond, 15 To 11 — A. Murray, 17 To 10 — B. Joel, 20 To 9 — S. Quatro & C. Norman, 8 To 6 — Dire Straits, Ex To 28 — Cher, Ex To 27 — Bell & James, Ex To 26 — Blondie. ADDS: R. Vanwarmer, Peaches & Herb.

KXOK — ST. LOUIS — LEE DOUGLASS, PD/MD
1-1 — Bee Gees. JUMPS: 29 To 25 — B. Welch, 27 To 20 — G. Harrison, 30 To 19 — F. Mills, 24 To 18 — E. Rabbitt, 25 To 16 — England Dan & J.F. Coley, 12 To 8 — Heart, 10 To 5 — Poco, 5 To 3 — G. Gaynor. ADDS: 30 — Wings, 29 — America, 24 — Peaches & Herb.

KEEL — SHREVEPORT — RANDY DAVIS, MD
1-1 — Bee Gees. JUMPS: 27 To 24 — Toto, 26 To 22 — C. Brown, 24 To 19 — Jacksons, 20 To 16 — Bell & James, 17 To 14 — S. Quatro & C. Norman, 16 To 11 — Blondie, 11 To 9 — Amii Stewart, 12 To 7 — B. Joel, 9 To 6 — D. Summer, 7 To 4 — Dire Straits, Ex To 26 — Chic, Ex To 25 — Peaches & Herb. ADDS: G. Harrison, G. Benson, Sister Sledge.

KELI — TULSA — RAY LIVINGSTON, PD
6-1 — F. Mills. JUMPS: 30 To 26 — Tycoon, 29 To 25 — G. Benson, 28 To 24 — Chic, 25 To 21 — McGuinn, Clark & Hillman, 23 To 20 — A. Murray, 20 To 16 — Village People, 18 To 15 — G. Harrison, 13 To 6 — Poco, 11 To 5 — Blondie, 4 To 2 — Doobie Bros., Ex To 30 — England Dan & J.F. Coley, Ex To 29 — R. Voudouris. ADDS: Wings, Ironhorse, N. Larson, B. Seger, Orleans.

MIDWEST

WINW — CANTON — RICK SINGER, PD/MD
1-1 — Bee Gees. JUMPS: 31 To 27 — Village People, 28 To 25 — Sister Sledge, 35 To 23 — Peaches & Herb, 29 To 21 — A.W.B., 25 To 19 — Jacksons, 21 To 17 — Chic, 27 To 16 — Bell & James, 19 To 14 — H. Mann, 17 To 13 — Poco, 13 To 10 — Gary's Gang, 12 To 6 — Amii Stewart, 9 To 5 — G. Benson, 8 To 3 — A. Murray, 4 To 2 — B. Caldwell, Ex To 35 — England Dan & J.F. Coley, Ex To 34 — Beach Boys, Ex To 30 — Wings, Ex To 22 — Blondie. ADDS: Faragher Bros., R. Stevens, N. Larson, C. Rea, B. Mandrell.

WLS — CHICAGO — ALAN BURNS, MD
1-1 — G. Gaynor. JUMPS: 45 To 39 — Blondie, 24 To 15 — Chic, 17 To 10 — Amii Stewart, 18 To 8 — F. Mills, 7 To 5 — Doobie Bros., Ex To 34 — Wings. ADDS: 23 — Poco, 19 — Peaches & Herb.

Q102 — CINCINNATI — MARK ELLIOT, MD
3-1 — Doobie Bros. JUMPS: 38 To 33 — Allman Bros., 37 To 31 — G. Benson, 36 To 29 — B. Caldwell, 31 To 27 — Orleans, 29 To 25 — G. Harrison, 27 To 24 — S. Quatro & C. Norman, 26 To 21 — Little River Band, 23 To 20 — Blondie, 21 To 17 — Heart, 18 To 14 — Amii Stewart, 16 To 13 — E. Money, 15 To 12 — Toto, 14 To 10 — Poco, 8 To 3 — G. Gaynor, 4 To 2 — Dire Straits. ADDS: 38 — Bad Company, 37 — Bell & James, 36 — E.C. King, 35 — Chic, 34 — Wings.

WGCL — CLEVELAND — KAREN TRAVIS, MD
3-1 — F. Mills. JUMPS: 30 To 27 — H. Mann, 27 To 22 — Village People, 21 To 15 — S. Quatro & C. Norman, 17 To 14 — Sister Sledge, 9 To 7 — Blondie, 5 To 2 — Doobie Bros., Ex To 30 — Allman Bros., Ex To 29 — Euclid Beach Band. ADDS: 25 — Peaches & Herb, Tycoon, Police.

WZZP — CLEVELAND — RANDY KABRICH, MD
1-1 — Doobie Bros. JUMPS: 36 To 33 — A. Murray, 34 To 31 — Ironhorse, 33 To 29 — Peaches & Herb, 31 To 28 — Village People, 30 To 27 — Allman Bros., 28 To 25 — Instant Funk, 23 To 20 — Blues Bros., 24 To 18 — Cher, 19 To 16 — Little River Band, 13 To 9 — Chic, 9 To 4 — Amii Stewart, 7 To 2 — Dire Straits, Ex To 35 — J. Geils, Ex To 34 — G. Harrison, Ex To 32 — G.Q. ADDS: B. Mandrell, Marc Tanner Band, Styx, April Wine, G. Benson, Ultimate.

WNCI — COLUMBUS — STEVE EDWARDS, MD
5-1 — F. Mills. JUMPS: 25 To 21 — N. Diamond, 22 To 16 — Blondie, 20 To 14 — Amii Stewart, 11 To 8 — A. Murray, 15 To 9 — Jacksons, 14 To 7 — Poco, 10 To 4 — Little River Band, Ex To 25 — Sister Sledge, Ex To 24 — Bell & James. ADDS: E. Money.

92X — COLUMBUS — MIKE PERKINS, MD
1-1 — F. Mills. JUMPS: 30 To 36 — C. Rea, 39 To 35 — Orleans, 38 To 34 — Tycoon, 37 To 30 — Peaches & Herb, 24 To 16 — Jacksons, 16 To 7 — Sister Sledge, 6 To 4 — Doobie Bros., 4 To 2 — Peaches & Herb (old). ADDS: 40 — Police, 39 — England Dan & J.F. Coley, 38 — Wings, 37 — Village People.

KIOA — DES MOINES — GARY STEVENS
1-1 — G. Gaynor. JUMPS: 24 To 15 — Amii Stewart, 21 To 10 — Blondie, 12 To 9 — Dire Straits, 10 To 6 — Little River Band, 8 To 2 — Doobie Bros. ADDS: 25 — G. Harrison, 22 — Village People, 18 — A. Murray.

CKLW — DETROIT — ROSALIE TROMBLEY, MD
5-1 — Doobie Bros. JUMPS: 29 To 25 — Marc Tanner Band, 26 To 20 — A. McClain & Destiny, 28 To 19 — Blondie, 23 To 18 — Peaches & Herb, 20 To 17 — G. Benson, 18 To 10 — Instant Funk, 16 To 9 —

Babys, 11 To 7 — Sister Sledge, 6 To 2 — Amii Stewart, Ex To 30 — April Wine, Ex To 29 — Wings, Ex To 24 — Chic, Ex To 11 — G.Q. ADDS: 27 — Jacksons, Roxy Music, England Dan & J.F. Coley.

WDBO — DUBUQUE — CHUCK BAILEY, PD/MD
1-1 — Bee Gees. JUMPS: 30 To 27 — B. Welch, 29 To 22 — Blondie, 18 To 14 — Doobie Bros., 22 To 12 — S. Brightman, 13 To 9 — E. Rabbitt, 15 To 8 — S. Quatro & C. Norman, 14 To 7 — Amii Stewart, 8 To 6 — F. Mills, 5 To 3 — N. Diamond, Ex To 30 — Bell & James, Ex To 29 — Heart, Ex To 28 — L. Ronstadt. ADDS: G. Harrison, E.C. King, Wings, J. Denver, R. Vanwarmer.

KFMD — DUBUQUE — STEVE SESTERHENN, MD
3-1 — Dire Straits. JUMPS: 25 To 21 — G. Benson, 24 To 20 — G. Harrison, 23 To 19 — Blondie, 22 To 18 — Bell & James, 21 To 16 — A. Murray, 17 To 13 — B. Welch, 16 To 12 — F. Mills, 12 To 10 — S. Brightman, 8 To 6 — B. Caldwell, 9 To 5 — Amii Stewart, 7 To 3 — Peaches & Herb (old), Ex To 25 — BTO, Ex To 23 — E.C. King, Ex To 22 — Chic. ADDS: 24 — Police, Peaches & Herb, C. Rea, Wings, R. Vanwarmer, R. Voudouris.

WEBC — DULUTH — STEVE OLIVER, MD
1-1 — F. Mills. JUMPS: 33 To 29 — R. Vanwarmer, 30 To 27 — G. Harrison, 28 To 24 — G. Benson, 25 To 22 — L. Ronstadt, 24 To 21 — Chic, 22 To 18 — S. Quatro & C. Norman, 23 To 15 — Amii Stewart, 15 To 12 — B. Joel, 17 To 10 — Blondie, 13 To 9 — Heart, 7 To 5 — N. Diamond, Ex To 35 — Wings, Ex To 34 — E.C. King, Ex To 33 — B. Mandrell. ADDS: Peaches & Herb, Orleans, Village People, Cher.

Z96 — GRAND RAPIDS — JAY MICHAELS, MD
1-1 — Doobie Bros. JUMPS: 30 To 26 — G. Benson, 28 To 25 — E.C. King, 26 To 22 — Chic, 25 To 20 — Village People, 24 To 18 — B. Welch, 22 To 17 — C. Brown, 20 To 15 — Jacksons, 23 To 14 — S. Quatro & C. Norman, 14 To 10 — A. Murray, 15 To 8 — Blondie, 12 To 6 — Amii Stewart, 9 To 5 — Poco, 19 To 4 — F. Mills, 4 To 2 — Dire Straits. ADDS: 30 — Wings, 28 — G. Harrison, 24 — Bell & James.

WIFE — INDIANAPOLIS — JERRY STEELE, MD
1-1 — Amii Stewart. JUMPS: 34 To 29 — Wings, 31 To 27 — E.C. King, 29 To 26 — G. Benson, 33 To 24 — A. Murray, 30 To 22 — Sister Sledge, 24 To 14 — Peaches & Herb, 26 To 13 — Blondie, 25 To 12 — Village People, 22 To 11 — S. Quatro & C. Norman, 9 To 6 — Babys, 8 To 4 — Little River Band, 10 To 2 — F. Mills, Ex To 34 — Tycoon, Ex To 32 — Cher, Ex To 31 — Instant Funk, Ex To 28 — C. Brown. ADDS: 35 — B. Seger, 30 — Jacksons, I. Matthews, Badfinger.

WNE — INDIANAPOLIS — BILL GARCIA, PD
1-1 — G. Gaynor. JUMPS: 30 To 27 — England Dan & J.F. Coley, 28 To 24 — G. Harrison, 29 To 21 — Village People, 27 To 20 — Chic, 19 To 16 — A. Murray, 12 To 9 — N. Diamond, 14 To 5 — Blondie, 13 To 4 — S. Quatro & C. Norman, 15 To 3 — F. Mills. ADDS: 30 — Bell & James, 29 — Tycoon, 28 — Gary's Gang, 26 — Wings.

KBEQ — KANSAS CITY — KIM WELSH, MD
1-1 — F. Mills. JUMPS: 39 To 29 — Jacksons, 22 To 16 — Bell & James, 26 To 15 — Village People, 20 To 14 — N. Diamond, 23 To 13 — Cher, 24 To 10 — S. Quatro & C. Norman, 19 To 9 — G. Harrison, 14 To 8 — Chic, 13 To 6 — Police, 10 To 2 — Blondie. ADDS: 40 — C. Rea, 39 — Sister Sledge, 38 — Molly Hatchet, 37 — Supertramp.

WHB — KANSAS — AL CASEY, PD
1-1 — Bee Gees. JUMPS: 28 To 20 — Wings, 30 To 17 — Peaches & Herb, 22 To 16 — G. Harrison, 21 To 11 — Blondie, 13 To 9 — A. Murray. ADDS: 30 — England Dan & J.F. Coley.

WAKY — LOUISVILLE — HARRY LYLES, MD
1-1 — Bee Gees. JUMPS: 30 To 27 — E.C. King, 29 To 22 — G. Harrison, 28 To 21 — G. Benson, 26 To 20 — B. Welch, 25 To 19 — Chic, 18 To 12 — E. Money, 17 To 11 — S. Quatro & C. Norman, 16 To 10 — C. Brown, 13 To 8 — Little River Band, Ex To 23 — Bell & James. ADDS: Peaches & Herb, Wings, Jacksons.

WKLO — LOUISVILLE — GARY MAJORS, PD/MD
3-1 — Bee Gees. JUMPS: 40 To 37 — Orsa Lia, 37 To 33 — B. Welch, 35 To 32 — England Dan & J.F. Coley, 33 To 27 — Mathis & Oliver, 32 To 26 — Chic, 39 To 24 — S. Quatro & C. Norman, 31 To 23 — L. Ronstadt, 23 To 17 — Heart, 22 To 16 — E. Money, 21 To 15 — Babys, 14 To 8 — Doobie Bros., 8 To 6 — B. Joel, 7 To 5 — Poco, 5 To 3 — Little River Band. ADDS: Delegation, Faragher Bros., R. Vanwarmer, J. Collins.

WISM — MADISON — JON LITTLE, PD
11-1 — F. Mills. JUMPS: 30 To 27 — G. Thorogood, 29 To 25 — Police, 28 To 23 — Sister Sledge, 26 To 22 — G. Harrison, 23 To 17 — Bell & James, 25 To 14 — Amii Stewart, 18 To 13 — B. Welch, 19 To 12 — A. Murray, 12 To 9 — S. Quatro & C. Norman, 13 To 7 — Blondie, 7 To 5 — B. Joel, 6 To 4 — Dire Straits, Ex To 30 — Orleans, Ex To 29 — R. Stevens, Ex To 28 — Peaches & Herb, Ex To 26 — Wings. ADDS: Chic, Jacksons.

KRIB — MASON CITY — BOB SCOTT, PD
2-1 — Doobie Bros. JUMPS: 27 To 23 — Bell & James, 25 To 22 — Cher, 23 To 20 — G. Benson, 24 To 19 — Blues Bros., 22 To 18 — Sister Sledge, 20 To 16 — Chic, 16 To 13 — G. Harrison, 19 To 10 — Blondie, 14 To 9 — B. Welch, 9 To 7 — S. Quatro & C. Norman, 7 To 5 — Amii Stewart, 4 To 2 — F. Mills, Ex To 30 — R. Stevens, Ex To 28 — Peaches & Herb, Ex To 26 — Wings. ADDS: C. Rea, R. Vanwarmer, Orleans, England Dan & J.F. Coley, N. Olsson.

WZUU — MILWAUKEE — CHRIS CURTIS, PD/MD
3-1 — F. Mills. JUMPS: 25 To 19 — G. Harrison, 24 To 16 — Blondie, 18 To 12 — S. Quatro & C. Norman, 13 To 10 — D. Summer, 12 To 6 — Dire Straits, 9 To 5 — Amii Stewart, Ex To 25 — Orleans, Ex To 24 — Village People, Ex To 23 — Wings, Ex To 20 — Jacksons. ADDS: Chic, April Wine, Boston, England Dan & J.F. Coley, Kayak, R. Voudouris, Peaches & Herb.

WOKY — MILWAUKEE — JEFF RYDER, PD
1-1 — Doobie Bros. JUMPS: 29 To 23 — G. Benson, 30 To 25 — Supertramp, 28 To 22 — Peaches & Herb, 25 To 20 — Amii Stewart, 22 To 18 — Babys, 26 To 17 — Blondie, 23 To 16 — A. Murray, 18 To 14 — B. Welch, 16 To 11 — F. Mills, 13 To 9 — Toto, 10 To 7 — Peaches & Herb, 12 To 6 — Little River Band, 9 To 5 — Bee Gees, Ex To 30 — Wings, Ex To 27 — Chic. ADDS: S. Quatro & C. Norman, Orleans.

KDWB — MINNEAPOLIS — DAVE THOMSON, PD
3-1 — Doobie Bros. JUMPS: 30 To 22 — Wings, 25 To 20 — Toto, 21 To 18 — E.C. King, 19 To 15 — Heart, 14 To 8 — B. Caldwell. ADDS: 30 — R. Vanwarmer, 26 — G. Harrison, 21 — Blondie.

KSTP — MINNEAPOLIS — DON MICHAELS, MD
2-1 — F. Mills. JUMPS: 27 To 23 — England Dan & J.F. Coley, 29 To 22 — B. Welch, 25 To 19 — E.C. King, 24 To 18 — Babys, 24 To 16 — G. Benson, 16 To 12 — Heart, 15 To 11 — Dire Straits, 12 To 10 — B. Caldwell, 14 To 8 — S. Quatro & C. Norman, 9 To 6 — A. Murray, Ex To 29 — R. Vanwarmer, Ex To 28 — Peaches & Herb, Ex To 27 — Wings. ADDS: R. Voudouris, Orleans, Blondie, N. Larson.

WOW — OMAHA — ROGER DAVIS, MD
5-1 — F. Mills. JUMPS: 30 To 23 — G. Benson, 27 To 21 — Village People, 21 To 17 — B. Welch, 17 To 12 — A. Murray, 13 To 9 — N. Diamond, 10 To 7 — Blondie, 8 To 2 — Amii Stewart, Ex To 30 — Styx. ADDS: Doobie Bros., Bee Gees "Love You Inside & Out," Peaches & Herb.

KLEO — WICHITA — BOB MCKAY, PD
1-1 — Doobie Bros. JUMPS: 30 To 24 — England Dan & J.F. Coley, 28 To 19 — Wings, 29 To 18 — Orleans, 21 To 17 — Bell & James, 16 To 12 — Amii Stewart, 19 To 7 — Blondie, 14 To 6 — B. Welch, 12 To 5 — Chic, 10 To 3 — S. Quatro & C. Norman, Ex To 26 — McGuinn, Clark & Hillman, Ex To 25 — E.C. King. ADDS: 30 — Cher, 27 — BTO, 23 — G. Harrison, Ironhorse, Village People, R. Stevens, Peaches & Herb, America.

WEST

KRKE — ALBUQUERQUE — CHUCK LOGAN, MD
2-1 — F. Mills. JUMPS: 40 To 36 — Tycoon, 37 To 33 — Styx, 29 To 26 — G. Harrison, 28 To 23 — R. Voudouris, 26 To 22 — Faragher Bros., 24 To 21 — R. Vanwarmer, 22 To 18 — Bell & James, 21 To 17 — Bad Co., 13 To 10 — England Dan & J.F. Coley, 12 To 9 — L. Ronstadt, 10 To 8 — Dire Straits, 9 To 3 — Heart. ADDS: Peaches & Herb, Pointer Sisters, Wings, Whitesnake, S. Hagar, Who.

KIMN — DENVER — CHUCK BUELL, MD
1-1 — Doobie Bros. JUMPS: 29 To 25 — Jacksons, 30 To 23 — G. Benson, 28 To 19 — S. Quatro & C. Norman, 25 To 18 — Heart, 21 To 15 — Bell & James, 17 To 12 — B. Welch, 13 To 9 — B. Caldwell, 16 To 7 — Chic, 12 To 6 — Blondie, 9 To 4 — Amii Stewart, Ex To 30 — Peaches & Herb, Ex To 29 — Village People, Ex To 28 — Sister Sledge, Ex To 24 — G. Harrison. ADDS: Wings, S. Hagar, Instant Funk, L. Clifford, S. Brightman.

(continued on page 30)

POP RADIO

ANALYSIS

REGIONAL ACTION

EAST

- Most Added 1. TAKE ME HOME — Cher — Casablanca
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. LOVE TAKES TIME — Orleans — Infinity
 4. IN THE NAVY — Village People — Casablanca
- Most Active 1. KNOCK ON WOOD — Amii Stewart — Ariola
 2. I WANT YOUR LOVE — Chic — Atlantic
 3. IN THE NAVY — Village People — Casablanca
 4. HEART OF GLASS — Blondie — Chrysalis

SOUTHEAST

- Most Added 1. JUST WHEN I NEEDED YOU MOST — Randy Vanwarmer — Bearsville/Warner Bros.
 2. LOVE TAKES TIME — Orleans — Infinity
 3. LOVE IS THE ANSWER — England Dan & John Ford Coley — Big Tree/Atlantic
 4. DISCO NIGHTS — G. Q. — Arista

- Most Active 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. I WANT YOUR LOVE — Chic — Atlantic
 4. HEART OF GLASS — Blondie — Chrysalis

SOUTHWEST

- Most Added 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODBYE TONIGHT — Wings — Columbia
 3. JUST WHEN I NEEDED YOU MOST — Randy Vanwarmer — Bearsville/Warner Bros.
 4. BLOW AWAY — George Harrison — Dark Horse/Warner Bros.

- Most Active 1. HEART OF GLASS — Blondie — Chrysalis
 2. REUNITED — Peaches & Herb — Polydor
 3. I WANT YOUR LOVE — Chic — Atlantic
 4. KNOCK ON WOOD — Amii Stewart — Ariola

MIDWEST

- Most Added 1. REUNITED — Peaches & Herb — MVP/Polydor
 2. GOODNIGHT TONIGHT — Wings — Columbia
 3. JUST WHEN I NEED YOU MOST — Randy Vanwarmer — Bearsville/Warner Bros.
 4. LOVE IS THE ANSWER — England Dan & John Ford Coley — Big Tree/Atlantic

- Most Active 1. HEART OF GLASS — Blondie — Chrysalis
 2. KNOCK ON WOOD — Amii Stewart — Ariola
 3. STUMBLIN' IN — Suzi Quatro & Chris Norman — RSO
 4. GOODNIGHT TONIGHT — Wings — Columbia

WEST

- Most Added 1. (SITTIN' ON) THE DOCK OF THE BAY — Sammy Hagar — Capitol
 2. JUST WHEN I NEEDED YOU MOST — Randy Vanwarmer — Bearsville/Warner Bros.
 3. LOVE IS THE ANSWER — England Dan & John Ford Coley — Big Tree/Atlantic
 4. REUNITED — Peaches & Herb — MVP/Polydor

- Most Active 1. HEART OF GLASS — Blondie — Chrysalis
 2. BLOW AWAY — George Harrison — Dark Horse/Warner Bros.
 3. STUMBLIN' IN — Suzi Quatro & Chris Norman — RSO
 4. REUNITED — Peaches & Herb — MVP/Polydor

MOST ADDED RECORDS

- JUST WHEN I NEEDED YOU MOST — RANDY VANWARMER — BEARSVILLE**
 WHHY, WKY, WSGA, WBBQ, KCPX, WKY, KSLQ, WSGN, KERN, KRTH, WPGC, WKLO, 94Q, Z-93, KGW, KILT, KDWB, WDBQ, KRIB, WKIX, WJDX, WFOM, WAGQ, KASH, WTLB, KFMD, WSPT, WAVZ.
- REUNITED — PEACHES & HERB — POLYDOR**
 WLEE, WOW, WKY, WTX, WABC, WAKY, KLEO, WGCL, KPAM, KXOK, WKY, WZUU, KERN, KVIL, KYA, WLS, WJDX, KAA, WTLB, WGUY, WCUE, WEBC, KFMD, WSPT, KENO, KRKE.
- GOODNITE TONIGHT — WINGS — COLUMBIA**
 WCAO, 92X, KPAM, WKBW, WTX, WAKY, Q102, WBBF, KXOK, KLIF, KIMN, KTLK, F-105, WNDE, WDBQ, Z-96, WFLB, WKIX, KAA, KINT, KELI, WTRY, KFMD, KRKE.
- LOVE TAKES TIME — ORLEANS — INFINITY**
 WHHY, WLAC, WERC, WAYS, WAPE, WBBQ, WOKY, WBBF, KTLK, JB105, WRVQ, WRKO, KSTP, KRIB, WFLB, WICC, KELI, WEBC, WSPT, KROY, KRSP, KENO.
- LOVE IS THE ANSWER — ENGLAND DAN & JOHN FORD COLEY — BIG TREE/ATLANTIC**
 92X, WLAC, WAPE, CKLW, KCPX, WBBF, KPAM, WZUU, KRTH, WHB, Z-93, KGW, KRIB, WWKS, WKIX, V-97, WAGQ, WTRY, KRSP, WRJZ.
- SUCH A WOMAN — TYCOON — ARISTA**
 KREM, WKXX, WERC, WGCL, KLIF, BJ105, JB105, WNOE, WMET, WGUY, WCUE, KROY, WFOM.
- SHAKE YOUR BODY — JACKSONS — EPIC**
 WISM, CKLW, WAKY, KJRB, KJR, KTAC, WRKO, WANS, KASH, WIFE, KRSP, KENO.
- THE LOGICAL SONG — SUPERTRAMP — A&M**
 KSLQ, KASH, KYNO, KJR, KBEQ, KILT, WANS, KENO, WOKY, KING, WMET.
- RENEGADE — STYX — A&M**
 Z-96, WSGA, WBBQ, WZZP, KCPX, WNOE, WSGN, B-100, WRVQ, WAIR, WFOM.
- BLOW AWAY — GEORGE HARRISON — DARK HORSE/WARNER BROS.**
 KIOA, KLEO, KLIF, BJ105, KVIL, KEEL, KDWB, WDBQ, Z-96, WFLB, KAA.
- HE'S THE GREATEST DANCER — SISTER SLEDGE — ATLANTIC**
 KJRB, KCPX, WIF, KLIF, KBEQ, KEEL, WQXI, WAGQ, KSLY, WTRY, KROY.

RADIO ACTIVE SINGLES

- HEART OF GLASS — BLONDIE — CHRYSALIS**
 WLEE 13-9, WOW 10-7, WCAO 22-18, KPAM 22-19, WISM 13-7, WNCI 22-16, WKBW 8-4, WKY Ex-26, KREM 9-5, KFI 22-17, WLAC 27-22, WTX 9-4, WSGA 17-11, WABC 20-14, KLIF 26-17, KSLQ 13-7, WIF 27-17, WBBF 18-13, KJR 19-14, KJRB 9-7, WGCL 9-7, KLEO 19-7, WOKY 26-17, KIOA 21-10, Q102 23-20, CKLW 28-19, WBBQ 12-7, WAPE 27-21, WAYS 21-11, WERC 17-12, WKXX 18-14, KTLK 14-10, KERN 18-13, B-100 21-13, KIMN 12-6, WSGN 24-18, WZUU 24-16, WRVQ 10-4, KING 17-11, KVIL 23-14, WHBQ 23-17, KRTH 10-6, KHJ 20-16, WRKO 11-5, KFRC 7-4, WPGC 15-11, WHB 21-11, KBEQ 10-2, KYA 21-16, WNDE 14-15, WLS 45-39, WPEZ 19-11, Z93 11-3, WQXI 10-5, KEEL 16-11.
 - REUNITED — PEACHES AND HERB — POLYDOR**
 WHHY 26-13, WCAO Ex-28, 92X 37-30, WISM Ex-28, KREM Ex-20, WLAC 33-16, WSGA 23-4, KLIF 38-34, WNOE Ex-38, KSLQ 36-30, WDRC Ex-29, KCPX Ex-25, KJR Ex-20, KJRB Ex-28, WZZP 33-29, WOKY 28-22, CKLW 23-18, WBBQ Ex-28, WAPE 32-27, WAYS 30-16, WERC 19-10, WKXX 32-25, KTAC 28-22, KIMN Ex-30, BJ105 34-24, WSGN 33-27, JB105 Ex-23, WRVQ 25-20, KING 20-15, WHBQ 26-18, KRTH 17-10, KHJ Ex-22, 99X Ex-28, WRKO 27-24, KFRC 26-10, 13Q 12-8, WPRO-FM 25-21, WPGC 29-15, WHB 30-17, KEEL Ex-25, WQXI 23-11, 94Q 22-18, Z93 18-14, Y100 30-25, KSTP Ex-28.
 - KNOCK ON WOOD — AMII STEWART — ARIOLA**
 WOW 8-2, WCAO 25-22, WISM 25-14, WNCI 20-14, KREM 18-11, KFI 12-9, WSGA 4-2, WABC 5-2, KLIF 28-23, WNOE 18-7, KSLQ 5-3, WDRC 17-12, WIF 23-16, WBBF Ex-33, KCPX 24-19, KJR 5-3, KJRB 10-6, WZZP 9-4, KLEO 16-12, WOKY 25-20, KIOA 24-15, Q102 18-14, CKLW 6-2, WKXX 6-4, KTAC 21-15, KERN 17-12, KIMN 9-4, WSGN 4-2, WZUU 9-5, KVIL Ex-19, KHJ 10-6, F-105 13-9, 13Q 9-7, WPRO-FM 13-8, WPGC 7-4, KEEL 11-9, Z93 10-6, Y100 5-2, WPEZ 12-7, WLS 17-10.
 - STUMBLIN' IN — SUZI QUATRO & CHRIS NORMAN — RSO**
 WLEE 12-8, WCAO 16-13, KPAM 17-11, WISM 12-9, WKBW 17-14, WKY 20-9, KREM 18-12, KFI 17-14, WLAC 24-20, WTX Ex-39, KSLQ 22-16, WBBF Ex-34, KCPX 16-8, WGCL 21-15, KLEO 10-3, Q102 27-24, WAKY 17-11, WAYS 8-5, KTAC 22-19, KERN 15-9, KIMN 28-19, BJ105 Ex-39, WSGN 20-16, WZUU 18-12, WFL 23-17, WRVQ 14-8, KING 15-8, KRTH 12-8, KHJ 18-11, WRKO 19-14, KFRC 10-7, F-105 28-21, WPGC 22-19, KBEQ 24-10, KYA Ex-26, WKLO 39-24, WNDE 13-4, KEEL 17-14, KSTP 14-8, WPEZ 31-21.
- BLOW AWAY — GEORGE HARRISON — DARK HORSE/WARNER BROS.**
 WLEE 28-21, WHHY 29-23, WCAO 23-20, KPAM 24-20, WISM 26-22, KREM 28-23, KFI 27-24, WLAC 32-26, WNOE 30-27, KSLQ 25-21, KXOK 27-20, WBBF Ex-32, KJR 24-21, KJRB 25-21, WZZP Ex-34, Q102 29-25, WAKY 29-22, WBBQ 21-18, WKXX 28-24, KTAC 30-27, KERN Ex-29, B-100 13-9, KIMN Ex-24, WSGN 25-21, WZUU 25-19, KING Ex-21, KRTH 25-19, 99X Ex-30, WRKO 17-13, KFRC 27-24, WPGC Ex-28, WHB 22-16, KBEQ 19-9, KYA Ex-29, WNDE 28-24, 94Q 12-8, Z93 23-20, WPEZ 27-23.

SECONDARY RADIO ACTIVE

- GOODNIGHT TONIGHT — WINGS — COLUMBIA**
 WING Ex-35 — WRJZ Ex-33, WFOM Ex-24, KENO Ex-26, WICC Ex-24, WBLI Ex-30, WAVZ 22-18, WAGQ Ex-26, V97 40-32, WJDX 26-22, WWKS Ex-22, WMFJ Ex-38, WAIR Ex-28, KOPA Ex-29, KSLY Ex-30, KASH Ex-29, KROY Ex-33, KRSP Ex-28, KYNO Ex-29, WTLB Ex-30, WCUE 40-35, WEBC Ex-35, WIFE 34-29, WSPT Ex-27, WINW Ex-30, WRFC Ex-26, WANS Ex-31, KRIB Ex-26.
- I WANT YOUR LOVE — CHIC — ATLANTIC**
 WSPT 29-20, WINW 21-17, WRFC 19-13, WANS 13-7, Z96 26-22, KRIB 20-16, KFMD Ex-22, WEBC 24-21, WGUY 21-18, WTRY 26-20, WTLB 26-21, KRSP 18-13, KROY Ex-32, KASH Ex-27, KSLY Ex-32, KELI 28-24, WFLB 11-8, WAIR 25-15, WWKS 11-9, WKIX 18-13, V97 8-6, WAGQ 9-6, WBLI 19-15, WICC 17-14, KENO Ex-29, WFOM 11-6, WRJZ 32-18, WING 14-9.
- HEART OF GLASS — BLONDIE — CHRYSALIS**
 KENO Ex-25, WFOM 12-5, WRJZ 7-5, WING 25-15, WICC 11-4, WBLI 11-6, WKIX 24-17, WWKS 23-19, WAIR 13-6, WFLB 17-12, KELI 11-5, KAA 25-19, KOPA 11-7, KSLY 11-5, KASH 7-4, KROY 20-15, KRSP 12-8, WTLB 10-6, WTRY 16-11, WEBC 17-10, WIFE 26-13, KFMD 23-19, WINW Ex-22, WRFC 12-7, Z96 15-8, KRIB 19-10, WDBQ 29-22.
- LOVE BALLAD — GEORGE BENSON — WARNER BROS.**
 KRIB 23-20, Z96 30-26, WANS 19-16, WRFC 17-10, WINW 9-5, WSPT 19-15, KFMD 25-21, WIFE 29-26, WEBC 28-24, WCUE 27-22, WTRY 27-22, WTLB Ex-29, KYNO Ex-30, KRSP 26-21, KROY Ex-35, KASH 21-18, KSLY 28-22, KELI 29-25, WAIR 30-20, WMFJ 11-8, WWKS 21-16, WAVZ 20-17, WICC 21-17, WFOM 19-13, WING 31-22.
- REUNITED — PEACHES & HERB — MVP/POLYDOR**
 KINT Ex-30, WAIR 39-31, WMFJ 32-27, WWKS 10-6, WKIX Ex-27, WAGQ 27-23, WAVZ 19-15, WFOM 27-19, WRJZ 29-17, WING Ex-39, KOPA 27-22, KSLY Ex-26, KASH 30-24, KROY 29-21, KRSP Ex-24, KYNO 16-13, WTRY Ex-28, WIFE 24-14, WINW 35-23, WRFC 23-15, WANS 31-20, KRIB Ex-28.
- IN THE NAVY — VILLAGE PEOPLE — CASABLANCA**
 Z96 25-20, WRFC 24-17, WINW 31-27, WIFE 25-12, WCUE 28-24, WGUY 29-24, WTRY Ex-29, WTLB 30-18, KRSP 21-16, KROY 31-26, KASH 20-15, KELI 20-16, WAIR 33-23, WMFJ 26-16, WWKS 24-21, WJDX 22-18, WAGQ 28-24, WAVZ 15-12, WBLI 30-22, WFOM 28-21, WRJZ Ex-31, WING 34-20.
- STUMBLIN' IN — SUZI QUATRO & CHRIS NORMAN — RSO**
 WDBQ 15-8, KRIB 9-7, Z96 23-14, WANS 7-4, WRFC 10-6, WSPT 15-9, WIFE 22-11, WEBC 22-18, WGUY 15-11, WTRY 21-16, WTLB 17-14, KYNO 18-15, KRSP 10-6, KROY 28-24, KSLY 24-20, KOPA 30-27, KAA 17-12, KINT 14-10, WFLB 25-17, WAIR 10-7, WKIX 14-11, KENO 15-8.

Jay Ferguson
REAL LIFE AIN'T THIS WAY
 Produced by Jay Ferguson and Ed Mashal
 Executive Producer: Bill Szymczyk



(6E-158)



Jerry Lee Lewis
JERRY LEE LEWIS
 Produced by Bones Howe

(6E-184)

Susie Allanson
HEART TO HEART
 Produced by Ray Ruff



(6E-177)

WE'RE ROCKIN' THE COUNTRY

VERN GOSDIN

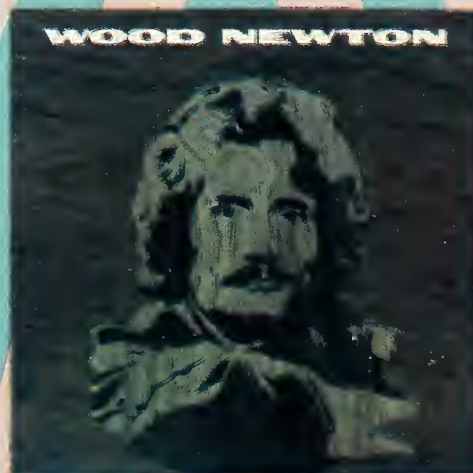


YOU'VE GOT SOMEBODY

Vern Gosdin
YOU'VE GOT SOMEBODY
 Produced by Gary Paxton

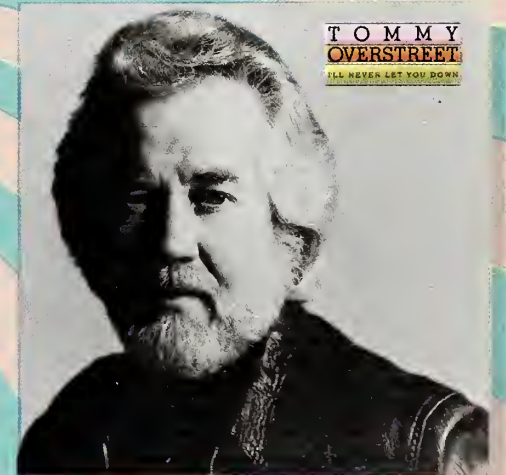
(6E-180)

Wood Newton
WOOD NEWTON
 Produced by Even Stevens



(6E-176)

TOMMY OVERSTREET
 I'LL NEVER LET YOU DOWN



Tommy Overstreet
I WILL NEVER LET YOU DOWN
 Produced by Bob Millsap

(6E-178)

**New on Elektra/Asylum
 Records and Tapes**



Politicians, Led By Carter, Well Represented At NAB

by Joey Berlin

DALLAS — The 57th annual National Association of Broadcasters convention here last week often looked more like a political convention with Congressmen, Cabinet members, federal officials and even the President of the United States on hand to address the broadcasters and answer their questions about how Washington plans to regulate their industry.

Although the politicians generally agreed that the imposition of a spectrum use fee is justified, the rest of what they told the conventioners was music to the ears of radio broadcasters.

"We will have less restraint on your industry when I go out of office by far than existed when I came into office," promised President Carter in response to one broadcaster's question. And for the rest of the convention the government officials reinforced the President's promise.

By and large, the President steered clear of specifics and spoke of general regulatory reform. But in response to a question on the spectrum use fee from Forest Amsden of King Broadcasting, Carter spoke of tradeoffs in the current communications bills that balance the institution of the fee.

"There may be some fees assessed for the use of spectra, but on the other hand, there will be an additional freedom for your own industry to operate in," the President said. "And I believe in addition there were some more extended times for the licenses to be prevailing."

But Carter added that his position is not firmly entrenched.

"We have not yet taken an administrative position and I doubt if I will take one until the hearings have been completed and we see more clearly the attitude of the Congress and the attitude of this organization as well," Carter concluded.

96th Congress And Radio

The attitude of the Congress toward radio broadcasting was on display the day after the President's address in a workshop that included Senator Larry Pressler (R-S.D.) and Representatives Thomas Luken (D-Ohio), James Broyhill (R-N.C.), Marc Marks (R-Pa.) and late addition to the panel James Wright (R-Tex.).

According to Pressler, the mood on Capitol Hill "is for amending rather than rewriting the Communications Act of 1934," and he went on to predict that the two bills recently introduced in the Senate (by Senators Goldwater and Hollings) will be blended into one. He said that the basic difference in the two bills is that the Goldwater bill calls for lower spectrum use fees.

Rep. Wright is the co-sponsor of this year's Van Deerlin bill to rewrite the Communications Act (introduced late last week, see related story) and he noted that the bill calls for a spectrum fee "cap" that will make the fee a kind of "workable taxation."

"Government needs money to cover its spending," said Wright in explaining the need for a spectrum use fee, "and your time is up."

One broadcaster asked the Congressmen about the effect of the recent broadcasters rally for deregulation, and was quite surprised by the answer. Apparently none of the Congressmen on the panel had been invited to the rally and to a man they knew little about it.

Rep. Van Deerlin did appear at the convention, but his address was given at a television session and dealt mainly with issues such as superstations (a hot topic at the convention). Van Deerlin did say that the spectrum use fee provision in his bill is scaled down from last year and he added

that adoption of his bill may enable the FCC (to be abolished in last year's bill) to reduce from seven to five members and lower its budget.

Van Deerlin also reported that his new bill omits an earlier section that would have reduced the number of stations the networks could own.

FCC Session

During a general radio session meeting with top FCC staff members moderated by Commissioner Tyrone Brown, Brown disagreed with Van Deerlin on the effect of deregulation on the Commission.

"There's a good possibility for substantial, not total, deregulation coming directly from the FCC without waiting for the Congress to act," said Brown. But when asked if such deregulation might cut into the size of the FCC staff, Brown responded "Don't hold your breath."

The FCC staffers told the radio broadcasters the deregulation experiment suggested by chairman Ferris late last year will be instituted in markets as small "as natural competition allows." But it was added that many radio deregulation proposals, such as changes in ascertainment and commercial load requirements, will be for all markets.

Another television session that proved of interest to radio broadcasters was the debate between NAB executive John Summers and House Subcommittee on Communications general counsel "Chip" Shooshan over the spectrum use fee. It was immediately clear what the NAB thought of Shooshan's arguments when he was given a black hat to wear at the start of the debate.

The final day wrap-up featured some of the most interesting speakers of the convention. After the Energy Secretary lectured broadcasters on the reality of the nation's energy problem, Sen. Hollings explained his communications bill and Chairman Ferris answered questions from the audience. With many of the conventioners already headed back to their stations, the crowd size was manageable and more direct communication between the speakers and the audience was possible.

Hollings

Hollings did not take questions from the broadcasters, but he did give a lengthy explanation of S611, his revision of the Communications Act. Calling broadcasting "the great success story of our time," Hollings asked the assemblage to accept the spectrum use fee as "an assessment based on benefits received" and he credited the original idea of such a fee to broadcast pioneer David Sarnoff.

Hollings noted that his bill calls for such fees to be put into the general treasury, not to be used to fund public broadcasting. And he reminded the broadcasters that the trust they enjoy from the public is largely due to the fairness doctrine, which has assured the public they were getting two sides to an issue and deserves to be kept in practice, according to Hollings.

By the time Ferris stepped up to the podium, most of what he came to say had already been said. The chairman did note that the May 8 FCC meeting will take up the NAB's deregulation proposals. But he also cautioned broadcasters to avoid blindly following the rallying cry of deregulation because "deregulation means many things to many people."

Mikes' Moves Offices

NEW YORK — Mikes' Artist Management Ltd. has moved to 216 East 49 St., New York, N.Y., 10017, tel. (212) 759-9658. The firm currently handles Peter C. Johnson, Robin Lane, NRBO, Malcolm Tomlinson, Finn and Baby Grand.

REGIONAL PROGRAMMING GUIDE

(continued from page 27)

KTLK — DENVER — PAULA MATTHEWS, MD

2-1 — Bee Gees. JUMPS: 34 To 30 — T. Houston, 36 To 29 — D. Naughton, 28 To 23 — G.Q., 14 To 10 — Blondie, 9 To 6 — Doobie Bros., 8 To 5 — Jacksons, Ex To 40 — G. Scoccio, Ex To 39 — C. Lucas, Ex To 38 — L. Clifford, Ex To 35 — N. Larson. ADDS: S. Hagar, AWB, Orleans, I. Matthews, V.S. Robinson, M. Kane, E. Sands, Wings.

KASH — EUGENE — BILL DUDLEY, PD/MD

2-1 — Dire Straits. JUMPS: 28 To 25 — E.C. King, 30 To 24 — Peaches & Herb, 25 To 20 — Sister Sledge, 21 To 18 — G. Benson, 20 To 15 — Village People, 18 To 14 — G. Harrison, 16 To 13 — B. Welch, 15 To 10 — Heart, 17 To 9 — F. Mills, 11 To 6 — Amii Stewart, 7 To 4 — Blondie, Ex To 30 — Pointer Sisters, Ex To 29 — Wings, Ex To 28 — Styx, Ex To 27 — Chic, Ex To 26 — R. Stevens, Ex To 23 — R. Stevens. ADDS: Supertramp, R. Vanwarmer, Jacksons.

KYNO — FRESNO — CHRIS VAN CAMP, MD

1-1 — Doobie Bros. JUMPS: 29 To 26 — B. Joel, 25 To 22 — Bell & James, 23 To 20 — Little River Band, 21 To 18 — E. Money, 18 To 15 — S. Quatro & C. Norman, 16 To 13 — Peaches & Herb, 15 To 12 — Delegation, 13 To 10 — Dire Straits, 10 To 6 — Jacksons, 8 To 3 — F. Mills, Ex To 30 — G. Benson, Ex To 27 — Supertramp, Ex To 29 — Wings. ADDS: S. Hagar, B. Seger, R. Voudouris, Rockets, Santana, G. Thorogood.

KENO — LAS VEGAS — STEVE SOMMERS, MD

1-1 — Doobie Bros. JUMPS: 30 To 24 — G. Harrison, 26 To 23 — Gary's Gang, 27 To 22 — B. Caldwell, 20 To 11 — Poco, 29 To 9 — Amii Stewart, 15 To 8 — S. Quatro & C. Norman, 17 To 7 — Delegation, Ex To 29 — Chic, Ex To 27 — A. Murray, Ex To 26 — Wings, Ex To 25 — Blondie. ADDS: 30 — E.C. King, Bell & James, Supertramp, Chicago, Peaches & Herb, Orleans, Jacksons, McGuinn, Clark & Hillman.

KHJ — LOS ANGELES — CHUCK MARTIN, PD

1-1 — G. Gaynor. JUMPS: 30 To 26 — B. Welch, 29 To 24 — Jacksons, 28 To 23 — A. Murray, 24 To 21 — Sister Sledge, 23 To 20 — Toto, 22 To 19 — E.C. King, 21 To 18 — Poco, 20 To 16 — Blondie, 19 To 15 — Gary's Gang, 17 To 14 — G. Benson, 16 To 13 — E. Money, 18 To 11 — S. Quatro & C. Norman, 14 To 10 — Bell & James, 10 To 6 — Amii Stewart, 7 To 4 — F. Mills, Ex To 30 — Ironhorse, Ex To 29 — Wings, Ex To 28 — April Wine, Ex To 27 — Police, Ex To 22 — Peaches & Herb. ADDS: Little River Band, Rod Stewart "Ain't Love."

KFI — LOS ANGELES — ROGER COLLINS, MD

4-1 — F. Mills. JUMPS: 27 To 24 — G. Harrison, 25 To 21 — Cher, 22 To 17 — Blondie, 19 To 16 — Chic, 17 To 14 — S. Quatro & C. Norman, 12 To 9 — Amii Stewart, 8 To 6 — Village People, 6 To 4 — Little River Band, Ex To 30 — Instant Funk, Ex To 29 — Sister Sledge, Ex To 28 — Wings, Ex To 25 — Bell & James. ADDS: G. Benson.

KOPA — PHOENIX, STEVE RIVERS, PD

3-1 — G. Gaynor. JUMPS: 30 To 27 — S. Quatro & C. Norman, 29 To 26 — Tycoon, 25 To 25 — G. Harrison, 27 To 22 — Peaches & Herb, 24 To 21 — A. Murray, 20 To 17 — B. Welch, 18 To 15 — Sister Sledge, 16 To 13 — E.C. King, 15 To 11 — Bell & James, 11 To 7 — Blondie, 9 To 6 — Styx, Ex To 30 — Jacksons, Ex To 29 — Wings. ADDS: Instant Funk, R. Voudouris.

KPAM — PORTLAND — BRIAN NORTON, PD

2-1 — Bee Gees. JUMPS: 29 To 26 — L. Ronstadt, 26 To 22 — G. Benson, 24 To 20 — G. Harrison, 22 To 19 — Blondie, 21 To 14 — B. Welch, 17 To 11 — S. Quatro & C. Norman, 13 To 10 — N. Diamond, 12 To 9 — A. Murray, 11 To 8 — F. Mills. ADDS: 30 — England Dan & J.F. Coley, 29 — Wings, 27 — Peaches & Herb.

KROY — SACRAMENTO — DANNY WRIGHT, PD

1-1 — Bee Gees. JUMPS: 35 To 31 — April Wine, 34 To 30 — Styx, 33 To 29 — Delegation, 31 To 26 — Village People, 30 To 25 — Police, 28 To 24 — S. Quatro & C. Norman, 26 To 23 — Badfinger, 25 To 22 — B. Welch, 29 To 21 — Peaches & Herb, 21 To 18 — Jacksons, 20 To 15 — Blondie, 15 To 11 — Bell & James, 14 To 10 — F. Mills, 10 To 6 — Amii Stewart, 7 To 4 — Little River Band, Ex To 35 — G. Benson, Ex To 34 — Raydio, Ex To 33 — Wings, Ex To 32 — Chic. ADDS: Tycoon, Sister Sledge, Orleans, S. Hagar, Cher.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

1-1 — G. Gaynor. JUMPS: 28 To 22 — Styx, 26 To 21 — G. Benson, 27 To 20 — Sister Sledge, 23 To 18 — E.C. King, 21 To 16 — Village People, 20 To 15 — G. Harrison, 18 To 13 — Chic, 15 To 12 — B. Caldwell, 12 To 8 — Blondie, 11 To 7 — Amii Stewart, 10 To 6 — S. Quatro & C. Norman, 9 To 5 — A. Murray, 7 To 4 — B. Welch, 6 To 3 — E. Money, Ex To 28 — Wings, Ex To 27 — R. Stevens, Ex To 24 — Peaches & Herb. ADDS: Jacksons, Orleans, England Dan & J.F. Coley, Cher.

B100 — SAN DIEGO — C.C. McCARTNEY, PD

7-1 — Dire Straits. JUMPS: 27 To 21 — E.C. King, 24 To 19 — B. Caldwell, 22 To 18 — F. Mills, 21 To 13 — Blondie, 23 To 11 — Bell & James, 14 To 10 — Toto, 13 To 9 — G. Harrison, 16 To 8 — E. Money, 15 To 7 — Heart, 12 To 6 — B. Welch, 8 To 5 — L. Ronstadt, 10 To 2 — Poco, Ex To 30 — C. Rea, Ex To 27 — Couchois, Ex To 25 — England Dan & J.F. Coley. ADDS: S. Hagar, Boston, B. Seger, Delegation, McGuinn, Clark & Hillman.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Doobie Bros. JUMPS: 27 To 24 — G. Harrison, 25 To 22 — N. Diamond, 24 To 21 — G. Benson, 20 To 16 — April Wine, 18 To 14 — Poco, 26 To 10 — Peaches & Herb, 10 To 7 — S. Quatro & C. Norman, 7 To 4 — Blondie, 5 To 3 — Bell & James, Ex To 29 — Wings, Ex To 28 — Giorgio, Ex To 27 — B. Welch, Ex To 26 — Little River Band. ADDS: Bee Gees "Love You Inside & Out," Journey, Bad Company, B. Joel "Honesty."

KSly — SAN LUIS OBISPO — GUY PAUL, PD

1-1 — Doobie Bros. JUMPS: 32 To 28 — Orsa Lia, 31 To 25 — Gary's Gang, 30 To 24 — B. Welch, 29 To 23 — Police, 28 To 22 — G. Benson, 26 To 21 — Journey, 24 To 20 — S. Quatro & C. Norman, 22 To 19 — Cars, 21 To 17 — L. Ronstadt, 20 To 16 — Bell & James, 19 To 15 — C. Brown, 23 To 14 — Jacksons, 16 To 13 — A. Murray, 15 To 12 — Toto, 18 To 10 — Ambrosia, 13 To 9 — E.C. King, 11 To 5 — Blondie, 8 To 3 — Amii Stewart, Ex To 32 — Chic, Ex To 31 — Boston, Ex To 30 — Wings, Ex To 29 — Instant Funk, Ex To 27 — F. Mills, Ex To 26 — Peaches & Herb. ADDS: Santana, Sister Sledge, Bee Gees, Sea Level, G. Thorogood.

KJR — SEATTLE — TRACY MITCHELL, MD

10-1 — F. Mills. JUMPS: 24 To 21 — G. Harrison, 25 To 19 — Bell & James, 20 To 17 — Chic, 21 To 16 — Wings, 18 To 15 — B. Welch, 19 To 14 — Blondie, 13 To 10 — A. Murray, 8 To 5 — Bee Gees "Love You Inside & Out," 6 To 4 — B. Joel, 5 To 3 — Amii Stewart, Ex To 25 — E.C. King, Ex To 24 — McGuinn, Clark & Hillman, Ex To 23 — Cars, Ex To 20 — Peaches & Herb. ADDS: Supertramp, Van Halen, Jacksons.

KING — SEATTLE — TOM MCKAY, MD

2-1 — F. Mills. JUMPS: 21 To 17 — G. Benson, 20 To 15 — Peaches & Herb, 19 To 14 — Village People, 17 To 11 — Blondie, 15 To 8 — S. Quatro & C. Norman, Ex To 25 — J. Collins, Ex To 24 — Chic, Ex To 21 — G. Harrison. ADDS: M. McGovern, Supertramp.

KJRB — SPOKANE — TOM HUTYLER, MD

1-1 — Bee Gees. JUMPS: 26 To 22 — G. Benson, 25 To 21 — G. Harrison, 24 To 20 — B. Welch, 22 To 19 — Village People, 29 To 18 — Pointer Sisters, 21 To 13 — E.C. King, 22 To 12 — Bell & James, 9 To 7 — Blondie, 10 To 6 — Amii Stewart, Ex To 30 — L. Clifford, Ex To 28 — N. Larson, Ex To 27 — Wings, Ex To 26 — E. Money, Ex To 23 — Peaches & Herb. ADDS: S. Hagar, Sister Sledge, Jacksons.

KREM — SPOKANE — DON NORDINE, PD

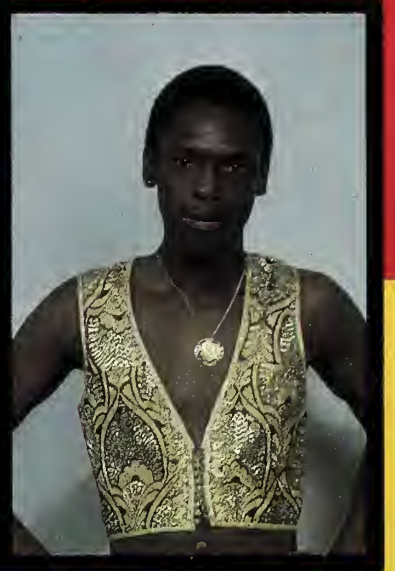
4-1 — Bee Gees. JUMPS: 30 To 26 — J. Collins, 26 To 23 — G. Benson, 28 To 22 — G. Harrison, 22 To 16 — Village People, 19 To 14 — S. Quatro & C. Norman, 18 To 11 — Amii Stewart, 9 To 5 — Blondie, Ex To 29 — Vanwarmer, Ex To 28 — Bell & James, Ex To 25 — Wings, Ex To 24 — E.C. King, Ex To 20 — Peaches & Herb. ADDS: Firefall, Tycoon, Roxy Music, McGuinn, Clark & Hillman, Doobie Bros. "Minute by Minute," N. Larson, I. Matthews.

