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Nashville Editorial/Research KEN WOODS JENNIFER BOHLER

Art Director GLENN O. DAYTON

Circulation THERESA TORTOSA, Manager

PUBLICATION OFFICES NEW YORK 1775 Broadway, N.Y., N.Y. 10019 Phone: (212) 586-2640 Cable Address: Cash Box NY Telex: 666123

CALIFORNIA 6363 Sunset Blvd. (Suite 930) Hollywood, Ca. 90028 Phone: (213) 464-8241

Phone: (219):

NASHVILLE
21 Music Circle East, Nashville, Tenn. 37203
Phone: (615) 244-2898

Phone: (615) 244-2898
CHICAGO
CAMILLE COMPASIO, Coin Machine, Mgr. 1424 S. 61st Ct., Cicero il. 60650
Phone: (312) 863-7440
WASHINGTON, D.C.
JOANNE OSTROW
4201 Massachusetts Ave., NW
Washington, D.C. 20016

UNITED KINGDOM — NICK UNDERWOOD 25 Denmark St., London WC 2 England Phone: 01-836-1362/C1-836-4188

MIGUEL SMIRNOFF

MIGUEL SMIRNOFF
Director Of South American Operations
ARGENTINA — MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentina
Phone: 89-0796
BRASIL Pandisc
RVA Conselheiro Crispiniano, 344 4 Ander
Sala 406 — Sao Paulo, Brasil
Phone: 222-9312/223-8907

CANADA — KIRK LaPOINTE 34 Dorval Road Toronto, Ontario, Canada M6P 2B4 Phone: (416) 536-8824

Phone: (416) 536-8824

HOLLAND — CONSTANT MEYERS
P.O. Box Y485
1007 JL
Amsterdam, Holland
Phone: 020-767472

ITALY — GUIDO HARARI
VIA FOrze Armate, 260 (II C)
20152 Milan, Italy
Phone: 02-45-65-065

PAIN — ANGEL ALLYAPEZ

SPAIN— ANGEL ALVAREZ Lopez de Hoyos 178, 5 CD Madrid — 2 Spain Phone: 415 23 98

Phone: 415 23 98

AUSTRALIA — ALLAN WEBSTER

4 Stanley Street
Richmond, Victoria, Australia 3121

JAPAN — Adv. Mgr., SACHIO SAITO
Editoria! Mgr., KOZO OTSUKA
3rd Floor of Chuo-Tatemono bidg.
2-chome, 11-1, Shinbashi, Minato-ku,
Tokyo Japan, 105
Phone: 504-1651

FRANCE — MS. DII EK KOC

FRANCE — MS. DILEK KOC 12 Boulevard Exelmans Paris, France 75016 Phone: 524-4784

WEST GERMANY — GERHARD AUGUSTIN Herzog Rudolf Str. 3 8 Munich 22 Phone: 221363 Telex: 5-29378

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EDITORI*A*L

Fact And Fiction

The microscopic dissection of the financial condition of the record business continued last week with two of the nation's leading publications giving divergent opinions about the state of our industry.

In a massive cover story entitled "Music Biz Blues," People magazine reiterated pessimistic comments from the last two months. Conversely the Wall Street Journal reported in a story headlined, "Record Industry May Be In Groove Again After One of Worst Slumps in Its History," that the tide has tur-

A closer examination of the two stories lends insight into the respective publications' standards of accuracy. While the People article presents an oversimplified view of the current state of the industry, the Wall Street Journal piece quoted such knowledgeable trade executives as Coen Solleveld, president of Polygram; Charles Smith, president of Pickwick and Henry Droz, president of WEA, among

Unfortunately, most of the record buying public will only see People's negative, mass market appeal type of analysis that is filled with dated information and attitudes. While the image of our imageconscious business is once again tarnished, the reality of the situation is that business is turning around. And that is the most important thing

EWS HIGHLIGHTS

- Strong August and Labor Day sales increase retail optimism (page 7).
- Labels show caution on fall dealer programs (page 7).
- FCC announces radio deregulation plans (page 7).
- WHN Radio spotlighted in Cash Box special section (page 27).
- Cash Box salutes classica! music in special feature (page 47).
- "Miss The Mississippi" by Crystal Gayle and "Restless Nights" by Karla Bonoff are the leading Cash Box Album Picks (page
- "Broken Hearted Me" by Anne Murray and "Angel Eyes" by ABBA are the leading Cash Box Singles Picks (page 18).

SINGLES

78

YOU'RE ONLY LONELY - J. D. Souther - Columbia

ALBUMS

92

JOE'S GARAGE - ACT I - Frank Zappa - Zappa/Mercury

POP SINGLE

MY SHARONA The Knack Captiol

R&B SINGLE

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

COUNTRY SINGLE

I MAY NEVER GET TO HEAVEN Conway Twitty MCA

JAZZ

STREET LIFE

NUMBER



Commodores

POP ALBUM

IN THROUGH THE OUT DOOR Led Zeppelin Swan Song

R&B ALBUM

MIDNIGHT MAGIC Commodores Motown

COUNTRY ALBUM

GREATEST HITS Waylon Jennings RCA

DISCO

FOUND A CURE Ashford & Simpson Warner Bros

September 15, 1979

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28 THE BOSS* DIANA ROSS (Motown M 1462) 30 11	28 THE BOSS★				
29 YOU CAN'T CHANGE THAT RAYDIO (Arista AS 0399) 23 22	29 YOU CAN'T CHANGE THAT				
30 LOVIN' TOUCHIN', SQUEEZIN' JOURNEY (Columbia 3-11036) 35 10	30 LOVIN' TOUCHIN', SQUEEZ	IN	,		
31 SPOOKY ATLANTA RHYTHM SECTION	31 SPOOKY ATLANTA RHYTHM SECTION	N			
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(Warner/Curb WBS 8835) 33 12 ALPHABETIZED T				*	T

	We	eks
9/8	C	n art
33 GET IT RIGHT NEXT TIME		
GERRY RAFFERTY (United Artists UA-X1316-Y) 34 RING MY BELL	37	6
34 RING MY BELL ANITA WARD (Juana/TK 3422) 35 WHAT CHA GONNA DO WITH MY LOVIN'*	22	18
STEPHANIF MILLS (20th Century-Fox/RCA TC-2403) 36 AIN'T THAT A SHAME	38	7
CHEAP TRICK (Epic 8-50743) 37 WHERE WERE YOU WHEN I	41	7
WAS FALLING IN LOVE LOBC (MCA/Curb MCA-41065)	42	8
38 DIM ALL THE LIGHTS DONNA SUMMER (Casablanca NB 2201) 39 DEPENDIN' ON YOU	46	4
DOOBIE BROTHERS (Warner Bros. WBS 49029)	44	6
40 IS SHE REALLY GOING OUT WITH HIM? JOE JACKSON (A&M 2132)	32	19
41 FIRECRACKER* MASS PRODUCTION		
(Cotillion/Atlantic 44254) 42 ROLENE	47	6
MOON MARTIN (Ospitol P-4765) 43 I WAS MADE FOR LOVIN' YOU★ KISS (Caseblanca NB 953)	48	5 17
44 SATURDAY NIGHT HERMAN BROOD (Ariola 7754)	45	10
45 GOLD JOHN STEWART (REO RS 931)	34	18
46 ARROW THROUGH ME WINGS (Columbia 1-11076)	55	4
47 I KNOW A HEARTACHE WHEN I SEE ONE		
JENNIFER WAFNES (Arista AS 0430) 48 THIS NIGHT WON'T LAST FOREVER	54	11
MICHAEL JOHNSON (EMI/United Artists EMI 8019) 49 GOOD GIRLS DON'T	52	7
THE KNACK (Capitol F-4771) 50 CHILDREN OF THE SUN	66	2
BILLY THORPE (Polydor PD 2018)	51	9
ASHFORD & SIMPSON (Warner Bres. W5S 8870)	57	5
52 MIDNIGHT WIND JOHN STEWART (RSO RS 1000) 53 GOOD FRIEND	61	4
53 GOOD PHIEND MARY MACGREGOR (RSO RS 938) 54 REMEMBER (WALKING IN THE SAND)	58	6
LOUISE GOFFIN (Asylum E-46521) 55 MAKIN' IT*	59	5
DAVID NAUGHTON (RSO RS918) 56 OH WELL	39	27
ROCKETS (RSO RS 935) 57 DIRTY WHITE BOY	43	13
FOREIGNER (Atlantic 3618) 58 HIGHWAY SONG	72	2
59 SO GOOD, SO RIGHT BRENDA RUSSELL	36	13
Horizon/A&M HZ-123-S) 60. PLEASE DON'T GO	64	6
K.C. AND THE SUNSHINE BAND (TK TKX-1035) 61 HOLD ON	67	4
TRIUMPH (RCA PB-11569) 62 GET A MOVE ON	50	14
EDDIE MONEY (Columbia 1-11064) 63 IF YOU REMEMBER ME	68	4
CHRIS THOMPSON (Planet P-45904) 64 YOU DECORATED MY LIFE KENNY ROGERS	70	5
(United Artists UA-X1315-Y)	66	2

9/	We C	
65 HOLD ON		
iAN GOMM (Stiff/Epic 9-60747) 66 MORNING DANCE	74	3
SPYRO GYRA (Infinity:NF-50.011) 67 I WANT YOU TO WANT ME	49	16
CHEAP TRICK (Epic 8-80600) 68 THEN YOU CAN TELL ME GOODBYE	53	22
TOSY BEAU (ROA JH-11670) 69 GIRLS TALK	69	7
DAVE EDMUNDS (Swan Song/Atlantic 3S-71031) 70 WHERE WILL YOUR HEART TAKE YOU	73	4
BUCKEYE (Polydor PD 14578)	71	5
JIMMY BUFFETT (MCA MCA+41109)	79	3
72) SURE KNOW SOMETHING KISS (Casablarina NB 2206)	82	3
73 I'VE NEVER BEEN IN LOVE SUZ: QUATRO (RSO RS 1861)	83	2
74 STREET LIFE CRUSADERS (MCA MCA-41054)	78	5
75 KILLER CUT OHAPLIE (Arista AC 0449)	77	3
76 REASON TO BE KANSAS (Kirshner/CBS ZS9 4285)	80	3
77 YOUNG BLOOD RICKIE LEE JONES		ľ
(Warner Bros. WBS 49018) 78 YOU'RE ONLY LONELY	56	8
J D. SOUTHER (Columbia 1-1 79 BOOM BOOM (OUT GO THE LIGHTS	1079)	1
PAT TRAVERS (Polyder PD 2003) 80 BEAUTIFUL GIRLS	87	3
VAN HALEN (Warner Bron, WBS 49025)	81	3
81 STILLSANE CAROLYNE MAS (Mercury-75004)	89	2
82 HELLO, HELLO, HELLO NEW ENGLAND (Infinity 50.021)	90	2
83 GOTTA SERVE SOMEBODY BOB DYLAN (Columbia 1-1167 84 GHOST DANCER★	2)	1
ADDRISI ERCTHERS (Sooti Ercs /Atlantic SB 500) 85 VOULEZ-VOUS/ANGEL EYES ASSA (Adverses	65	6
ASBA (Atlantio 3609)	85	3
FRANCE JOLI (Freide PRL-8901) 87 ONE FINE DAY	_	1
FITA COCLIDGE (A&M 2169) 88 (no just) KNEE DEEP	88	3
FUNKÁDELIO (Warner Bros. WBS 49040) 89 MUST HAVE BEEN CRAZY	96	2
OHICAGO (Columbia 1-11061) 90 HELL ON WHEELS	84	4
CHER (Casabianca NB 2208) 91 CRANK IT UP (FUNK TOWN)		1
PETER BROWN (Drive/TK 6278) 92 IN THEE	93	2
BLUE OYSTER CULT (Columbia 1-11055)	94	3
93 FOR LOVE POUSETTE-DART BAND (Capitol P-4764)	95	3
94 THE TOPICAL SONG THE BARRON KNIGHTS (Epic 9-50755)	76	4
95 YOU STEPPED INTO MY LIFE WAYNE NEWTON (Aries II WA 101)	97	2
96 DO YOU THINK I'M DISCO STEVE DAHL (Ovation OV-1132)		1
97 AFTER THE FIRST ONE YONAH (Free Flight/RGA JH-11696)	98	3
98 STARRY EYES	30	1
99 I JUST WANT TO BE CAMEO		
(Checolate City/Casablanca CC 0:9) 100 GONE, GONE, GONE	-	1
BAD COMPANY (Swen Song/Atlantic SS 71960)	75	5
NSEES) Rolene (Rockslam — BMI)		12
63 Sad Eyes (Careers — BMI)		

ALPH
After The First One (Stone Mountain Music) 97
After The Love (Ninth/Garden Rake/Irving/Foster
Frees — BMI/Bobette — ASCAP)
Ain'That A Shame (Cheap Trick/BMI)
Angel Eyes (Artwork — ASCAP)
Arrow Through Me (MPL Comm. Inc./Welbeck —
ASCAP)
Bad Case Of Loving (Rockslam Music — BMI) 12
Bad Girls (Starrin/Earborne/Sweet Summer
Night — BMI)
Beautiful Girls (Van Halen — ASCAP)
Boom Boom (Arc — BMI)
Born To Be Alive (Radmus/Zeldgamous — ASCAP) 22
Children Of The Sun (Rock Of Ages/Careers
/Sasha Songs — BMI)
Come To Me (Cicada/Pro/Trumor — BMI) 86
Crank It Up (Sherlyn/Decibel — BMI)
Cruel To Be Kind (Anglo-Rock,/Albion — BMI) 25
Dependin' On You (Soquel Songs — ASCAP/
Snug — BMI)
Different Worlds (Bruin Music — BMI)
Dim All The Lights (Sweet Summer Night - BMI) . 38
Dirty White Boy (Somerset/Evansongs — ASCAP). 57
Don't Bring Me Down (Unart/Jet BMI) 6
Don't Stop Till You Get (Miran — BMI)
Do You Think I'm Disco (Riva/WB/Nite-Stalk/Coho
ASCAP)
Driver's Seat (Complacent Toonz Inc. — ASCAP) 21
Fins (Coral Reefer — BMI)
Firecracker (Two Pepper — ASCAP)
For Love (The Closed Door — ASCAP)
Tor Love (The Closed Door — ASCAP)

(-	
ABETIZED TOP 100 SINGLES (INCLU	IDING PUBLISHERS AND LICENSEE.
Found A Cure (Nick O Val — ASCAP)	If You Remember Me (Chappell/Red Bullet
Get A Move On (Grajonca - BMI - Davalex -	ASCAP/Unichappeil/Begonia BMi) 63
ASCAP) 62	In Thee (B. C'Cuit - ASCAP)
Get It Right (Colgems/EMI ASCAP)	Is She Really (Albien)
Ghost Dancer (Musicways/Flying Addrisi - BMI) . 84	I've Never Been In Love (Big Neck - ASCAP) 73
Girls Talk (Plangent Visions ASCAP) 69	! Want You To (Screen Gems/EMI/Adult - BMI) 67
Gold (Bugle/Stigwood/Unichappell - BMI) 45	I Was Made (Kiss/Mad Vincent - ASCAP/BMI) 43
Gone, Gone, Gone (Badco Music - ASCAP)100	Killer Cut (Heavy)
Goodbye Stranger (Almo/Delicate ASCAP) 16	Knee Deep (Mal-Siz — EMI)
Good Friend (Bernal/ASG/Haliburton/Summer	Lead Me On (Almo — ASCAP)
Camp — ASCAP/BMI)	Let's Go (Lido BM!)
Good Girls Don't (Eighties - ASCAP) 49	Lonesome Loser (Screen Gems - EMI/BMI) 9
Good Times (Chic — BMI)	Lovin' Touchin' (Weed High Nightmare — BMI) 30
Gotta Serve Somebody (Special Rider - ASCAP) . 83	Makin' It (Perren-Vibes — ASCAP)
Heaven Must Have Sent (Stone Agate - BMI) 15	Mama Can't Buy (Mighty Three - BMI) 20
Hello, Hello, Hello (Rock Steady - ASCAP) 82	Midnight Wind (Bugle/Stigwood/Unichappel — BMI)52
Hell On Wheels (Rick's/Aller & Esty — BMI) 90	Morning Dance (Harlem/Crosseyed Bear — BMI) . 66
Highway Song (Bobnal — BMI) 58	Must Have Been Crazy (Donnie Dacus — ASCAP) . 89
Hold On (Albion)	My Sharona (Eighties/Small Hill — ASCAP) 1
Hold On (Triumph — CAPAC)	Oh Well (Sunheath — ASCAP) 56
Hot Summer Nights (April/Swell Sounds/Melody	One Fine Day (Screen Gems/EMi — BMI)
Deluxe/Seldak — ASCAP)	Please Don't Go (Sherlyn/Harrick — BMI) 60
I Do Love You (Chevis — BMI)	Pop Muzik (Publishing Pending)
I Just Want (Better Days — BMI/Better	Reason To Be (Don Kirschner/Blackwood — BMI). 76
Nights — ASCAP) 99	Remember (Trio/Robert Mellin/Tender Tunes —
I Know A Heartache (Chappell — ASCAP/	BMI)
Unichappell — BMI)	Ring My Bell (Two Knight Admin, by Island — BMI) 34
I'll Never Love (Irving — BMI)	Rise (Almo/Badazz — ASCAP)
+ 12" Available	a For Sala

	(Swan Song/Attantic 35 / 1900) 75	
2 (5)	
	Refere (Rockslam — BMI)	. 42
3	Sad Eyes (Careers - BMI)	
2	Sall On (Jobete & Commodores - ASCAP)	
9	Saturdaynight (Radmus/S.D.R.M ASCAP)	. 44
3	So Good, So Right (Rutland Road Music - ASCAF	
?	Spcoky (Lowery BMI)	
3	Starry Eyes (Virgin - ASCAP)	
5	Stillsane (Eggs and Coffee and Music/	
3	Chappell — ASCAP}	-81
5	Street Life (Four Knights/Irving BMI)	. 74
7	Sure Know Something (Kiss - ASCAP/Mad Vincen	t —
9	BMI)	
)	Suspicions (Debdave/Briarpatch - BMI)	. 24
ŝ	The Boss (Nick-O-Val — ASCAP)	
)	The Devil Went Down (Hatband - SMI)	7
2	The Main Event (Primus Artists/Diana/	
ĉ	Rick's — BMI)	
3	The Topical Song (Almo/Delicate ASCAP)	94
1	Then You Can Tell Me (Acuff/Rose - BMI)	
ĉ	This Night Won't Last (Captain Crystal — BMI)	
7	Voulez-Vous (Artwork — ASCAP)	
)	What Cha Gonna Do (Scarab BMI)	
3	When You're In Love (Debdave — BMI)	23
6	Where Were You (Bobby Goldsborn/House	
	Of Gold — ASCAP/ BMI)	
1	Where Will Your Heart (Prisongs EMI)	
\$	You Can't Change (Rayiola — ASCAP)	
3	You Decorated (Music City — ASCAP)	
	Young Blood (Easy Money Music — ASCAP)	
	You're Only Lonely (ice Age — ASCAP)	
	You Stepped Into (Stigwood/Uni-Chappell — BMI)	95

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CASH BOX NEWS



NATALIE COLE AT THE GREEK — Capitol Records recording artist Natalie Cole recently performed four SRO concerts at Los Angeles' Greek Theatre. Pictured backstage are (I-r): Sharon Zimmermann; Don Zimmermann, president Capitol/EMI America/United Artists Records Group; Cole; Helmut Fest, vice president international; Dan Davis, vice president, creative services: Walter Lee, vice president sales; and Dr. Cecil Hale, divisional vice president, A&R black music. In the foreground, are (I-r): Don Mac, national promotion manager, black music; Jemy Cheers, national marketing manager, black music, and Reve Gipson, publicity, black music.

Fall Programs For Dealers Point To Cautious Attitude

by Ken Terry and Leo Sacks

NEW YORK — While business seems to be improving across the country, record manufacturers' fall incentive programs for dealers indicate that they are not taking any chances of overloading the market and facing a repetition of the massive returns that threw the industry into a panic earlier this year.

Commented Carl Rosenbaum, president of Flipside Records in Chicago, "We're seeing selected deals instead of complete programs. The labels used to offer their entire catalogs, or at the very least, selected promotions, discounts and dating through January so that the product would last you until Christmas. But now the companies seem to be offering titles they are sure will sell. They're being more cautious now."

This is fine with the retailers. Rosenbaum, for instance, said he would keep his restocking to a minimum, ordering only as he runs out of stock on particular titles.

MCA, IBM Form DiscoVision Assoc. As Joint Venture

LOS ANGELES — MCAInc., the parent corporation of MCA Disco Vision, and International Business Machines Corp. (IBM) have entered into a joint venture to develop, manufacture and market video discs and video disc players, it was announced Sept. 5.

The new affiliation between MCA and IBM will be known as DiscoVision Associates and will be equally controlled by the two corporations.

MCA's current video disc business and related assets, including all patents and technology, now become part of the joint venture, while MCA retains its copyrights and other rights pertaining to program material, as well as the distribution of video discs for home use to consumers.

Furthermore, patents technology and additional assets relating to the development efforts of its video disc have been made a part of the joint venture by IBM, as well as an unspecified amount of cash.

Following an initial earnings priority to MCA, receipts from the joint venture will be split equally between the two corporations

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Other dealers expressed similar attitudes. Mei Nimon, general manager of the Denver-based DLM Music, which distributes to the 16-unit Big Apple Records chain, said that his company wouldn't participate in any label programs this fall. "We were forced into an overstock situation last year," he commented, "and I don't want to be in that position again this year. I'll take care of my day-to-day needs and forego any sort of program, unless a local deal presents itself that makes sense for us to take advantage of."

New Deals

Programs being offered by several major labels underline the conservatism of their current thinking. CBS Records, for instantce, is billing accounts at \$1 off the cost price of a \$7.98 release for initial shipments on albums in its "artist development" program (Cash Box, Sept. 8). It is also offering 120 days dating on these items. Beyond this, however, and in marked contrast to last year's extensive program, CBS has "no other plans for incentives," according to a company spokesman.

WEA, RCA, Polygram and Capitol were not yet ready to announce their programs at presstime. However, it is understood that

(continued on page 42)

Improved August, Labor Day Sales Brighten Retail Picture

by Joey Berlin and Aaron Fuchs

LOS ANGELES — On the heels of an August sales boom, record merchandisers across the country report strong Labor Day weekend sales, led by the new Led Zeppelin album. With business up as much as 30% over last Labor Day in some places, retailers are now looking forward to the fourth quarter with a good deal of optimism.

A Cash Box survey of leading rack and retail accounts also confirmed two trends in the marketplace; one away from 12" singles (see separate story on p. 16) and another toward more cassette buying.

In addition, while some national publications are still crowing about the highly-publicized record sales slump, many merchandisers were heartened by a Sept. 5 story in the *Wall Street Journal*. The article noted that the industry appears to be "in the groove again."

"It's too soon to know for sure, but early indications show business might be breaking loose," says Eric Paulson of Pickwick's rack division. "We're seeing an increase in the number of units per title being sold. August was flat for the rack division, but returns were down, so I'm pretty optimistic about the fall."

Ben Karol reports that King Karol in New York enjoyed a record setting weekend. "This has been the biggest Labor Day weekend in our history," he says. "It's up at least 30% over last year. The Knack, Led Zeppelin and Bob Dylan are doing real well.

"As far as business turning around, we've never really had a slowdown in sales here. The media has sensationalized the whole thing."

A number of retailers boosted weekend sales with free goods sales. At the Wiscon-

sin 1812 Overture chain, customers received Led Zeppelin's "In Through The Out Door" free with the purchase of four albums at regular prices.

"We had a pretty good weekend," indicates 1812's president Alan Dulberger. "We were up 15-18% over last year, but we are one of three accounts in the whole midwest where business has been up all year according to CBS. In the near future, business will get better and, hopefully, promotion people will stop being paranoid and get back on the streets again and work more closely with retailers. I'm looking for a big last quarter this year."

Tape City

"Sales were good this weekend — helped by a buy three get one free sale — and we were up over last year," reports Brenda Ritter of Tape City in New Orleans. "Business was really good during August, a lot better than we thought it would be."

The few merchandisers who did not enjoy strong weekend sales blamed the weather for the problem.

The Harvard Coop reports that sales were under expectations because "the weather was good here on the weekend and a lot of people were outdoors." But a Coop spokesman points out that August was a very good month.

"We lost sales in Florida due to the hurricane and in the north due to the good weather," notes Stark/Camelot's Joe Bressi. "So overall business was spotty over Labor Day. But August was very good for us, in tact, it was the third biggest month we've had in the past 10 years.

"There's a better mood throughout the industry," adds Bressi. "The only explanation is that we now have some hit

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FCC On Radio Deregulation: Let Marketplace Forces Rule

by Joanne Ostrow

WASHINGTON, D.C. — The FCC voted last week to take itself out of the radio programming business and to emphasize "structural marketplace tools" in dealing with the rapidly changing radio industry. Specifically, the FCC proposed to drop its detailed consideration of the amounts of news and public affairs programming each radio licensee airs, to lift all requirements on ascertainment of community needs, to eliminate all commercial time limits and leave it to competition in the marketplace to

hold down excessive amounts of advertising, and to eliminate program log requirements (while still requiring a record of commercials and programming to be available for public inspection).

In its notice of inquiry and proposed rulemaking of Sept. 6, the FCC cited several factors indicating that the commercial radio industry is ready for a review of federal regulations. The number of stations has mushroomed — from 583 in 1934 when the current Communications Act was adopted, to over 8,600 today. The rise of specialized formats and public radio provide more diversity and more informational programming — more reasons to lift program content rules from the rest of the industry. Data collected by the Commission (reported earlier) shows that most stations, even in smaller markets, exceed the FCC's minimum guidelines for news and information programming.

In short, the FCC found, news has

In short, the FCC found, news has become a profitable form of programming and is even aired substantially in "drive time." And the increased number of radio outlets has driven commercial limits per hour in many markets far below FCC limits.

This information has been the focus of broadcasters' lobbying efforts for some time and in the past year, under chairman Charles Ferris, the FCC has gradually moved in the direction of the free market-place, with a hands-off policy, as this proposal would make official.

In a press release in advance of the formal announcement, the FCC stressed that it does not intend to abandon the "public in-

(continued on page 19)



SUTTON AT THE OTHER END — Columbia recording artist Gregg Sutton recently performed at New York's The Other End. This was the last date in a nationwide tour in support of his album, "Soft As A Sidewalk." Pictured backstage (I-r) are: Mike Martinovich, vice president of merchandising for CBS Records; Joe Mansfield, vice president of marketing for Columbia; Arma Andon, vice president of artist development for Columbia; Sutton; and Jack Craigo, senior vice president and general manager of Columbia.

Capricorn Acts Sue Label For **Alleged Breach Of Contracts**

by Charles Paikert

NEW YORK — Financially embattled Capricorn Records has been hit with a wave of breach-of-contract notifications from its major acts, including The Allman Brothers Band, Sea Level, Dixie Dregs and Delbert McClinton. The groups are presently negotiating new contracts with other labels.

In addition, attorneys for Sea Level obtained a temporary injunction from the Superior Court of Bibb County, Georgia preventing Capricorn from releasing the latest album by the group until a time and date have been set for a formal hearing.

These legal imbroglios have been compounded by Polygram Corporation's recent move to recover all collateral on secured loans to Capricorn (Cash Box. September 8). A spokesman for Polygram said the corporation was concerned over the breach of contract notices sent to

Drew's Zephyr Label In Distrib **Pact With Atco**

NEW YORK - Paul Drew, head of Paul Drew Enterprises and veteran radio programmer, has formed Zephyr Records, which will be distributed worldwide by Atco Records, a division of Atlantic Records.

Drew was vice president of programming for the RKO chain from 1973 to 1978. Previously, he worked as a DJ and progrm director at radio stations in Atlanta, Detroit, Philadelphia, San Francisco, Washington D.C. and Los Angeles. His current firm, Paul Drew Enterprises, is involved in music publishing, record production, television production and artist management (including Japan's Pink Lady).

Christy Wright has been named general manager of Zephyr Records. Wright was previously director of marketing for Record World magazine. Prior to that, she was national music coordinator for the RKO chain and music director at WRKO in

Zephyr Records has not yet announced any artist signings.

Develop New Talent

Commenting on his new label, Drew said, "I believe this is the best possible time for us to start. I feel that we have an excellent opportunity to sign and develop great new talent which the business may not have en-

couraged even a year ago."
Speaking for the Atlantic Records organization, Atlantic Chairman Ahmet Ertegun commented. "In his lengthy and prestigious career in our industry, Paul Drew has become a true giant in the field, as well as a great friend. So it is with the utmost pleasure that I welcome Paul and his new venture into the Atlantic family. Jerry Greenberg, Doug Morris and Lare looking forward to what we are sure will be a long and fruitful partnership.