KTAC — TACOMA — BRUCE CANNON, MD

3-1 — Doobie Bros. JUMPS: 30 To 27 — G. Harrison, 29 To 26 — G. Benson, 28 To 23 — Peaches & Herb, 22 To 19 — S. Quatro & C. Norman, 21 To 15 — Amii Stewart, 17 To 14 — Little River Band, 15 To 10 — B. Joel, 13 To 9 — N. Diamond, 11 To 8 — Dire Straits, 8 To 6 — Peaches & Herb (old), 6 To 4 — G. Gaynor, 7 To 2 — F. Mills, Ex To 30 — Bell & James, Ex To 29 — Wings. ADDS: N. Larson, Jacksons.

The following stations were also used in this weeks research: WCUE, WING, WSPT, JB105, WPGC, KSLQ, KERN, KCPX, KYA, WRFC, WBBQ, WFLB.

CASHBOX-2



a special feature

GERMANY
WEST '79

March '79:

Best Selling Singles

- 1 Heart Of Glass
Blondie
Chrysalis (Phonogram)
6285 007
- 2 Tragedy
Bee Gees
RSO (DGG)
2090 340
- 3 Y.M.C.A.
Village People
Metronome
0030 140
- 4 Chiquitita
Abba
Polydor (DGG)
2001 850
- 5 Le Freak
Chic
Atlantic (WEA)
ATL 11209
- 6 Darlin'
Frankie Miller
Chrysalis (Phonogram)
6155 227
- 7 Baby It's You
Promises
EMI (EMI Electrola)
1 C 006-77027
- 8 Trojan Horse
Luv'
Carrere (DGG)
2044 132
- 9 No Time For A Tango
Snoopy
CNR (Telec) — 6.12.393
- 10 Too Much Heaven
Bee Gees
RSO (DGG)
2090 331



Promises

- 17 I Was Made For Dancing
Leif Garrett
Scotti Bros. (WEA)
SB 11202
- 18 Born To Be Alive
Patrick Hernandez
Aquarius (Teldec)
6.12.444
- 19 Du, die Wanne ist voll
Helga Feddersen & Dieter Hallervorden
Philips (Phonogram)
6003 709
- 20 Kreuzberger Nächte
Gebrüder Blattschuss
Hansa (Ariola)
15 777 AT
- 21 The Devil Sent You To Lorado
Baccara
RCA
PB 5611
- 22 Ruf Teddybaer eins-vier
Jonny Hill
RCA
PB5609
- 23 September
Earth, Wind & Fire
CBS
6922
- 24 Baby Make Love
La Bionda
Ariola
100 218
- 25 Du schaffst mich
Jurgen Drews
Warner Bros. (WEA)
WB 17272
- 26 Stumblin' In
Chris Norman & Suzi Quatro
RAK (EMI Electrola)
1 C 006-61 907
- 27 We'll Have A Party Tonight 'Nite
The Teens
Hansa Int. (Ariola)
100 077-100
- 28 Mandy
Barry Manilow
Arista (EMI Electrola)
1 C 006-61 918
- 29 Song For Guy
Elton John
Rocket (Phonogram)
6299 038
- 30 Hit Me With Your Rhythm Stick
Ian Dury & The Blockheads
Stiff (Teldec)
6.12.410
- 31 Accident Prone
Status Quo
Vertigo (Phonogram)
6059 216
- 32 Dear John
Teach In
CNR (Teldec)
6.12.392

- 33 Kiss You All Over
Exile
RAK (EMI Electrola)
1 C 006-61 351
- 34 I Lost My Heart To A Starship Trooper
Sarah Brightman & Hot Gossip
Hansa Int. (Ariola)
100 244-100
- 35 Shooting Star
Dollar
Carrere (DGG)
2044 130
- 36 Dreadlock Holiday
10 cc
Mercury (Phonogram)
6008 035
- 37 Hiroshima
Wishful Thinking
GMG/Atlantic (WEA)
ATL 10 688
- 38 Don't Stop Me Now
Queen
EMI (EMI Electrola)
1 C 006-62 276
- 39 You've Got All Of Me
Clout
Carrere (DGG)
2044 131
- 40 Rama Lama Ding Dong
Rocky Sharpe & The Replays
Chiswick (Metronome)
0037.057
- 41 You're The Greatest Lover
Luv'
Carrere (DGG)
2044 122
- 42 Lay Your Love On Me
Racey
RAK (EMI Electrola)
1 C 006-61 988
- 43 A Little More Love
Olivia Newton-John
EMI (EMI Electrola)
1 C 006-62 024
- 44 I Am What I Am
Village People
Telefunken (Teldec)
6.12.418
- 45 Verliebt in den Lehrer
Christian Anders
Chranders (EMI Electrola)
1 C 006-32 984
- 46 David's Song
Orchester Vladimir Cosma
Decca (Teldec)
6.12.408
- 47 Cora, komm nach Haus
Peter Orloff
Aladin (EMI Electrola)
1 C 006-45 261
- 48 Lieder, die die Liebe schreibt
Nana Mouskouri
Philips (Phonogram)
617 6001
- 49 Babicka
Karel Gott
Polydor (DGG)
2042 064
- 50 Tina ist weg
Andrea Jurgens
Ariola
100 227-100

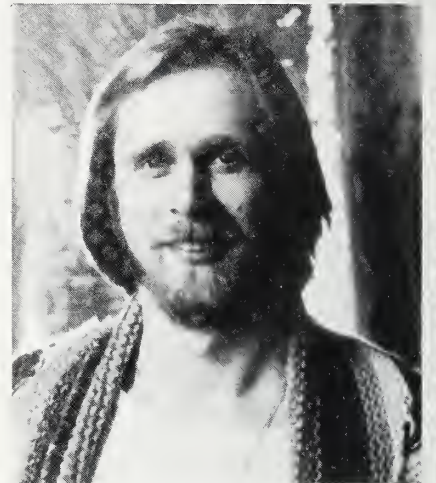


Village People

March '79:

Best Selling Albums

- 1 Traumereien
Richard Clayderman
K-tel
LP: TG 1203, MC: TG 1204
- 2 Spirits Having Flown
Bee Gees
RSO (DGG)
LP: 2394 216, MC: 3218 216
- 3 Hithaus Ramba Zamba — 130
Stimmungs-Hits
Freddy Frohlich's Partylowen
Polystar (Phonogram)
LP: 6641 892, MC: 7599 394
- 4 Und jetzt alle
James Last
Polydor (DGG)
LP: 2475 622, MC: 3236 622
- 5 Dire Straits
Dire Straits
Vertigo (Phonogram)
LP: 6360 162, MC: 7138 101



Curt Cress

- 11 Bulldozer
Oliver Onions
Polydor (DGG)
2040 211
- 12 Ballade pour Adeline
Richard Clayderman
Telefunken (Teldec)
6.12.088
- 13 Blue Bayou
Paola
CBS
6180
- 14 Da Ya Think I'm Sexy?
Rod Stewart
Warner Bros.
(WEA) — WB 17277
- 15 You Thrill Me
Exile
RAK (EMI Electrola)
1 C 006-60 734
- 16 Der Hamster
Timmy
Odeon (EMI Electrola)
1 C 006-45 207



Luisa Fernandez

- 6 Cruisin'
Village People
Metronome
LP: 0060.170, MC: 0660.170
- 7 The Kinks — Ihre 20 grossten Hits
The Kinks
Arcade
LP: ADE G 56, MC: ADE GC 56
- 8 Trumpet Dreams
Nini Rosso
Arcade
LP: ADE G 53, MC: ADE GC 53
- 9 Angel Station
Manfred Mann's Earth Band
Bronze (Ariola)
LP: 200 367-320 MC: 400 367-352
- 10 Ballade pour Adeline
Richard Clayderman
Telefunken (Teldec)
LP: 6.23 301, MC: 4.23 301

'78 Airplay: Most Played Records

11 Pyramid
The Alan Parsons Project
Arista (EMI Electrola)
LP: 1 C 064-60 792, MC: 1 C 264-60 792

12 Mer han 'nen Deckel
Black Fooss
EMI (EMI Electrola)
LP: 1 C 066-45 118, MC: 1 C 266-45 118

13 C'est Chic
Chic
Atlantic (WEA)
LP: ATL 50 565, MC: ATL 450 565

14 Time Passages
Al Stewart
RCA
LP: PL 25 173, MC: PK 25 173

15 Wish You Were Here
Pink Floyd
Harvest (EMI Electrola)
LP: 1 C 062-96 918, MC: 1 C 264-45 275

16 Lovedrive
Scorpions
Harvest (EMI Electrola)
LP: 1 C 064-45 275, MC: 1 C 264-45275

17 Jazz
Queen
EMI (Electrola)
LP: C 064-61 820, MC: 1 C 264-61820

18 Silent Cries And Mighty Echoes
Eloy
Harvest (EMI Electrola)
LP: 1 C 064-45 269, MC: 1 C 264-45 269

19 Bat Out Of Hell
Meat Loaf
Epic (CBS)
LP: EPC 82 419, MC: EPC 40-82 419

20 Nina Hagen Band
Nina Hagen Band
CBS
LP: 83 181, MC: 40-83 181

21 Blondes Have More Fun
Rod Stewart
Warner Bros.
LP: WB56 572, MC: 456 572



Rod Stewart

22 52nd Street
Billy Joel
CBS
LP: 2344 120, MC: 3100 478

23 Equinoxe
Jean Michel Jarre
Polydor (DGG)
LP: 200 182-320, MC: 400 182-352

24 The Teens
The Teens
Hansa Int. (Ariola)
LP: 200 182-320, MC: 400 182-352

25 Nightflight To Venus
Boney M.
Hansa Int. (Ariola)
LP: 26 026 OT, MC: 57 700 GT

26 Grease
Soundtrack
RSO (DGG)
LP: 2658 125, MC: 2417 015

27 Dronhland Symphonie
Udo Lindenberg und das Panikorchester
Telefunken (Teledec)
LP: 6.23 682, MC: 4.23 682

28 Gone To Earth
Barclay James Harvest
Polydor (DGG)
LP: 2460 273, MC: 3170 360

29 I Robot
The Alan Parsons Project
Arista (EMI Electrola)
LP: 1 C 064-99 168, MC: 1 C 264-99 168

30 Toto
Toto
CBS
LP: 83 148, MC: 40-83 148

31 Tales Of Mystery & Imagination
A Parsons Project
20th (Phonogram)
LP: 6370 243, MC: 7164 630

32 A Single Man
Elton John
Rocket (Phonogram)
LP: 9103 500, MC: 7131 180

33 World Of Today
Supermax
Atlantic (WEA)
LP: ATL 50 423 MC: ATL 450 423

34 Never Trust A Pretty Face
Amanda Lear
Ariola
LP: 200 017-320, MC: 400 017-352

35 Watch
Manfred Mann's Earth Band
Bronze (Ariola)
LP: 25 762 XOT MC: 57 454 GT

36 The Best Of Barry Manilow
Barry Manilow
Arista/Horzu (EMI Electrola)
LP: 1C 064-61 963, MC: 1 C 264-61 963

38 Inner Secrets
Santana
CBS
LP: 86 075, MC: 40-86 075

39 Greatest Hits
Simon & Garfunkel
CBS
LP: 69 003 MC: 40-69 003

40 Fantastic Dance Party
Anthony Ventura
RCA
LP: PL 28 360, MC: PK 28 360

41 Crime Of The Century
Supertramp
A&M (CBS)
LP: AMLS 68 258, MC: CAM 68 258

42 Shiek Yerboulti
Frank Zappa
CBS
LP: 88 339, MC: 40-88 339

43 The Montreux Album
Smokie
F AK (EMI Electrola)
LP: 1 C 064-61 505, MC: 1 C 264-61 505

44 If You Can't Stand The Heat . . .
Status Quo
Vertigo (Phonogram)
LP: 6360 164, MC: 7138 103

45 New Boots & nd Panties!!
Ian Dury & The Blockheads
Stiff (Teldec)
LP: 6.23511, MC: 4.23511

46 Babylon By Bus
Bob Marley & The Wailers
Island (Ariola)
LP: 300 152, MC: 500 152

47 Highdown Fair
Angelo Branduardi
Ariola
LP: 26 396 XOT, MC: 57 979 GT

48 Back To Earth
Cat Stevens
Island (Ariola)
LP: 26 491 XOT, MC: 58 219 GT

49 . . .Then There Were Three . . .
Genesis
Charisma (Phonogram)
LP: 9124 023, MC: 7164 073

50 Out Of The Blue
Electric Light Orchestra
Jet (CBS)
LP: 400 Jet, MC: CA 400



Billy Joel

1 Rivers Of Babylon
Boney M.
Hansa Int. (Ariola)
11 999 AT

2 Mull Of Kintyre
McCartney, Laine, Melodie der Welt
Wings
Capitol (EMI Electrola)
1 C 006-60154

3 You're The One That I Want
John Travolta & Olivia Newton-John
RSO (DGG)
2090 279

4 Take A Chance On Me
Abba
Polydor (DGG)
2001 758

5 Night Fever
Bee Gees
RSO (DGG)
2090 272

6 Dancing In The City
Marshall Hain
Harvest (EMI Electrola)
1 C 006-06 725

7 Das Lied der Schlumpfe
Vader Abraham
Philips (Phonogram)
6003 654

8 Buenos dias, Argentina
Udo Jurgens und die Fussball-Nationalmannschaft
Ariola
11888 AT

9 Oh Carol
Smokie
RAK (EMI Electrola)
1 C 006-60 762

10 Ti Amo
Howard Cependale
EMI (EMI Electrola)
1 C 006-32 080

11 Tanze Samba mit mir
Tony Holiday
Polydor (DGG)
2041917

12 Mexican Girl
Smokie
RAK (EMI Electrola) 1 C 006-61616

13 For A Few Dollars More
Smokie
RAK (EMI Electrola)
1 C 006-60 259

14 Baker Street
Gerry Rafferty
United Artists (Ariola)
36346 AT

15 One For You, One For Me
La Bionda
Ariola
15573 AT

16 It's A Heartache
Bonnie Tyler
RCA — PB 5057

17 Needles And Pins
Smokie
RAK (EMI Electrola)
1 C 006-99588

18 Feierabend
Peter Alexander
Ariola
11700AT

19 Rasputin
Boney M.
Hansa Int (Ariola)
15 808 AT

20 Wir Siehn heut' abend aufs Dach
Jurgen Drews
Warner Bros. (WEA)
WB 17 151

21 With A Little Luck
Wings
EMI (EMI Electrola)
IC 066 60639

22 Von Hollywood traumen
Gitte
RCA
PB 5591

23 Eagle
Abba
Polydor (DGG)
2001 778

24 Let Me Take You In My Arms Again
Neil Diamond
CBS
6207

25 Mit 66 Jahren
Udo Jurgens
Ariola
11863 AT

26 Nimm das nachste Schiff nach Rhodos
Costa Cordalis
CBS
6431

27 Im Fieber der Nacht
Cindy & Bert
Polydor (DGG)
2042 004

28 Summer Night City
Abba
Polydor (DGG)
2001 810

29 A far l'amore comincia tu (Liebele)
Raffaella Carrà
CBS
4771

30 Feuer
Ireen Sheer
EMI (EMI Electrola)
1 C 006-32 891



Wings

- 31 Stayin' Alive
Bee Gees
RSO (DGG)
2090 267
- 32 Don't Let Me Be Misunderstood
Esmeralda Suite
Leroy Gomez
Philips (Phonogram)
6042 325
- 33 Love Is In The Air
John Paul Young
Ariola
11875 AT
- 34 Singing' In The Rain
Sheila B. Devotion
Carrere (DGG)
2044 103
- 35 Darling
Baccara
RCA
PB 5566
- 36 Samba d'amour
Mary Roos
Polydor (DGG)
2041 996
- 37 Follow You, Follow Me
Genesis
Cahrisma (Phonogram)
6079 461
- 38 Die Legende von Babylon
Bruce Low
Ariola
15769 AT
- 39 If You Can't Give Me Love
Suzi Quatro
RAK (EMI Electrola)
1 C 006-60 444
- 40 Ich mocht' so gern Dave Dudley hor'n
Truck Stop
Nature (Metronome)
0030.089

- 41 Miss You
The Rolling Stones
The Rolling Stones (EMI Electrola)
1 C 006-61 201
- 42 Desiree
Neil Diamond
CBS
5869
- 43 Follow Me
Amanda Lear
Ariola
11950 AT
- 44 Lass mein Knie, Joe
Wencke Myhre
Ariola
11955 AT
- 45 Schalt dein Herz auf Empfang
Michael Schanze
EMI (EMI Electrola)
1 C 006-32 731
- 46 Magic Fly
Space
Hansa Int. (Ariola)
17775 AT
- 47 No Hollywood Movie
Lesley Hamilton
RCA
PB 5575
- 48 Summer Nights
John Travolta & Olivia Newton-John
RSO (DGG)
2090 316
- 49 Alles braucht seine Zeit
Bernhard Brink
Hansa (Ariola)
15 603 AT
- 50 The Name Of The Game
Abba
Polydor (DGG)
2001742



Bee Gees

- 14 War das eine Nacht
Roland Kaiser
Hansa (Ariola)
100 268-100
- 15 Da Ya Think I'm Sexy?
Rod Stewart
Warner Bros. (WEA)
WB 17277
- 16 Tragedy
Bee Gees
RSO (DGG)
2090 340
- 17 Du, die Wanne ist voll
Helga Feddersen & Dieter Hallervorden
Philips (Phonogram)
6003 709
- 18 Seit ich hier wohne
Mike Kruger
EMI (EMI Electrola)
1 C 006-45 356
- 19 Wo ist Jane
Marianne Rosenberg
Philips (Phonogram)
6003 718
- 20 Cora, komm nach Haus
Peter Orloff
Aladin (EMI Electrola)
1 C 006-45 261
- 21 Don't Stop Me Now
Queen
(EMI Electrola)
1 C 006-62 276
- 22 Song For Guy
Elton John
Rocket (Phonogram)
6299 038
- 23 The Evil Sent You To Larado
Baccara
RCA
PB 5611
- 24 Was macht der hund auf dem Sofa
Nighthtrain
CBS
6970
- 25 Le Freak
Chic
Atlantic (WEA)
ATL 11 209
- 26 A Little More Love
Olivia Newton-John
EMI (EMI Electrola)
1 C 006-62 024
- 27 Blue Bayou
Paola
CBS
6180
- 28 Bulldozer
Oliver Onions
Polydor (DGG)
2040 211
- 29 Mandy
Barry Manilow
Arista (EMI Electrola)
1 C 006-61 918
- 30 Mexican Girl
Smokie
RAK (EMI Electrola)
1 C 006-61 918
- 31 You're The Greatest Lover
Luv'
Carrere (DGG)
2044 122
- 32 Mexican Girl
Bernd Cluver
Aladin (EMI Electrola)
1 C 006-45181
- 33 Hit Me With Your Rhythm Stick
Ian Dury & The Blockheads
Stiff (Teldec)
6 12 410
- 34 I'll Put You Together Again
Hot Chocolate
RAK (EMI Electrola)
1 C 006-61 987
- 35 Babicka
Karel Gott
Polydor (DGG)
2942 064
- 36 Wir zahlen keine Miete mehr
Tony Marshall
Ariola
100 228-100
- 37 Return To Paradise
Elton John
Rocket (Phonogram)
6299 038
- 38 Mama Leone
Bino
Carrere (DGG)
2044 109
- 39 Mirrors
Sally Oldfield
Bronze (Ariola)
100 219-100
- 40 September
Earth, Wind & Fire
CBS
6922
- 41 Baby Make Love
LaBionda
Ariola
100218
- 42 Was nun, kleiner Mann
Costa Cordalis
CBS
7004
- 43 Promises
Eric Clapton And His Band
RSO (DGG)
2090 324
- 44 Hold The Line
Toto
CBS
6784
- 45 Wir Manner sind wirklich das Letzte
Harald Juhnke
Philips (Phonogram)
6003 721
- 46 Slip Away Susie
Bernie Paul
Ariola
100 288-100
- 47 Komm, leg deinen Kopf an meine Schulter
Chris Roberts
Jupiter (Ariola)
100 307-100
- 48 Accident Prone
Status Quo
Vertigo (Phonogram)
6059 216
- 33 Hit Me With Your Rhythm Stick
Ian Dury & The Blockheads
Stiff (Teldec)
6 12 410
- 34 I'll Put You Together Again
Hot Chocolate
RAK (EMI Electrola)
1 C 006-61 987
- 35 Babicka
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Chris Roberts
Jupiter (Ariola)
100 307-100
- 48 Accident Prone
Status Quo
Vertigo (Phonogram)
6059 216

March '79 Most Played Records



Snowball

- 1 Chiquitita
Abba
Polydor (DGG)
2001 850
- 2 Y.M.C.A.
Village People
Metronome
0030.140
- 3 Heart Of Glass
Blondie
Chrysalis (Phonogram)
6285 007
- 4 Darling
Cindy & Bert
Polydor (DGG)
2042 051

Passport

- 5 Es müssen keine Rosen sein
Katja Ebstein
EMI (EMI Electrola)
1 C 006-45 281
- 6 Kreuzberger Nächte
Gebrüder Blattschuss
Hansa (Ariola)
15777 AT
- 7 Stumblin' In
Chris Norman & Suzi Quatro
RAK (EMI Electrola)
1 C 006-61907
- 8 Schau mal herein
Bernd Cluver & Marion Maerz
Aladin (EMI Electrola)
1 C 006-45 368
- 9 My Life
Billy Joel
CBS
6821
- 10 Baby It's You
Promises
EMI (EMI Electrola)
1 C 006-77027
- 11 Trojan Horse
Luv'
Carrere (DGG)
2044132
- 12 You Thrill Me
Exile
RAK (EMI Electrola)
1 C 006-60 734
- 13 Bee Gees
RSO (DGG)
2090331



Exile



The International Record-Family

ARIOLA
is proud
to represent

- Albion
- Bronze
- Caroline
- Clan Celentano
- CMH
- Dawn
- Golden Guinea
- Golden Hour
- Hansa
- Hansa International
- Island
- JCOA
- JOY
- Jupiter-Records
- Lifesong
- Manticore
- Medox
- Melodia-Eurodisc
- Montana
- Musiza
- Oasis
- PBR
- President
- Pye
- Real-Records
- Roulette
- Shelter
- Sire
- Supraphon
- Tomato
- TWR
- Virgin
- Virtuoso



AMANDA LEAR
Never Trust
A Pretty Face



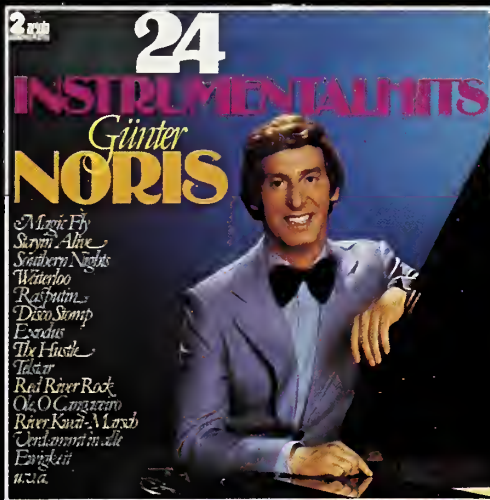
JUDY CHEEKS
Please Give Me
This Night



SARAGOSSA BAND
Saragossa



BERNIE PAUL
All Or Nothing



GÜNTER NORIS
The 24
Instrumental Hits



**MICHAEL WYNN
BAND**
Ready To Fly



**ARIOLA-
EURODISC
GmbH**

Steinhauser Straße 3
8000 München 80
Germany

Spotlight on Germany :

Guest Editorial

By Uwe Lencher



German record makers and the music industry in general have had a lot to be happy about in recent years as steady sales increases have made Germany the third largest record market in the world. But, as many companies are finding out, increased sales don't necessarily mean increased profits.

Ariola Germany: One Record Sold Every Second

Just eight years ago, Ariola Germany first set foot internationally in Spain, which was the beginning of an intense international expansion. Today, Ariola has autonomously run companies in Austria, Switzerland, France, Belgium, Holland, United Kingdom, Mexico and the United States.

Due to strong international growth of the Ariola group of record companies and the requirements for the management of the music division resulting from this planned expansion, Monti Lueftner, executive board member of Bertelsmann and president of Ariola worldwide, set up a separate group division, Ariola International Group. This division will be run by Lueftner as president, with four vice presidents: Friedel Schmidt (managing director Ariola Germany) as senior vice president, Wim Schipper (MD Ariola Benelux), in charge of international A&R and marketing, Wolfgang Wegmann (deputy managing director Ariola Germany), in charge of international finance and administration, and Ramon Segura (MD Ariola Spain) responsible for Central and South America.

**We are
50 years young
and still growing.**

The  Group
partner of

Walt Disney Music, Wonderland Music, Jobete Music, Virgin Music, Everblue,
Joachim Heider, Angelo Branduardi, Desert Songs, Portrait Records,
Tony Hiller Music, Satril, Peacock Music, Interworld Music Group

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Because of the strong position of the German mark in international money markets and the rate of exchange vis a vis other currencies, the Federal Republic of Germany continues to absorb a tremendous amount of imported product; which in turn has led to a deterioration in price and distribution conditions for domestic pressings. At the retail level, the situation has reached the point where the existence of many smaller record stores is in jeopardy. Wholesalers also are faced with diminishing profits.

In response to current business conditions, some small retailers are converting their operations to more profitable items, such as lamps and electronic entertainment equipment. Moreover, there appears to be a trend developing toward dealers ordering just hit product, which decreases the opportunities for new artists to emerge.

Historically, the sales of hit records has made possible the production of classical works and allowed new talent to be heard, thus maintaining a broad creative spectrum. And this has been responsible in large part for the fact that the market share of classical music in Germany has been as high as 15% of all records sold, which is among the highest percentage of any country in the world.

If the German music industry is to continue to grow and prosper, it will have to reverse the current commercial trend which has seen a concentration of power in the hands of a relatively few merchants. In addition, considerable effort will have to be directed toward diversification of product in the form of records, cassettes, tapes and video tapes.

But the future is still bright for the music business in Germany, so long as record company executives recognize and interpret present trends and then translate their findings into appropriate action.

Uwe Lencher is the editor in chief of Musikmarkt, Germany's leading music trade publication.

The Ariola International Group is an independently operating group within the Bertelsmann Communications Group, the world's fourth largest media conglomerate after CBS, RCA and ABC, with annual revenues of nearly 2 billion dollars. Within the international group, Ariola Germany is by far the leader and ever since its foundation has expanded its position. 1978 was a milestone in its history: during the first half-year 1978, Ariola's turnover showed an increase of 51.1 percent over the same period of the preceding year. This increase is reflected in Ariola's share of the German charts, capturing a total of 34% of the Top 50 singles and 17% of the Top 50 LPs and cassettes, according to the German trade magazine *Musikmarkt*. With sales figures for the Ariola labels amounting to 30 million records and cassettes sold, statistical data has shown that every third record sold is of Ariola origin and that one Ariola product is sold every three seconds in Germany.

Commenting on these unusually high statistics, Friedel Schmidt, managing director of Ariola Germany and Group vice president, said, "This success was possible only with help of our employees, on the one hand, and we doubtlessly have the best team of experts in our division. On the other hand, our variety of repertoire both nationally and internationally has increased our strength in this market immeasurably."

At the beginning of 1970, it became clear to Ariola experts that sooner or later reggae music would become popular and consequently they started working on it. Desmond Dekker and Jimmy Cliff supplied the company with its first successes. With the addition of Island and Virgin's "Frontline" label, Ariola now offers one of the most important reggae repertoires in Germany. The German public's interest in reggae was further confirmed by the fact that Bob Marley was the first reggae artist ever to reach the German LP-charts with his "Babylon By Bus," and was twice consecutively awarded the German Record Prize for "Black Music" by the German Phonographic Industry.

The same intensity of support has been dedicated to new wave music. The most important and most successful artists in this field of music are represented by Ariola: Sex Pistols, Devo, XTC, Talking Heads, Eddie & the Hot Rods, Ramones, Tom Petty & the Heartbreakers, Ultravox, 999, Public Image Ltd., the Motors and the Siits, just to mention a few. Artists such as Manfred Mann's Earthband, Uriah Heep and Cat Stevens, have all achieved gold record sales. Moreover, Ariola successfully launched in Germany new artists like John Paul Young and Angelo Branduardi who, with the aid of new marketing and promoting strategies, have become very popular.

Unlike in past years, international hits are no longer exclusively imported from the U.K. and the U.S. European, and especially German, productions have won more and more international acceptance and Ariola Germany with its partners, Hansa and Jupiter, have achieved international and worldwide success.

Munich, Ariola's headquarters, has quickly become the mecca for internationally successful artists and producers, as "The Munich Sound" has set milestones for the disco sound. It was producer Giorgio Moroder who first opened the doors to the international markets. Anthony Monn's productions with Amanda Lear have firmly established this artist in all of Europe and prepared the way for a successful career around the world.

Ariola is also a leader in the German-speaking field. Its share of the chart last year amounted to an average of 50%. This strong showing was due, in part, to longterm and successful partnerships with Hansa and Jupiter and with outstanding producers who, jointly with Ariola, handle many new artists, and to excellent relations with the most important artists in the national pop sector, such as Peter Alexander, Benny, Bernhard Brink, Michael Holm, Andrea Jurgens, Udo Jurgens, Roland Kaiser, Martin Mann, Tony Marshall, Wencke Myhre, Chris Roberts, the Teens, Frank Zander, and Rex Gildo, all of whom are continuously represented in the charts.

As Wolfgang Wegmann, vice president administration and finance, explained, the financial report for fiscal year 1977/78 relating to the music, film and television division showed an increase in sales of one third, with an even higher growth rate during the calendar year.

Already firmly established as one of the leaders in the German market, the Ariola International Group now plans to step up its involvement in many of the other large music markets around the world, in addition to keeping up sales in Germany. As Lueftner, Ariola Group president, commented, "In short, we must set foot in the most important music markets of the world and set up our own, independently operating companies."

CBS

A German Company In Germany

Home Of International Artists



Costa Cordalis



Vicky Leandros



Paola



Ricky King



Cherry Laine



Red Baron



Zanki



Tina Rainford



The Lake



Nina Hagen

Argentina, Australia, Austria, Belgium, Brazil, Canada, Chile, Columbia, Costa Rica, Denmark, Finland, France, Great-Britain, Greece, Iceland, Iran, Israel, Italy, Japan, Mexico, Netherlands, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, U.S.A., Venezuela



Warner Bros. Publishing:

Music Heard Worldwide

Warner Bros. Music GmbH Germany can trace its roots to the Music Publishers Holding Company, founded on Jan. 9, 1929 by Warner Bros. Pictures at the time sound movies revolutionized the entertainment business.

Under the leadership of president Ed Silvers, Warner Bros. Music is represented by its own company in all major markets in the world. The German operation, headed by managing director Siegfried E. Loch, has shown substantial increases in income every year since its founding in 1971 and has helped to make Warner Bros. internationally the major publishing force that it is.

WB Music in Munich is actually only a few months old. Although Neue Welt and Musik Unserer Zeit publishing companies had already existed as separate entities for several years, 1978 saw the founding of Warner Bros. Music GmbH Germany with the specific aim of uniting the representation of foreign and local copyrights under one roof. Ed Heine was named general manager with Colin Hall appointed to direct the administration of one of the largest catalogs in Germany.

Neue Welt Publishing firm was initially



Ed Heine, M.D.

founded in 1961 with the help of Rolf Budde's publishing company in Berlin to provide a German outlet for the wide range of standards and contemporary pop songs controlled by Warner Bros. Music internationally. Musik Unserer Zeit (MUZ) was formed 10 years later for the purpose of acquiring local, German copyrights and since that time has extended its scope to include various international catalogs. The combined companies contain some of the

world's major artists and writers, including Jackson Browne, Chic, Alice Cooper, Billy Davis, Jr. and Marilyn McCoo, Klaus Doldinger, Bob Dylan, Eagles, Walter Egan, Foreigner, George Gershwin, Grateful Dead, Joachim Kuehn, Leo Kottke, Led Zeppelin, Little Feat, Lucifer's Friend, Van McCoy, John McLaughlin, Sex Pistols, Carly Simon, Steely Dan, Allen Toussaint, Joe Walsh, Norman Whitfield (Rose Royce, Stargard) and Gary Wright.

Strong Int'l Success

Heine reports that the international success the company's German artists achieved last year is only an indication of what's to come in 1979. Klaus Doldinger's group, Passport (who garnered fourth place in the **Cash Box** recent poll of jazz groups) and Joachim Kuehn were fixtures on the U.S. jazz charts for much of last year and Lucifer's Friend also built up a substantial international following. All three acts will have new albums out soon.

The new generation of German record buyers had, until recently, been demanding more and more Anglo-American product and it didn't take long before German producers were able to combine the elements of British and American pop music with those of the continental European countries thereby becoming leaders in establishing a new European sound which is unique unto itself. The emphasis at WB Music Germany this year is on extending the list of local talent of international caliber through close contacts with German songwriters and producers.

It's hard to break a new act anywhere, but in Germany one has the added problem of limited airplay possibilities on the few pop music radio and TV programs. Local artists and record companies have come to expect a great deal of promotional support from publishers in Germany and the WB Music Germany promotion department, headed by Fritz Egner, is constantly on the move.

Munich Means Music And Warner Bros. Music Means Business



WARNER BROS. MUSIC GMBH GERMANY

MUSIK UNSERER ZEIT VERLAG GMBH
NEUE WELT MUSIKVERLAG GMBH

Mauerkircherstraße 5
8000 München 80
Germany
Phone (089) 984991
Telex 05-215177

 A Warner Communications Company

Bestsellers

- 10 **Babicka**
R. Siegel, B. Meinunger, Meridian/Siegel
Karel Gott
Polydor (DGG) — 2042 064
- 11 **Tina ist weg**
J. White, J. Athan, Young/Intro
Andrea Jurgens
Ariola — 100 227-100
- 12 **Captain Starlight**
F. Zander, F. Zander, Diana
Frank Zander
d.a.s./Hansa (Ariola) — 100 284-100
- 13 **Hab'ich zuviel verlangt?**
D. Loader, C. Loader, R. Marcard, Intersong
Bernhard BriHansa (Ariola) — 100 091-100
- 14 **Es ist alles nur geliehen**
H. Schenk, F. Grothe, Wiener Boheme
Heinz Schenk
Ariola — 15 879 AT
- 15 **Manuel**
H. Gietz, F. Feltz, Orania
Caterina Valente
EMI (EMI Electrola) — 1 C 006-45 052
- 16 **Was wird sein, fragt der Schlumpf**
P. Kartner, M. Kunze, Roba
Vader Abraham
Philips (Phonogram) — 6003 689
- 17 **Goethe war gut**
Cy Coben, Ch. Grean, Th. Woitke-witsch, Chap-
pell
Rudi Carrell
m records (CBS) — MRC 6666
- 18 **... dann geh doch**
H. Carpendale, J. Horn, F. Jay, Image/ Berg
Howard Carpendale
EMI (EMI Electrola) — 1 C 006-45 071
- 19 **Fatima — heut ist Ramadan**
A. Hassan, C. Aram, W. Bierschenk,
K. Rautenberg, Big Lift/Hanseatic
Dieter Hallervorden
Philips (Phonogram) — 6003 719
- 20 **L.M.A.A.**
(Herbert's Y.M.C.A.)
J. Morali, H. Belolo, V. Willis,
H. Scheibner, Intro
Gunter Willumeit
RCA — PB 5619
- 1 **Blue Bayou**
R. Orbison, J. Nelson, W. Murmann,
Acuff Rose
Paola
CBS-6180
- 2 **Der Hamster**
K. Kohnert, R. Skaan, Gyas
Timmy
Odeon (EMI Electrola) — 1 C 006-45 207
- 3 **Du, die Wanne ist voll**
J. Farrar, F. Dostal, Melodie der Welt
Helga Feddersen &
Dieter Hallervorden
Philips (Phonogram) — 6003 709
- 4 **Kreuzberger Nächte**
Pohlmann, Pohlmann, Sinus/Intro
Gebruder Blattschuss
Hansa/d.a.s. (Ariola) — 15 777 AT
- 5 **Ruf Teddybar eins-vier**
G. Moslener, Grief, Magazine
Jonny Hill
RCA—PB 5609
- 6 **Du schaffst mich**
N. Chinn, M. Chapman, W. Schuler,
Melodie der Welt
Jurgen Drews
Warner Bros. (WEA) — WB 17 272
- 7 **Verliebt in den Lehrer**
Chr. Anders, Chr. Anders, Accord
Christian Anders
Chranders (EMI Electrola)—
1 C 006-32 984
- 8 **Cora, komm nach Haus**
N. Chinn, M. Chapman, MdW
Peter Orloff
Aladin (EMI Electrola) — 1 C 006-45 261
- 9 **Lieder, die die Liebe schreibt**
R. Soja, F. Dostal, Hanseatic/Intersong
Nana Mouskouri
Philips (Phonogram) — 6832 167

Dierks Studios live!

Eric Burdon
Alexis Korner
Ike + Tina Turner
Brian Auger
Lee Hazlewood
Al Jarreau
Boomtown Rats
Fats Domino
Smokie
Lou Reed
Chicago
The Manhattans
John Lord
Santana
James Booker
Oscar Peterson
Thad Jones Big Band
Esther Philipps
Nana Mouskouri
Michael Chapman
Tony Ashton
Ella Fitzgerald
Platters
Graham Bonney
Howard Carpendale
Wolfgang Petry
Denny Christian
Hans Blum
Bläck Fööss
Freddy Quinn
Bert Kämpfert
Peter Orloff



dierks
studios

Udo Lindenberg
Love Generation
Tommy Fortmann
Jackie Carter
Phil und John
Pepe Lienhard Band
Imca Marina
Juliane Werding
Scorpions
Randy Pie
Rumpelstilz
Doldingers Passport
Lake
Peter Herbolzheimer
Triumvirat
Can
Satin Whale
Wallenstein
Tangerine Dream
Nektar
Atlantis
Birth Control
Galaxy
SFF
Hölderlin
Birth Control
Message
Bröselmaschine
TEA
Mythos
Pell Mell



Stommeln
Germany

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D-5025 Stommeln
Hauptstraße 33
Telefon (0 22 38) 33 33
Telex: 8 883 241
cable: 5024 Pulheim 3

Dierks' Studio in Stommelin:

The Birthplace of German Rock Music

In 1968, when the German populace was more wary of the many radical musicians who pioneered the German progressive, underground rock scene, Dieter Dierks' recording studios became a creative haven for several of these artists. In two short years, Dierks' studios in Stommelin, a small village located ten miles from Cologne, were established, providing a base for young rock musicians, whose plight Dierks identified with, as he himself was a former guitarist in several German rock groups.

Along with Rolf-Ulrich Kaiser, Dierks co-produced all Ohr-label acts in his studios, including Wallenstein, Birth Control, Tangerine Dream, Klaus Schulze and others. Peter Hauke, who has achieved an international breakthrough of his own with 'Supermax,' formerly headed up the Bacillus label and produced such acclaimed rock acts as Nektar and Message in Dieter Dierks' studios.

After slowly building up the studio's technical facilities to the point where it was competitive with any other studio in Germany, Dierks introduced both the Dolby system and the 40 channel board to the country's recording community and further equipped his studio with the latest recording apparatus, including quadrosound.

Telefunken supplied their first prototype of a 32-track machine to Dieter Dierks' studios, enhancing its image as one of the

top German recording spots, attracting such international acts as Ike and Tina Turner, Eric Burdon, producer Jerry Goldstein and the American group War, Alexis Korner, Graham Parker, the Boomtown Rats and many more local artists.

To fulfill all the demands for production in Stommelin, Dierks has built a second studio and by coupling the recording machines from both facilities, Dierks can now record on up to 62 tracks at any one given time. Taking advantage of this new system, Rory Gallagher completed his recent 'Photo Finish' LP and veteran U.S. artist Lou Reed and renowned pop producer Michael Chapman have also recently wrapped up work there.

Due to his increasing commitments, Dierks has employed several of the top independent engineers from within and outside of Germany, including England and the U.S., to handle the day-to-day operations of the studio while he is free to concentrate on new ventures, such as full-time production and publishing (Breeze-Music) companies, in addition to starting the Venus label. Dierks is currently involved in breaking such international acts as Tea from Switzerland and Atlantis, featuring Inga Rumpf, and has already achieved a great deal of worldwide success with the group Scorpions, whose live 'Tokyo Tapes' album has been selling well as an import in America after attaining solid sales in the group's homeland.

The Scorpions' new LP, "Lovedrive" on EMI in Germany, sold 100,000 units during the first four weeks of release and held the number 14 slot on the German charts. The band is managed in Germany by entrepreneur Fritz Lau.

Dierks plans to open a special film and video studio in the near future and his latest signing, rock newcomer 'Skin,' will be releasing its first album on EMI worldwide.

UFA: Celebrates Birthday Year

1979 marks a year of celebration and anniversaries for the Ufa music publishing group, which is one of the leading music publishers in Germany. Wiener Boheme Verlag, a firm belonging to the Ufa chain, is celebrating its 60th anniversary this year, while Ufaton, Ufa's sister company, is marking its 50th year in the German music industry.

Wiener Boheme Verlag was originally established in Vienna in 1919 by publisher Otto Helm in conjunction with operetta and light music composer Robert Stolz. The publishing company's affiliation with Stolz peaked with the composer's popular work, "Salome" ("Romeo").

Ufaton, which primarily handles motion picture soundtrack music, was set up in 1929 and has controlled the music rights to such standard movies as "Lola" and "Falling In Love Again." Over the years, Ufaton has represented such German composers as Franz Doelle, Franz Grothe, Friedrich Hollander, Peter Kreuder, Theo Mackeben, Werner Bochmann and Walter Jurmann. More recently, Ufaton has represented the Walt Disney film music catalog, and has enjoyed success with the music from "The Rescuers" and "Pete's Dragon."

Ufa Foreign Roster

Although Ufa is noted for its strong domestic roster of composers, the publishing company has acquired a substantial number of foreign catalogs, including Virgin Music, Tony Hiller, and soul/pop group the Jacksons' publishing in Germany.

Earlier this year, Ufa undertook an important new step by acquiring the German publishing rights of the highly successful Jobete catalog, which brings songs by such artists as Marvin Gaye, the Commodores, Sylvester, Smokey Robinson, Bonnie Pointer and others to the Ufa fold. Another breakthrough for the company has been Ufa's agreement with Musiza publishing firm of Rome for the German publishing rights of all compositions written by Italy's Angelo Branduardi.

Production Endeavors

Along with its many publishing endeavors, Ufa has also developed a number of production activities of both native German artists and international acts who have come to Germany to further boost their careers. Among Ufa's production efforts are albums by Rene Kollo, Rena Mason, Pamela Stanley and Julia Migenes.

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Producers Profile:

Peter Hauke



Peter Hauke

Peter Hauke is one of the few young German producers who has been innovative and progressive in the production of new talent or the realization of new ideas. Hauke, who formed the successful Bacillus label while working at Bellaphon Records in Frankfurt, has worked with many acts, and his first big international break came with the discovery of techno-rock band Nektar.

In 1976, Hauke left Bellaphon and founded "Rockoko Production and Music." In addition he built his own recording studio, Hotline, which featured two studios, each equipped with 24-track machines. This studio has been in full operation since August 1977 as well.

CBS Germany: Sales Report

Frankfurt-based CBS Records Germany has reported another record sales year for 1978, with an increase of 30% over the previous year. CBS Germany, one of the leading companies in album pop and rock, currently holds a 15% share of that market segment and its success in the past year is already due to booming sales in that area.

Within the last few months, the albums "Jonathan Livingston Seagull," by Neil Diamond, "Crime Of The Century" and "Even In The Quietest Moments," by Supertramp, "Moonflower," by Santana, "Bat Out Of Hell," by Meatloaf and "Greatest Hits," by Leonard Cohen were certified gold by the German Record Society for 250,000 units each.

Aided by the strong chart showings of such international acts as Earth, Wind and Fire, Billy Joel, Toto, Frank Zappa and local recording artists Fredi Fesi, Nina Hagen Band and Ricky King, CBS currently holds 20% of the Top 50 Bestselling Albums in the trade magazine *Der Musikmarkt*.

According to CBS, the greatest increase in sales has been in local product from artists such as Fredi Fesi, Nina Hagen Band, Ricky King, Lake and Paola, who holds the number one position in the German Language Bestseller list. In addition to these acts, Costa Cordalis, Cherry Laine, Vicky Leandros, Tina Rainford, Red Baron and Zanki have achieved international success, as albums from these acts have been released in 30 countries.

However, CBS is slightly more concerned about sales for the coming year, as heavy parallel imports from Canada are of-

One of Hauke's more recent successes has been his production of pop group Supermax' albums, which have sold several hundred thousand units of the group's first two albums. Hauke conceived the idea of Supermax' new disco-flavored sound along with Supermax singer-songwriter Kurt Hauenstein. The band's third album, titled "Fly With Me," is expected to be Supermax' best selling album to date, with more than 100,000 advance orders.

Hauke is also working on another album/group project called Ein Stein, in which he has collaborated with German musicians Richard Schoenherz, Christian Kolonovits, Johan Daansen and Hartmut Pfannmuller. With these four musicians, Hauke last fall recorded and produced in Los Angeles the group's new album. Hauke has yet to make a distribution deal for the album, but he is considering WEA, a label which has given him support for his previous production ventures.

Michael Wynn LP

Another act which Hauke is producing is an album by the Michael Wynn Band, which has been released in the U.S. on Ariola America Records and sold 60,000 copies so far.

Whether it be Supermax, Ein Stein, the Michael Wynn Band or any of his other past endeavors, Hauke attributes his success to having charted his own individual, independent course as a producer, not following any set musical trends. Over the years, Hauke's innovative album projects have been subject to rejection and negative feedback by labels and radio programmers, but his perseverance and dedication has paid off with the popular acceptance of his works.



Michael Anders

fering tough competition for the company. "In the last two months, we lost sales of about five million Deutsch marks on our records, caused by parallel imports from Canada and it looks like we can only fight them by losing a lot of money," says CBS managing director Rudolf Wolpert.

In establishing album-selling artists, the company reported that it gives strong support to tours, combined with TV appearances for international acts when they tour the country. This strategy has helped break such artists and groups as Chicago, Leonard Cohen, Neil Diamond, Bob Dylan, Earth, Wind and Fire, Billy Joel, Meat Loaf,

CBS Germany: Headquarters Report



by Rudolf Wolpert

Frankfurt is considered throughout the world as the city of bankers and underwriters and confronted by the imposing skyline, the observer is inclined to forget that this town has its music scene too.

We are not talking here about a short-lived scene in the sense of the much hyped "Hamburg scene," but of a firmly rooted status with room for long-term expansion as a music city on a young German music scene which is gaining in international reputation.

I would not like to be as presumptuous as to say that the decision taken by CBS Records to set up its German headquarters in Frankfurt laid the foundation for the acquisition of this status, but nonetheless, this did serve as a sign of the times.

Frankfurt has for years been a major site for concert promoters. Whether for avant garde, rock, pop, jazz, songs and chanson, Frankfurt has always been the barometer in federal Germany for success with the public. The extensive hinterland of the Rhine-Main area, with its highly varied population structure, offers the optimum conditions for every artist to find his or her public. The favorable location in regard to

transport facilities, situated as it is in the heart of Germany, is further complemented by one of the largest airports in the world. This situation was taken into account by the two major concert promoters, Lippmann and Rau and Mama Concerts, in setting up their offices here. Lippmann & Rau have made a significant contribution following World War II to Frankfurt's development as the jazz metropolis of Germany and it will always stay that way.

In the newly reconstructed opera house, Frankfurt will also soon have an imposing site for concerts in the city center. With halls for 800 and 2,500 visitors, the range of concert stages, covering the technically outstandingly equipped Jahrhunderthalle, the Zoo-Gesellschaftshaus, the Palmengarten, the Offenbach Stadthalle and the festhalle for 12,000 visitors, is completed. Added to this is the unusually vital and expanding club scene in Frankfurt, with a daily changing program of live performances by artists.

The media of radio and television, both of importance for a music center, are represented in Frankfurt by the Hessische Rundfunk and by Afn, which has also contributed to the success of rock music in Germany. The second television channel, the ZDF, can also be added to these facilities, residing as it does on the doorstep of Frankfurt, so to speak.

The new status of Frankfurt as a music center is rounded off by a series of efficient recording studios which are well up to the international standard. This is testified to by the national and international success of records produced in Frankfurt. Above all the Europa Sound Studio and the Hot Line Studio have made a name for themselves with productions by Ricky King, Eruption, Supermax, Costa Cordalis and Boney M.

The final touch is provided by the largest music publisher in Germany, Melodie Der Welt, which also has its offices in Frankfurt.

It remains to conclude that Frankfurt has developed since 1945 into a stable music center, constituting an integral component in an irrepressibly expanding German music market.

Santana and Supertramp.

CBS expects that forthcoming tours by other international acts such as Journey, Mother's Finest, Ted Nugent, the Tubes and the newly-signed Berlin rock act Morgenrot will earn the record company even more chart success.

To insure this, CBS went into mass consumer advertising in the fall of 1978, presenting its first TV campaign with Ricky King's album, "The Twenty Greatest Hits Of The World," which has sold 700,000 units to date. CBS hopes to continue TV advertising in 1979, and has already planned two campaigns.

CBS Germany:

Publishing Report

The publishing arm of CBS Records Germany, April Musikverslag, moved its headquarters from Frankfurt to Hamburg in 1977 and quickly established itself in one of the music centers of Germany. Representing the international catalogues of April/Blackwood and its affiliates around

the world, the company's main target has been to build a roster of young and talented Germany-based writers. Some of the already-successful writers to come out of the publishing company's stable are: Costa Cordalis, the team of Heck, Koethe and Lingenfelder, who have written several compositions for both Ricky King Paola, Candy De Rouge, whose work has been featured on Red Baron albums, and the Nina Hagen Band.

"Our recent success with international and original copyright will bring us our best 'Hamburger Year' in 1979," says Volker Spielberg.



Volker Spielberg

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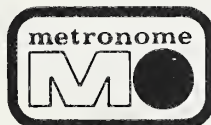
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Metronome:

Metronome is both a record company and a record label. Whereas the company has around 2,500 items on many different labels in its range, the number of LPs and MCs on the Metronome label in the catalogue is about 300. Around 600 LPs and 20 singles are released per year. Nevertheless, the Metronome items account for a substantial part of the company's total turnover (own production total: 41.6 per cent).

In other words, there is plenty of product which sells well on the Metronome label. Sylvia Vrethammer, for instance, the Beatles Revival Band, and especially the mighty Milva, 200,000 copies of whose last Metronome LP have been sold already.

At first glance, the repertoire may seem diffuse here; not so uniform stylistically as that on the labels Nature or Brain. Yet the very differing personalities on the label, Hamburg-based Briton and sound con-juror Ian Cussick and the folksy Musikanten, Milva and the percussion-jazz-rock ensemble, Head, Heart & Hands from Munich, they all have in common a high standard.

For example, importance is attached to expanding the range of folk music. Exclusive contracts have been signed with champion yodeller Roland Steinel, winner of the Second German Television (ZDF) "Lustige Musikanten 1978" series, and with the successful duo Hans and Ellen Krollmannsberger. Among others to go to the studios for the Metronome label during 1978 were zither maestro Rudi Knabl, the Original Chiemgauer Buam and the Original Donauschwaben.

Since April, 1977 the label has also had a lustily chirruping little sister in the Zebra super-budget label. Nowhere else are high-class recordings to be had so cheaply of artists such as Adolf Scherbaum, Hermann Prey and Friedrich Gulda in the classical field, Alexandra and Chuck Berry representing pop and rock, Maria Hellwig, Lisa Fitz and the Moosachers with colorful folk music, together with various fine productions of fairy tales and Karl May stories.

With just on 200 titles, Zebra output has already reached 3.5 million: an astonishing achievement from such a youthful creature. Zebra, according to label manager Franz-Christian Wulff, "really offers the purchaser of slender means something of everything with a tune and a lilt".

"For the Metronome label", says Klaus Ebert, "we're not turning out product at all costs. What we try to do instead is to create productions which match up to the quality yardsticks in very different categories. Without such a variety of repertoire, we should not be doing the record company's job of releasing music of all kinds."

So there will be still more calculated yet adventurous experiments. Gassner: "We are determined to expand Metronome's own catalogue systematically, but with discrimination."

Labels

Today more than ever, the art of marketing sound carriers is an international business. At most, national markets are still separate categories in terms of distribution; this does not apply at all to the bulk of production. Bing Crosby and the Beatles are part of the musical heritage of all countries. Artists from Italy, France, the U.K. and the U.S.A. naturally have a German audience, and vice versa. In taking this situation into account, Metronome is certainly no exception.

Nevertheless, the extent of its international involvement certainly seems remarkable in comparison with other companies. German rock on the Brain label is meanwhile causing ripples abroad too. In the reverse direction, the numerous solo acts, groups and company styles made available through Metronome have had a great influence on local musical taste. Variatio delectat, variety is the spice of life.

With performers like Iva Zanicchi and the Homo Sapiens ensemble, Rifi of Milan, for example, brings a touch of Latin canzone-romance to us. On Specialty, "Original Recordings; by Little Richard are to be

heard, hectic rock 'n' roll. The British/Scandinavian Sonet group, which once contributed to European pop history with Chris Barber and Papa Bue, is suddenly serving up Californian blues-talent George Thorogood.

Nems Enterprises of London are making the best of the Black Sabbath back catalogue, DJM, British music publisher Dick James' label, has the first Elton John productions on its roster, and with Johnny "Guitar" Watson, maybe the next big disco hit. And there are even solo contracts with artists such as the Breton Celtic-Rocker Alan Stivell.

Irrespective of origin, older recordings are being re-issued in Metronome's various medium-price lines. The LP series "The Original" has grown to 38 titles within two years, and Drupi, for example, sold a further 30,000 pieces here. The "Star Gold" series of double albums was conceived on similar lines, and here Neil Diamond and Buddy Holly were the top sellers. Featuring names such as Deodato, Volker Kriegel and Albert Mangelsdorff, "Star Edition" was aimed at a choosy group of purchasers — not without success, as a sale of 20,000 LPs by Milva within 6 months goes to prove. And in the "Pop Classics" series eagerly-sought LP oldies are coming onto the market again in the original wraps.

Metronome's relatively modest offering of classical music is also fed from various sources, some of them foreign. These include the US MCA catalogue, the renowned Amadeo company of Vienna, and the MPS label from the Black-Forest. On the ADES label, actor Karlheinz Bohn tells the stories of the lives of Bach, Beethoven and Mozart for the children. Friedrich Gulda and Andres Segovia provide some classical and commercial highlights. Gulda's 11-LP-box of Beethoven sonatas has already found around 100,000 purchasers. Total sales: over one million LPs.

That's just a small part of what Metronome is doing with its custom labels. More in the following columns.

We just want to introduce you to the people at Metronome who may be in touch with you from time to time by mail, by phone or in person, people here who are constantly at your service. The aim is to give you an idea of the atmosphere at this musical listening post, of how we organize the work. We shall try to present the individual features of our labels, to give an account — and not entirely without pride — of what we've achieved in these last few years.

You might say that the company motto runs like this: successful with a small market share. We don't offer something for everybody. We certainly aren't a showbiz supermarket. We don't have music of all types on tap, but we've set our hearts on what is special. We prize originality, which is why so many young talents come to us first of all.

Most important of all to us is close contact between artists and consumers. But for that, what is needed first of all is peaceful co-existence within the company. We can only be good go-betweeners if we get along together ourselves. In other words: we strive to be a team, to make up a team. All decisions are taken on the same floor, and we reach them rapidly. For this especially, our artists have not infrequently given us a pat on the back. We don't run marketing anonymously like some of the major companies, impossible for an outsider to fathom. Our almost shirt-sleeve atmosphere has sometimes stimulated younger writers and interpreters, still for lack of experience unable to express themselves with great polish when confronted with a media Moloch. Their identification with the company is therefore stronger than elsewhere. In fact we too identify ourselves, each one of us, with the actual individual product.

Top Management

Klaus Ebert, A&R and Marketing

"Something unusual until quite recently on the German record scene, the amalgamation of repertoire and marketing

Teldec Records:



Pictured (l-r): recording artists Lyda Lamora, Richard Clayderman and Manfred Peter, marketing director, Teldec.

Greater emphasis on catalog, reorganization of the domestic distribution system and the first application of television advertising are on tap for Teldec Records in 1979, according to Gerhard Schulze, managing director of Teldec.

planning has proved itself. The often exhausting conflict between artists' interests and down-to-earth marketing considerations can be resolved this way. In conjunction with a skilled team, the dual responsibility produces greater impact for the artist. But if the problems are to be pushed aside, then every muscle must be flexed continuously. Day by day, we are striving to mobilize our talents to give the artists that feeling that we are growing together".

Gunter Hensler, Deputy Managing Dir.

"If it wants to remain viable in the long term, every business concern needs profit. In the music industry, in the sound carrier business — enjoying as it does no subsidies of any kind — success is the essential preliminary to the dissemination of talent. The harder we bargain, the more opportunities we can provide for our artists. And yet not everything is a matter of pure calculation. Commercial considerations have never so far stood in our way if we've had faith in an artist. And it should stay like that."

Rudolf Gassner, Managing Director

"Publishing sound carriers is a risky balancing act between the artists' needs and those of the audience, between the market and the media, between idealism and business. We've always striven hard for a genuine compromise here: to publish artists' work almost always entails patronage at the start. The aim: maximum success for our writers and performers, which means new artists for us tomorrow, new audiences, a larger market and a high degree of media acceptance."

H. Wieland, Sales and Distribution

"In a record company, the program departments are sometimes up in the clouds. But sales and distribution are working at ground-floor level, amid the realities of the market. Artistic ideas and theoretical concepts must be pushed through with the man in the street, in everyday practice. And here, dealers are a help. We are out to further consolidate the links already formed with them. If we can intensify these still further, that will help us all — and especially our product."

In an address before the Teldec convention March 15 at the Hamburg, Schulze said:

"Today is a very special day; we are celebrating the gold certification for our artist, Richard Clayderman, and his latest album, 'Ballade Pour Adeline.' Another album by Clayderman on K-Tei reached the number one position this week on the Musikmarkt LP chart at number 18, which gives us a total of five singles and three albums on the charts."

Schulze went on to say that "our company has gone through a critical phase within the past two years." He cited rising labor and material costs and skyrocketing artists advances as problems facing Teldec and the German music industry as a whole.

"Since the early seventies," Schulze told the convention, "the record market in Germany has gone through some major changes: many international companies have established their own subsidiary companies. We used to distribute Warner-Reprise, RCA and MCA; now the cake is cut into many little pieces."

Continuing, Schulze praised the performance of labels distributed by Teldec in Germany, including Stiff, Beserkley, CNR of Holland, and Delfine of France.

"The Stiff people have one theme," he said, "promotion, promotion, promotion. This is the only way to compete against the big (companies)."

He pledged to increase the number of Teldec's foreign licensing agreements and bring more international artists into the German marketplace. "We realized our past weakness in the pop music field," Schulze said, "especially with international product, which plays such a big part in today's single chart activity in Germany."

He added that Nobby Varenholz is in charge of international A&R for Teldec.

Schulze urged convention participants not to neglect the importance of catalog sales. "Remember that we have a broad spectrum of product in our catalog that allows us to design special marketing and sales campaigns," he said.

"We are now starting our first TV advertised album (campaign), and we should know the results in a short time."

He said the use of television advertising could play a major role in expanding the company's 1978 market share of 7%.

In keeping with Teldec's plans to restructure its domestic distribution network, Schulze said that Manfred Peter assumes overall responsibility for marketing, promotion and advertising.

Fly Metronome

Because METRONOME Means Music

These Companies Have Already Booked Their Seat On Our Flight - Destination Success:



MCA RECORDS
MCA CORAL



CAN'T STOP PRODUCTIONS INC.



SALVATION



Chiswick



NEMS



Barclay

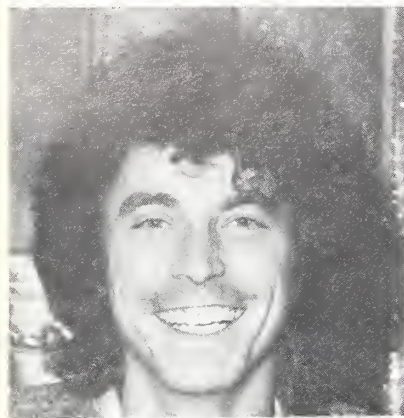


This Seat Is Reserved For You!

Please Confirm Your
Reservation
ASAP, As We
Are Ready
For Take-Off!!!



Francis Day:



Gerd Muller, managing director

Francis, Day & Hunter, one of the oldest music publishing firms in Germany, has a history of 50 years of successfully exploiting international repertoire in Germany. Combining its longstanding history with its current success, the company boasts an impressive talent roster, plus a young aggressive staff which anticipates further successes in the coming year.

Among the early hits enjoyed by Francis, Day & Hunter include "St. Louis Blues," "I Only Have Eyes For You," "Bye Bye Blackbird," "Chattanooga Choo Choo" and "My Blue Heaven." During the past two decades, the company has continued its success with hits such as "Delilah," "The Last Waltz" and "In The Summertime," along with handling the publishing rights in Germany of Queen, the Rolling Stones, Kate Bush, John Paul Young, Barclay James Harvest, and Elton John. In addition, the company handled the motion picture soundtracks "Star Wars," "Promises," and "Close Encounters Of The Third Kind."

In recent years, several German publishers have focused their attention on cultivating homegrown German talent, which would not only be suitable for the German market but for worldwide exploitation. Francis, Day & Hunter has followed this trend, enjoying top successes with such German-composed hits as "Happy Heart," "Games That Lovers Play," and "When The Snow Is On The Roses." Also, a number of German songwriters contracted to the firm (E. Zanki, D. Petersen, J. Hopkins and T. Baldusson) have written compositions recorded by top name acts like Pink Lady, First Choice and Tina Turner.

Emily Label Formed

In the beginning of this year, Francis, Day & Hunter branched out into the recording end of the business, forming its own label, Emily Records, which is distributed by EMI Electrola. With Emily, the company plans to use the label as an outlet to record a variety of domestic artists, in addition to acquiring international talent.

The firm's Emily Records endeavor has been undertaken on the heels of Francis, Day & Hunter's peak in publishing success. The company was listed by German trade publication *Der Musikmarkt* as the number three most successful publisher. The firm's current roster includes such top songwriters as Stevie Wonder, Vanda & Young, Marty Cooper, Queen, Kate Bush, Carole King, Gerry Goffin, Elton John, the Rolling Stones and Roger Cook.

Lastly, Francis, Day & Hunter has acquired the licensing rights for Germany of the following publishers: 20th Century, Kipahulu, EMI Songs, Screen Gems, Colgems, Picalic, Audiogram, Albert & Son, St. Anne's Music, Big Pig Music and Rocket Music.

Recording Studios and Pressing Plants

Berlin

Audio Tonstudio GmbH & Co. KG
Ostpreussendamm 137/138, 1000 Berlin 45
Telefon (0 30) 7 72 40 54/55

Berolina Tonstudio Rolf Budde KG
Hohenzollerndamm 54, 1000 Berlin 33
Telefon (030) 8 23 40 15; Telex: 01/84 770

Hansa Tonstudios
Gebr. Melzel OHG
Kothener Strasse 38, 1000 Berlin 61
Telefon (0 30) 8 86 10 04 (2 61 18 11), Telex 01/83 008

Studios Berlin
H.J. Heldenreich KG
Verl. Daumstrasse 18-20, 1000 Berlin 20
Telefon (0 30) 3 34 40 71 -5
und
Lietzenburger Strasse 90, 1000 Berlin 15
Telefon (0 30) 8 83 14 00; 8 83 17 00
Telex 01/84 862

Bremen

Tonstudio Oberneuland
Auf der Heldo 54, 2800 Bremen-Oberneuland
Telefon (04 21) 25 95 05

Dortmund

audio-video-studio
Wolfgang Jacob
Frelgrafenweg 20, 4600 Dortmund 15
Telefon (02 31) 37 11 98 -9

Knoterich-Tonstudio
Lothar Simsheuser
Immermannstrasse 1, 5810 Witten-Annen
Telefon (02 23 02) 6 04 22

Dusseldorf

Film- und Tonstudio Dr. Dr. Rudas
Kreuzstrasse 25, 4000 Dusseldorf
Telefon (02 11) 32 98 14

Ton-Atelier Wolfgang Schmitz
Am Wehrhahn 63, 4000 Dusseldorf
Telefon (02 11) 35 21 78 /78 37 95
Stadtmitt (gegenuber Parkhaus)

Essen

Tonstudio Heimreich
Wachtlerstrasse 19, 4300 Essen 1
Telefon (02 01) 27 58 30

Frankfurt

Biton-Produktion
Krautgartenweg 3, 6000 Frankfurt a. M. 50
Telefon (06 11) 57 06 76 oder 57 49 83

E. Panne und F. Paulsen
Tonstudio— Tonstudiobau
Wenzelweg 21, 6000 Frankfurt/Main 50
Telefon (06 11) 58 55 13
Inhaber und Tonmeister VDT: Eberhard Panne und Friedrich Paulsen (Ing. grad.)

Europasound-studios
Rathausgasse 27, 6050 Offenbach
Telefon (06 11) 89 27 70

Studio Walldorf
H. Pfalzgraf
Nordondstrasse 38-42, 6083
Walldorf/Hessen
Telefon (0 61 05) 54 57, 50 30, 60 39

Hannover

H. Buttner Studio Hannover GBR
Tonstudiobetriebe
Gothaer Strasse 48, 3000 Hannover-Vahrenhelde
Telefon (05 11) 63 22 96

Deutscher Rundfunk Ubersee (DRU)

Studio Hannover
Verwaltung BDR
Betriebsburo Hannover
Jordanstrasse 18 A, Telefon (05 11) 81 33 34

Studiobetriebe Hannover
Theaterstrasse 14B, Telefon (05 11) 1 22 30

Studio Wedemark
Inhaber: Helga Konig
Am Sande 7, 3001 Mellendorf/Hannover
Telefon (05 51 30) 41 76

Werkstatt-Tonstudio
Inhaber Lutz Meyer
Niedersand 3, 3171 Wedesbuttel/Meine
Telefon (0 53 04) 19 65

Hiltspoltstein

Tonstudio Hiltspoltstein
Manfred Neuner und Jonas Porst
8551 Hiltspoltstein Nr. 212
Telefon: (0 91 92) 73 26

Koln

Dierks-Studios
Hauptstrasse 33, 5025 Stommein
Telefon (0 22 38) 33 33/32 23, Telex 08/883 241

Rhenus Musik- und Tonstudio
Godorf/Koln
Rhenus-Gesellschaft fur Fernseh-, Film- und Musikproduktion mbH & Co.KG
5000 Koln-Bayenthal,
Telefon (02 21) 38 01 47, Telex: 08/881 404

Studio Cornet
Aachener Strasse 112 Jun, 5000 Koln 40
Telefon (0 22 34) 7 58 01 Studio, 7 72 85 Gasteraum

Soundstudios "N" Koln
Georgi Nedeltschev, Ton + Bild Ing. grad.
Unter Kirschen 8, 5000 Koln 30 (Bickedorf)
Telefon (02 21) 53 40 61-63.

Ludwigsburg

Tonstudio Bauer KG
Markgroninger Str. 46, 7140 Ludwigsburg-Eglosheim
Telefon (0 71 41) 3 10 89, Telex: 07/264806

Munchen

ARCO Studios GmbH
Krellerstrasse 22, 8000 Munchen 80 (Berg am Laim)
Telefon (0 89) 43 22 87, 43 40 04, 43 40 05

Barbarossa-Tonstudio
Inhaber: Christian Bruhn
Irmgardstrasse 11, 8000 Munchen 71
Telefon: (0 89) 79 57 18 und 79 49 99

Bavaria Musik-Studios
Schornstrasse 13, 8000 Munchen 80
Telefon (0 89) 48 52 32/33; Telex: 05/9822

Studio Meilhaus
Lutzowstrasse 11, 8000 Munchen 60 (Pas-
ing)
Telefon (0 89) 88 01 63
Inhaber: Robert Meilhaus Ing.

Stop AG & Co. MusicLand Studios
Arabellastrasse 5/139, 8000 Munchen 81
Telefon (0 89) 92 32 27 00, 92 32 30 00
Telex 05/22 393

Studio 70 GmbH & Co.
Poggendorfstrasse 37, 8000 Munchen 40
Telefon (0 89) 36 46 45, 36 36 08

Studio Paletta
Friedrich Paletta M.A.
Paul-Ehrlich-Weg 22, 8000 Munchen 50
Telefon (0 89) 8 12 68 68

Tonstudio d. Tempo Schallplatten KG
Rotwandstrasse 16, 8023 Pullach/Isartal
Telefon (0 89) 79 42 86 und 79 42 66
Telex: 05/212 035

Trixi-Tonstudio GmbH
Floriansmuhlstrasse 5, 8000 Munchen 45
Telefon (0 89) 32 53 50 und 32 53 58

Union-Studios
J. Schalm-Renner
Allescherstrasse 16, 8000 Munchen 71 (Soln)
Telefon (0 89) 79 83 14 / 79 61 94

Tonstudio Micula-Records
Goethestrasse 11, 8023 Pullach I. Isartal
Telefon (0 89) 7 93 02 60

Nurnberg

Internationales Musikstudio
Bayernstrasse 100, 8500 Nurnberg
Telefon (09 11) 4 95 01

Osnabruck

Tonstudio Osnabruck
Hans Werner Kuntze
Postfach 2802, 4500 Osnabruck
Telefon (0 54 06) 4 92

Gutersloh

Sonopress Reinhard Mohn OHG
Carl-Bertelsmann-Strasse 161, 4830 Gutersloh
Postfach 853
Telefon (0 52 42) 8 31, Telex: 09/33832

Hamburg

Alster Studios W. u. H. Breckwoldt
Melhopweg 9-12, 2000 Hamburg 65 (Ohlstedt)
Telefon (0 40) 6 05 10 11

Delta-acoustic tonstudio
Rothenmeer 16, 2213 Wilster
Telefon (0 48 23) 12 34 bzw. 13 34
Informationen (Prospekte, Demos etc.) durch:
Delta-acoustic GmbH & co. kg
Auf der Schanze 9, 4048 Grevenbroich
Telefon (0 21 81) 6 18 08

Musikstudio im Studio Hamburg
Tonndorfer Hauptstrasse 90, 2000 Hamburg 70
Telefon (0 40) 66 88-1, Durchwahl 66 88-22 (Diapo), -32 32 (Musikstudio)

Phonogram GmbH — Daylight Studio
Rodingsmarkt 14, 2000 Hamburg 11
Telefon (0 40) 3 60 91

Polydor Studios (DGG)
Hohe Bleichen 14 — 16, 2000 Hamburg 36
Telefon (0 40) 35 96 257/253
Studio-Manager: Henning Ruete

Russi Studio
entfahrdener Weg 21, 2000 Hamburg 54
Telefon: (0 40) 57 81 13
Inhaber: Hans-Otto Mertens.
onmelster: Walter Quintus, Thomas Kukuck.

Studio Maschen
Inh. Joe Menke und Kurt Lindenau
Studio 1: Hamburger Strasse, 2105 Seevetal 3
Telefon (0 41 05) 8 32 07 und 8 26 08
Studio 2: Alter Postweg 63, 2105 Seevetal 3
Telefon (0 41 05) 8 26 08

TBS Windrose
Alter Teichweg 61, 2000 Hamburg 70
Telefon (0 40) 61 11 31, 6 91 99 33, Telex: 02/14 909

Teldec Telefunken-Decca Schallplatten GmbH Aufnahmestudios
Osterstrasse 124, 2000 Hamburg 19
Telefon: (0 40) 4 01 91
Grosse: 6700 cbm
Finckensteinallee 36, 1000 Berlin 45
Telefon (0 30) 83 31 03

TIP Sound Schallplatten-Produktion GmbH — Tonstudio Hamburg
An der Alster 26, 2000 Hamburg 1
Telefon (0 40) 2 80 26 62 / 80 26 63

SNOWBALL
High energy funk rock produced in Munich. A taste of tomorrow's fusion in music. On WEA records and tapes.

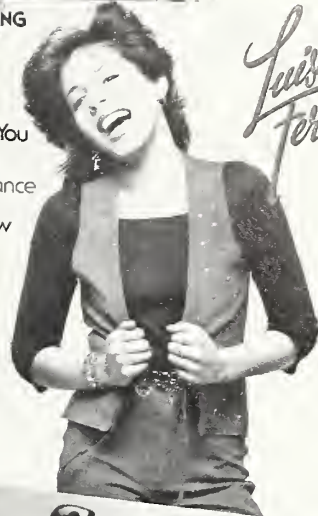
LUCIFER'S FRIEND
The legendary rock group from Hamburg now on tour with MANFRED MANN'S EARTH BAND throughout Europe. On Elektra records and tapes.

LUISA FERNANDEZ
A fresh blend of Spanish, English and Disco Sound. A multinational hit on Elektra.

DISCO-DARLING

Lay Love On You
Give Love
A Second Chance

8 brand new
Disco-Hits



Luisa Fernandez

COLD HEAT

PASSPORT
GARDEN OF EDEN



PASSPORT
Voted by CASHBOX as No. 4 Jazz group. After three consecutive chart albums in the US here comes the new release: "Garden Of Eden". Your PASSPORT to the finest in Jazz-Rock today. On Atlantic records and tapes.

Supermax



SUPERMAX
Supermusic
The new album "Fly with me" soon to be released in the United States. It's supermaximum. On Elektra records and tapes.

**"Made in Germany"
means more than Mercedes Benz**



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Most Popular TV Programs

The most important television-shows in Germany for the presentation of pop music-artists are:

1. Am laufenden Band
2. Peter Alexander präsentiert
3. Der grobe Preis
4. Klimbim
5. Stars in der Manege/ . . .
6. Karel Gott
7. Die Vico Torriano-Show
8. Hitparade
9. Von Herzen mit Schmerzen
10. Lustige Musikanten
11. Disco
12. Musik ist Trumpf
13. Jetzt geht die Party richtig los
14. Klimbim
15. Plattenkuche
16. Papermoon
17. Die Montagsmaler
18. Bio's Bahnhof
19. Die Magier sind unter uns
20. Musikladen

Date	Time	Channel
23.12	20.17	ARD I
30.11.	19.31	ZDF II
14.12.	19.31	ZDF II
28.11.	20.16	ARD I
31.12.	19.20	ZDF II
21.12.	19.31	ZDF II
4.1.	19.30	ZDF II
11.12.	19.30	ZDF
28.12.	19.31	ZDF
2.12.	20.16	ZDF
27.11.	19.30	ZDF
16.12.	20.15	ZDF
31.12.	22.00	ZDF
19.12.	20.16	ARD I
30.12.	22.17	ARD I
26.12.	20.00	ZDF II
12.12	20.16	ARD I
28.12.	21.01	ARD
6.1.	22.09	ARD
14.12.	21.00	ARD

Concert Promoters

CHARLY BORN
Vor dem Steintor 14
2800 Bremen
04 21/7 30 26

KONZERTDIREKTION COLLIER
Spielbudenplatz 29,
2000 Hamburg 4,
Tel.: 0 40/31 39 01

HANSI DOBRATZ
Sanddornweg 13 b
3300 Braunschweig
05 31/5 10 37

HANS-WERNER FUNKE
Hansastr. 1,
2000 Hamburg 13,
Tel.: 0 40/44 88 03
u. 44 76 73

KONZERTBURO HANSEL
Stuibeweg 39,
8500 Nurnberg,
Tel.: 09 11/8 59 34

HIPPOPOTAMUS
Austr. 43,
6050 Offenbach,
Tel.: 06 11/8 22 11

KONZERTDIREKTION HOFNER
Rhodiusstr. 2,
5000 Koln 80,
Tel.: 02 21/62 20 71

INTERTEAM-TOUR
Offenbacher Strasse 98
6078 Neu-Isenburg
Tel.: 0 61 02/31 55

KARSTEN JAHNKE
Hallerstr. 72,
2000 Hamburg 13,
Tel.: 0 40/4 10 46 42
u. 4 10 49 44

STEFAN JOSEFUS
Postfach 1442,
5810 Witten,
Tel.: 0 23 02/5 63 67

GERD KUHN
Pelmkestr. 78 a,
5800 Hagen,
Tel.: 0 23 31/274 22

ROBERT LESOUERADE
Am Markt 4
6921 Efenbach
0 72 63/58 31

LIPPMANN & RAU
Hollerkopfstr. 6,
6000 Frankfurt/M. 50,
Tel.: 06 11/58 10 41

SIEGFRIED MAEKER
A.-Neuhaus-Strasse 30
6830 Schwetzingen
Tel.: 0 62 02/1 40 04

MAMA-CONCERTE
Hansaallee 19,
6000 Frankfurt M. 1,
Tel.: 06 11/59 00 74
Sendlinger Str. 51,
8000 Munchen 2,
Tel.: 0 89/26 80 20

MASS-AGENCY
Schwerdmuhle 16,
8411 Regensburg-
Lappersdorf,
Tel.: 09 41/8 28 77

MCHOW-PROMOTION
Lenhartzstrasse 15
2000 Hamburg 20
Tel.: 0 40/48 44 43

DIETER NENTWIG
Taanusstr. 44
6457 Maintal 2,
Tel.: 0 61 94/6 10 48

NORDPROGRAMME
Postfach 3229,
2900 Oldenburg
Tel.: 04 41/3 39242

PALLAS-CONCERT
Am Markt 35
8500 Nurnberg
Tel.: 09 11/26 76 43

PUMA CONCERT
Ulrike Garner,
Siebigteroth,
5208 Eitorf/Sieg,
Tel.: 0 22 43 49 26

SHOW — TIME
International
7830 Emmendingen
Tel.: 0 76 41/59 11

SUNRISE CONCERTBURO
Sierichstr. 54,
2000 Hamburg 60,
Tel.: 0 40/2 79 40 55

WINTRUP-MUSIK
Postfach 1287
4934 Horn-Bad Meinberg,
Tel.: 0 52 45/29 76

Production/Broadcast Dates

MUSIKLADEN

Production-Date	Date of Broadcast
5/16, +5/17, 1979	5/17, 1979
7/11, +7/12, 1979	7/12, 1979
8/29, +8/30, 1979	8/30, 1979
10/17, +10/18, 1979	10/18, 1979
12/12, +12/13, 1979	12/13, 1979

Show-editor: Michael Leckebusch, Bremen

MONTAGSMALER

Production-Date	Date of Broadcast
4/2, +4/3, 1979	4/3, 1979
5/7, +5/8, 1979	5/8, 1979
6/25, +6/26, 1979	6/26, 1979
8/27, +8/28, 1979	8/28, 1979
9/24, +9/25, 1979	9/25, 1979
10/29, +10/30, 1979	10/30, 1979
11/26, +11/27, 1979	11/27, 1979

Show editor: Wolfgang Penk, Baden Baden

SZENE '79

Production-Date	Date of Broadcast
4/26, 1979	5/11, 1979
6/13, 1979	6/22, 1979
8/9, 1979	8/24, 1979
9/5, 1979	9/14, 1979
10/4, 1979	10/12, 1979
11/4, 1979	11/16, 1979

show-editor: Steffie Schoner, Munchen

BIO's BAHNHOF

Production-Date	Date of Broadcast
5/1, +5/3, 1979	5/3, 1979
6/26, +6/28, 1979	6/28, 1979
8/20, +8/23, 1979	8/23, 1979
10/22, +10/25, 1979	10/25, 1979
12/17, +12/20, 1979	12/20, 1979

Show-editor: Alfred Biolek, Koln

POP '79

Production-Date	Date of Broadcast
4/18, +4/20, 1979	4/20, 1979
5/21, +5/23, 1979	5/23, 1979
7/2, +7/4, 1979	7/4, 1979
9/18, +9/20, 1979	9/20, 1979
10/22, +10/24, 1979	10/24, 1979
12/4, +12/6, 1979	12/6, 1979

Show-editor: Wolfgang Penk/Holm Dresseler, Baden Baden

PLATTENKUCHE

Production-Date	Date of Broadcast
5/21, +6/7, 1979	4/10, 1979
.....	5/15, 1979
.....	6/19, 1979
.....	7/17, 1979
.....	8/7, 1979

Show-editor: Rolf Spinrads, Koln

AM LAUFENDEN BAND

Production-Date	Date of Broadcast
4/5, +4/7, 1979	4/7, 1979
4/26, +4/28, 1979	4/28, 1979
5/24, +5/26, 1979	5/26, 1979
9/27, +9/29, 1979	9/29, 1979
10/25, +10/27, 1979	10/27, 1979
11/22, +11/24, 1979	11/24, 1979
12/27, +12/29, 1979	12/29, 1979

Show editor: Michael Leckebusch/Thomas Woitkewitsch, Bremen

BLAUER BOCK

Production-Date	Date of Broadcast
4/6, +4/7, 1979	4/8, 1979
5/25, +5/26, 1979	5/27, 1979
8/31, +9/1, 1979	9/2, 1979
10/26, +10/27, 1979	10/28, 1979
12/14, +12/15, 1979	12/16, 1979

Show-editor: Gabriele Klinger, Frankfurt/Main

ROCKPALAST

Production-Date	Date of Broadcast
8/24 till
8/31, 1979 every Sunday

show-editor: Peter Ruchel

STARPARADE

Production-Date	Date of broadcast
Live-show	6/14, 1979
Live-show	10/11, 1979
Live-show	12/20, 1979

Show-editor: Dr. Weising, Mainz

BITTE UMLATTERN

Production-Date	Date of Broadcast
Magazin	4/30, 1979
.....	5/28, 1979
.....	6/26, 1979
.....	7/30, 1979
.....	8/20, 1979
.....	10/1, 1979
.....	11/26, 1979

Show-editor: Albert Krogmann, Baden Baden

CAFE IN TAKT

Production-Date	Date of Broadcast
4/18, +4/19, 1979	4/19, 1979
6/13, +6/14, 1979	6/14, 1979

Show-editor: Horst Wernstedt, Hamburg

TREFFPUNKT

Production-Date	Date of Broadcast
.....	4/29, 1979
.....	5/27, 1979

Show-editor: Tillmann Scholl

HITPARADE

Production-Date	Date of Broadcast
3/29, +4/3, 1979	4/2, 1979
5/3, +5/8, 1979	5/7, 1979
6/7, +6/12, 1979	6/11, 1979
7/5, +7/10, 1979	7/9, 1979
8/2, +8/7, 1979	8/6, 1979
9/6, +9/11, 1979	9/10, 1979
10/4, +10/9, 1979	10/8, 1979
11/8, +11/13, 1979	11/12, 1979
12/6, +12/11, 1979	12/10, 1979

Show-editor: Gundula Walter, Mainz

ROCKPOP

Production-Date	Date of Broadcast
5/2, +5/10, 1979	5/19, 1979
6/6, +6/15, 1979	6/16, 1979
7/6, +7/16, 1979	7/21, 1979
8/22, +8/30, 1979	9/8, 1979

9/27, +10/5, 1979	10/13, 1979
10/24, +11/2, 1979	11/10, 1979
12/14, +12/27, 1979	12/22, 1979

Show-editor: Peter Baalke Munchen

DALLI DALLI

Production-Date	Date of Broadcast
live-show	4/12, 1979
live-show	5/17, 1979
live-show	6/28, 1979
live-show	7/26, 1979
live-show	9/6, 1979
live-show	10/4, 1979
live-show	11/8, 1979
live-show	12/6, 1979

Show editor: Gundula Walther, Mainz

DISCO

Production-Date	Date of Broadcast
4/10, +4/11, 1979	4/30, 1979
5/15, +5/16, 1979	5/28, 1979
5/31, +6/1, 1979	6/25, 1979
9/5, +9/6, 1979	9/17, 1979
11/15, +11/16, 1979	9/17, 1979
11/15, +11/16, 1979	12/17, 1979
10/29, +10/30, 1979	11/19, 1979

Show-editor: Dr. Weising, Mainz

LIEDERCIRCUS

Production-Date	Date of Broadcast
4/24, +4/27, 1979	6/23, 1979
4/30, +5/4, 1979	8/4, 1979
9/18, +9/21, 1979	10/6, 1979
9/24, +9/27, 1979	12/1, 1979

Show-editor: Reinhard Knieper, Munchen

MUSIK IST TRUMPF

Production-Date	Date of Broadcast
5/28, +6/1, 1979	6/2, 1979
8/20, +8/24, 1979	8/25, 1979
10/19, +	10/20, 1979
12/14, 1979	12/15, 1979

Show-editor: Herbert Falk, Koln

No Doubt, They Are Stars In Germany.

THIN LIZZY *Rory Gallagher*



BLACK SABBATH

ELTON JOHN

Blondie

GENESIS

JETHRO TULL

Status Quo

peter gabriel

THE STEVE MILLER BAND

Nazareth

UFO

TOCC

Leo Sayer

And It Was Phonogram Who Helped Them Along.

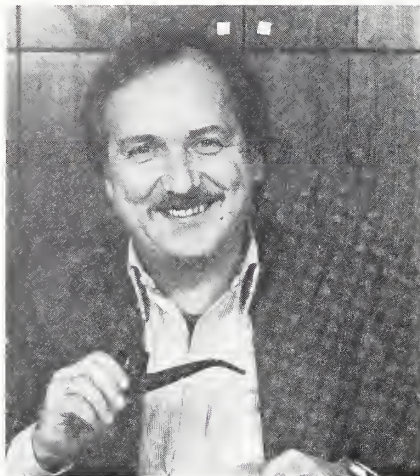
Phonogram Records:

Phonogram Records in Germany is dedicated not only to launching new artists in the German record marketplace, but also to maintaining and building upon its artists' careers once they make their initial commercial breakthrough. The company's motto is, "We establish acts first, songs second," and the label strives to live up to this motto in every respect.

Each department of Phonogram is intent on establishing career longevity for its acts, working to develop artists who will remain successful over a period of several years, and who will attract a devoted following. The label cites the success and long-term stature of groups such as Status Quo, Genesis, Jethro Tull, Nazareth and 10cc, all of whom not only continually sell well with their records, but draw large numbers of fans to their concerts.

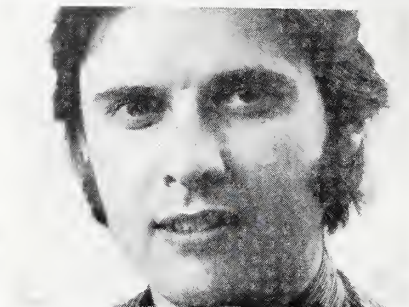
Phonogram has a history of signing and breaking rock acts in Germany, beginning in the '60s with such bands as the Searchers, the Pretty Things and the Walker Brothers. The company's latest achievement is the success it has had with the Dire Straits rock group in Germany. Phonogram broke the English group in Germany extremely early, even before the Straits became successful in their home country.

In addition to manufacturing and dis-



Roland Kimmereil, Managing Director

tributing its Vertigo and Mercury labels, Phonogram has also had successful licensing agreements with a number of other labels. Phonogram's association with Chrysalis, Charisma, Rocket, 20th-Century and Willie Nelson's Lone Star Records has brought into the German pop spotlights such artists as Jethro Tull, Blondie, Peter Gabriel, Elton John, Kiki Dee, Alan Parsons, Barry White and Genya Ravan.



Louis Spillmann, General Manager International Repertoire



Tommy Richter, Product Manager Chrysalis



Dr. Gerhard Weber, Dep. Managing Dir



Jurgen Schmeisser, head of the promotion department for International Repertoire

Phonogram's success on the *Der Musikmarkt* trade publication's pop album and single charts has also improved from year to year. Approximately 14 percent of the albums and 10 percent of the singles on the German charts are Phonogram-affiliated recordings. According to a report by *Der Musikmarkt*, Phonogram is the fourth most active label in the German pop charts.

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Each record company has their own information sheet with individual names. In order to obtain any specific artist's information, please contact the press department of the respective record companies.

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WEA GERMANY: Award-Winning Music

In two adjoining three-story villas on the Gustav-Freytag-Strabe in the prestigious Uhlenhorst district of Hamburg, are the headquarters of seven year old WEA Germany, one of the most dynamic entities in the German record business. Two wooden figures decorate the lobby: one of Pan, the mythical God of Music; and the other of Frank Zappa, the Clown Prince of Rock, bare torso and all. These symbolize what WEA Germany is all about — venturing into new areas of music while not disregarding the past. The company's awards from the German record industry are displayed for all to see, and the list is quite impressive: Fleetwood Mac, Al Jarreau, the Eagles, Joni Mitchell, Carole Bayer Sager, Larry Coryell, Philip Catherine, Rod Stewart, Leon Redbone and Foreigner.

Besides garnering numerous awards, the company increased its German market share by 16%. And for 1979, WEA Germany plans to continue this trend.

In order to achieve this goal the company has made a number of organizational changes. As part of the restructuring, Johann Speyer was named chief of marketing and deputy manager.

This year WEA also developed and implemented major sales and merchandising programs for its leading international artists. For example, a special multi-media marketing campaign carried out in the Stuttgart area for Rod Stewart was so successful that the company plans to spread it out on a national level come spring.

Stewart is one of the international stars in Germany whose success continues despite heavy competition from other high-caliber artists. Other top WEA acts include Chic, whose "Le Freak" has been on the Top 10 for several weeks, while Leif Garrett's "I Was Made For Dancing" entered the charts at #20 bullet. And the success of these artists proves what the company has been convinced of all along — American product can be established on the German market.



Pictured (l-r): K. Ollmann, deputy managing director, sales/administration; S.E. Loch, managing director; and J. Speyer, deputy managing director, marketing.

The mutual backup and cooperation between WEA and its sister companies in the Warner Communications family cannot be under-emphasized. It is this sort of cooperation — in this case with WB films — which has been responsible in no small measure for the success of film soundtracks from "Superman" and "Every Which Way But Loose." Just as the company uses its resources to place international product firmly on the German market, so too does it apply its energies in the opposite direction. German product today is as fresh and innovative as that coming from the major music markets of the world and it spans the areas of disco, rock and jazz fusion.

In 1978, for example, local product was responsible for 23% of WEA Germany's total sales doubling its previous year's share and accruing respectable royalties from abroad.

Creative Domestic Scene

For a quarter of a century, German record company executives played the role

of buyer abroad; today they, too, have something to offer. No wonder Germany is viewed internationally as the third most important music supplier after the U.S. and Britain.

It began with the entry of such names as Nektar, Can, Kraftwerk, Tangerine Dream, Silver Convention and Donna Summer into the British and American charts, and now German productions have a reserved place in all international hit parades.

The breakthrough for WEA Germany came last year with Luisa Fernandez, Supermax, Mick Jackson, Passport and Boney M. (whose records, although not on WEA Germany, are being distributed by sister companies in a number of countries.)

The company intends to expand the trend this year and has already launched a long-term international promotion campaign with the slogan: "Made in Germany means more than Mercedes-Benz." With the great surge of creative vitality over the past few years, the readiness to invest heavily in local product, the cosmopolitan

atmosphere in Germany and the top-flight technical facilities available, German music could well become one of the country's major exports. And WEA is determined to promote German acts. A look at its catalog of current releases shows a strong presence of "home-grown" product, including Joy Fleming, Mick Jackson, Lucifer's Friend, Supermax, Passport and Snowball.

Loch Discusses WEA Acts

With both its homegrown artists and its international roster, WEA Germany stresses its diligent, long-term planning of each of the label's acts, according to Sigfried Loch, managing director of WEA Germany.

"We believe in gradually and steadily bringing along our artists, taking things one step at a time," said Loch. "Long-term planning is the key theme at our label, taking artists we believe in and carefully developing each artist and marketing their product so that they may enjoy success over a long period of time."

"Pop group Supermax is a good example of WEA's dedicated, long-term effort in breaking an act," continues Loch. "It's taken us quite a while to break Supermax, but our perseverance is finally paying off. We started with the group about four years ago, and although the band did not immediately get off the ground, WEA Germany has now sold more than 300,000 units of the group's second LP, "World Of Today," with advance orders of 100,000 units of Supermax's forthcoming third album. WEA is now planning to invest about \$1 million in a worldwide marketing/promotional campaign in support of the band's new album."

Loch cites the success of other WEA acts such as Passport, Snowball, Lucifer's Friend, Joachim Kuhn, Jurgen Drew and in particular, Luisa Fernandez. "Our greatest international success to date has been with singer Luisa Fernandez, whose three worldwide hits have been produced in Germany," said Loch. "Luisa's album has now been released in 21 countries, selling extremely well in Europe and in Latin markets."

"Interestingly, she was originally rejected by four labels before coming to WEA. Initially, I must admit that I wasn't totally sold on Luisa's material either, but we decided to sign her, and now she's had three straight hits worldwide."

JUKEBOX BESTSELLERS '78 1978

1 Rivers Of Babylon Hansa Int. (Ariola) — 11 999 AT	Boney M. Howard Carpendale EMI (EMI Electrola) — 1C 066-32 080
2 Mull Of Kintyre Capitol (EMI Electrola) 1C 006-60 154	Wings John Paul Young Ariola — 11 705 AT
3 Das Lied der Schlumpfe Philips (Phonogram) — 6003 654	Vader Abraham Marshall, Hain Harvest (EMI Electrola) 1 C 006-06 725
4 You're The One That I Want John Travolta & Olivia Newton-John RSO (DGG) — 2090 279	Mama Leone Bino Carrere (DGG) — 2044 109
5 Rasputin Hansa Int. (Ariola) — 15 808 AT	Mexican Girl Smokie RAK (EMI Electrola) — 1 C 006-61 616
6 Night Fever RSO (DGG) — 2050 272	Follow Me Amanda Lear Ariola — 11 950 AT
7 One For You, One For Me Ariola — 15 573 AT	No Hollywood Movie Lesley Hamilton RCA — PB 5575
8 Buenos dias, Argentina Udo Jurgens und die Fussball-Nationalmannschaft Ariola — 11 888 AT	Ich zeige dir mein Paradies Andrea Jurgens Ariola — 11 695 AT
9 It's A Heartache RCA — PB 5057	Substitute Clout Carrere (DGG) — 2044 111
10 Take A Chance On Me Polydor (DGG) — 2001 758	... dann geh doch Howard Carpendale EMI (EMI Electrola) — 1C 006-45 071

CLASSICAL ALBUM RELEASES IN GERMANY:

Record Company	Total Units	Produced In Germany	International Productions
Ariola-Eurodisc	139	85	54
Barenreiter	22	15	7
Bellaphon	54	39	15
Calig	9	9	—
CBS	73	3	70
Christophorus	24	24	—
Claudius	8	8	—
Crystal	32	32	—
Deutsche Astrophon	11	8	3
Deutsche Grammophon	252	61	191
Deutsche Oversea	268	3	265
EMI Electrola	267	138	129
Fono	45	31	14
Intercord	37	32	5
Maritim	38	38	—
Metronome	55	10	45
Miller	6	6	—
Phonogram	174	9	165
RCA	121	29	92
Schwann	27	24	3
Teldec	204	135	69
Gesamt	1866	739	1127

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Gerhard Augustin

My Dear Friends in the German Music Business,

Whatever I would like to express with the following lines, does not necessarily reflect the opinion of **Cash Box** in L.A. but since I have now reported about the German music business for a little over one year, there are a few things to be said. I would like to take this occasion of the Special '79 on Germany, to express my appreciation and the general support which I have been receiving from my friends and colleagues in this wonderful business for the last year.

In view of the fact that the German music industry covers a considerable share of the world music markets, in terms of general investments and through licensing agreements, one must take a look in retrospect of the last five years. Until 1974 there were only a few productions and companies, originating from Germany, represented in the international flow of our business. Today more and more German companies and copyrights are doing international business, and helped to make the German industry to become the major force, that it is today.

In representing **Cash Box** in Germany, I have tried to reflect the changes here in my column weekly, but it is a hard task at times when one promotion dept. sends all their information on a frequent basis and some companies don't seem to exist at all,



because of little information sources. We at **Cash Box**, who seemed to have suffered from any previous reputation of our magazine in this market, are trying to demonstrate our sincere interest in the recognition of German music's international potential, by giving the German industry as much support as we can grant within our paper.

I hope that this issues become "special" to you, because I have tried to give as much information as possible within the framework of this Special '79 on Germany. The order of adds is simply in alphabetical terms, and as this Special is on its way to

Los Angeles to go to print, one salute has to be made to Ralph Siegel, in winning the German song-contest for the Eurovision Song Festival, which will take place in Israel, when this issue will be coming out, in two weeks. The group Dschinghis Khan by winning the title, has made it possible for Ralph, one man who especially deserves this honor, to represent the German music in Israel, since Ralph Siegel is one of the very few German producers, who with his allround talent has touched every base in this business, with many honors behind him, and most likely many more to come his way. And at the age of 37 Ralph Siegel has built a production/management and publishing company, that could well be the pendant to Mike Curb's empire in the USA, and there are so many similarities between these two men, that I dare to express the comparison at this point.

Congratulations to Ralph Siegel, and Jupiter Records.

One last word. Since our business, with its tremendous potential, is still limited in terms of personnel and the carousel of job-exchanges, we should sometimes realize the importance of the job that we are performing, and work with a mutual creative goal, instead of wasting our energies on badmouthing some less fortunate colleagues who are suffering here or there from less fortunate circumstances than the ones in which we find ourselves.

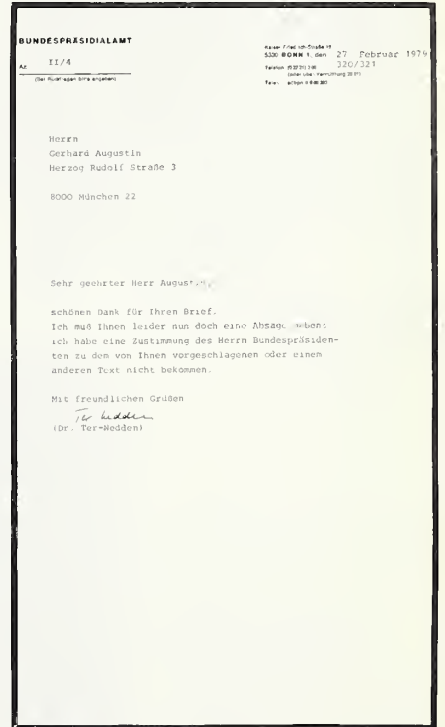
This is a big family, with many relatives, whether they work in the administration or on the road, as promotion men, performers, sales men, or in the studio as producers and artists, as clerks in the mail room, or as the president of a music conglomerate, it would be nice that we realize all the wonderful opportunities which are ahead of us, and think less in terms of competition on a sometimes very personal

level. The artists should always remain on top of our priorities, and how many times do we leave them outside of our living room.

They are the ones, with whom we gamble, who help us to win or lose, and they are very important to keep the family together.

We should think about this, sometimes. With love, to everybody who dedicates his dreams to the music.

Gerhard Augustin



(continued from page 22)

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EUROVISION SONG CONTEST '79

GERMAN ENTRY

“DSCHINGIS KHAN”

WRITTEN BY RALPH SIEGEL & BERND MEINUNGER
SONG BY THE GROUP: DSCHINGHIS KHAN



WE HOPE ALL OUR FRIENDS AND PARTNERS WILL CROSS THEIR FINGERS.



SEIGEL MUSIC COMPANIES GERMANY

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	3/31		Weeks On Chart	3/31
1 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	1	17	38 TEX MEX FREDDY FENDER (ABC AY-1132)	40	3
2 NEW KIND OF FEELING ANNE MURRAY (Capitol SW 11849)	2	8	39 LADIES CHOICE BILL ANDERSON (MCA 3075)	32	8
3 TNT TANYA TUCKER (MCA-3066)	3	17	40 A WOMAN MARGO SMITH (Warner Bros. BSK-3286)	34	4
4 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	4	18	41 NATURAL ACT KRIS & RITA (A&M SP 4690)	41	7
5 EVERY WHICH WAY BUT LOOSE ORIGINAL MOVIE SOUNDTRACK (Elektra 5E-503)	5	14	42 CONWAY CONWAY TWITTY (MCA 3063)	42	21
6 SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	6	9	43 REFLECTIONS GENE WATSON (Capitol SW 11805)	43	2
7 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	7	40	44 CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	—	1
8 THE BEST OF BARBARA MANDRELL BARBARA MANDRELL (MCA AY-1119)	8	9	45 MOODS BARBARA MANDRELL (MCA AY-1088)	45	24
9 STARDUST WILLIE NELSON (Columbia JC 35305)	9	48	46 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	46	52
10 JOHN DENVER (RCA-AQL 1-3075)	11	10	47 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	47	73
11 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	10	33	48 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	48	58
12 ARMED AND CRAZY JOHNNY PAYCHECK (Epic KE 35444)	12	19	49 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	49	53
13 JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	13	17	50 JOHNNY PAYCHECK'S GREATEST HITS, VOL. II (Epic KE-35623)	51	21
14 TOTALLY HOT OLIVIA NEWTON-JOHN (MCA-3067)	14	17	51 OUTLAW IS JUST A STATE OF MIND LYNN ANDERSON (Columbia KC-35776)	52	2
15 EXPRESSIONS DON WILLIAMS (MCA AY-1069)	15	27	52 CON HUNLEY CON HUNLEY (Warner Bros. BSK 3285)	53	2
16 LARRY GATLIN'S GREATEST HITS (Monument MG-7628)	16	21	53 SEE YOU WHEN THE SUN GOES DOWN JOHNNY DUNCAN (Columbia KC-35775)	54	2
17 OUR MEMORIES OF ELVIS ELVIS PRESLEY (RCA AOL1-3279)	17	5	54 ROOM SERVICE OAK RIDGE BOYS (MCA AY-1065)	39	42
18 ARE YOU SINCERE? MEL TILLIS (MCA MCA-3077)	18	5	55 LIVING IN THE USA LINDA RONSTADT (Asylum 6E-155)	44	25
19 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	19	24	56 RODRIGUEZ WAS HERE JOHNNY RODRIGUEZ (Mercury SRMI-5015)	50	4
20 LEGEND POCO (MCA AA-1099)	23	6	57 BEST OF DOLLY PARTON (RCA APL 1-1117)	56	23
21 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	21	67	58 BURGERS AND FRIES CHARLEY PRIDE (RCA APL 1-2983)	58	25
22 PROFILE/BEST OF EMMYLOU HARRIS (Warner Bros. BSK-3528)	20	18	59 THE OUTLAWS VARIOUS ARTISTS (RCA APL 1-1321)	59	26
23 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	22	37	60 LOVE LIES CRISTY LANE (LS 8029)	60	3
24 THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	—	1	61 PLEASURE & PAIN DR. HOOK (Capitol SW-11859)	67	21
25 ROSE COLORED GLASSES JOHN CONLEE (MCA AY-1105)	25	21	62 A TRIBUTE TO THE KING RONNIE McDOWELL (Scorpion SCS-0015)	—	1
26 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	26	58	63 HALF & HALF JERRY REED (RCA AHL1-3359)	—	1
27 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	27	60	64 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1715)	55	24
28 DUETS JERRY LEE LEWIS AND FRIENDS (SUN 1011)	28	12	65 DOWN ON THE DRAG JOE ELY (MCA-3080)	57	4
29 TEAR TIME DAVE & SUGAR (RCA APL 1-2861)	29	27	66 FALL IN LOVE WITH ME RANDY BARLOW (Republic RLP-6063)	62	23
30 THE PERFORMER MARTY ROBBINS (Columbia KC-35446)	30	3	67 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury SRM 1-5007)	65	24
31 THE AMAZING RHYTHM ACES THE AMAZING RHYTHM ACES (MCA AA-1123)	31	7	68 THE FOOL STRIKES AGAIN CHARLIE RICH (United Artists UA-LA-925-H)	68	9
32 GARY GARY STEWART (RCA AHL 1-3288)	35	5	69 GREATEST HITS THE MARSHALL TUCKER BAND (Capricorn CPN-0214)	66	22
33 JIM ED & HELEN JIM ED BROWN & HELEN CORNELIUS (RCA-AHL1-3258)	33	4	70 TURNING UP AND TURNING ON BILLY "CRASH" CRADDOCK (Capitol SW 1153)	69	25
34 WE'VE COME A LONG WAY, BABY LORETTA LYNN (MCA-3073)	24	10	71 A LEGENDARY PERFORMER: VOLUME 3 ELVIS PRESLEY (RCA CPL 1-3082)	71	18
35 THE SONGS WE MADE LOVE TO MICKEY GILLEY (Epic KE-35714)	36	3	72 ONE RUN FOR THE ROSES NARVEL FELTS (MCA AY-1115)	70	8
36 IT'S A CHEATING SITUATION MOE BANDY (Columbia KC-35779)	37	3	73 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	72	51
37 Y'ALL COME BACK SALOON OAK RIDGE BOYS (MCA DO 2093)	38	74	74 LET ME BE YOUR BABY CHARLY McCLAIN (Epic KE 36648)	61	19
			75 PAYCHECK/THE OUTLAW JOHNNY PAYCHECK (Little Darlin' LDA-0781)	64	7

CBS, Paycheck File Action Over Little Darlin' Records

by Bob Campbell

NASHVILLE — CBS Records and artist Johnny Paycheck have filed suit against Little Darlin' Sound and Picture Co. and Beta Recording Distributors here to prevent the defendant's sale of the album, "Paycheck — The Outlaw," and a single, "Down On Kelly's Bar At Main Street."

CBS Attorney Ron Guttman last week confirmed the lawsuit and said the injunction was filed because Little Darlin' is falsely implying the Paycheck record is current product. Guttman also said Little Darlin' has infringed on the Columbia and Epic trademark in a music trade magazine advertisement.

"The basis for the injunction is that the LP and single were recorded more than eight years ago and as much as 15 years ago," Guttman said. "In addition, they are using a current picture to falsely imply it is a current album."

"Also, we are filing against a trademark infringement in a *Billboard* advertisement," Guttman added. "Little Darlin' infringed on the Columbia and Epic trademark. Through the use of the trademark, Little Darlin' implied they are associated with CBS."

Guttman also said that on March 22, Judge Haight entered an order in the United States District Court in New York City temporarily restraining for 10 days the officers, agents and employees of Little Darlin' and Beta Recording Distributors from manufacturing, advertising, distributing and offering for sale the LP or 45 single. Little Darlin' is also restrained from using the Columbia or Epic trademark pending a formal hearing.

Aubrey Mayhew established Little Darlin' in 1964 in Nashville and signed Johnny Paycheck, then known as Donnie Young, to a recording contract. Paycheck recorded for Little Darlin' until 1971. Mayhew managed Paycheck, produced his records and co-wrote some 200 songs with him during the period of time from '64-'71.

This year, Little Darlin' re-opened as a record company and Mayhew is operating the company as general manager. Last week, Mayhew said he planned to file a \$50 million counter-suit against CBS and Paycheck and expects a long court battle.

"It is not a casual suit," Mayhew said. "Many observers have seen it coming for a long time. It is going to involve a lot of things and a lot of people. I am going to prepare an involved statement on this, but right now I will say that CBS opened a bag of worms, and we are going to fight it the whole way. We are going to file a \$50 million counter-

suit. I'm not going to take this lying down. "I have 50 albums in the can on Paycheck," Mayhew added. "I have been telling people that this is not a casual thing where I am going to release one album and

(continued on page 35)



CONWAY LISTENS UP — While working on a new album at Woodland Studios in Nashville which will contain his new single, "Don't Take It Away," MCA's Conway Twitty listens to a playback of the song. Shown in the studio are (l-r): Twitty; David Barnes, co-producer; and Danny Hilley (standing), Woodland engineer.

Show Biz Signs Hugh Moffatt

NASHVILLE — Hugh Moffatt, Mercury recording artist and songwriter, has signed an exclusive writer agreement with the Show Biz Music Group.

The formal announcement was made by Ed Penny, general manager of the Show Biz publishing companies, who said, "We are delighted to have Hugh joining the Show Biz Music Group. He is one of the most respected young writers in Nashville, and has the potential to become an outstanding artist on Mercury Records."

Moffatt wrote "Just In Case," a number one record for Ronnie Milsap. With Pebe Sebert he co-wrote "Old Flames (Can't Hold A Candle To You)" for Joe Sun. This was one of the songs singled out for an award from the Nashville Songwriters' Association. He also co-wrote "That's All I Wanted To Know" for Dottie West, which was an ASCAP award-winning song.

His new Mercury release is "Love And Only Love," produced by Jerry Gillespie.



RCA SHOWCASES JIM ED & HELEN — In one of a series of regional gatherings designed to expose the label's artists, RCA recently showcased Jim Ed Brown & Helen Cornelius. Razy Bailey and Steve Wariner at the Nashville North Club in Chicago. Radio station representatives, sales account personnel and media people attended the show. Pictured following the showcase (l-r) are: Jim Sharp, director of operations, Nashville, Cash Box; Wariner; Cornelius; Brown; Jennifer Bohler, Cash Box; and Bailey.