Capricorn because "artist contracts are part of the collateral that Polygram is seeking to recover.'

Polygram has not yet pursued legal action regarding the notices, the spokesman said, but he added that the allegations of breach of contract "will be examined in more detail as part of the legal proceedings over the next few weeks."

Peter Herbert, attorney for The Aliman Brothers Band, claimed that Capricorn materially breached its contract with the band "by failing to perform the fundamental obligations of a record company over a period of years.

Unpaid Royalties

Capricorn, Herbert alleged, has not paid the band royalties or provided an accounting of unit sales of the group's albums since the end of 1976.

Herbert also said that he would seek to examine the potential transfer of Capricorn's assets to Polygram "as a possible area of assisting Capricorn in avoidance of credit obligations."

In addition, Steven Massarsky, manager for the Allman Brothers, alleged that Capricorn "is trying to put out an Allman Brothers greatest hits album, which we're trying to stop. We feel such an album would be diluting our product and would be a terrible mistake.

"We consider ourselves to be free," Massarsky said, "and we hope to conclude an agreement with another label very soon."

Lloyd Segal, manager for Dixie Dregs, added that he was also "seriously negotiating" a new contract with another label. William Perkins, manager for Sea Level, would not comment on the group's negotiating status, but other sources indicated that the band had entered into con-

Thorpe Case

Billy Thorpe, another artist who had been on the Capricorn roster earlier in the year.



ARTIST AND HIS GUITAR - Blues grea B.B. King (r) and Dick Clark, host of American Bandstand, examine a cake commemorating the artist's 30 years in the business. The presentation was made during a recent taping of American Bandstand.

MCA Distributing Holds Nat'l Meet In Scottsdale, Ariz.

SCOTTSDALE, ARIZ. - Fall product presentations and marketing seminars highlighted MCA Distributing Corporation's national conference at the La Posada Hotel in Scottsdale, Aug. 26-28. The three day affair was chaired by president Al Bergamo.

On Aug. 27 a branch manager panel comprised of Ron Dimarino, Philadelphia: Ron Warren, Atlanta; Roo Linnum, Detroit Ed Keelan, Baltimore: LeRoy Satner, Denver and Les Silver, Los Angeles, spoke on marketing black music, marketing country music, marketing through multi-store outlets and one stops and developing the local marketplace. The meeting continued as a promotion and distribution panel expounded on the topic of product placement as it

The marketing meeting was followed by a speech by Sam Passamano, Sr., executive vice president of branch distribution for MCA Distributing, who spoke to the crowd on the subject of "silent sales tools," and introduced new merchandising display materials. Passamano also introduced a new in-store display tool to be used to

Sly Back With New WB LP; Re-Mix Of Past Hits On Epic

by Mike Glynn

LOS ANGELES - On Oct. 5, Warner Bros. Records will release a new LP by Sly and a re-vamped Family Stone, entitled "Back On The Right Track," while Epic is scheduled to ship a re-mixed collection of several of Slv's greatest hits under the title "Ten Years Too Soon" in mid-October.

Warners has already released the first single from the new Sty LP, "Remember Who You Are," which was co-written by Sly (Sylvester Stewart) with Hamp Banks, who also served as associate producer on the

The coincidental release of the two

records could revive interest in Sly Stone, whose career has been at a standstill since 1977 when he parted ways with Epic, his former label, after a string of top-selling singles and albums in the late '60s and early

The concept for the forthcoming Epic package, which includes such former hits as "Dance To The Music," "Stand," "Everyday People" and "Sing A Simple Song, was to "mix the songs with a contemporary sound but not out of context," said John Luongo, who re-mixed all of the songs on the LP and has handled both mixing and production chores on many recent disco

"Lenny Petze (Epic vice president of A&R) came to me with the project after AI Gurowitz (vice president of promotion, E/P/A) approached him with the idea. They both felt that there was a whole new generation of record buyers who hadn't been introduced to Sly's music, which was most definitely a forerunner to disco. I personally love the music and considered it a challenge to do the re-mix."

Luongo noted that he had to transfer the original eight tracks on most of the songs, or in certain cases the two master tracks, onto a 24-track machine, keeping lead and background vocals, organ, horns and using new drumming, bass and lead guitar parts, supplied by studio musicians. In the process, he also eliminated excess background noise, re-edited and extended

(continued on page 25)



Eleven years young and still growing stronger, Swan Song rock 'n' roll quartet Led Zeppelin is one of only a handful of veteran rock acts that can certifiably maintain the claim to be a "superstar" band. In fact, they reinforced that claim only last week when their eighth and latest album, "In Through The Out Door," carved a place for itself in the annals of the record industry by becoming only the third LP in history to debut at the #1 spot on the Cash Box Top 200 Albums chart. Despite a layoff of over three years since their last set, "Presence," droves of fans both young and old lined up outside record shops to purchase the album, reaffirming their allegiance to the group that could rightfully hold the title "the fathers of heavy metal.

The band has certainly lived up to its illustrious roots in early R&B and blues and soared from meager beginnings in late 1968, when they grouped as The New Yardbirds to fill contractual obligations owed by guitarist Jimmy Page's former unit. Page and Zep bassist John Paul Jones had crossed paths before '68 but jammed for the first time during sessions for Donovan's "Hurdy Gurdy Man." The Zep was completed with the addition of singer Robert Plant, ex-of Alexis Korner Blues Band, and John "Bonzo" Bonham, both little-known gigging musicians at the time.

Enlisting the aid of fifth "member" Peter Grant, their long-time manager, the group took to the London club circuit with their new moniker, drawn from an aside The Who's Keith Moon levelled at them, saying they'd go over like a "lead bailoon." The Zep quickly proved to Moon that the joke was on him when their first LP, recorded that same year, quickly went gold in the U.S. in early

Led Zeppelin leaped through the early 70s at a prolific pace, cutting four discs by 1971 and their epic song, "Stairway To Heaven," off of Led Zeppelin IV (the runes album), has gone on to become one of the most played AOR cuts here in the U.S. While the band's output began to slacken, with "Houses Of The Holy" released in 1973 and the two-record "Physical Graffiti" set in 1975, their audience grew demonstrably.

Classified Coin Machine News Country News & Album Chart Country Singles Chart 57 39 43 14 20 Disco East Coastings FM Analysis International News International Radio Playlists Jazz Jukebox Singles Chart Merchandising 60 26 16 66 24 Points West Pop Album Chart Pop Radio Analysis Pop Singles Chart Radio News Regional Programming Guide

DREW BOWS LABEL — Pictured celebrating the addition of Paul Drew's Zephyr label to the Atlantic/Atco family are (I-r): Dave Glew, senior vice president and general manager of Atlantic; Doug Morris, president of Atco and Custom Labels; Ahmet Ertegun, chairman of Atlantic; Drew; Christy Wright; Jerry Greenberg, president of Atlantic; and Vince Faraci, vice president of national promotion for Atlantic

CHECKINTO...



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.MCA RECORDS

Now on tour with the Little River Band

NEW FACES TO WATCH-



France Joli

How at the age of 16 do you become a top five disco recording artist with an LP bulleting up the **Cash Box** pop album chart at #103?

First, start by performing professionally at the age of four. Second, have a mother who is willing to let you drop out of school when you're 11. And third, get a top Canadian recording artist to produce and write all the songs for your debut album.

The above formula for early success applies to pretty French Canadian France Joli, whose 12" single, "Come To Me," has been getting a great deal of disco play, and whose self-titled LP recently crossed over to the pop charts.

The Montreal-based teenager began performing on radio shows when she was four, filling out the remainder of her free time with acting, singing and tap dancing lessons

Her first big "break" came at the ripe age of 11, when she performed for a crippled children's benefit at Montreal's Queen Elizabeth Hotel. The youngster received such an enthusiastic response from the audience that she decided to drop out of school and devote full-time to her musical career.

When France was 13, she went to a concert headlined by Canadian recording artist and teen idol, Tony Green. After the show, she followed her fellow teeny-boppers backstage. France's motives, however, like most aspects of her life, were different from her peers'.

"They went backstage to get Tony's autograph," she recalls. "I went backstage to audition."

Green, who not only produced France's debut LP but also sings a duet with her on "Come To Me," remembers the audition. "She showed up with a couple of Barbra Streisand albums and had the nerve to sing a duet with the records!"

That "nerve" apparently paid off, since Green agreed to work with Joli, eventually bringing the demo tape of "Come To Me" to Prelude Records, which signed the young singer shortly afterwards.

The debut LP got a big boost when soon

The debut LP got a big boost when soon after its July release France performed at a benefit for Fire Island's fire department. The 5000-plus beach-front audience's enthusiastic response and the resulting talk about town propelled "Come To Me" into the discos and onto the charts.

A month later, France flew to Los Angeles, where she duplicated the Fire Island response with a live performance at Studio One.

In January the precocious singer will go back into the studio where she will cut another album under the aegis of mentor Green. The new LP will feature several Streisand-type ballads, which should give Joli a chance to showcase her five-octave vocal range.

In addition to her early start in the business, the songstress' single-minded dedication to her craft best explains her rapid advancement. Ask young Joli what her hobbies are, what she likes to do in her spare time, and she replies, "I go into the studio and listen to other artists. Only by listening to them, can I learn how to improve my craft."



B-52s

A B-52 is southern slang for the high, bouffant "beehive" hairdo worn by middleage women who seem to be irretrievably stuck somewhere deep in the previous decade.

As such, it's the perfect pop-kitsch symbol for the B-52s, one of the most critically acclaimed pop culture-conscious bands to emerge on the recording scene in recent memory.

The group, originally from Athens, Georgia, attracted a groundswell of critical and grassroots fan support after numerous appearances in New York City rock clubs. Early this year, the B-52s were the object of a spirited bidding war, and they finally signed with Warner Brothers Records who recently released their fast-rising, self-titled debut album.

Three members of the group, Keith Strickland and Cindy and Ricky Wilson, are natives of Athens and the other B-52s, Fred Schneider and Kate Pierson, moved to the small Georgia town after living in New Jersey.

Their early songs included such instant classics as "Rock Lobster," "52 Girls," and "Killer Bees," which manage to blend lyrical references to camp mid-sixties movies and TV shows and science fiction with a distinctive, danceable rock backbeat. "We had a lot of encouragement after people heard the songs," Strickland recalls, "and we were asked to get something together and play at a friend's birthday party."

So on Valentine's Day, 1977, the B-52s made their first public appearance in Athens. Someone who was at the party knew people who worked at Max's Kansas City in New York, and thought the group should make a tape and audition for a gig at the famed rock club. They did, but still kept their full-time jobs: Keith and Ricky worked at the Athens bus depot, selling tickets and carrying bags, respectively; Fred was a student at the University of Georgia; and Kate lived and worked on a nearby farm.

"We got the tape together, put all our stuff in Ricky's parents' station wagon, and drove up to New York," Strickland recalls. "We played one 45-minute-set at Max's, the monitors were messed up, and there was no audience response. We drove home right away."

But their popularity grew, and they signed on with Talking Heads manager Gary Kurfirst, who negotiated a deal with Warners early in 1979. By late spring, they were down in the Bahamas, recording their first album with producer Chris Blackwell at Compass Point Studios. "We pretty much did it live," Strickland says, "and I think we got what we wanted --- music that makes you get up and dance. "Strickland admits that the icons of 60s pop-culture, as well as sci-fi and 60s instrumental groups like the Ventures and the Tornados, have been a major influence on the group. "We all get off on that," he says, "but we don't want to just get into the realm of nostalgia. We're interested in a certain kind of atmosphere that's fun and generates energy."

The B-52s recently moved to a house in Putnam County, outside of New York and are about to embark on their first tour through the southwest and California.

EXECUTIVE PROFILE

Griffey Believes That Blacks Should Book Black Artists

by Aaron Fuchs

NEW YORK — Dick Griffey is a man of action. He's president of Solar Records, a successful concert promoter, and manager of the acts on its artist roster including the Whispers, Carrie Lucas, Shalamar, Lakeside and Dynasty. In addition, as a force behind the United Black Concert Promoters, a division of the BMA, Griffey has effected more real change than any other facet of that venerable organization. With his solid support, the U.B.C.P. has already succeeded in getting acts like Earth, Wind and Fire, Teddy Pendergrass and the Jacksons to let black agents promote their tours, instead of the white promotors they had used previously.

white promotors they had used previously.

Not surprisingly, Griffey's background reveals a flair for both business and music.

"Like a lot of other blacks in the music business I started out by going to church with my mother who was a gospel singer (and with whom Griffey has just recorded his first gospel album)."

After singing with a doowop group, the Kings' Men, Griffey studied theory and played in the school band at Tennessee State in Nashville, along with latter-day jazz stalwarts. Leon Thomas and Hank Crawford. Then, because "there are only about six places in the country where you can get some exposure and be heard," Griffey moved to Los Angeles.

After a stint in the service in 1961 at age 20, Griffey made his move as a businessman. "I'd watch sports people like Gayle Sayers — one of our greatest football players — end their careers after six years," he explained. "Then I looked at George Hallas, who is 90 years old and still owns the team and I knew that I'd rather be an owner than a player.

"I went into the nightclub business with a friend of mine, Dick Barnett, the basketball player and ran a club called Dick Barnett's Guys and Dolls. After booking all the hot acts and doing well with them, I said, "If I'm putting 18 hours a day in trying to get 500 people into a club, I might as well shoot for something bigger." and that's when I decided to get into the concert business."

In 1966, Griffey promoted his first concert, featuring Count Basie and the Four Tops. "They were really hot with 'Reach Out'," he remembered. "I did the Swing Auditorium in San Bernadino, a 10,000 seater, and it drew 85 people. It was a combination of the location, the night, and the fact that I didn't know what I was doing, so it was back to the drawing board."

But it wasn't long before Griffey became successful at concert promotion, and from there he diversified, moving on to management and becoming talent coordinator for Don Cornelius' unprecedentedly successful TV show, "Soul Train." In the course of his travels, Griffey noticed that it was the youthful dancers, "the kids" that were the show's greatest appeal, and Griffey



Dick Griffey

decided to start a label that would record them. Griffey got a deal for the record by the newly formed group, the Soul Train Gang, Ironically, the deal, which kicked off the burgeoning Solay label, began "as a deal for one 45," in Griffey's words. He recalled selling the tune on the basis that it was going to be Soul Train's new theme. "But I was so confident that I went out and signed the Whispers, with a big advance."

Forming UBCP The next endeavor that Griffey directed his energies towards was the formation of the United Black Concert Promoters. "When you're a black promoter," said Griffey, "you have problems with the venues The buildings aren't as readily available to you, and the good deals aren't as readily available to you. But if the blame for the situation has to go to anyone, it is to the acts themseives. An agent's name on a marquee doesn't mean a thing. It's the acts that draw the people, generate the bucks and have the power to see that the promoter gets his fair share. But what happens is that the black promoter will work an act in a club four or five times, build the act's reputation and as soon as the act gets the big media exposure, he'll get himself a white agent and manager who'll book him through a white promoter. In the final analysis, it is the

people who put him where he is."

But, despite the fact that pressure from the U.B.C.P. has persuaded some leading black acts to switch their tour affiliations, Griffey feels that "we still have a long way to go. There are still racial and economic politics in the business. You can't easily get these guys to give up the millions of dollars that they've been ripping off from black artists all these years just for the asking, we're going to have to go out and dernand it and take it.

act who has to have the responsibility to the

"We knew before Martin Luther King that it was wrong for a black man to pay the same fare as a white man yet have to sit in the back of a bus, but we had to go out and demonstrate and demand what we wanted. And now it's way past time that black people were just singers, dancers, and consumers. It's time for us to stop riding the back of the bus in the music business."



MCA RECORDS TOASTS PACT WITH ROCKET — Bob Siner, president of MCA Records, and Barney Ales, president of Rocket Records, recently inked a long-term agreement whereby MCA will market and distribute Rocket Records. The first release under the new pact, which signals Rocket's return to the label after a previous affiliation, will be Judie Tzuke's single "Stay With Me Til Dawn," which is currently Top 10 in England. Colin Blunstone is also preparing an LP for late '79 release on Rocket. Pictured toasting the signing are (I-r): Barry Tyerman, Rocket attorney; Barney Ales; Bob Siner; John Reid, Rocket Records chairman; and Joan Bullard, MCA Records vice president of publicity.

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Burkhimer Named Marketing VP For RCA Int'l

NEW YORK — Don Burkhimer has been appointed to the newly created position of division vice president of marketing and talent acquisition for RCA Records International.

Burkhimer, who will report to Arthur Martinez, division vice president of RCA Records International, will be responsible for three areas: the marketing of domestically produced RCA Records through RCA's 13 wholly owned companies and 29 licensees overseas; the marketing of internationally produced records in the United States; and the acquisition of talent worldwide.

Burkhimer was most recently division vice president of product management and artist tours for RCA, U.S.A. With the exception of a two year period from 1970 to 1972, when he was an executive with Famous Music, Burkhimer has been with RCA for 25 years.

According to Burkhimer, "I've always had an interest in the international market. I majored in foreign languages in school and as acting managing director of a British RCA, I've had a taste of it. The nature of the business is definitely becoming more global and I value the opportunity to professionally move in this direction."

NARM Inaugurates Credit Card Program

NEW YORK — NARM has initiated a Visa/Master Charge bank card program for its members.

The program, which allows NARM member companies the use of these cards at an annual interest rate of 2.25% offers substantial savings to the average NARM member, who according to a NARM questionnaire, pays an average of 3.1% a year in credit card interest.

According to Joseph Cohen, executive vice president of NARM, the program offers additional benefits. "The average ticket price for customers who used credit cards was \$17.00 — compared to an average cash sale of \$11.00 — an incredible 55% difference. For every cash sale converted to a credit sale we will be adding \$6.00 in incremental value to the industry volume."

BMA Membership Doubles to 2,000

NEW YORK — The BMA's membership has doubled within the past three months, bringing the association's total membership to 2,000.

Some of the new BMA members include The Apollo Theatre; Norman Connors; Bobbie Humphrey; Harry Belafonte Enterprises; K-Tel International; and radio station WNJR.

Busch Sponsors Music Fest, 44-Show Series

LOS ANGELES — Busch Beer, a division of Anheuser-Busch, Inc., is currently sponsoring a series of 44 rock concerts in four southeastern states as part of its Busch Music Festival. The series began Sept. 5 in Columbia, S.C. with a Blue Oyster Cutt show and will continue through Dec. 28, when it closes with an Outlaws concert in West Palm Beach, Fla. Some of the top Earth, Wind & Fire, the Eagles, the Doobie Brothers, Aerosmith, Foreigner, Dire Straits, Kansas, Billy Joel, The Cars and others.

Shows have been set for Knoxville, Tenn.; Miami, Lakeland, Jacksonville, Tampa, Orlando, Ft.Meyers and West Palm Beach in Florida; Columbia, Greenville and Clemson in South Carolina; and North Carolina cities Fayetteville, Asheville, Charlotte, Raleigh and Greensboro. Starting time for most shows in the series will be 8 n.m.

Hodges Forms Empire Agency to Push Acts

LOS ANGELES — Alex Hodges, who recently resigned from the Paragon Agency in Macon, Georgia after ten years as head of that firm, has formed the Empire Agency, also based in Macon, to represent such acts as the Atlanta Rhythm Section, the Henry Paul Band, the Allman Brothers, Charlie Daniels and The Winter Brothers.

Association

Working in close association with Hodges' Empire Agency will be Ian Copeland's Frontier Booking, Inc. (FBI), which will be booking a number of new wave acts. Copeland previously worked with Hodges at Paragon, where he originally set up the new wave division.

The address for Empire will be P.O. Box 6518, Macon, Ga. 31208 and the phone number is (912) 742-4521. Frontier Booking will be headquartered at the Fisk Bldg. in New York City. The phone number is (212) 245-5587.

Hilltak Drops Atlantic, Chooses Indie Distribs

LOS ANGELES — Hilltak Records has terminated its distribution agreement with Atlantic Records, announcing that its product will be marketed through independent distributors in the future.

The label's first releases under independent distribution, being shipped immediately, include LPs by Dalton & Dubarri and The Guess Who and singles by Dalton & Dubarri, 9th Creation and Lynne Hamilton's theme from "The Prisoner" TV caries

The distributors signed up so far by Hilltak are Progress Records in Cleveland, Chicago, Detroit and Buffalo; Big State in Dallas and Houston; Malverne in New York and Boston; Chips in Philadelphia; Bib in Charlotte; California Records in Los Angeles; All South in New Orleans; Zamioski in Baltimore and Washington, D.C., Tone Distributors in Miami and Pacific Records and Tapes in San Francisco and Seattle

Cachet Moves HQ

LOS ANGELES — Cachet Records has moved its headquarters to new larger offices in Los Angeles where Ed LaBuick, president of the label, and members of the west coast staff will be based. The new offices are located at 6535 Wilshire Blvd., Suite 700, Los Angeles, Calif. 90048 and the phone number is (213) 655-2901.

Hatchet LP Is Gold

NEW YORK — "Molly Hatchet," the debut album by Epic group Molly Hatchet has been certified gold by the RIAA.

EXECUTIVES ON THE MOVE



Libow Varela Sanders DiLeo
Libow Named At Atlantic — Judy Libow has been promoted director of national AOR
Promotion for Atlantic Records. She first joined Atlantic in 1975 as assistant college
promotion manager, and she was named national college promotion manager in

Island Appoints Varela — Island Records has announced the appointment of Marion Varela as director of publicity. Prior to her appointment, she worked in French TV (O.R.T.F.) primarily as a journalist.

Pasha Promotes Sanders — The Pasha Music Organisation, Inc. has announced the promotion of Susan Sanders to manager of the Pasha Music House Recording Complex. She was formerly with Casablanca Records and prior to that an executive administrator at U.C.L.A.

DiLeo At CBS — Frank DiLeo has been appointed manager, special projects, customer merchandising, CBS Records. He joined the CBS Records Los Angeles Branch in 1975, and has spent the past 3½ years merchandising the accounts in the Hollywood area of Los Angeles.

Jones Named At Casablanca — Casablanca Records has named Gay Jones publishing coordinator for the label. Her duties will include domestic administrator of Rick's/Cafe American, contracts, label copy and clearances. She was previously a public administrator for Filmways Inc.

Crusader Names Fassert — Crusader Productions has announced the appointment of Chuck Fassert as national marketing and promotion director of Crusader Productions. He was with Sussex Records as national pop promotion director and with ABC Records as national singles director and east coast regional sales and promotion director.

Temple And Spellman Join Capitol — Capitol Records, Inc., has announced that attorneys Mark Temple and Mark Spellman will join the legal department. Temple received his B.A. from Pennsylvania State University and his J.D. from Rutgers University Law School in 1978. He has been with a law firm in New York for the last year. Spellman received his B.S. from Duke University and his J.D. from the University of California Berkeley School of Law in 1978. He comes to Capitol from a law firm in New York and will be part of the general law section.

Williams To Butterfly — Butterfly Records has announced the appointment of Thom Williams to art director for the label. Prior to joining Butterfly, he was director of creative services for United Artists Records, having joined UA as promotion art director in 1975.

Mupo Joins Artists International — Artists International has announced the appointment of Don Mupo as national product manager. Mupo, who had previously worked for the Stan Kenton organization, ASCAP, and as national sales manager of Creem Records, was most recently western regional sales manager for CTI Records.

Fain Joins Empire — Empire Agency has announced the promotion of Kathy Fain to office manager. She previously was personal secretary to the president.

Norman Leaves RCA — Roy Norman has left RCA Records and can be reached at (212) 977-4166.

Changes At MMO — The MMO Music Group Inc. has announced the appointment of David McNeill as regional sales chief for the midwest market, headquartering in Chicago. Matt Keating has joined the firm to cover the St. Louis/Kansas City area with Walter Wilson being added to cover southern Ohio and the Indiana markets, headquartering in Cincinnati.

Brown To Image — Image Marketing and Media, Los Angeles, has announced the appointment of Polly Brown as office manager. She most recently served as administrative assistant at Edward Tickner Management, Inc., and prior to that as executive assistant to Greg Lewerke at Jet Records and Swell Sounds, Inc.

Nielson To Management — Natalie Nielson former manager of Graham Central Station has now joined the management organization of Day 5 Productions and will assist in the development of singer/songwriter Walter Heath.

Mayer Named At Arista — Arista Records has announced the appointment of Franny Mayer to coordinator, college promotion/video services for the label. Prior to this appointment, she was assistant to the associate director, special projects, at Arista, a position she held since July 1978.

McNeal Leaves H&L.— Landy McNeal, vice president and A&R director of H&L Records is leaving his post with the company. While at H&L, he also held the position of vice president and professional manager of Boca Music. Inc. and Raton Songs, Inc.' and the company's publishing assets. He can be contacted at the following numbers: (201) 567-8100 (Temporary) (212) 731-4213.

Messianic Appoints Dresden — Messianic Records, Inc., has appointed Frank Dresden of San Francisco as chief executive officer of the corporation.

Panelists Announced

NEW YORK — MUSEXPO has confirmed a list of panelists for its Radio Programming and Record Industry Seminar. They are: Wayne Cornils, vice president, radio, of the National Association of Broadcasters; George Wilson, general manager of KTLK; Mac Allen, national program director of Sonderling Broadcasting; Warren Potash, vice president and general manager of WBAP; Keith Lee, vice president and general manager, W.B. Tanner and Co.; and Bob Cole, vice president of FM stations for the CBS Broadcasting Division.

To be chaired and moderated by Cornils and Wilson, the seminar will take place at 10 a.m. on Monday, Nov. 5 at the Konover Hotel in Miami Beach and will be open to all MUSEXPO participants.



MILE HIGH CURRY — Recently on a crosscountry tour, A&M recording artist Tim Curry played to an SRO crowd at the 1,200 capacity Rainbow Hall in Denver. Pictured backstage are (i-r): Dave McKay, Rainbow Music Hall manager; Curry and Jimmy Smith, A&M promotion, Denver.

EKLY IIII

TO: THE TRADE

SUBJECT: Country Music Special

Advertising deadline: September 28, 1979

Issue date: October 13, 1979

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Record Plant, TAV Capitol Sets 11 To Offer Audio-Video Packages

LOS ANGELES — The Record Plant, recording studio facilities in both Los Angeles and Sausalito, Calif., and Trans-American Video, a division of Mery Griffin Productions of Hollywood, Calif. and Las Vegas, Nev., have set a professional tie-in agreement whereby the two companies will offer the use of their individual facilities and services under a joint audio-video packaging concept. The arrangement was drawn by Murray Schwartz, president of TAV, and Chris Stone, president of the Record Plant Studios.

The package concept is being tendered to producers of concerts, musical and variety specials, as well as artist management concerns, record labels and others, and features special pricing for combined services, which will include TAV and the Record Plant's remote facilities in addition to studio services.

The Record Plant's mobile unit features. as standard equipment, a 44-input custom API mixing console, two 24-track recorders and dolby noise reduction. TAV's two mobile video units house complete taping facilities, including 10 Norelco PC 70 cameras with a range of lenses and two Hitachi SK-90 hand held cameras with digital command units.

The Los Angeles Record Plant also boasts a combined sound stage and recording studio outfitted with a stage, curtains on traveller tracks, play-back system and complete multi-channel lighting system easily adaptable for video shoots.

Recording artists Donna Summer, Peaches and Herb, Jackson Browne, Neil Diamond, Alice Cooper and Tony Bennett have already utilized Record Plant and TAV's services, prior to the formal arrange-

The Record Plant is located at 8456 West Third St. in Los Angeles and at 2200 Bridgeway in Sausalito. Trans-American Video houses its operation at 1541 North Vine St. in Hollywood and at 3355 West Spring Mountain Road in Las Vegas, Nevada.

Jones Girls Go Gold

NEW YORK — Philadelphia International artists The Jones Girls have had their single, "You Gonna Make Me Love Somebody Else" certified gold by the RIAA.

LPs For Release

LOS ANGELES - Capitol Records has scheduled the release of 11 albums on Sept

Currently slated for shipping are Desmond Child and Rogue's second effort for the label, entitled "Runners In The Night," produced by Richard Landis: The Motels self-titled debut album, featuring lead singer/rhythm guitarist Martha Davis and produced by Carter; Gonzalez' third waxing to be released domestically, "Move It To The Music," produced by Pete Bellotte; Juice Newton's second solo LP for the label, "Take Heart," co-produced by Newton with Otha Young and John Palladino, and the debut of rock quartet Potliquor.