CASH BOX TOP 100 COUNTRY

April 7, 1979

	Weeks On Chart	3/31	Chart		Weeks On Chart	3/31	Chart		Weeks On Chart	3/31	Chart
1 (IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT BARBARA MANDRELL (MCA AB-12451)	2	8		34 THERE'S ALWAYS ME RAY PRICE (Monument 45-277)	40	5		69 JACK DANIEL'S, IF YOU PLEASE DAVID ALLAN COE (Columbia 3-10911)	73	5	
2 IT'S A CHEATIN' SITUATION MOE BANDY (Columbia 3-10889)	3	11		35 SHOULDER TO SHOULDER (ARM AND ARM) ROY CLARK (MCA AB-12402)	36	8		70 SWEET MELINDA RANDY BARLOW (Republic REP 039)	88	2	
3 I JUST FALL IN LOVE AGAIN ANNE MURRAY (Capitol P4675)	1	12		36 WHAT A LIE SAMMI SMITH (Cyclone CYS-100)	42	5		71 FRECKLES SHYLO (Columbia 3-10918)	75	4	
4 ALL I EVER NEED IS YOU KENNY ROGERS & DOTTIE WEST (United Artists UA-X1276-Y)	7	8		37 JUST LONG ENOUGH TO SAY GOODBYE MICKEY GILLEY (Epic 8-50672)	52	4		72 I'M THE SINGER, YOU'RE THE SONG TANYA TUCKER (MCA S45-1807)	—	1	
5 WHERE DO I PUT HER MEMORY CHARLEY PRIDE (RCA PB-11477)	12	7		38 HOW TO BE A COUNTRY STAR THE STATLER BROTHERS (Mercury 55057)	55	2		73 MY HEART HAS A MIND OF ITS OWN DEBBY BOONE (Warner/Curb WBS 8739)	48	12	
6 SOMEBODY SPECIAL DONNA FARGO (Warner Bros. WBS 8722)	6	13		39 NEXT BEST FEELING MARY K. SMITH (RCA PB-11554)	45	5		74 BUT FOR LOVE JERRY NAYLOR (WBS 8767)	78	3	
7 SWEET MEMORIES WILLIE NELSON (RCA PB-11456)	8	9		40 CHEATER'S KIT TOMMY OVERSTREET (MCA AB-12456)	41	6		75 LO QUE SEA (WHAT EVER MAY THE FUTURE BE) JESS GARRON (Charta CH 131)	87	2	
8 FAREWELL PARTY GENE WATSON (P-4680)	17	8		41 SAIL AWAY OAK RIDGE BOYS (MCA AB-12463)	80	2		76 LOOKING FOR THE SUNSHINE MICKEY NEWBURY (MCA Hickory AH-54042)	79	3	
9 BACKSIDE OF THIRTY JOHN CONLEE (MCA AB-12455)	21	6		42 LIVE ENTERTAINMENT DON KING (Con Brio CBK 149)	43	6		77 WHAT'S ON YOUR MIND/SWEET MELINDA JOHN DENVER (RCA PB-11535)	—	1	
10 I'VE BEEN WAITING FOR YOU ALL OF MY LIFE CON HUNLEY (Warner Bros. WBS 8723)	10	11		43 I LOST MY HEAD CHARLIE RICH (United Artists UA-X1280-Y)	51	5		78 SEPTEMBER SONG WILLIE NELSON (Columbia 3-10929)	—	1	
11 THEY CALL IT MAKING LOVE TAMMY WYNETTE (Epic 8-50661)	15	9		44 MY LADY FREDDIE HART (Capitol P-4684)	44	7		79 LIPSTICK TRACES (ON A CIGARETTE) AMAZING RHYTHM AGES (MCA AB-12454)	81	2	
12 WISDOM OF A FOOL JACKY WARD (Mercury 55055)	16	8		45 I WANT TO WALK YOU HOME PORTER WAGONER (RCA PB-11491)	53	4		80 THE MYSTERIOUS LADY FROM ST. MARTINIQUE HANK SNOW (RCA PB-11487)	82	3	
13 TRYIN' TO SATISFY YOU DOTTSY (RCA PB-11448)	13	12		46 LOVE LIES MEL McDANIEL (Capitol P-4691)	59	5		81 LOVE IS HOURS IN THE MAKING STERLING WHIPPLE (Warner Bros. WBS 8747)	84	3	
14 I'M GONNA LOVE YOU GLEN CAMPBELL (Capitol P4682)	14	8		47 WORDS SUSIE ALLANSON (Elektra/Curb E-46009)	9	10		82 LOVIN' YOU, LOVIN' ME/TEN THOUSAND AND ONE CONNIE SMITH (Monument 45-281)	89	2	
15 SLOW DANCING JOHNNY DUNCAN (Columbia 3-10915)	18	7		48 TOO FAR GONE EMMYLOU HARRIS (Warner Bros. WBS 8732)	11	10		83 I'VE SEEN IT ALL SANDRA KAYE (Door Knob DK8-093)	83	4	
16 LYING IN LOVE WITH YOU JIM ED BROWN/HELEN CORNELIUS (RCA PB 11532)	20	2		49 MUSIC BOX DANCER FRANK MILLS (PD 14517)	57	6		84 THE GREAT CHICAGO FIRE FARON YOUNG (MCA MCA-41004)	—	1	
17 TOUCH ME WITH MAGIC MARTY ROBBINS (Columbia 3-10905)	22	8		50 MEDICINE WOMAN KENNY O'DELL (Capricorn CPS-0317)	60	4		85 THERE HANGS HIS HAT LINDA NAILE (Ridgeway R-00279)	85	5	
18 SOMEONE IS LOOKING FOR SOMEONE LIKE YOU GAIL DAVIES (Lifesong ZS8-1784)	27	9		51 TAKE ME BACK CHARLY McCLAIN (Epic 8-50653)	19	11		86 COLD, COLD HEART JERRY LEE LEWIS AND FRIENDS (Sun SI-1141)	—	1	
19 DON'T TAKE IT AWAY CONWAY TWITTY (MCA MCA-41002)	32	4		52 IF I COULD WRITE A SONG AS BEAUTIFUL AS YOU BILLY "CRASH" CRADDOCK (Capitol P-4672)	23	13		87 EASY JIMMIE ROGERS & MICHELE (Scrimshaw M-1320)	93	4	
20 LAY DOWN BESIDE ME DON WILLIAMS (MCA AB-12458)	33	4		53 THE OUTLAW'S PRAYER JOHNNY PAYCHECK (Epic 8-50655)	24	11		88 SHADY STREETS GARY STEWART (RCA PB-11534)	—	1	
21 I'LL LOVE AWAY YOUR TROUBLES FOR AWHILE JANIE FRICKE (Columbia 3-10910)	26	5		54 I THOUGHT YOU'D NEVER ASK LOUISE MANDRELL & R.C. BANNON (Epic 8-50668)	56	6		89 SHOULD OLD ACQUAINTANCE BE FORGOTTEN GLENN SUTTON (Mercury 55056)	—	1	
22 ISN'T IT ALWAYS LOVE LYNN ANDERSON (Columbia 3-10909)	30	5		55 SHADOWS OF LOVE RAYBURN ANTHONY (Mercury 55053)	25	9		90 LAWYERS BILLY WALKER (Caprice CA 2056)	90	3	
23 DOWN ON THE RIO GRANDE JOHNNY RODRIGUEZ (Epic 8-50671)	37	5		56 BLUE RIBBON BLUES/ON BUSINESS FOR THE KING JOE SUN (Ovation OV 1122)	64	3		91 YOU'RE THE ONE WHO REWROTE MY LIFE STORY DON SCHLITZ (Capitol P-4661)	—	1	
24 THIS IS A LOVE SONG BILL ANDERSON (MCA MCA-40992)	28	7		57 TAKES A FOOL TO LOVE A FOOL BURTON CUMMINGS (Portrait 6-70024)	65	5		92 YOU AND ME AND THE GREEN GRASS PAL RAKES (Warner Bros. WBS 8765)	92	3	
25 SECOND-HAND SATIN LADY (AND A BARGAIN BASEMENT BOY) JERRY REED (RCA PB-11472)	31	7		58 I WANT TO SEE ME IN YOUR EYES PEGGY SUE (Door Knob WIG-GK-9-094)	66	3		93 SAME OLD SONG BOBBY WRIGHT (UA-X1281-Y)	94	2	
26 LOVE IS SOMETIMES EASY SANDY POSEY (Warner Bros. WBS 8731)	29	8		59 MY PLEDGE OF LOVE JOHN ANDERSON (Warner Bros. WBS 8770)	69	3		94 I CAN ALMOST TOUCH THE FEELIN' THE LeGARDES (4 Star 1037)	96	2	
27 WALKING PIECE OF HEAVEN FREDDY FENDER (MCA AB-12453)	34	8		60 KISS YOU AND MAKE IT BETTER ROY HEAD (MCA AB-12462)	70	3		95 JUST BETWEEN US BILL WOODY (ABC-Hickory AH-54043)	—	1	
28 GOLDEN TEARS DAVE & SUGAR (RCA PB-11427)	4	12		61 LOVE ME TENDER LINDA RONSTADT (Asylum E-46011)	61	5		96 I STILL LOVE HER MEMORY HOOT HESTER (Little Darlin' 7911)	98	2	
29 I HAD A LOVELY TIME THE KENDALLS (Ovation OV 1119)	5	13		62 HOLD WHAT YOU'VE GOT SONNY JAMES (Monument 45-280)	72	2		97 JEALOUS HEART BARBARA SEINER (Starship SS109)	97	4	
30 IF I SAID YOU HAD A BEAUTIFUL BODY WOULD YOU HOLD IT AGAINST ME BELLAMY BROTHERS (Warner-Curb WBS 8790)	46	3		63 ROCKIN' MY LIFE AWAY JERRY LEE LEWIS (Elektra E-46030)	—	1		98 YOU'RE THE ONLY ONE OF YOU I'VE GOT LINDA HARGROVE (RCA PB-11493)	—	1	
31 DARLIN' DAVID ROGERS (Republic REP 038)	35	6		64 TO LOVE SOMEBODY HANK WILLIAMS, JR. (Elektra/Curb E-46018)	74	2		99 HUNGRY MAN'S DREAM RAY PILLLOW (MCA MCA-40994)	—	1	
32 CAN I SEE YOU TONIGHT JEWEL BLANCH (RCA PB-11464)	38	8		65 STILL A WOMAN MARGO SMITH (Warner Bros. WBS 8726)	47	12		100 FANTASY ISLAND FREDDY WELER (Columbia 3-10890)	49	11	
33 YOU'VE GOT SOMEBODY, I'VE GOT SOMEBODY VERN GOSDIN (Elektra E-46021)	39	4		66 LOCK, STOCK & BARREL WOODY NEWTON (Elektra E-46013)	54	6					
				67 TWO PEOPLE IN LOVE LORRIE MORGAN (MCA AH-54041)	71	5					
				68 MAY I TERRI HOLLOWELL (Con Brio CBK 150)	86	3					

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All I Ever (United Artists/Racer — ASCAP) ... 4	I Want To See Me (Chip 'N' Dale — ASCAP) ... 58	Love Me Tender (Elvis Presley/Belinda — BMI) ... 61	Sweet Melinda (Frederic Rose — BMI) ... 70, 77
Backside Of Thirty (House Of Gold/Pommar — BMI) ... 9	I Want To Walk (Whispering Wings — BMI) ... 45	Lovin' You, Lovin' Me (Tree Pub. — BMI) ... 82	Sweet Memories (Acuff-Rose — BMI) ... 7
Blue Ribbon Blues (Vogue Music — BMI) ... 56	If I Could Write (Pick A Hit Music — BMI) ... 52	Lying In Love With You (Pi-Gem Music — BMI) ... 16	Take Me Back (Bill Black/Partnership — ASCAP/Julep — BMI) ... 51
But For Love (Ampco Music, Inc. — ASCAP) ... 74	If I Said You Had (Bellamy Brothers — ASCAP) ... 30	May I (Con Brio Music Co. — BMI) ... 68	Takes A Fool To (Shillelagh — BMI) ... 57
Can I See You (Duchess/Posey/Tree — BMI) ... 32	(If Loving You (East Memphis/Klondike — BMI) ... 1	Medicine Woman (Hungry Mountain — BMI) ... 50	Ten Thousand And One (Baray Music, Inc. — BMI) ... 82
Cheater's Kit (Chappell Music — ASCAP) ... 40	I'll Love Away (Music City Music, Inc. — ASCAP) ... 21	Music Box Dancer (Unichappel — BMI) ... 49	The Great Chicago Fire (Cross Keys/Bobby Fischer — ASCAP) ... 84
Cold, Cold Heart (Fred Rose Music — BMI) ... 86	I'm Gonna Love (Seventh Son/Royal Oak — ASCAP) ... 14	My Heart Has A Mind (Screen Gems/EMI/Big Seven — BMI) ... 73	The Mysterious Lady From St. (Cedarwood — BMI) ... 80
Darlin' (September Music Corp. Inc. — ASCAP) ... 31	I'm The Singer (Milwaukee/Tucker/Far Out/L.A.I.M. Inc. — BMI/ASCAP) ... 72	My Lady (Highball/Lowball/Cross Keys — BMI/ASCAP) ... 44	The Outlaws Prayer (Julep/Flagship — BMI) ... 53
Don't Take It Away (Irving/Danor — BMI) ... 19	Isn't It Always (Sky Harbor — BMI) ... 22	My Pledge Of Love (Wednesday Morning/Our Children's — BMI) ... 59	There's Hangs His Hat (Mandy — ASCAP) ... 85
Down On The Rio (Hallnote/House Of Gold/Dark Stream — BMI) ... 23	It's A Cheating Situation (Tree Publ. Co. — BMI) ... 2	Next Best Feeling (Hice Haus — ASCAP) ... 39	There's Always Me (Gladys — ASCAP) ... 34
Easy (Blackwood/Fullness — BMI) ... 87	I've Been Waiting For You (Al Gallico — BMI) ... 10	On Business For The King (Hemphill Music — BMI) ... 56	They Call It (Tree — BMI) ... 11
Fantasy Island (Young World — BMI/Buzz Cason — ASCAP) ... 100	I've Seen It All (Door Knob — BMI) ... 83	Rockin' My Life Away (Tree Publ. Co., Inc. — BMI) ... 63	This Is A Love Song (Keca Music, Inc. — ASCAP) ... 24
Farewell Party (Western Hills — BMI) ... 8	Jack Daniel's, If You (Warner-Tamberlane — BMI) ... 69	Sail Away (Tree Pub. — BMI) ... 41	To Love Somebody (Casserole Music — BMI) ... 64
Freckles (Tree Pub. — BMI) ... 77	Jealous Heart (Acuff-Rose — BMI) ... 97	Same Old Song (Cross Keys Pub. — ASCAP) ... 93	Too Far Gone (Al Gallico Music Corp. — BMI) ... 48
Golden Tears (Chess Music — ASCAP) ... 28	Just Between Us (Milene Music, Inc. — ASCAP) ... 95	Second-Hand Satin (Guitar Man Music — BMI) ... 25	Touch Me (Lyn-Lou/Algee — BMI) ... 17
Hold What You've Got (Tree Pub. — BMI) ... 62	Just Long Enough (April — ASCAP) ... 37	September Song (Chappell/Tro Hampshire House — ASCAP) ... 78	Tryin' To Satisfy You (Baron — BMI) ... 13
How To Be A Country Star (Am. Cowboy — BMI) ... 38	Kiss You And Make It Better (Screen Gems/EMI Songpainter — BMI) ... 60	Shadow Of Love (Maplehill/Vogue — BMI) ... 55	Two People In Love (Milene — ASCAP) ... 67
Hungry Man's Dream (Tree Pub. Co. — BMI) ... 99	Lay Down Beside Me (Jack Music — BMI) ... 20	Shady Streets (Onhisown/Pangola — BMI) ... 88	Walking Piece Of (Mariposa — BMI) ... 27
I Can Almost (Carpax — ASCAP/Kaysey — SESAC) ... 94	Lipstick Traces (Unart — BMI) ... 79	Should Old Acquaintance (Flagship — BMI) ... 89	What A Lie (Hall-Clement — BMI) ... 36
I Had A Lovely (Cross Keys — ASCAP) ... 29	Live Entertainment (Wiljex Pub. Co. — ASCAP) ... 42	Shoulder To (Music City — ASCAP/Combine — BMI) ... 35	What's On Your Mind (Cherry Lane — ASCAP) ... 77
I Just Fall In Love Again (Peso/Hobby Horse/Cotton Pickin' Songs — BMI/ASCAP) ... 3	Lo Oue Sea (Mr. Mort/Music Craftshop — ASCAP) ... 75	Slow Dancing (WB/Jazz Bird — ASCAP) ... 15	Where Do I Put (Keca Music Inc. — ASCAP) ... 5
I Lost My Head (House Of Gold/Windchime — BMI) ... 43	Lock, Stock & Barrel (Deb Dave — BMI) ... 66	Somebody Special (Prima Donna Co. — BMI) ... 6	Wisdom Of A (Planetary — ASCAP) ... 12
I Still Love Her Memory (Dream City — BMI) ... 96	Looking For The Sunshine (Milene Inc. — ASCAP) ... 76	Someone Is Looking (Beechwood/Dickerson/Sister John — BMI) ... 18	Words (Casserole Music Inc. — BMI) ... 47
I Thought You'd (Tree Pub. — BMI/Cross Keys — ASCAP) ... 54	Love Is Hours In The Making (Tree — BMI) ... 81	Still A Woman (Galamar/Dusty Roads/Gallico/Easy Listening — ASCAP) ... 65	You And Me And The (Blue Echo — ASCAP) ... 92
	Love Is Sometimes (Amy's Mom/Heavy Duty's — ASCAP) ... 26		You're The One Who (Top Of The Town — ASCAP) ... 91
	Love Lies (Tri-Chappell/Cindy Lee — SESAC) ... 46		You're The Only One Of You I've Got (Window Music — BMI) ... 98
			You've Got Somebody, I've Got (Garpax/Sea Dog — ASCAP) ... 33



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45 — REVIEWS — LP

CRYSTAL GAYLE (United Artists UA-X1288-Y)

When I Dream (3:25) (Jando Music — ASCAP) (S. Mason Theoret)

This cut is from Crystal's latest album of the same title and last year was a release for Jack Clement. Because of this, the song is not new to programmers, but should garnish even more exposure as a single.

MERLE HAGGARD (MCA 41107)

Red Bandana (2:32) (Shade Tree Music — BMI) (Merle Haggard)

Another self-penned Haggard tune, but this time co-produced by Jimmy Bowen. A simple song with some clever Haggard lines which will make this an instant add at country radio.

ELVIS PRESLEY (RCA PB-11533)

Are You Sincere (2:00) (Cedarwood Pub. — BMI) (Wayne Walker)

A short, unreleased version of "Are You Sincere," done in the style of "Are You Lonesome Tonight?," coupled with a long cut (4:38) of "Solitaire," will give music directors their choice for airing this Elvis product.

STELLA PARTON (Elektra E-46029)

Steady As The Rain (2:23) (Owepar Pub. — BMI) (Dolly Parton)

Stella comes on strong with this tune, written by sister Dolly and produced by Jim Malloy and Even Stevens. Her best work in some time, this single should receive positive reaction.

NARVEL FELTS (MCA MCA-41011)

Moment By Moment (2:57) (Hall-Clement Pub. — BMI) (J.L. Wallace/Terry Skinner)

Narvel's first release under the new MCA/ABC merger. Shows to be another Top 10, following in the path of his most recent, "Everlasting Love."

RAZZY BAILEY (RCA PB-11536)

If Love Had A Face (2:39) (House Of Gold Music — BMI) (Steve Pippin/Steve Jobe)

A new talent to be reckoned with, Razy is just off two Top 10 singles and this could very well be three in a row. Produced by Bob Montgomery.

SINGLES TO WATCH

KENNY DALE (Capitol P-4704)

Down To Earth Woman (2:31) (House Of Gold Music — BMI) (S. Pippin/J. Slate)

KELLY WARREN (RCA PB-11521)

I'll Love Your Leavin' Away (2:59) (I've Got The Music Co. — ASCAP) (Robert Byrne/Tom Brassfield)

MUNDO EARWOOD (GMC GMC-106)

My Heart Is Not My Own (3:04) (Music West Of The Pecos — BMI) (Mundo Earwood)

BOBBY LEWIS (Capricorn Cps-0318)

She's Been Keeping Me Up Nights (2:54) (Bobby Goldsboro Music — ASCAP) (Sam Lorber/John R. Potts/Jeff Silbar)

BIG AL DOWNING (Warner Bros. WBS-8787)

Touch Me (I'll Be Your Fool Once More) (3:46) (ATV Music Corp. — BMI) (Al Downing)

GLENN BARBER (MMI-1029)

Everybody Wants To Disco (2:25) (Neverbreak Music — ASCAP) (Jim Mundy)

CHAPIN HARTFORD (LS LS-171)

Puttin' The Lady Back Together (2:30) (Cristy Lane Music/Albino Buzzard — ASCAP) (C. Hartford/J. Foster)

BIG BEN ATKINS (Vista B-105)

I Don't Want To Lose (3:08) (Magic Castle Music/Blackwood Music — BMI) (R. Murrah/T. Lewis)

BILLY STACK (Caprice CA-2058)

No Greater Love (2:53) (Sound Corp. Music — ASCAP) (Don Lewis)

STEVE THOMPSON (Fox Fire 108)

Don't Break My Heart in Two (2:26) (Lower Fory Music — SESAC) (Steve Thompson)

Murphey Inks Halsey Contract

NASHVILLE — Epic recording artist Michael Murphey has signed an exclusive worldwide booking and management contract with Jim Halsey Contemporary Limited.

"Michael Murphey is a rare talent who's already enjoyed substantial success in the country and pop fields," said Halsey, president of the Tulsa-based booking and management agency. "We intend to further that success with increased exposure in new market areas and by aiding and directing Michael in the development of his extraordinary artistic capabilities."

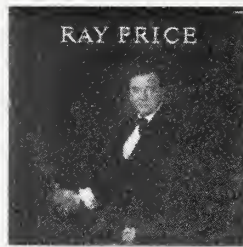
In conjunction with the release of his eighth album, "Peaks, Valleys, Honky-Tonks & Alleys," on Epic Records, Murphey kicked-off a national tour with several recent appearances in Tulsa. Murphey, who has a special interest in native American art

and culture, presented a one-man show for press and talent buyers, at the Thomas Gilcrease Institute of American History and Art.

Fund Raiser

Radio station and in-store promotional visits the next day were followed by a sold-out performance at Cain's Ballroom, Saturday evening. Murphey completed the hectic weekend by performing at the Woodland Hills Mall, radio KMOD benefit, to raise money for mentally and physically handicapped children.

Murphey has released one gold album, "Blue Sky, Night Thunder," and the single culled from that LP, "Wildfire," has sold over two million copies. He recently completed the musical score for "The Divided Trail," a documentary film which has been nominated for an Academy Award.



THERE'S ALWAYS ME — Ray Price — Monument-MG-7633 — Producer: Fred Foster — List: 7.98

The cover on Ray Price's new album is tasteful with colors of deep, dark hues — complete with a sophisticated, well-dressed Price staring calmly at the camera. Ray's music is a perfect complement to this cover — distinguished and mature. He is a vocalist in the class of Sinatra and Tony Bennett, and Price's first Monument album is a winner. "There's Always Me" and "We Can't Build A Fire In The Rain" highlight this package.



THE ORIGINALS — The Statler Brothers — Mercury-SRM1-5-16 — Producer: Jerry Kennedy — List: 7.98

The Statler Brothers are an innovative, creative group who put a great deal of thought into their albums as total concepts rather than random collections of songs. The Statlers have devoted their new LP to original ideas and original people in this country's history. As usual, their singing is impeccable and they shine on "The Star Spangled Banner," "Just A Little Talk With Jesus" and "How To Be A Country Star." The LP also contains the funny, but thoughtful "Where He Always Wanted To Be."



YOU'VE GOT SOMEBODY — Vern Gosdin — Elektra-6E-180 — Producer: Gary S. Paxton — List: 7.98.

Vern Gosdin is looking a little older on his album jacket, but his singing is smooth and warm as a baby's skin. In a pure sense, he is one of the very best country singers — right up there with George Jones. Gosdin usually includes one or two pop songs on his albums, but his versions are pure country. "You've Got Somebody, I've Got Somebody," "She's Gone" and "Till I'm Over Getting Over You" are tops here.



HEART TO HEART — Susie Allanson — Elektra/Curb-6E-177 — Producer: Ray Ruff — List: 7.98

Acclaimed as one of the most promising female country vocalists, Susie Allanson confirms this opinion on her new Elektra/Curb LP. Allanson's voice can soar, and she uses it well on this batch of country-pop tunes. Ray Ruff's production work is well-defined and supportive of Susie. The album includes "Heart To Heart," "Words" and "One Fine Day."



I'LL NEVER LET YOU DOWN — Tommy Overstreet — Elektra-6E-178 — Producer: Bob Millsap — List: 7.98

After a long career, Tommy Overstreet continues to improve. In the past couple of years, he has altered his style ever so slightly towards a country-pop-rock vein and his new LP leans further in that direction. But Overstreet seems at home and relaxed with his new music and it shows. He hits new highs with "Forever In Blue Jeans," the title song and "I've Got To Hold On To You."



HALF & HALF — Jerry Reed — RCA-AHL1-3359 — Producers: Jerry Reed and Chip Young — List: 7.98

Jerry Reed is widely respected as a multi-talented artist, and he is credited with bringing new dimensions in guitar work to country music with his unique pickin' style. His talent is hard to capture on record, but this LP offers a side of Jerry singing and a side of Jerry just plain pickin'. With the help of some fine musicians, Reed sings well on "Second-Hand Satin Lady," and he picks on "Stars And Stripes Forever" and "Jiffy Jam."

Faron Young Club Opens In Nashville

NASHVILLE — The Faron Young Celebrity Ballroom officially opened March 15 with a press reception and a grand opening party at the club, located at 102 Third Avenue North.

Faron Young was on hand to host the party and welcome members of Nashville's music community and news media representatives. Young and his band, the Country Deputies, performed at the club March 16 and 17.

The completely remodeled club, which features a large dance floor and has seating for over 600, will feature pure country music seven nights a week, with top name talent scheduled to appear on weekends. In addition to Young, talent already booked includes Del Reeves and Jerry Lee Lewis, according to the club's general manager, Lee Hollingsworth. Elmer Fudpucker and Lou Berry have signed for 22 shows.

The ballroom will be open evenings from 9:30 p.m. - 2:30 a.m., with the dining room operating from 6:00 p.m. - 12:00 midnight.

Owners of the new nightclub are Faron Young and Lee Hollingsworth.

Travel Co. Caters To Music Industry

NASHVILLE — South Winds Travel Agency, Inc., a travel company designed to accommodate the needs of the Nashville music industry, opened its offices here in late November.

Under the direction of Agency president Michelle Martin and assistant manager Arden Mimms, South Winds offers tour coordination for music groups and other additional services that most travel agencies are not prepared to offer.

Agency Misconception

Martin, who has five years previous experience in tour coordination, said the agency also will work with promoters on tour, handle hotel pre-registration for musicians and coordinate last-minute changes and cancellations.

A misconception of travel agencies, Martin added, is the common belief that the service of agencies are expensive. "There is no additional charge if a client books an airline through a travel company. The airlines pay us a commission. There is an extra charge, however, if we coordinate a tour itinerary for a music group."

COUNTRY

THE COUNTRY COLUMN

Glenn Sutton, who until recently has been the man behind the scenes, appeared at the *Exit/In* a couple of weeks ago. Sutton has written or co-written such country classics as "My Man" by **Lynn Anderson**, "What's Made Milwaukee Famous" by **Jerry Lee Lewis** and "Almost Persuaded" by **David Houston**. He has also garnered acclaim as a producer, including **Lynn Anderson's** "I Never Promised You A Rose Garden." But in December Sutton took his own white hot spot light with "The Football Card," the song that captured the fancy of a nation. The *Exit/In* appearance was fashioned to feature Sutton's debut album for Mercury, "Close Encounters Of The Sutton Kind." The humorous show really had the audience going, even producer **Billy Sherrill**, who rarely shows emotion, was obviously having a good time.



Glenn Sutton

Latest rumor making the Music Row rounds is that **Roy Orbison** has signed with Elektra and is busy in a Muscle Shoales studio cutting another plastic platter to feed the masses.

Although **Dolly Parton's** "Heartbreaker" was named best Country and Western LP in this year's Playboy Music Poll, **Crystal Gayle** was not exactly left out. Three of her albums, "When I Dream," "We Must Believe In Magic" and "Crystal" placed in the Top 20.

As if to steadfastly hitch her reign to the pop post, **Dolly Parton** has rented herself an apartment in the big city — New York. Decorated by **Barbara Rosen**, the white and beige creation overlooks Central Park and will double as an office for a new company that Dolly, her manager **Sandy Gallin** and **Raymond Katz** are reportedly forming with RCA Records. Dolly is also planning a far eastern tour in early July that will cover New Zealand, Hong Kong, Australia and Japan. On the home front, she will do four shows at the Amphitheater in L.A. Sept. 20-23.

Ronnie Milsap will be the subject of an upcoming "Young People's Special" on WSM. A crew from the network was busy interviewing Ronnie in his home March 27.

Don Schlitz appeared at the *Exit/In* March 24 in a benefit concert for the Humphrey Street School of Music and Crisis Call Center. The show was simulcast by WKDA and WKDF.

Waylon Jennings will be a special guest of **Cheryl Ladd** on her upcoming special, to be aired before the Academy Awards show April 9.

Stella Parton recently made a dramatic appearance on the television show "The Dukes of Hazard."

The Grand Ole Opry celebrated its 6th annual Homecoming a couple of weeks ago with many of the veteran stars who began with the Opry. Among the celebrities were old-time fiddle players **Curly Fox** and **Sid Harkreader**, dobro player "**Bashful Brother Oswald**" **Kirby**, **Roy Acuff**, **Jack Shook** and **Alcyone Bate Beasley**. Fox's Opry days date back to the mid-'30s, and Harkreader's tunes were heard when the Opry was still called the WSM Bardance.

Larry Butler celebrated his birthday last week with a party in his office in the United Artist Tower. Celebrating with the producer were various Music Row executives and writers.

Capricorn recording artist **Kenny O'Dell** has been nominated by the Academy of Country Music for Top New Male Vocalist of 1978. "The Hat" awards will be presented at the 14th annual ceremonies on May 2. The awards will be broadcast live from the Hollywood Palladium on NBC.

Eddie Rabbitt will be the featured performer at a western evening at Bloomingdales department store in New York. The charity event, which will introduce designer **Ralph Lauren's** new line of western wear, will benefit the National Committee, Arts For The Handicapped.

On the day of her Carnegie Hall appearance (March 22) **Dottie West** called **Cash Box** to give her reaction to the prestigious date. "I'm really thinking a lot about **Patsy Cline** today because, first of all she was my real hero. That's who I wanted to sing like when I first got started. I remember when Patsy got to play Carnegie Hall. I have her scrapbook and eventually I'm going to will it to her daughter. But I'm waiting till she gets a little older so she will appreciate it. I know that dreams do come true, but I didn't know if I would really ever get to work Carnegie Hall."

Dottie is in the process of working a 27-date tour with **Kenny Rogers** and the **Oak Ridge Boys**. She has been recording with Kenny for more than a year now, and their current duet single, "All I Ever Need Is You" is #4 bullet on the **Cash Box** Singles chart, while their album, "Classics," debuted at #44 bullet this week on the Country Album charts. "Everything is so professional and put together so well," Dottie said of working with Rogers. "I am singing to people who have never even heard me before, and certainly never seen me live."

Dottie's new single, "Sometimes When We Touch," and upcoming LP should be released sometime in the spring.



Dottie West



ASCAPHONORS WINNING SONGWRITERS — Nashville's ASCAP office recently hosted a reception honoring its award-winning writers. The cocktail party/buffet party lauded **Don Schlitz** for "The Gambler," which won a 1979 Grammy for Best Country Song; **Randy Goodrum** for "You Needed Me," which won Song of the Year by the Nashville Songwriter's Association; and **Sonny Throckmorton**, who won Songwriter of the Year by the Nashville Songwriter's Association. Shown at the party are (l-r): **Paul Adler**, ASCAP membership director; **Schlitz**; **Throckmorton**; **Goodrum**; and **Ed Shea** in rear, ASCAP southern regional director.

Clement Studios Cutting Hits

by **Jennifer Bohler**

NASHVILLE — Songs recorded in Jack Clement Studios currently hold 12% of the Country Singles chart this week, while LPs recorded there register at nine in the top 75 Country Albums chart. **Kenny Rogers' "The Gambler"** which was produced at Clement's, is in the #1 spot on the LP chart after 17 weeks.

In the singles category, the studio boasts three songs in the top 10: **Moe Bandy's "It's A Cheatin' Situation"** at #2 bullet; "All I Ever Need Is You," by **Kenny Rogers** and **Dottie West** at #4 bullet; and **Gene Watson's "Farewell Party"** at #8 bullet. Four Clement recorded singles follow in the top 50: "Lay Down Beside Me," by **Don Williams** charting at #20 bullet; "There's Always Me" by **Ray Price** at #34 bullet; **Roy Clark's "Shoulder To Shoulder (Arm And Arm)"** at #35; and "I Lost My Head" by **Charlie Rich** at #43 bullet.

Rounding out the Clement studio recorded singles are five more songs: "Hold On To What You've Got" by **Sonny James** at #62 bullet; **Mickey Newbury's "Looking For The Sunshine"** at #76; "Loving' You, Lovin' Me/Ten Thousand And One" by **Connie Smith** at #82; **Pal Rakes' "You And Me And The Green Grass"** at #92; and **Freddy Weller's "Fantasy Island"** at #100.

Album Listings

Charting albums include two in the top 25: "The Gambler" at #1; and **Don Williams' "Expressions"** at #15. Five albums are included in the next 25 counts: "Ten Years Of God" by **Kenny Rogers** at #27; the self-titled "The Amazing Rhythm Aces" at #31; **Moe Bandy's "It's A Cheatin' Situation"** at #36; **Gene Watson's "Reflections"** at #43; and "Every Time Two Fools Collide" by **Kenny Rogers** and **Dottie West** at #49.

Charlie Rich's "The Fool Strikes Again" at #68 is on the chart for the ninth week. Additionally, the studio charted a new add this week with **Kenny Rogers** and **Dottie West** entering at #44 bullet with their "Classics" LP.

In 1978, six #1 singles were produced in the studio, as well as two #1 albums.

Built in 1969 by Jack Clement, the two

studio recording facility is currently owned by **Larry Butler** and **Al Miffilin**, and managed by **Jim Williamson**. Since Studio B underwent renovations, totaling in excess of \$200,000 in December, both it and Studio A are now equipped with 24 track facilities.

According to manager **Williamson**, Clement's state of the art studio is now comparable to anything the west coast or New York has to offer.

"I have toured the west coast, New York and the Chicago area many times where the major recording facilities are located" he said. "Quite frankly, I have found that not only this facility, but many others in the Nashville area offer to the artist and producer as good, if not better recording facilities as far as the technical aspects and conveniences.

"In the Nashville music industry, we know what we are doing, we know what we are capable of doing — the problem is nobody else does."

Williamson cited the example of an advertisement for a Los Angeles studio

(continued on page 54)

CBS & Paycheck Take Legal Action

(continued from page 31)

quit. I am treating Paycheck as a label artist and will be releasing albums for 10 years. I have never looked for publicity, but this will end up being a front-page story."

In answer to the allegation by CBS and Paycheck that the Little Darlin' masters were old tapes, **Mayhew** merely said that it is a matter of opinion whether a master was old or not.

"I don't know that these tapes are old," **Mayhew** said. "These tapes are unreleased and it is a matter of opinion if they are old or current. If they were recorded on multi-track, still have a current sound and have never been issued, then I don't think they are old. I know that CBS has released some songs on Paycheck which are at least five years old. I feel I am in the right. It is a very big situation and will probably be the biggest suit of the year."

CBS Planning Creative Expansion For In-House Art Design Department

NASHVILLE — With the recent appointment of **Bill Johnson** to the newly created position of assistant director, creative services for CBS Records here, the CBS in-house design and packaging department is set to expand even further the innovative album graphics work the company has initiated, said **Virginia Team**, director of creative services for CBS in Nashville.

Team said **Johnson**, who was previously assistant art director for *Rolling Stone* magazine, will work with her on album design as well as assisting in preparation of graphics for advertising audio/visual presentations. "I look to **Bill** to be involved in all areas of the album design and creation. With his vast background, we will be able to explore some new prospects and approaches to album packaging."

Beginning her career with CBS in 1966 in the New York office, **Team** transferred to the west coast in 1969 to set up the Columbia art department there. In early 1972, **Team** left CBS and for the next six years worked for *Outside Magazine* and *Rolling Stone* before moving to Nashville and heading the art department here.

Although she utilizes photographers outside of Nashville for country album covers, she strongly feels the creative process should originate in Nashville. But **Team** also wants to try more location shots for album covers.

"I think it is imperative that there be an art department in Nashville to do the country

packages," said **Team**, who uses such photographers as **Norman Seeff**, **Beverly Parker**, **Baron Wolman** and **Frank Laffitte**. "I used to do them in New York with really no feel for the music, the artists or the audiences. Being here I have my fingers on the pulse — I now have a relationship with country. **Cheryl Schmidt**, who continues to assist **Bill** and me, has been a tremendous help in this aspect.

Location Shooting

"There are a lot of things I'd like to try here, like taking our artists on location more to shoot their album covers," added **Team**, who has been instrumental in the location cover shots of **Tammy Wynette**, **David Allan Coe**, **Willie Nelson**, **Johnny Rodriguez** and **Johnny Duncan**. "We have only scratched the surface there."

In the sensitive, creative world of designing album covers which will please the artist and the public, **Team** said she "tries to match the right people and the right settings." **Seeff**, who has photographed covers for **Santana**, **Chicago**, the **Captain and Tennille** and **Johnny Cash**, respects **Team** for her intelligence and energies.

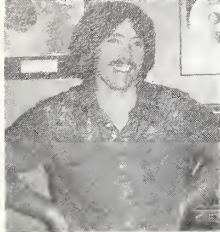
"Working with **Virginia** is a terrifically supportive experience," **Seeff** said. "I now find myself working as strongly in Nashville as in New York or L.A. because **Virginia** is such an energy force. She knows how to inspire people she works with, and I always know something great is going to happen when I work with her."

COUNTRY RADIO

THE COUNTRY MIKE

WAXX HOLDS FIRST ANNUAL "CHUCK-HOLE" CONTEST — MD Tim Wilson of WAXX-Eau Claire, was telling Country Mike about the first annual "Chuck-Hole" contest that the station recently held. According to Tim, after the harsh winter, Wisconsin roads have an over-abundance of chuckholes. Listeners were invited to phone WAXX and describe their favorite (or least favorite, depending on your point of view) chuckhole on the air in hopes of winning one of the thirty free front end alignments for their car. Listeners with the best description of their chuckhole won the free alignment.

WVOJ/Jacksonville MD Country Charlie announces the following jock line-up for the station. **Gene Pope** does morning drive from 6-10 and then MD Country Charlie takes over doing middays in the 10-2 time slot. Afternoon drive belongs to **Tom Allen** from 2-6. **Dale Kirby** handles the 6-midnight show at the station.



Johnny Steele

MUSIC DIRECTOR PROFILE — Johnny Steele, MD for KRAM/Las Vegas, has been in this position since 1978. He has been with KRAM for the past five years. Johnny got his first radio job with KENO/Las Vegas in 1970 after attending the University of New Mexico. After a year with KENO, he went to Albuquerque for the next three years. Johnny worked at KRST in 1971 before getting his first taste of country at KRZY, the sister station of KRST. He then went to KOB in 1973 before returning to Las Vegas to go to work at his present station KRAM.

WPNX/Columbus has a jock opening in the 6-midnight time slot.

Send tapes and resumes to the attention of Jim Bell, WPNX Radio, P.O. Box 687, Columbus, Ga., 31902.

KERE BEGINS THE "ALZADO ON SPORTS" SHOW — KERE/Denver announced the signing of well-known Denver football star **Lyle Alzado** to produce the "Alzado On Sports" show for the station. KERE has concluded an intensive all-media promotional campaign for the show which begins airing on April 2 and is heard on a regular basis Mondays through Fridays.

Gerald A. Jefferies has joined the staff of ITC Communications of Arizona, as a sales executive for KXTC/KJJJ in Phoenix. Jefferies, from Cleveland, has been in Arizona for the past two and a half years where he was employed by Arizona Audio. He has also held the position of promotion director for Associated Distributors and was creative director for Concepts Advertising Agency, prior to joining Arizona Audio.

WHK SENDS GIRLS TO CAMP — WHK/Cleveland is going to send five lucky little girls to the Girl Scouts Summer World Day Camp for two weeks. The camp features drama, music, dance, environmental education, swimming, boating, hiking, and other camp activities. To win the all-expense paid two week trips, girls from 6 to 12 years of age must send WHK a camp name for their favorite air personality. One winner will be chosen for each air personality based on creativity and originality for the name chosen.

Jay Q. Berkson, president of the Boston-based Affiliated Broadcasting, Inc., announced the appointment of **Pat Foy** to the position of sales manager of WSAI/Cincinnati. Foy has headed the local sales department at WSAI's sister station WWYD in White Plains, New York. A former account executive for ABC-TV Affiliate Relations, he has also worked as account executive for Nationwide's WNCR/Cleveland. Foy holds a BS in Communications from Ohio State University.

KELSO BECOMES PROGRAM DIRECTOR FOR WLAS — Jim Kelso has been named the new PD at WLAS/Jacksonville. Kelso comes to WLAS from the sister station WXQR also located in Jacksonville. MD Willis Williams announces the new jock line-up for the station. **John Lyles** begins the day from 6-10. MD **Willis Williams** follows with his show in the 10-3 time slot. PD Jim Kelso takes over with afternoon drive at 3-7 when **Lisa Gray** comes on from 7-midnight. **Steve Scott** has the all-night show.

PD/MD **Don Paul** of KTTS/Springfield takes music calls Monday through Friday from 10-11. Don also announced his current jock line-up for the station. Mornings begin with PD/MD **Don Paul** at the controls. **Bob Kinny** takes over at 8 and goes to 10. **Bill Perkin** handles the midday chores from 10-2. **Rick Richmond** has the afternoon drive slot from 2-6. **Rob Hough** takes care of the 6-midnight shift. All nights belong to **Diane Davis** and **Chuck Riley**.

REMEMBER — Releases and publicity photos to Country Mike, 21 Music Circle East, Nashville, Tn., 37203.

country mike

Mel Tillis Buys KIXZ/Amarillo, Texas

AMARILLO — Mel Tillis has formed Tillis Communications and purchased radio station KIXZ in Amarillo, Tx., Shelly Davis



MISS KOKE 1979 — KOKE Radio held the 2nd annual "Miss Sterling County KOKE" contest Feb. 28 at the Silver Dollar South in Texas in which Jan Weis was selected from the ten finalists. Jan will represent KOKE at various functions throughout the year and will be the reigning queen of the 1979 Austin Livestock Show and Rodeo. Pictured are (l-r): Jerreanne Thomas; Jan Weis, Miss Sterling County 1979 and Jim Ray, KOKE general manager.

Tillis's business manager, announced recently. Davis, vice president of Tillis Communications, said the company was formed for the intent of purchasing more radio properties in the future.

Tillis, who is president of the company, bought KIXZ for \$550,000 from Broadcasting Associates of Dallas and became the owner on March 20. The station was formerly an adult contemporary format, but has changed to all-country programming.

The purchase is the first radio investment for Tillis, but Davis said Tillis is looking for more stations to buy. "We intend to purchase more stations, and we are looking at the south for additional properties as investment criteria," Davis said.

A large operating budget will be utilized at KIXZ, and two free concerts featuring Tillis, Glen Campbell and Willie Nelson were held March 29 at the Civic Coliseum. A new building is also planned for the station.

Since the purchase, the staff has increased and Jody Carter is now the program director and Phil Robinson is the music director. Carter previously worked for KWKH in Shreveport, La. and Robinson worked for KPCC in Los Angeles. Richard Haines is the station general manager.

MOST ADDED COUNTRY SINGLES

- DON'T TAKE IT AWAY — CONWAY TWITTY — MCA**
KVOO 65-54, KFDD Ex-47, KSOP Ex-40, KXOL 44-38, KRAK 48-34, KNEW Ex-37, WSAI 21-16, WDEE Ex-33, WIRK 33-28, KRMD Ex-36, WSLC 35-22, WJJD Ex-28, KJJJ Ex-20, WQQT 27-17, WMAQ 30-19, KFTN 37-29, WWVA 27-16, WMZQ 39-31, JY97 Ex-21, WTMT Ex-36, WWSW Ex-37, KGA 32-25, KSON 35-27, KCKN Ex-31, WBAM 29-20, WRRD 35-26, WTSO 44-38, WDAF 28-18, WSUN 24-18 KHEY, 43-36, KRAM 37-28, WMNI 26-15, WPLO 23-16, WIL 35-27, KLAC 51-42, KENR 37-21, KEBC 28-22, EGTO 33-22, KXLR Ex-45, WYDE, 19-10, WWOL 32-27, WHK 23-15, KCKC 16-10, KTTS Ex-16, WIRE Ex-42, KLLX Ex-63, WSDS 43-37, WLAS Ex-39, KBBQ 33-27, KWKH Ex-35, KWMT 45-35, KIKX Ex-35, WEMP 28-22, WAXX 30-24.
- LAY DOWN BESIDE ME — DON WILLIAMS — MCA**
KVOO 52-49, KFDD 49-41, KSOP Ex-30, KXOL 46-39, KERE 39-33, KRAK 49-44, WKDA Ex-30, KNEW Ex-38, WSAI 37-28, WDEE Ex-34, KRMD Ex-38, WSLC 34-20, WJJD 29-22, WSHO 14-9, WMAQ 35-28, WWVA 32-23, WMZQ 40-33, FM97 Ex-18, WTMT Ex-37, KGA 39-33, KSON Ex-40, KCUB Ex-9, WTSO 33-25, WSUN Ex-27, KHVY 44-37, KRAM Ex-32, WMNI Ex-36, WPLO 21-14, WIL 37-29, KLAC 52-45, KENR 39-32, KEBC 29-23, WGRO 37-26, WJRB 39-33, WKMF Ex-28, KNOT 54-47, KSSS Ex-31, WWOL Ex-28, WHK Ex-34, WDOD 34-26, KTTS Ex-19, WIRE 43-33, WSDS 42-36, WLAS Ex-40, KBBQ 32-26, WXCL 35-29, KWKH 23-15, KWMT 32-24, KBET Ex-35, KIKX Ex-38, WEMP 23-16, WAXX 34-27.
- BACKSIDE OF THIRTY — JOHN CONLEE — MCA**
KVOO 27-21, KSOP 39-33, WMPS 11-5, KXOL 27-20, KERE 42-34, KRAK 40-31, WKDA 27-17, KNEW 33-24, WDEE 38-30, WIRK 31-23, WJJD 28-21, WUBE 38-33, WQQT 21-15, KOYN 40-26, KFTN 30-22, WWBA 25-17, WMZQ 21-16, FM97 28-17, WWSW 23-16, KSON 29-20, KCKN 26-16, KCUB Ex-28, WRRD 27-14, WDAF 17-9, KRAM 30-22, WMNI 29-21, WPLO 25-18, WVOJ 30-21, WIL Ex-37, KLAC 39-28, WGTO 14-9, WJRB 21-15, WKMF 19-11, KSSS 26-18, WWOL 22-17, KZIP 28-15, KLZ 34-25, KKTS Ex-20, WIRE 33-24, WSDS 20-6, WLAS 36-29, KWJJ 36-28, KBBQ 22-15, WXCL 30-20, KWKH 15-9, KWMT 21-10, KBET 30-24, KIKX 38-18.
- SOMEONE IS LOOKING FOR SOMEONE LIKE YOU — GAIL DAVIES — LIFESONG**
KVOO 24-18, KERE 43-35, WKDA 31-29, KYNN Ex-33, KNEW 35-28, WIRK Ex-39, KRMD 30-18, WJJD Ex-29, WUBE 14-9, WQQT Ex-45, WMAQ Ex-40, WMZQ Ex-40, FM97 32-20, WWSW 30-22, KSON 32-24, KVOO Ex-37, WSLR Ex-30, WTSO 43-34, WSUN Ex-25, KHEY 50-41, WMNI 28-20, WPLO 19-13, WIL 33-26, KLAC 36-27, WGTO 22-15, WKMF 17-10, KXLR Ex-40, KSSS 21-16, KZIP 30-18, WDOD 37-28, KLZ 27-20, WIRE 37-30, WSDS 22-16, WLAS Ex-33, KWJJ 35-30, KBBQ 24-19, WXCL 28-21, WEEP Ex-32, KWMT 25-18, WEMP Ex-25, WAXX 32-25.

MOST ACTIVE COUNTRY SINGLES

- SAIL AWAY — OAK RIDGE BOYS — MCA**
KFDD, KERE, KRAK, KNEW, WIRK, KRMD, WJJD, WUBE, KOYN, KFTN, WWVA, WMZQ, KMPS, KGA, KCKN, WRRD, WPNX, WDAF, WSUN, KHEY, KRAM, WNRS, WMNI, KENR, KZIP, WHOO, WIRE, WLAS, KWKH, WEEP, KBET, KIKX, WEMP.
- ROCKIN' MY LIFE AWAY — JERRY LEE LEWIS — ELEKTRA**
WIRK, KRMD, WUBE, KOKE, WSHO, WMAQ, WMZQ, FM97, WTMT, WBAM, WPNX, KHEY, KRAM, WNRS, KVOO, WVOJ, KENR, WGTO, WJRB, KXOL, WKMF, KNOW, KSSS, KZIP, WHOO, KCKC, KTTS, KBET, WLAS, WBAM, KIKK.
- I'M THE SINGER, YOU'RE THE SONG — TANYA TUCKER — MCA**
KERE, WIRK, WMZQ, FM97, WPNX, KHEY, KRAM, KVOO, WNRS, KENR, KEBC, WGTO, WKMF, KZIP, KCKC, KTTS, KBET, WAXX, WLAS, WBAM, KIKK.
- WHAT'S ON YOUR MIND/SWEET MELINDA — JOHN DENVER — RCA**
KERE, KNEW, WQQT, KHEY, KRAM, KSOP, WGTO, KSSS, WDOD, KCKC, WIL, KRAK, WBAM, KTTS, WSHO, WFAL.
- SWEET MELINDA — RANDY BARLOW — REPUBLIC**
KSOP, KRMD, WSHO, WQQT, WMAQ, WTSO, KRAM, KXLR, KSSS, WSDS, KBBQ, KIKX, WEMP, WAXX.



JOHNNY CASH VISITS WTSO RADIO — During his recent concert in Madison, Wisconsin, Johnny Cash visited WTSO while some fans waited in line for six hours to shake the hand of the legendary Cash, according to Chuck Morkri, operations manager of WTSO. WTSO also ran a "Valentines for Johnny" promotion with the winners getting the opportunity to meet Johnny Cash and members of the show during intermission. Several of the valentines will be on display at Cash's museum that will open this spring. Pictured are (l-r): Pam Severson, valentines winner; Johnny Cash; Mary Ann Schornberg, valentines winner; June Cash and Chuck Morkri, operations manager of WTSO.

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On Chart
1 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1 22
2 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	2 28
3 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	3 20
4 EVERYTHING WILL BE ALRIGHT REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 14499)	4 12
5 FOR THE WRONG I'VE DONE WILLIE BANKS & THE MESSENGERS (HSE 1521)	5 18
6 I'LL KEEP ON HOLDING ON MYRNA SUMMERS (Savoy 14483)	7 34
7 TREASURES SHIRLEY CAESAR (Hob HBL 502)	17 6
8 FAMILY REUNION REV. JULIUS CHEEKS (Savoy 14504)	12 4
9 DR. JESUS THE SWANEE QUINTET (Creed 3088)	9 18
10 FROM THE HEART SHIRLEY CAESAR (Hob HBL 501B)	6 28
11 DWELL IN ME REV. MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR (Savoy 14501)	11 16
12 LIVE IN LONDON ANDRE CROUCH & THE DISCIPLES (Light LS 5717)	8 38
13 TRY BEING BORN AGAIN TROY RAMEY & THE SOUL SEARCHERS (Nashboro 7190)	13 14
14 FIRST LADY SHIRLEY CAESAR (Hob HBL 500)	10 12
15 YOU LIGHT UP MY LIFE REV. ISAAC DOUGLAS (Creed 3090)	— 2
16 MORE THAN ALIVE SLIM & THE SUPREME ANGELS (Nashboro 7209)	— 2
17 CAN'T NOBODY DO ME LIKE JESUS REV. WILLINGHAM (Nashboro 7208)	— 2
18 COMMON LAW MARRIAGE REV. LEO DANIELS (Jewel 0145)	— 2
19 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	14 90
20 FAITHFUL DAUGHTER DOROTHY NORWOOD (Savoy 14515)	16 6

Inspirational

	Weeks On Chart
1 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	1 16
2 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	4 18
3 HAPPY MAN B.J. THOMAS (Myrrh MSB 6593)	3 30
4 THE VERY BEST OF THE VERY BEST BILL GAITHER TRIO (Word WSB 8804)	2 20
5 MIRROR EVIE TOURNQUIST (Wopd WST 8735)	5 90
6 FORGIVEN DON FRANCISCO (New Pax NP 33042)	7 16
7 HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	6 90
8 TELL 'EM AGAIN DALLAS HOLM & PRAISE (Greentree R 3480)	8 22
9 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow SPR 1015)	9 90
10 MUSIC MACHINE CANDLE (Birdwind BDWG 2004)	10 54
11 A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS EVIE TOURNQUIST (Word WST 8745)	11 50
12 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow SPR 1020)	12 46
13 REX NELSON LIVE (Canaan CAS 9830)	16 4
14 HINSONS... ON THE ROAD — LIVE (Calvary STAV 5159)	14 14
15 SING ABOUT A NEW DAY FLORIDA BOYS (Canaan CAS 9837)	13 8
16 GENTLE MOMENTS EVIE TOURNQUIST (Word WST 8714)	15 90
17 HIS LAST DAYS DALLAS HOLM & PRAISE (Greentree R3534)	— 2
18 COSMIC COWBOY BARRY MCGUIRE (Sparrow SPR 1023)	20 24
19 LOOKING FOR YOU INSPIRATIONS (Canaan CAS 9838)	18 20
20 SOMEWHERE LISTENIN' JIMMY SWAGGART (Jim 128)	19 20



CHRISM SIGNS STEPHANIE BOOSHDA — *Chrism Records*, a division of *Tempo, Inc.*, has announced the signing of Stephanie Booshda to an exclusive recording and publishing contract. Pictured (l-r) at the signing are: Wayne Booshda, husband and producer, Dan Brock, manager; Bill Rayborn of *Tempo* and Booshda.

Publishers Set Forum Series

LOS ANGELES — A non-profit series of three-day seminars called "Music Encounter," to be presented by 11 major Christian music publishers, is scheduled for nine cities this year.

Ray DeVries, director of special services for Lexicon Music, Woodland Hills, Ca. developed the concept and will serve as executive director for the project. The publishing companies involved will include Lexicon Music, the Benson Company, Good Life Productions, Hope Publishing Company, Lillenas Music Creations, Lorenz Industries, Manna Music, Sparrow, Tempo, Triune Music and Word Music.

Each seminar will include 11 reading sessions, 20 workshops, plus concerts and a special delegate packet with added tips and materials. The registration fee is \$80.

DeVries said the seminars would be worth the money simply for the reason of keeping music directors informed on the latest music and trends.

"This concentrated program will allow choir and music directors to come one place yearly for the latest information," DeVries said. "We are trying to inspire people to inspire others. Each church has a music budget and most will spend it locally. Bookstores can take area choir directors as their guests and charge the fee against their advertising budgets because the sponsored member will be buying music from them."

Gospel publishing personnel involved

in the upcoming seminars include such persons as Ralph Carmichael, Bob Benson, Larry Dalton, Otis Skillings, Kurt Kaiser, Dan Burgess, Billy Ray Hearn, Jesse Peterson, John W. Peterson, Johnny Mann, Thurlow Spurr, Grady Nutt, Jamie Owens-Collins and Andrew Culverwell.

More information can be obtained by calling toll free (800) 228-5000, ext. 10 or writing Box 3100, Woodland Hills, Ca. 91365.

Christian Forum Set By CBN Univ.

VIRGINIA BEACH, Va. — Christian Broadcasting Network University has announced plans for a Christian Music Seminar to be held June 24-29 on the campus of Old Dominion U. in Norfolk, Va. The seminar is being planned to meet the training needs of ministers of music, college musicians and rising high school juniors and seniors.

Classes will be conducted in all phases of the Christian music field, and nightly concerts will be performed by top Christian recording artists. The seminar will emphasize television and radio, including field trips to the CBN Studios and a taping of the "700" Club program.

An added feature of the seminar will be a three-day segment of the upcoming "Music Encounter" forum, conducted by 11 major Christian publishing companies.

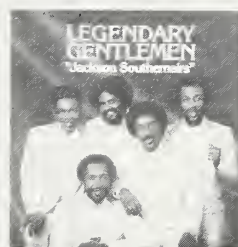
REVIEWS

VARIOUS ARTISTS — 20 Bluegrass Originals-Hymns — Gusto: GD-5030X — Producer: Not Listed — List: 6.98.

Bluegrass music is an American original, and Gusto Records has put together a package of classic hymns recorded by the legendary names of that genre. In today's faddish, unctuous world of the music business, these songs lose none of their impact. In fact, their intrinsic beauty, born of a more simplistic time and place, is all the more auspicious. In an economic inflationary period, this album is a super bargain. There are indisputable classics like the Stanley Brothers' version of "Rank Strangers," Carl Story's "Precious Memories," Wilma Lee & Stony Cooper's "Walking My Lord Up Calvary Hill," the Lewis Family's "Unclouded Day," Reno & Smiley's "Amazing Grace," and more.

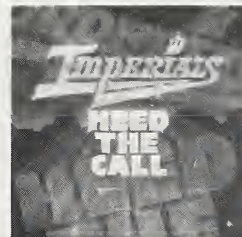
THE IMPERIALS — Heed The Call — Dayspring: DST-4011 — Producer: Chris Christian — List: 6.98

The Imperials have a colossal reputation to uphold and one might expect an occasional mediocre effort from the quartet. But their stature did not come from a brief flirtation with genius, and those master craftsmen show no indication of boredom. "Heed The Call" is a fine album and the Imperials are in fine form. All of their great albums have introduced at least one new song that upon first listen is obviously destined for classic status, and "Oh Buddha" was an Imperial standard the day it was written (by Mark Farrow). Other strong cuts: "Let Jesus Do It For You," "Growing Stronger" and "Whenever I Speak His Name."



JACKSON SOUTHERNAIRS — Legendary Gentlemen — Malaco: 4362 — Producer: The Southernairs — List: 6.98.

This is just a great album. It is exactly what music should be and that is everything. The Southernairs epitomize natural ability. That gift has been honed and polished and "Legendary Gentlemen" shines with a rare brilliance. If there is a bad cut on the entire album send it back 'cause you've got a scratch on your record. There is no "best" cut on this album. Each one of the nine songs is going to be someone's favorite, but "Satisfied With Jesus," "If You Trust In Jesus," "Been So Good To Me," and Red Sovine's country classic "Teddy Bear" should all receive heavy airplay.



GARY McSPADDEN — Higher Purpose — Paragon: PR33054 — Producer: Bob MacKenzie — List: 6.98.

Gary McSpadden is a singer's singer in the classic gospel tradition. Formerly with the Imperials and now the non-Gaither member of that famous trio, McSpadden is an awesome stylist. Give him the "right" song and you've got the definitive version of same. "Praise Him, Praise Him," "Filled To Overflowing," "All The Way Home," and the haunting "And Then The Wind Blew," show McSpadden at his best. Except for a medley the other songs are not as well suited for Gary but, song selection aside, McSpadden's vocals are impeccable and illustrative of the universality of this incredible artist.

DISCO

DISCO BREAKS

NAMES IN THE NEWS — Audrey Joseph has been tapped as the new national director of disco promotion for Arista Records. Audrey moves to Arista from her position as director of national promotion for MK Dance Promotions. Reportedly, **Cathy Jacobson** is expected to join MK in New York shortly. Cathy currently works at **Midsong**. The transition for the MK New York office is expected to be smooth as Audrey will remain to acquaint the new staffer with procedures. **Rusty Garner** is handling national responsibilities for MK with his L.A. assistant **David Jeffries** set to handle the west coast while Cathy will be responsible for points east. . . . **David Rodriguez** has left his duties as director of national disco promotion at **Salsoul** to assume a more active A&R role with the company. Involved in A&R consulting and studio work, Rodriguez will report to **Ken Cayre**. While **Ellen Galloway** remains associate director, **Michel Parenteau** has been named the new national director of disco promotion. Parenteau was previously an assistant to **Chuck Gregory**, Salsoul's VP of promotion. . . . **John Brown** was recently named director of disco development and promotion for **Elektra/Asylum** which is in the process of intensifying its disco presence. Brown previously handled regional jazz/fusion promo for E/A, in addition to handling national R&B promo for ABC. . . . **Randy Sills** has been named national promotion manager for L.A.-based **Inphasion Records**, the TK-distributed new label headed by **Danny Kessler** and **Clancy Grass** of Kessler & Grass Management. Randy was previously national disco coordinator for Ariola Records. . . . **Garry Sherman** has joined **RSO** as an assistant to disco promo head, **Arnie Smith**. Sherman worked previously for two years as disco lightman at **Studio One** in L.A. and has had considerable retail merchandising experience. . . . **John Prentice** is in this week's **Disco Breaks** spotlight. Having worked at **Olivor's**, **Circus** and **Kisses** in Milwaukee and **Blinker's** in Chicago, Prentice is now the Wednesday-Sunday DJ at **Bogart's** in



DJ John Prentice

(continued on page 44)

REVIEWS

THEO VANESS — Bad Bad Boy — Prelude PRL 12165 — Two 12" package — promo only
In deference to fidelity and DJ preference, Prelude continues its unique practice of converting an LP into a two-12" package. Recorded in Paris and produced by Michael-Lana & Paul Sebastian, this material is impressive. "As Long As It's Love" is a mid-130s BPM tribute to gay love. Handclap beat and interesting vocals are supported by synthesizer and rhythm guitar lines. "Sentimentally It's You" has throbbing synthesizer, high-hat beat and a nice melodic line and "La La" chorus. The synthesizer work really percolates. Good crowd driver. Side 1 of the second 12" has a real pounder "No Romance/Keep On Dancin'" with hard-slap congas, rhythm guitar strum, jumpy bass line and spacious feeling change after the build. It also has a great line — "Blame it on the music, no romance, just want to dance." It has nice horn work. The title track opens with captivating synthesizer pulsing joined by strong kick beat. Guitar fills are tasty. This package is pure disco aimed at and for the clubs and the dancing people.

CHANSON — I Can Tell — Ariola AR 9006 — 12" — List: 3.98
That master mixer John Luongo has reworked this track produced by David Williams and James Jamerson, Jr. of Chanson. With easy entrance conga and drum opening and successive layering of drums such as timpani, frenzied strings, horns, rhythm guitar and percussion embellishments, this track is certain to attract considerable club and radio attention. The singing is bright and grabby. Mid-130s pacing and air of excitement ought to make this a good peak record choice.

CHARO — Stay With Me — Salsoul SG 212 — 12" — List: 3.98
Rick Gianatos did a fine job revamping this track originally produced by Tom Moulton. In addition to lengthening it, new tracks were added. Interesting jungle-sounding congas and drums open this pulsating track. Staccato-phrased strings are joined by pounding bass and Charo's imploring vocals. The congas are truly unique. Called "Ika Uma," the instrument is a series of tuned congas. The break is engaging. Horns and vibrant piano playing and swirling strings make this record a fine peak record certain to make them nuts on the floor. "Hot Love" on the flip-side also has interesting drum phrasing and a power approach. Check this 12" out.

RADIO DISCO HIGHLIGHTS

AT MIDNIGHT/SATURDAY NITE — T-CONNECTION
ADD: WXKS, KFMX. JUMP: WOKB, WKYS, 96X.
BOOGIE WOOGIE DANCIN' SHOES — CLAUDJA BARRY
ADD: WBOS, WKYS, KFMX, WKTU, WDRQ, WDMT. JUMP: KIIS-FM.
DANCER/DANCE TO DANCE — GINO SOCCIO
JUMP: WDMT, WCAU-FM, WKYS, 96X, WMAK.
DISCO NIGHTS — G.Q.
JUMP: KINT, WDMT, WOKB, KIIS-FM, WKYS, 96X, KXTC, WMAK.
FORBIDDEN LOVE — MADLEEN KANE
ADD: KJLA, KUTE, WDMT. JUMP: KIIS-FM, WCAU-FM, WBOS, KXTC.
HE'S THE GREATEST DANCER/WE ARE FAMILY — SISTER SLEDGE
ADD: WMAK. JUMP: KINT, WOKB, WDRQ, WKYS.
HOT NUMBER — FOXY
ADD: KIIS-FM. JUMP: KINT, KUTE, 96X, WMAK.
IN THE NAVY — VILLAGE PEOPLE
ADD: WBOS, WDMT. JUMP: KUTE, KIIS-FM, WCAU-FM, WXKS.
KEEP ON DANCIN' (LP) — GARY'S GANG
JUMP: WDMT, WOKB, WDRQ, KUTE, WXKS.
MY BABY'S BABY — LIQUID GOLD
ADD: WKTU, KIIS-FM, WDRQ. JUMP: WXKS.
ONE CHAIN — SANTANA
ADD: KXTC, WBOS, WKTU, WCAU-FM.
TAKE ME HOME — CHER
JUMP: WDMT, KIIS-FM, WGCI-FM, 96X, WXKS.
THERE BUT FOR THE GRACE OF GOD GO I — MACHINE
JUMP: WDMT, KUTE, KIIS-FM, WGCI-FM, WKYS, 96X, KXTC.
WHAT A FOOL BELIEVES — DOOBIE BROS.
ADD: WCAU-FM. JUMP: KUTE, WGCI-FM, WKYS, WXKS.

TOP 30 DISCO

	Weeks On Chart	3/31		Weeks On Chart	3/31
1 DANCER/DANCE TO DANCE GINO SOCCIO (RFC/WB — LP)	2	7	16 CLIMB/RUSHIN' TO MEET YOU MIDNIGHT RHYTHM (Atlantic — LP)	16	7
2 HE'S THE GREATEST DANCER/WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic — LP/12")	1	9	17 AT MIDNIGHT T-CONNECTION (TK/Dash — 12")	11	13
3 (EVERYBODY) GET DANCIN'★ BOMBERS (West End — 12")	4	9	18 DANCE WITH YOU★ CARRIE LUCAS (Solar/RCA — 12")	21	3
4 I GOT MY MIND MADE UP★ INSTANT FUNK (Salsoul — 12")	3	10	19 WORK THAT BODY★ TAANA GARDNER (West End — 12")	24	2
5 KNOCK ON WOOD★ AMIL STEWART (Ariola — 12")	5	6	20 ULTIMATE (ALL CUTS) ULTIMATE (Casablanca — LP)	14	11
6 FIRE NIGHT DANCE PETER JAEQUES BAND (Prelude — LP)	7	9	21 I (WHO HAVE NOTHING)★ SYLVESTER (Fantasy — 12")	29	2
7 TAKE ME HOME CHER (Casablanca — LP)	12	6	22 STICKY FINGERS (ALL CUTS) STICKY FINGERS (Prelude — LP)	22	5
8 THERE BUT FOR THE GRACE OF GOD GO I★ MACHINE (Hologram/RCA — 12")	8	11	23 PICK ME UP, I'LL DANCE★ MELBA MOORE (Epic — 12")	25	3
9 DISCO NIGHTS★ G.Q. (Arista — 12")	10	7	24 NIGHTIME FANTASY★ VICKI SUE ROBINSON (RCA — 12")	26	2
10 DA YA THINK I'M SEXY★ ROD STEWART (Warner Bros. — 12")	6	12	25 BRIDGE OVER TROUBLED WATERS/DON'T GIVE IT UP LINDA CLIFFORD (Curtom/RSO — LP/12")	—	1
11 KEEP ON DANCIN' GARY'S GANG (SAM/Columbia — 12")	9	14	26 MY BABY'S BABY★ LIQUID GOLD (Parachute/Casablanca — 12")	30	2
12 HOLD YOUR HORSES (ALL CUTS) FIRST CHOICE (Gold Mind/Salsoul/RCA)	17	5	27 HAVEN'T STOPPED DANCIN' YET GONZALEZ (Capitol — 12" Remix)	13	14
13 BANG A GONG WITCH QUEEN (Roadshow/RCA — 12")	15	5	28 BY THE WAY YOU DANCE BUNNY SIGLER (Gold Mind/Salsoul/RCA — 12")	28	3
14 FORBIDDEN LOVE★ MADLEEN KANE (Warner Bros. — 12")	19	4	29 MUSIC IS MY WAY OF LIFE PATTI LABELLE (Epic — 12")	—	1
15 MAKIN' IT★ DAVID NAUGHTON (RSO — 12")	20	4	30 I WILL SURVIVE★ GLORIA GAYNOR (Polydor — 12")	18	19

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

PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
Paul Drake Chicago	Dance With You Carrie Lucas — Solar/RCA	Boogie Woogie Dancin' Shoes Claudja Barry — Chrysalis
Scott Talarico Ft. Lauderdale	Ring My Bell Anita Ward — T.K.	Going Through Changes Joe Simon — Spring/Polydor
Tony Smith New York	Ain't No Stoppin' Us Now McFadden & Whitehead — CBS	Spank Jimmy Bo Horne — Sunshine Sound
Manny Slali Los Angeles	Dancer/Dance To Dance Gino Soccio — RFC/W.B.	I (Who Have Nothing) Sylvester — Fantasy
Bob Babwin Phoenix	Dance With You Carrie Lucas — Solar/RCA	A Girl Like You John Travolta — Midsong
Gary Tighe San Francisco	One More Minute St. Tropez — Butterfly	Music Is My Way Of Life Pattie Labelle — Epic
Bacho Manguel New York	Let's Get Wet Phillip Mitchell — Atlantic	Panic French Kiss — Polydor
Steve Smith Los Angeles	Disco Nights G.Q. — Arista	Work That Body Taana Gardner — West End
Dave Leo Milwaukee	What A Fool Believes Doobie Brothers — W.B.	Bridge Over Troubled Water Linda Clifford — Curtom/RSO
Jerry Johnson Detroit	Don't Give It Up Linda Clifford — Curtom/RSO	Ring My Bell Anita Ward — T.K.
Al Paez New Orleans	Work That Body Taana Gardner — West End	Music Is My Way Of Life Pattie Labelle — Epic
Mark Rosenbaum Washington, D.C.	Dancer/Dance To Dance Gino Soccio — RFC/W.B.	Poussez Poussez — Vanguard
Ken Jason Chicago	Boogie Woogie Dancin' Shoes Claudja Barry — Chrysalis	Music Is My Way Of Life Pattie Labelle — Epic
George Cadenas Key West	No Romance Theo Vaness — Prelude	Ring My Bell Anita Ward — T.K.
Bill Stooke Boston	Rocket To The Top Mantus — SMI	Nyro Nyro Express — Whitfield/Warner

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- "SHAME" — Evelyn "Champagne" King — RCA Records
- "INSTANT REPLAY" — Dan Hartman — Blue Sky Records
- "GOT TO BE REAL" — Cheryl Lynn — Columbia Records
- "HAVEN'T STOPPED DANCIN' YET" — Gonzalez — Capitol Records
- "KNOCK ON WOOD" — Amii Stewart — Ariola Records

New York
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New York, NY 10036
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TOM COSSIE
AUDREY JOSEPH

MERCHANDISING



KIHN DISPLAY WINNERS — Posing here with their prizes are the winners of the Greg Kihn display contest, sponsored by Kihn's label, Janus Records, as promotional support for the artist's "Next of Kihn" LP. Shown here are **standing** (l-r): Steve Graham from Toons West, a \$100.00 winner; Chuck Reichenbach, Janus promotion; John Jungen, Chicago Record Service, first prize winner of a video tape recorder; Tom Benjamin, GRT Record Group sales; Kathy Ganser, Progress. Shown **kneeling** are (l-r): Larry Backe, Progress; Mike Green, Sound Unlimited; and Nick Aceranza, Progress Distributors.

RCA Records And UA Films Combine To Push 'Hair' Film And Soundtrack

by Charles Paikert

NEW YORK — RCA Records and United Artists Films have coordinated marketing strategies and resources to launch a massive promotional campaign for the film and soundtrack recording of "Hair."

At a press conference held at RCA's New York headquarters last week, Dick Carter, vice president of marketing for the label, emphasized that the joint marketing effort was designed as "a proper matching of the two mediums to create the musical/movie event of 1979."

As examples of the cooperation between the two companies, Jack Maher, director of pop merchandising for RCA, cited the album cover being displayed on ads for the film; RCA ads carrying dates of the film's openings; in-store video spots taken from the UA film trailer; TV and radio ads that mention both the film and soundtrack; posters featuring the film logo and soundtrack album cover; and promotional contests where film tickets and soundtrack albums have been given away.

Marr also cited the coordination of United Artists' promotions for the movie with RCA's radio and retail promotions in

RSO To Release Bee Gees, Rockets Singles In April

LOS ANGELES — RSO Records has announced that it will be releasing singles from the Bee Gees' multi-platinum "Spirits Having Flown" LP and the Rockets' debut RSO album in early April. "Love You Inside Out," following "Tragedy" and "Too Much Heaven" from "Spirits Having Flown," has been set for release on April 4 and "Can't Sleep," from the Rockets self-titled LP will be released on April 2.

The Rockets album was added to more than 75 FM stations across the country in its first week of release and even more than that number added it during the second week. The band is currently on tour in the eastern U.S. in support of the LP. The single was produced by Johnny Sandlin.

"Love You Inside Out," written by Barry, Robin and Maurice Gibb and produced by the Bee Gees, Karl Richardson and Albhy Galuten, follows five consecutive chart-topping hits by the vocal trio.

various markets, as well as the two companies splitting the cost for a special supplement in a recent issue of the *Boston Phoenix*.

Carter stated that RCA had "an open-ended budget" for the "Hair" campaign, and so far had allotted \$100,000 for point of purchase materials, in addition to a "promotional commitment" of \$500,000. Included among the merchandising materials, Carter said, were three dimensional light-in-motion displays for retail dealer counters and windows, Fairchild movie playback units, streamers, 3x3 blowups, and a video tape of Cheryl Barnes singing "Easy To Be Hard," which has been released as a single by RCA.

In addition, Warren Schatz, vice president of A&R for RCA, announced the release of the album "Disco Spectacular, Inspired By The Film 'Hair,'" featuring remixed versions of four songs from the movie performed by Evelyn "Champagne" King, Vicki Sue Robinson, New York Community Choir, Revelation, and the Brothers. "Disco is such a phenomenon," Schatz stated, "that we would be missing a whole demographic without this album." RCA does not plan to coordinate radio promotion of songs from the soundtrack and disco albums, Schatz added.

Carter said he hoped "Hair" would match the popularity of "Saturday Night Fever," citing the fact that although the music was already 11 years old, it had a high identity, "missed a generation, and should appeal to youth 18-25. We have an extraordinary opportunity," Carter said, "to take an art form and deliver it to a mass audience."

E/A Ships April Release

LOS ANGELES — "Paradise" by Grover Washington, Jr. and "Real Life Ain't This Way" by Jay Ferguson are scheduled for release in early April by Elektra/Asylum. The Washington and Ferguson albums accompany the largest release of country product in E/A's history. The country releases include new product from Jerry Lee Lewis, Wood Newton, Tommy Overstreet, Vern Gosdin and Susie Allanson.

'Destiny' Goes Gold

NEW YORK — "Destiny," the latest album by Epic recording artists the Jacksons has been certified gold.

SINGLES BREAKOUTS

- | | | | | | | | | | | | | | | | | | |
|--|---|--|---|--|---|--|--|--|---|---|--|---|--|--|--------------------------|--|---|
| Galgano — Chicago
APRIL WINE
BOSTON
PEACHES & HERB
RAY STEVENS
STYX
TOTO
VILLAGE PEOPLE
BOB WELCH
WINGS | Record Factory — San Francisco
GIORGIO
JOURNEY
PEACHES & HERB
RAY STEVENS
GEORGE THOROGOOD | Record World T.S.S. — New York
DESMOND CHILD & ROUGE
ORLEANS
PEACHES & HERB
VILLAGE PEOPLE | Record Dept. Merch. — Memphis
PEACHES & HERB
VILLAGE PEOPLE | Discount — St. Louis
ALLMAN BROTHERS
IRONHORSE
ORLEANS
PEACHES & HERB
WINGS | Alta — Phoenix
JACKSONS
PEACHES & HERB
RAY STEVENS | Peaches — Orange Conn.
GO
PEACHES & HERB
VILLAGE PEOPLE | Pickwick — National
CHER
ENGLAND DAN & J.F. COLEY
MELISSA MANCHESTER
BARBARA MANDRELL
IAN MATTHEWS
CHRIS REA
ROGER VOUDOURIS
WINGS | Radio Doctors — Milwaukee
PEACHES & HERB
THE POLICE
TYCOON
WINGS | Tower — Los Angeles
LINDA CLIFFORD
GQ
SUPERTRAMP
RANDY VAN WARMER | Harmony Hut — Washington
RAYDIO
STYX
VILLAGE PEOPLE
BOB WELCH | Sound Warehouse — San Antonio
BLONDIE
FOXY
GO
JOURNEY
EVELYN "CHAMPAGNE" KING
PEACHES & HERB
RAYDIO
VILLAGE PEOPLE | Record Theatre — Cleveland
ENGLAND DAN & J.F. COLEY
EUCLID BEACH BAND
GEORGE HARRISON
J. MATHIS & J. OLIVOR | DJ's Sound City — Seattle
EVELYN "CHAMPAGNE" KING
IAN MATTHEWS
McGUINN CLARK & HILLMAN
PEACHES & HERB
POLICE
RAY STEVENS
VILLAGE PEOPLE | Richman Bros. — Philadelphia
CHER
JUDY COLLINS
DESMOND CHILD & ROUGE
LINDA EVANS
GO
THELMA HUSTON
IRONHORSE
LITTLE RIVER BAND
McFADDEN & WHITEHEAD
MAUREEN McGOVERN
RAY STEVENS
TYCOON | Spec's — Miami
TYCOON | Peaches — Kansas City
ART GARFUNKEL
JOURNEY
PEACHES & HERB
BARBRA STREISAND
VILLAGE PEOPLE
WINGS | Everybody's — Portland
BABYS
BELL & JAMES
BLONDIE
FRANK MILLS
AMII STEWART |
|--|---|--|---|--|---|--|--|--|---|---|--|---|--|--|--------------------------|--|---|

ALBUM BREAKOUTS

- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|--|--|--|---|--|---|---|---|---|--|---|---|---|---|---|--|--|---|--|---|--|--|------------------------|---|---|---|---|
| Handleman — National
ALLMAN BROTHERS
BAD COMPANY
BEE GEES
GEORGE BENSON
BLONDIE
ENCHANTMENT
HAIR
RICK JAMES
FRANK MILLS
AMII STEWART | Port O Call — Nashville
ENGLAND DAN & J.F. COLEY
JOURNEY
SUPERTRAMP | Peaches — Kansas City
APRIL WINE
HAMILTON BOHANNON
GARYS GANG
CHERYL LYNN
NARADA MICHAEL WALDEN | All Records — Oakland
JOURNEY
SUPERTRAMP | Richman Bros. — Philadelphia
BLACKFOOT
LINDA CLIFFORD
WAR | Sound Warehouse — San Antonio
NATALIE COLE
JOE JACKSON
JOURNEY
WILBERT LONGMIRE
MAZE
OSIRIS
SPYRO GYRA
U.K.
TIM WEISBERG
THE WHISPERS | Harmony House — Detroit
BAD COMPANY
GEORGE BENSON
JOURNEY
ROCKETS
ROXY MUSIC
MARC TANNER
BOB WELCH
GARY WRIGHT | Licorice Pizza — Los Angeles
ALLMAN BROTHERS
BAD COMPANY
GEORGE BENSON
MICHAEL FRANKS
GEORGE HARRISON
CHERYL LYNN
ALTON McCLAIN & DESTINY
FRANK MILLS
EDDIE MONEY
SISTER SLEDGE
SUPERTRAMP | Pickwick — National
ALLMAN BROTHERS
BAD COMPANY
GEORGE BENSON
BLONDIE
CHER
JUDY COLLINS | GARYS GANG
FRANK MILLS
POLICE
ELVIS PRESLEY
SUZI QUATRO
SISTER SLEDGE
AMII STEWART
SUPERTRAMP
BOB WELCH | Disc 'O' Mat — New York
JOURNEY
GRAHAM PARKER
THE WARRIORS | Oz — Atlanta
BLACKFOOT
SAD CAFE
TUBES | Radio Doctors — Milwaukee
ALLMAN BROTHERS
AWB
BTO
NATALIE COLE
HORSLIPS
JOURNEY
EVELYN "CHAMPAGNE" KING
FRANK MILLS
SUPERTRAMP
TYCOON | Big Apple — Denver
AWB
BABYS
BLONDIE
MAZE
SPYRO GYRA
AMII STEWART | Cutler's — New Haven
AWB
NATALIE COLE
FOXY
EVELYN "CHAMPAGNE" KING
MAZE
TONIO K
THE WHISPERS | Korvettes — National
CHER
JUDY COLLINS
ROBERT GORDON
INSTANT FUNK
FRANK MILLS
SISTER SLEDGE
AMII STEWART
SUPERTRAMP
BOB WELCH
FRANK ZAPPA | Record Theatre — Cleveland
AWB
BEACH BOYS
NATALIE COLE
G.Q.
MAZE
SUZI QUATRO
TUBES | Circles — Phoenix
BAD COMPANY
TYRONE DAVIS
G.Q. | MANHATTANS
SUPERTRAMP
TYCOON
U.K. | Soul Shack — Washington
RANDY BROWN
NATALIE COLE
FOXY
EVELYN "CHAMPAGNE" KING
MAZE
SKYY | Peaches — Memphis
BAD COMPANY
BE-BOP DELUXE
BELL & JAMES
ART GARFUNKEL
BARBARA MANDRELL | Flipside — Chicago
BEACH BOYS
BLACKFOOT
BLONDIE
HAIR
JOURNEY
JUDAS PRIEST
LITTLE RIVER BAND
AMII STEWART
TUBES | Everybody's — Portland
BAD COMPANY
BLONDIE
FABULOUS POODLES
McGUINN, CLARK & HILLMAN
MILESTONE JAZZSTARS
PEACHES & HERB
ROXY MUSIC
SUPERTRAMP
GEORGE THOROGOOD
TUBES
DWIGHT TWILLEY | Harmony House — New Jersey
ROBERT GORDON
JOE JACKSON
GRAHAM PARKER
SUPERTRAMP
TYCOON
FRANK ZAPPA | United — Miami
CHER | Streetside — St. Louis
ANGEL
FABULOUS POODLES
ROBERT GORDON
JOURNEY | Tower — San Francisco
ALLMAN BROTHERS
RICKIE LEE JONES
PATTI LABELLE
LITTLE RIVER BAND
BOB WELCH | Bee Gee — Albany
RANCE ALLAN
ALLMAN BROTHERS
LINDA CLIFFORD
SUZI QUATRO | Peaches — pittsburgh
AWB
ENGLAND DAN & J.F. COLEY
JUDAS PRIEST
RAES
SUPERTRAMP |
|--|--|--|--|--|---|--|---|---|---|---|--|---|---|---|---|---|--|--|---|--|---|--|--|------------------------|---|---|---|---|

TOP SINGLE BREAKOUT OF THE WEEK

REUNITED — PEACHES & HERB — CASABLANCA

TOP ALBUM BREAKOUT OF THE WEEK

EVOLUTION — JOURNEY — COLUMBIA

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	3/31		Weeks On Chart	3/31
1	20	1	DESTINY	28	7
			THE JACKSONS (Epic JE 35552)		
2	9	3	INSTANT FUNK	36	33
			(Salsoul/RCA SA 8513)		
3	20	2	2 HOT!	41	8
			PEACHES & HERB		
			(MVP/Polydor PD 1-6172)		
4	8	5	WE ARE FAMILY	54	6
			SISTER SLEDGE		
			(Cottillion/Atlantic SD 5209)		
5	4	6	LIVIN' INSIDE YOUR LOVE	55	2
			GEORGE BENSON		
			(Warner Bros. 2BSK 3277)		
6	10	4	BUSTIN' OUT OF L SEVEN	56	2
			RICK JAMES		
			(Gordy/Motown G7-984R1)		
7	10	7	BUSTIN' LOOSE	57	2
			CHUCK BROWN & THE SOUL		
			SEARCHERS		
			(Source/MCA SOR-3076)		
8	20	8	C'EST CHIC	58	2
			CHIC (Atlantic SD 19209)		
9	13	9	LOVE TRACK	58	2
			GLORIA GAYNOR (Polydor PD 1-6184)		
10	6	20	KNOCK ON WOOD	59	1
			AMII STEWART		
			(Ariola/Hansa SW 50054)		
11	14	10	HERE MY DEAR	60	7
			MARVIN GAYE (Tamla/Motown T-364)		
12	19	12	CROSSWINDS	61	8
			PEABO BRYSON (Capitol ST 11875)		
13	8	11	SPIRITS HAVING FLOWN	62	9
			BEE GEES (RSO RS-1-3041)		
14	19	13	ENERGY	62	9
			POINTER SISTERS (Planet P-1)		
15	9	15	MADAM BUTTERFLY	63	8
			TAVARES (Capitol SW-11874)		
16	18	14	MOTOR BOOTY AFFAIR	63	8
			PARLIAMENT		
			(Casablanca NBLP 7125)		
17	9	16	NUMBERS	64	7
			RUFUS (MCA AA-1098)		
18	18	18	SHOT OF LOVE	64	7
			LAKESIDE (Solar/RCA BXL 12937)		
19	11	21	BELL & JAMES	65	3
			(A&M AM P-4728)		
20	5	26	FOLLOW THE RAINBOW	64	7
			GEORGE DUKE (Epic JE 35701)		
21	10	19	SOMEWHERE IN MY	65	3
			LIFETIME		
			PHYLLIS HYMAN (Arista AB 4202)		
22	17	17	"WANTED" LIVE IN	65	3
			CONCERT		
			RICHARD PRYOR		
			(Warner Bros. 2BSK 3364)		
23	30	23	LIVE AND MORE	66	12
			DONNA SUMMER		
			(Casablanca NBLP 7119)		
24	7	27	THE PROMISE OF LOVE	67	7
			DELEGATION (Shadybrook SB-010)		
25	26	24	CRUISIN'	67	7
			VILLAGE PEOPLE		
			(Casablanca NBLP 7118)		
26	2	49	DISCO NIGHTS	68	8
			GO (Arista AB 4225)		
27	5	32	JOURNEY TO THE LAND OF	68	8
			ENCHANTMENT		
			ENCHANTMENT		
			(Roadshow/RCA BXL 1-3269)		
28	19	22	JOURNEY TO ADDIS	69	31
			THIRD WORLD (Island ILPS 9554)		
29	19	25	THE BEST OF EARTH,	69	31
			WIND & FIRE VOL. 1		
			(ARC/Columbia FC 34647)		
30	23	29	CHERYL LYNN	70	16
			(Columbia JC 35486)		
31	4	39	IT'S ALRIGHT WITH ME	71	3
			PATTI LABELLE (Epic JE 35772)		
32	17	30	LIGHT OF LIFE	71	3
			BAR-KAYS (Mercury SRM 1-3732)		
33	6	33	'BOUT LOVE	72	21
			BILL WITHERS (Columbia JC 35596)		
34	9	34	ANGIE	73	40
			ANGELA BOFILL (Arista GRP 5000)		
35	5	37	FEETS DON'T FAIL ME	74	1
			NOW		
			HERBIE HANCOCK		
			(Columbia JC 35764)		
36	12	35	T-CONNECTION	75	20
			(Dash/TK 30009)		
37	25	31	BOBBY CALDWELL		
			(Clouds/TK 8804)		
38	7	28	CUT LOOSE		
			HAMILTON BOHANNON		
			(Mercury SRM-1-3762)		
39	33	36	SMOOTH TALK		
			EVELYN "CHAMPAGNE" KING		
			(RCA APL 1-2466)		
40	8	41	LET THE MUSIC PLAY		
			ARPEGGIO		
			(Harem/Polydor PD-1-61801)		
41	6	54	AWAKENING		
			NARADA MICHAEL WALDEN		
			(Atlantic SD 19222)		
42	26	40	THE MAN		
			BARRY WHITE (20th Century T-571)		
43	2	55	IN THE MOOD		
			TYRONE DAVIS (Columbia JC 35723)		
44	4	46	GLADYS KNIGHT		
			(Columbia JC 35704)		
45	3	48	KEEP ON DANCIN'		
			GARY'S GANG (Columbia JC 35793)		
46	1	—	I LOVE YOU SO		
			NATALIE COLE (Capitol SO-11928)		
47	2	57	FEEL NO FRET		
			AVERAGE WHITE BAND		
			(Atlantic SD 19207)		
48	2	58	LOVE TALK		
			MANHATTANS (Columbia JC 35693)		
49	6	52	TAKE ME HOME		
			CHER (Casablanca NBLP 7133)		
50	1	—	INSPIRATION		
			MAZE FEATURING FRANKIE		
			BEVERLY (Capitol SW-11852)		
51	1	—	MUSIC BOX		
			EVELYN "CHAMPAGNE" KING		
			(RCA AFL-1-3033)		
52	12	42	PATRICE		
			PATRICE RUSHEN (Elektra 6E-160)		
53	17	45	THE ADVENTURES OF		
			CAPTAIN SKY		
			CAPTAIN SKY (AVI 6042)		
54	15	38	YOU FOOLED ME		
			GREY & HANKS (RCA AFL 1-3069)		
55	34	51	SWITCH		
			(Gordy/Motown G6-980R1)		
56	4	61	ALTON McCLAIN &		
			DESTINY		
			(Polydor PD-1-6163)		
57	11	53	HAVEN'T STOPPED		
			DANCING YET		
			GONZALEZ (Capitol SW-11855)		
58	2	68	OUTLINE		
			GINO SOCCIO		
			(RCA/Warner Bros. RFC 3309)		
59	1	—	WHISPER IN YOUR EAR		
			THE WHISPERS		
			(Solar/RCA BXL-1-3105)		
60	7	60	BREAKWATER		
			(Arista AB 4208)		
61	1	—	HOT NUMBERS		
			FOXY (Dash/TK DASH 30010)		
62	9	47	EXOTIC MYSTERIES		
			LONNIE LISTON SMITH		
			(Columbia JC 35654)		
63	3	65	MILKY WAY		
			CHOCOLATE MILK (RCA AFL 1-3081)		
64	7	50	BRITE LITES/BIG CITY		
			FATBACK (Spring/Polydor SP 1-6721)		
65	3	71	I'VE ALWAYS WANTED TO		
			SING... NOT JUST WRITE		
			SONGS		
			BUNNY SIGLER		
			(Gold Mind/Salsoul GA 9503)		
66	12	44	"EVERY 1'S A WINNER"		
			HOT CHOCOLATE (Infinity 9002)		
67	7	62	SUPER MANN		
			HERBIE MANN (Atlantic SD 19221)		
68	8	43	CARMEL		
			JOE SAMPLE (MCA AA-1126)		
69	31	59	IS IT STILL GOOD TO YA		
			ASHFORD & SIMPSON		
			(Warner Bros. BSK 3219)		
70	16	64	MIND MAGIC		
			DAVID OLIVER (Mercury SRM 1-3747)		
71	23	66	CHAKA		
			CHAKA KHAN		
			(Warner Bros. BSK 3245)		
72	21	56	GET DOWN		
			GENE CHANDLER		
			(Chi-Sound/20th T-578)		
73	40	69	STEP II		
			SYLVESTER (Fantasy F-9556)		
74	1	—	SHOTGUN III		
			SHOTGUN (MCA AA-1118)		
75	20	73	MONEY TALKS		
			BAR-KAYS (Stax/Fantasy STX 4106)		

THE RHYTHM SECTION

MINORITY MONIES — Capital Cities Communications and Westinghouse Broadcasting each pledged \$500,000 to the NAB Minority Broadcast Investment Fund. Also, the three networks each committed \$2.5 million, which will make possible loans and loan guarantees to new minority broadcast enterprises. All pledges are conditioned upon substantial participation in the program by the rest of the industry. A general solicitation letter will be sent out to broadcast groups and stations in April. The Task Force is aiming for a \$15 million goal in contributions from broadcasters this year.

NAT'L BLACK MEDIA COALITION — The NAB has asked the Court of Appeals in Washington, D.C. for permission to intervene in a case involving the FCC and the National Black Media Coalition. The case involves a station in Howell, Michigan, which is 49 miles from Detroit. The FCC granted a waiver exempting the station from ascertainment and reporting requirements, since it was licensed to a population of less than 10,000. The Nat'l Black Media Coalition has asked the FCC to reverse this decision, because the station is within a Standard Metropolitan Statistical Area. The NAB has decided to intervene, because the court's decision may have a direct effect on the ability of many small market stations to efficiently serve the public interest by forcing them to devote many hours to documenting and reporting information which is already common knowledge at the station.



PROGRAMMERS PROFILE — George White, vice president and program director at WGPR radio and television in Detroit, is a veteran in the music industry, starting his career in 1952 in Nashville at a radio station that is now WVOL. White vividly recalls working with some of his old staff members, who are now in very accomplished positions in the industry, including Chuck Scruggs, Ed Cook, and Larry Dean Foster. White spent time at WCIN in Cincinnati and WCHB in Detroit, where he held his first programming position when Larry Dean Foster left to pursue other interests. From there he went to WJLB, where he did music, handled public affairs and was the news director. White dabbled in the record business from 1966-1970, when he and LeBaron Taylor had a company called Solid Hit-bound Productions, and had a hit record called "I Just Wanna Testify" by a group called Parliament. They both got back into radio in 1970 with Taylor going to WDAS in Philadelphia and White going WGPR. In 1975, WGPR-TV went on the air. White explains, "A lot of people had initially thought that the building was here and we just took it over, but we built this station from the ground up, and we are one of the few black-owned independent, 24-hour stations."

RADIO ACTIVITY — Spanky Lane, at WSDO in Florida, is looking for an all-night person with some experience; send tapes and resumes to his attention... Diane Blackmon, air personality at KSOL in San Francisco, has been appointed general manager of production for Johnson's Communication Co., and will assist in the production of "Soul Beat," a daily television program... Bill Mack is the new program director at WKND in Connecticut... Bernard Miller, most recently at WAPE in Jacksonville, has been added to the air staff at KDIA in Oakland... Guy Broady will be handling an air shift for WTLC in Indianapolis. Broady was formerly music director at WVON in Chicago.

ARTISTS ACTIVITY — Gavin Christopher, writer of several Rufus and Chaka Khan hits, will release his first product for Curtom/RSO Records in May. Christopher is presently busy producing upcoming LP for Chuck Jackson (of Jackson & Yancy)... Linda Clifford is hard at work getting her act together for her upcoming tour this summer... From the Gordy family, comes Kerry Gordy, founder of a group called Apollo on Motown Records. The group's debut LP, entitled "Apollo," was released this week. The five group members all have interesting backgrounds in the area of music. All became accomplished musicians at a very early age. Also from the Motown family comes Teena Marie, billed as the little girl with a big voice, and produced by Rick James... The J.B.'s have a new deal with Dash/TK Records, and are scheduled to have their first single ready for release in a few weeks... Columbia Records has released a new Brainstorm LP called "Funky Entertainment." The single from the album is "Hot For You... Former backup singers on Diana Ross' world tour the Jones Girls have a new album from Philadelphia International... The Mighty Clouds Of Joy's newest release is "I've Been In The Storm Too Long"; the LP is "Changing Times."

MARVIN GAYE WITH PRINCE ABDULLAH — Marvin Gaye was recently the guest of honor at a birthday party held for Saudi Arabia Prince Abdullah. The party was given by actress Carol Speed in Newport Beach, California, and attended by several notables from the entertainment industry. The prince was thrilled to receive a copy of Gaye's recent LP "Here My Dear."

cookie amerson

PROGRAMMERS PICKS

James Jordan	WYBC/New Haven	Ain't No Stopping Us Now — McFadden & Whitehead — Phil. Int'l/Epic
Eric Reese	WVDM/Sumter	I Wanna Be With You — Isley Bros. — T-Neck/Epic
Lynn Tolliver	WVON/Chicago	I Wanna Be With You — Isley Bros. — T-Neck/Epic
Jay Johnson	WYLD/New Orleans	Raise Your Hand — Brick — Band
Brute Bailey	WIGO/Atlanta	Ain't No Stoppin' Us Now — McFadden & Whitehead — Phil. Int'l/Epic
Hardy Jay Lang	WSOK/Savannah	Ain't No Stoppin' Us Now — McFadden & Whitehead — Phil. Int'l/Epic
Alonzo Miller	KACE/Los Angeles	Shake — Gap Band — Mercury
Jerry Boulding	KDIA/Oakland	In The Mood — Tyrone Davis — Columbia
Earl Pernell	KATZ/St. Louis	Feel That You're Feeling — Maze — Capitol
Neal O'Rea	WLOU/Louisville	Do You Wanna Go Party — K.C. & The Sunshine Band — TK

CASH BOX TOP 100

April 7, 1979

	Weeks On Chart	3/31
1 SHAKE YOUR BODY (DOWN TO THE GROUND)	2	12
2 HE'S THE GREATEST DANCER*	1	12
3 DISCO NIGHTS (ROCK FREAK)*	6	9
4 KNOCK ON WOOD*	4	10
5 I GOT MY MIND MADE UP (YOU CAN GET IT GIRL)*	3	16
6 I WANT YOUR LOVE*	7	8
7 LOVE BALLAD	12	6
8 OH HONEY*	9	16
9 DA YA THINK I'M SEXY*	5	11
10 KEEP ON DANCIN'	11	12
11 REUNITED	35	3
12 HOT NUMBER	15	9
13 IT MUST BE LOVE	16	10
14 I DON'T WANT NOBODY ELSE (TO DANCE WITH YOU)*	18	10
15 BUSTIN' LOOSE PART 1*	10	18
16 STAR LOVE*	25	8
17 LIVIN' IT UP (FRIDAY NIGHT)*	8	23
18 STAND BY	24	6
19 I WILL SURVIVE	13	13
20 IN THE MOOD	29	7
21 HIGH ON YOUR LOVE SUITE	26	7
22 HEAVEN KNOWS*	14	12
23 SHAKE YOUR GROOVE THING	17	24
24 FEEL THAT YOU'RE FEELIN'	30	7
25 FIRE	19	12
26 DANCIN'*	20	12
27 NEVER HAD A LOVE LIKE THIS BEFORE*	22	21
28 CONTACT	21	15
29 DANCE LADY DANCE	36	6
30 IT'S ALRIGHT WITH ME	42	6
31 TAKE ME HOME	40	6
32 IT'S ALL THE WAY LIVE*	27	21
33 KEEP IT TOGETHER (DECLARATION OF LOVE)	23	12
34 TRAGEDY	28	7

	Weeks On Chart	3/31
35 DON'T IT MAKE IT BETTER	32	11
36 YOU CAN'T CHANGE THAT	50	5
37 SHINE	48	5
38 SAY THAT YOU WILL	39	10
39 LOVE AND DESIRE*	41	6
40 LIFE IS A DANCE/SOME LOVE	43	9
41 FREAK THE FREAK THE FUNK (ROCK)	37	10
42 WOMAN IN LOVE	45	7
43 I DON'T KNOW IF IT'S RIGHT*	34	27
44 AQUA BOOGIE*	33	19
45 I WANNA WRITE YOU A LOVE SONG	46	9
46 I'M SO INTO YOU	31	21
47 HAPPINESS*	61	4
48 IN THE NAVY	68	3
49 SATURDAY NIGHT, SUNDAY MORNING	65	7
50 (EVERYBODY) GET DANCIN'*	54	6
51 BRIGHTER DAYS*	59	6
52 ANYWAY YOU WANT IT	60	5
53 THIS YEAR	56	5
54 AM I TOO LATE	62	4
55 CAPTAIN BOOGIE*	49	10
56 HERE COMES THE HURT AGAIN	64	4
57 DANCE WITH YOU*	67	4
58 DON'T YOU WANNA MAKE LOVE?	47	9
59 ARE YOU READY FOR LOVE	69	4
60 BOOGIE TOWN*	53	8
61 NOW THAT WE FOUND LOVE	36	23
62 GOOD, GOOD FEELIN'	74	2
63 CUT LOOSE	66	4
64 BY THE WAY YOU DANCE (I KNEW IT WAS YOU)	72	3
65 HAVEN'T STOPPED DANCING YET	51	11
66 I (WHO HAVE NOTHING)*	76	2
67 THIS TIME I'LL BE SWEETER	78	3
68 CROSSWINDS	83	2

	Weeks On Chart	3/31
69 BRIDGE OVER TROUBLED WATER	85	2
70 CAN'T SHAKE THE FEELING	80	3
71 ANY FOOL COULD SEE (YOU WERE MEANT FOR ME)	81	2
72 WHAT A FOOL BELIEVES*	86	3
73 STRAIGHT TO THE BANK*	82	3
74 SHAKE	90	2
75 THE ROCK	77	4
76 NEVER CHANGE LOVERS IN THE MIDDLE OF THE NIGHT	—	1
77 THERE BUT FOR THE GRACE OF GOD GO I*	79	4
78 DO YOU WANNA GO PARTY	88	2
79 I BELONG TO YOU	—	1
80 SATURDAY NIGHT	89	2
81 KEEP YOUR BODY WORKIN'*	84	4
82 LOST IN LOVING YOU	—	1
83 AIN'T NO STOPPIN' US NOW*	—	1
84 WALK ON BY	—	1
85 LOVING YOU	95	3
86 YOU SAYS IT ALL	—	1
87 BABY YOU REALLY GOT ME GOING	87	6
88 FLASHBACK	—	1
89 READY OR NOT*	94	2
90 CONSISTENCY	91	5
91 DANCER	—	1
92 LE FREAK*	75	25
93 WHAT YOU WON'T DO FOR LOVE	73	25
94 WHAT'S YOUR SIGN GIRL?	52	20
95 I WANNA BE CLOSER	58	11
96 PICK ME UP, I'LL DANCE*	97	2
97 A FUNKY SPACE REINCAR-NATION	57	9
98 THIS FUNK IS MADE FOR DANC-ING*	—	1
99 SOMEWHERE IN MY LIFETIME	55	16
100 SNEAKERS (FIFTY-FOUR)*	99	3

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

A Funky Space (Jobete — ASCAP)	97	Dunhill — BMI)	58	I Wanna Be (Jobete — ASCAP)	95	Saturday Night (Sherilyn/Decibel — BMI)	80
Ain't No Stoppin' (Mighty Three — BMI)	83	Do You Wanna (Sherilyn/Harrick — BMI)	78	I Wanna Write (Daleo/Grandiego — BMI/At Home — ASCAP)	45	Saturday Night (Colgems-EMI/Jobete — ASCAP)	49
Am I Too (House of Gold/Windchime — BMI)	54	Feel That (Amazement — BMI)	24	I Want (Chic/Cotillion — BMI)	6	Say That (Mycenae — ASCAP)	38
Any Fool Could (Seven Songs/Ba-Da)	71	Fire (Springsteen — ASCAP)	25	I (Who Have Nothing) (Yellow Dog/Walden/D.R.M. — ASCAP)	66	Shake (Total Experience — BMI)	74
Anyway You Want (Desert Rain/Sky Tower — ASCAP)	52	Flashback (Nico-O-Val — ASCAP)	88	I Will Survive (Perren-Vibes — ASCAP)	19	Shake Your Body (Peacock — BMI)	1
Aqua (Rubberband — BMI)	44	Freak The Freak (Clita — BMI)	41	Keep It Together (Warner/Marsaint-Tamberlane — BMI)	33	Shake Your Groove (Perren-Vibes — ASCAP)	23
Are You Ready (Mighty Three — BMI)	59	Get Dancin' (Mandingo — BMI)	50	Keep On (East Memphis — BMI)	10	Shine (Bar-Kays/Warner-Tamberlane — BMI)	37
Baby You Really (E.J. Gurren — ASCAP)	87	Good Good Feelin' (Far Out/Milwaukee — ASCAP/BMI)	62	Keep Your Body (Kleeer — BMI)	81	Sneakers (Under The Cover/No Exit — BMI)	100
Boogie Town (Parker/WIMOT — BMI)	60	Happiness (Warner-Tamberlane/Marsaint — BMI)	47	Knock On (East Memphis — BMI)	4	Somewhere (Mid-America/Whee — ASCAP)	99
Bridge Over (Paul Simon — BMI)	69	Haven't Stopped (Old "Eye"/Buckwheat — ASCAP)	65	Le Freak (Chic — BMI)	92	Stand By (Jay's/Chappell/Cole-erama — ASCAP/BMI)	18
Brighter Days (Unart/Sand B/Rick's — BMI)	51	Heaven Knows (Rick's/Say Yes — BMI)	22	Life Is A Dance (Ackee/Mocriep — ASCAP)	40	Star Love (Colgems-EMI/Spec-O-Lite — ASCAP/Screen Gems-EMI/Traco — BMI)	16
Bustin' Loose (Nouveau/Accent — BMI)	15	Here Comes The (Stone Diamond/Sho Nuff — BMI)	56	Livin' It Up (Mighty Three — BMI)	17	Straight To (Bilsum/Hey Skimo — BMI)	73
By The Way You (Henry Suemay/Unichappell — BMI)	64	He's The Greatest (Chic — BMI)	2	Lost In Loving (Island — BMI)	82	Take Me Home (Rick's — BMI)	31
Can't Shake (Mills & Mills — BMI)	70	High On (Jobete — ASCAP)	21	Love And Desire (Aliza-Thorah/On Beat — BMI/ASCAP)	39	The Rock (Moonstruck/Mich Den — BMI)	75
Captain Boogie (April Sumner/Diagonal — BMI)	55	Hot Number (Sherilyn/Lindseyanne/Buckaroo — BMI)	12	Love Ballad (Unichappell — BMI)	7	There But For (Nance Songs Hologram — ASCAP/ITC — BMI)	77
Consistency (Star Of David — BMI)	90	I Belong To You (Stora/Dr. Jack — ASCAP)	79	Loving You (D.B./Blackbyrd — ASCAP)	85	This Funk Is Made (Eight Nine/Conjay — BMI)	98
Contact (ATV/Zonal — BMI)	28	I Don't Know (Six Continents/Mills and Mills — BMI)	43	Never Change Lovers (Ivan Mogul — ASCAP)	76	This Year (Mayfield — BMI)	53
Crosswind (W.B./Peabo — ASCAP)	68	I Don't Want (Gratitude Sky/Cotillion — BMI)	14	Now That (Mighty Three — BMI)	61	Tragedy (Stigwood/Unichappell — BMI)	34
Cut Loose (Bohannon Phase II/Intersong-USA — ASCAP)	63	I Got My Mind (Lucky Three/Henry Suemay — BMI)	5	Oh Honey (Screen Gems/EMI — BMI)	8	Walk On By (Black Seas/Jac — ASCAP)	84
Dance Lady (Delightful/Crown Heights Affair/Abrini — BMI)	29	I'm So Into (WB/Peabo — ASCAP)	46	Pick Me Up (Mighty Three — BMI)	96	What A Fool (Snug — BMI/Milk Money/ASCAP)	72
Dance With You (Spectrum/VII/Hindu — ASCAP)	57	In The Content/Tyronza — BMI)	20	Ready Or Not (Raydiola — ASCAP/Polo Grounds — BMI)	89	What's Your	94
Dancer (Sons Celestes/Shediac — ASCAP)	91	In The Navy (Can't Stop — BMI)	48	Reunited (Perren-Vibes — ASCAP)	11	What You (Sherilyn Pub./Lindseyanne — BMI)	93
Dancin' (Iceman/Unichappell — BMI)	26	It Must Be (Specolite/Traco — ASCAP/BMI)	13			Woman In (Chappell — ASCAP)	42
Da Ya Think (Riva/W.B./Nite-Stalk — ASCAP)	9	It's All (Spectrum VII — ASCAP)	32			You Can't Change (Raydiola — ASCAP)	36
Disco Nights (G.Q./Arista — ASCAP)	3	It's Alright (Alexscar/Irving — BMI)	30			You Says It (Irving — BMI)	86
Don't It Make (Bleuniq — ASCAP)	35						
Don't You Wanna (Home Fire/Funk Rock/ABC/							

* 12" Available For Sale

BLACK CONTEMPORARY

MOST ADDED SINGLES

- SHAKE — THE GAP BAND — MERCURY**
WAOK, KDIA, KDAY, KYOK, WYLD, KPRS, WWDM, WCIN, KGBC, WLOU.
- YOU CAN'T CHANGE THAT — RAYDIO — ARISTA**
KDAY, WJLB, WYLD, WWIN, WXEL-FM, WYBC, WJPC, OK 100.
- SATURDAY NIGHT, SUNDAY MORNING — THELMA HOUSTON — MOTOWN**
WJMO, WDAS, WBMX, KYOK, WVOL, WLTH, WVKO.
- NEVER CHANGE LOVERS IN THE MIDDLE OF THE NIGHT — MILLIE JACKSON — SPRING**
WBMX, WWRL, WDIA, WATV, WAWA, KYAC, WCIN.
- LOST IN LOVING YOU — THE MCCRARYS — PORTRAIT**
KKT, WIGO, WSOK, WATV, WNJR, WGPR-FM, WABO.
- AIN'T NO STOPPIN' US NOW — MCFADDEN & WHITEHEAD — PHILA. INTERNATIONAL**
WVON, WIGO, WWRL, WYBC, WSOK, WTLC, WOL.
- IT'S ALRIGHT WITH ME — PATTI LA BELLE — EPIC**
WVON, WJMO, KMJQ, WWIN, KKSS, WAWA.
- DANCE WITH YOU — CARRIE LUCAS — SOLAR**
KATZ, WVOL, WILD, WWRL, KKSS, WXEL-FM.
- ARE YOU READY FOR LOVE — SPINNERS — ATLANTIC**
KYOK, WJLB, WDIA, WDAO, WGPR-FM, WWDM.