Other LPs

Also included in the Sept. 17 releases are "Gonna Getcha' Love," the second solo LP by singer/songwriter/producer Charles Jackson for Capitol; Freda Payne's third disc for the label, "Hot"; country singer Kenny Dale's third Capitol outing, "Only Love Can Break A Heart"; Gene Watson's seventh LP for the label, "Should I Come Home"; and two self-titled debuts by Delores Hall, the singer/actress, and John Townley, the London-based singer/songwriter.

Guber, Kirshner Team Up On 'Hyde' Musical

LOS ANGELES - Lee Guber and Don Kirshner will produce a rock-musical based on Robert Louis Stevenson's classic "Dr. Jekyll and Mr. Hyde," entitled "Hyde." The musical is scheduled to open on Broadway in New York early next spring, Bob Hegel and Carol George will write music and lyrics for the show. Dan Greenburg and Suzanne O'Malley are currently working on the book and Dennis Rosa will direct and stage the production. Producers Guber and Kirshner plan to employ a full range of multi-media techniques and stage effects in the rock-

Midsong To Issue Five

NEW YORK - "The Now," by Midsong Records' first rock group, The Now, headlines the company's fall releases. Other albums scheduled for fall release include "Siren" by Siren; "Beaming In" by Chris Rush; "Do It In The Shower" by Sting; and "Elusion" by Elusion.



BLACKJACK DEALS WINNING HAND — Polydor recording artists Blackjack recently opened at the Bottom Line, making their debut New York appearance in support of their first album titled, "Love Me Tonight." Two singles from the LP, the title track and "For You, have been released thus far. Pictured backstage after the show are front row (I-r): Dick Kline, executive vice president of Polydor; and Alan Levi and Jim Haslip of the band. In back row (I-r) are: Bruce Kulick, Sandy Gennaro and Michael Bolotin of Blackjack; Bill McGathy, national AOR promotion manager for Polydor; Steve Weiss, Blackjack's lawyer; Fred Haayen, president of Polydor; and Harry Anger, senior vice president of marketing for Polydor.

EAST COASTINGS

"Mystic Man" is the title of Peter Tosh's latest album, and it's no exaggeration. Tosh's very presence, whether it be on stage or a few feet away, is unquestionably a special one. Perhaps that's why he has been invited to speak before the United Nations Committee Against Apartheid in South Africa on September 21. Characteristically, the upcoming UN date hasn't fazed the Rasta Man, who says that he won't speak from prepared notes; what he says will come spontaneously and "from the That point led into a Rasta discourse on the differences between "influenced music" and "inspired music." The former, according to Tosh, is heard, but the latter is felt. Needless to say, he is convinced that reggae is truly "inspired music, mon, it is a feeling you have and can give to others. With influences you can only go to a certain



MYSTIC VISIT FROM A RASTA MAN -Peter Tosh was in New York recently to promote his latest Rolling Stones Records "Mystic Man." While in town, he visited Cash Box' Broadway offices, where he was interviewed by reporter Charles Paikert. Pictured are Paikert (left) and

place, but the concept of reggae is unlimited." As if to prove his point, "Mystic Man" utilizes a heavy dose of horns, not usually associated with the music. But they actually serve to enhance Tosh's hypnotic tunes with surprising effectiveness. And on "Buck-In-Hamm Palace," Tosh weaves the most innovative blend of reggae-disco yet heard on these shores... Tosh will wind up his New York activities with an appearance at the MUSE anti-nuclear concerts at Madison Square Garden Sept.

GRASSROOTS - That old corporate stranglehold is getting you down, you say? Where have the rugged individuals who made this country great gone, you ask? Relax. They're still around. Take

Vince Anthony, for example. Vince, who works during the day as general sales manager for Meteor Motors in Brooklyn, has been writing songs for the past 17 years, and decided to start his own record and publishing company "because it gives us better control of good material and a chance for unknown artists to get a fair break in the industry." His company is called Sounds & Rhythm, Ltd. and will be distributed by IRDA Distributors from Henderson, Tenn. Its first release is "Blessed Be God," described as "a disco-gospei record that places a new light on gospel music. It's something new"... Alan Betrock has gone the entrepreneur route before, having been the founder and publisher of New York Rocker and now he's opened up Shake Books and Records, with offices at 186 5th Ave., New York, N.Y. 10010, phone number (212) 260-2119. Shake's first book venture, due out this month, is a retrospective of old "Rock 'n' Roll Movie Posters" . . . Joey Welz, who was the pianist for BIII Haley's Comets, now owns his own record and publishing company, Dawn Productions, Ltd., headquartered in Paradise, Pa., phone number (717) 299-1600. Welz' latest album on his Music City label is titled "Kosmic City Blues" and features the guitar work of Link Wray . . . And finally there are the young entrepreneurs who are trying to break into the music biz via their musical talents. They'll get their chance on Sept. 10, from noon to six p.m., at the Damrosch Band Sheil at Lincoln Center, when the Big Apple Music Talent Contest holds its final play-offs. Winners of the event, which is being coordinated by the Institute of New Cinema Artists, inc., will receive a recording contract and cash prizes.

WAX FAX — Two veteran female vocalists will soon be heading labels of their own. Dolly Parton's White Diamond label opens up shop in Los Angeles soon, and Genya Ravan will also be heading her very own record company, with offices in New York. Ravan will continue recording as a solo artist for 20th Century, and has signed Ronnle Spector as the first act on her as yet unnamed label. The two ladies are already in the studio . . . "Get Out and Stay Out" is the first **Who** song written with **Kenny Jones** as the band's permanent drummer, and will be included on "Quadrophenia"... Capitol Records held an innovative promotion for the **Shirts** at CBGB's last week, inviting college radio and press people to come downtown for a live show and a Q-and-A session. The gig was taped and will be put on cassettes for use by the colleges . . . Now just imagine if these two really started rapping: The Isaac Hayes — MIIIIe Jackson duet LP is titled "Silk Rappin's" and should be out shortly . . . Among the guest artists appearing on the upcoming George Jones LP are James Taylor, Waylon Jennings and Elvis Costelio ... Steve Marriott and Humble Ple are in Soundworks studios working on a new album... Steve Miller won't be ready with a new LP until at least January . . . And the New Wave name of the week goes to the Fablans, a mysterious new band who have a hot demo in circula-

RORYING IN TOWN — **Rory Gallagher** roared through town last week, playing three nights at the Bottom Line and showcasing some material from his just released LP, Top Priority." Gallagher, a veteran rocker with roots deep in the blues, has a loyal core audience, but one is tempted to ask him if he's ever considered broadening his albums a bit to reach a larger market. His answer: "I immediately recoil when things get too commercial. If anything, I'm tempted to make my albums less accessible. I think that I'm too rough a diamond — if I may call myself a diamond — to tamper with . I'd rather leave it rough on the edges. The point is that I'm happy doing what I'm doing. I just hate watered-down music, and there are some of us who will maintain the crusade to keep real raw, blood-and-guts music alive."

AROUND AND ABOUT — Don Kirshner and Lee Guber are making plans to put a musical version of "Dr. Jekyll and Mr. Hyde" on the Broadway stage by spring. The play will be called "Hyde" and is described by Kirshner as a "chiller-thriller rock musical for young audiences"... Also Broadway-bound is singer **Shirley Bassey** who will appear at the Minskoff Theatre from Sept. 10-22... **Michael Epstein**, a music business accountant specialist, joins Sound Advice, New York-based financial management firm Lee Ellot Berk, who wrote "Legal Protection for the Creative Musician," has been appointed president of the Berklee College of Music . . . Sandy Farina, who played Strawberry Fields in the Sgt. Pepper movie, co-authored a song with Lisa Ratner that will be included on Barbra Strelsand's "Wet" album.

EMI To Release Debut Townley LP In September

LOS ANGELES - The EMI Records (UK) Harvest label, distributed by Capitol debut album by John Townley will be Records. The self-titled LP contains ten released in North America Sept. 17 on the songs in a pop style.

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BROOD CONCLUDES AMERICAN TOUR — Performing in Los Angeles, Ariola recording group Herman Brood and His Wild Romance from The Netherlands finished their debut American tour with SRO shows and the Universal Amphitheater and The Roxy. Pictured after the Roxy show are (I-r): Tim O'Brien, Ariola national A&R director; Jay Lasker, Ariola president; Brood; and Howard Stark, Ariola executive vice president.

No Future For Non-Disco 12" Singles, Industry Execs Say

by Frank Sanello

LOS ANGELES — Despite the success of such 12" commercial releases as Kiss' "I Was Made For Lovin' You" and EPs like Elton John's "Mama Can't Buy You Love," a survey of industry marketing executives reveals that there are no plans for a major retail thrust into non-disco 12" singles or EPs.

Even Casablanca, which enjoyed great retail action on the Kiss single, does not plan to capitalize on the Kiss showing.

Al DiNoble, Casablanca VP, product development, summarizes the general attitude of the industry toward retailing non-disco 12" releases when he says, "We are afraid 12" sales hurt LP sales. The Kiss single was the last non-disco 12" you'll see commercially from Casablanca."

That sentiment leaves unexplained why Casablanca released the 12" in the first place. "It was the economy," DiNoble clarifies. "People weren't buying. That's why we released the 12"."

EP vs. Album Sales

The same fears are expressed about the harm commercial EPs may do to album sales, but there seems to be some willingness to experiement with the EP format on a retail basis.

EPs of course pose no threat if the group in question does not have an album out. "EPs are a great way to introduce an act," says Ernie Campagna, VP, sales, at A&M. "When there isn't an album available, we will release a 12" — 2 EP at \$4.98. I think there's also room for experimentation with established acts using EPs," he adds, citing

Elton John's superlative showing.

While such labels as Infinity, EMI, Atlantic and others employ EPs and non-disco 12" for radio promtion exclusively, other companies have put these two items to other uses. "Polydor releases the 12" as a limited edition item to develop awareness," says Harry Anger, senior VP, marketing, "then we release the album. The 12" provides the original hook."

A&M's Ernie Campagna adds, "As soon as the album is out, we pull the 12"." For example, he mentions Herb Alpert's 12" "Rise," which has been getting a good deal of disco play recently. However, it was originally launched from an R&B base, and when Alpert's album, featuring the single, is released, the 12" will be taken off the market.

"When we release a non-disco 12", it's to get excitement going before the album comes out," Lou Maglia, national singles sales manager at Elektra/Asylum, corroborates.

The commercial and promotional future of the 45 is assured, if past usefulness is any indication. "We're still totally behind the 7"," says Campagna. "For us it's the vehicle that broadens the audience for a, say, Chuck Mangione. Joe Jackson's 'Is She Really Going Out With Him' was launched the same way."

Long-Lived Albums

Not only do 45s serve as an introductory vehicle, but they can also stretch out the life of an established act's already released album. "Three hit singles from Styx's 'Pieces of Eight' LP kept the album on the



The Bedford Stuyvesant Restoration Corporation announces the opening of THE PLATINUM FACTORY,
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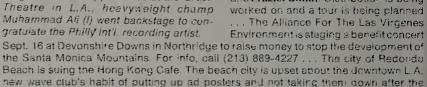
POINTS WEST

ARIOLA LOSES A PUBLICIST: CHARISMA GAINS AN ARTIST — Vivabeat is a notable signing for Charisma Records on a couple of notes. It's the first signing of an American band by the London-based label, formerly known as Famous Charisma. But the signing also marks the defection of Joanne Russo, most recently a publicist for Ariola and former Teen Magazine entertainment editor, from the ranks of press to artist. "I feel like a translator for the band," said Russo during a break in the studic recently. "I understand both sides of the business, so I can communicate the business side to the band and visa versa." Russo has taken on the name of Marina del Rey in her role as keyboard-synthesizer whiz in Vivabeat. The group's first single, "Man From China," will soon be releaseed in England. Their album should be wrapped by early November, when the band will head to Toronto for a series of Canadian dates to polish their live act. Vivabeat has already been signed to the William Morris Agency, and has filmed a vioce with Jon Rosernan. "When you're in the industry and in a band it's a fun thing," said Russo, "but when you're signed it's a lot different." Good luck, Marina.

WHERE WILL THEY TURN UP NEXT? — Todd Rundgren and an all-star support band showed up on the Jerry Lewis Telethon for Muscular Dystrophy over Labor Day weekend. Todd and Co. played "Money," "Twist and Shout" and "Jumpin' Jack Flash" for the broadcast audience as well as a lot of other classics for the live audience at the Las Vegas Convention Center. The players included Ringo Starr, Dave Mason, Bill Wyman, Doug Kershaw, Kiki Dee and several members of Utopia. Wyman's wife Astrid served as rock talent coordinator for the telethon . . . The Cars were in hot water recently during the Madison stop on their tour, but they didn't seem to mind. It was all part of a "Cars Wash" contest the group sponsored, whereby lucky young women were allowed to participate in a post-concert shower with the band. The group is anxious to sponsor the contest in every market they visit . . . And Martin Mult is now turning up on American

Airlines. He's being featured on the stereo variety channel in a haif-hour interview/LP cuts mix.

THE LOCAL SCENE — Warner Bros. is negotiating first refusal rights on Gary Myrick and the Figures, currently the hottest unsigned band on the local scene . . . Recently pacted with E/A. Sumner opens the USC concert season with a free show on campus Sept. 12 at 12:30 . . . Freeway Records will issue its debut double-pocket LP scon. "L.A. Radio" is described as a "socio-musical and geographic guide," mixing amateurs with pros like Phil Spector, Brian Wilson, Flo & Eddie, Jim Steinman and Frazier Smith. Distribution is being worked on and a tour is being planned . . . The Alliance For The Las Virgenes



LYRICAL CHAMPS --- During Teddy Pen-

dergrass' recent appearance at the Greek

FILM NEWS — It's a sign of the times that Film News has become a regular segment in Points West. "Saturday Night Fever" and "Grease" made the point unquestionably, but for quite some time now the movie industry has been growing closer and closer to the music industry. Some current examples include films involving Paul Simon and Meat Loaf. Simon has written 14 songs for a musical he'il be starring in, with shooting set begin Oct. 10 . . . Loaf (Meat?) will star in "Roadie," a comedy about rock touring — prime comedy subject matter if there ever was — for Alive Enterprises Production. Shooting starts Oct. 20. Alan ("Welcome To L.A.") Rudolph will direct; United Artists will distribute . . . Dennis Hopper is still trying to get "Honky Tonk Heroes," a country-western music movie, into production . . . Charles Fox will score Universal's "The Last Married Couple in America" . . . Hollywood Reporter writer and former rock press agent Frank Barron will make his film debut in "The Man With Bogart's Face" . . . The film script for the "Life Of Brian" published last week dedicated to Keith Moon.

COMING RELEASES — "Thunder in The Night" is the name or Elton John's upcoming LP, due Oct. 5. The first single will be "Victim Of Love"... Aerosmith will release its next album third week in October, followed shortly thereafter by a sole effort from guitarist Joe Perry... "Keep The Fire," Kenny Loggins' next, will be released Sept. 17... Polydor will issue the Who's "Quadrophenia" soundtrack this month... Midseng International is threatening legal action over John Travolta's failure to deliver the third album owed under terms of his three-record deal, signed before "Saturday Night Fever" made Travolta a superstar... When Zappa Records ships L. Shankar's album in a few days, the label's namesake will be identified as Stucce Homes for his contribution to "Dead Girls Of London." Van Morrison recorded the tune, too, but Warners reportedly wouldn't let him put it out... He's already recorded in the Taj Mahal and the Great Pyramid, so it comes as no surprise that Paul Horn's upcoming album features songs cut in the Temple Of Heaven, a palace outside Peking (Beljing)... Kim Ferris is planning an October release for "Music To Grow Plants By." Potential singles include "Pollination," "Swinging Vines" and our pick, "Boogle On, Fern."

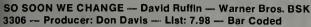
STUDIO TRACKS — George Martin, in partnership with Chrysalis Records, has

designed a production center on a luxury island in the Caribbean. America and Jimmy Buffett have cut albums there already, and UFO is there now. Official opening parties, also celebrating the 17th anniversary of Martin's first work with the Beaties (remember "Love Me Do"?), will be held Sept. 17 in N.Y. and Sept. 24 in L.A.... Queen has purchased the studio in Montreux where the group recorded much of "Jazz"... Artimus Pyle, Leon Wilkerson and Billy Powell are working with their new band, Alias, on an album at Quadrafonic Sound Studios in Nashville. All three were with Lynyrd Skynyrd... Bob Welch is in an L.A. studio working on his third scio LP for Capitol... At Filmways/Heider in San Francisco, the Tubes are mixing a live soundtrack from their recent gigs at the Greek Theatre in Hollywood. Narada Michael Walden and Mel Torme have also been spotted at F/H... Twiggy is working on her album at Rusk Sound Studios in Hollywood.

FAMILY AFFAIRS — All Teller, president of Windsong Records, married Jennifer Denenberg Aug. 26... Rod and Alana Stewart have announced their new daughter's name. It's Alana Kimberly. joey berlin

MISS THE MISSISSIPPI — Crystal Gayle — Columbia JC 36202 — Producer: Allen Reynolds — List: 7.98 — Bar Coded

This lovely songbird's natural fluttering vocals are given an upfront mix on "Miss The Mississippi," and the end result is her finest waxing to date. Crystal tries a mixed bag of songs on the LP including country rockers, uptempo A/C numbers, western ballads and some blues oriented cuts. An assemblage of top flight Nashville session cats give the album an overall country flavor. Top tracks are "Dancing The Night Away," "Danger flavor. Top tracks are "Dancing The Night Away," Zone" and "The Blue Side."



The former lead singer for the Temptations is reminiscent of such great R&B singers as Otis Redding and Sam Cooke on his latest L.P. His ever so soulful baritone and his ability to slip into a smooth falsetto earns him a place right alongside the giants of rhythm and blues. Ruffin handles full bodied ballads, hard charging R&B workouts and playful disco romps with equal expertise on "So Soon We Change." "Chain On The Brain," "Let Your Love Rain Down On Me" and "Sexy Dancer" are the top tracks here.

THE BOTTLES — MCA-3177 — Producer: Jefery Levy — List:

This duo plays the kind of teen pop that The Knack became famous for. The music is a little more melodic than that of the "My Sharona" boys, but the same 60s spirit is evident throughout the LP. Kendall Schmidt's piano runs and Jefery Levy's guitar rhythms are the perfect vehicle for the twosome's high harmonies. "I Don't Wanna Be Your Man," "Look At Julie," You're A Liar" have that snap, crackle and pure pop.

DAVID LOGGINS — Epic JE 35972 — Producer: Brent Maher

- List: 7.98 — Bar Coded Loggins is a fine singer/songwriter, and much of the material has the sort of blue-eyed soul feel associated with the Sanford Townsend Band and the Atlanta Rhythm Section. He possesses a soothing voice and writes acoustic ballads as well as he pens uptempo horn oriented songs. The album should have a wide audience appeal, and break Loggins as a star of major status. The floating "Pieces Of April" and the bouncy "You Made Me Feel Love" are the record's best tracks.

NO PROMISES-NO DEBTS — Golden Earring — Polydor PD-1-6223 — Producer: George Kooymans — List: 7.98

In many ways the career of Golden Earring parallels that of The Kinks. Both bands have enjoyed varying degrees of success for over a decade now; have had their share of label changes and yet, with only minor exceptions, the personnel remains the same as does the quality of the music which has always changed and always progressed. It isn't just a matter of "No Promises-No Debts" being just another new Golden Earring album, but rather another excellent Golden Earring album.

MIDNIGHT RUN -- Lowry Hamner And The Cryers -- Mercury SRM-1-3785 — Producer: Jlm Mason — List: 7.98

Lowry Hamner and The Cryers know the formula for driving power pop. The sterling production work of Jim Mason is partly responsible for bringing off that Beach Boy-like high harmony vocal blend, but the band's sleek good time sound is strictly the brainchild of Lowry Hamner. Churning rockers like "I Want To Hurt Somebody" and "Break Your Heart Of Stone" are the group's forte, but the haunting title track is the album's show-

TEARS - Backstreet/MCA MCA-3172 - Producers: John Stronach & J.S. Soles - List: 7.98

This threesome plays dynamic power rock, but has a distinct feel for nice pop hooks and tongue-in-cheek lyrics. Lead vocalist Charles Woods Pearson is a dramatic singer, and could well become one of rock's more formidable frontmen. The music is loud but quite listenable, and the trio should have a long career ahead of them. Full tilt rockers like "Horizontal Boogie," "Sittin' Pretty" and "Cool Your Jets" are what this bold new arrival is all about.

SO DELICIOUS - Pockets - JC 36001 - ARC/Columbia -Producers: Verdine White and Robert Wright - List: 7.98

This top flight R&B band can do it all — sing, put out a full horn sound and stay contemporary. The band rips through a set of disco numbers, sizzling R&B songs and floating ballads on "So Delicious." The music only takes a back seat to the vocal acrobatics of Pockets. The best vocal performances are turned in on "How Do You Think It Feels," "Charisma" and the old Thom Bell classic, "La La (Means I Love You)."

DANTE'S INFERNO — Infinity INF 9014 — Producers: Ron Dante and Harold Wheeler — List: 7.98

This mysterioso disco group sounds like the Soul Train crowd gone Broadway on the first cut of its debut release. The three vocalists, Ron Dante, Monica Buruss and Tony Lund, often sound like a whole room of singers throughout this dancin' LP. The funky "'Tain't Nobody's Biz-ness If I Do" and the raunchy "Fire Island" are the disco infernos on this LP. Harold Wheeler's arrangements and his fine production work are also worthy of note.









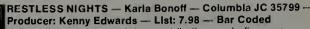




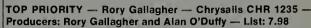








Bonoff is most noted for contributing such fine songs as 'Someone To Lay Down Beside Me" to the Ronstadt repertoire. However, the talented singer/songwriter, once again, proves that she is a vocalist to be reckoned with on her latest LP. Her passionate, sensitive delivery and probing lyrics make her an honorary member of the South California rock elite. Two plaintive ballads, "The Letter" and "The Water Is Wide" and a breezy rocker "When You Walk Into The Room" are the featured cuts



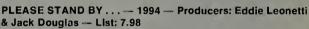
This Irish lad is one of the great unsung guitar heroes in rock. He has always been a spirited, energetic performer, and on 'Top Priority" some of that live intensity is transferred onto wax. Gallagher pulls no punches as usual, and that raucous "made loud to be played loud" blues/rock style can be heard in all its glory. Gallagher's tenacious rock rhythms and lightning quick runs are best displayed on "Wayward Child," "Bad Penny. Key Chain" and "Public Enemy No. 1."

THE SOUND OF SUNBATHING - The Sinceros - Columbia JC 36134 — Producer: Joe Wissert — List: 7.98 — Bar Coded

The Sinceros play a brand of streamlined, contemporary pop that few bands this side of the Cars can carry off. The foursome's sophisticated Top 40 sound is influenced heavily by new wave and prog-rock sensibilities, but the hooks are sheer pop joy. Those tempted to dismiss the band as just another punk quartet will be more than pleasantly surprised. "Worlds Apart," Take Me To Your Leader" and "Quick, Quick Slow" are the highlights on this slick debut LP.

MARY WILSON — Motown M7-927R1 — Producer: Hal Davis - List: 7.98

This is the first solo LP from the ex-Supreme and she fares well on this disco oriented excursion. The album is chock full of emotionally charged dance numbers and intense R&B workouts. Art Wright's rhythm, horn and string arrangements are perfectly suited to Wilson's soaring vocals. The energetic "Red Hot," the spirited "Midnight Dancer" and "(Love A) Warm Summer Night," with its moving rhumba beat, are the key cuts on this L.P.



1994 are now at that crucial "second album" stage wherein the group is theoretically supposed to surpass the promise of last year's debut effort. With their unique melodic-metal stance and Karen Lawrence's expressive lead vocals on top of the proceedings, 1994 stands to become a major AOR presence with enough creativity exuding from the grooves to sustain consumer interest for many more releases to come.

IN THE HEAT OF THE NIGHT — Pat Benatar — Chrysalis CHR 1236 I- Producers: Mike Chapman and Peter Coleman - Bar Coded

This gritty female rocker is an exciting newcomer to the contemporary music scene. Her dramatic, powerful vocals work best on John Cougar's "I Need A Lover," Alan Parson's "Don't Let It Show" and an assortment of Chinnichap tunes. Her voice alternates between the growl of an unchained tigress and the breathy softness of a young school girl on the album, and she carries both roles off flawlessly. This is a promising debut by a hard rockin' lady with a lot of potential.

TANGO PALACE - Dr. John - Horizon SP 740 - Producers: Tommy Li Puma & Hugh McCracken - List: 7.98

"Keep That Music Simple," the good doctor cajoles on the lead track of this, his latest effort, and keep it simple he does. With a plethora of tasty horns, keyboards and persistent female back-up vocals, Dr. John redefines the basic joys of funkiness. With his amiable growl in fine form at the forefront, Palace" emerges as an unabashed celebration of sorely missed good-time R&B.

FLYING COLORS - Trooper - MCA-3173 - Producers: Howard Steele and Trooper -- List: 7.98

Trooper specializes in a tight, bone crunching rock 'n' roll sound. However, its debut effort shows that the band is capable of handiing ballads and softer numbers as well. In addition, the band is capable of bringing off those ringing high harmonies that often separate the mediocre from the elite in rock music. A searing version of the Kink's "All The Day And All Of The Night," and the Trafficy sounding "Mr. Big" are two of the better cuts on the LP. For AOR formats only.

LOWRELL - AVI Records AVI 6070 - Producer: Eugene Record and Bruce Haws -- List: 7.98

Hypnotic guitar rhythms, dramatic horn and string fills and synthesizer embellishments power the music on the debut LP by R&B/funk-man Lowrell. He possesses a low sensual voice that falls somewhere between Barry White and Lou Rawls, and uses it most effectively on the provocative "Out Of Breath" and the upbeat "Overdose." However the showcase number on the LP is a hot funkathon entitled "Mellow Mellow Right On." For B/C lists only



















SINGLES

FEATURE PICKS

ANNE MURRAY (Capitol P-4773)

Broken Hearted Me (3:43) (Chappell & Co., Inc./Sailmaker Music — ASCAP) (R. Goodrum)

Goodrum, who wrote Murray's top-charting "You Needed Me," supplies another shimmering ballad for the singer's warm heartfelt vocal stylings. From Murray's upcoming "I'll Always Love You So" set, delicate, weeping strings and a hearttugging melody, wistfully rendered on piano, will easily click on several formats. Hitbound.



ABBA (Atlantic 3609)
Angel Eyes (4:20) (Countless Songs, Ltd. — BMI)
(B. Andersson, B. Ulvaeus)

The third single off of Abba's "Voulez-Vous" album glistens with the group's bubbly female harmonies and a layered, string-driven melody showing an inviting pop-classical influence. As usual, production is top-flight and a most danceable beat could give this track a good deal of disco action, as well as Top 40.



ROB GRILL (Mercury 76009) Rock Sugar (3:39) (Durango Music - ASCAP) (D. Provisor)

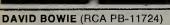
The backing of Fleetwood Mac members John and Christine McVie, as well as production by the former, adds a dramatic intensity to Grill's Mercury debut on the title track from his upcoming LP The vocals have a spontaneous, "live" feel which meshes perfectly with the taut instrumentals. A solid choice for Top 40.



LENNY WILLIAMS (MCA MCA-41118)

Love Hurt Me, Love Healed Me (3:55) (Spec-O-Lite Music, Inc./Jobete Music Co., Inc./Traco Music Pub. Co. — BMI) (J. Footman, J. Weider, T. McFadden)

This second single off of the "Love Current" LP should find immediate acceptance from B/C audiences, especially women, as this easy, soul-stirring ballad is laced with Williams distinctive, vocal charm, backed by warm arrangements and harmonies. A prime crossover contender



Look Back In Anger (3:08) (Bewlay Bros. Music/Fleur Music, Ltd./E.G. Music Ltd. — BMI) (D. Bowie, B. Eno)

Bowie's elegant vocal phrasing is effectively juxtaposed with a searing, phase lead guitar run and a pummeling rhythm section on the second single from his current "Lodger" LP. AOR stations have been giving this cut steady play since the LP was released and pop programmers should find the mesmerizing hook most appealing.



FOXY (Dash/TK DAX-5054)
RRRRRRock (4:14) (Sherlyn Pub. Co., Inc/Lindseyanne Music/Buckaroo Pub. Co., Inc. -BMI) (I. Ledesma)

Ish Ledesma and crew are back with a swaying "rock" number featuring a mix of sparse in-strumentals and whistle effects that keep the sound lean and tight behind ensemble chorus vocals. The track is just beginning to garner major B/C radio adds and should cross to disco and pop lists.