MOST ADDED ALBUMS

- LET ME BE YOUR WOMAN — LINDA CLIFFORD — CURTOM**
WVON, WQMG, WWIN, WYBC, WORL, WLTH, KPRS, WTLC, WWDM, KYAC, WGPR-FM.
- WHISPER IN YOUR EAR — THE WHISPERS — SOLAR**
KMJQ, KDAY, KACE, WYLD, WYBC, WLTH, WSOK, KPRS, KYAC.
- ROCK ON — RAYDIO — ARISTA**
KYOK, KSOL, KMJQ, KACE, WSOK, WDAO, WOL.

SELECTED ALBUM CUTS

- I LOVE YOU SO — NATALIE COLE — CAPITOL**
The Winner, Sorry, It's Been You, Title
- ROCK ON — RAYDIO — ARISTA**
What You Waitin' For, Hot Stuff, Title
- LOVE TALK — MANHATTANS — COLUMBIA**
I Just Wanna Be The One In Your Life, Title
- INSPIRATION — MAZE FEATURING FRANKIE BEVERLY — CAPITOL**
Welcome Home, Call On Me, Timin'
- EVERYBODY UP — OHIO PLAYERS — ARISTA**
Take De Funk Off, Fly, Title

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — BRUTE BAILEY, PD — #1 — A. McCLAIN & DESTINY
JUMPS: 40 to 36 — L. Rabb, 38 to 35 — R. Brown, 37 to 33 — Spinners, 36 to 30 — J. Bradley, 39 to 29 — H. Hancock, 26 to 23 — T. Houston, 19 to 16 — Foxy, 23 to 19 — Bell & James, ADDS: War, McFadden & Whitehead, McCrary's, Mother's Finest, J. Simon, Chairman of the Board, Creme D'Cocoa, LP ADDS: Sandra Feva.

WWIN — BALTIMORE — DON BROOKS, PD
HOTS: G.O., Peaches & Herb (new), H. Hancock, Amii Stewart, Jacksons, A. Bofill, Instant Funk, Foxy, Manhattans, N. M. Walden, Arpeggio, Daddy Dewdrop, C. Lynn, Sister Sledge, McFadden & Whitehead, A. McClain & Destiny, N. Cole, G. Benson, Enchantment, Bombers, Broadway, ADDS: Beck Family, Broadway, K.C. & Sunshine Band, P. LaBelle, G. Soccio, Pointer Sisters, Maze, Radio, LP ADDS: L. Clifford, Manhattans.

WILD — BOSTON — ELLIOTT FRANCES, PD — #1 — INSTANT FUNK
JUMPS: 40 to 33 — D. Oliver, 38-32 — Maze, 36 to 29 — R. James, 39 to 27 — G. Gaynor, 31 to 24 — Raydio, 27 to 22 — Foxy, 28 to 21 — Peaches & Herb, 33 to 20 — Kleeer, 32 to 18 — Jacksons, 20 to 17 — G. Benson, 21 to 16 — C. Lynn, 19 to 15 — Boney M., 18 to 14 — Crown Heights Affair, 15 to 10 — Machine, 13 to 9 — Grey & Hanks, 14 to 7 — B. Summer, 6 to 2 — G.O., ADDS: N. Cole, Carrie Lucas, P. Bryson, LP ADDS: B. Baker Chocolate Company, Enchantment, Randy Brown, Desmond Child — Rouge.

WUFO — BUFFALO — DOUG BLAKELY, MD — #1 — BELL & JAMES
HOTS: Bell & James, Instant Funk, Kleeer, Sister Sledge, Amii Stewart, C. Brown, Jacksons, N. M. Walden, R. Stewart, G.O. ADDS: Energetics, Dee Edwards, Broadway, L. Clifford.

WGIV — CHARLOTTE — DOUG HARRIS, MD
HOTS: Jacksons, A. McClain & Destiny, Spinners, Amii Stewart, G. Benson, A. Bofill, Cher, C. Brown, Sister Sledge, Pointer Sisters (new), D. Pearson, ADDS: Beck Family, L. Clifford, Cameo, G.O., Breakwater.

WBMX — CHICAGO — JAMES ALEXANDER, PD
HOTS: T. Davis, Instant Funk, Peaches & Herb (new), G.O., Delegation, R. Allan, Sister Sledge, C. Brown, Amii Stewart, Chick, ADDS: Rose Royce, V. Burch, Millie Jackson, T. Houston, LP ADDS: R. Evans, Hilary, Ohio Players.

WVON — CHICAGO — LYNN TOLLIVER, MD
HOTS: T. Davis, Peaches & Herb, G.O., Instant Funk, Sister Sledge, Chic, Delegation, Bee Gees, R. Stewart, ADDS: McFadden & Whitehead, War, P. LaBelle, R. Foster, Isley Brothers, LP ADDS: Maze, L. Clifford.

WJPC — CHICAGO — SANDRA ROBERTS, MD — #1 — RICK JAMES
JUMPS: Ex To 34 — B. White, Ex To 33 — Maze, Ex To 32 — Doobie Brothers, Ex To 31 — G. Knight, Ex To 30 — AWB, Ex To 29 — Gary's Gang, Ex To 28 — Grey & Hanks, Ex To 27 — R. Flack, 34 To 26 — G. Benson, 33 To 25 — N. M. Walden, 32 To 24 — C. Lynn, 31 To 23 — J. Brown, 29 To 22 — Brass Construction, 28 To 21 — G. Gaynor, 27 To 20 — Lakeside, 26 To 19 — Sister Sledge, 25 To 18 — R. Allan, 24 To 17 — Instant Funk, 23 To 16 — Staple Singers, 22 To 15 — P. Rushen, 20 To 14 — Foxy, 19 To 13 — Krypton, 16 To 12 — N. Cole, 15 To 11 — J. Butler, 13 To 10 — G.O., 12 To 8 — B. Withers, ADDS: L. Clifford, D. Summer, Raydio, A. McClain & Destiny, C. Mayfield.

WJMO — CLEVELAND — BERNIE MOODY, MD — #1 — INSTANT FUNK
JUMPS: 30 To 27 — Pointer Sisters, 29 To 23 — Peaches & Herb, 28 To 25 — Raydio, 25 To 21 — Gonzalez, 21 To 18 — Enchantment, 15 To 11 — A. McClain & Destiny, 14 To 9 — G.O., 7 To 2 — D. Summer, ADDS: B. Sigler, R. Laws, Osiris, T. Houston, P. LaBelle, Maze, Bar-Kays. (Shine).

WCIN — CINCINNATI — BOB LONG, PD
HOTS: B. White, L. Clifford, C. Mayfield, Sylvester, N. Cole, Sister Sledge, P. LaBelle, G. Benson, Pointer Sisters, Peaches & Herb, ADDS: Crown Heights Affair, East Coast, War, Undisputed Truth, Millie Jackson, Gap Band.

DAO — DAYTON — LANKFORD STEPHENS, PD
HOTS: Foxy, Amii Stewart, G.O., R. Stewart, G. Benson, N. Cole, R. James, Bar-Kays, T. Davis, Manhattans, Three Degrees, Shotgun, Maze, P. LaBelle, C. Lucas, Enchantment, M. Walden, ADDS: R. Allan, Peaches & Herb, A. Bofill, Spinners, L. Evans, B. Sigler, LP ADDS: N. Cole, Raydio, War, Ohio Players, W. Longmire.

WJLB — DETROIT — TOM COLLINS, MD — #1 — JACKSONS
JUMPS: Ex To 34 — B. Withers, Ex To 33 — Peaches & Herb, 39 To 32 — C. Mayfield, 38 To 30 — R. James, 40 To 29 — Beverly & Duane, 36 To 27 — T. Houston, 32 To 23 — Al Hudson, 29 To 22 — H. Bohannon, 35 To 20 — Cher, 24 To 17 — G. Benson, 14 To 11 — Tyrone Davis, 18 To 10 — Chic, 12 To 9 — A. McClain & Destiny, 16 To 7 — G.O., 8 To 2 — Sister Sledge, ADDS: P. Bryson, S. Brightman, B. Sigler, G. Knight, Lattimore, Spinners, Raydio, LP ADDS: Tyrone Davis.

WGPR-FM — DETROIT — GEORGE WHITE, PD — #1 — SISTER SLEDGE
JUMPS: 32 To 29 — Fantastic Four, 31 To 27 — D. Downing, 19 To 14 — V. Burch, 28 To 13 — Raydio, 16 To 12 — Heywood, 27 To 11 — Cher, 13 To 10 — C. Khan, 12 To 8 — Third Degrees, 14 To 7 — T. Houston, 9 To 6 — M. Gaye, Ex To 30 — G. Soccio, Ex To 21 — A. Bofill, Ex To 18 — N. M. Walden, Ex To 15 — Pointer Sisters, ADDS: Seawind, McCrary's, Spinners, B. Guillaume, Inner Circle, Rinlew Allstars, D. Byrd, L. Clifford, Breakwater, G. Knight, Doobie Brothers, LP ADDS: R. Evans, Seawind, L. Clifford, Spyro Gyra.

KMJQ — HOUSTON — JACK PATTERSON, PD — #1 — FOXY
JUMPS: 36 To 32 — Machine, 30 To 27 — Switch, 37 To 23 — C. Lynn, 28 To 20 — Gary's Gang, 35 To 19 — N. Cole, 22 To 18 — T. Houston, 32 To 16 — P. Bryson, 14 To 8 — A. McClain & Destiny, 12 To 7 — Sister Sledge, Ex To 34 — B. White, Ex To 25 — C. Lucas, Ex To 24 — Bombers, Ex To 17 — B. Withers, ADDS: P. LaBelle, LP ADDS: B. White, Raydio, Whisters.

KDAY — LOS ANGELES — STEVE WOODS, PD — #1 — PEACHES & HERB
HOTS: Peaches & Herb (Reunited), Sister Sledge, G.O., Foxy, Village People, C. Lynn, Instant Funk, M. M. Walden, G. Benson, R. Stewart, ADDS: Gap Band, Sylvester, Raydio, Cher, War, LP ADDS: Crown Heights Affair.

KACE — LOS ANGELES — ALONZO MILLER, MD
JUMPS: 32 To 20 — B. Withers, 21 To 3 — Tavares, 18 To 2 — Sister Sledge, LP ADDS: Gap Band, Hilary, Raydio, Whisper, Maze, Dalton & Dubarri, R. Brown, M. Frank.

WLOU — LOUISVILLE — NEAL O'REA, PD — #1 — G. BENSON
JUMPS: 29 To 20 — Peaches & Herb, 20 To 13 — P. Bryson, 19 To 12 — Bar-Kays, 18 To 11 — R. James, 17 To 6 — Maze, Ex To 38 — M. Moore, ADDS: Parliament, H. Mann, K.C. & Sunshine Band, Gap Band, Chocolate Milk, LP ADDS: E.C. King, Foxy, Chocolate Milk.

WDIA — MEMPHIS — MARK CHRISTIAN, MD — #1 — JACKSONS
JUMPS: 30 To 26 — Gary's Gang, 28 To 23 — C. Lynn, 26 To 19 — D. Summer, 29 To 18 — A. McClain, 25 To 15 — G.O., 22 To 14 — G. Benson, 23 To 13 — T. Davis, 18 To 9 — Fatback, 17 To 7 — D. Oliver, 16 To 6 — A. Stewart, 15 To 5 — Bar-Kays, Ex To 29 — N. Cole, Ex To 27 — Maze, Ex To 20 — A. Green, Ex To 10 — Peaches & Herb, LP To 21 — R. James, ADDS: Foxy, Shotgun, Ashford & Simpson, G. Duke, Spinners, M. Jackson, LP ADDS: Crown Heights Affair, Enchantment.

WEDR — MIAMI — GEORGE JONES, MD — #1 — E.C. KING
JUMPS: 16 To 8 — M. Jackson, 9 To 4 — D. Pearson, 7 To 3 — A. McClain & Destiny, 8 To 2 — Instant Funk, Ex To 28 — N. Cole, Ex To 26 — R. Allan, Ex To 25 — Manhattans, Ex To 24 — Maze, Ex To 23 — J. Bradley, Ex To 22 — C. Lucas, Ex To 21 — Enchantment, ADDS: Undisputed Truth, Average White Band, Le Pamplemousse, LP ADDS: Love Unlimited Orchestra, Skyy, Salsoul Orchestra, Beck Family, D. Johnson.

WNJR — NEWARK — JERRY LOVE, MD
HOTS: D. Pearson, Grey & Hanks, Sister Sledge, Gary's Gang, C. Brown, G. Gaynor, G.O., R. Stewart, T-Connection, Kleeer, Amii Stewart, K. Barrow, Cher, P. Hyman, D. Summer, G. Benson, G. Soccio, Machine, Bombers, A. McClain & Destiny, M. Walden, Crown Heights Affair, Cameo, N. Cole, B. Withers, P. LaBelle, B. Sigler, Village People, War, ADDS: Maze, T. Davis, McCrary's, LP ADDS: E.C. King, Bohannon.

WYBC — NEW HAVEN — JAMES JORDAN, MD
HOTS: Peaches & Herb, Hi-Tension, Shotgun, Beck Family G.O., Chic, Sister Sledge, B. Summers, R. James, G. Benson, ADDS: Sylvester, McFadden & Whitehead, Breakwater, Raydio, The Force, LP ADDS: B. Paul, E.C. King, Skyy, L. Evans, Whispers, L. Clifford.

WYLD — NEW ORLEANS — JAY JOHNSON, MD — #1 — INSTANT FUNK
JUMPS: 30 To 25 — Bar-Kays (Shine), 19 To 14 — A. McClain & Destiny, 16 To 12 — T. Davis, 15 To 10 — G.O., 5 To 2 — Jacksons, ADDS: Peaches & Herb (new), C. Mayfield, Brick, Raydio, Gap Band, LP ADDS: Whispers, Manhattans, Ohio Players.

WXEL-FM — NEW ORLEANS — REG HENRY, #1 — BELL & JAMES
JUMPS: Ex To 33 — Crown Heights Affair, Ex To 30 — Pointer Sisters, 35 To 29 — Living Proof, 25 To 20 — Peaches & Herb, 14 To 9 — T. Davis, 15 To 8 — Shotgun, 13 To 6 — R. Allan, ADDS: Lattimore, J. Bradley, C. Lucas, K.C. & Sunshine Band, Raydio, P. Bryson, War, LP ADDS: Muddy Waters, War, AWB, G. Knight, G.O.

WWRL — NEW YORK — LINDA HAYNES, MD
HOTS: A. Bofill, Chic, Crown Heights Affair, G.O., M. Jackson, P. LaBelle, C. Lynn, Machine, Peaches & Herb, Sister Sledge, ADDS: D. Byrd, Millie Jackson, C. Lucas, McFadden & Whitehead, Billy Preston & Syreeta, B. White, LP ADDS: Beck Family, Dalton & Dubarri, Spryo Gyra, Jeffrey, C. Lloyd, Joe Sample.

WRAP — NORFOLK — FRANKIE STEWART
HOTS: D. Pearson, East Coast, Gary's Gang, Amii Stewart, Delegation, Jacksons, Instant Funk, G. Gaynor, Fatback, Peaches & Herb (new), ADDS: B. White, N. Cole, S. Johnson, P. Rushen, Village People, Beck Family, James Brown, G. Benson, A.P.B. LP ADDS: Instant Funk, P. Hyman, Creme D'Cocoa.

KDIA — OAKLAND — JERRY BOULDING, PD — #1 — SISTER SLEDGE
JUMPS: 33 To 27 — Sylvester, 34 To 25 — V. Burch, 31 To 24 — G. Duke, 28 To 23 — R. Brown, 25 To 19 — C. Khan, 24 To 16 — H. Mann, 22 To 15 — Foxy, 18 To 13 — Shotgun, 11 To 6 — G.O. 7 To 3 — Bell & James, Delegation, ADDS: B. Sigler, Gap Band, T. Davis, N. Cole, LP ADDS: War.

WORL — ORLANDO — STEVE CRUMBLEY, MD — #1 — SISTER SLEDGE
JUMPS: Ex To 35 — M. Jackson, Ex To 31 — C. Lucas, 36 To 30 — Manhattans, 34 To 29 — D. Pearson, 31 To 27 — Maze, 30 To 23 — Bar-Kays (Shine), 21 To 15 — Foxy, 24 To 13 — Cher, 37 To 12 — Peaches & Herb (Reunited), 19 To 9 — T. Davis, 11 To 5 — H. Mann, LP ADDS: T. Davis, B. Withers, D. Johnson, P. LaBelle, H. Hancock, L. Clifford (Let Me Be), R. Brown.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — G.O.
JUMPS: — 39 To 28 — Pointer Sisters, 38 To 27 — Ashford & Simpson, 27 To 20 — Cher, 37 To 19 — Peaches & Herb, 20 To 10 — Amii Stewart, 21 To 9 — B. Summer, 11 To 6 — G. Benson, ADDS: T-Connection, Isley Brothers, D. Johnson, T. Houston, Foxy, LP ADDS: N. Cole, Spyro Gyra, R. Brown, Maze, D. D. Bridgewater.

WAMO — PITTSBURGH — MIKE PAYNE, PD — #1 — PEACHES & HERB
JUMPS: Ex To 39 — J. Bradley, Ex To 38 — B. Worrell, Ex To 37 — Lattimore, Ex To 36 — A. Bofill, Ex To 35 — Rose Royce, Ex To 34 — R. Allan, 39 To 33 — B. Sigler, 40 To 32 — Fatback, 35 To 29 — Millie Jackson, 30 To 26 — Zulema, 37 To 23 — P. Bryson, 34 To 21 — A. King, 24 To 16 — N. Cole, 19 To 15 — D. Pearson, 20 To 14 — N. M. Walden, 14 To 11 — Gil-Scott Heron, 16 To 8 — Manhattans, ADDS: Beck Family, L. Evans, Don Downing, Ashford & Simpson, B. White, Fantastic Four, LP ADDS: R. James.

KKSS — ST. LOUIS — LEE MICHAELS, PD
HOTS: A. McClain & Destiny, Arpeggio, G. Benson, Bee Gees, Doobie Brothers, Cher, Chic, G. Gaynor, Grey & Hanks, Peaches & Herb, D. Summer, Voyage, ADDS: C. Lucas, O. Newton-John, P. LaBelle.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — G.O.
JUMPS: 30 To 25 — Bee Gees, 27 To 23 — Sea Level, 25 To 22 — Peaches & Herb, 23 To 21 — Crown Heights Affair, 22 To 17 — A. Hudson, 18 To 13 — Raydio, 17 To 12 — Machine, 8 To 4 — Instant Funk, 10 To 2 — Sister Sledge, Ex To 29 — K.C. & Sunshine Band, Ex To 28 — A. Bofill, Ex To 26 — T-Connection, Ex To 24 — J. Bradley, ADDS: Dramatics, T. Davis, H. Hancock, C. Lucas, P. Hyman, LP ADDS: N. Cole, T. Davis, G. Benson, T-Connection, Dramatics.

KYAC — SEATTLE/TACOMA — ROBERT SCOTT, PD
HOTS: C. Lucas, G. Benson, G. Duke, Grey & Hanks, Instant Funk, Peaches & Herb, Raydio, Tavares, T. Davis, ADDS: Millie Jackson, Beck Family, War, R. Brown, LP ADDS: AWB, L. Rabb, L. Clifford, Whispers.

WWDM — SUMTER — ERIC REECE, MD
HOTS: Maze, G. Benson, Shotgun, R. Allan, T. Davis, Delegation, G. Duke, D. Oliver, Peaches & Herb, Arpeggio, G.O., Desmond Child & Rouge, Raydio, Manhattans, ADDS: Gap Band, H. Mann, B. Worrell, L. Clifford, G. Soccio, Village People, Bombers, Isley Brothers, Brick, Spinners, LP ADDS: L. Clifford.

OK 100 — WASHINGTON — JOHN MOEN, MD
HOTS: D. Summer, Grey & Hanks, G. Benson, Foxy, Chic, Instant Funk, A. McClain & Destiny, R. James, R. Royce, N. M. Walden, R. Stewart, G.O., Sister Sledge, B. Sigler, Bar-Kays, G. Gaynor, Pointer Sisters, A. Stewart, Delegation, Arpeggio, Peaches & Herb, Maze, N. Cole, Bryson, G. Duke, Enchantment, Crown Heights Affair, P. Bryson, P. LaBelle, Jacksons, Village People, C. Lynn, Bombers, Shotgun, Parliament, Beck Family, B. Burch, Raydio, ADDS: Sister Sledge, Pointer Sisters, P. LaBelle, Raydio, V. Burch, G. Knight, R. Brown, FLB.



CHER TAKES WKTU HOME — Cher paid a visit to WKTU/New York recently and dropped off copies of her new Casablanca LP and single. Pictured (l-r) are: Ruben Rodriguez, Casablanca's associate national R&B director; Don Wasley, vice president/artist development; Marck Cichon, WKTU's music director; Ralph Cooper, associate PD at WKTU; Cher and Dave Mallow, air personality at WKTU.

Sam & Dave Try Comeback On Strength Of 'Soul Man'

(continued from page 10)

ported himself as a baker and a cook. It was at Miami's King of Heart's club in 1959 that the duo first performed together; Moore christened the room "The First Baptist Church of R&B." They cut several 45s for Roulette soon after, but in 1965 signed with Stax through the auspices of Henry Stone. "Stax was family. It was a brotherhood," Moore recalled. "One for all, all for one. We did what we could for each other." Redding was their best friend at the label. "Otis was country, man, a real down-home boy," Pratter said. "It was a good healthy rivalry. One night he'd blow us off the stage, and the next night we'd do the same to him."

When Moore returned to the recording scene in 1971 he signed with Atlantic and cut an LP with King Curtis. But the saxophonist was abruptly killed that summer, and the album, though finished, was never released. It was not the first setback Moore would experience. He reunited with Pratter to record an LP with Steve Cropper for United Artists in 1974, but the finished product satisfied neither party, and the LP failed commercially. The duo also cut eight sides for TK/Contempo in 1977, but all that was released from those sessions was a single of the Beatles' hit, "We Can Work It Out."

Responding to the charge by a former musical associate that the duo may have brought the dissolution of their partner-

ship upon themselves, Moore said. "We had our differences, sure, but they never degenerated into violent actions as many people reported."

He conceded that some of the problems that resulted in the breakup were drug-related, but that their involvement with drugs was greatly exaggerated. "In those days, even smoking a joint tended to reflect unfavorably on you, but we never dreamed we'd get hurt by it. Unfortunately, we were terribly naive." He contended that when he and Pratter recombined to seek a recording contract, "we had earned a reputation as dope fiends, and nobody wanted anything to do with us. And that included club owners." The layoff, he said, "broke our spirit in half."

"We were basically trusting people, but we were victimized to the point where we can never trust again. Until a new situation proves otherwise, nothing will ever be the same for us. The only people we now trust is ourselves."

"You know, we used to eat peanut butter and jelly sandwiches," Pratter said. "Then we got used to sirloin and chopped steak with a baked potato and chives. Now we're eating hot dogs and hamburgers, but I'm sure ready to start eating good again."

"We just want the chance to show people we can still perform," he added. "We don't want pity. We just want to come back alive."

War's 'The Music Band' LP Sparks New MCA Marketing/Merch. Push

LOS ANGELES — MCA Records and Far Out Production have launched a major marketing/merchandising campaign in support of War's new LP, "The Music Band." According to MCA, the marketing drive will be one of the company's most diverse to date, aiming at an audience that encompasses Top 40, R&B, disco, jazz, AOR and Latin record buyers.

"Broad demographic appeal has been the key to War's longevity," explains Bob Siner, president of MCA Records. "As War launches into the '80s, we are happy to see them conquer further dimensions. 'The Music Band' typifies this expansion."

The label will be implementing an extensive merchandising campaign including: a three sided dump box displaying the album graphics; four color 3X3s; a 6-foot die-cut of a drum major; paper disco jackets keyed to the red and gold color theme of the album and patches in the design of a drum major's hat.

A television ad campaign is also planned for both primary and secondary markets. A video package of War performing its new single, "Good, Good Feeling" will be made available for syndication and major shows in all markets. The video will be used for in-store play and be the basis for "The Music Band" TV commercial.

Advertising support in trade publica-

tions will consist of double truck, four-color ads, a consumer print campaign in major news weeklies, women's and men's magazines and mature music publications.

In addition, MCA is planning an all-out promotion in various radio formats for the 20-24 page demographic in nine key cities which generated mostly R&B consumer demand for War's debut album on the label, "Galaxy." Other radio support will come in the form of a documentary — "Evolution of War — The Music Band," produced by the artist development department at MCA. A special Spanish language commercial has also been produced for the campaign.

The disco market was especially receptive to War's "Galaxy" album and will again be heavily concentrated upon with the group's release of the 12" "Good, Good Feelin'." Special disco promotion of the product will be targeted in New York, Los Angeles, Philadelphia, Boston, Chicago, Miami, San Francisco, Detroit, Atlanta, Charlotte and Houston.

The release of "The Music Band" marks War's 10th anniversary as well as the first addition in personnel with bassist Luther Rabb and vocalist, Twee Smith. All six songs on the LP were collectively written by the group and produced by Jerry Goldstein, Lonnie Jordan, and Howard Scott for Far Out Productions.

DISCO BREAKS

(continued from page 38)

Milwaukee. The club according to John, has a capacity of 500, is 70% straight and predominantly white. A hot record for John now is "Dance With You" by **Carrie Lucas**. In addition to spinning, John directs the activities of the **Audiotalent** record pool satellite in Milwaukee.

DISCO AT NARM — Disco was a much debated issue at the recent **National Assn. of Recording Merchandisers** meeting in Miami. It was obvious from the spontaneous outcries of many participants that disco was seen as a threat to rock 'n' roll. However, despite such outbursts, one of the most successful parties held at the convention was the **Casablanca** party held Sunday night at the Diplomat Hotel. **The Village People** performed and **Neil Bogart** and the Casablanca executive staff appeared in sailor uniforms. **John Terry** of the **Button** in Ft. Lauderdale and **Ed Taylor** of the **Windward Resort Motel** in Miami were the spinners for the night. An upcoming 12" from the new **Donna Summer** album was previewed. The 12" is expected April 26.

THE DISCO CHALLENGE — The **Black Music Association (BMA)** is concerned about the impact of disco on R&B and soul music. In a recent letter, **Glenda Gracia** of BMA invited disco and R&B personalities to meet and discuss the encroachment of disco which, according to Gracia, threatens to "psych the majors" into believing that R&B and soul are not as important as in the past. BMA has established a Disco Advisory Committee whose members includes **Judy Weinstein, Ray Daviano, Kenneth Gamble, "Sticky Fingers," Wayne Getfman, Kim Graves, Stan Hoffman, Patti LaBelle, Larry Levan, Joe Loris, Wanda Ramos, Murray Schwartz, Joe "Butterball" Tamburro, and LeBaron Taylor**. The freewheeling meeting of the Committee is set for April 2 at **Second Story** in Philadelphia.

OZ CHANGES — The **Emerald City** club in Cherry Hill, N.J. has undergone a few changes recently. The club which can pack 3,000 people on the weekend has expanded its hours to include Thursday. Since the club opened last November, general manager **Phil Smith** has handled the spinning responsibilities. Now, **Ernie Dunda** of **Studio 54** has been tentatively set to spin. Having spun for seven years, Smith is interested in branching out from the DJ booth. He and his partner **Charles Gerson** are expanding into DJ management in addition to running Emerald City. Dunda is expected to be a Smith-Gerson client. The club has also taken an innovative approach by opening a record store in the lobby. The **Emerald City Disco Shop** has its own sound system, sells a full-line of disco products and related paraphernalia such as percussion instruments, clothing, fans etc. The store, which is manned by **John Wright**, also has a hot line direct into the club's DJ booth. "It lets the customer buy it immediately," says Smith. "Instead of trying to remember the name or wait to hear it on the radio, you can buy it when you hear it." Smith reports that sales are very brisk with the instruments such as tambourines, maracas etc. selling very well.

POOL NEWS — The **Southern California Disco DJ Assn.** has been evicted from its Hollywood location at 1509 Crossroads of the World. The landlord complained that the massive deliveries of records were threatening a staircase in the building. The pool and its 150 members, according to **A.J. Miller**, receive approximately 1500-2000 records a week. The pool plans to relocate after the first of the month to 1850 N. Whitley in Hollywood. . . The L.A. area now has a second pool which is catering to DJs who were reportedly overlooked by S.C.D.D.J.A. **DJs Unlimited** was established in January by **Don Johnson**, a former vice chairman of the **Dogs of War** pool in Chicago. "When I moved to California, I quickly sensed a gap here," says Johnson. "We are not trying to compete with the S.C.D.D.J.A. but their membership and the clubs they represent are largely gay and we felt that latin, black and straight clubs in Orange County were not getting well represented." The Norwalk-based pool has 100 members of which 24 are mobile, approximately 25 are black, 20 chicano with the remainder oriental and caucasian. The membership is almost entirely straight. "We picked up the slack that S.C.D.D.J.A. was not representing. For example, if a restaurant is attached to the disco, a DJ had problems becoming a member of A.J.'s pool. That doesn't concern us. **Rudy's Pasta House** is a restaurant but it also has a large club and you can break records there and people will buy because of that club." Johnson says that he consults with Miller to avoid duplication of rosters as well as carefully screening applicants. The pool is located at 12814 Tomahawk Lane, Norwalk 90650. Phone: (213) 863-0217. The vice chairman of the pool is **Sally Lacaci** who is in charge of Latin affairs. The pool prints a bi-monthly publication called **Rhythm Disc**. The next meeting is April 2 from 6-9 p.m. at Rudy's Pasta House in Montebello. While **Norm Gardner** of Fantasy recently added DJs Unlimited to his mailing list, Fantasy also cut **New Jersey Assn. of Disco DJs, American Import Distributors** in New York and **Disco Pool of America**. The reasons varied from poor feedback to Fantasy not wanting to support a pool whose members are drawn from across the country rather than a specific market. . . **Disco Pool Detroit** is having a membership meeting April 8, followed by a party for DJs hosted by **WDRQ**. **Jerry Johnson**, head of the pool is the DJ at the new after hours club outside Detroit called **Manis**. . . **Carrie Lucas** will appear at a party hosted by **RCA** for **IDRC** in New York April 2.

NEW PRODUCT — While **RFC Records** is celebrating the success of its first release (**Soccio** went #1 this week in **Cash Box**), the label is readying its second release. Set to be out in three weeks is "Nightrider," a commercial 12" by **Venus Datson**, produced by **Patrick Adams**. Also coming soon from RFC is a rock/disco track called "How Could This Go Wrong" by pop group **Exile**. . . **Ariola** and **MK Dance Promotions** did a hand-delivery blitz last week on "I Can Tell," a new **John Luongo** remix of the song by **Chanson**. Eight people from the two staffs hit the road to deliver the song. Also coming this week from Ariola is a 12" called "Night Dancing" by coming this week from Ariola is a 12" called "Night Dancing" by **Taka Boom** which **Jack Witherby** says will knock your socks off. The disc has three versions on it. One starts with the vocal immediately. Another has an intro in front of the vocal and the flipside is a 3:36 edit for radio. Jack says the two versions on the A side were included so DJs could slam mix or walk in with music beneath the vocal. . . **Casablanca** is releasing "Lady Night" by **Patrick Juvel** April 16. . . **Barry Blustein** of Motown tested with interesting results the new **Bonnie Pointer** 12" "Heaven Must Have Sent You" at **Studio One** and **Probe** in L.A. recently. The track is a complete reworking of the original. . . **Atlantic** is releasing April 16 "I Was Made For Dancin'" by the **Trammps**. . . **Salsoul** is outing "Double Cross," a commercial 12" by **First Choice** at the end of the month. . . **Elektra/Asylum** released last week "Bad For Me," a commercial 12" by **Dee Dee Bridgewater** and "Why Leave Us Alone" by **Five Special**. . . **A&M** serviced a non-commercial 12" by **Peter Allen** to N.Y. pools only last week. **Michael Wright** says the label is testing "Don't Wish Too Hard" before sending it out nationally. Also out last week, nationally, was a commercial 12" by **Richard Evans** "Do Re Mi For Soul/Educated Funk" remixed by **Bob Clearmountain**.

peter hartz

JAZZ

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
1 LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)	1 4	20 RETURN TO FOREVER LIVE (Columbia JC 35281)	19 7
2 CARMEL JOE SAMPLE (MCA AA-126)	2 9	21 SPACE GEORGE BENSON (CTI 7085)	20 11
3 TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	3 16	22 THE JOY OF FLYING TONY WILLIAMS (Columbia JC 35705)	— 1
4 FOLLOW THE RAINBOW GEORGE DUKE (Epic JE 35701)	5 5	23 JAZZSTARS IN CONCERT RON CARTER, SONNY ROLLINS, McCOY TYNER (Milestone M 55006)	22 12
5 FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	6 5	24 MR. GONE WEATHER REPORT (Columbia JC 35358)	23 24
6 ANGIE ANGELA BOFILL (Arista GRP 5000)	4 14	25 WE ALL HAVE A STAR WILTON FELDER (MCA AA-1109)	25 19
7 EXOTIC MYSTERIES LONNIE LISTON SMITH (Columbia JC 35654)	7 10	26 RED HOT MONGO SANTAMARIA (Tappan Zee/Columbia JC 35696)	28 4
8 AN EVENING WITH HERBIE HANCOCK & CHICK COREA (Columbia PC 35663)	13 3	27 INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557)	26 21
9 PATRICE PATRICE RUSHEN (Elektra 6E-160)	9 21	28 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	27 74
10 TIGER IN THE RAIN MICHAEL FRANKS (Warner Bros. BSK 3294)	12 5	29 STUFF IT STUFF (Warner Bros. BSK 3262)	31 2
11 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	8 25	30 NIGHT RIDER! TIM WEISBERG (MCA 3084)	— 1
12 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	11 27	31 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	29 31
13 SUPER MANN HERBIE MANN (Atlantic SD 19221)	10 7	32 MORNING DANCE SPYRO GYRA (Infinity INF 9004)	— 1
14 FLAME RONNIE LAWS (United Artists UA-LA881-H)	14 23	33 JUNGLE FEVER NEIL LARSEN (Horizon/A&M SP-733)	30 12
15 AWAKENING NARADA MICHAEL WALDEN (Atlantic SD 19222)	17 6	34 SECRET AGENT CHICK COREA (Polydor PD 1-6176)	21 15
16 LIGHT THE LIGHT SEAWIND (Horizon/A&M SP-734)	24 3	35 LEGENDS DAVE VALENTIN (GRP/Arista 5001)	32 11
17 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	15 23	36 THE INSIDE STORY ROBBEN FORD (Elektra 6E-169)	34 6
18 PAT METHENY GROUP (ECM 1-1114)	16 35	37 SOFT SPACE THE JEFF LORBER FUSION (Inner City 1056)	35 26
19 ME MYSELF AN EYE CHARLES MINGUS (Atlantic SD 8803)	18 7	38 ARCADE JOHN ABERCROMBIE QUARTET (ECM-1-1133)	39 2
		39 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD 1-6179)	33 15
		40 HOT DAWG DAVID GRISMAN (Horizon/A&M SP 731)	— 1



JARREAU IN CHICAGO — Warner Bros. recording artist Al Jarreau recently performed at the Mill Run Theatre in Chicago. Pictured backstage after the show are (l-r): Kirkland R. Burke, Warner's marketing manager; Sonora Roberts, music director, WJPC; Jarreau; Harvey Brister, WBEE program director, and Charles Springer, Warner's regional marketing manager.

Motown Forms Jazz Division

LOS ANGELES — Motown Records has established a contemporary jazz division, headed by Lee Young, Sr., Motown's vice president of creative administration.

All product for the jazz division will be released on the Motown label according to Young, who stated, "We are establishing a division and not a new label. We feel the Motown name already gives our product instant identity and we are fully equipped to handle new product releases right away."

Motown plans to release eight albums in the division's first year. The first group to sign with the label's new wing is a five-piece jazz unit called Dr. Strut. The band's debut

album will be released in May and is produced by Young.

The jazz division is not Motown's first venture into the world of contemporary jazz. Motown distributed the CTI label for three years, which included material by such jazz luminaries as Grover Washington, Jr., George Benson and Ron Carter.

Young mentioned that he will be seeking out new artists for the label's latest division, and emphasized "We are going to be very selective. The artists will have to be viable, and we're looking for artists who are going to bring something into the division." According to Young, Motown will pursue established artists as well as new talent.

Prior to joining Motown, Young served under President Jay Lasker at Dunhill Records, and was responsible for Trousdale Publishing. When Dunhill was acquired by ABC Records, Young became the label's A&R division administrative head. Young was responsible for the release of the Cabaret, Song Of Norway and Two Gentlemen Of Verona soundtrack albums during his six-year tenure at ABC. Additionally, Young was instrumental in the initial signing of Steely Dan to ABC.

The new Motown division head also has a distinguished career as a top recording artist, highlighted by 10 years as Nat King Cole's music director. Young has recorded with Oscar Peterson, Lionel Hampton, Benny Goodman and Count Basie.

ON JAZZ

Teddy Wilson, whom Benny Goodman has called "the greatest musician in jazz today, irrespective of instrument," will receive the Honorary Degree of Doctor of Music in Commencement Ceremonies at Boston's Berklee College of Music on May 19.

Guitarist Robben Ford makes his first New York visit on April 2 and 3 at the Other End. His first album, "The Inside Story" is on Elektra.

Art Blakey & the Jazz Messengers will appear in concert at the Symphony Space, April 9. The show is being promoted by the Consortium of Jazz Organizations and Artists. Blakey's latest LP is "In My Prime" on Muse.

(continued on page 55)

JAZZ ALBUM PICKS

LAND OF PASSION — Hubert Laws — Columbia JC 35708 — Producer: Hubert Laws — List: 7.98

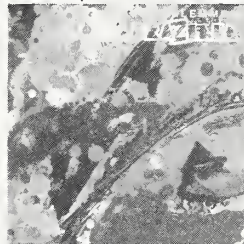
The master flutist makes his latest waxing a true family affair. Ronnie, saxophone; Debra; lead female vocals; Johnny, lead male vocals and other Laws family members make contributions to this light jazz outing. The vocal duets of Debra and Johnny perfectly complement Ronnie's vibrant sax work and Hubert's breezy flute solos. "We Will Be" a masterpiece of spirited, melodic funk highlights the album.

STERLING SILVER — Horace Silver — Blue Note 945H — Producer: Alfred Lion — List: 7.98

Horace Silver's output of the past decade has been devoted to a whole series of concept albums. If anything, this indulgence has diminished his stature; yet this album of rare and unissued material covers the period 1958-1964, and the likes of Blue Mitchell, Donald Byrd and Junior Cook are on hand to lend strong support. Best cuts are "Senor Blues (vocal version)" and "Tippin'," which should earn Horace solid air play and a big selling LP.

WALT BOLDEN — Nemperor JZ 35569 — Producers: Walt Bolden and Gary Tate — List: 7.98

Walt Bolden and his boys serve up a classic example of free and easy mainstream jazz on this outing. The album is full of fluid horn arrangements and memorable melody lines. Besides Bolden's precision stick work, the LP is highlighted by some startlingly beautiful alto sax work by Walter Dyer. There are many superb cuts on this record but the standouts are: "Deep In The Hat," "Gift Of Life" and "I Remember Britt."



BRAZILIA — John Klemmer — MCA AA-1116 — Producers: John Klemmer and Steve Goldman — List: 7.98

John Klemmer slips into a Latin groove on his new "Brazilia" LP. He contrasts some powerful driving sax lines with those famous lyrical, romantic ballads that became so popular during the "Touch," "Barefoot Ballet" period. Klemmer's smooth tenor runs are augmented by the falling rain drop-like quality of Victor Feldman's Fender Rhodes playing and the acoustic guitar virtuosity of Oscar-Castro Neves.

B BAKER CHOCOLATE CO — LRC 9325 — Producer: Sonny Lester — List: 7.98

B. Baker is an arranger who has fashioned an album primarily geared to the R&B crossover market. However, the contributions of George Young, Eddie Daniels, Jimmy Ponder, Jimmy McCruff and Lonnie Smith elevate the music above the ordinary. There are strings and vocalists here on the six-tune program of originals, but it is the soloists that grab the attention most often. Should be a strong candidate for airplay.

JAY McSHANN — Classic Jazz 128 — List: 7.98

McShann has made a strong comeback in recent years, and this album, in its first American release, is solid evidence of what he does best. The Kansas City blues and boogie idiom has no better representative than McShann. Of principal importance is the presence of T-Bone Walker on guitar, and he complements McShann in the best possible way. A few vocals, lots of instrumentals, and a good time is had by all.

LATIN

LATIN BEAT

Celi Bee is a multi-talented performer who has reached international fame. She is a favorite singer in Japan and has recently starred in a series of Japanese television specials. In France, Celi guest-starred with Cerrone, Voyage, Michael Zager, Eruption, and Evelyn "Champagne" King in an extravaganza called "Avec Le Disco." She also appeared in a Mexican variety show that was shown via satellite throughout Latin America.

Internationally renown for her gold-certified hits "Macho" and "Superman," Celi Bee returns with a beautifully constructed LP on TK/APA Records entitled "Fly Me On The Wings Of Love." It is produced by her husband **Pepe Luis Soto** and it is creating the buzzing brand of excitement that Celi Bee is known for.

Before her international success Celi Bee was known as **Celines**. She and Pepe Luis were Spanish singing stars in Puerto Rico in the early seventies. During this time she won two international music awards. At Puerto Rico's first international song festival, in 1972, her song "Yo Quiero Un Pincel" won both the Best Overall Song Award and the Best Interpretation Award. Two years later she was honored at the Castlebar International Song Festival in Ireland for the Best Overall Song, Best Interpretation, Best Arrangements and the Best Ballad.

Celines' talent further developed while headlining some of the finest supper clubs and theaters in America, Europe and Latin America. From San Juan's Club Caribe to America's Chichester Festival Hall, she has captivated audiences with her seductive charm.



Celi Bee

Celi is a native New Yorker who moved to Puerto Rico when she was 13. By the late sixties she had appeared on a top-rated local television series and recorded four albums, as well as appeared in numerous commercials. Celi and Pepe got into the disco market with "Superman" on Pepe's Puerto Rico based Orange label. News of this record seeped into New York's disco grapevine and the response was so tremendous that Pepe remixed the master and gave Celi a new identity. The album that followed was titled "Celi Bee and the Buzzy Bunch." It included the songs "One Love," "Hurt Me, Hurt Me," "Smile" and "It's Sad." The following LP "Alternating Currents," was a disco, radio, and chart topper that featured songs such as "Together," "Hold Your Horses, Bebe," and the title cut; "Macho (A Real Real One)."

Riding high on the success of her new album, "Fly Me On The Wings Of Love," Celi Bee is in the midst of a world-wide tour that has earned her swarms of fans. Side one is a three-act love story set to an enticing beat that is as intoxicating as it is breathtaking. "Higher, Higher," "Love Look What You Done To Me," and "Midnight Passion" form a trilogy that will have dancers and lovers soaring. Side two, according to Celi Bee, is "rocking disco with an addition of a poignant ballad that builds in intensity and feeling."

In a little over two years Celi Bee has become a disco star all over the world. And top music critics agree that Celi Bee's distinctive universal disco sound is a rare treat with excellent production, arrangements, superb orchestration and electrifying tunes.

The city of New York honored the internationally acclaimed Caribbean group **La Sonora Matancera** March 23 with a special proclamation.

La Sonora Matancera has entertained both Spanish and English speaking audiences around the world for 56 years, and the city recognized the group's contribution and achievements on behalf of all Hispanics.

Salsa music fans will be treated to a spectacular night of their favorite music when **Ralph Mercado** and **Ray Aviles** (A Rainbow Production) present "Salsa Gala Spectacular" at the Sheraton Center Hotel (formerly the Americana) 7th Avenue and 52nd Street in midtown Manhattan, on Easter Saturday, April 14.

Starring that evening in the Grand Ballroom of the hotel will be **Celia Cruz** and **Johnny Pacheco** and **Willie Colon** and **Ruben Blades**. From Santo Domingo will be **Los Hijos Del Rey** with singers **Fernandito**, **Raulin** and **Vicente Pacheco**. Rounding out the event will be **Casanova Y Montuno** and **La Charanga America**. **Polito Vega** will emcee the dance.

ray terrace

SINGLES TO WATCH

- TITO PUENTE (Tico) **Que Bueno Baila Usted** (Beny More)
- LAS TRES Y PUNTO (Sultana) **No Esperare** (Rosilu)
- YOSHIO (CBS-Mexico) **Dime Por Que** (Yoshio-Abrego-Medina)
- GRUPO ROCA BLANCA (Orfeon) **De Sed** (Juan Gabriel)
- ALVARO ARIAS (Rio Bravo) **Cuatro Estrofas** (Ismael Diaz)
- DUETO ALMA NORTENA (CBS-Mexico) **Que Lindo Amor** (Isidro Coronel)
- LOS BUM BUM (CBS-Mexico) **Como Siempre** (DR-Augustin Morales)
- FITO GIRON (CBS-Mexico) **El Amor Esta En El Aire** (Vanda Young)
- LOS MARINOS (Marino) **Echame A Mi La Culpa** (J.A. Ferruzquilla)
- ZOILA (Epic-Mexico) **Primera Vez** (Juan Gabriel)
- ANTONIO MARTELL (Microfon) **Angel** (Antonio Martell)
- ALDO Y LOS PASTELES VERDES (Microfon) **El Reloj** (Roberto Cantoral)
- LOS CLARK'S (CBS-Costa Rica) **Solo Un Momento** (Moises Urbina)
- COMBO SENSACION KODOKAN (Epic-Costa Rica) **Cruel Humanidad** (Kodokan)
- ALMA RIOS (Columbia-Mexico) **Mal Hombre** (D.R. En D.G.D.A.)
- DUETO AMERICA (CBS-Mexico) **El Chisme** (Eleuterio Reyes)

TOP 20 ALBUMS

CHICAGO SALSA	CHICAGO POP
1 SIEMBRA WILLIE COLON/RUBEN BLADES (Fania 537)	1 EMOCIONES JULIO IGLESIAS (Alhambra 3122)
2 HOMENAJE A BENNY TITO PUENTE (Tico 1425)	2 LA VOZ RANCHERA CHELO (Must 10638)
3 LA CHARANGA 76 EN EL 78 CHARANGA 76 (TR 139X)	3 JURO QUE NUNCA VOLVERE LUPITA D'ALESSIO (Orfeon 021)
4 NEW YORK CITY SALSA ORQUESTRA BWAY (Coco 140)	4 ROBERTO CARLOS (Caytronics 1540)
5 LA COMEDIA HECTOR LAVOE (Fania 522)	5 LOLITA DE LA COLINA (Arcano 3416)
6 ONLY THEY COULD HAVE MADE THIS ALBUM GELIA CRUZ/WILLIE COLON (Vaya 66)	6 LA MUERTE DE UN GALLERO VICENTE FERNANDEZ (Caytronics 1492)
7 SALSA MAYOR (Velvet 8011)	7 LEO DAN (Caytronics 1504)
8 SALSA ENCENDIDA TIPICA 73 (Inca 62)	8 ELLA VINO AL VALLE FREDDY DENDER (GCP 141)
9 SPANISH FEVER FANIA ALL STARS (CL 35336)	9 ESPECTACULAR JUAN GABRIEL (Ponto 1036)
10 EDDIE PALMIERI (Epic JE-35523)	10 ESTOS SON LOS FELINOS (Musart 1735)
11 SABOR SENTIMIENTO Y PUEBLO ISMAEL MIRANDA (Fania 530)	11 A LA INSPIRACION DE JIMENEZ CHELO (Musart 1238)
12 EN LAS VEGAS EL GRAN COMBO (EGC 015)	12 VAMOS A LA ESCUELA CEPILLIN (Orfeon 16010)
13 MUSICAL SEDUCTION BOBBY VALENTINE (Bronco 106)	13 CAMARON PELAO LOS POLIFA CETICOS (Latin Int 5025)
14 AMIGOS LOUIS RAMIREZ (Cotique 1096)	14 DEMASIADO AMOR BASILIO (Zafiro 513)
15 EXPLORANDO LA SONORA PONCENA (Inca 1060)	15 LA HIJA DE NADIE YOLANDA DEL RIO (Arcano 3202)
16 THE ARTIST JOHNNY PACHECO (Fania 503)	16 AMIS 33 ANOS JULIO IGLESIAS (Alhambra 38)
17 A LA CARTE MONGO SANTAMARIA (Vaya 74)	17 BESITOS LOS HUMILDES (Fama 560)
18 ESTO SI ES LO MIO ISMAEL RIVERA (Tico 1428)	18 NUNCA SUPE LA VERDAD DANNY DANIEL (Borinquen 1327)
19 INCONQUISTABLE DIMENSION LATINA (TH-2040)	19 EL PARRANDERO AGUSTIN RAMIREZ (Freddy 1095)
20 MACHA MUMBA SAOCO (Salsoul 4117)	20 LO NUEVO DE CARLOS GUZMAN (Falcon 5016)

LATIN PICKS



QUINO — Fania JM-00521 — Producer: Johnny Pacheco

Talented composer and musician Quino excels in his debut album of love songs, which was recorded in Argentina. The final mixing and vocals were finished in the States. The songs are beautifully suited to his style of singing, and his voice is in fine form on all of the songs. String section arrangements are great. This album is a masterpiece for lovers of Latin boleros.



EMOCIONES — Julio Iglesias — Alhambra TXS-3122 — Producer: Ramon Arcusa

Spain's superstar turns out another block-buster for his fans all over the world. Every album Iglesias has done has turned gold for him. The female chorus here is excellent with a touch of disco feel, and the musical arrangements by Ramon Arcusa are superb. The voice of Julio Iglesias shines throughout the entire album. All cuts are excellent, which should push this LP to #1 all over Latin America.



ROBERTO CARLOS — Caytronics — CYS-1540 — No Producers

Multi-talented Brazilian singer Robert Carlos scores again with another sparkling album that consists of soft rock ballads and two uptempo tunes. Carlos excels cut after cut; likewise, the orchestra backing him in this album is superb. The songs are well executed and the string section arrangements are great. The best songs in this album are: "La Primera Vez," "Musica Suave," "Desayuno," "Por Fin Manana," "Intenta Olvidar" and "Todas Tus Rumbos."

NARM Members Concerned About Inflation; Manufacturers See A Good Year Ahead

(continued from page 7)

Christmas selling season that never materialized. Also blamed were generally sluggish first quarter sales, dampened by the relative lack of major hit releases.

Joe Mansfield, vice president of marketing for Columbia Records, pointed out that retailers need the excitement of a flood of superstar albums to draw more customers into their stores. "As soon as you get hot product out there on any label, you'll see the change," he said.

Lou Dennis, vice president of sales for Warner Bros. Records, however, thought there was already plenty of strong product on the market. Asked why most retailers do not feel this way, Dennis said that they had been "spoiled" by the extraordinary success of such mega-platinum albums as "Saturday Night Fever" and "Grease." He added that, in his opinion, gold and platinum sales levels are still respectable achievements for any label.

Both Dennis and George Levy, president of Sam Goody, the New York-based retail chain, said that accounts had bought too much product too far in advance of the Christmas season last year. Dennis attributed some of this early buying to concern about a possible "pressing crunch" just before the holiday season.

An additional factor in poor sell-through was the bad weather that swept much of the country last winter. Jim Rose of Rose Records in Chicago said that, under normal conditions, his chain could have sold off its excess product in January, but that heavy snows and low temperatures had cut into his business in that month.

Inflation Menace

In his speech at the opening business session of the convention, outgoing NARM president John Cohen predicts that, while record industry volume continues to rise, retailers are entering a period of "profitless prosperity" in which spiralling expenses will eat away at their profits. To counter this rampant inflation, Cohen suggested that dealers change enough for their product to make a decent gross margin.

Commenting on Cohen's remarks, Levy said he felt that the Disc Records president was urging retailers not to give away their best product at the cheapest price. Levy believed that \$8.98 list records, in particular, are being priced too low.

However, as Rose pointed out, it is difficult for most retailers to raise their prices unless their competitors do the same. "Everyone's under the same pressures," he said, adding that Rose Records has tried to increase their margin by raising the prices of certain titles above the level of other records with the same list price.

Meanwhile, as retailers contemplated the deleterious effect of inflation on their bottom line, some of them were also beginning to notice its effect on their sales. Lew Kwiker, owner of the Music Stop chain in Detroit, noted that consumers have less to spend on records as a result of inflation, and Russ Solomon, president of Tower Records, suggested that record prices be reduced to increase volume. "We've all got to bite the bullet," he remarked.

Manufacturers, in contrast, didn't see inflation having an adverse effect on sales. Tom McGuinness, vice president of sales/branch distribution for CBS Records, pointed to the growth of the industry during the last recession as proof that people will continue to buy records during a period of massive inflation. And both Joe Mansfield and Harry Anger, vice president of marketing for Polydor Inc., noted that consumers have historically continued to buy records despite every change in the economic climate.

Harold Okinow, president of Lieberman Enterprises, said that he didn't expect the large rack jobber to be hurt by inflation for at least a year. "Our problem this year will be less than for others," he said, "because we're starting to reach economies of scale with the ABC (Records and Tapes) merger." He added, however, that "cost escalations hit everyone."

Business Climate

The large, branch-distributed labels that control the lion's share of the record business seemed optimistic about the industry's prospects for the rest of 1979. Mansfield, for instance, thought that this year's sales could be as big as last year's, despite the slow start in the first quarter. Al Bergamo, president of MCA Distribution Corp., was even more enthusiastic, predicting that 1979's volume could even exceed that of the previous year. And Anger, whose company has had a very good first quarter, noted that Polydor is still expecting a new Atlanta Rhythm Section LP, as well as the soundtrack album to the upcoming movie based on the Who's "Quadrophenia."

Levy said that he heard mixed opinions about the outlook for the coming year, but that some retailers were not discouraged by the first quarter results. Offering his own opinion, Levy said, "If you discount the 'Saturday Night Fever' explosion (of 1978), business may not be bad."

Scott Young, vice president in charge of Pickwick's retailing division, felt that, even if the new releases improve, the business climate might not. But, according to Pickwick's prognostications, the five-year trend for the industry will be up. "Last year," Young said, "was above-average, and this year will probably be below-average. It'll even out."

New Officers

A regular feature of every NARM convention is the installation luncheon. This year, Barrie Bergman, president of the Record Bar retail chain, was installed as president of the trade association. He succeeds John Cohen, president of Disc Records, who will remain on the NARM board of directors.

Daniel Heilicher, Jay Jacobs and George Souvall all left the board of directors. They were replaced by C. Charles Smith, president of Pickwick International; Lou Fogelman, president of Music Plus; and Calvin Simpson Jr. of Simpson's Wholesalers, the first black member of the board.

Joe Simone of Progress Distributors moved from treasurer to vice president of NARM, while John Marmaduke of Western Merchandisers became treasurer and Harold Okinow of Lieberman Enterprises was elected secretary.

In his speech as outgoing president, John Cohen commended Joe Cohen for the success of his regional meetings, which were aimed at middle management employees of record merchandisers. "NARM is going to the grassroots," he said.

Bergman noted that he was the second "pure retailer" in a row to become NARM's president, and that NARM's "population explosion" has been due mainly to rising retailer membership. The new head of NARM, who is still in his 30s, also said that the increased youth of the membership has contributed a new vitality to the organization.

Video Disc Demonstration

A special highlight of the conference was the first large-screen demonstration of MCA Inc.'s new video disc system, which is already being test-marketed in several cities. It was announced that the pre-programmed video discs will be distributed through MCA Distributing Corp. In addition, Norman Glenn, Sr., vice president of programs and marketing for MCA Discovision, Inc., gave a talk entitled "The Video

Disc: Its Opportunities and Potential" at a luncheon sponsored by Cash Box.

Another highpoint of the business sessions was the merchandising seminar, which was built around an audio-visual presentation. The film emphasized merchandising of new acts, as well as cross-merchandising with other departments and local stores.

The Retailer of the Year award, announced at the merchandising seminar, went to Music Plus. Rack Jobber of the Year was Lieberman Enterprises.

Other business sessions included the rack jobbers meeting, the one-stop meeting, a radio advertising seminar (featuring presentation of the first annual NARM radio advertising awards), and tape seminars at which studies were presented by CBS Records and GRT Corp. (see separate stories).

Among the companies that made product presentations at NARM were WEA, Capitol, Polygram, MCA, Casablanca and CBS. Guest appearances by ten Columbia and E/P/A artists highlighted the CBS presentation. Among them were Columbia's Eddie Money, Willie Nelson, Cheryl Lynn, Moe Bandy, Lynn Anderson, Renata Scott and Leah Kunkel; Epic's Charlie Daniels; Blue Sky's Dan Hartman; and Kirshner's Sarah Dash. The artists talked with NARM members following a half-hour videotape about CBS' 1978 successes and its current and upcoming releases.

A number of other artists entertained NARM attendees in the evenings. Among them were George Benson (Warner Bros.), Andy Gibb (RSO), Village People (Casablanca), Lou Rawls (Philadelphia International), and Natalie Cole (Capitol). In addition, Casablanca recording artist Cher was mistress of ceremonies for the NARM record awards; she was aided by Neil Bogart, president of Casablanca Record & FilmWorks, and Gene Simmons of Kiss, another Casablanca artist.

Industry Execs Respond To Proposal For Distrib Pacts

(continued from page 8)

is "foreclosing" creative opportunities for new talent, noted Ira Moss,

"That (mergers) may well happen," said Howard Rumack, president of Sunshine Distributors. "It's a matter of survival... guys working together to stay in business."

"I'd like to see more cooperation among distributors on a national level. If I'm breaking a record here, I should let the guy in Texas know and vice versa."

Rumack does not feel that the contract is a viable solution because there are too many intangibles. He also points to the A&M situation and asks what any distributor could have done for A&M. "If A&M was under contract, they may have gone out of business."

Joe Simone, Progress Record Distributors, suggested in his prepared text at the meeting, that distributors "complement what manufacturers are doing" and be more creative.

This philosophy was echoed by one industry executive who recommended that the distributors move more into the marketing and sales area while leaving promotion to the labels.

What about breaking new acts? "The industry is backwards," according to Ovation's Schory. "The hottest lines go for the lowest prices."

"There has to be some kind of risk-reward formula. So far the risk is in the hands of the manufacturer in breaking new acts. But, I would like to see something

Retail Management Philosophy Comes Under Discussion

(continued from page 19)

be on the premises most of the time, including Friday nights, Saturdays and Sundays, when these outlets usually do half of their weekly business. Dr. Rachman suggested that the difference between the policies of Tower and Pickwick in this respect may be related to the fact that Tower's stores are physically much bigger than the average Musicland unit.

Unlike Solomon, Hartstone doesn't allow his managers to make many decisions that affect Integrity's bottom line. He felt, however, that a good manager can increase sales at any location by as much as 20% above the level achieved by a poor manager. Solomon, on the other hand, felt that a good manager can increase sales a smaller amount, mainly through creative merchandising. But he pointed out that the manager can certainly boost profits by controlling salaries and shrinkage and promoting employee efficiency.

One-Stop Session Held At NARM

(continued from page 19)

would be fewer returns. However, this strategy did not help Silver's business.

Picking up where Silver had left off, Lasky said he resented having an excessive amount of product pushed on him by the manufacturers. He also suggested that they "spread out" the production schedule on hit product. "What does it mean to ship triple platinum?" he asked.

Edward Gilreath of Warner Bros. Records answered Lasky from the floor. He contended that one-stops shouldn't complain about oversupply on certain records if they've agreed to take those quantities in return for a special price break. Moreover, he said, Warner Bros. never pressures dealers to take big numbers of a record unless it's a guaranteed hit, like a George Benson album.

worked out where the distributor shared in the risk."

Schory added, "It's hard to get any motivation from the distributor until the heavens open up and the act is selling. But I don't see that raising prices is the way to do it."

The attitude of some industry observers is that one-stops will expand their responsibilities in the wake of the distribution changes.

For example, Ernie Leaner, of Ernie's One-Stop, said that while suppliers of records are diminishing, "the one-stop will take on a greater function and it will increase." Further, he noted that the one-stop will be moving in to fill the gap, not only with product, but in the areas of credit, education, etc.

The question and answer period of the meeting brought up a variety of problems, including manufacturers who sell around a distributor who helped to break an act. The practice of setting up an in-house advertising agency to buy media at a cheaper price, but billing the label at a higher figure, was also discussed.

George Hocutt, whose California Record Distributors recently merged with Record Merchandising in L.A., expressed the necessity of enforcing credit policies or both the independent label and distributor are going to suffer.

Looking ahead, Goldman philosophized. "The entrepreneurial expertise will reflect the future of distribution."

INTERNATIONAL

Capitol-EMI's Zimmermann To Guide Canada Operations

by Kirk LaPointe

TORONTO — The recent restructuring of the Capitol-EMI Records Group in North America, which saw Capitol Records president Don Zimmermann named president of Capitol/EMI America/United Artists, will give Zimmermann responsibility for the operation of Capitol-EMI of Canada Ltd. Although he says a large part of his new position will be the revamping of the U.S. parent firm, Zimmermann told **Cash Box** he will be looking to further develop the Canadian operations in the coming year.

"I doubt whether I'll spend much time up here," he said. "But David (Capitol president David Evans, of the company's Canadian operations) and I have had a very close working relationship for many years now. We've made great strides in the past year, especially in the field of artist acquisition. Most likely, I'll be up here a half dozen times a year. I have great confidence in the abilities of the company's current executive in Canada."

Although some observers have viewed Zimmermann's appointment as chief executive officer for Capitol-EMI of Canada as an "executive airlift," both Evans and vice president of marketing, Bob Rowe, voiced strong praise for the new move.

"I think it will give us an even stronger base in America," commented Evans. "It is the final move in a series that will link the Canadian and American operations. We've always tried to have a continental approach to the running of the company. Now, with one man clearly at the top of the outfit, we can look forward to a consistency. It can only help us."

Rowe told **Cash Box**, "Don's a great guy. He is now going to be able to use his talents properly. The merger (between EMI America and Liberty/United Records) will consolidate two labels, and bring them under one roof in the U.S. Up here, we've



ARIOLA HONORS MANN — Veteran artist Manfred Mann was recently presented with a gold record from Ariola Records in Germany to mark the sales of more than 250,000 units of his album "Watch" in Germany. In April and May, Mann and his Earth Band will tour throughout Germany. Pictured (l-r) are: Lillian Bron, Bronze Records; Mann; and Friedel Schmidt, Ariola Germany manager.

always had the opportunity to maximize marketing, because of the family of labels we've worked."

Zimmermann said he perceived the Canadian operations as "aggressive and getting stronger. Capitol Canada has made some important label acquisitions (Anthem, Aquarius and Daffodil) and with Rupert (Perry, vice president, A&R) and Deane (Cameron, director, talent acquisition for Canada), we'll be looking to expand even more. But my appointment will really result in stronger organization. There won't be any radical changes, just refinements, from now on. That doesn't mean we'll stand pat, just that the changes we make will be deliberated."

In town for the Juno awards, Zimmermann was pleased to see Capitol lead the way with six recipients within the family of Capitol Canada labels. "Certainly, the company has been able to break bands, and has proportionately outsold the U.S. with several artists. I also feel we have a good street image, that retailers and rackers are interested in the progress we make. I'll be looking to help as much as I can, both up here and in the U.S."

Welk Music-UK To Be Directed By Heath-Levy

LONDON — Welk Music Group Ltd., under the direction of Eddie Levy and Geoff of Heath-Levy Music, has opened its London operations. The move marks the Welk Music Group's recent move toward more contemporary activity.

Heath-Levy Music, since its formation three years ago, has established itself as a leading publishing firm in the U.K., representing publishing interests for such overseas artists as the Steve Miller Band, Bill Withers, Rush and Gordon Lightfoot.

Eddie Levy stated, "We've been hungry for a catalog of this stature and diversity for some time. There is such a great wealth of material in its copyrights, especially many pop standards from past and current writers that haven't been actively promoted in Great Britain. We are committed to exploring every avenue open."

Dean Kay, executive vice president and general manager of the Welk Music Group, stated that the expertise and track record of the Heath-Levy organization was one of the reasons Welk parted with them. "In its brief history, Heath-Levy has infused vitality and excitement into the British publishing community and catapulted itself into a position of undeniable prominence within the industry."



MICROFON AWARDS MANOLO GALVAN — Spanish singer Manolo Galvan recently received a gold record to mark strong sales in Argentina. Pictured (l-r) in the bottom row are: Mario Kaminsky, president of Microfon in Argentina; Galvan; and an unidentified reporter. Shown (l-r) in the top row are disc jockeys Leonardo Simmons, Jorge Muzak and Julio Vivar.

INTERNATIONAL DATELINE

United Kingdom

LONDON — A number of British writers and composers were named winners of the major awards at the first U.K. International Song Festival, held at Shrewsbury recently. First prize of 3,000 pounds went to **Kay Garner**, with a self-penned ballad titled, "A Song For Sammy." Garner, from London, also reached fourth position in the competition with another of her own compositions. American **Ilze Platais** took second prize of 1,000 pounds with her song "It's Better To Cry," while the third prize of 500 pounds went to a disco song titled, "Feeling Fine," written by **Michael Chew** and **Lionel Levine**, and performed by **Angie Gold** and **Regina Johnson**.

WEA in association with Lightning Records are readying the first major consumer campaign for picture discs in the U.K., with the release of 10 7" singles April 6, collectively titled "Cruisin." Each single will contain two golden oldie tracks from the American late '50s, early '60s scene. Retailing at one pound 40p, the picture discs contain a photograph of a custom car.

The newly formed Hurricane Records has just concluded a long-term, worldwide licensing deal with WEA. Managing director of Hurricane, **Phil Presky**, has acquired London offices and can be reached on 01-573-5122 . . . More label deals: this time Pye Records have signed the Aura Record label to a licensing agreement for the U.K. and Eire. The agreement takes effect immediately and Aura will retain its own label

identity.

Even after the death of **Elvis Presley**, the dispute goes on as to who is the King of Rock 'n' Roll. **Bill Haley**, who is currently performing a sold-out tour of Britain, has received a series of threats to disrupt his shows by irate Elvis fans refuting the promoters' claim that Haley is the King . . . Following up her success in the U.K. with "I Will Survive," **Gloria Gaynor** is now confirmed to play seven concerts in Britain. She will perform two shows in Glasgow, two in Manchester and three in London at the Palladium in early April.

nick underwood

Canada

TORONTO — Mushroom artist **Jerry Doucette**, the recent recipient of the Most Promising Group award at the Junos, is looking for a band. Ironically, he dispersed his old band weeks before they collectively won the Juno. "I didn't want to hinder them at all. They were writing songs, and I felt they were beginning to outgrow me a bit." Doucette's second disc, "The Deuce is Loose" is likely to garner better than platinum status for the sinewy Vancouver-based guitarist. "No hype here," he claims, "but this one is twice as good as the first one." Certainly, as it progresses the disc gets hotter. Asked two days before the Junos what he would do if he won or lost, Doucette answered both questions similarly, "We'll have a big party and wreck the place." No hotel bills have yet been forwarded. Doucette looks to have a band

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INTERNATIONAL BESTSELLERS

United Kingdom

TOP TEN 45s

- 1 **I Will Survive** — Gloria Gaynor — Polydor
- 2 **In The Navy** — Village People — Mercury
- 3 **Something Else/Friggin' In The Rigglin'** — Sex Pistols — Virgin
- 4 **Oliver's Army** — Elvis Costello — Radar
- 5 **Lucky Number** — Lene Lovich — Stiff
- 6 **I Want Your Love** — Chic — Atlantic
- 7 **Can You Feel The Force** — Real Thing — Pie
- 8 **Turn The Music Up** — The Players Association — Vanguard
- 9 **Don't Stop Me Now** — Queen — EMI
- 10 **Keep On Dancin'** — Gary's Gang — CBS

TOP TEN LPs

- 1 **Greatest Hits Vol. 2** — Barbara Streisand — CBS
- 2 **Spirits Having Flown** — Bee Gees — RSO
- 3 **Parallell Lines** — Blondie — Chrysalis
- 4 **Manilow Magic** — Barry Manilow — Arista
- 5 **C'est Chic** — Chic — Atlantic
- 6 **Breakfast In America** — Supertramp — A&M
- 7 **Armed Forces** — Elvis Costello — Radar
- 8 **Collection Of Their 20 Greatest Hits** — 3 Degrees — Epic
- 9 **Dire Straits** — Dire Straits — Warner Bros.
- 10 **The Great Rock & Roll Swindle** — The Sex Pistols — Virgin —BMRB

Australia

TOP TEN 45s

- 1 **Le Freak** — Chic — Atlantic
- 2 **Stumblin' In** — Suzi Quatro & Chris Norman — RAK
- 3 **Tragedy** — Bee Gees — RSO
- 4 **C-Mon Aussie C-Mon** — The Mojo Singers — World Series Cricket
- 5 **Make Love To Me** — Kelly Marie — Astor
- 6 **Instant Replay** — Dan Hartman — Epic
- 7 **Da Ya Think I'm Sexy** — Rod Stewart — Warner Bros.
- 8 **Hold The Line** — Toto — CBS
- 9 **Chiquitita** — Abba — RCA
- 10 **Hit Me With Your Rhythm Stick** — Ian Dury & the Blockheads — Stiff

TOP TEN LPs

- 1 **Spirits Having Flown** — Bee Gees — Polydor
- 2 **Blondes Have More Fun** — Rod Stewart — WEA
- 3 **52nd Street** — Billy Joel — CBS
- 4 **Toto** — Toto — CBS
- 5 **Greatest Hits Vol. 2** — Barbara Streisand — CBS
- 6 **Dire Straits** — Dire Straits — Polydor
- 7 **Nicolette** — Nicolette Larson — WEA
- 8 **You Don't Bring Me Flowers** — Neil Diamond — CBS
- 9 **Breakfast At Sweethearts** — Cold Chisel — WEA
- 10 **Armed Forces** — Elvis Costello & the Attractions — WEA —Kent Music Report

Canada

TOP TEN 45s

- 1 **Da Ya Think I'm Sexy** — Rod Stewart — Warner Bros.
- 2 **Y.M.C.A.** — Village People — Casablanca
- 3 **Tragedy** — Bee Gees — RSO
- 4 **Le Freak** — Chic — WEA
- 5 **I Will Survive** — Gloria Gaynor — Polydor
- 6 **Fire** — Pointer Sisters — Warner Bros.
- 7 **Boogie Woogie Dancin' Shoes** — Claudja Barry — Lollipop
- 8 **Rasputin** — Boney M. — Atlantic
- 9 **Too Much Heaven** — Bee Gees — RSO
- 10 **I Just Fall In Love Again** — Anne Murray — Capitol

TOP TEN LPs

- 1 **Spirits Having Flown** — Bee Gees — RSO
- 2 **Blondes Have More Fun** — Rod Stewart — WEA
- 3 **Cruisin'** — Village People — Casablanca
- 4 **Nightflight To Venus** — Boney M. — Atlantic
- 5 **Dire Straits** — Dire Straits — Polydor
- 6 **Toto** — Toto — CBS
- 7 **52nd Street** — Billy Joel — CBS
- 8 **Briefcase Full Of Blues** — Blues Brothers — Atlantic
- 9 **Macho Man** — Village People — Casablanca
- 10 **C'est Chic** — Chic — Atlantic

—CRIA

INTERNATIONAL

INTERNATIONAL DATELINE

(continued from page 48)

together and in rehearsals by mid-April, to go out on the road by the end of May.

Eddie Jobson, violinist/keyboardist with **U.K.**, expressed extreme pleasure with the way he and his group were treated in Toronto recently. The band checked into the city several days early to rehearse for the coming North American tour. Drummer **Terry Bozzio** is exceptionally aggressive onstage. His presence more than makes up for the loss of **Bill Bruford**. The band may lack a second soloist (namely a guitarist), but the material and presentation is much more refined. Jobson indicates he'll likely record a solo album this year. "I'd like to do an electronic album, also," he told **Cash Box**. "But I'm committed to do another U.K. album at the end of this year. I doubt whether I can do three albums in such a short time."

One man who has been exceptionally prolific, however, has been country artist **Hank Snow**. He was the recipient of the Hall of Fame award at the Junos. In all, he's cut 105 albums, and he's still going strong. His experience has rubbed off on many artists, and he recalled a story about Elvis. "I remember seeing and hearing Elvis when he was on Sun Records, and it was magic," he says. "I went to RCA, and told them they could sign him for \$10,000. They said they had too many young singers on their label. I just couldn't believe them." Snow says the label eventually signed Elvis for \$40,000, then a large signing bonus. Today things have changed. Money abounds. Snow has advice for those entering the business. "If I could give advice, it would be not to expect to earn a million dollars, and have a quarter-million dollar house in Bel Air, immediately. Take time, develop yourself over a period of years. Don't grab for the quick dollar. Maybe you'll last much longer that way." That lesson comes from a man with firsthand experience. **kirk lapointe**

Argentina

BUENOS AIRES — Two Brazilian artists, chantress **Simone** and musician **Hermeto Pascoal**, are scheduled to arrive this week in Buenos Aires. Simone came for the first time last year, during the World Cup, and appeared with the Sargentelli dancers at the Opera. He later gained popularity with the main song from the smash Brazilian film "Dona Flor Y Sus Dos Maridos" (Dona Flor And Her Two Husbands). Pascoal is well known to the rock/Brazilian crowd and was reported to come last year but didn't arrive. Simone's waxings are released by

Capitol while Pascoal is on WEA.

Microfon awarded a gold record to Spanish singer **Jose Luis Perales** at a lunch with press attendance. Perales records for Hispavox and has been quite successful here with his records and as a composer.

RCA reports that the recent **Candela** single, "Quien Extendera Tu Cama," will be released in several other Latin American countries. The latest waxings by groups **Los Moros** and **Los Angeles** have been released in Ecuador, and chanter **Danny Cabuche** traveled to Brazil to record there his first album in Portuguese.

Still more social life was provided last week by CBS, through a party honoring **Los Manseros Santiagueros**, a folk group that last year performed in several cities of the States and now has changed two of its members. Los Manseros have recorded 10 albums already for CBS.

French AZ Records and Delphine Records topper **Paul de Senneville** and **Alain Toussaint** have been in Buenos Aires talking business with Tonodisc toppers **Natalio Garber** and **Francisco Vidal**. They reported being very happy with the success of **Richard Clayderman** in this market.

EMI is already operating its new tape duplicating plant, with high-technology equipment and strong production capacity. Managing director **Luis Aguado** explained to **Cash Box** that at the same time there have been new quality controls implemented at the company's record pressing factory which will detect faults and reduce costs. EMI will shrink-wrap its albums in the near future, after two years of research taking into account the locally produced jackets.

RCA is fighting the summer sales slump with its "Series Three" albums, marketed at about six dollars and featuring the strongest artists from its cast. On the local side, there are overtime recording sessions to get ready for the oncoming Miami convention, to be held at the end of April.

Fritz Hentschel, from the CBS Latin American Operations offices in Miami, has been visiting Buenos Aires and discussing business with local execs. The company has decided to put back into the market the Columbia label, discontinued years ago when the CBS logo was introduced. There has been also a local sales & product convention, held March 8 and 9.

Polygram's **Sergio Denis** starred in a successful series of dates at the plush Provincial Hotel in Mar del Plata, the main local summer resort. His latest LP, "Por Ti", has been enjoying Top 20 status and his single reached the top position a couple of months ago. **miguel smirnoff**



JAPAN DAY AT CBS INT'L IN L.A. — CBS Records International in Los Angeles recently hosted a meet-the-artists day for visiting Japanese CBS Sony executives and media personalities. CBS acts Jules and the Polar Bears, Herbie Hancock, Eddie Money, Journey and Earth, Wind & Fire met with the Japanese entourage for interviews and discussions in the CBS offices in Century City. Pictured (l-r) are: Eiji Ogura, Japanese journalist; Jim Moreno, manager, creative operations, CRI west coast; Jules Shear of Jules and the Polar Bears; Shiro Ono, international A&R, CBS Sony; Michiko Suzuki, Asaki newspaper chain; Dennis Killeen, director, creative operations, CRI west coast; Tai Ohnishi, associate general manager, international A&R, CBS Sony; and Eddy Reeves, manager of Jules and the Polar Bears.

Scottish TV Station Boosts Record Industry With 'Direct Response' Ads

by Nick Underwood

LONDON — During the past nine months, STV, the independent Scottish television station, has been using what it terms 'direct response' advertising to sell records. Basically, a direct response advertisement promotes record product in conjunction with the TV station, allowing the consumer to purchase records from their own homes by sending in an order directly. Though by no means a new idea, STV have found their system to be a great success.

Brian Sanctuary, STV's sales controller, explained, "We introduced our direct response selling in the summer of last year. Other companies, namely, Border TV, Westward and Yorkshire, had experimented before us and managed to generate an entirely new type of business for TV companies. By 'direct response' we mean mail-order advertising. The viewer responds to the commercial by sending in an order and in many cases sending in the money, in return for which they get the records. It has to be very carefully controlled because our first responsibility is to our viewers, so we scrutinize the product first with great care."

The STV system entails an accounting firm which will handle the funds from the record-buying customers, and a processing house, which fills each record order. The record manufacturers in turn supply the processing house with the advertised product. Once the viewers have sent in their money, which is placed in the accounting fund, the order is acknowledged with a postcard which will be delivered to the customer within 48 hours. The record order itself can be filled within seven days.

Successful Campaigns

"Since we introduced this new system," said Sanctuary, "companies like Readers Digest, who had a compilation Everly Brothers album, and Topaz (a U.K. sales firm) have all done very well with their campaigns."

A recurring problem for most large record companies is that TV-advertised product often lacks efficient back-up distribution. Many exasperated record

Koc Joins Cash Box

LOS ANGELES — Dilek Koc has joined the international staff of **Cash Box** as the publication's French correspondent based in Paris. Koc has previously worked in all areas of the music business including production, management, public relations, promotion and songwriting, of which she has had several titles recorded, most recently under the Ariola label.

retailers fail to get orders filled in time because of weak links in the distribution systems. The records do not reach the shops in time and the TV commercial is made useless.

Avoids Old Problems

STV's direct response selling system can easily avoid this problem. "We are confident that the product is always available because we have a return from the processing house showing the stock position, and so does the advertiser," asserts Sanctuary. "We would not allow the commercial to go out if the product was not there."

Though direct response selling may solve many old problems, it could also create new ones. There could be instances where established trade for Scottish record retailers may decrease due to the TV sales. "We are not taking trade away, because we make sure the records we advertise are not available through any normal retail outlets," said Sanctuary. "That is a major part of the overall condition."

Ad Sales Only Goal

The success of STV's system has resulted in strengthened guarantees of more airtime from advertisers. "We believe we are not in the business of making a profit directly from the sales of a product. We are in business to sell our advertising time."



GILDER, BARRY WIN JUNOS — Chrysalis recording artists Nick Gilder and Claudja Barry both captured awards at the annual Juno music awards held each year to honor the finest Canadian performers. Gilder's "Hot Child In The City" was the Best Selling Single of the Year and he also captured the award as the Most Promising Male Vocalist of the Year. Barry was awarded Most Promising Female Vocalist. Pictured (l-r) are: Terry Ellis, president of Chrysalis Records, Inc.; Claudja Barry and Nick Gilder.

RCA RECORDS BRAZIL

Has moved its offices from Sao Paulo to Rio de Janeiro.

Our new address is:

RCA Eletrônica Ltda.
R. Santa Clara No. 50
Cobertura 01
Copacabana
Rio de Janeiro, Brazil
CEP 22041

Tel: 255-7225

Telex: (21) 22425 RCAE BR

Rissmiller, Krebs Lead Push For Cal. Anti-Scalping Bill

The commitment of KMET radio in L.A., as well as the involvement of other key stations across the state, is a crucial factor in obtaining the 800,000 signatures needed to place the initiative on the ballot next June, according to Larry Vallon, vice president of Wolf and Rissmiller. "When you realize that KMET alone was responsible for getting over 500,000 names on a petition regarding the paraquat issue last year, you can understand just how important a role radio can play on our behalf."

Commenting on KMET's backing of the proposal, David Moorhead, station general manager, said, "We have a responsibility to our listeners and, judging from the number of complaints we've received from callers over the years on scalping, we owe it to them to support this initiative. KMET's name has also been associated with many shows in the L.A. area and we feel that an anti-scalping law will further protect our reputation."

Past Legislation

Krebs indicated that one aim of the committee would be to find out who voted against last year's anti-scalping proposal in the legislature, sponsored by assemblyman Mel Levine of Santa Monica, and why. "Something must be very strange if all these legislators would vote against an anti-scalping proposal. Obviously, the lobbying of the ticket agencies was very strong. However, we're not trying to alienate these people but rather we want their support. So, we're going to make the voting information public."

Vallon added that the committee's strategy would be to hit those constituencies where "a highly proportionate concentration of young people exists" to petition the local representative for support. "We plan to focus on areas where there is a large youth population, such as universities and colleges, and let them know how their representative voted on last year's proposal. Once they are supplied with this information, we feel sure that the people will respond actively to the cause."

The official kick-off for the initiative campaign drive will begin at the California World Music Festival at the Los Angeles Memorial Coliseum and Sports Arena on April 7 and 8, where registrars will circulate petitions from booths around the stadium. "Our goal," said Vallon, "is to get 50,000 signatures at the Festival, and that's only the beginning."

Finally, Krebs stressed that although the campaign will be directed heavily towards

young concert-goers, older sports, theatre and music fans will also benefit from such a law. "Scalping exists at every hot event in California, whether it's an Aerosmith show or a Sinatra concert as well as any big sporting event you can think of. People of all ages are getting ripped off. We don't expect that even a strictly enforced anti-scalping law will cut it out completely, but we believe that the proposal will cut it down drastically," he said.

Van Deerlin Comm. Bill Is Introduced, May Hearings Due

(continued from page 7)

on stations' gross annual revenues. For example, a broadcaster would pay 0.25% of annual revenues under \$1 million, or 2.5% of annual revenues from \$1 million to \$10 million.

In addition to relieving the radio industry of government regulation, the Van Deerlin bill would lift Fairness Doctrine and equal-time restrictions. In so doing, it would eliminate the comparative hearing process in favor of a "random selection process" for assigning new stations.

TV broadcasters would be given two five-year licenses and indefinite licenses thereafter. The bill also answers TV broadcasters' pleas on a point concerning competition from cable: the bill outlaws transmission or rebroadcast of programs without the approval of the owner of rights to the program.

A boost to minority ownership of stations (both radio and TV) is included in the bill, and a \$10 million fund would be established to encourage minority entrepreneurs to enter the industry. Last year's House bill specified only \$2 million for this purpose.

The bill differs in several respects from the two plans currently in the Senate hopper (Cash Box, March 24). While Senate Communication Subcommittee chairman Ernest Hollings (D-S.C.) proposed total deregulation of radio, his bill stipulated annual random audits of 5% of the 8700 radio licenses.

Sen. Barry Goldwater (R-Ariz.) proposed a spectrum fee but, unlike the Van Deerlin and Hollings bills, said the fee should be set relative to the cost of regulation, not the scarcity value of the spectrum.

Extensive hearings are expected to begin next month on the Senate side as well.

POINTS WEST

(continued from page 16)

contemporary carnival life, begins shooting in Savannah April 26... **Paul McCartney** is reportedly looking for a director to film a screenplay which would star Paul, Linda and Wings, written by **Willy Russell**. Russell is the author of the musical "John, Paul, George, Ringo and Bert"... "Americathon," starring **Elvis Costello** and **Meatloaf**, is being hurriedly edited for release as soon as possible. Producer **Joe Roth** is also said to be planning another film for Meatloaf... **Firesign Theatre** members, fresh from their recent three-night stand at the Roxy, are said to be writing a screenplay based on their Nick Danger character... Four **Foreigner** songs will be included in the upcoming motorcycle movie, "Take It To The Limit"... "Hair" co-star and lead singer for **The Shirts**, **Annie Golden**, recently completed a promo tour for the film... **Norman Gimbel** will collaborate with **Elmer Bernstein** on four songs for the film "Meatballs." Gimbel is also set to write the lyrics for the theme from "Stunt Man," with music by **Domonic Frontiere**.

STUDIO TRACKS — Congratulations to **Joe Gottfried** and **Tom Skeeter** on the 10th anniversary of Sound City Recording Studio, which was lavishly celebrated April 1 at Chez Moi in Beverly Hills... **The Cars** is in Cherokee Studios in L.A. with producer **Roy Thomas Baker**... **Chicago** is working on its next LP with producer **Phil Ramone**... "Hi-Fi," **Walter Egan's** LP due next month, was co-produced by Egan and his lead guitarist **Tom Moncrieff**... **Bobby Caldwell** is mixing his new single at Golden Sound in Santa Monica... Runaway Runaway **Joan Jett** is in London remaking **Leslie Gore's** "You Don't Own Me" with former **Sex Pistols** **Steve Jones** and **Paul Cook**. The trio is talking album if the single works out... **Bunny Sigler** is producing **Patti Brooks** for Casablanca... **Con Funk Shun** is working with producer **Skip Scarborough** at the Automatt in San Francisco.

SHORT TAKES — A benefit to raise funds to cover hospital bills and court costs for the victims of the "police riot" at an L.A. punk rock concert St. Patrick's Day was held last week at Parkview Hall... Columbia is rumored to be negotiating a deal with Stiff Records, with Columbia's main interest reportedly being teen rocker **Rachel Sweet**... The Navy has decided against using the **Village People's** "In The Navy" in a TV recruitment pitch, apparently after discovering the group's "gay connection"... Vee Jay Records honored L.A. City Councilman **David Cunningham** at the Parisian Room April 2. Proceeds from the affair go towards the councilman's campaign costs... "What A Fool Believes," this week's #1 single co-written by **Mike McDonald** and **Kenny Loggins**, appears on a three-song Loggins EP that recently went out to radio. Loggins is also getting a lot of exposure as honorary chairman of the L.A. County March of Dimes campaign... The first **Herb Alpert** 10-K Run April 29 will benefit the T.J. Martell Foundation to fight leukemia and to the St. Elmo's Village children's program... **Grace Slick** is reportedly back rehearsing with the **Jefferson Starship**, which had been experimenting with **Mickey Thomas** and a couple of other vocalists. Meanwhile, **Marty Balin** is once again considering dropping out of the band... And another rock return has **Stan Lynch** back behind the sticks as drummer for **Tom Petty and the Heartbreakers**, at Petty's request... Look out for the **Scoters**. The group's knock-out showcase at the Whiskey March 21 impressed a lot of label reps... Oscar-winner **Vilmos Zsigmond** has been signed to film a three-song commercial for **Natalie Cole's** new Capitol LP, "I Love You So"... A single by **Skoal and the Disco Jocks**, "Mr. Ed Is Dead," features **Skoal Rocket** on vocals. A party was planned at the Beverly Hills Hotel, but the hotel's no-equine policy has forced the party to look for a new location because, as the song title suggests, Skoal Rocket is a horse.

FAMILY AFFAIRS — **Eric Clapton** and George Harrison's ex **Pattie Boyd** were married March 27 in a small church in Tucson, the day before the start of Slowhand's 47-city tour. Some honeymoon... Get well wishes to **Neil Diamond** and **Jason Cooper**, manager of Dave Mason, Ron Wood and others, suffering from back ailments... Casablanca threw a surprise birthday party/luncheon for **Patti Brooks** at Le Dome recently... Another March birthday girl was **Lynn Forman**, of **Macey Lipman Marketing**, who celebrated March 31. joey berlin

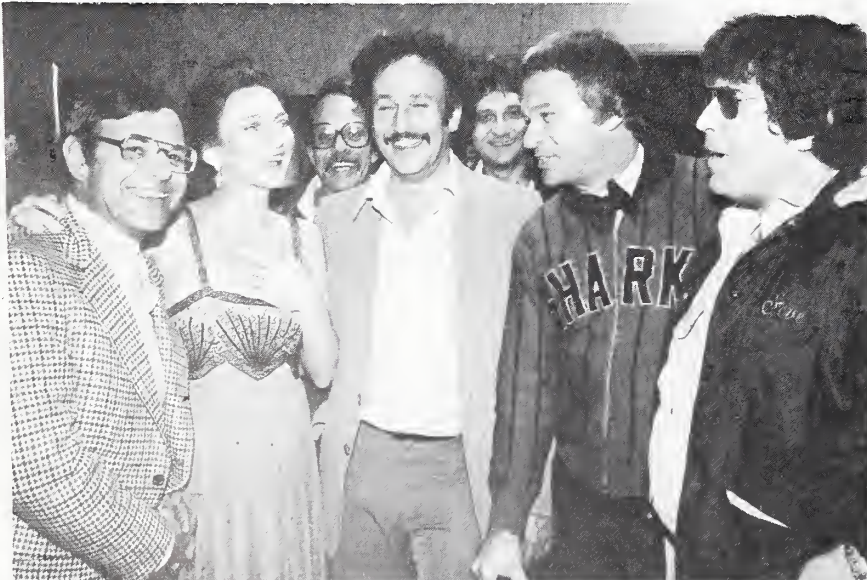
Firefall Heads Out On 21-City Tour

NEW YORK — Atlantic recording group Firefall will embark on a cross-country headlining U.S. tour. The tour, which will begin on March 31 in Flagstaff, Arizona will end on May 1, at Boston, Massachusetts, and will cover twenty-one cities in twelve

states. The band will primarily be playing auditorium size venues in the midwest.

Atlantic Support

In support of this tour, Atlantic Records is mounting an extensive marketing/promotion campaign.



COLLINS CAMARADERIE — Elektra/Asylum recording artist **Judy Collins** just began a 27-city tour by playing to sell-out crowds at the Santa Monica Civic Auditorium and the Roxy in Hollywood. The Civic show drew a star-studded audience. Collins is touring in support of her "Hard Time Lovers" LP. Pictured (l-r) are: **Joe Smith**, E/A chairman; **Judy**



Collins; Mark Hammerman, E/A national artists development director, **Mel Posner**, E/A vice chairman; **Marty Bandier**, partner, Entertainment Company; **Jerry Sharell**, E/A vice president/creative services and **Steve Wax**, E/A president; **Charles Koppleman**, president of the Entertainment Company; **Lynsey De Paul**, Collins and **James Coburn**.

COIN MACHINE

AMOA Seeks Financial Help In Legal Battle Against CRT Ruling

CHICAGO — AMOA has established a Legal Action Fund to help defray the mounting costs involved in the association's legal action against the Copyright Royalty Tribunal. In a recent letter to the membership, association president Wayne Hesch noted that, "Since last November (1978) we (AMOA) have been in court fighting a regulation of the Copyright Royalty Tribunal requiring operators to submit location lists. We may have to go all the way to the U.S. Supreme Court, which could cost in excess of \$100,000. We would like to continue this fight and we expect other problems to arise in connection with laws and regulations affecting the industry. We will fight these problems as they arise."

Hesch stressed that over the past 30-year period AMOA has saved operators millions of dollars by combating jukebox copyright legislation and that, when the new copyright law went into effect in 1978 (requiring operators to pay \$8 per jukebox per year) the battle continued and intensified as a result of various regulations imposed by the Copyright Royalty Tribunal.

Categories

AMOA is seeking financial assistance from the "entire industry of music and games operators," requesting that contributions be based on the approximate number of machines on location at the rate of \$1.00 per model. Operators have six contribution categories to choose from (\$100, \$250, \$500, \$750 and \$1,000) and may

select the category that comes closest to the number of machines on the route at \$1.00 per machine. Checks are to be made payable to AMOA Legal Action Fund and mailed to AMOA headquarters at 35 E. Wacker Drive, Chicago, Illinois 60601.

The Fund Committee is composed of chairman Don Van Brackel and committee members Robert E. Nims, Leoma W. Ballard and Garland B. Garrett, Sr.

Amusement Systems Bows Newest Models

COCOA, FLA. — Steve Perry, president of Amusement Systems Corporation, announced that the firm is now shipping "Video 21" and "5 Card Draw," two of the newest additions to its line of upright amusement machines. The models are available in both 115VAC and 220VAC versions and, according to Perry, they have already met with considerable success. The machines' microprocessor board, he said, offers operators a wide variety of selectable options and special features.

A new credit upright, "Sub Zero," has also been added to the line. It features a five step multiple, number symbols and adjustable payout odds as found on the firm's current "Sweet Shawnee" model.

Further information may be obtained by contacting the company at its new location: Amusement Systems Corporation, 107 Brevard Avenue, Cocoa, Florida 32922.

Interest Mounting For 1980 International Coin Games

SYRACUSE — The \$135,000 International Coin Games, billed as the first consumer-oriented tournament concept ever to be conducted in the traditional mode of sports competition, with no restrictions as to brand or type of coin-operated equipment used in play (**Cash Box**, Dec. 2, 1978), has reportedly made a very favorable impact on the industry. The ICG finals will culminate in a coin-game decathlon competition at the Grand Hotel in New Orleans, Feb. 22-24, 1980 (an Olympic year).

Preliminary play has been in progress since late last year and, as evidence of the tournament's growing popularity, Jim Ferguson whose Tournament Headquarters, Inc. was retained to organize the event, reported that the familiar tournament posters which signal local, area or state playoffs at the location level, have been springing up around the country.

Establish As Sport

The International Coin Games was conceived and sanctioned by the Games Tournament Board. "All of us within the industry have talked about working together to see that restrictions on coin amusement games are lifted and laws governing such coin play are made fair and uniform," declared GTB

president Millie McCarthy. "But first, we must establish coin-operated skill as a sport, not an in-house promotion. This calls for an integrated, coordinated effort and a single, traditional vehicle such as the International Coin Games."

Various Firms Participate

In conjunction with territorial competition there are various firms serving as regional directors. Games Tournament Board is functioning in this capacity for the New York State competition; while in Virginia, Maryland and the District of Columbia, Sefco Distributing Co. has been operating as regional director. The Ohio Music & Amusement Assn. is currently determining the extent of its participation in the Ohio playoffs, which are underway in that state.

Ferguson noted that participation in the ICG may be entered on the levels of manufacturer, distributor, operator, etc. Locations, such as bars, arcades and colleges may also enter "within a nominal budget of \$120." Further specifics may be obtained by contacting Ferguson at Tournament Headquarters, Inc., P.O. Box 2518, Syracuse, New York 13220 or phoning (315) 458-2910.

Jacobs Looks To Raise Vectorbeam's Profile In Coin Machine Industry

UNION CITY, Ca. — Paul Jacobs says his first priority as the new president of Vectorbeam will be to establish "a stronger presence in the marketplace" for the fledgling games manufacturer based here.

"Vectorbeam already had a strong engineering and manufacturing capability," Jacobs told **Cash Box**, "but they needed someone with broad experience and contacts in the coin machine business. I feel I will be able to help strengthen the company's profile in the industry and look forward to a successful relationship with Vectorbeam."

Jacobs, who was formerly president of Meadows Games (**Cash Box**, March 17), said his duties will include marketing, product development, foreign licensing, contract negotiations and other areas connected with planning the company's overall business policy.

Expand Base

He said he plans to expand the firm's engineering base to "develop a wide range of products so we have the flexibility to pick

and choose in accordance with changing market conditions."

Jacobs said he decided to join Vectorbeam because he was impressed with company founder and chairman Larry Rosenthal and his staff. "There are a lot of talented people here," he said, "and I think Vectorbeam has every intention of leaving its mark on the coin machine industry."

Incorporated in June 1978, Vectorbeam has thus far turned out three video games based on its patented X-Y monitor system: "Space War" (not to be confused with Cinematronics' "Space Wars," which Rosenthal invented), "Scramble" and the current production model, "Speed Freak." Gil Levine, vice president and general manager, is in charge of manufacturing operations at the company's 21,000 square foot factory.

Although Jacobs plans to capitalize on the firm's exclusive vectorbeam patents, he also said the factory will introduce games with conventional raster scan monitors at the next AMOA convention.

Game Plan Inaugurates 'Star Trip,' Its New Sit-Down Pinball Machine

CHICAGO — "Star Trip" is the latest 4-player cocktail table pinball game from Game Plan, Inc. It follows the firm's highly successful "Foxy Lady" model and is also available in either the sit-down or extender base stand-up version.

With its noted spinner target, three drop targets and multiple scoring features, Star Trip provides abundant play action for the pinball enthusiast. In addition, the model is equipped with an electronic sound system, which is a first for Game Plan. The sound is fully adjustable to the particular requirements of the location. The playfield, of course, reflects an intergalactic "star trip" theme in design.

The model is adjustable for 3 or 5 balls as well as all coin combinations and add-a-ball, free play or novelty. It employs a Z-80 microprocessor system with top quality controls and has many service features including a self diagnostic test system.

Star Trip is currently in full production at the Game Plan factory in suburban Addison, Illinois, and is available through the

firm's distributor network. Further information may be obtained by contacting Game Plan at its new location: 1515 W. Fullerton, Addison, Illinois 60101.



'Star Trip'

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. REUNITED PEACHES & HERB (MVP/Polydor PD 14547)
2. IN THE NAVY VILLAGE PEOPLE (Casablanca NB 973)
3. SUCH A WOMAN TYCOON (Arista AS 0398)
4. HAPPINESS POINTER SISTERS (Planet P-45902)
5. ROCK 'N' ROLL FANTASY BAD COMPANY (Swan Song/Atlantic SS 70119)
6. ELENA MARC TANNER BAND (Elektra E-46003)
7. LOVE IS THE ANSWER ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 16131)
8. GOODNIGHT TONIGHT WINGS (Columbia 3-10939)
9. I NEED YOUR HELP BARRY MANILOW RAY STEVENS (Warner Bros. WBS 8785)
10. CALIFORNIA DREAMIN' AMERICA (American International A1 700)

TOP NEW COUNTRY SINGLES

1. LAY DOWN BESIDE ME DON WILLIAMS (MCA AB-12458)
2. JUST LONG ENOUGH TO SAY GOODBYE MICKEY GILLEY (Epic 8-50672)
3. DON'T TAKE IT AWAY CONWAY TWITTY (MCA MCA-41002)
4. ISN'T IT ALWAYS LOVE LYNN ANDERSON (Columbia 3-10909)
5. DOWN ON THE RIO GRANDE JOHNNY RODRIGUEZ (Epic 8-50671)
6. LYING IN LOVE WITH YOU JIM ED BROWN/HELEN CORNELIUS (RCA PB 11532)
7. BACKSIDE OF THIRTY JOHN CONLEE (MCA AB-12445)
8. I'LL LOVE AWAY YOUR TROUBLES FOR AWHILE JANIE FRICKE (Columbia 3-10910)
9. YOU'VE GOT SOMEBODY, I'VE GOT SOMEBODY VERN GOSDIN (Elektra E-46021)
10. IF I SAID YOU HAD A BEAUTIFUL BODY WOULD YOU HOLD IT AGAINST ME? BELLAMY BROTHERS (Warner/Curb WBS 8790)

TOP NEW R&B SINGLES

1. IN THE NAVY VILLAGE PEOPLE (Casablanca NB 973)
2. REUNITED PEACHES & HERB (MVP/Polydor PD 14547)
3. STAND BY NATALIE COLE (Capitol P-4686)
4. SHINE BAR-KAYS (Mercury 74048)
5. HAPPINESS POINTER SISTERS (Planet P-45902)
6. SATURDAY NIGHT, SUNDAY MORNING THELMA HOUSTON (Motown T-54297)
7. BY THE WAY YOU DANCE BUNNY SIGLER (Gold Mind/Salsoul G 74018)
8. HERE COMES THE HURT AGAIN THE MANHATTANS (Columbia 3-10921)
9. YOU CAN'T CHANGE THAT RAYDIO (Arista AS 0399)
10. IT'S ALRIGHT WITH ME PATTI LABELLE (Epic 8-50659)

TOP NEW MOR SINGLES

1. SUPERMAN BARBRA STREISAND (Columbia 3-10931)
2. CAN YOU READ MY MIND MAUREEN MCGOVERN (Warner Bros./Curb WBS 8750)
3. HARD TIMES FOR LOVERS JUDY COLLINS (Elektra E-46020)
4. LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA PB 11530)
5. (IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT BARBARA MANDRELL (MCA AB-12451)

COIN MACHINE

EASTERN FLASHES

New Jersey Group Discusses Reorganization Plans At Meet

NEW JERSEY — The newly reorganized Amusement and Music Operators Assn. of New Jersey met recently to discuss a plan of operation for the year, which is programmed to include stronger representation in the legislative arena.

"AMOA of New Jersey has not been very active in the last couple of years," explained association president Frank Mandia of Majestic Cigarette Service in Asbury Park. "With the increased political activity making an impact on our members and their businesses, it has become vitally important for the association to take a close look at itself and organize to better meet the concerns of our members."

The association, which represents men and women who own and maintain coin-operated music and amusement games at various locations throughout the state, recently hired Dr. Mark W. Hurwitz as executive director. Dr. Hurwitz is president of Association Dynamics in Princeton and in his capacity with the New Jersey group will handle all administrative activities, lobby in the state legislature and detail an extensive public relations campaign aimed at providing the general public with a better insight of the industry.

To launch the new direction of the association a general membership meeting has been planned for April 4. "At that meeting," Mandia said, "we will explain more thoroughly to our members the results of the past four months of discussions between the board of directors, the

officers of AMOA of New Jersey and Dr. Hurwitz."

Speaker Planned

Mandia said the association had also arranged for a speaker from the New Jersey Division of Alcoholic Beverage Control (which regulates coin-operated amusement and music machines) to address the meeting, discussing some of the governmental activities and regulations which are pertinent to the membership. "We need to know what is happening at the state level," he noted, "so that we can jointly support or oppose state regulations which many times determine how we can run our individual businesses."

Commenting further on the association's reorganizational plans, Mandia pointed out that an intensive membership drive would be launched in the spring. "We are developing brochures and promotional materials so that we can reach vending machine operators, our colleagues, who are not currently members," he explained.

Other officers of the organization are: Leonard Hornstein of Silco Automatic Vending in Paterson, vice president and Bill Englehart of Bills' Vending Service in Sewell, secretary-treasurer.

"I am personally excited about the coming year," Mandia concluded. "As an association, we are moving in a positive direction. With the dedication of our board of directors and our new executive director, we can expect much success in the coming year."

American Shuffleboard Co. will be exhibiting at the May 4-6 International Coin Machine Trade Show in the Statler Hilton. Among products being shown will be the factory's coin-op pool table and shuffleboard. In the aftermath of a bad winter (and here's hoping it doesn't make a return visit for at least another year) the shipping schedule out there is vastly improved, as we learned from sales chief Sol Lipkin, and raw material is coming in so they've really been able to start catching up. The demand for pool tables and shuffleboards continues, with the 12 foot Royal Cushion shuffleboard growing in popularity and Sol's getting lots of requests for league and tournament information from all over the country — Texas, Arkansas, Oklahoma, Tennessee, Wisconsin, et al. This material, which provides all of the specifics for setting up shuffleboard tournaments, is available at no charge and many are taking advantage of the offer — and, needless to say, Sol is happy to oblige.

U.B.I. IS JUST ABOUT READY to unveil a new line of home pool tables. Company exec Marty Shumsky said that if all goes on schedule they'll be displayed in the U.B.I. exhibit at the International Coin Machine Trade Show — along with the coin-op table, of course. Present business is good, he added, and March seems to be shaping up as a banner sales month. A good portion of the U.B.I. tables are being shipped on 50 cent pricing and with more and more ops making the conversion Marty ventured to say that by the end of next year 50 cent might very likely be the standard pricing.

A ROWE PHONO SCHOOL was recently held at the Albany branch for about 35 ops and service people from the area, which is quite a good turnout. The class was conducted by Bill Mitchell of Rowe-Dedham who subsequently conducted a session for the good people at Upstate Vending in Lake Placid. Bob Catlin of Albany has just confirmed a May 9 Gottlieb solid state pin workshop which the distrib will be sponsoring at the local Holiday Inn. It'll be a 9 a.m.-4 p.m. session with Gottlieb's George Offshack presiding and, although invitations will be mailed, Bob invites interested ops to give him a call at (518) 489-8501 so that he can determine as close an advance count as possible. Subsequent classes will be scheduled in Syracuse and Dedham. As for present business, Bob noted that the Rowe "Claremont," "Fiesta" and "Disco 200" phonos are doing well; also, the Tournament Soccer foosball tables which, he added, are "going out the door with 50 cent pricing." He noted that ops are beginning to change over to 50 cent, with resort areas especially receptive. Some operators are slower than others in accepting the increased pricing but this is an inevitable change, he added, and "it's only a matter of time" before everyone embraces it.

CHICAGO CHATTER

As of this writing, with about 137 exhibit spaces sold (and that's 30 more than last year) it looks like the 1979 NAMA Western Convention, April 6-8 at Brooks Hall in San Francisco, will be a very successful show. Regular exhibitors have taken additional space, according to NAMA's director of sales Jack Rielley, and this year will find several new firms exhibiting for the first time. As evidence of the expected record attendance, Jack added that more hotel space has been booked than ever before in the history of the Western Convention; so, in addition to the St. Francis, there'll be three other hotels accommodating the overflow. Jack expects that, as in previous years, many from the coinbiz ranks will be attending as observers.

MIDWAY'S "SPACE INVADERS" is a "fantastic seller" at Empire Dist. — and that's the good word from Jerry Marcus. "We have as many orders now as when the game first came out, and there's just no let-up," he said. Among new products testing out "extremely well" are Gottlieb's "Count Down," Stern's "Trident," Bally's "Star Trek," Cinematronics "Star Hawk" and Vectorbeam's "Speed Freak." Rock-Ola's 478 phono is keeping things humming in the music department. At presstime Empire was holding its semi-annual sales meeting in Chicago.

CALIFORNIA CLIPPINGS

"Superman," the exciting new pinball from Atari that features a completely revamped electronic system, debuted March 30 at C.A. Robinson Co. distrib in Los Angeles. Factory sales and service personnel were on hand at the machine's first showing to answer operator questions and explain Superman's many innovations.

THE C.A. ROBINSON SHOWING follows simultaneous service schools at Atari headquarters on both coasts that drew rave reviews from distrib service technicians, according to western regional sales manager Don Osborn. "The game was designed with serviceability in mind," he pointed out, "and I think this fact came across very well. It's important to have the technician's confidence because they can provide a lot of assistance in getting a new game off the ground." He added that Superman has been "an exciting project around here. The art department, especially, did a super job with the machine's graphics, which are based on the comic book character." Another Atari game, "Video Pinball," is in the midst of a successful run, Don said, noting that it is now in its second production run.

THE FILM SOUNDTRACK to Rudy Durand's "Tilt" starring Brooke Shields is now available on MCA Records (following its recent acquisition of ABC Records). The music was scored by Lee Holdridge and performed by Bill Wray. Songs include: "Pinball, That's All," "Friends" and the instrumental medley, "Pinball Fantasy."

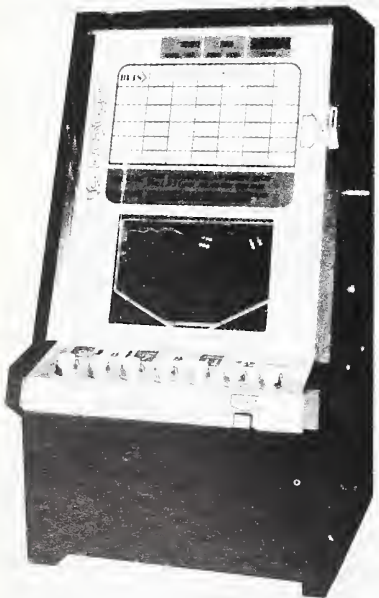
1979 Industry Calendar

- | | |
|--|---|
| Apr. 6-8. NAMA Western Convention, Brooks Hall, San Francisco. | Port Sheraton, St. Louis, Mo. |
| May 4-6. International Coin Machine Trade Show, Statler Hilton Hotel, New York. | July 20-21. Montana Coin Machine Operators Assn., annual conv., Holiday Hotel, Helena. |
| May 11-12. Ohio Music & Amusement Assn., annual conv., Columbus Hilton Inn, Columbus. | Sept. 15-16. No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte. |
| May 25-27. Music & Amusement Assn., Inc., annual conv., Stevensville Country Club, Swan Lake, N.Y. | Oct. 25-28. NAMA national conv., McCormick Place, Chicago. |
| June 7-9. Music Operators of Texas, annual conv., Marriott Motor Inn, Austin. | Nov. 9-11. AMOA international exposition, Conrad Hilton Hotel, Chicago. |
| June 14-17. Illinois Coin Machine Operators Assn., annual conv., West | Nov. 17-19. IAAPA national convention, Rivergate, New Orleans, La. |

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9	1	2	4	8	16	32	64	128	256	512
10	1	2	4	8	16	32	64	128	256	512
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Polygram Defectives Plan Finds Resistance

(Continued from page 8)

Kiernan, vice president of sales for Polygram, recently said he did not think "any company really knows at this point if there is a defective problem. There is a tendency among retailers to mark LPs as defective when they're really not. We're trying to institute a policy that asks them to separate their overstocked records from those they claim to be defective. Then we'll take a test-sampling of those that are marked defective and see if we can come up with some sort of percentage."