RACHEL SWEET (Stiff/Columbia 1-11100) B-A-B-Y (3:08) (East/Memphis Music — BMI) (I. Hayes, D. Porter)

A raucous sax section opens this pounding cover of the Carla Thomas Stax/Volt hit by 17-year-old Sweet, as the diminutive singer punches out the vocal with true conviciton. The second single off of the powerhouse "Fool Around" LP this should fare a good deal better than "I Go To Pieces," which was primarily aimed at C&W. A sleeper for Top 40.



ROBBIE PATTON (Backstreet MCA-41105) Darlin' (This Time Girl) (3:36) (British Rocket Music Pub. Co./Home Sweet Home Music, Inc. — ASCAP/BMI) (R. Patton, C. Christian)

Patton served up a sprightly, clicking poprocker on his and Backstreet's debut single. Smart electric guitar pickin', especially on the slick, spicey solo, makes this a most auspicious entry and pop programmers are strongly advised to give this a listen.

SINGLES TO WATCH

ISAAC HAYES (Polydor PD 2011)

Don't Let Go (3:57) (Screen Gems — EMI Music, Inc. — BMI) (J. Stone)

Already receiving healthy B/C adds, this up-tempo dance-oriented number benefits from Hayes' hot buttered bass vocal treatment, sharp horn arrangements and sexy female backup singing. Mounting B/C, dance play can be expected.

FERN KINNEY (Malaco/TK 1058)

Groove Me (3:25) (Malaco Music/Roffignac Music -BMI) (K. Floyd)

Kinney re-works King Floyd's reggae classic to an easy yet sultry disco beat that is already scoring big on dance lists. Her vocals, reminiscent of early Diana Ross, may find equal acceptance on B/C, pop formats.

JOE EGAN (Ariola 7769) Freeze (3:35) (Baby Bun Music Ltd. — BMI) (J. Egan)

Egan, formerly one-half of Stealer's Wheel with Gerry Rafferty, still shows an adept hand for writing and singing aching love songs, as he proves here. A crying electric guitar figure mixes well with acoustic strumming for a sure pop choice.

STEVE DAHL & TEENAGE RADIATION (Ovation OV 1132)

Do You Think I'm Disco ? (3:35) (Riva Music Inc/WB Music Corp/NiteStalk Music/Coho Music — ASCAP((S. Dahl, R. Stewart, C. Appice)

Dahl, if you don't know already, is Chicago's WLUP DJ who has fueled the anti-disco movement in the midwest with his disco-demolition. This take-off of the Stewart cut is yet another snipe at disco with purposely innocuous vocals provided by Dahl. Showing strong sales, though,

with little airplay.

CREME D' COCOA (Venture V-112)

Doln' The Dog (3:50) (Barcam Music - BMI) (T. Camillo,

Hot, funky lead vocals grind out the provocative dance lyrics with an urgent forcefulness that is bound to make an impact on R&B fanciers. Steady rhythm base, with sprightly syndrum work, should stir up more B/C action.

VIOLINSKI (Jet ZS9 5063)

Clog Dance (2:58) (Aviation Music Ltd. - ASCAP) (J. Marcangelo)

Violinski, lead by ELO string man Mik Kaminski, made a heavy splash on the pop charts overseas with this lushly-produced instrumental, as the violinist employs a few of Jeff Lynne's most effective studio effects to good measure. ELO fans will eat this up

LOUIS LOVE (Ocean/Ariola 7504)

Whatcha Do To Me (3:52) (Mackle Music, Inc. — ASCAP) (J. McElwaine)

An incessant rhythm section, fueled by handclaps, wiry bass and jazzy percussives, leaps out of this intriguing blend of R&B and disco, as Love's sinewy vocals push through with high-powered energy. The lean sax break is

most attractive. For B/C, dance lists.

CATE BROS. BAND (Atlantic 3613)

Looks Like You Made It (2:45) (Cate Bros. Music/Big E Little e Music - BMI) (E. Cate, E. Cate)

The Cate Bros. strikingly original brand of Memphisstyled pop/C&W music has too long been obscured and hopefully this new cut will give them much-deserved recognition. A pleasing balance of R&B-inflected vocals and easy pop beat is featured here.

A TASTE OF HONEY (Capitol P-4776)

Race (3:54) (On Time Music, Inc. - BMI) (P. Kibble, T Aldridge)

The second single from the "Another Taste" LP finds the group back in a disco groove, as clicking cowbell and rock steady bass fill out the rhythm section while strings and airy synthetic sounds flash in and out of earshot. B/C and dance lists will want to take note. MIKE BERRY (Epic 9-50748)

I Am A Rocker (3:27) (Chappell Music/Ben Nicbet Music, Inc./Big Jim Music — ASCAP) (C. Hodges)

It could easily be assumed that Berry's name is lifted from the man who was primarily responsible for giving us rock. There is no question, though, that the licks are copped here, as well, although stylishly so. Strings make this a unique pop novelty.

STING (Midsong Int'l. MI 1010)

Do It In The Shower (3:28) (American Broadcasting Music, Inc./Bee II Music, Inc./Intersong U.S.A., Inc. - ASCAP) (D.J. Michaels, L. Hodelin)

A smokey, sensuous R&B tune with lyrics that are bound to titilate B/C programmers and listeners alike, a lilting flute instrumental stands out here, with a tradeoff of male-female vocals.

POINT BLANK (MCA MCA-4119)

Mean To Your Queenle (3:29) (Hamstein Music Co. -BMI) (S. Hardin)

Bopping, boogle-woogle rock 'n' roll is cranked out win a decidedly southern feel by Point Blank on this most infectious track from their "Airplay" LP. The group takes a gritty bar-band approach to playing as evidenced by a honkin' harmonica solo, that sounds right for AOR play.

EDDY GRANT (Epic 9-50766)

Walking On Sunshine (2:58) (Marco Music -- ASCAP((E. Grant)

Grant brews up a funky concoction of Afro-Cuban rhythms with street-smart, urban R&B sounds on the title track from his LP. A slinky, salsa-flavored horn section could give this Latin presence, as well as B/C play.

DREAM EXPRESS (MCA MCA-41116)

Take Me Out Dancing (3:52) (Wescraft Music/Kenwater Music — BMI) (W. Farrell, A. DeLory)

Dream Express' second single from their self-titled debut is an anthemic, celebratory number of the joys of . what else? The zesty disco beat is brought to life with a passle of strings and a full chorus. Ideal for disco, B/C

STIV BATORS (Bomp BMP-124-CLE)

It's Cold Outside (2:54) (N.G.D. Music - BMI) (D. Klaw-

Thundering guitars and a rolling drum beat mesh beautifully on Bator's first project outside of former Cleveland punkers, The Dead Boys. Stiv handles the 60s-ish vocals with charm and good sense of dynamics. Posh, pretty power pop.

RADIO NEWS

AIR PLAY-

HIGH CLIMBING — DJ Terry MacDonald at KYYX-FM/Seattle and two professional mountain climbers had an incredible adventure high atop Mount Rainier in Washington that few, if any of us, would ever want to experience. What began as an eight-day climb as part of a KYYX-FM campaign to raise money for the Muscular Dystrophy Association ended last Tuesday with a dramatic rescue of the three men after several close calls with death. MacDonald had been broadcasting his daily show from the mountain, but when the trio reached the summit Friday, a raging blizzard set in and the icy drama unfolded. The tents collapsed and were buried under the snow with their ice picks. The only shelter from the elements were ice caverns and those could not be found. Rations were low and MacDonald suffered from hypothermia, a sickness brought on by sudden, abnormally low body temperature. MacDonald said that he hadn't gone up the mountain a very spiritual person, but that he most definitely caught up on his prayers during the ordeal. In fact, one of the guides had phoned the base camp and reported that they were all as good as dead. The prayers were answered because shortly after phoning the base camp, a cavern was discovered which provided the crew with shelter that ultimately saved their lives. After three or four attempts, a helicopter was finally able to land and get the men off the mountain minutes before another blizzard hit. The goal of this climb is almost secondary to this episode, but \$27,000 was raised for the M.D.A. Right now, MacDonald has no plans of scaling Mount Everest, Rainier or even a hill. "This was my first climbing experience," he said. "I am very content to have my feet right here on the control board."

WORD HAS IT — There is a new, privately-owned 30,000 watt AM station, that

WORD HAS IT — There is a new, privately-owned 30,000 watt AM station, that hopefully began broadcasting last weekend, Sept. 8-9. Hopefully, because this station, **WORD**, is located in South Lebanon where conflict and minor skirmishes still exist between the PLO and Israeli forces. In order to protect the American and Canadian people



JOHANSEN IN AUSTRALIA — CBS Records International recording artist David Johansen was recently in Sydney, Australia to promote his soon-to-bereleased "In Style" LP and to prepare a special program for radio station 2SM. Pictured are (I-r): David White, 2SM PD, and

who work there, the government of South Lebanon provided the station with about 3,000 sand bags, a mile of barbed wire and 100 land mines. (Persistent record company promotion people should be thankful our own radio stations don't employ these tactics).

WORD's format is basically com-

WORD's format is basically comprised of country western music, folk ballads, some bluegrass and a little gospel music. Every hour, there are also four one-minute readings in English from the Old Testament. During the day, the station will reach Israel, Lebanon and Syria, and at night will also take in Egypt, Iraq, Cypress and parts of Saudi Arabia and Turkey. The project was started by High Adventure Ministries Inc., a non-profit organization, and is programmed by **Ken Weintrub**. Weintstein

trub emphasized the importance of not offending anyone in order to avoid volatile religious or political situations. "Topics like sex, drinking, or mentions of pigs and hogs would definitely ruffle some religious sects and are carefully screened out."

Weintrub further explained that WORD offers people in those countries, and UN troops stationed in the Middle East, a music alternative to BBC, Russian Radio and contemporary stations in those countries. "We're certain that it's going to open up a whole new market for country music," he said. With the entire format in English, "WORD also presents an opportunity for those interested in brushing up on their English linguistic skills."

COME TOGETHER? — **Rick Dees, KHJ/Los** Angeles morning drive personality, has started a push to get **The Beatles** a star on Hollywood's Walk Of Fame. To do this, Dees is asking for listeners names to go on a petition which must be submitted to the Hollywood Chamber of Commerce for approval. The obvious obstacle of course is having **John, Paul, George** and **Ringo** present to accept the star. Well, you never know. To help encourage them, you can add *your* name to the petition by writing to Rick Dees at KHJ, 5515 Melrose Ave., Hollywood, Calif. 90038.

STATION TO STATION — KCRW, a National Pubiic Radio affiliate licensed to Santa Monica College, will be presenting a 30 hour documentation of the Beatles entitled "4 Parts No Longer Equal The Beatles." The program is produced and hosted by Jay Lacey and will debut at midnight on Sept. 29. Highlights of the program include every Beatles recording available, rare concert appearances, interviews with Brian Epstein and the Beatles and even some coverage of Johnny and the Moon Dogs ... WPEZ/Pittsburgh recently auctioned off five pair of tickets to a Bee Gees concert, to help raise money for the Muscular Dystrophy Assoc. \$1,600 was the grand total and one pair went for \$400 . . . Bob Mitchell, MD at WICC/Bridgeport, and station personel, fielded hundreds of phone calls an hour during a four day promotion for tickets and backstage passes to the recent Kiss concert at the New Haven Coliseum . . . WPLJ/New York recently saluted the release of United Artists film "Americathon" with a party and free concert in Central Park. WPLJ DJs Jim Kerr, Tony Pigg and Carol Miller co-hosted the afternoon with Eddie Money. Mercury recording artist Carolyne Mas performed for several thousand people who attended . . . Steve "CF" Davis, MD at WKXX/Brimingham, sadly reports that the WKXX Killers lost their southeast championship softball game against Atlanta Records 13-12. To the various promo people on the Atlanta Records team: Is that any way to get your records played?

NEW JOBS — New PD at KAUN-FM/Houston is Gary Firth replacing Jim Fox who

NEW JOBS — New PD at KAUN-FM/Houston is Gary Firth replacing Jim Fox who resigned and returned to Cincinnati. Firth, most recently was PD at KUPD/Phoenix and before that WDRQ/Detroit . . . Brady McGraw, PD at WAGQ/Athens, is returning to WSGA/Savannah as assistant program director. Dave Taylor, 6-10PM shift at WAGQ, will be temporarily handling the music chores . . . When Michael Picozzi arrived in Philadelphia on a boat from Connecticut to take over the morning drive slot at WMMR. he was greeted by marching bands, three hundred listeners with kazoos and was presented with keys to the city fashioned from soft pretzels . . . John Low has gone home to Raleigh from Washington D.C. taking the 2-6AM spot at WKIX as well as 6-9PM on Saturday evenings.



JOHN ON THE AIR AT KIQQ — Robert John, in support of his EMI-America single "Sad Eyes," recently visited KIQQ (FM-100/Los Angeles) to do a special interview at the station. Pictured are (I-r): Jim Carson, FM-100; John, Dale White, EMI-A co-local promo manager, L.A.; Francesca Capucci, public affairs director, FM-100; Marilyn Talman, FM-100 production asst.; Lee Bayley, FM-100 PD, and David Budge, manager, press, EMI/UA.

FCC On Radio Deregulation: Let Marketplace Forces Rule

(continued from page 7

terest standard" for radio. In fact, the Commission "will re-enter the marketplace if its assumption that detailed regulation was not still necessary to assure the public interest proved false and market failure resulted."

The proposal notes that the Fairness Doctrine will not be removed for radio broadcasters, and that allegations of discrimination in employment or in programming still will be investigated by the agency.

Proposed Options

The FCC proposed a number of options for public comment. Regarding nonentertainment programming, the Commission listed as alternatives the following approaches: completely leave to the marketplace how much and what kind of programs to air; analyze amounts of such programming on a market-by-market basis and take some action to redress failings; require licensees to show that they are serving the public interest; impose quantitative program standards (such as a minimum number of hours per week of news); impose standards but measure on the basis of each station's expenditures on news/information programs; or establish a minimum fixed percentage of local public service programming.

A similar range of alternatives was presented for ascertainment requirements, commercial practices and program logs.

The FCC's proposal got a mixed reception, predictably. The NAB could not be reached for comment at deadline, but has strongly supported the move to deregulate radio in the past.

A spokesman for the National Citizens Committee for Broadcasting, Phil Tymon, told Cash Box his group questions whether the FCC has the power to act on its proposals. "In general, we oppose the idea of radio deregulation as the Commission seems to be proposing it. There are a number of ways to improve the efficiency of the regulatory system, but this is throwing out the baby with the bath water."

Rich Named KHTZ PD

LOS ANGELES — Bobby Rich has been named program director at KHTZ/Los Angeles and will be working closely with newly appointed general manager Tim Sullivan. Rich was most recently PD at WX-LO/New York and before that B100/San Diego.

According to some observers, there is doubt within the Commission itself about the status of this proposed rulemaking. Commissioner Joseph Fogarty reportedly voiced questions at last week's hearing as to whether the FCC is on weak legal grounds with its proposal.

Ferris Statement

FCC chairman Ferris released a lengthy statement regarding radio deregulation which read, in part: "Those areas of radio regulation where we have been most effective—using structural tools such as the enforcement of stringent Equal Employement Opportunity requirements, programs to encourage minority ownership and measures that will increase the number of stations by more efficient use of the spectrum—become even more critical. By removing ineffective government involvement, we will free our limited resources to enable us to promote more aggressively a competitive and responsive radio market-place."

Commissioner Abbott Washburn dissented with the proposed action on commercialization, saying the trend will be toward "overcommercialization" if the FCC lifts its restrictions. "The fact is, I am convinced that the public expects the FCC to involve itself in commercialization. It expects us to indicate reasonable limits beyond which a broadcaster is... imposing an undue burden on the listening and viewing audiences." Washburn said.

RSO To Release Two New Singles Sept. 10

LOS ANGELES — RSO Records will release new singles by Yvonne Elliman and D'Llegance on Sept. 10. Elliman's single, "Love Pains" (b/w "Rock Me Slowly"), will also be featured on her upcoming album, "Yvonne;" and D'Llegance's "Share My Love" (b/w "Midnight Ride") is a follow-up to the disco mix released as a 12" on Aug. 27.

'Angel Eyes' Is New A-Side Of ABBA 45

NEW YORK — Atlantic Records has reserviced "Angel Eyes" as the A-side of ABBA's new single. Initially, the company released "Voulez Vous" as the A-side, but flipped the record over in response to reaction from radio programmers.

OP FM ROTATION

TW	LW	wks	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	3	In Through The Out Door	Led Zeppelin .	Swan Song	1*	Various
2	2	12	Candy-O	The Cars	Elektra	3	Let's Go, All I Can Do, Night Spots, Title, Dangerous
3	3	12	Get The Knack	The Knack	Capitol	2	My Sharona, Selfish, Good Girls, Let Me Out
4	6	11	Labour Of Lust	Nick Lowe	Columbia	31*	American Squirm, Cruel, So Fine, Skin Deep, Switchboard
5	8	3	Slow Train Coming	Bob Dylan	Columbia	14*	Gotta Serve, Gonna Change
8	7	9	Rust Never Sleeps	Neil Young	Reprise	12	Powderfinger, Welfare, Black, Sail Away
7	4	9	Secrets	Robert Palmer	Island	20	Bad Case, Jealous
8	5	9	Low Budget	The Kinks	Arista	22	Superman, Gallon Of Gas, Emotion, Falling, Title
8	9	5	First Under The Wire	Little River Band	Capitol	10	Lonesome Loser
10	14	5	Highway To Hell	AC/DC	Atlantic	40*	Title, Bush, Shot Down, Prowler
11	11	25	Breakfast In America	Supertramp	A&M	4	Logical Song, Goodbye, Darling, Title
12	23	3	Fear Of Music	Talking Heads	Sire	42*	Mind, Wartime, Paper, Heaven
13	15	6	The Jukes The Jukes	Southside Johnny	Mercury	46	Last Night, Everything
14	10	6	Fickle Heart	Sniff 'N' The Tears	Atlantic	52*	Driver's Seat
15	21	2	The Records	The Records	Virgin	62*	Starry, Teenarama
16	13	10	Mirrors	Blue Oyster Cult	Columbia	79	In Thee, The Storm, Teardrops, Dr. Music
17	-	1	Volcano	Jimmy Buffett	MCA	58*	Fins
18	19	7	Go For What You Know	Pat Travers Band	Polydor	35	Boom, Magic, Go All Night
19	18	3	Street Machine	Sammy Hagar	Capitol	83*	Plain Jane, Falling, Trans AM, Say Die
20	12	14	Discovery	ELO	Jet	7	Shine, Don't Bring
21	16	12	Communique	Dire Straits	WB	60	Writer, Angel, Sailor
22	20	6	Nine Lives	REO Speedwagon	Epic	37	Easy Money, Take Me, Heavy
23	27	5	David Werner	David Werner	Epic	102	Can't imagine, She Sent, What's Right
24	17	19	Million Mile Reflections	Charlie Daniels Band	Epic	13	Passing Lane, Reflections, Georgia
25	22	4	Fight Dirty	Charlie	Arista	86*	Killer Cut
26	-	-	13	Chicago	Columbia	25*	Been Crazy
27	*****	_	Eve	Aian Parsons	Arista	74*	Damned if, Winding Me
28	30	2	Into The Music	Van Morrison	WB	66*	So Free, In The Game, Troubadours
29	26	2	Gomm With The Wind	lan Gomm	Stiff	130	Hold On
30	28	6	Repeat When Necessary	Dave Edmunds	Swan Song	67	Girls Talk

FM STATION REPORTS - NEW ADDS/HOT ROTATION

KRST — ALBUQUERQUE — SAM CORNISH ADDS: Pointer Sisters, "Bread & Roses," Judas Priest, 1994, Garland Jeffreys, Fischer-Z, Yachts,

HOTS: Knack, Cars, Kinks, AC/DC, Doobie Bros., Eddie Money (45), Foreigner (45), Scorpions, Moon Martin, Jimmy Buffet, Bob Dylan, Led Zeppelin, Nick Lowe, Nils Lofgren.

WSAN-AM — ALLENTOWN — RICK HARVEY
ADDS: City Boy, Jimmy Buffett, Alan Parsons, J.D. Souther, Yachts.
HOTS: Bob Dylan, Led Zeppelin, Chicago, Robert Palmer, Southside Johnny, Nick Lowe, Neil Young, Little River Band, Sniff & The Tears, Supertramp, Gerry Rafferty, Charlie Daniels, John Stewart, Cars,

KYTX-FM — AMARILLO — MAX MILLER
ADDS: City Boy, Scorpions, Yachts, Ellen Foley, Foreigner (45).
HOTS: Prism, Sammy Hagar, Sniff & The Tears, Robert Palmer, Pat Travers, Charlie, AC/DC, Led Zeppelin, Point Blank, Nick Lowe, Little River Band, Cars, "Americathon," REO Speedwagon, Chicago.

KEZY-FM — ANAHEIM — LARRY REISMAN
ADDS: J.D. Souther.
HOTS: Knack, Neil Young, Nils Lofgren, Kinks, Charlie, Little River Band, Sammy Hagar, REO Speedwagon, Nick Lowe, Robert Palmer, Led Zeppelin, Cars, Sniff & The Tears, "Americathon."

WKLS-FM — ATLANTA — RICH PIAMBINO
ADDS: Yachts, Eddie Money (45), Yonah, Foreigner (45).
HOTS: Cars. John Cougar, Bob Dylan, Knack, Blue Oyster Cult, Dave Edmunds, REO Speedwagon, Ellen Foley, Led Zeppelin

WLPL-FM — BALTIMORE — CHRIS PHILLIPS

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

WAAL-FM — BINGHAMTON — DICK BASCOM ADDS: Pointer Sisters, Mistress, J.D. Souther, Dirt Band, Frank Zappa, Blue Steel, Pat Benatar, Sports

(imp), Molly Hatchet .

HOTS: Nick Lowe, REO Speedwagon, Prism, Pat Travers, Bram Tchaikovsky, Tim Curry, Led Zeppelin, Jimmy Buffett, Records, Charlie, Southside Johnny, Joe Egan, Bob Dylan, Ian Gomm, Kinks, Neil Young, Sad Cafe, Cars, Chicago, Little River Band.

WBCN-FM — BOSTON — TONY BERARDINI/KATE INGRAM
ADDS: Jimmy Buffett, Lyton Johnson, Larry Raspberry, Sinceros, Cherie & Marie Currie (45), Foreigner (45), Dr. John (45), Suzi Quatro (45), Billy Thorpe (45).
HOTS: Records, Genya Ravan, Tim Curry, Cars, Van Morrison, Shirts, Tubeway Army, Ellen Foley, Garland Jeffreys, Kinks, Led Zeppelin, Iggy Pop, Talking Heads.

WXRT-FM — CHICAGO — BOB GELMS
ADDS: Alan Parsons, Clash, City Boy, Yachts, Jules & Polar Bears, "Bread & Roses," Chicago Slim Blues Band.
HOTS: Bob Dylan, Graham Parker, Patti Smith, Led Zeppelin, Nick Lowe, Randy Newman, Supertramp, Southside Johnny, Rickie Lee Jones, Kinks, Robert Palmer, Dave Edmunds, Talking Heads, Frank Zappa, Dire Straits.

WLYT-FM — CLEVELAND — RAY HENRY ADDS: Louise Goffin, Ian Gomm, Pat Travers, Euclid Beach Band, Foreigner (45). HOTS: Knack, ELO. Cars, Little River Band, Robert Palmer, Cheap Trick, Journey, Supertramp.

WLVQ-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER ADDS: Molly Hatchet, Judas Priest. HOTS: Led Zeppelin, Knack, Journey.

C-101 — CORPUS CHRISTI — CHARLIE PALMER
ADDS: Pointer Sisters, Frank Zappa, Bliss Band, City Boy, John Prine, J.J. Cale, Tim Curry.
HOTS: Led Zeppelin, Bob Dylan. Knack, Cars, Jimmy Buffett, Supertramp, Alan Parsons, ELO, Bad Co., Neil Young, Rickie Lee Jones, Donna Summer.

KZEW-FM --- DALLAS --- TOM OWENS/DORIS MILLER
ADDS: Sinceros, Blue Steei.
HOTS: Cars, Kansas, Gerry Rafferty, Bad Co., Wings, Dire Straits, Knack, Robert Palmer, Little River Band, Records, Supertramp, Led Zeppelin.

Band, Records, Supertramp, Led Zeppelin.

KBPI-FM — DENVER — FRANK CODY

ADDS: Alan Parsons, City Boy, Gamma.

HOTS: Led Zeppelin, Cars, Knack, Little River Band, Kinks, ELO, Robert Palmer, Nick Lowe, Directorial Straits, Supertramp, Sniff & The Tears, Van Haien, Neil Young.

KFML-AM — DENVER — IRA GORDON/NICK COOK

ADDS: Sinceros, Alan Parsons, Hoyt Axton, Genya Ravan, Zwol.

HOTS: Talking Heads, Bliss Band, Bob Dylan, Led Zeppelin, Jimmy Buffett, Little River Band, David Werner, Mistress, Dire Straits, Charlie.

WABX-FM — DETROIT — ERIC GOLDBERG

ADDS: Moon Martin, Ellen Foley, Pat Benater.

HOTS: Led Zeppelin, Knack, Cars, Neil Young, Blackfoot, REO Speedwagon, Blue Oyster Cult, Chicago, George Thorogood, Talking Heads.

W-4 — DETROIT — MARK MCEWEN

W-4 — DETROIT — MARK McEWEN
ADDS: Steve Dahl (45), Wayne Kramer (45), Foreigner (45).
HOTS: Led Zeppelin, Knack, Cars, Journey, Van Halen, Neil Young, Blackfoot, Supertramp, Cheap Tricks, Kinks, REO Speedwagon, Robert Palmer, Who, Nick Lowe, Talking Heads, George Thorogood, AC/DC, Pat Travers, Clash.

WJKL-FM — ELGIN — TOM MARKER/WAI.LY LEISERING
ADDS: Sad Cafe, Dr. John, 999, Frank Zappa, Van Morrison, Blue Steel, Pezband, Metro (imp).
HOTS: Led Zeppelin, Randy Newman, Nick Lowe, Talking Heads, Bob Dylan, Marc Benno, Dire Straits,
Fabulous Thunderbirds, Persuasions, Shirts, Asleep At The Wheel, Mick Taylor, John Hartford, Joe
Jackson, Lonnie Brooks, Ry Cooder, Rosanne Cash, Tubeway Army, John Prine.

KZEL-FM — EUGENE — PEYTON MAYES/CHRIS KOVARIK

ADDS: Pointer Sisters, Golden Earring, Streetheart, Jules & Polar Bears, Cryers, Lonnie Liston Smith,
Persuasions, Sinceros.

HOTS: Led Zeppelin, Bob Dylan, Van Morrison, Jimmy Buffett, Blue Oyster Cult, Cars, AC/DC, John
Cougar, Sammy Hagar, David Werner.

WSHE-FM — FT. LAUDERDALE — MICHELE ROBINSON
ADDS: Karla Bonoff, J.D. Souther, 999, Simple Minds (imp), Metro (imp).
HOTS: Led Zeppelin, Robert Palmer, Talking Heads, Cars, Knack, Dave Edmunds, Moon Martin, Ian Gomm, David Werner, Neil Young, Jimmy Buffett, Southside Johnny, Little River Band.

WCCC-FM -- HARTFORD -- BILL NOSAL

ADDS: Yipes. HOTS: Robert Palmer, Sniff & The Tears, Cars, Little River Band, Nick Lowe, Knack, ELO, Led Zeppelin, Bob Dylan, Supertramp, Neil Young, Records, Ian Gomm, Sammy Hagar, AC/DC, "Americathon, "Billy Thorpe, Charlie.

KLOL-FM — HOUSTON — SANDY MATHIS

ADDS: B-52s, Fabulous Thunderbirds, Prism, Molly Hatchet, Sad Cafe, Van Morrison, City Boys.

HOTS: Led Zeppelin, Bob Dylan, Robert Palmer, Knack, Neil Young, Cars, AC/DC, M (45), Sniff & The Tears, Cheap Trick, Journey, Little River Band.

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

ADDS: Blue Steel, City Boy, 1994, Garland Jeffreys, Pointer Sisters, Frank Zappa, Durocs, Larry
Raspberry, Golden Earring, Roy Wood, Tears, Foreigner (45).

HOTS: Led Zeppelin, Knack, Little River Band, Cars, Pat Travers, Neil Young, AC/DC, Scorpions, Kinks.
Robert Palmer, Nick Lowe, Southside Johnny, David Werner, Sammy Hagar, Records.

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ ADDS: Sad Cafe, Pat Benatar, Peter Gallway, Sinceros, Shirts, J.D. Souther, Yipes, Stevens & Grdnic,

HOTS: Little River Band, Bob Dylan, Knack, Led Zeppelin, Records, Scott Folsum, Cars, Moon Martin, Blue Oyster Cult, Robert Palmer, Sniff & The Tears, Supertramp, Billy Thorpe, Nils Lofgren, Nick Lowe, Neil Young, Randy Newman, Charlie, Bad Co., Kinks

#1 Most Added



YACHTS



Planet



J.D. SOUTHER You're The Only One

FRANKZAPPA Joe's Garage Act 1

#5 Most Added

The Day The Earth Caught Fire

#6 Most Added

SADCAFE

#1 Most Added

YACHTS - Yachts -ADDED THIS WEEK

WAAF, KWST, KRST, WBAB, KZOK, WXRT, KYTX, KREM, WSAN, WKLS, KNAC

HISTORY TO DATE— KSJO. WHFS. WBLM, WPIX, C-101, WNEW, WAAL, KKTX. WOUR, WSHE. WBCN, WIOQ, KROQ, WLIR

#2 Most Added POINTER SISTERS — Priority — Planet

ADDED THIS WEEK — KSJO, WNEW, KRST, WYDD, WAAL, WIOQ, KZEL, KKTX, ZETA-7, C-101, KMEL

HISTORY TO DATE -WNEW

#3 Most Added

J.D. SOUTHER — You're The Only One — The Only One —
Columbia
ADDED THIS WEEK —
KMEL, KWST, WBLM,
KEZY, WYDD, WAAL,
KZAM, KREM, WSAN,
KNX, WSHE

HISTORY TO DATE — KSJO, KRST, WKDF, WRNW, KZEL, KINK, WOUR, WCCC, WMMS, C-101, KFML, WLIR, WJKL

#4 Most Added FRANK ZAPPA — Joe's Garage Act 1 — Zappa

ADDED THIS WEEK — WJKL, WBAB, KZOK, WAAL, WIOQ, KREM, KKTX, WLIR, ZETA-7, C-

HISTORY TO DATE — WBLM, KRST, WNEW, KROQ, WXRT

#5 Most Added

CITY BOY — The Day The Earth Caught Fire Atlantic

AUDED THIS WEEK — KSHE, KWST, KLOL, WXRT, KYTX, KOME, KKTX, WSAN, C-101. KBPI

HISTORY TO DATE — KSJO. WHFS. WJKL, WBLM, KRST, WNEW, WBAB. KREM, WAAL, WKDF, KZEL, ZETA-7., WOUR, WSHE, WSAN, WIOQ, KROQ, WLIR

#6 Most Added SAD CAFE - Facades -

A&M ADDED THIS WEEK KMEL, KSHE, KWST, WJKL, WBLM, KLOL, KSAN, KREM, WIBZ

HISTORY TO DATE KZOK, KRST, WOUR, WSHE, KZEL, KOME, WIOQ, KROQ, WXRT, KSAN, KFML, WNEW, KEZY, WAAL, WBAB, WLIR, KYTX, WKDF, KZEW, KNX, KBPI #7 Most Added

BLUE STEEL — No More Lonely Nights — Infinity ADDED THIS WEEK — KSJO, KSHE, KWST, WJKL, WAAL, KKTX, KZEW, WIBZ, KROQ

HISTORY TO DATE Prior single activity
#8 Most Added

PAT BENATAR — In The Heat Of The Night — Chrysalis Chrysaiis ADDED THIS WEEK — KSJO, WABX, KSHE, KROQ, KWST, WBLM, WAAL, KREM

HISTORY TO DATE -None #9 Most Added

THE ALAN PARSONS PROJECT—Eve—Arista ADDED THIS WEEK—

WAAF, KSAN, WXRT, KOME, WSAN, KFML KOME, WSAN, KFML
HISTORY TO DATE
KSJO, KWST, KMEL,
KSHE, WABX, WJKL,
WYDD, WBLM, WLVQ,
KZOK, KRST, WNEW,
WBAB, WAAL, WKDF,
WRNW, KZEL, KZAM,
ZETA-7, KINK, WIBZ,
WOUR, WSHE, KREM,
KNX, WMMS, WIOQ,
KROQ, KYTX, C-101,
WLIR, KZEW KNX, WMM KROQ, KY1 WLIR, KZEW

#10 Most Added THE SINCEROS -Sound Of Sunbathing Columbia ADDED THIS WEEK — WBLM, KZEL, KREM, KZEW, WBCN, KFML

HISTORY TO DATE — KSJO, WHFS, WPIX, WNEW, WYFE, WAAL, KBPI, WIBZ, WCCC, WIOQ, C-101, WLIR, WSHE, WJKL

#11 Most Added GAMMA — 1 — Elektra ADDED THIS WEEK — WNEW, KBPI, KROQ, WKDF, KNAC

HISTORY TO DATE—
KOME, KZAM, KSJO,
KWST, KSHE, WHFS,
KRST, WAAL, C-101,
KZEW, KMEL, KMET,
KLOL, KYTX, WOUR,

#12 Most Added GARLAND JEFFREYS -American Boy & Girl ---

ADDED THIS WEEK — KRST, WIOQ, KKTX, KROQ, WKDF

HISTORY TO DATE— WBLM, WAAL, WSHE, WSAN, WBCN, KSAN, WNEW, WBAB, WLIR, KZEL, WPIX, KSJO, WRNW, WJKL, WHFS

21

FM STATION REPORTS

KNAC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD ADDS: Yachts, Gamma, Tim Curry, Naughty Sweeties (45) HOTS: Led Zeppelin, Bob Dylan, Talking Heads, Knack, Cars, Blondie, Bad Co., Van Halen, Neil Young, Sammy Hagar

WBAB-FM — LONG ISLAND — MARTY CURLEY/BERNIE BERNARD
ADDS: Vapour Trails, Yachts, Korgis, Frank Zappa
HOTS: Nick Lowe, ELO, Cars, Led Zeppelin, Charlie Daniels, Robert Palmer, "Americathon",
Supertramp, Little River Band, Knack, Records, Southside Johnny, Chicago, Long John Baldry, Sports
(imp), Tim Curry, Van Morrison, Neil Young, Alan Parsons, Kinks

WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN ADDS: Frank Zappa, Yipes, Simms Bros. (45). Tom Verlaine,Danny Douma, Beatles (imp), Rory

Gallagher
HOTS: Led Zeppelin, Knack, Records, Joe Jackson, Charlie Daniels, Southside Johnny, Tim Curry, Cars. Van Morrison, Nick Lowe

KNX-FM -- LOS ANGELES -- MICHAEL SHEEHY
ADDS: Rita Coolidge, JD. Souther
HOTS: Alan Parsons, Lenny Zakatek, Danny Douma, Little River Band, Randy Newman, Brenda
Russell, David Loggins, Bama, Dirt Band, Jimmy Buffett, Michael Johnson, Hotel, Bliss Band, PousetteDart Band, Bob James, Sad Cafe, Wilson Bros.

KWST-FM — LOS ANGELES — PAM MAY
ADDS: Pat Benatar, Sad Cafe, J.D. Souther, Yachts, Blue Steel, City Boy
HOTS: Led Zeppelin, Knack, Supertramp, Cars, Cheap Trick, ELO, Charlie Daniels, Neil Young
ZETA-4 — MIAMI — ROBIN MARTIN
ADDS: M (45)
HOTS: Led Zeppelin, Knack, Supertramp, Cars, Cheap Trick, ELO, Charlie Daniels, Neil Young

ADDS: M (45)
HOTS: Led Zeppelin, Knack, Supertramp, Cars, Cheap Trick, ELO, Charlie Daniels, Neil Young
WKDF-FM — NASHVILLE — ALAN SNEED
ADDS: Sinceros, Blue Steel
HOTS: Cars, Kansas, Gerry Rafferty, Bad Co., Wings, Dire Straits, Knack, Robert Paimer, Little River
Band, Records, Supertramp, Led Zeppelin,
WNEW-FM — NEW YORK — SCOTT MUNI/MARY ANNE McINTYRE
ADDS: Pointer Sisters, Jules & Polar Bears, Gamma, Bette Midler, Rory Gallagher, Commodores, Karla
Bonoff, Foreigner (45)
HOTS: Led Zeppelin, Van Morrison, Bob Dylan, Cars, Nick Lowe, Southside Johnny, Robert Paimer,
Kinks, Dave Edmunds, Jimmy Buffett
WPIX-FM — NEW YORK — MEG GRIFFIN
ADDS: Genya Ravan, Ian Dury, Larry Raspberry, Led Zeppelin, Doobie Bros., Carolyne Mas, Barron
Knights (45), Charlie
HOTS: Clash, Knack, Supertramp, B-52s, M (45), Charlie Daniels, Cars, "Propaganda," ELO, Robert
Palmer, Sniff & The Tears, Nick Lowe, Southside Johnny, Lene Lovich, Neil Young, Kinks, Pat Travers,
Cheap Trick, Tim Curry, Bob Dylan, Records, George Thorogood, Ian Gomm, "Americathon", Dave
Edmunds, Chicago, Van Morrison, Led Zeppelin, Flying Lizzards (imp), J.J. Cale, David Johansen,
Talking Heads, Tubeway Army, Shirts, Tom Verlaine, Garland Jeffreys, Boomtown Rats (45),
Persuasions, Yachts, Jimmy Buffett, Inmates, Sinceros
ZETA-7 — ORLANDO — BILL MIMS
ADDS: Pointer Sisters, Frank Zappa, Foreigner (45)
HOTS: Knack, Led Zeppelin, Cars, Van Halen, Kinks, AC/DC, Nick Lowe, Little River Band, Bob Dylan,
Blue Oyster Cult

HOTS: Knack, Led Zeppelin, Cars, Van Halen, Kinks, AC/DC, Nick Lowe, Little River Band, Bob Dylan, Blue Oyster Cult
WIBZ-FM — PARKERSBURG — LARRY SCHUSTER
ADDS: Blue Steel, Sad Cafe, John Cougar, Foreigner (45), Frank Zappa (45), Suzi Ouatro (45)
HOTS: Led Zeppelin, Charlie Daniels, Blue Oyster Cult, Jimmy Buffett, J.J. Cale, Southside Johnny, Sniff & The Tears, Michael Stanley, Pat Travers, Dire Straits, Breathless, Prism, AC/DC, Randy Newman, Sinceros, Cars, Scorpions, Alan Parsons, Knack, Ian Gomm, Robert Palmer, John Stewart, Ian Lloyd

KROQ-FM — PASADENA — RICK CARROLL/LARRY GROVES
ADDS: Blue Steel, Chuck Berry, Pat Benatar, Gamma, Dr. John, Stevens & Grdnic, Garland Jeffreys
HOTS: Nick Lowe, Kinks, Queen, Cars, Robert Palmer, Neil Young, Herman Brood, Knack, Dire Straits,
AC/DC, Talking Heads, Blue Oyster Cult, Sriiff & The Tears, Ian Lloyd, "Americathon", "Propaganda,"
Bob Dylan, Led Zeppeiin, Pat Travers, Charlie

NEW ADDS/HOT ROTATION

WIOQ-FM — PHILADELPHIA — HELEN LEICHT
ADDS: Pointer Sisters, Garland Jeffreys, Frank Zappa, "Bread & Roses," Karla Bonoff, (45), Cherie & Marie Currie (45)
HOTS: Led Zeppelin, Cars, Supertramp, Knack, Kinks, John Cougar, Sniff & The Tears, Flash & the Pan, Bob Dylan, Night, Kansas, Bad Co., Ian Hunter, ELO, Nick Lowe, Billy Thorpe, Wings, Talking Heads, David Werner, Neil Young

WYDD-FM — PITTERNIBLE — WENDERY

David Werner, Neil Young
WYDD-FM — PITTSBURGH — JIM KINNEY
ADDS: J.D. Souther, Van Morrison, Pointer Sisters, Tubeway Army
HOTS: Kansas, Led Zeppelin, Cars, Triumph, Charlie Daniels, Knack, Pat Travers, Neil Young, Henry
Paul Band, REO Speedwagon, Kinks, David Werner, Rainbow, Blue Oyster Cult, Little River Band, Bram
Tchaikovsky, Talking Heads, Bob Dylan, AC/DC, Southside Johnny, John Stewart, Nick Lowe, Atlanta
Rhythm Section, Van Halen, Robert Palmer, Sniff & The Tears

KINK-FM — PORTLAND — LESLIE SARNOFF

ADDS: None
HOTS: None
HOTS: Pandy Newman, Atlanta Rhythm Section, Jeff Lorber, Little River Band, Bob Dylan, Chicago,
Dire Straits, Rickie Lee Jones, Robert Palmer, James Taylor, Wings, Supertramp, Lazy Racer, Carly
Simon, Marshall Tucker, Pleasure

Simon, Marshall Tucker, Pleasure

WYFE-FM — ROCKFORD — BRENT ALBERTS

ADDS: Talking Heads, Moom Martin, Judas Priest, Buckeye

HOTS: Robert Palmer, Little River Band, Sniff & The Tears, Nick Lowe, Journey, Night, Led Zeppelin,
AC/DC, Knack, Greg Kihn, Chicago, Records, Scorpions, Kinks, Cars, Charlie Daniels, Blue Oyster
Cult, Neil Young, Billy Thorpe, ELO, REO Speedwagon

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: Rory Gallagher, Pat Benatar, Sad Cafe, City Boy, Blue Steel, Couchois (45)

HOTS: Led Zeppelin, REO Speedwagon, Michael Stanley, Little River Band, Charlie, Sammy Hagar,
Long John Baldry, John Cougar, Bob Dylan, Ian Gomm, Southside Johnny, David Werner

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Pointer Sisters, J.D. Souther, Sad Cafe

KMEL-FM — SAN FRANCISCO — MARK COOPER
ADDS: Pointer Sisters, J.D. Souther, Sad Cafe
HOTS: Led Zeppelin, AC/DC, Cars, ELO, Bob Dylan, Kinks, Samrny Hagar, Robert Palmer,
"Americathor", Pointer Sister, David Werner
KSAN-FM — SAN FRANCISCO — DAVID PERRY
ADDS: Alan Parsons, Prism, Sad Cafe, REO Speedwagon, David Werner, Rainbow, Charlie, Point
Blank, Scorpions
HOTS: Dave Edmunds, Led Zeppelin, Greg Kihn, Blue Oyster Cult, Cars, Charlie Daniels, Dire Straits,
Bob Dylan, ELO, Gamma, Sammy Hagar, Kansas, Greg Kihn, Kinks, Knack, Led Zeppelin, Little River
Band, Nils Lofgren, Nick Lowe, Robert Palmer, REO Speedwagon, Sniff & The Tears, Pat Travers, Who,
Wings, Neil Young
KSJO-FM — SAN JOSE — PAUL WELL S/TAWN MASTREY

Band, Nils Lofgren, Nick Lowe, Röbert Palmer, REO Speedwagon, Sniff & The Tears, Pat Travers, Who, Wings, Neil Young
KSJO-FM — SAN JOSE — PAUL WELLS/TAWN MASTREY
ADDS: Judas Priest, Blue Steel, Golden Earring, Streetheart, Fotomaker, Tears, Ry Cooder, Rory Gallagher, Pat Benatar, Pointer Sisters
HOTS: Kinks, AC/DC, Sammy Hagar, Knack, Nick Lowe, Gamma, Blue Oyster Cult. David Werner, Rainbow, Mistress, Flamin' Groovies, Led Zeppelin, Records, Talking Heads
KZAM-FM — SEATLLE — MARION SEYMOUR
ADDS: JD. Souther, Karla Bonoff, David Loggins, Lonnie Liston Smith, Rita Coolidge
HOTS: Bob Dylan, Supertramp, Rickie Lee Jones, Little River Band, Robert Palmer, Spyro Gyra, Bob James, Ry Cooder, Randy Newman, Jimmy Buffett, Ian Gomm, Van Morrison, Neil Young, Gary Brooker, Joni Mitchell, Dire Straits, Crusaders, Southside Johnny
KZOK-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN
ADDS: Frank Zappa, Genya Ravan, Yachts
HOTS: Blue Oyster Cult, Pat Travers, Led Zeppelin, Sammy Hagar, Greg Kihn, Bob Dylan, Knack, Cars, Moon Martin, Kinks, Robert Palmer, Nick Lowe, George Thorogood, Scorpions, Records, Alan Parsons KREM-FM — SPOKANE — LARRY SNIDER
ADDS: Sad Cafe, Pat Benatar, Trooper, J.D. Souther, Yachts, Frank Zappa, Sinceros
HOTS: Led Zeppelin, Moom Martin, Knack, Neil Young, Robert Palmer, Cars, Charlie, Dire Straits, Wings, Kinks
WAAF-FM — WORCESTER — PAUL LEMIEUX
ADDS: Alan Parsons, Genya Ravan, Shrits, Sports (imp), Yachts, Ellen Foley, Korgis, Foreigner (45), Cheap Trick (45 imp)
HOTS: Cars, Dire Straits, Kinks, Knack, Led Zeppelin, Nick Lowe, Moon Martin, Records, Talking Heads, Southside Johnny, Pat Travers, Neil Young, Dave Edmunds, John Stewart

Cash Box/September 15, 1979

NORTHE AST

WTRY — ALBANY/TROY — DON PERRY, MD
4-1 — Little River Band. JUMPS: 26To 20 — B. Pointer, 23 To 19— Lobo, 24 To 17 — Doobie Bros., 22 To
12 — H. Alpert, 14 To 9 — R. Palmer, 8 To 6 — D. Warwick, Ex To 28 — G.Q., Ex To 27 — S. Mills, Ex To 24
— Cheap Trick, Ex To 23 — M. ADDS: M. Jackson, Moon Martin, J. Stewart.

WCAO — BALTIMORE — SCOTT RICHARDS, MD 1-1 — Knack (old.) JUMPS: 23 To 19 — B. Pointer, 18 To 14 — R. Palmer, 13 To 10 — Commodores, Ex To 28 — M. ADDS: K. Rogers, Moon Martin, M. Jackson.

WGUY — BANGOR — MARK LAURENCE, PD

1-1— Little River Band, JUMPS: 29 To 26— H. Alpert, 28 To 25— B. Pointer, 27 To 24 --- D. Summer, 26
To 23 — Journey, 25 To 22 — J. Stewart, 24 To 21 — Atlanta Rhythm Section, 23 To 19 — Van Halen, 22
To 17 — Blue Oyster Cult, 16 To 12 — N. Lowe, 17 To 11 — D. Warwick, 18 To 10 -- M, 12 To 9 —
Records, 13 To 8 — Earth, Wind & Fire, 8 To 5 — Sniff 'N' Tears, 6 To 3 — R. Palmer, 4 To 2 — ELO, Ex To 27 — Commodores. ADDS: Doobie Bros., J. Buffett.

WRKO — BOSTON — RICH WOODWARD, MD
1-1 — Knack (old). JUMPS: 28 To 25 — G. Rafferty, 24 To 21 — Commodores, 23 To 20 — H. Brood, 21
To 17 — N. Lowe, 26 To 16 — M. Jackson, 18 To 14 — D. Warwick, 16 To 12 — D. Summer, 16 To 12 — D.
Summer, 11 To 8 — R. Palmer, 13 To 6 — M, 9 To 5 — R. John, Ex To 30 — I. Gomm, Ex To 29 — L. Goffin, Ex To 24 — H. Alpert. ADDS: J. Cougar, K. Rogers, Foreigner.

F105 — B0STON — TOM CONNELLY, MD
1-1 — Knack (old.) JUMPS: 30 To 25 — N. Lowe, 27 To 23 — Commodores, 19 To 16 — C. Daniels Band, 22 To 13 — R. John, 17 To 11 — Supertramp, 13 To 10 — Earth, Wind & Fire, 10 To 8 — ELO, 8 To 6 — Chic, 6 To 4 — Night, 5 To 2 — B. Pointer, Ex To 33 — Cheap Trick, Ex To 30 — D. Summer, Ex To 28 — Atlanta Rhythm Section, Ex To 27 — J. Stewart. ADDS: M, H. Alpert.

WICC - BRIDGEPORT - BOB MITCHELL, MD

WICC — BRIDGEPORT — BOB MITCHELL, MD 2-1 — Little River Band, JUMPS: 29 To 26 — Moon Martin, 30 To 25 — D. Summer, 28 To 24 — Doobie Bros., 26 To 23 — D. Ross, 27 To 22 — I. Gomm, 25 To 21 — Cheap Trick, 24 To 20 — Lobo, 23 To 18 — H. Alpert, 21 To 16 — Atlanta Rhythm Section, 20 To 15 — P. Hernandez, 19 To 14 — G. Rafferty, 18 To 12 — Sniff 'N' Tears, 15 To 11 — M, 13 To 10 — B. Pointer, 11 To 9 — N. Lowe, 10 To 7 — Commodores, 5 To 2 — R. John, Ex To 30 — Knack, Ex To 29 — C. Thompson, Ex To 28 — M. Jackson, Ex To 27 — J. Stewart, ADDS: S. Mills, K.C. & Sunshine Band, Journey, Pousette-Dart Band.

WKBW — BUFFALO — JON SUMMERS, MD
1-1 — Knack (old). JUMPS: 27 To 24 — G. Rafferty, 28 To 23 — Atlanta Rhythm Section, 22 To 19 — J. Warnes, 24 To 18 — Abba, 19 To 15 — R. Palmer, 18 To 14 — Cheap Trick, 15 To 11 — D. Ross, 25 To 10 — Earth, Wind & Fire, 13 To 9 — Little River Band, Ex To 30 — B. Pointer, Ex To 29 — M. Johnson, Ex To 26 — R. Coolidge, Ex To 25 — L. Goffin. ADDS: S. Quatro, C. Thompson, Kiss, K. Rogers.

WBLI — LONG ISLAND — BILL TERRY, MD
1-1 — Knack (old). JUMPS: 30 To 27 — Commodores, 28 To 23 — M. Jackson, 23 To 20 — N. Lowe, 25
To 19 — B. Pointer, 17 To 14 — H. Alpert, 13 To 10 — Little River Band, 12 To 9 — ELO, 14 To 8 — R.
John, 11 To 7 — D. Warwick, 9 To 5 — M. Nightingale, ADDS: Knack, Cheap Trick, Southside Johnny, B.

KC101 — NEW HAVEN — CURT HANSEN, MD
1-1 — Chic. JUMPS: 30 To 26 — H. Alpert, 27 To 24 — K.C. & Sunshine Band, 26 To 22 — D. Summer, 23
To 18 — S. Mills, 24 To 16 — M. Jackson, 20 To 12 — Commodores, 17 To 11 — B. Pointer, 15 To 9 — N.
Lowe, 10 To 5 — Little River Band. ADDS: 27 — J. Warnes, 28 — Doobie Bros., 29 — Wings 30 — Jour-

WABC — NEW YORK — SONIA JONES, MD 1-1 — Knack (old). JUMPS: 31 To 21 — Cars, 21 To 13 — ELO, 18 To 12 — Little River Band, 15 To 9 — D. Warwick, 11 To 8 — Earth, Wind & Fire, 10 To 5 — R. John. ADDS: 17 — Supertramp, 27 — Com-

WXLO — NEW YORK — DON KELLY, PD
2-1 — Earth, Wind & Fire, JUMPS: 28 To 25 — P. Hernandez, 30 To 23 — F. Joli, 25 To 22 — M, 20 To 17
— B. Pointer, 17 To 14 — Supertramp, 14 To 10 — Little River Band, 12 To 7 — R. John, 6 To 4 H. Alpert, 5 To 3 — M. Nightingale, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — M. McGovern, ADDS: 28 — M. Jackson, K. Rogers, Lobo, Doobie Bros.

WFIL — PHILADELPHIA — GERRY DEFRANCISCO, MD 1-1 — D. Warwick, JUMPS: 19 To 16 — Commodores, 16 To 13 — Little River Band, 13 To 9 — B. Pointer, Ex To 21 — J. Warnes, Ex to 20 — Atlanta Rhythm Section. ADDS: Wings.

WIFI — PHILADELPHIA — JEFF ROBBINS, MD

1-1 — Knack (old.) JUMPS: 24 To 19 — Cheap Trick, 25 To 18 — Commodores, 19 To 13 — D. Warwick, 17 To 7 — Little River Band, 11 To 6 — M. Nightingale, 12 To 5 — R. John, Ex To 27 — D. Summer, Ex To 26 — N. Lowe, Ex To 25 — G.Q., Ex To 24 — M, Ex To 23, H. Alpert. ADDS: S. Mills, G. Rafferty, L. Goffin.

WPEZ — PITTSBURGH — MARK FRITZGES, MD
4-1 — R. John. JUMPS: 32 To 28 — J. Stewart, 27 To 24 — Doobie Bros., 25 To 22 — Toby Beau, 24 To 20 — Sniff 'N' Tears, 23 To 19 — Commodores, 22 To 18 — Atlanta Rhythm Section, 20 To 17 — Cheap Trick, 19 To 16 — Night, 18 To 15 — R. Palmer, 6 to 4 — Earth, Wind & Fire, Ex To 33 — Kansas, Ex To 32 — Knack. ADDS: D. Summer, Foreigner, Journey, G. Rafferty, D. Werner.

96KX -- PITTSBURGH — BOBBY CHRISTIAN, PD
6-1 — Little River Band. JUMPS: 31 To 27 — J. Stewart, 29 To 24 — R. Palmer, 27 To 23 — Van Halen, 21
To 17 — Cheap Trick, 20 To 13 — D. Warwick, 16 To 11 — Atlanta Rhythm Section, 17 To 10 — R. John, 9
To 6 — Wings, 8 To 2 — Earth, Wind & Fire. ADDS: 29 — Commodores, 30 — Knack, 31 — Foreigner, 32

JB105 — PROVIDENCE — TODD CHASE, PD 3-1 — C. Daniels Band. JUMPS: 32 To 22 — Kiss, 25 To 21 -- E. Money, 22 To 19 — N. Lowe, 17 To 9 — D Summer, 13 To 8 — Sniff 'N' Tears, 9 To 4 — M, 8 To 3 — Night. ADDS: 34 — R. Milsap, 35 — Wings.

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, PD/MD

1-1 — Knack (old). JUMPS: 15 To 9 — Commodores, 9 To 7 — P. Hernandez, 8 To 6 — Little River Band, 7 To 5 — D. Warwick, Ex To 22 — G. Rafferty, Ex To 21 — R. John, ADDS: J. Stewart, Atlanta Rhythm Section, Dooble Bros., Kiss, Lobo, Knack, Foreigner, L. Goffin, K. Rogers.

WBBF — ROCHESTER — TOM NAST, MD
7-1 — Commodores, JUMPS: 34 To 26 — C. Thompson, 27 To 23 — Wings, 26 To 22 — Doobie Bros., 24
To 19 — P. Hernandez, 21 To 17 — G.Q., 18 To 14 — M, 17 To 9 — H. Alpert, 12 To 8 — M. McGovern, Ex
To 40 — B. Russell, Ex To 35 — M. Johnson, Ex To 34 — J. Warnes, Ex To 33 — G. Rafferty, Ex To 27 —
Sniff 'N' Tears. ADDS: Journey, K.C. & Sunshine Band, J. Stewart, Lobo.

14Q — WORCESTER — STEVE YORK, MD
1-1 — R. John, JUMPS: 32 To 29 — Blue Oyster Cult, 30 To 26 — Kiss, 29 To 14 — Knack, 23 To 11 — Commodores, 15 To 9 — D. Summer, 17 To 7 — B. Pointer, 6 To 4 — Little River Band, ADDS: 32 — H. Alpert 34 — B. Russell.

SOUTHE AST

WANS — ANDERSON — CHARLIE McCOY, PD
2-1 — Cars. JUMPS: 37 To 32 — Records, 35 To 31 — Buckeye, 36 To 30 — Blue Oyster Cult, 33 To 29 — Pousette-Dart Band, 34 To 28 — I. Gomm, 32 To 27 — K.C. & Sunshine Band, 30 To 26 — Toby Beau, 29 To 23 — Atlanta Rhythm Section, 28 To 20 — Knack, 31 To 21 — I. Hunter, 24 To 19 — N. Lowe, 23 To 18 — B. Pointer, 21 To 17 — New England, 22 To 15 — G. Rafferty, 17 To 14 — M. McGovern, 20 To 13 — Commodores, 18 To 11 — Journey, 13 To 9 — M, 10 To 6 — Moon Martin, 6 To 4 — Cheap Trick, 4 To 2 — Sniff 'N' Tears, Ex To 37 — M. Jackson, Ex To 36 — Doobie Bros., Ex To 35 — J. Stewart, Ex To 34 — H. Alpert, Ex To 33 — Van Halen. ADDS: Prism, Wings, S. Mills, Ashford & Simpson.