Handling Charge

Linda Stelling, buyer for the Harvard Coop, called the program "absurd" and said her company would institute a handling charge of "at least 10%" where there is a substantial percentage of defective copies of a certain title. "It's their problem, not mine," she said. "If Polygram wants to research defects, it should be undertaken by the manufacturers. I'm certainly not going to classify them and then request them independently."

She added, "I've just spent the past week sorting out my Christmas defects. We can't even keep up with our daily returns, and now they're asking us to sort out their problems? We have one of the highest defective percentages in the country as it is, exclusively because our consumers have very sophisticated hardware."

Gary Arnold, midwest regional manager for Disc Records, said he would like to see others retailers "rally around" Stelling's call for the imposition of a handling fee and "follow accordingly." It seems that over a period of time it's become increasingly difficult to return product, and I have a feeling the Polygram program is just another attempt to slow down the return of product. It's admirable that they want to improve the quality of records, but their efforts should occur before the records reach us. The plan is a watered-down attempt to stop an industry problem, and paperwork is not going to change what's happening in the business. The next thing they'll ask us to do is circle the actual place on the record where the defects occur."

He said the overall quality of American pressings are so bad that "it's gotten to the point where consumers are investing extra dollars just to buy European pressings, and our import business has grown by leaps and bounds" as a result.

'A Lot Of Work'

David Jackowitz, executive vice president of United Record and Tape, a Miami-based rack jobber, said the plan "sounds like a lot of work and will probably get the minimum amount of cooperation from rack jobbers as a whole. In order for us to accommodate Polygram, we'd have to recycle returns and break them down by individual reason and manner, and we are not about to play each record to find out what its defect is. If we're going to put the labor into finding out information from their study, let them pay for the labor."

David Lieberman, chairman of Lieberman Enterprises, said his company was currently segregating defective LPs in its returns to Polygram, "so using a new form puts no hardship on us whatsoever. But, if implicit in this policy is some actual physical checking on our end, the sheer volume of product flowing through our return center would make it hard for us to accommodate them."

He proposed that Polygram might be better served by requiring retail accounts to exchange the same piece of product that the consumer is claiming is defective, "thereby eliminating any kind of phony claim on his part when, in fact, he has really taken that LP home and taped it."

Barrie Bergman, president of the Record Bar chain and the recently installed president of NARM, observed that "we always try to uphold the manufacturer's best interests, but when you consider the sheer volume of defectives, it sound like a very difficult policy to ask of the retailer, and near impossible for the rack jobber to comply with."

Spokesmen for CBS and WEA declined to comment on the specifics of the Polygram plan. Skid Weiss, national director of advertising and public relations for WEA, said, "We have always worked

closely with manufacturers, pressing plants and accounts to reduce the defective problem, and will continue to look for new ways to solve related problems." A spokesman for CBS added that the company was simply "cooperating" with Polygram on its program.

Responding to the statements made by the various Polygram accounts, Kiernan stated, "The program shouldn't require any extra work for the accounts, if they care. I think the program benefits the entire industry, and our accounts should participate. Obviously, without their cooperation we can't do it, but we feel an obligation to at least address the problem." He added, "Reaction to anything new is always mixed."

Clement Studios Recording Hits

(Continued from page 35)

renting for \$30,000 a week. He said the equipment listed in the advertisement "was no more than what we at Clement's have to offer." He added that Clement does not ask for this much money because the studio is geared toward the smaller budgets allotted to country albums.

The studio is, however, searching to expand its reach into the pop/rock field. Artists outside the country field who have utilized the studio within the past year include Julie Andrews, Don McLean, rock group Bloodline and Steve Lawrence and Edie Gorme.

Portnow Named

(Continued from page 8)

Max Demian, Evie Sands and Eddie Harris to RCA, as well as putting together a distribution agreement with Rocket Records for RCA.

Before joining RCA, Portnow was employed by Screen Gems-EMI Music as manager of talent acquisition and development and also headed up his own production firm, Portnow Miller Company, Inc.

Broadcasters Hit With Suit Under New C'right Law

NEW YORK — In what is believed to be the first action of its kind in the United States, the owners of three radio stations and a television station in Maine are being prosecuted for criminal copyright infringement under the United States Copyright Law.

A Criminal Information has been filed by the United States Attorney for the District of Maine, Southern Division, against John J. Pineau, Gerard R. Pineau, Valley Communications Inc., Andy Valley Broadcasting System, Inc., Kennebec Valley Broadcasting System, Inc., Sugarloaf Valley Broadcasting System, Inc., and Eastern Maine Broadcasting System, Inc.

The information charges 58 separate counts of willful copyright infringement by unauthorized public performances over the following stations owned and operated by Messrs. Pineau and their various corporations: radio stations WPNO, Auburn, Maine, WSKW, Skowhegan, Maine, WTOS-FM, Skowhegan, Maine, and television station WVII-TV, Bangor, Maine.

Messrs. Pineau and their corporations entered pleas of "not guilty" at their arraignment before United States District Judge Edward Gignoux on Friday, March 16, 1979. The government was represented by United States Attorney George A. Mitchell and Assistant United States Attorney Paula D. Silsby.

58 Performances

The alleged acts of criminal infringement occurring between 1976 and 1977, involved 58 separate performances of copyrighted songs written and published by ASCAP members, including "Lido Shuffle," "Sir Duke," "Rhinestone Cowboy," and "One Less Bell To Answer."

Under the U.S. Copyright Law, knowing and willful copyright infringement is punishable by imprisonment for up to one year or by a fine of not less than \$100 or more than \$1,000, or both, in the discretion of the court.



BACKSTAGE AT THE EASTER SEALS TELETHON — Easter Seals Telethon co-host Don Kirshner was a busy man both on the air and off, greeting many of the recording artists and guests who appeared over the course of the 20-hour broadcast. Pictured in the **top row** are (l-r) Kirshner, Fleetwood Mac songstress Stevie Nicks and co-host Jack Klugman, Beach Boys Brian Wilson, Al Jardine, Bruce Johnston, Carl Wilson and Mike Love,

kneeling, with Kirshner, and Klugman, singer Donna Summer, Kirshner and Susan Munao. Summer's manager. In the **second row** are (l-r) Kirshner with singer Yvonne Eliiman, recent Grammy Winners A Taste of Honey and Kirshner, and Frankie Valli, television host and producer Dick Clark chatting with Kirshner. The telethon was held this year March 24-25, and broadcast nationally from KTTV studios in Los Angeles.

EXECUTIVES ON THE MOVE

(continued from page 12)

MCA Names Purcell — MCA Distributing Corporation has announced the appointment of Dan Purcell as branch manager, Dallas branch, MCA Distributing Corporation. Previously, he was a salesman for the Dallas branch of MCA Distributing, joining MCA in 1973, from his position as sales manager for ABC Records in Dallas, a position he held for 3 years.

Changes At Phonogram — Phonogram, Inc./Mercury Records, has announced the appointment of Carolyn Broner as local promotion manager for the firm in the southern California market. Joe Grossman has been switched from the Minneapolis to St. Louis market. Prior to joining Phonogram/Mercury, Broner did artist development and promotion for Epic Records. Prior to joining Phonogram last year, Grossman worked with Polygram Distribution in New York.

WEA Names Milanese — WEA/Philadelphia has announced the appointment of Ray Milanese as branch marketing coordinator. He started with WEA in the warehouse, and then moved up as an order entry clerk, singles-action specialist, advertising coordinator and, for the past four years, as a sales representative in the Philadelphia market.

Two Named At E/A — Kathy Morphesis has been promoted to assistant art director and Mary Francis to assistant art director/advertising for Elektra/Asylum Records. Morphesis will share all responsibilities involving the coordination and design of album packaging and merchandising aids. Francis will be responsible for the coordination and design of all E/A advertising. Both women had previously been designers in the label's art department.

Promotions At CTI — CTI Records has announced the following promotions: Neal Pozner is CTI's art director. He has been a consultant designer to Warner Publishing and CBS Broadcasting. Terry Shands is assistant art director. Shand has been with CTI for the past 2½ years. Cynthia Lane, another 2½ year veteran with CTI, is the company's secondary and college promotion liaison. She moves up from her position as assistant to the president. Mary Ann Hall moves to the assistant to the president spot. She formerly handled mechanical royalties for CTI. Mel Fields is now in charge of the royalty department. Amy Roslyn, new to CTI, is executive assistant to Creed Taylor. Rosly is the company's liaison to artists and musicians and is acting as professional manager for CTI's two publishing companies: Char-Liz Music (BMI) and Three Brothers Music (ASCAP).

Mollica To E/A — Anthony Mollica has been named local promotion representative/Boston for Elektra/Asylum Records. From February 1977 to September 1978, he was local promotion representative for ABC Records in Hartford, Connecticut, filling the company's local promotion spot in Boston after that.

WEA Appoints DiTullio — WEA/Boston has announced the appointment of Debbie DiTullio as a Warner Bros. promotion person in the Boston regional market. For the past two years, she has represented Warner Bros. at the Boston branch in the artists relations/promotion department.

Brooks At E/A — Jay Brooks has been named Elektra/Asylum local promotion representative for Pittsburgh. He had been mideastern regional promotion representative for Arista Records in 1978, and for three years previously had been involved in local and regional promotion in the Pittsburgh area for RCA.

Morris Promoted — Feyline Presents, Inc. has announced the promotion of Chuck Morris to vice president of Feyline Presents, Inc. He joined Feyline in June 1976. He was previously associated with Cindy Fey in the ownership and operation of Ebbets Field.

Intersong Names Two — John Lombardo has been named intersong west coast creative director and the New York professional staff has expanded with the appointment of Mark Bauman as professional manager. Lombardo is based in Los Angeles and is running the west coast division of Intersong. Previously he was west coast a&r director for RCA Records and worked for RCA's publishing company Sunbury-Dunbar in both Canada and on the west coast. He has also been an agent with both Premier Talent and ATI. Prior to coming to Intersong, Bauman was an independent publisher. An independent producer, he is also a songwriter.

Vidal Named At Press Office — The Press Office Ltd. has announced the appointment of Harriette Vidal to company vice president. Previously the firm's director of television and special projects, she has been with The Press Office since its inception.

Hale To Factors — Lana Hale has been appointed as director of creative development for Factors Etc., Inc. She will be responsible for all merchandising property evaluation for motion pictures, television series and music personalities and will operate from Factors' Beverly Hills, Ca. office.

Dingwall Named At Arbitron — Paula A. Dingwall has been named account executive for Arbitron advertiser/agency sales in Dallas. She joins Arbitron from BBDO International, in Detroit where she was a media buyer. Earlier in Detroit, she had been an account representative for WXON-TV and an account executive at WNIC AM-FM.

Berk Joins Arbitron — Debra S. Berk has been named client service representative, advertiser/agency radio sales. She joins Arbitron from SFM Media Service Corporation where she has spent the past two and a half years as administrative assistant, broadcast operations. Earlier, she was a personnel counselor at Acme Employment Service of Westchester.

American Music Enterprises Adds Miller — American Music Enterprises (A.M.E.) has announced the addition of Brad Miller to its agency staff. He previously was president and cofounder of Colorado Talent Industries (C.T.I.) which specialized in college bookings and progressive country entertainment.

Genetti Appointed At E/P/A — CBS Records has announced the appointment of Tom Genetti to Epic/Portrait/Associated promotion manager for the Indianapolis market. Most recently he was a resident sales representative in the Indianapolis marketing area. Prior to this position, he was a resident sales representative in the Indianapolis marketing area. Prior to this position, he was field merchandiser out of the Chicago branch.

Hofberg Appointed — The Moss Music Group announces the appointment of Leo H. Hofberg to their executive staff, as director of classical marketing. He spent twenty-two years with London Records, where he progressed from eastern seaboard sales manager to founder of the Richmond division.

Sayles Named At Infinity — Rogers Sayles has been appointed Atlantic promotion manager for Infinity Records. He joins Infinity from a similar position at ABC Records. He previously served a four-year stint as Atlanta/Charlotte promotion manager at Phonogram Records.

Buddah Names Bossa — Jerry Bossa has been named disco coordinator at Buddah Records. He was formerly spinning records at the Barefoot Boy, a New York club.

Lacker Named — Southern Record Promotion has announced the addition of Marty Lacker as director of special projects. In addition to background in radio, he formerly was closely associated with Elvin Presley as his personal bookkeeper and chief personal aide.



RANDY CRAWFORD IN L.A. — Los Angeles radio and retail people congratulated Randy Crawford for the initial success of her new album "Raw Silk." Pictured in the front row are (l-r): Miller, KACE air personality; Crawford; Ernestine Lowe, Joe's Swing Shop; Walt Love, KKT; and Ray Jeter of WEA. Shown in the second row are (l-r): Ted Terry, KLH, John Levy, Crawford's manager; Maxine Waters and Cal Shields, KACE. Pictured in the back row are (l-r): Robert Johnson, Delicious Records; Lou Wills, Warner Bros; Michael Johnson, Warner Bros.

Paraphernalia Found Under Attack

(continued from page 8)

enacted ordinances or have acted upon already existing ordinances. Right now we are fighting the town of Hoffman Grove in court, and if we win we will assume that all other ordinances will fall by the wayside. But we are only going to take the court battle to a point. We cannot afford the ill will of the suburbs. Our chain did \$3.5 million in business with records last year and only \$200,000 in paraphernalia. Obviously, we are not going to forsake one for the other."

"Frankly," Rosenbaum continued, "the court picture has not looked good. The retailer has been able to get a restraining order against the town only in instances where they've overreacted by forcing a retailer to close. At this time our policy is that, wherever an ordinance is passed, we pull the merchandise out."

High Markup

1812 Overture, with six stores in the Milwaukee and Madison Wisconsin area, is another record chain that has been harassed for selling paraphernalia. According to Jim Bertram, the chain's executive vice president, "because of PTA pressure and resulting pressure from the press and media, it became necessary for us to remove our paraphernalia. They are now in the process of trying to enact an ordinance, and we feel that in terms of a long-term image in the community, even if you win in court, you still lose. What is unfortunate is that the mark-up on plus profit merchandise is 100%, as compared to 25-30% on records. So, while paraphernalia only accounts for five percent of our sales, it is responsible for 15% of our profits, but we're not going to sacrifice \$3,000,000 in sales for \$150,000."

"It's ironic," continued Bertram. "We started here almost ten years ago as a kind of anti-establishment store with Haight-Ashbury style, and the same people who patronized us then are the ones helping to throw the stones. . . . But they are still buying records."

Responding to similar pressures, Lee Hartstone, who heads up the 119-store Big Ben/Wherehouse chain withdrew paraphernalia from two of his stores in

Lakewood, California. The town had passed an ordinance requiring that paraphernalia be segregated in a separate room so that minors could not buy it.

ON JAZZ

(continued from page 45)

Paul Bley has been invited to perform on a solo piano concert at the Zagreb biennial May 14 in Zagreb, Yugoslavia. Bley's European tour continues with eight solo concerts in northern Italy in late May before culminating with a concert in Paris on June 10. Bley's recordings are heard on his own Improvising Artists label.

The latest from Inner City/Classic Jazz: "A Smooth One" by **Ellis Larkins** (with **George Duvivier** and **J.C. Heard**); "Cat Speaks" by **Cat Anderson** (with **Sam Woodyard** on drums and other French sidemen), and "The Motive Behind The Smile" by guitarist **Cam Newton** (with **Eddie Daniels**, **Michal Urbaniak** and **Billy Hart**).

Manhattan Plaza on West 43d Street will hold dedication ceremonies on April 6, marking the dedication of Ellington Hall in honor of Duke Ellington.

Interplay, that fine California label, has new LPs by **Horace Tapscott**, **Ted Curson**, **Claude Williamson** and **Art Pepper** just out.

Also now available, from Peters Int'l, Inc., are the first four LPs on its West 54 jazz label: "Soft Buns," solo piano and vocals by **Red Richards**; "World Of Trombones," featuring **Slide Hampton** with fellow 'bonists **Curtis Fuller**, **Clifford Adams**, **Claunce Banks**, **Earl McIntyre**, **Douglas Purviance**, **Janice Robinson**, **Steve Turre** and **Papo Vasquez**; a self-titled LP by vocalist **Carrie Smith** with backup by **Art Farmer** and **George Duvivier**, among others, and "Gift Of The Magi," solo piano by **Roland Hanna**. All the albums were produced by **Roger Pola** and list for \$7.98.

The **Toshiko Akiyoshi-Lew Tabackin Big Band** headline the April 14 New Otani Festival of Jazz at the hotel & oriental garden in Los Angeles' Little Tokyo district.

bob porter

ARTISTS ON THE AIR

Waylon Jennings brings his outlaw country music to the Cheryl Ladd special on April 9. **Edwin Starr** will perform April 14 on the "Dick Clark Show."

The "Pat Boone and Family Easter Special" will air April 15 on ABC.

Linda Clifford will appear on the Merv Griffin Show on April 13 and on Soul Train April 14.

John Denver will be the featured guest on "The Third Barry Manilow Special" on May 23. **Player** will appear April 5 on the Merv Griffin Show.

Flautist **James Galway** will treat the Tonight Show audience to some classical compositions on May 2.

Shalamar will appear on "The Dick Clark Show" on April 7.



NARM HIGHLIGHTS — Among the many highlights of the 21st Annual NARM convention were a keynote address by Warner Bros. Stan Cornyn on commercialism versus responsibility in regards to the labels, an MCA DiscoVision presentation, hosted by **Cash Box**, separate sessions for the NARM regional chapters, and performances by several top recording artists. In addition, Motown's Mike Lushka chaired a meeting focusing on independent distribution and NARM and label executives got together to talk with some of the recording artists at a number of informal parties. Pictured above in the **top row** are (l-r): John Cohen, outgoing NARM president; Stan Cornyn, Warner Bros. Records executive vice president/director of creative services; David Lieberman, convention chairman; Ron

Alexenburg, Infinity Records president; Norman Glenn, MCA DiscoVision vice president; George Albert **Cash Box** President & Publisher; Bob Siner, MCA Records president; Stan Layton, MCA Records vice president of marketing; Chuck Smith, Pickwick Int'l president; Cal Simpson, Jr., Simpson Wholesale; Barrie Bergman, NARM president; and Lou Fogelman, Music Plus president. In the **second row** are (l-r): an electronic guest robot; MCA recording artist Olivia Newton-John; Lieberman; Motown executive vice president Mike Lushka; Joe Simone, Progress Distributing; Joe Cohen, NARM executive vice president; Warner Bros. recording artist George Benson; and Warner Bros. Records president and chairman Mo Ostin.

7,000 Attend 57th NAB Meet; Carter Speaks Cash Box Hosts NARM Luncheon

(continued from page 7)

does some form of spectrum use fee, much to the chagrin of the assembled broadcasters.

Carter's Speech

The President's address to the convention announced a general administration program to reform the nation's regulatory process. For broadcasters in particular, Carter promised that the FCC under Chairman Ferris is working to reduce the regulatory load that now requires 18 million man-hours to fill out paperwork "through a zero-based review of every FCC rule and regulation."

Ferris later echoed the President's remarks during the convention's closing session. He noted that "many substantive rules can be eliminated. If a rule has no usefulness it should be discarded." But the FCC chairman acknowledged, "It won't be a quick fix."

On the subject of AM stereo, an area where progress has been slower than some had hoped, a smooth conversion for most AM transmitters was predicted by two broadcast engineers in a paper presentation, once the FCC chooses between the five systems it is now testing. In another session, Commissioner Brown indicated that the comments deadline on the AM stereo question has been moved back to mid-May, due to a late petition from the Harris Corp. to allow testing of its redesigned AM stereo system.

20% Growth Rate?

One of the most encouraging presentations was delivered by Miles David, president of the Radio Advertising Bureau, who said that radio could grow at a 20% annual rate and be a \$7 billion industry within six years if marketed aggressively.

"But we're going to have to keep growing even faster if that — to me — incomprehensible government policy of creating new

stations is carried out," cautioned David.

As is usually the case at such conventions, many of the most important opportunities for information exchange occurred during the workshops. This year's topics included automated programming, radio research, the new ASCAP-BMI program license option, station promotions, jingles, hiring and employment practices, and building new facilities.

There were also many awards handed out at the convention. Immediately preceding the President's speech, Jack Harris of KPRC and KPRC-TV/Houston was presented the Distinguished Service Award, the NAB's highest honor, by NAB president Vincent Wasilewski. During the March 27 radio luncheon, Paul Harvey and Orson Welles became the 19th and 20th inductees into the Radio Hall Of Fame. Robert Flanders, vice president and director of engineering at McGraw-Hill Broadcasting, received the annual Engineering Achievement Award. And at the closing joint luncheon, NBC's David C. Adams was given the Grover Cobb Award.

Other convention highlights included speeches by Richard Leshner, president of the U.S. Chamber of Commerce; Jack Valenti, president of the Motion Picture Association of America; John Cannon, president of the National Academy of Television Arts and Sciences; and NBC-TV newsman Lloyd Dobbins; the introduction of the NAB's 1979 Radio Mini-Song Campaign; a presentation by Dick Orkin and Bert Berdis (Dick & Bert) on "Saying It With Humor"; and performances by Roy Clark and Bill Cosby. The commissioners of baseball, football and basketball were also on hand for a panel of sports and broadcasting.

Other Meetings

With the nation's broadcasters converging on Dallas last week, a number of

organizations took the opportunity to hold their own meetings before or during the NAB convention. The NAB Minority Ownership task force met before, as did the national broadcasting society, Alpha Epsilon Rho. A number of network affiliate meetings were also held.

Despite problems of overcrowding and conflicting schedules, most of the broadcasters who attended were satisfied with the convention. Many were particularly impressed with the technology on display at the 425 exhibits set up in the Convention Center. And most said they expect to return to next year's convention, set for April 13-16 in Las Vegas.

WEA SPC's To Meet In Burbank

LOS ANGELES — A series of meetings, panel discussions and workshops have been scheduled for WEA's eight new special project coordinators on April 2 and 3 at the Universal Sheraton and WEA's national headquarters in Burbank. This will be the first gathering for the SPCs, to be conducted by Marvin Helfer, national special projects coordinator.

Commenting on the meetings, Vic Faraci, WEA executive vice president, said, "There is a growing need to expand our marketing capacity in order to keep ahead of our growth and expansion. By creating a new marketing specialty for a distribution organization, we're not changing anything we're already doing, but we are adding a new dimension to our capacity. It's another new concept in our 'futures' program which will be helmed by Marvin Helfer and Rich Lionetti, our vice president of sales at a time when the 2nd, 3rd and 4th quarters of 1979 will contain some of the most ambitious and exciting release schedules in our history."

Cash Box Hosts NARM Luncheon

(continued from page 7)

Earlier, **Cash Box** president and publisher George Albert told the meeting the DiscoVision will add "an exciting new dimension to the record business." Not only does the video disc offer superior sound reproduction, Albert said, but also it will be easy for dealers to stock and display because it looks just like a conventional two-record LP set.

Albert also reiterated MCA's commitment to market the discs through its existing music industry network, including record stores, rack jobber and one stops.

Stressing "the importance of this great contribution" to the music and record industry, Albert pledged that **Cash Box** will continue to devote full coverage to DiscoVision and other developments in the rapidly expanding video field.

Glenn briefed attendees on the results of MCA's December 1978 market test in Atlanta and said another market sampling will be conducted in Seattle at the end of April. So far, according to Glenn, distribution has been limited to video hardware suppliers because of the limited number of players currently on the market.

Glenn concluded his presentation with a review of the current DiscoVision catalog and pricing. He said recent feature films such as "Jaws" and "Saturday Night Fever" carry a suggested list price of \$15.95. Older movies list for \$9.95, while half hour instructional discs are tagged at \$5.95.

For The Record

Last week it was incorrectly reported that upcoming A&M albums by Peter Frampton and Chuck Mangione will carry a list price of \$8.98. According to A&M, the Frampton album will list for \$7.98, while the price for the Mangione LP is undetermined.

cash box top albums/101 to 200

April 7, 1979

		Weeks On Chart			Weeks On Chart			Weeks On Chart						
		3/31			3/31			3/31						
101	GREATEST HITS 1974-78 STEVE MILLER BAND (Capitol SOO-11872)	8.98	89	19	135	ROCK BILLY BOOGIE ROBERT GORDON (RCA AFL 1-3294)	7.98	159	5	167	JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	7.98	171	5
102	DISCO NIGHTS GO (Arista AB 4225)	7.98	143	2	136	LIGHT THE LIGHT SEAWIND (Horizon/A&M SP-734)	7.98	149	4	168	HAIR ORIGINAL SOUNDTRACK (RCA CBL2-3274)	14.98	184	2
103	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW 11743)	7.98	104	34	137	MORE SONGS ABOUT BUILDINGS AND FOOD TALKING HEADS (Sire SRK 6058)	7.98	110	36	169	FIRST GLANCE APRIL WINE (Capitol SW-11852)	7.98	—	1
104	FEEL NO FRET AVERAGE WHITE BAND (Atlantic SD 19207)	7.98	121	2	138	SANCTUARY THE J. GEILS BAND (EMI America SO-17706)	7.98	134	18	170	GIVE 'EM ENOUGH ROPE THE CLASH (Epic JE 35543)	7.98	156	19
105	KEEP ON DANCIN' GARY'S GANG (Columbia JC 35793)	7.98	115	4	139	ROCK 'N' ROLL NIGHTS BTO (Mercury SRM-1-3748)	7.98	144	3	171	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	168	49
106	COMES A TIME NEIL YOUNG (Reprise MSK 2266)	7.98	96	25	140	OUTLINE GINO SOCCIO (RFF/Warner Bros. RFC 3309)	7.98	151	5	172	NIGHT RIDER TIM WEISBERG (MCA 3084)	7.98	—	1
107	ALIVE ON ARRIVAL STEVE FORBERT (Nemperor/CBS JZ 35538)	7.98	117	12	141	LET IT ROLL TKO (Infinity INF 9005)	7.98	142	6	173	REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	7.98	160	27
108	WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC 2 35642)	11.98	105	20	142	T-CONNECTION (Dash 30009)	7.98	126	9	174	LOVE TALK MANHATTANS (Columbia JC 35693)	7.98	183	2
109	FATE FOR BREAKFAST ART GARFUNKEL (Columbia JC 35780)	7.98	127	2	143	MORNING DANCE SPYRO GYRA (Infinity INF-9004)	7.98	180	2	175	MILKY WAY CHOCOLATE MILK (RCA AFL 1-3081)	7.98	178	3
110	TYCOON (Arista AB 4215)	7.98	128	4	144	TRILLION (Epic JE 35460)	7.98	146	9	176	EXOTIC MYSTERIES LONNIE LISTON SMITH (Columbia JC 35654)	7.98	158	10
111	NO ESCAPE THE MARC TANNER BAND (Elektra 6E-168)	7.98	114	8	145	MOLLY HATCHET (Epic JE 35347)	7.98	150	8	177	PEAKS VALLEYS HONKY-TONKS & ALLEYS MICHAEL MURPHEY (Epic JE 35742)	7.98	—	1
112	A TONIC FOR THE TROOPS BOOMTOWN RATS (Columbia JC 35750)	7.98	101	7	146	CUT LOOSE HAMILTON BOHANNON (Mercury SRM-1-3762)	7.98	106	7	178	"THEY'RE PLAYING OUR SONG" ORIGINAL CAST (Casablanca NBLP 7141)	7.98	181	3
113	AWAKENING NARADA MICHAEL WALDEN (Atlantic SD 19222)	7.98	124	5	147	LET ME BE YOUR WOMAN LINDA CLIFFORD (RSO RS-2-3902)	11.98	—	1	179	IN THE MOOD WITH TYRONE DAVIS (Columbia JC 35723)	7.98	187	2
114	EVERY WHICH WAY BUT LOOSE ORIGINAL MOVIE SOUNDTRACK (Elektra 5E-503)	8.98	86	12	148	HEADIN' HOME GARY WRIGHT (Warner Bros. BSK 3211)	7.98	113	6	180	DREAMBOAT ANNIE HEART (Mushroom MRS 5005)	7.98	179	159
115	SHOT OF LOVE LAKE SIDE (Solar/RCA RXL1-2937)	7.98	93	15	149	TWIN SONS OF DIFFERENT MOTHERS DAN FOGELBERG & TIM WEISBERG (Full Moon/CBS JF 35339)	7.98	109	31	181	I'VE ALWAYS WANTED TO SING... NOT JUST WRITE SONGS BUNNY SIGLER (Gold Mind/Salsoul GA 9503)	7.98	188	3
116	AIRWAVES BADFINGER (Elektra 6E-175)	7.98	119	5	150	MIDNIGHT EXPRESS ORIGINAL MOTION PICTURE SOUNDTRACK (Casablanca NBLP 7114)	7.98	129	21	182	LIFE IN THE FOODCHAIN TONIO K (Full Moon/CBS JE 35545)	7.98	182	5
117	JOURNEY TO ADDIS THIRD WORLD (Island ILPS 9554)	7.98	88	20	151	HAVEN'T STOPPED DANCING YET GONZALEZ (Capitol SW-11855)	7.98	92	11	183	SOUND-ON-SOUND BILL NELSON'S RED NOISE (Harvest/Capitol ST-11931)	7.98	—	1
118	TIME PASSAGES AL STEWART (Arista AB 4190)	7.98	97	28	152	ALTON McCLAIN & DESTINY (Polydor PD-1-6163)	7.98	166	2	184	EVEN NOW BARRY MANILOW (Arista AB 4164)	7.98	175	59
119	PHANTOM OF THE NIGHT KAYAK (Janus JXS 7039)	7.98	120	9	153	HEAVEN TONIGHT CHEAP TRICK (Epic JE 35312)	7.98	153	8	185	THE GRAND ILLUSION STYX (A&M SP 4637)	7.98	185	88
120	INSPIRATION MAZE FEATURING FRANKIE BEVERLY (Capitol SW 11912)	7.98	—	1	154	NIGEL NIGEL OLSSON (Bang/CBS JZ 35792)	7.98	155	4	186	STRIKES BLACKFOOT (Atco SD 38-112)	7.98	—	1
121	SUPER MANN HERBIE MANN (Atlantic SD-19221)	7.98	123	8	155	LIGHT OF LIFE BAR-KAYS (Mercury SRM-1-3732)	7.98	139	17	187	HOT NUMBERS FOXY (Dash/TK DASH 30010)	7.98	—	1
122	HELL BENT FOR LEATHER JUDAS PRIEST (Columbia JC 35706)	7.98	133	4	156	SQUEEZING OUT SPARKS GRAHAM PARKER & THE RUMOUR (Arista AB 4223)	7.98	—	1	188	BUSH DOCTOR PETER TOSH (Rolling Stones COC 39109)	7.98	137	18
123	RICKIE LEE JONES (Warner Bros. BSK 3296)	7.98	154	2	157	FLY AWAY VOYAGE (Marlin 2225)	7.98	108	17	189	INTERNATIONAL CAFE JACOUES (Columbia JC 35697)	7.98	191	3
124	TWILLEY DWIGHT TWILLEY (Arista AB 4214)	7.98	130	3	158	DON'T LOOK BACK BOSTON (Epic FE 35050)	8.98	147	32	190	STEALIN' HOME IAN MATTHEWS (Mushroom MRS 5012)	7.98	165	23
125	OUR MEMORIES OF ELVIS ELVIS PRESLEY (RCA AOL1-3279)	8.98	136	3	159	BRITE LITES/BIG CITY FATBACK (Spring/Polydor SP-1-6721)	7.98	141	7	191	IRONHORSE (Scotti Bros./Atlantic SB 7103)	7.98	196	2
126	'BOUT LOVE BILL WITHERS (Columbia JC 35596)	7.98	131	6	160	DESMOND CHILD AND ROUGE (Capitol ST-11908)	7.98	163	7	192	GREATEST HITS COMMODORES (Motown M7-912R1)	7.98	164	22
127	JOURNEY TO THE LAND OF ENCHANTMENT ENCHANTMENT (Roadshow/RCA BXL-1-3269)	7.98	140	4	161	BREATHLESS CAMEL (Arista AB 4206)	7.98	132	10	193	JAZZ QUEEN (Elektra 6E-166)	7.98	162	19
128	LOOK SHARP! JOE JACKSON (A&M SP 4743)	7.98	145	3	162	DR. HECKLE & MR. JIVE ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 76015)	7.98	—	1	194	COUCHOIS (Warner Bros. BSK 3289)	7.98	—	1
129	SHADOW DANCING ANDY GIBB (RSO RS 1-3034)	7.98	122	43	163	AN EVENING WITH HERBIE HANCOCK & CHICK COREA (Columbia PC2 35663)	13.98	169	4	195	ULTIMATE (Casablanca NBLP 7128)	7.98	170	6
130	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	125	110	164	TNT TANYA TUCKER (MCA 3066)	7.98	152	19	196	RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E 113)	7.98	190	67
131	GLADYS KNIGHT GLADYS KNIGHT (Columbia JC 35704)	7.98	138	4	165	WHISPER IN YOUR EAR THE WHISPERS (Solar/RCA BXL1-3105)	7.98	—	1	197	SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	7.98	173	5
132	MUSIC BOX EVELYN "CHAMPAGNE" KING (RCA AFL1-3033)	7.98	—	1	166	HOT DAWG DAVID GRISMAN (Horizon/A&M SP 731)	7.98	172	3	198	CLEAN EDWIN STARR (20th Century T-559)	7.98	161	11
133	HEAD EAST LIVE! (A&M SP-6007)	12.98	107	10						199	AMAZING RHYTHM ACES (MCA AA-1123)	7.98	177	6
134	BAT OUT OF HELL MEAT LOAF (Cleve. Int/CBS PE 34974)	7.98	118	75						200	THE BEST DAYS OF MY LIFE JOHNNY MATHIS (Columbia JC 35649)	7.98	192	7

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Allman Bros. 9	Chocolate Milk 175	Geils, J. 138	Little River Band 68	Queen 193	Tosh, Peter 188
Amazing Rhythm Aces 199	Clapton, Eric 59	Gibb, Andy 129	Lynn, Cheryl 79	Rogers, Kenny 37	Toto 30
April Wine 169	Clash, The 170	Gonzalez 151	Manchester, Melissa 54	Rolling Stones 67	Trillion 144
Arpeggio 87	Clifford, Linda 147	Gordon, Robert 135	Manhattans 174	Ronstadt, Linda 75	Tubes 72
Average White Band 104	Cole, Natalie 97	GO 102	Manilow, Barry 49, 184	Roxy Music 55	Tucker, Tanya 164
Babys 26	Collins, Judy 48	Grisman, David 166	Mann, Herbie 121	Rufus 85	Twilley, Dwight 124
Bad Company 15	Commodores 192	Hancock, Herbie 71	Martin, Steve 76	Sample, Joe 66	Tycoon 110
Badfinger 116	Costello, Elvis 21	Hancock/Corea 163	Mathis, Johnny 200	Santana 90	U.F.O. 73
Bar-Kays 155	Couchois 194	Harrison, George 14	Matthews, Ian 190	Santana, Carlos 78	UK 86
Beach Boys 100	Davis, Tyrone 179	Head East 133	Maze 120	Seawind 136	Ultimate 195
Bee Gees 1	Delegation 96	Heart 62, 180	McClain, Alton & Destiny 152	Seger, Bob 63	Van Halen 94
Benson, George 7	Denver, John 60	Horslips 93	McGunn, Clark, Hillman 32	Sigler, Bunny 181	Vannelli, Gino 98
Bell & James 56	Desmond Child & Rouge 160	Hot Chocolate 88	Meat Loaf 134	Sister Sledge 25	Village People 13, 53
Blackfoot 186	Diamond, Neil 38	Hyman, Phyllis 74	Miller, Steve 101	Smith, Lonnie Liston 176	Voyage 157
Blondie 20	Dire Straits 3	Instant Funk 27	Mills, Frank 43	Soccio, Gino 140	Walden, Narada Michael 113
Blues Brothers 8	Doobie Bros. 2	Ironhorse 191	Molly Hatchet 145	Spyro Gyra 143	Washington, Grover 173
Bofill, Angela 77	Duke, George 69	Jackson, Joe 128	Money, Eddie 22	Starr, Edwin 198	Weisberg, Tim 172
Bohannon, Hamilton 146	Earth, Wind & Fire 33	Jacksons 18	Murphey, Michael 177	Stewart, Al 118	Welch, Bob 16
Boomtown Rats 112	Enchantment 127	James, Bob 80	Murray, Anne 31, 103	Stewart, Amii 34	Whispers, The 165
Boston 158	England Dan & J.F. Coley 162	James, Rick 12	Nelson, Bill 183	Stewart, Rod 4	Wings 84
Brown, Chuck 39	Fabulous Poodles 82	Jefferson Starship 50	Nelson, Willie 108, 171, 197	Streisand, Barbra 46	Withers, Bill 126
Browne, Jackson 196	Fatback 159	Joel, Billy 6, 44	Newton-John, Olivia 29	Styx 42, 185	Wright, Gary 148
Bryson, Peabo 65	Fleetwood Mac 130	Jones, Rickie Lee 123	Olsson, Nigel 154	Summer, Donna 24	Young, Neil 106
BTO 139	Fogelberg/Weisberg 149	Journey 83	Parker, Graham 156	Supertramp 28	Zappa, Frank 41
Cafe Jacques 189	Forbert, Steve 107	Judas Priest 122	Parliament 89	T-Connection 142	
Caldwell, Bobby 45	Foreigner 58	Kayak 119	Peaches & Herb 5	Talking Heads 137	
Camel 161	Foxy 187	Kendalls, The 167	Poco 19	Tanner, Marc 111	SOUNDTRACKS
Cars 23	Franks, Michael 64	King, Evelyn "Champagne" 70, 132	Pointer Sisters 36	Tavares 81	Every Which Way But Loose 114
Cheap Trick 10, 153	Garfunkel, Art 109	Knight, Gladys 131	Police, The 35	Third World 117	Grease 58
Cher 52	Gary's Gang 105	LaBelle, Patti 99	Presley, Elvis 135	Throgood, George 47	Hair 161
Chic 17	Gayle, Marvin 61	Lakeside 115	Pryor, Richard 95	TKO 141	Midnight Express 150
Chicago 91	Gaynor, Gloria 11	Larson, Nicolette 40	Quatro, Suzi 92	Tonio K 182	Saturday Night Fever 57
					They're Playing Our Song 178

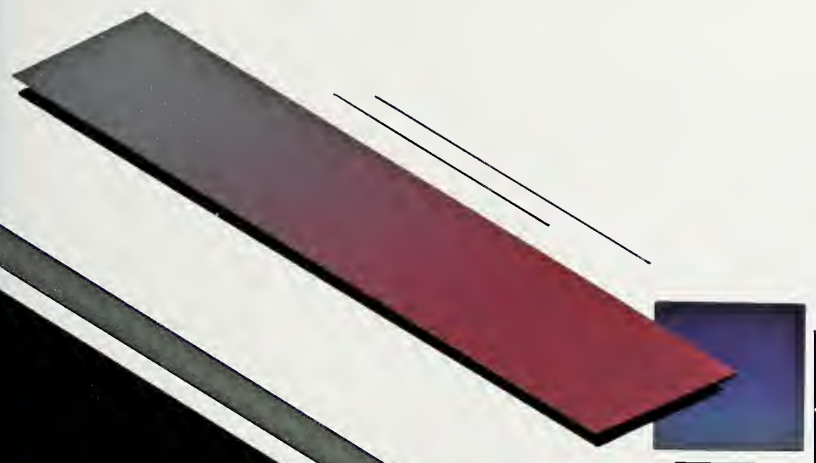
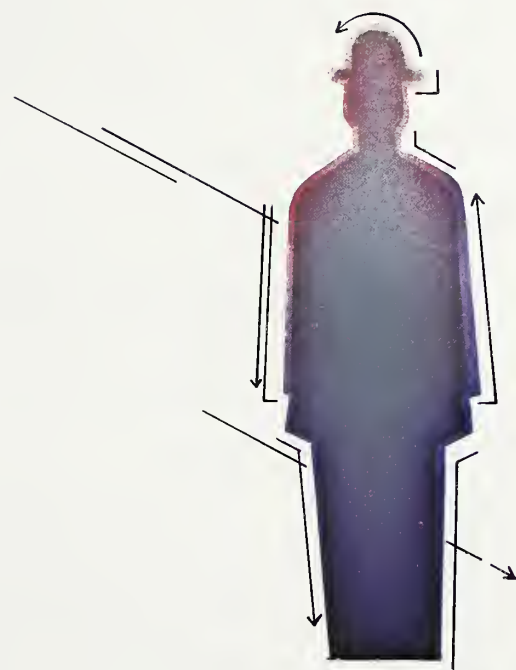
CASH BOX TOP 100 ALBUMS

April 7, 1979

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		3/31			3/31			3/31
1	SPIRITS HAVING FLOWN THE BEE GEES (RSO RS-1-3041)	8.98	1	8	34	KNOCK ON WOOD AMII STEWART (Ariola/Hansa SW 50054)	7.98	44
2	MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	8.98	2	16	35	OUTLANDOS D'AMOUR THE POLICE (A&M SP4753)	7.98	40
3	DIRE STRAITS (Warner Bros BSK 3266)	7.98	3	17	36	ENERGY POINTER SISTERS (Planet P-1)	7.98	29
4	BLONDES HAVE MORE FUN ROD STEWART (Warner Bros. BSK 3261)	8.98	4	16	37	THE GAMBLER KENNY ROGERS (United Artists UA-LA 934)	7.98	25
5	2 HOT! PEACHES & HERB (MVP/Polydor PD-1-6172)	7.98	5	18	38	YOU DON'T BRING ME FLOWERS NEIL DIAMOND (Columbia FC 35625)	8.98	34
6	52nd STREET BILLY JOEL (Columbia FC 35609)	8.98	6	24	39	BUSTIN' LOOSE CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR-3076)	7.98	31
7	LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)	14.98	10	4	40	NICOLETTE NICOLETTE LARSON (Warner Bros. BSK 3242)	7.98	37
8	BRIEFCASE FULL OF BLUES BLUES BROTHERS (Atlantic SD 19217)	7.98	8	16	41	SHEIK YERBOUTI FRANK ZAPPA (Zappa/Mercury SRZ 2-1501)	13.98	54
9	ENLIGHTENED ROGUES ALLMAN BROTHERS BAND (Capricorn CPN-0218)	7.98	14	4	42	PIECES OF EIGHT STYX (A&M SP 4724)	7.98	42
10	CHEAP TRICK AT BUDOKAN (Epic FE 35795)	8.98	11	7	43	MUSIC BOX DANCER FRANK MILLS (Polydor PD-1-6192)	7.98	65
11	LOVE TRACKS GLORIA GAYNOR (Polydor PD-1-6184)	7.98	7	15	44	THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98	43
12	BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	7.98	12	10	45	BOBBY CALDWELL (Clouds/TK 8804)	7.98	32
13	CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	8.98	9	26	46	BARBRA STREISAND'S GREATEST HITS VOL. 2 (Columbia FC 35679)	8.98	41
14	GEORGE HARRISON (Dark Horse DHK 3255)	7.98	19	6	47	MOVE IT ON OVER GEORGE THOROGOOD & THE DESTROYERS (Rounder 3024)	7.98	49
15	DESOLATION ANGELS BAD COMPANY (Swan Song SS 8506)	7.98	38	3	48	HARD TIMES FOR LOVERS JUDY COLLINS (Elektra 6E-171)	7.98	62
16	THREE HEARTS BOB WELCH (Capitol SO-11907)	7.98	18	5	49	GREATEST HITS BARRY MANILOW (Arista A2L 8601)	13.98	47
17	C'EST CHIC CHIC (Atlantic SD 19209)	7.98	13	20	50	GOLD JEFFERSON STARSHIP (Grunt/RCA BZL 1-3247)	8.98	39
18	DESTINY THE JACKSONS (Epic JE 35552)	7.98	22	20	51	GREASE VARIOUS ARTISTS (RSO 2-4002)	12.98	46
19	LEGEND POCO (MCA AA-1099)	7.98	21	20	52	TAKE ME HOME CHER (Casablanca NBLP 7133)	7.98	58
20	PARALLEL LINES BLONDIE (Chrysalis CHR 1192)	7.98	26	29	53	MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	8.98	56
21	ARMED FORCES ELVIS COSTELLO & THE ATTRACTIONS (Columbia JC 35709)	7.98	20	11	54	DON'T CRY OUT LOUD MELISSA MANCHESTER (Arista AB 4186)	7.98	45
22	LIFE FOR THE TAKING EDDIE MONEY (Columbia JC 35598)	7.98	16	11	55	MANIFESTO ROXY MUSIC (Atco SD 38-114)	7.98	72
23	THE CARS (Elektra 6E 135)	7.98	24	42	56	BELL & JAMES (A&M SP-4728)	7.98	57
24	LIVE AND MORE DONNA SUMMER (Casablanca NBLP 71119)	12.98	15	30	57	SATURDAY NIGHT FEVER BEE GEES & VARIOUS ARTISTS (RSO RS 4001)	12.98	50
25	WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic SD 5209)	7.98	35	8	58	DOUBLE VISION FOREIGNER (Atlantic SD 1999)	7.98	48
26	HEAD FIRST THE BABYS (Chrysalis CHR 1195)	7.98	27	12	59	BACKLESS ERIC CLAPTON (RSO RS-1-3039)	7.98	53
27	INSTANT FUNK (Salsoul SA 8513)	7.98	30	9	60	JOHN DENVER (RCA AOLI-3075)	8.98	52
28	BREAKFAST IN AMERICA SUPERTRAMP (A&M SP-3708)	7.98	51	2	61	HERE MY DEAR MARVIN GAYE (Tamla/Motown T 364)	12.98	59
29	TOTALLY HOT OLIVIA NEWTON-JOHN (MCA 3067)	7.98	17	19	62	DOG & BUTTERFLY HEART (Portrait/CBS FR 35555)	8.98	55
30	TOTO (Columbia JC 35317)	7.98	23	25	63	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	7.98	60
31	NEW KIND OF FEELING ANNE MURRAY (Capitol SW-11849)	7.98	36	8	64	TIGER IN THE RAIN MICHAEL FRANKS (Warner Bros. BSK 3294)	7.98	73
32	MCGUINN, CLARK & HILLMAN (Capitol SW-11910)	7.98	33	7	65	CROSSWINDS PEABO BRYSON (Capitol ST-11875)	7.98	61
33	THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)	8.98	28	19	66	CARMEL JOE SAMPLE (MCA AA-1126)	7.98	64
					67	SOME GIRLS ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	7.98	63
68	SLEEPER CATCHER LITTLE RIVER BAND (Harvest SW 11783)	7.98	87	41	68	SLEEPER CATCHER LITTLE RIVER BAND (Harvest SW 11783)	7.98	87
69	FOLLOW THE RAINBOW GEORGE DUKE (Epic JE 35701)	7.98	76	5	69	FOLLOW THE RAINBOW GEORGE DUKE (Epic JE 35701)	7.98	76
70	SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL-1-2466)	7.98	71	16	70	SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL-1-2466)	7.98	71
71	FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	7.98	79	6	71	FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	7.98	79
72	REMOTE CONTROL THE TUBES (A&M SP 4751)	7.98	103	3	72	REMOTE CONTROL THE TUBES (A&M SP 4751)	7.98	103
73	STRANGERS IN THE NIGHT UFO (Chrysalis CH2 1209)	11.98	68	11	73	STRANGERS IN THE NIGHT UFO (Chrysalis CH2 1209)	11.98	68
74	SOMEWHERE IN MY LIFETIME PHYLLIS HYMAN (Arista AB 4202)	7.98	75	10	74	SOMEWHERE IN MY LIFETIME PHYLLIS HYMAN (Arista AB 4202)	7.98	75
75	LIVING IN THE U.S.A. LINDA RONSTADT (Asylum 6E 155)	7.98	67	27	75	LIVING IN THE U.S.A. LINDA RONSTADT (Asylum 6E 155)	7.98	67
76	A WILD AND CRAZY GUY STEVE MARTIN (Warner Bros. HS 3238)	8.98	66	23	76	A WILD AND CRAZY GUY STEVE MARTIN (Warner Bros. HS 3238)	8.98	66
77	ANGIE ANGELA BOFILL (Arista GRP 5000)	7.98	80	11	77	ANGIE ANGELA BOFILL (Arista GRP 5000)	7.98	80
78	INNER SECRETS SANTANA (Columbia FC 35600)	8.98	74	24	78	INNER SECRETS SANTANA (Columbia FC 35600)	8.98	74
79	CHERYL LYNN (Columbia JC 35486)	7.98	69	20	79	CHERYL LYNN (Columbia JC 35486)	7.98	69
80	TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	7.98	77	18	80	TOUCHDOWN BOB JAMES (Tappan Zee/Columbia JC 35594)	7.98	77
81	MADAM BUTTERFLY TAVARES (Capitol SW-11874)	7.98	70	9	81	MADAM BUTTERFLY TAVARES (Capitol SW-11874)	7.98	70
82	MIRROR STARS THE FABULOUS POODLES (Epic JE 35666)	7.98	90	11	82	MIRROR STARS THE FABULOUS POODLES (Epic JE 35666)	7.98	90
83	EVOLUTION JOURNEY (Columbia FC 35797)	8.98	—	1	83	EVOLUTION JOURNEY (Columbia FC 35797)	8.98	—
84	WINGS' GREATEST (Capitol SOO 11905)	8.98	81	18	84	WINGS' GREATEST (Capitol SOO 11905)	8.98	81
85	NUMBERS RUFUS (MCA AA-1098)	7.98	85	9	85	NUMBERS RUFUS (MCA AA-1098)	7.98	85
86	DANGER MONEY UK (Polydor PD-1-6194)	7.98	99	4	86	DANGER MONEY UK (Polydor PD-1-6194)	7.98	99
87	LET THE MUSIC PLAY ARPEGGIO (Harem/Polydor PD-1-6180)	7.98	91	7	87	LET THE MUSIC PLAY ARPEGGIO (Harem/Polydor PD-1-6180)	7.98	91
88	"EVERY 1'S A WINNER" HOT CHOCOLATE (Infinity 9002)	7.98	78	13	88	"EVERY 1'S A WINNER" HOT CHOCOLATE (Infinity 9002)	7.98	78
89	MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	7.98	82	18	89	MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	7.98	82
90	ONENESS-SILVER DREAMS GOLDEN REALITY DEVADIP CARLOS SANTANA (Columbia JC 35686)	7.98	95	4	90	ONENESS-SILVER DREAMS GOLDEN REALITY DEVADIP CARLOS SANTANA (Columbia JC 35686)	7.98	95
91	HOT STREETS CHICAGO (Columbia FC 35512)	8.98	84	26	91	HOT STREETS CHICAGO (Columbia FC 35512)	8.98	84
92	IF YOU KNEW SUZI . . . SUZI QUATRO (RSO RS1-3044)	7.98	116	4	92	IF YOU KNEW SUZI . . . SUZI QUATRO (RSO RS1-3044)	7.98	116
93	THE MAN WHO BUILT AMERICA HORSLIPS (DJM/Phonogram DJM-20)	7.98	94	8	93	THE MAN WHO BUILT AMERICA HORSLIPS (DJM/Phonogram DJM-20)	7.98	94
94	VAN HALEN (Warner Bros. BSK 3075)	7.98	98	59	94	VAN HALEN (Warner Bros. BSK 3075)	7.98	98
95	"WANTED" LIVE IN CONCERT RICHARD PRYOR (Warner Bros. BSK 3364)	14.98	83	17	95	"WANTED" LIVE IN CONCERT RICHARD PRYOR (Warner Bros. BSK 3364)	14.98	83
96	THE PROMISE OF LOVE DELEGATION (Shadybrook SB010)	7.98	100	6	96	THE PROMISE OF LOVE DELEGATION (Shadybrook SB010)	7.98	100
97	I LOVE YOU SO NATALIE COLE (Capitol SO-11928)	7.98	—	1	97	I LOVE YOU SO NATALIE COLE (Capitol SO-11928)	7.98	—
98	BROTHER TO BROTHER GINO VANNELLI (A&M SP4722)	7.98	102	28	98	BROTHER TO BROTHER GINO VANNELLI (A&M SP4722)	7.98	102
99	IT'S ALRIGHT WITH ME PATTI LABELLE (Epic JE 35772)	7.98	111	4	99	IT'S ALRIGHT WITH ME PATTI LABELLE (Epic JE 35772)	7.98	111
100	L.A. (LIGHT ALBUM) THE BEACH BOYS (Caribou JZ 35752)	7.98	135	2	100	L.A. (LIGHT ALBUM) THE BEACH BOYS (Caribou JZ 35752)	7.98	135

GINO SOCCIO

outline



*The hottest sound in Disco
belongs to Gino Soccio
and his Warner/RFC debut album, outline.*

*"**Dancer**" is the single that is shaping outline
as an across-the-board Disco, Soul and Pop hit.*

Gino Soccio

outline (RFC 3309)

"Dancer" (RCS 8757 and Disco RCSD.8788)

Produced by Mix Machine

The first step from Warner/RFC Records.



BILLY THORPE

CHILDREN OF THE SUN

A GLIMPSE INTO

OUR FUTURE.

VISIONARY MUSIC ON

CAPRICORN RECORDS.

FMOB Album Report,
HARD CHOICE—

"I realized what all the excitement was about. Billy Thorpe gives good hook!"

Billboard, Top Album Picks—

"A fiery rock vocalist, Thorpe's U.S. debut is filled with vivid lyrical imagery and each cut is almost like a short story. Thorpe is a powerful guitarist."

Record World,
Album Picks—

"lyrically adventurous"

Good Phone—

"Side one is a rocker with Tracks of Interest up for grabs.

Side two is one of the best concept works in many a year and should delight those who have a feel for science-fiction... This one jumps right off the vinyl for a special ear treat."

Cash Box—

"The distinctive rock production."

The Album Network, Steve Smith & Don McGregor—

"Billy is a great talent."

FRED, Steve Jenkins—

"Children Of The Sun is the stuff superstars are made of"

Produced by Spencer Proffer for the Pasha Music Organisation

Co-Producer: Billy Thorpe

Engineer: Larry Brown

Management: Robert Raymond


CAPRICORN RECORDS