WAGQ — ATHENS — BRADY McGRAW, PD 10-1 — M. JUMPS: 30 To 26 — M. Jackson, 29 To 25 — J. Stewart, 28 To 24 — D. Summer, 27 To 23 —

Moon Martin, 26 To 22 — B. Pointer, 25 To 21 — Journey, 24 To 20 — H. Alpert, 23 To 19 — G. Rafterty, 22 To 17 — L. Goffin, 19 To 16 — Doobie Bros., 16 To 10 — Cheap Trick, 12 To 8 — N. Lowe, 11 To 7 — Commodores, 9 To 6 — Sniff 'N' Tears, 7 To 5 — R. Palmer, 6 To 3 — ELO, Ex To 30 — Mass Production, Ex To 29 — K.C. & Sunshine Band, Ex To 27 — Wings. ADDS: I Gomm, Foreigner, K. Rogers, Knack.

WRFC — ATHENS — GARY KIRK, MD
2-1 — Commodores: JUMPS: 27 To 24 — Journey, 26 To 23 — J. Stewart, 28 To 22 — K. C. & Sunshine
Band, 23 To 19 — Atianta Rhythm Section, 21 To 18 — Cheap Trick, 24 To 17 — Mass Production, 22 To
14 — M, 20 To 13 — D. Summer, 19 To 12 — H. Alpert, 14 To 10 — L. Goffin, 12 To 8 — N. Lowe, 10 To 7 —
Sniff 'N' Tear, 8 To 6 — R. Palmer, 9 To 5 — ELO, 6 To 3 — Little River Band, 4 To 2 — R. John, Ex To 30 —
Moon Martin, Ex To 29 — Knack, Ex To 26 — M. Jackson. ADDS: I. Gomm, Foreigner, Ashford & Simpson, E. Money, Kiss.

Z 93 — ATLANTA — DALE O'BRIEN, MD
1-1 — ELO. JUMPS: 27 To 24 — Moon Martin, 29 To 23 — Ashford & Simpson, 26 To 22 — G. Rafferty, 24
To 21 — L. Goffin, 20 To 17 — S. Mills, 17 To 11 — H. Aipert, 13 To 10 — N. Lowe, 15 To 9 — M. Jackson, 10 To 7 — Journey, 8 To 5 — R. Palmer. ADDS: 29 — Doobie Bros., Knack, I. Gomm.

WBBQ — AUGUSTA — BRUCE STEVENS, MD
6-1 — Commodores. JUMPS: 29 To 26 — Charlie, 30 To 25 — M. Johnson, 27 To 23 — Moon Martin, 28
To 22 — J. Stewart, 25 To 19 — Mass Production, 24 To 18 — M. Jackson, 22 To 17 — H. Alpert, 19 To 16
— B. Pointer, 14 To 11 — L. Goffin, 18 To 8 — K.C. & Sunshine Band, 8 To 5 — N. Lowe, Ex To 30 — K.
Rogers, Ex To 29 — Foreigner, Ex To 28 — J. Buffett. ADDS: 27 — Dooble Bros., D. Summer, Knack,

WKXX — BIRMINGHAM — STEVE DAVIS, MD

1-1 — Journey. JUMPS: 30 To 26 — L. Goffin, 28 To 25 — P. Travers, 29 To 24 — E. Money, 26 To 22 — Atlanta Rhythm Section, 27 To 21 — R. Milsap, 23 To 20 — Van Halen, 24 To 19 — Wings, 22 To 17 — Commodores, 17 To 12 — J. Warnes, 11 To 9 — Lobo, 12 To 8 — Doobie Bros., 9 To 7 — N. Lowe, 10 To 4 — M, Ex To 30 — L. Gomm, Ex To 29 — D. Summer, Ex To 28 — J. Stewart, Ex To 27 — J. Buffett. ADDS: Hotel, S. Quatro, Foreigner, K. Rogers.

WSGN — BIRMINGHAM — BEAU BRAXTON, MD
2-1 — Chic. JUMPS: 30 To 24 — H. Alpert, 28 To 22 — Sniff 'N' Tears, 26 To 21 — Wings, 24 To 20 — J. Warnes, 19 To 16 — G. Rafferty, 16 To 12 — S. Mills, 15 To 11 — Commodores, 14 To 10 — G.Q., 13 To 9 — Cars, 9 To 7 — B. Streisand, 12 To 6 — M, 8 To 5 — ELO, 11 To 4 — Journey, 4 To 2 — D. Warwick, Ex To 26 — K. Rogers, Ex To 31 — D. Sumrner, Ex To 30 — Knack, Ex To 32 — S. Quatro. ADDS: G. Benson, Commodores, Foreigner, M. Jackson.

WERC — BIRMINGHAM — MARK THOMPSON, MD

1-1 — Chic. JUMPS: 25 To 21 — H. Alpert, 23 To 19 — D. Summer, 18 To 14 — Commodores, 12 To 10 — M, 11 To 8 — Little River Band, 7 To 4 — D. Warwick, Ex To 25 — M. Macgregor, Ex To 24 — D. Ross, Ex To 23 — J. Stewart. ADDS: K. Rogers, M. Jackson, E. Money.

WQXQ-FM — DAYTONA BEACH — JOHN SCOTT, MD

10-1 — ELO. JUMPS: 40 To 33 — D. Edmunds, 39 To 32 — E. Money, 37 To 30 — Kansas, 36 To 29 — G.

Rafferty, 33 To 28 — Abba "Voulez Vous," 34 To 24 — D. Summer, 30 To 20 — Wings, 24 To 19 — B.

Boyer, 21 To 17 — Moon Martin, 20 To 16 — Doobie Bros., 18 To 14 — Night, 16 To 11 — Buckeye, 14 To 10 — Atlanta Rhythm Section, 13 To 8 — N. Lowe, 8 To 6 — R. Palmer, 6 To 4 — Cars, 5 To 3 — Journey, 4 To 2 — Sniff 'N' Tears, Ex To 37 — Foreigner, Ex To 36 — Ashford & Simpson, Ex To 35 — B. Thorpe, Ex To 34 — M. ADDS: 40 — Prism, J. Buffett, Pousette-Dart Band, Lobo, Wilson Bros.

WGSV — GUNTERSVILLE — TIM LOGAN, MD

1-1 — Lobo. JUMPS: 36 To 32 — Clout, 35 To 31 — B. Russell, 34 To 30 — J. Stewart, 33 To 29 — Kansas, 32 To 28 — I. Gomm, 31 To 26 — K.C. & Sunshine Band, 30 To 25 — J. Buffett, 27 To 24 — Climax Blues Band, 28 To 23 — C. Thompson, 26 To 22 — Buckeye, 25 To 21 — Wings, 24 To 20 — D. Summer, 23 To 19 — Atlanta Rhythm Section, 22 To 18 — J. Warnes, 20 To 17 — G. Rafferty, 16 To 13 — Sniff 'N' Tears, 18 To 12 — B. Pointer, 15 To 11 — M, 14 To 10 — N. Lowe, 12 To 8 — G.Q., 9 To 7 — D. Warwick, 10 To 2 — Commodores, Ex To 36 — R. Coolidge, Ex To 35 — M. Johnson, Ex To 34 — L. Goffin, Ex To 33 — S. Mills. ADDS: M. Jackson, Hotel, K. Rogers.

WAPE — JACKSONVILLE — PAUL SEBASTIAN, PD

1-1 — Knack (old). JUMPS: 30 To 27 — Moon Martin, 28 To 24 — M. Jackson, 27 To 23 — Doobie Bros., 29 To 22 — D. Summer, 26 To 21 — Atlanta Rhythm Section, 24 To 20 — N. Lowe, 22 To 18 — H. Alpert, 21 To 16 — Commodores, 19 To 15 — Sniff 'N' Tears, 20 To 14 — M, 18 To 13 — R. Palmer, 17 To 12 — ELO, 16 To 11 — Cheap Trick, 13 To 10 — Night, 15 To 9 — Supertramp, Ex To 30 — J. Buffett, Ex To 29 — G. Rafferty. ADDS: K. Rogers, Knack.

V97 — JACKSONVILLE — JEFF RYAN, MD

1-1 — R. John. JUMPS: 40 To 35 — E. Money, 39 To 32 — Knack, 36 To 31 — Lobo, 32 To 29 — P. Hernandez, 31 To 27 — Atlanta Rhythm Section, 33 To 26 — G. Rafferty, 30 To 24 — Cheap Trick, 24 To 21 — M. Johnson, 27 To 19 — Journey, 22 To 16 — Commodores, 20 To 15 — Little River Band, 19 To 14 — R. Palmer, 11 To 5 — D. Warwick, Ex To 39 — Kansas, Ex To 36 — J. Buffett, Ex To 34 — L. Goffin, Ex To 33 — Moon Martin. ADDS: 37 — Foreigner, 38 — Doobie Bros., 40 — M. Jackson, Cher, D. Summer, H. Alpert, Southside Johnny, S. Mills, Moily Hatchet.

WFOM — MARIETTA — MIKE DURRETT, PD

2-1 — Little River Band. JUMPS: 30 To 26 — J. Stewart, 28 To 24 — M. McGovern, 27 To 23 — Doobie Bros., 26 To 22 — D. Summer, 25 To 21 — G. Rafferty, 23 To 20 — D. Ross, 24 To 18 — L. Goffin, 21 To 16 — Cheap Trick, 20 To 15 — B. Pointer, 18 To 14 — Atlanta Rhythm Section, 17 To 13 — N. Lowe, 16 To 12 — M, 14 To 11 — Lobo, 10 To 8 — Sniff 'N' Tears, 11 To 7 — H. Alpert, 8 To 6 — M. Jackson, Ex To 30 — I. Gomm, Ex To 29 — Wings, Ex To 28 — M. Johnson. ADDS: K. Rogers, M. Macgregor, J.D. Souther, B. Russeil.

Y100 — MIAMI — ROBERT MUZZY, MD
1-1 — Knack (old). JUMPS: 36 To 32 — Niteflyte, 32 To 26 — D. Ross, 29 To 25 — C. Mayfield & L. Clifford, 28 To 24 — S. Cassidy, 26 To 23 — Ashford & Simpson, 31 To 22 — D. Summer, 30 To 21 — F. Joli, 25 To 20 — Cars, 23 To 18 — H. Alpert, 20 To 17 — Little River Band, 19 To 16 — D. Warwick, 16 To 8 — M. Jackson, 11 To 6 — B. Pointer, 7 To 4 — K.C. & Sunshine Band, 10 To 3 — R. John. ADDS: 28 — M. Kane, 34 — Atlanta Rhythm Section.

WHHY — MONTGOMERY — RICH THOMAS, MD

10-1 — Commodores. 28 To 25 — R. Milsap, 27 To 23 — J. Stewart, 29 To 22 — Wings, 26 To 21 — G. Rafferty, 25 To 20 — Moon Martin, 22 To 19 — Atlanta Rhythm Section, 24 To 16 — D. Summer, 23 To 15 — H. Alpert, 20 To 14 — Journey, 16 To 12 — Doobie Bros., 17 To 9 — M, 12 To 8 — N. Lowe, 8 To 5 — R. Palmer, 9 To 4 — Sniff 'N' Tears, Ex To 30 — Bama, Ex To 28 — J. Warnes, Ex To 24 — Mass Production. ADDS: Foreigner, S. Quatro, I. Gomm, K. Rogers, M. Macgregor.

WPGC — WAHSINGTON — JIM ELLIOT, MD

1-1 — Knack (old), JUMPS: 28 To 25 — Night, 27 To 23 — E. Rabbitt, 24 To 14 — M. Jackson, 15 To 10 — H. Alpert, 11 To 9 — R. Palmer, 17 To 5 — Commodores, 6 To 4 — Little River Band, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Foreigner, Ex To 28 — D. Summer. ADDS: Knack, A. Murray, Journey.

WLAC — NASHVILLE — RICK HARRIS, PD
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 35 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 25 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 25 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 25 To 28 — Journey, 30 To 27 — Night, 31 To 26 — H. Alpert, 29 To 24 — Sniff 'N'
2-1 — R. John, JUMPS: 25 To 28 — John Jump

WWKS — NASHVILLE — STEVE DENTON, MD

3-1 — R. John, JUMPS: 29 To 25 — Moon Martin, 30 To 24 — M. Jackson, 28 To 22 — Journey, 26 To 21 — Cheap Trick, 23 To 20 — G. Rafferty, 25 To 18 — B. Pointer, 21 To 17 — H. Alpert, 20 To 16 — Atlanta Rhythm Section, 16 To 12 — Sniff 'N' Tears, 17 To 11 — M, 14 To 10 — N., Lowe, 13 To 7 — R. Palmer, 7 To 3 — Commodores, 4 To 2 — Little River Band, Ex To 30 — Wings, Ex To 29 — P. Travers, Ex To 28 — D. Summer, Ex To 27 — Mass Production, Ex To 23 — K.C. & Sunshine Band, ADDS: L. Woods, J. Buffett, Knack, J. Warnes.

BJ 105 — ORLANDO — TERRY LONG, MD

1-1 — Knack (old). JUMPS: 40 To 32 — D. Edmunds, 39 To 31 — E. Money, 38 To 30 — Knack, 32 To 28 — M. Jackson, 31 To 27 — H. Brood, 30 To 24 — J. Buffett, 27 To 22 — P. Hernandez, 25 To 21 — N. Lowe, 24 To 20 — R. Palmer, 23 To 19 — Commodores, 22 To 18 — M. Johnson, 21 To 16 — B. Boyer, 20 To 13 — ELO, 18 To 12 — D. Warwick, 15 To 11 — Supertramp, 11 To 9 — Little River Band, 9 To 7 — R. John, 8 To 6 — Sniff 'N' Tears, 10 To 4 — M, 5 To 3 — Earth, Wind & Fire, 4 To 2 — Chic, Ex To 40 — Moon Martin. ADDS: 36 — Foreigner, 37 — Doobie Bros., 38 — S. Mills, 39 — H. Alpert.

WKIX — RALEIGH — RON McKAY, MD
3-1 — R. John. JUMPS: 27 To 24 — M. Macgregor, 26 To 19 — M, 24 To 17 — M. Jackson, 20 To 16 — B. Pointer, 17 To 11 — G.O., 16 To 9 — ELO, 10 To 8 — Supertramp, 13 To 7 — Commodores, 8 To 5 — Little River Band, Ex To 27 — Lobo. ADDS: P. Hernandez, D. Ross, N. Lowe, Ashford & Simpson. Doobie Bros., J. Buffett, M. Johnson.

REGIONAL PROGRAMMING GUIDE

/RVQ — RICHMOND — BILL THOMAS, PD -1 — R. Palmer. JUMPS: 28 To 25 — Moon Martin, 30 To 23 — Wings, 26 To 21 — H. Alpert, 27 To 20 - J. Stewart, 24 To 18 — N. Lowe, 23 To 14 — Sniff 'N' Tears, 20 To 12 — J. Warnes, 14 To 7 — D. Sum-ner, 7 To 3 — Little River Band, Ex To 30 — S. Quatro, Ex To 28 — Knack, Ex To 26 — M. Jackson.

WSGA — SAVANNAH — JIM LEWIS, MD

1-1 — M. Jackson. JUMPS: 27 To 24 — Journey, 26 To 23 — Moon Martin, 24 To 21 — D. Summer, 21 To 18 — Sniff 'N' Tears, 20 To 17 — H. Alpert, 19 To 14 — P. Hernandez, 17 To 13 — Mass Production, 12 To 8 — B. Pointer, 7 To 5 — Commodores, 6 To 4 — D. Warwick, 4 To 2 — M. ADDS: 32 — Foreigner.

WSEZ — WINSTON/SALEM — DUTCH BERRY, PD/MD
1-1 — ELO. JUMPS: 37 To 33 — Addrisi Bros., 38 To 30 — J. Warnes, 37 To 29 — Atlanta Rhythm Seciton, 31 To 25 — Journey, 30 To 23 — M. Jackson, 25 To 19 — Moon Martin, 21 To 18 — Lobo, 18 To 14 — H. Alpert, 12 To 8 — Sniff 'N' Tears, 10 To 7 — R. Palmer, 16 To 6 — M, 4 To 2 — D. Warwick, Ex To 36 — Wings, Ex To 34 — L. Goffin, Ex To 31 — D. Summer, ADDS: M. Johnson, Foreigner, S. Mills, J. Puffort.

SOUTHWEST

297 — DALLAS — GARY MACK, PD/MD
2-1 — Kansas. JUMPS: 22 To 18 — Cheap Trick, 21 To 17 — Earth, Wind & Fire, 24 To 14 — R. Paimer, 16 To 9 — Little River Band, 10 To 8 — Supertramp, 9 To 7 — Van Halen, 8 To 6 — Blondie, 11 To 4 — Cars. ADDS: 21 — M. Nightingale, 22 — Journey, 24 — Night, 25 — Dooble Bros.

KVIL — DALLAS — MIKE REY, MD
1-1 — Chic. JUMPS: 23 To 19 — Commodores, 20 To 17 — B. Pointer, 19 To 16 — P. Hernandez, 12 To 10 — D. Warwick, 11 To 9 — E. Rabbitt, 6 To 2 — Earth Wind & Fire, 5 To 3 — M. Nightingaie. ADDS: 24 — N. Lowe, 25 — H. Alpert, Sniff 'N' Tears

LIF — DALLAS — HARHY NELSON; MU-1—1—C. Daniels Band. JUMPS: 30 To 27 — Journey, 29 To 26 — G. Rafferty, 28 To 23 — Atlantic Rhythm ection, 26 To 22 — Sniff 'N' Tears, 25 To 21 — M. McGovern, 21 To 18 — Commodores, 23 To 19 — B. ointer, 20 To 16 — G. Q., 17 To 13 — Supertramp, 15 To 11 — Little River Band, 13 To 10 — R. John, 12 o 8 — Earth, Wind & Fire, 9 To 5 — D. Warwick, 10 To 3 — M. Nightingale, Ex To 29 — J. Warnes, Ex To 9 — Doobie Bros. ADDS: 30 — Wings, J. Stewart, Lobo, D. Summer

KRBE — HOUSTON — CLAY GISH, PD/MD
3-1 — R. John. JUMPS: 28 To 24 — Moon Martin, 26 To 23 — Cars, 25 To 20 — G. Rafferty, 17 To 14 – Lowe, 12 To 9 — Earth, Wind & Fire, 11 To 8 — Little River Band, 7 To 5 — P. Hernandez, 8 To 4 — Comodores, Ex — 30 — Foreigner. ADDS: 26 — Ashford & Simpson, 29 — Atlanta Rhythm Section

KILT — HOUSTON — BILL YOUNG, PD
1-1 — Knack (old), JUMPS: 39 To 27 — E. Habbitt, 31 To 22 — M, 35 To 20 — M. Jackson, 21 To 16 — D.
Ross, 15 To 10 — ELO, 17 To 9 — H. Alpert, 9 To 4 — Commodores, Ex To 36 — Ashford & Simpson, Ex To 35 — B. Thorpe, ADDS: 38 — D. Summer, 39 — Sniff 'N' Tears, J.D. Scuther, J. Warnes, Doobie Bros.

KAAY — LITTLE ROCK — JACK RANDALL, PD

1-1 — Earth, Wind & Fire, JUMPS: 24 To 19 — R. Palmer, 21 To 18 — M. Macgregor, 23 To 17 — Sniff'N'

Tears, 25 To 16 — Journey, 20 To 15 — Doobie Bros., 17 To 14 — ELO, 16 To 13 — J. Warnes, 12 To 9 —

E. Rabbitt, 10 To 8 — Commodores, Ex To 21 — M. ADDS: 24 — H. Alpert, 23 — N. Lowe, 25 — B. Pointer, S. Dahl, K. Rogers

 $\label{eq:wtished} \begin{array}{l} \textbf{WTIX} - \textbf{NEW ORLEANS} - \textbf{TERRY YOUNG, MD} \\ \textbf{4-1} - \textbf{M. Jackson. JUMPS: } 40 \ \text{To } 35 - \textbf{G. Rafferty, } 39 \ \text{To } 33 - \textbf{M. } 36 \ \text{To } 31 - \textbf{B. Thorpe, } 30 \ \text{To } 27 - \textbf{Cheap Trick, } 29 \ \text{To } 26 - \textbf{H. Alpert, } 28 \ \text{To } 25 - \textbf{S. Mills, } 27 \ \text{To } 24 - \textbf{Addrisi Bros., } 31 \ \text{To } 22 - \textbf{Commodores, } 26 \ \text{To } 21 - \textbf{Sniff 'N' Tears, } 22 \ \text{To } 13 - \textbf{N. Lowe, } 13 \ \text{To } 10 - \textbf{B. Pointer, } 24 \ \text{To } 9 - \textbf{K.C. & Sunshine Bnad, } 23 \ \text{To } 8 - \textbf{Journey, } 14 \ \text{To } 7 - \textbf{P. Hernandez, } 10 \ \text{To } 4 - \textbf{Mass Production, } \text{Ex To } 39 - \textbf{M. } \\ \textbf{Macgregor, Ex To } 38 - \textbf{D. Summer, } \text{Ex To } 37 - \textbf{D. Edmunds, } \text{Ex To } 36 - \textbf{J. Warnes, } \text{Ex To } 30 - \textbf{Knack. } \\ \textbf{ADDS: } 40 - \textbf{Lobo, L. Goffin, Moon Martin, Blue Oyster Cult, Kiss, M. Johnson, Foreigner.} \\ \end{array}$

WNOE — NEW ORLEANS — WAYNE WATKINS, MD
4-1 — M. Jackson. JUMPS: 39 To 34 — Ashford & Simpson, 38 To 32 — Doobie Bros., 37 To 31 — Buckeye, 36 To 30 — H. Alpert, 32 To 29 — Addrisi Bros., 34 To 28 — G. Rafferty, 33 To 27 — Atlantic Rhythm Section, 31 To 26 — Cheap Trick, 30 To 25 — Lobo, 28 To 23 — Commodores, 25 To 20 — P. Hernandez, 29 To 16 — Journey, 24 To 15 — K.C. & Sunshine Band, 18 To 10 — Mass Production, 16 To 9 — N. Lowe, Ex To 46 — Crusaders, Ex To 39 — J. Warnes, Ex To 38 — M. McGovern, Ex To 36 — H. Brood, Ex To 35 — I. Gomm, Ex To 33 — M. ADDS: Knack, Toby Beau, D. Edmunds, New England, Foreigner, K. Rogers, B. Russell, Charlie

WKY — OKLAHOMA CITY — DAN LUCAS, MD
1-1 — D. Warwick, JUMPS: 30 To 22 — Atlanta Rhythm Section, 27 To 20 — J. Stewart, 23 To 19 — D. Peek, 22 To 18 — Doobie Bros., 15 To 12 — C. Thompson, 16 To 11 — M. Johnson, 12 To 10 — M. Macgregor, 8 To 4 — Lobo, 5 To 2 — Little River Band, Ex To 30 — D. Gray, Ex To 29 — C. Simon, Ex To 28 — G. Rafferty. ADDS: K. Rogers, O. Newton-John, B. Pointer

KSLQ — ST. LOUIS — PHIL IRONS, MD 2-1 — Journey. JUMPS: 33 To 29 — Knack, 32 To 28 — REO Speedwagon, 29 To 26 — Moon Martin, 31 To 25 — H. Alpert, 27 To 24 — Wings, 26 To 23 — B. Pointer, 24 To 21 — Atlanta Rhythm Section, 23 To 20 — G. Rafferty, 18 To 15 — B. Russell, 17 To 14 — M. Jackson, 12 To 9 — G. Q., 21 To 8 — D. Warwick, 13 To 6 — Commodores, 11 To 5 — Night, 5 To 2 — R. John. ADDS: 36 — D. Summer, 37 — L. Woods

KEEL — SHREVEPORT — MARTY JOHNSON, MD 2-1 — Knack (old). JUMPS: 29 To 25 — Sniff 'N' Tears, 30 To 24 — G. Rafferty, 26 To 22 — Triumph, 28 To 23 — M, 24 To 20 — H. Brood, 27 To 19 — Night, 23 To 18 — P. Hernandez, 20 To 15 — M. Jackson, 18 To 13 — Journey, 13 To 10 — Little River Band, 15 To 9 — B. Pointer, 12 To 7 — Commodores, 9 To 4 — D. Warwick, Ex To 28 — Atlanta Rhythm Section, Ex To 26 — H. Alpert. ADDS: 27 — N. Lowe, 30 — Dooble Bros., D. Ross

KELI — TULSA — RAY LIVINGSTON, PD

1-1 — R. John. JUMPS: 29 To 25 — H. Alpert, 28 To 24 — Atlanta Rhythm Section, 25 To 22 — B. Pointer, 24 To 21 — G. Rafferty, 23 To 19 — M, 22 To 18 — G.Q., 21 To 14 — N. Lowe, 18 To 11 — Snift 'N' Tears, 13 To 7 — R. Palmer, 9 To 6 — ELO, 7 To 5 — D. Warwick, 6 To 2 — Little River Band. ADDS: Cheap Trick, J. Stewart, Moon Martin, S. Mills

MIDWEST

WCUE — AKRON — CRAIG JOHNS, PD
1-1 — Knack (old), JUMPS: 39 To 35 — Lobo, 38 To 34 — D. Summer, 39 To 33 — Ashford & Simpson, 36 To 31 — Journey, 37 To 30 — Atlanta Rhythm Section, 32 To 28 — H. Alpert, 27 To 24 — M. McGovern, 23 To 19 — G.Q., 21 To 18 — Sniff 'N' Tears, 15 To 12 — R. Palmer, 11 To 9 — P. Hernandez, 12 To 8 — D. Warwick, ADDS: 39 — S. Mills, 38 — G. Rafferty, 40 — Dooble Bros.

WLS — CHICAGO — ALAN BURNS, MD 1-1 — Knack (old), JUMPS: 29 To 22 — Little River Band, 23 To 19 — Night, 22 To 17 — D. Warwick, 18 To 14 — M. Nightingale, 15 To 10 — ELO, 11 To 6 — R. John, 5 To 3 — C. Daniels Band.

Q102 — CINCINNATI — PAT O'BRIEN, MD
2-1 — R. John. JUMPS: 26 To 22 — Knack, 25 To 20 — Atlanta Rhythm Section, 24 To 19 — N. Lowe, 22
To 18 — G. Rafferty, 19 To 15 — Commodores, 16 To 12 — Sniff 'N' Tears, 13 To 10 — R. Palmer, 11 To 9
— Night, 9 To 7 — D. Warwick, 8 To 6 — Little River Band, 7 To 5 — ELO, 6 To 3 — Cars, 4 To 2 —
Supertramp. ADDS: 26 — B. Pointer, 27 — Lobo, 28 — D. Summer, 29 — J. Stewart.

WGCL — CLEVELAND — DAVE COLLINS, MD 2-1 — C. Daniels Band, JUMPS: 28 To 20 — Kiss, 24 To 19 — Crusaders, 19 To 15 — M. McGovern, 20 To 13 — Journey, 18 To 12 — R. Palmer, 13 To 9 — M, 9 To 3 — Earth, Wind & Fire, Ex To 26 — Atlanta Rhythm Section. ADDS: 22 — Commodores, 29 — B. Pointer, 30 — Kansas, Records, K.C. & Sunshine Band, N. Lowe.

P — CLEVELAND --- CLEVELAND REYNOLDS, MD -- Little River Band, JUMPS: 27 To 22 — M, 22 To 19 — B. Boyer, 23 To 18 -- Commodores, 21 To 13

— Triumch, 11 To 5 — D. Warwick, 6 To 4 — Earth, Wind & Fire, 5 To 3 — ELO, Ex To 35 — Atlan Rhythm Section, Ex To 20 — Cheap Trick, ADDS: G. Rafferty, Kiss, M. Jackson, B. Dylan.

92X — COLUMBUS — MIKE PERKINS, MD
1-1 — Knack (cld). JUMPS: 40 To 35 — Foreigner, 37 To 33 — Atlanta Rhythm Section, 39 To 32 — Knack, 32 To 29 — Triumph, 31 To 25 — Cheap Trick, 30 To 23 — M. McGovern, 38 To 22 — M. Jackson, 22 To 16 — Commodores, 23 To 14 — D. Ross, 19 To 13 — G.Q., 12 To 9 — Cars, 10 To 5 — Journey, 7 To 2 — D. Warwick, ADDS: 36 — H. Alpert, 37 — Doobie Bros., 38 — Moon Martin, 39 — J. Warnes, 40 — Bustone

CKLW — DETROIT — ROSALIE TROMBLEY, MD

1-1 — Knack (old). JUMPS: 30 To 25 — N. Lowe, 26 To 19 — D. Summer (B. Side), 25 To 18 — G.Q., 20
To 16 — Lobo, 16 To 13 — R. Palmer, 18 To 11 — P. Hernandez, 19 To 9 — Crusaders, 10 To 8 — M. Nightingale, 9 To 6 — ELO, Ex To 30 — I. Gomm, Ex To 29 — Journey. ADDS: C. Thompson, K. Rogers.

WDBQ — DUBUQUE — CHUCK BAILEY, PD/MD
2-1 — Knack. JUMPS: 30 To 26 — G.Q., 26 To 20 — R. Palmer, 22 To 17 — Night, 19 To 16 — Earth, Wind & Fire, 24 To 15 — D. Warwick, 16 To 12 — Supertramp, 12 To 10 — Cars, 15 To 8 — ELO, 10 To 7 — Little River Band, 5 To 2 — P. Hernandez, Ex To 30 — Journey, Ex To 29 — M. Macgregor, Ex To 28 — M. ADDS: N. Lowe, Commodores, G. Rafferty, H. Alpert, M. Johnson.

KFMD — DUBUQUE — STEVE SESTERHENN, MD 2-1 — R. John, JUMPS: 25 To 20 — Journey, 24 To 19 — B. Pointer, 21 To 17 — N. Lowe, 20 To 16 — H. Alpert, 19 To 15 — Sniff 'N' Tears, 17 To 14 — M, 18 To 12 — Commodores, 14 To 9 — D. Warwick, 10 To 8 — Earth, Wind & Fire, 8 To 5 - ELO, 6 To 3 — Supertramp, 4 To 2 — Little River Band, Ex To 25 — Atlanta Rhythm Section, Ex To 24 — Lobo, Ex To 22 — G. Rafferty. ADDS: 23 — D. Summer, Wings, S. Mills, I. Gomm, M. Jackson.

WNDE — INDIANAPOLIS — BILL GARCIA, PD

1-1 — Earth, Wind & Fire. JUMPS: 29 To 26 — H. Brood, 28 To 25 — Moon Martin, 25 To 22 — G. Rafferty, 26 To 21 — D. Summer, 27 To 20 — Journey, 24 To 19 — Atlanta Rhythm Section, 19 To 14 — N. Lowe, 18 To 13 — Commodores, 15 To 9 — Doobie Bros., 13 To 8 — Sniff 'N' Tears, 12 To 7 — D. Warwick, 7 To 5 — Little River Band, Ex To 30 — Knack, Ex To 29 — Wings, Ex To 27 — M. Jackson. ADDS: J. Stewart, B. Pointer, H. Alpert.

KBEQ — KANSAS CITY — MARSHA LERENBERG, MD 9-1 — Little River Band, JUMPS: 32 To 29 — B. Russell, 30 To 26 — Dooble Bros., 27 To 20 — H. Alpert, 21 To 17 — N. Lowe, 18 To 14 — Sniff 'N' Tears, 24 To 13 — Journey, 19 To 12 — Commodores, Ex To 39 — G. Rafferty, Ex To 38 — Atlanta Rhythm Section, Ex To 32 — D. Summer, Ex To 25 — J. Warnes. ADDS: K. Rogers, B. Dylan.

WHB — KANSAS CITY — AL CASEY, PD
1-1 — Little River Band. JUMPS: 29 To 23 — K. Rogers, 27 To 22 — M. Macgregor, 24 To 21 — C. Thompson, 25 To 20 — Atlanta Rhythm Section, 23 To 18 — Lobo, 20 To 14 — J. Warnes, 18 To 12 — H. Alpert, 19 To 9 — Commodores, 10 To 5 — D. Warwick. ADDS: 25 — D. Summer, 26 — H. Brood.

WAKY — LOUISVILLE — MIKE McVAY, PD

1-1 — Knack (oid), JUMPS: 27 To 22 — Dooble Bros., 26 To 21 — H/Alpert, 24 To 18 — M. Jackson, 20

To 15 — G. Rafferty, 17 To 13 — Sniff 'N' Tears, 19 To 12 — G.Q., 14 To 11 — Night, 13 To 10 — Spyro Gyra, 8 To 6 — R. John, 9 To 7 — D. Warwick, 11 To 9 — T. Pendergrass, 4 To 2 — ELO, Ex To 28 — B. Russell. ADDS: 27 — J. Warnes, 29 — D. Summer, 30 — K. Rogers.

WISM --- MADISON -- JON LITTLE, PD

1-1 — Knack (old). JUMPS: 30 To 27 — Rockets, 29 To 25 — E. Money, 26 To 23 — Atlanta Rhythm Section, 27 To 22 — Wings, 25 To 21 — N. Lowe, 23 To 20 — Supertramp, 22 To 18 — Commodores, 20 To 16 — Sniff 'N' Tears, 18 To 15 — Journey, 19 To 13 — Night, 15 To 12 — D. Warwick, 17 To 10 — Cheap Trick, 13 To 9 — R. Palmer, 10 To 7 — M, 8 To 5 — Little River Band, 5 To 3 — R. John, Ex To 30 — Doobie Bros., Ex To 29 — B. Pointer, Ex To 28 — H. Alpert. ADDS: M. Jackson, Foreigner, J.D. Souther, B. Dylan.

KRIB — MASON CITY — BOB SCOTT, PD
2-1 — R. John. JUMPS: 30 To 25 — D. Summer, 29 To 24 — Moon Martin, 27 To 23 — M, 28 To 22 — Atlanta Rhythm Section, 26 To 19 — Doobie Bros., 24 To 18 — N. Lowe, 25 To 17 — Cheap Trick, 20 To 16 — G. Rafferty, 18 To 13 — Commodores, 13 To 10 — Lobo, 12 To 8 — B. Pointer, 10 To 7 — R. Palmer, 9 To 6 — D. Warwick, 5 To 3 — Little River Band, 4 To 2 — ELO, Ex To 30 — Wings, Ex To 29 — J. Stewart, Ex To 28 — H. Alpert, Ex To 27 — J. Warnes, Ex To 26 — Journey. ADDS: I. Gomm, M. Johnson, M. Macgregor, K. Rogers, Knack, Foreigner.

WZUU — MILWAUKEE — CHRIS CURTIS, PD/MD 2-1 — Cars, JUMPS: 22 To 11 — Earth, Wind & Fire, 13 To 10 — R. Palmer. ADDS: K. Rogers, G.Q., Knack, Kiss, Moon Martin, H. Alpert.

WOKY -- MILWAUKEE - JIM BROWN, PD
4-1 -- R. John, JUMPS: 35 To 30 -- D. Summer, 34 To 29 -- Atlanta Rhythm Section, 32 To 28 -- Moon Martin, 28 To 25 -- D. Ross, 29 To 24 -- N. Lowe, 31 To 23 -- H. Alpert, 25 To 22 -- G. Rafferty, 24 To 21 -- B. Russell, 30 To 19 -- M. Johnson, 23 To 18 -- Crusaders, 21 To 17 -- Dooble Bros., 18 To 15 -- Night, 14 To 11 -- Spyro Gyra, 20 To 10 -- M. McGovern, 12 To 9 -- R. Palmer, 10 To 7 -- Sniff 'N' Tears, 6 To 4 -- Commodores, Ex To 32 -- I. Gomm, Ex To 31 -- Ashford & Simpson, Ex To 27 -- K. Rogers. ADDS: 34 -- Knack, 35 -- E. Money, K.C. & Sunshine Band.

KDWB — MINNEAPOLIS — DAVE THOMSON, PD
1-1 — Knack (old). JUMPS: 30 To 24 — Atlanta Rhythm Section, 28 To 22 — Wings, 24 To 21 — A. Garfunkel, 22 To 19 — Doobie Bros., 20 To 17 — Triumph, 23 To 13 — Commodores, 15 To 12 — Sniff 'N' Tears, 14 To 11 — Blackfoot, 12 To 9 — R. Palmer, 13 To 8 — E. Rabbitt, 7 To 5 — Little River Band, 6 To 4 — R. John, 5 To 3 — Earth, Wind & Fire. ADDS: 30 — Foreigner.

KSTP — MINNEAPOLIS — DON MICHAELS, MD

1-1 — Earth, Wind & Fire. JUMPS: 30 To 25 — R. Coolidge, 28 To 20 — Supertramp, 24 To 18 — Toby Beau, 20 To 16 — Commodores, 18 To 15 — C. Thompson, 17 To 13 — M. Macgregor, 16 To 12 — M. Johnson, 13 To 9 — Lobo, 11 To 7 — M. McGovern, 8 To 5 — H. Alpert, 6 To 2 — Little River Band, Ex To 30 — B. Pointer, Ex To 29 — A. Garfunkel, Ex To 26 — G. Rafferty. ADDS: B. Mandrell, Wings, K. Rogers.

WOW — OMAHA — ERIK FOXX, PD/MD

1-1 — Knack (old). JUMPS: 29 To 26 — B. Pointer, 23 To 20 — Sniff 'N' Tears, 12 To 10 — N. Lowe, 11 To 7 — Supertramp, 8 To 6 — R. John, 9 To 5 — R. Palmer, Ex To 25 — P. Hernandez, ADDS: 21 — M. Johnson, 29 — Knack, 30 — K. Rogers, L. Goffin, H. Alpert.

WSPT — STEVENS POINT — PAT MARTIN, PD/MD

1-1 — R. John. JUMPS: 29 To 25 — K.C. & Sunshine Band, 27 To 23 — B. Pointer, 30 To 22 — I. Gomm, 26 To 20 — Moon Martin, 23 To 19 — M. Johnson, 24 To 18 — H. Alpert, 21 To 17 — P. Hernandez, 20 To 15 — Atlanta Rnythm Section, 19 To 12 — N. Lowe, 17 To 10 — Commodores, 12 To 9 — D. Warvick, 9 To 7 — Sniff 'N' Tears, 14 To 6 — M, 10 To 5 — Cheap Trick, 5 To 3 — Journey, Ex To 30 — J. Cougar, Ex To 29 — Kansas, Ex To 28 — D. Summer, Ex To 27 — Knack, Ex To 24 — C. Thompson. ADDS: D. Edmunds, K. Rogers, J. Warnes, Wings, Foreigner.

KLEO — WICHITA — BOB McKAY, PD 2-1 — Little River Band. JUMPS: 26 To 20 — Moon Martin, 25 To 18 — Wings, 22 To 17 — M. Johnson, 28 To 15 — H. Alpert, 17 To 13 — Doobie Bros., 19 To 12 — D. Summer, 30 To 22 — L. Goffin, 13 To 9 — M. McGovern, 8 To 6 — R. Palmer, 5 To 3 — D. Warwick, 4 To 2 — Commodores, Ex To 30 — Kansas, Ex To 27 — D. Gray, Ex To 24 — B. Dylan, Ex To 19 — Lobo. ADDS: J. Spencer, I. Gomm, Knack, J.D. Souther, R. Coolidge.

RKE — ALBUQUERQUE — DEBBIE HUGHES, MD

1.— Little River Band. JUMPS: 39 To 34 — Journey, 34 To 30 — Heart, 30 To 26 — B. Pointer, 21 To 17

Sniff 'N' Tears, 22 To 16 — Commodores, 16 To 13 — M, 12 To 9 — Lobo, 14 To 8 — R. Palmer, 8 To 3

ELO. ADDS: 36 — Doobie Bros., Cheap Trick, K. Rogers, Moon Martin, S. Mills.

KERN — BAKERSFIELD — KRIS MITCHELL, MD 1-1 — R. John, JUMPS: 29 To 26 — Addrisi Bros., 27 To 24 — Doobie Bros., 26 To 23 — B. Pointer, 25 To

ANALYSIS

REGIONAL ACTION

- Most Added 1. YOU DECORATED MY LIFE Kenny Rogers United Artists
- Most Active 1.
- YOU DECORATED MY LIFE Kenny Rogers United:
 LOVIN', TOUCHIN', SQUEEZIN' Journey Columbia
 GOOD GIRLS DON'T Knack Capitol
 DIRTY WHITE BOY Foreigner Atlantic
 SAIL ON Commodores Motown
 LONESOME LOSER LITTLE River Band Capitol
 SPOOKY Atlanta Rhythm Section BGO/Polydor
 POP MUZIK M— Sire/Warner Bros.

SOUTHE AST

- Most Added 1. YOU DECORATED MY LIFE Kenny Rogers United Artists
 2. DIRTY WHITE BOY Foreigner Atlantic
 3. GOOD GIRLS DON'T Knack Capitoi
 4. DEPENDIN' ON YOU Doobie Bros. Warner Bros.

 Most Active 1. POP MUZIK M Sire/Warner Bros.
 2. RISE Herb Alpert A&M
 3. CRUEL TO BE KIND Nick Lowe Columbia
 4. DRIVER'S SEAT Sniff 'N' The Tears Atlantic

- Most Added 1. DEPENDIN' ON YOU Doobie Bros. Warner Bros.

 2. DIM ALL THE LIGHTS Donna Summer Casablanca

 3. YOU DECORATED MY LIFE Kenny Rogers United Artists

 4. CRUEL TO BE KIND Nick Lowe Columbia
- Most Active 1.
- 1. SAIL ON Commodores Motown
 2. GET IT RIGHT NEXT TIME Gerry Rafferty United Artists
 3. I'LL NEVER LOVE THIS WAY AGAIN Dionne Warwick Arista
 4. SPOOKY Atlanta Rhythm Section BGO/Polydor

- Most Added 1. YOU DECORATED MY LIFE Kenny Rogers United Artists
 2. GOOD GIRLS DON'T Knack Capitol
 3. RISE HERB ALPERT A&M
 4. DIM ALL THE LIGHTS Donna Summer Casablanca
 Most Active 1. I'LL NEVER LOVE THIS WAY AGAIN Dionne Warwick Arista
 2. SAIL ON Commodores Motown
 3. SPOOKY Atlanta Rhythm Section BGO/Polydor
 4. LONESOME LOSER Little River Band Capitol

- Most Added 1. YOU DECORATED MY LIFE -- Kenny Rogers United Artists
- Most Active 1.
- YOU DECORATED MY LIFE Kenny Rogers United Artists
 I KNOW A HEARTACHE Jennifer Warnes Arista
 GOOD GIRLS DON'T Knack Capitol
 YOU'RE ONLY LONELY J.D. Souther Columbia
 SAIL ON Commodores Motown
 I'LL NEVER LOVE THIS WAY AGAIN Dionne Warwick Arista
 RISE Herb Alpert A&M
 POP MUZIK M Sire/Warner Bros.

 - RADIO ACTIVE SINGLES

ROLENE — MOON MARTIN — CAPITOL WCAO, KTAC, WTIX, 92X, WAXY, WZUU, KRKE, KELI, KROY, WTRY.

- COMMODORES -- MOTOWN SAIL ON -

SAIL ON — COMMODORES — MOTOWN
WCAO 13-10, WSGA 7-5, Q102 19-15, WZZP 23-18, WFIL 19-16, WAPE 21-16, KOFM 26-19, WNDE 28-23, WTIC-FM 25-18, WSGN 15-11, WKXX 22-17, KBEQ 19-12, KVIL 23-19, WTIX 31-22, KPAM 17-9, KGW 22-18, KJRB 16-12, KREM 11-8, KTAC 30-24, KING 18-12, KFI 17-9, F105 27-23, WIFI 25-18, WBBF 7-1, KEEL 12-7, 92X 22-16, WNDE 18-13, KLEO 4-2, KRBE 8-4, KJR 13-7, WERC 18-14, WBBQ 6-1, WPRO-FM 15-9, WHB 19-9, KSTP 20-16, WISM 22-18, WKTQ 13-8, KSLQ 13-6, KLIF 21-18, WPEZ 23-19, WRKO 24-21, B100 Ex-26, KRTH 16-12, KHJ 20-16, KFRC Ex-30, KILT 9-4, KIMN 18-5, WOKY 6-4, KDWB 23-13

I'LL NEVER LOVE THIS WAY AGAIN — DIONNE WARWICK — ARISTA WSGA 6-4, Q102 9-7, WAKY 9-7, WZZP 11-5, 96KX 20-13, KOFM 12-8, Q105 14-9, WTIC-FM 8-6, WSGN 4-2, BJ105 18-12, KVIL 12-10, KPAM 8-3, KGW 9-6, KJRB 12-10, KREM 8-5, KERN 13-10, KFI 22-19, KCPX 20-15, WIFI 19-13, KEEL 9-4, 92X 7-2, WNDE 12-7, KLEO 5-3, KJR 20-16, WERC 7-4, WPRO-FM 7-5, WHB 10-5, WISM 15-12, KLIF 9-5, KSLQ 21-8, WABC 15-9, WRKO 18-14, KRTH 4-2, KHJ 10-8, KFRC 16-13, Y100 19-16, WAXY 6-2, WGCL 13-9, WLS 22-17, KIMN 4-2

LONESOME LOSER — LITTLE RIVER BAND — CAPITOL
Z97 16-9, WRVQ 7-3, Q102 8-6, WKY 5-2, WFIL 16-13, KOFM 6-4, Q105 9-3, WTIC-FM
5-3, BJ105 11-9, KPAM 5-2, KGW 7-4, KJRB 10-6, KREM 10-7, KTAC 14-9, KCPX 4-2,
WIFI 17-7, KBEQ 9-1, WZZP 3-1, WOW 5-3, 96KX 6-1, KEEL 13-10, WNDE 7-5, KRBE
11-8, WKBW 13-9, WERC 11-8, WAYS 6-3, WPRO-FM 8-6, KSTP 6-2, WISM 8-5,
WKTQ 20-12, WPGC 6-4, KVIL 15-11, WABC 18-12, WXLO 14-10, KFRC 10-8, Y100
20-17, WAXY 10-7, WLS 29-22, KDWB 7-5

RISE — HERB ALPERT — A&M
WRVQ 26-21, WSGA 20-17, WAKY 26-21, WAPE 22-18, WNDE 36-30, WSGN 30-24, KBEQ 27-20, WTIX 29-26, KJRB 26-21, KREM 22-19, KTAC Ex-29, KING 14-11, KERN Ex-30, KFI 18-10, KCPX 27-22, WIFI Ex-23, WBBF 17-9, KEEL Ex-26, KLOE 28-15, KJR Ex-23, WERC 25-21, WBBQ 22-17 Z93 17-11, WHB 18-12, KSTP 8-5, WISM Ex-28, WPGC 15-10, KSLQ 31-25, WRKO Ex-24, WXLO 6-4, B100 27-22, KRTH 11-7, KHJ 14-9, KFRC 29-23, KILT 17-9, Y100 23-18, WAXY 27-20, KIMN 28-20, WOKY 31-23

SPOOKY — ATLANTA RHYTHM SECTION — BGO/POLYDOR
Q102 25-20, WZZP Ex-35, WKY 30-22, 96KX 16-11, WFIL Ex-20, WAPE 26-21, KOFM 29-25, WNDE 33-27, WTIC-FM 26-23, WKXX 26-22, KBEQ Ex-38, KJRB 27-21, KREM 26-20, KING 25-21, KERN 25-21,KFI Ex-30, KCPX 22-18, F105 Ex-8, KEEL Ex-28, 92X 37-33, WNDE 24-19, WKBW 28-23, KJR 21-18, WHB 25-20, WISM 26-23, WPGC Ex-30, KLIF 28-23, KSLQ 24-21, WPEZ 22-18, WXLO Ex-30, B100 24-21, KHJ 25-22, WGCL Ex-26, KTLK Ex-38, WOKY 34-29, KDWB 30-24

RISE — HERB ALPERT — A&M WOW, F105, KVIL, BJ105, WNDE, 92X, WZUU, V97, KAAY, 14Q, WDBQ.

MOST ADDED RECORDS

YOU DECORATED MY LIFE — KENNY ROGERS — UNITED ARTISTS
WCAO, WRVQ, WAKY, WKY, WOW, WAPE, Q105, WNOE, KING, KREM, KJRB,
KBEQ, WKXX, WAYS, WERC, KJR, WKBW, WPRO-FM, KSTP, KIOA, WXLO, WRKO,
WZUU, KIMN, CKLW, WHHY, WLAC, KAAY, KRKE, WAGQ, WGSV, KRSP, WSPT,
KRIB, WFOM.

DIRTY WHITE BOY — FOREIGNER — ATLANTICWSGA, 96KX, Q105 WNOE, WTIX, WKXX, BJ105, WSGN, KJR, WPRO-FM, WISM, WPEZ, WRKO, KDWB, WHHY, WSEZ, KOPA, WAGQ, V97, KROY, KRSP, WSPT, KRIB, WRFC.

GOOD GIRLS DON'T — THE KNACK — CAPITOL WOW, 96KX, WAPE, WNOE, WTIC, KREM, WBBQ, KJR, KLEO, Z93, WPRO-FM, WPGC, WZUU, WOKY, KIMN, KOPA, WWKS, WAGQ, KROY, WBLI, KRSP, KRIB.

DEPENDIN' ON YOU --- DOOBIE BROTHERS --- WARNER BROS.Z97, KEEL, KPAM, BJ105, WBBQ, 92X, Z93, WAXY, WPRO-FM, KILT, WXLO, KTSA, KRKE, V97, WKIX, KC101, WGUY, WCUE.

DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCAQ102, WAKY, KING, KTAC, WBBQ, WHB, KSLQ, KLIF, WPEZ, WAXY, KILT, V97, KFMD.

DON'T STOP TIL' YOU GET ENOUGH — MICHAEL JACKSON — EPIC WCAO, WZZP, KING, KJRB, WSGN, WERC, KJR, WISM, WXLO, V97, WGSV, WTRY, KFMD.

ARROW THROUGH ME — WINGS — COLUMBIA
WFIL, KOFM, WTIC, JB105, KERN, KLIF, KSTP, B100, KIMN, WANS, KC101, KFMD, WSPT.

HOLD ON — IAN GOMM — STIFF/EPIC 96KX, KFI, KPAM, WBBQ, KLEO, Z93, KHJ, WHHY, WAGQ, KFMD, KRIB, WRFC.

YOU'RE ONLY LONELY — J.D. SOUTHER — COLUMBIA KSLY, WFOM, KRTH, KHJ, KILT, WISM, KLEO, KGW, KRKE, KFI, KFRC, WHBQ.

I KNOW A HEARTACHE WHEN I SEE ONE — JENNIFER WARNES — ARISTA WAKY, KCPX, KERN, KTAC, KGW, KPAM, 92X, KILT, WWKS, KC101, WSPT.

- MIDNIGHT WIND -- JOHN STEWART -- RSO Q102, WTIC, WBBF, KTAC, WNDE, WPRO-FM, KLIF, KFYE, KELI, WTRY, KSLY.

SECONDARY RADIO ACTIVE

WSEZ 16-6, KAAY Ex-21, KOPA 21-16, KFYE 17-11, KRKE 16-13, KRQ 37-31, WWKS 17-11, WAGQ 10-1, WGSV 15-11, KELI 23-19, WKIX 26-19, WANS 13-9, WICC 15-11, KROY 10-6, WGUY 18-10, WTRY Ex-23, KRSP 19-15, KRIB 27-23, WSPT 14-6, WDBQ Ex-28, WFRC 22-14, WQXQ Ex-34, KFMD 17-14, WFOM 16-12

SAIL ON — COMMODORES — MOTOWNKAAY 10-8, KTSA 18-8, KOPA 18-8, KRKE 22-16, KRQ 32-25, WWKS 7-3, WAGQ 11-7, V97 22-16, WGSV 10-2, WKIX 13-7, WANS 20-13, WICC 10-7, KROY 22-17, WBLI 30-27, KC101 20-12, WGUY Ex-27, 14Q 23-11, KRSP 18-13, 92X 22-16, KRIB 18-13, WSPT 17-10, KFMD 18-12

HEAVEN MUST HAVE SENT YOU — BONNIE POINTER — MOTOWNKOPA 24-21, KFYE 23-16, KRKE 30-26, KRQ Ex-39, WWKS 25-18, WAGQ 26-22, WGSV 18-12, KELI 25-22, WKIX 20-16, WANS 23-18, WICC 13-10, WBLI 25-19, KC101 17-11, WGUY 28-25, 14Q 17-7, WTRY 26-20, KRSP 15-12, KRIB 12-8, WSPT 27-23, WFOM 20-15, KFMD 24-19

DRIVER'S SEAT — SNIFF 'N' THE TEARS — ATLANTIC
WSEZ 12-8, KAAY 23-17, KOPA 25-22, KFYE 10-6, KRKE 21-17, KRQ 15-10, WWKS
16-12, WAGQ 9-6, WGSV 16-13, KELI 18-11, WANS 4-2, WICC 18-12, KROY 17-13,
WGUY 8-5, KRSP 17-14, WCUE 21-18, WSPT 9-7, KFMD 19-15, WQXQ 4-2, WRFC 10-7, WFOM 10-8

RISE — HERB ALPERT — A&M
WSEZ 18-14, KOPA 30-19, KFYE Ex-26, WWKS 21-17, WAGQ 24-20, KELI 29-25,
WANS Ex-34, WICC 23-18, KROY Ex-28, WBLI 17-14, KC101 30-26, WGUY 29-26,
WTRY 22-12, KRSP 29-25, WCUE 32-28, KRIB Ex-28, WSPT 24-18, KFMD 20-16,
WRFC 19-12, WFOM 11-7

SPOOKY — ATLANTA RHYTHM SECTION — BGO/POLYDOR WSEZ 37-29, KRQ 16-13, WWKS 20-16, V97 31-27, WGSV 23-19, KELI 28-24, WANS 29-23, WICC 21-16, WGUY 24-21, KSLY 24-17, KRSP 24-18, WCUE 37-30, KRIB 28-22, WSPT 20-15, KFMD Ex-25, WQXQ 14-10, WRFC 23-19, WFOM 18-14

LOVIN', TOUCHIN', SQUEEZIN' --- JOURNEY --- COLUMBIA
WSEZ 31-25, KAAY 25-16, KOPA 22-18, KFYE 7-5, KRKE 39-34. WWKS 28-22, WAGQ
25-21, V97 27-19, WANS 18-11, WGUY 26-23, KRSP 27-23, WCUE 36-31, KRIB Ex-26,
WSPT 5-3, WDBQ Ex-30, KFMD 25-20, WQXQ 5-3, WRFC 27-24

REGIONAL PROGRAMMING GUIDE

21 — Atlanta Rhythm Section, 23 To 20 — G. Rafferty, 22 To 18 — N. Lowe, 21 To 17 — Journey, 19 To 16 — P. Hernandez, 18 To 15 — Sniff 'N' Tears, 13 To 10 — D. Warwick, 11 To 8 — R. Palmer, 9 To 7 — ELO, Ex To 30 — H. Alpert, Ex To 28 — Knack, Ex To 27 — Cheap Trick, ADDS: J. Warnes, Wings.

KIMN — DENVER — DOUG ERICKSON, MD

2-1 — Little River Band. JUMPS: 28 To 20 — H. Alpert, 20 To 17 — P. Hernandez, 22 To 16 — B. Pointer, 19 To 14 — B. Russell, 21 To 13 — N. Lowe, 13 To 10 — R. Palmer, 11 To 9 — Night, 9 To 6 — Sniff 'N' Tears, 18 To 5 — Commodores, 4 To 2 — D. Warwick, ADDS: Knack, Wings, K. Rogers, Lobo, A. Murray.

KTLK — DENVER — PAULA MATTHEWS, MD

2-1 — B. Streisand. JUMPS: 40 To 35 — Siren, 39 To 34 — C. Daye, 37 To 33 — F. Kinney, 38 To 32 — G. Rafferty, 33 To 29 — Crusaders, 35 To 28 — A. Hudson, 29 To 25 — Addrisi Bros., 27 To 24 — B. Russell, 30 To 22 — M. 25 To 21 — M. Jackson, 21 To 17 — F. James, 10 To 8 — Night, 8 To 4 — Cars, Ex To 40 — Lobo. Ex To 39 — AKB. Ex To 38 — Atlanta Rhythm Section, Ex To 37 — Doobie Bros., Ex To 36 — L. Goffin. ADDS: R. Woods, K. Silver, Destination, Prince, Funkadelic, P. Stanley.

KRTH — LOS ANGELES — BOB HAMILTON, PD

1-1 — Knack (old). JUMPS: 30 To 26 — Knack, 27 To 24 — K.C. & Sunshine Band. 25 To 22 — J. Warnes, 28 To 21 — M. Jackson, 23 To 20 — Journey, 16 To 12 — Commodores, 13 To 9 — M, 11 To 7 — H. Alpert. 4 To 2 — D. Warwick, Ex To 30 — I. Gomm, Ex To 29 — D. Edmunds. Ex To 28 — F. Joli. ADDS: J.D. Souther.

KHJ — LOS ANGELES — CHUCK MARTIN, PD

1-1 — Knack (old). JUMPS: 28 To 25 — E. Money, 27 To 23 — S. Mills, 25 To 22 — Atlanta Rhythm Section, 20 To 16 — Commodores, 18 To 15 — Sniif 'N' Tears, 16 To 13 — M, 14 To 9 — H. Alpert, 10 To 8 — D. Warwick, 7 To 2 — M. Nightingale, EX To 29 — Foreigner, EX To 27 — Dooble Bros., EX To 26 — M. Jackson. ADDS: B. Dylan, M. Macgregor, I. Gomm, J.D. Souther.

KFI — LOS ANGELES — ROGER COLLINS, MD
1-1 — Knack (old), JUMPS: 30 To 21 — Knack, 22 To 19 — D. Warwick, 18 To 10 — H. Alpert, 17 To 9 — Commodores, 10 To 7 — ELO, 8 To 3 — R. John, Ex To 30 — Atlanta Rhythm Section, Ex To 28 — M. Jackson, ADDS: I. Gomm.

KOPA -- PHOENIX — STEVE RIVERS, PD 3-1 — Chic. JUMPS: 25 To 22 — Sniff 'N' Tears, 24 To 21 — B. Pointer, 23 To 20 — D. Summer, 30 To 19 — H. Alpert, 22 To 18 — Journey, 21 To 16 — M, 19 To 13 — D. Warwick, 15 To 12 — R. Palmer, 17 To 10 — D. Ross, 18 To 8 — Commodores, 11 To 6 — M. Nightingale, 9 To 5 — P. Hernandez, 7 To 2 — Little River Band, Ex To 30 — L. Wood, Ex To 29 — Doobie Bros., Ex To 26 — B. Thorpe, Ex To 25 — M. Jackson, ADDS: Knack, Foreigner.

KGW — PORLAND — JANICE WOJNIAK, MD
2-1 — Earth, Wind & Fire. JUMPS: 27 To 24 — Doobie Bros., 24 To 21 — M, 22 To 18 — Cornmodores, 20
To 17 — N. Lowe, 19 To 16 — B. Pointer, 16 To 13 — Sniff 'N' Tears, 15 To 12 — C. Daniels Band, 14 To 11
— M. McGovern, 9 To 6 — D. Warwick, 7 To 4 — Little River Band, ADDS: J. Warnes, J.D. Souther.

KPAM — PORTLAND — BILL MAYNE, PD/MD
2-1 — Earth, Wind & Fire, JUMPS: 33 To 22 — B. Pointer, 32 To 16 — N. Lowe, 26 To 11 — Sniff 'N' Tears, 17 To 9 — Commodores, 11 To 6 — ELO, 14 To 5 — R. Palmer, 8 To 3 — D. Warwick, 5 To 2 — Little River Band, Ex To 35 — Moon Martin, Ex To 34 — R. Coolidge, Ex To 32 — D. Summer, Ex To 29 — Wings, Ex To 24 — Journey, ADDS: Doobie Bros., I. Gomm, Atlanta Rhythm Section, J. Warnes.

KROY — SACRAMENTO — CHUCK HALE, PD

1-1 — Knack (old). JUMPS: 28 To 24 — G. Rafferty, 24 To 20 — N. Lowe, 26 To 19 — E. Money, 27 To 18 — D. Warwick, 22 To 17 — Commodores, 20 To 15 — M. Jackson, 17 To 13 — Snift 'N' Tears, 12 To 10 — Little River Band. 11 To 8 — ELO, 10 To 6 — M, Ex To 30 — Doobie Bros., Ex To 28 — H. Alpert. ADDS: Foreigner, Moon Martin, B. Russell, Knack.

KCPX — SALT LAKE CITY — GARY WALDRON, PD

1-1 — Earth. Wind & Fire. JUMPS: 30 To 27 — E. Money, 29 To 26 — Wings, 28 To 23 — L. Goffin, 27 To 22 — H. Alpert. 24 To 20 — Lobo, 25 To 19 — B. Pointer, 22 To 18 — Atlanta Rhythm Section, 21 To 17 — G. Rafferty, 20 To 15 — D. Warwick, 17 To 13 — M. McGovern, 14 To 11 — Journey, 13 To 10 — N. Lowe, 9 To 6 — Sniff 'N' Tears, 7 To 5 — R. Palmer, 11 To 4 — Commodores, 4 To 2 — Little River Band, Ex To 29 — Bama, Ex To 28 — P. Hernandez, ADDS: G. Campbell, J. Warnes, Wilson Bros.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

10 To 1 — Little River Band, JUMPS: 30 To 27 — Moon Martin, 29 To 25 — H. Alpert, 28 To 24 — Cheap Trick, 27 To 23 — Journey, 25 To 22 — D. Summer, 23 To 19 — G. Rafferty, 24 To 18 — Atlanta Rhythm Section, 19 To 15 — M, 17 To 14 — Sniff 'N' Tears, 18 To 13 — Commodores, 15 To 12 — B. Pointer, 16 To 11 — N. Lowe, 14 To 9 — R. Palmer, 8 To 5 — D. Warwick, 7 To 4 — ELO, Ex To 30 — Lobo, Ex To 29 — Wings, Ex To 28 — Dooble Bros. ADDS: Knack, Foreigner, K. Rogers.

B100 --- SAN DIEGO --- BOBBY RICH, PD
1-1 --- Earth, Wind & Fire, JUMPS: 27 To 22 --- H. Alpert, 24 To 21 --- Atlanta Rhythm Section, 22 To 19 --- Cheap Trick, 20 To 15 --- M, 12 To 10 --- R. Palmer, Ex To 28 --- Knack, Ex To 26 --- Commodores, ADDS: Wings, G. Rafferty.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD
1-1 — Knack (old), JUMPS: 29 To 23 — H. Alpert, 23 To 19 — Sniff 'N' Tears, 19 To 16 — R. John, 18 To 15 — R. Palmer, 16 To 13 — D. Warwick, 21 To 10 — M. Jackson, 10 To 8 — Little River Band, 9 To 6 — P. Hernandez, 7 To 4 — G.Q., 5 To 2 — M. Nightingale, Ex To 30 — Commodores.

KSLY — SAN LUIS OBISPO — CHUCK STEVENS, MD

1-1 — Knack (old), JUMPS: 29 To 24 — M. Johnson, 28 To 23 — Addrisi Bros., 27 To 22 — E. Money, 26
To 21 — D. Ross, 23 To 20 — B. Knights, 24 To 17 — Atlanta Rhythm Section, 19 To 15 — E. Rabbitt, 17
To 12 — M. Macgregor, Ex To 30 — Moon Martin, Ex To 29 — K. Rogers, Ex To 28 — S. Mills, Ex To 27 —
Wings, Ex To 26 — Doobie Bros., Ex To 25 — M. Jackson, ADDS: J. Stewart, J.D. Souther, B. Russell.

KJR — SEATTLE — TRACY MITCHELL, PD
4-1 — R. John. JUMPS: 25 To 22 — G. Rafferty. 24 To 21 — B. Dylan. 23 To 19 — Sniff 'N' Tears, 21 To 18
— Atlanta Rhythm Section. 20 To 16 — D. Warwick, 16 To 13 — B. Pointer. 12 To 9 — Doobie Bros., 15 To
8 — M, 13 To 7 — Commodores, 10 To 6 — Journey, Ex To 26 — New England. Ex To 25 — Charlie, Ex To
24 — Wings. Ex To 23 — H. Alpert. ADDS: Knack, Foreigner. S. Quatro. K. Rogers. M. Jackson.

KING — SEATTLE — TOM McKAY, MD 1-1 — Earth, Wind & Fire, JUMPS: 25 To 21 — Atlanta Rhythm Section, 24 To 18 — G. Rafferty, 21 To 17 — N. Lowe, 18 To 12 — Commodores, 14 To 11 — H. Alpert, 13 To 9 — Journey, 6 To 4 — M, Ex To 25 — Knack, Ex To 23 — Moon Martin, Ex To 22 — Wings, ADDS: K. Rogers, D. Summer, M. Jackson.

KJRB — SPOKANE — TOM HUTYLER, MD
1-1 — Knack (old). JUMPS: 31 To 27 — Dooble Bros., 30 To 25 — D. Edmunds, 29 To 22 — D. Summer, 26 To 21 — H. Alpert, 27 To 20 — Atlanta Rhythm Section, 23 To 19 — Sniff 'N' Tears, 25 To 18 — Journey, 20 To 15 — N. Lowe, 16 To 12 — Commodores, 12 To 10 — D. Warwick, 13 To 9 — M, 9 To 7 — R. Palmer, 10 To 6 — Little River Band, 7 To 5 — Chic, 6 To 3 — P. Hernandez, Ex To 29 — Wings, Ex To 28 — B. Pointer, Ex To 24 — Cheap Trick, ADDS: S. Quatro, M. Jackson, K. Rogers, B. Dylan.

KREM — SPOKANE — DON NORDINE, PD
1-1 — Knack (old). JUMPS: 30 To 25 — B. Pointer, 29 To 23 — Doobie Bros.. 27 To 22 — N. Lowe, 24 To 21 — G. Rafferty, 26 To 20 — Atlanta Rhythm Section, 22 To 19 — H. Alpert, 25 To 15 — D. Summer, 17 To 14 — Sniff 'N' Tears, 15 To 11 — M, 11 To 8 — Commodores, 10 To 7 — Little River Band, 8 To 5 — D. Warwick, 7 To 4 — R. Palmer, Ex To 29 — Cheap Trick, Ex To 28 — P. Hernandez, Ex To 27 — Moon Martin, ADDS: Knack, B. Dylan, K. Rogers.

KTAC — TACOMA — BRUCE CANNON, MD 2-1 — B. Streisand, JUMPS: 30 To 24 — Commodores, 15 To 10 — M, 14 To 9 — Little River Band, Ex To 30 — G. Rafferty. Ex To 29 — H. Alpert, Ex To 28 — Dooble Bros. ADDS: Moon Martin, J. Stewart, D. Summer, J. Warnes.

The following stations were also used in this weeks research: WKTQ, KOFM, KRQ, WAXY, KTSA, KFYE, Q105, WTIC-FM



ARNIE VISITS KMET FOR THE DUROCS — Following an LP preview party in San Francisco, Ron Nagle and Scott Mathews — the artists behind Capitol recording group Durocs - joined Arnie The Pig and staffers of Capitol's Durocs Airplay Proliferation Board at Los Angeles' KMET-FM to deliver the "Durocs" LP and the single "It Hurts To Be In Love." Arnie was interviewed on the air while everyone else iust watched and listened. Pictured are (l-r): Sam Bellamy, KMET PD; Pat Kelley, KMET Co-Director; Jack Snyderfish, KMET MD; Nagle; Arnie attached to his trainer's leash; Susan Scharf, Capitol pop promotion manager, Los Angeles; Mathews, and Dave Rothstein, Capitol western AOR promotion coordinator

Sly Is Back With New WB Package

certain parts of many of the cuts.

"I wanted to make the record sound as if Sly were performing the tracks for the first time today," enthused Luongo. "It was all done as tastefully as possible and Epic took a long time to make sure that everything sounded just right and true to the originals.

According to Peter Bennett, Sly's attorney, no clause existed in Sly's former contract with Epic under which "third party could unilaterally go into the studio and change his songs." However, Bennett has sent a letter to Epic allowing the label to release the LP under the expressed condition that the label would be doing so "under a special license.'

Royalty Question

Ken Roberts, Sly's current manager, noted that royalty rates on songs included on the Epic set are still in question at this point. "The royalty rate which we quoted CBS (Epic) was under Sly's original 1972 contract with the label," said Roberts. "And we are treating this album as we would a new album, since they have added different instrumentation to the song, thereby changing them.

Sly previously had two concurrent con-tracts with Epic, the first extending from 1967 to 1972 and the second running from 1972 to 1977.

"To date, Sly nor anyone connected with Sly has heard the tapes from the record," indicated Bennett. "We're hoping that it doesn't go to litigation and we would only do so if the conditions of our letter to CBS aren't met.'

At this point, the royalty question remains unresolved according to Bennett and Epic has yet to answer his letter, although the label still intends to release the LP as scheduled.

President Inks Burton For U.K. & Germany

LOS ANGELES - Recording artist Jay Burton has signed with President Records for exclusive distribution in the UK and Germany. Burton's first LP with the label, "Midnight Dance," is scheduled for mid-September release.

Non-Disco 12"s Have No Future, Label Execs Say

charts for 50 weeks," Campagna adds.
As for the labels' use of the 7" for promotional purposes, there is a simple and practical reason for the continued existence of the 45. "Top 40 radio stations won't play a 12" or an album. The 7" single is our only merchandising tool for AM radio," according to Joe Petrone, VP marketing, EMI. "Radio wants to keep playing time to a minimum.'

The future of the 12" disco release is less assured. Says Larry Yasgar, national sales manager at Atlantic, "We're putting out very few commercial 12" singles and less promtional ones. Because of the cost of promtional release, we take a very long look at how effective the 12" will be in supporting a forthcoming album."

Disco 12" Downturn

Polydor's Harry Anger echoes this sentiment: "We're being very selective about releasing disco records commerically. There's been a big change in the disco 12" market and a downturn in 12" sales. The single can be a good selling item or it can undercut the album.

"It all goes back to using the 12" as the bait before the album is released, then yanking it when the album comes out.'

Today's trends often turn out to be tomorrow's outdated, impracticable history. Flexibility will no doubt continue to characterize the industry's attitude toward the format of both promotional and commercial releases.

Alan Ostroff, Infinity's director of merchandising, sums up the industry's philosophy when he says, "Right now we're in the business of selling 45s and LPs. But we're a record company that likes to react as well as create trends. We move quickly so we can be a leader in developing new

Charlie Daniels Single Is Certified Gold

NEW YORK - Epic recording group The Charlie Daniels Band has had their hit single. "The Devil Went Down to Georgia,"

MERCHANDISING

WHAT'S IN-STORE

head of Disc Records states that record merchandisers now have inventory investments that have gone up 33% in two years. The retailer who had a \$70,000 inventory to do X amount of business, now has to invest \$100,000 to do the same amount of business... In the near future, NARM will be instituting a check verification program which will guarantee any personal check presented at a store for only 2.5% of the value of the check verified And a reminder that the 1980 NARM convention will take place March 23-27 at the

MGM Grand Hotel in Las Vegas.

IN STORE — After achieving triple platinum status in their home of Canada, various promotions are now being set up here for Prism's latest release, "Armageddon." One of them will tie in with Penguln Feathers Records and WAVA in Virginia. The contest will include prizes for displays, a \$4.49 "buy 'm and try 'em" offer on the LP, and an all expenses paid weekend trip to Virginia Beach for two customers . . . Robert Frlpp and his Frippertronics has been presented in retail stores all over America. We now learn that Fripp took his exposition up to Portland and directly to the head office at **Everybody's Records**. Also, Everybody's sixth annual "Poke 'N 'Hope" golf classic attracted 150 hopefuls... A **Fathers & Suns** picnic is in the works featuring **Ylpes** (Millenium) and promising "food, drink, fun and foolishness"... **Peaches** of Fort Worth recently hosted their biggest and most successful in-store appearance with Foghat. Over 300 received autographs on albums, tapes and any loose items in sight . . . Record Factory of San Francisco hosted a two-hour instore with some "real nice guys" as bad boys AC/DC attracted 2,000 fans. Heavy product movement was reported on AC/DC albums as the band autographed albums and T-shirts in front of a in-concert video of the band . . . Tower Records has opened two new stores in the northwest. The stores are located in Lynwood, Wash. (a suburb of Seattle) and in the Seattle university district. This marks the first time that Tower has opened two stores at once. To commemorate the openings, Tower's four northwest stores are staging a grand opening sale. Down in the bay area, it's the opera season in San Francisco. Tower is staging the "12th Annual Grandest Opera Sale." Besides putting all opera titles on sale, **Renato** Scotto (Red Seal) will be making an in-store appearance on Sept. 17 some big promotions in motion to coincide with the release of Sammy Hagar's fifth album, "Street Machine." Eighteen 34-scale, gas-powered, mini-Corvettes will be made available for in-store display and promotion. In Detroit, a model building contest is being staged to tie in with the car as a prize. Other merchandising aids include poster blow-ups, Hagar patches fashioned after California license plates, and plastic license plate frames with Sammy Hagar and Capitol logos. Also in the works is a 1979 Pontiac Trans Am which will be given away in conjunction with various radio stations and retail outlets in the San Francisco area. The car will be driven to area concerts, beaches, and retail registration points Free flight merchandising plans for Bama include posters, a centerpiece, and "Touch

Me When We're Dancing" promotional singles in pink satin record sleeves... Tony Displays, who have been lighting up the Sunset Strip with Las Vegas style billboards and three-point flashing lights, will be introducing the "Live Wire" display for **Dolly Parton** at Tower/Hollywood. Tower is also giving away an autographed Vargas reproduction of the cover to "Candy-O" by the cars. Guessing the amount of jellybeans in a car will qualify the winner... Doucette is scheduled to appear the Lleberman convention in Lake Geneva on Sept. 27... And at Stark Records, it has been announced that Frank Trace will be heading up their Service and Information Department.

REGIONAL ACTION — Allan Parsons starting out the strongest in Milwaukee . Henry Paul Band is still very solid in Pittsburgh . . . Larry Raspberry in Memphis . . . Dirt Band is strongest in Denver . . . The Shirts breaking out in New York and Boston . . . Tom Verlaine in N.Y.C. ... Iggy Pop album is still very strong in Boston ... Pat Travers single in the

midwest ... and the France Joli single popping up on both coasts.

CUSTOMER QUOTE OF THE WEEK — "Oh, I'm sorry young man, I wanted the small

Music Odyssey Chain, Jet And CBS Team Up For ELO 'Discovery' Contest

LOS ANGELES - Jet/CBS Records, in conjunction with the Music Odyssey Records and Tapes retail chain, is wrapping up a major promotional competition for ELO's current Jet LP, "Discovery." The 39 Music Odyssey stores, located throughout 21 cities in the western U.S., covering a total of 10 states in all, including Alaska and Hawaii, have been involved in the competition and major AOR and Top 40 stations in 12 of the cities have also participated.

The object of the competition was for entrants to guess which of the 39 Music Odyssey outlets had the hidden treasure, "Aladdin's Lamp," based on a series of ten clues given out on the selected radio station in each city or stenciled onto signboards in each of the 39 Music Odyssey stores. Clues were given out daily. The competition began Aug. 25 and ended Sept. 3.

Local winners received an autographed copy of ELO's "Discovery" LP, a complete ELO catalog and an ELO jacket and were also entered in the grand prize drawing on Sept. 10, featuring an entire catalog of autographed ELO LPs and a weekend trip for two to the city in which the "Discovery" store containing the magic lantern was

Stations involved in the promotion were

posted in all local Music Odyssey stores and on entry forms and mentioned on commercials, in addition to being given 25 Tshirts to help promote the contest a set of autographed LPs, an ELO jacket and 30-40 co-op spots for the promotion. Some stations, such as KMEL-FM in San Francisco, added extra prizes to the contest.

Held in conjunction with the "Discovery" contest was a nationwide merchandisingdisplay competition involving record retail outlets across the country, also organized by Jet and CBS. Retailers were asked to submit photographs of in-store displays featuring the ELO "Discovery" LP to their local CBS representative. The grand prize for that contest, a \$20,000 van customized with ELO artwork and graphics on both the



ELO "Discovery" Van

SINGLES BREAKOUTS

Harmony Hut -

Washington STEVE DAHL FRANCE JOLI

ROBERT PALMER JENNIFER WARNES

Cactus — Houston
MAXINE NIGHTINGALE

Discount — St. Louis
JIMMY BUFFETT
DAVE EDMUNDS

Circles -- Phoenix

KNACK MCON MARTIN

King Karol — New York

Record Factory - San

BARRON KNIGHTS DAVE EDMUNDS LOBO MASS PRODUCTION EDDIE MONEY BRENDA RUSSELL National Record Mart -

Pittsburgh MICHAEL JACKSON LOBO

Western Merch. — Amarillo

COMMODORES GO RICKIE LEE JONES NICK LOWE NIGHT ROBERT PALMER SNIFF 'N' THE TEARS JENNIFER WARNES

Bee Gee — Albany

Peaches — A LOUISE GOFFIN NICK LOWE M

DAVID NAUGHTON

Sounds Unilmited —

HERB ALPERT
ATLANTA RHYTHM SECTION
STEVE DAHL
JOURNEY
KANSAS
KNACK
LOBO
M

SNIFF 'N' THE TEARS WINGS

Peaches — Philadelphia
BRAIN ADAMS
CARS
ELECTRIC LIGHT ORCHESTRA

Record Theatre -Cleveland

Tower — Los Angeles

CHER
CRUSADERS
BCB DYLAN
FUNKADELIC
EVELYN KING
CAROLYNE MAS
NITEFLYTE
JOHN STEWART
RUTH WATERS

Peaches — Orange

Sound Warehouse - San

KNACK
JACKIE MOORE
MUPPETS
KENNY ROGERS
WINGS

ALBUM BREAKOUTS -

Handleman — National

ATLANTA RHYTHM SECTION JIMMY BUFFETT COMMODORES ARTHUR FIEDLER ANTHON PIEDELIN KINKS LED ZEPPELIN CURTIS MAYFIELD STEPHANIE MILLS DIANA ROSS DIONNE WARWICK

Peaches - Kansas City

B B KING LED ZEPPELIN

Record Factory - San Francisco

STRAWDETFIES — Boston
BLUE OYSTER CULT
JIMMY BUFFETT
ELLEN FOLEY
DAVID JOHANSEN
GRACE JONES
VAN MORRISON
RANDY NEWMAN
GARY NUMAN & TUBWAY ARMY
GENYA RAVAN
SHIRTS

Peaches - Memphis

Peaches — Men
JIMMY BUFFETT
CAMEO
BOB DYLAN
ELLEN FOLEY
LED ZEPPELIN
RANDY NEWMAN
O'JAYS
LARRY RASPBERRY
JD. SOUTHER
DAVID WERNER

Fathers & Suns — Indianapolis

INGIANAPOIIS
JIMMY BUFFETT
LED ZEPPELIN
CAROLYNE MAS
MISTRESS
ALAN PARSONS
POINTER SISTERS
PRISM
SAD CAFE
SINCEROS
DAVID WERNER
YIPES

Tower — Sacramento

GAMMA
RANDY NEWMAN
ALAN PARSONS
POINTER SISTERS
FRANK ZAPPA

Peaches — Atlanta

Peaches — At JIMMY BUFFETT CHARLIE BOB DYLAN FIVE SPECIAL LED ZEPPELIN RANDY NEWMAN JOHN PRINE RUMOUR

Pickwick - National

ASHFORD & SIMPSON CHICAGO

King Karol - New York

Sound Warehouse - San

AXE
CERRONE
ELLEN FOLEY
ISSAC HAYES
KOOL & THE GANG
DAVE LOGGINS
ALAN PARSONS
POINTER SISTERS
JOHN PRINE
FRANK ZAPPA

Discount - St. Louis

JIMMY BUFFETT
GAMMA
BARBARA MANDRELL
CURTIS MAYFIELD
SINCEROS
J.D. SOUTHER
TROOPER
FRANK ZAPPA

Tower — Seattle MISTRESS VAN MORRISON ALAN PARSONS JOHN PRINE

Record Theatre -

B-52s CHARLIE 30B DYLAN EUCLID BEACH BAND ELLEN FOLEY MICHAEL JACKSON NEIL LARSEN BRENDA PUSSELL TALKING HEADS BILLY THORPE

Radio Doctors ---

Hadio Doctors
Milwaukee
J J. CALE
KISS
BETTE MIDLER
VAN MORRISON
ALAN PARSONS
POINTER SISTERS
JOHN PRINE
SWEFTEROTTOM

VIP — Los Angeles

ISSAC HAYES BOBBI HUMPHREY FRANCE JOLI KOOL & THE GANG

Korvettes --- National

CAMEO TIM CURRY DAVE EDMUNDS BILLY FALCON LED ZEPPELIN LED ZEMPELIN NICK LOWE CURTIS MAYFIELD VAN MCRAISON RECORDS SOUTHSIDE JOHNNY

Peaches - Orange

BOSSY BLAND NICK LOWE ALAN PARSONS PLEASURE SMOKEY HOBINSON

SMOKEY HOBINSON
FIIPSIde — Chicago
HERB ALPERT
CHARLIE
GAMMA
MICHAEL JACKSON
ROBERT JOHN
IAN LLOYD
MISTRESS
ALAN PARSONS
YACHTS
FRANK ZAPPA

Blg Apple - Denver

CORY DAY SAMMY HAGAR O'JAYS ALAN PARSONS POCKETS SINCEROS J.D. SOUTHER VIOLINSKI

Cavages — Buffalo

Disc Records — Texas

BOB DYLAN SAMMY HAGAR MICHAEL JACKSON LED ZEPPELIN VAN MORRISON ALAN PARSONS

Record & Tape Collector

TOP SINGLE BREAKOUT OF THE WEEK

GOOD GIRLS DON'T - THE KNACK - CAPITOL

TOPALBUM BREAKOUT OF THE WEEK

EVE — THE ALAN PARSONS PROJECT — ARISTA

TIME HAS COME

WHN Symbolizes Changing Profile Of Country Music

by Jennifer Bohler

Country radio has some full circle, it began with the first live broadcast of country music in 1924 when the WLS Barn Dance out of Chicago hit the airwaves. The announcer was George D. Hay, the "Solemn ole judge." And on Nov. 28, 1925, Nashville's WSM Barn Dance was broadcast for the first time.

Although it's no longer called a Barn Dance, WHN today is carrying on the tradition of broadcasting live concerts. At one time, even this New York station had a barn



dance of its own, capitalizing on such artists of the day as Tex Ritter. Today, live broadcasts feature such artists as Kenny Rogers, Crystal Gayle, Larry Gatlin and Bill Anderson, just to name a few

"It's not called a Barn Dance anymore, but the spirit lives on," offered Ed Salamon, WHN program director and producer of the live concerts, "It's fun to be able to be in the position to bring some of that thing back. It's been innovative as far as country music in the '70s is concerned, but really not innovative in terms of where radio has been."

Broadcast Sites

Thanks to technical producer Ron Schiller, WHN Eve broadcasts can originate and have originated from a variety of venues scattered throughout the New York metro area. Some sites for past performances include Carnegie Hall, Lincoln Center, Central Park, the Caledron Theatre on Long Island; and from the village, the Lone Star, the Bottom Line and the Other

End. The station even ventured so far as to cover. Volunteer, Jam. IV. in 1978, from Nashville.

"The Lone Star is the most regular venue we broadcast from for the simple reason that it is the most regular place that books the talent we play on the radio," explained Salamon. "If Carnegie Hall booked people more often, that would become a more regular venue, If Broadway Opry had been successful, we had hoped to broadcast a lot of their shows. Basically, we go wherever the artists we play on our radio station perform."

WHN's first live broadcast was from Carnegie Hall on May 17, 1977 and included performances by Roy Clark, Freddy Fender, the Oak Ridge Boys and Donna Fargo. Produced by country music entrepreneur Jim Halsey and the ABC/Don label, it was this teaming that first approached WHN about broadcasting the concert live. According to Salamon, the venture was such a success that the station decided to continue the live broadcasts.

As Salamon mentioned earlier, the Lone Star has been one of the most regular sites of the concerts that are broadcast. WHN began its successful relationship with the club in the summer of 1977, with the debut broadcasting of Eddle Rabbitt's New York performance.

"It was the first time Eddie had played the New York area since he went to Nashville to become a star," recalled Salamon. "It was a major concert, and that's basically how things started. They (the Lone Star) booked a succession of acts, like Mickey Gilley, Ronnie McDowell and Johnny Paycheck, and we just continued our relationship with them."

Listener Response

One of the most auccessful aspects of the live broadcast is the listener response. Since that first Carnegie Hall broadcast, WHN has received increasingly favorable feedback from its audience. Salamon believes that the program has even aided in boosting the ratings of the station.

"The way radio is — getting more competitive with the growth of FM — AM radio, to remain successful, has to be constantly open to innovation," Salamon said. "Because of the great listener response we

nued on page 32)

PD Salamon Utilizes Research, Innovative Ideas To Satisfy WHN Listeners' Tastes

Mention Ed Salamon's name in a crowd of country music industry people, and a kaleidoscope of opinions will fly around like dust in a windstorm. Salamon is controversial because his methodology has changed the face and texture of country music programming.

"The key to WHN is that I think you will find a recurring theme of giving the people what they want on the radio," said Salamon, who began his radio career as an assistant promotion manager at KDKA in Pittsburgh. "You try to ascertain what the people out there want and put that on the radio.

"The first thing I was involved with at WHN was the application of all the research techniques I had learned. Research is just a fancy word for talking with people, and if you can talk to 10 people, you have probably learned more than if you talk to one person. If you can talk to 1,000 people, then you probably learn more than talking to 10 people. This will give you a better idea of what will work than if you sit in your ivory tower and say 'I think this will work.'

"Research is not inhuman," Salamon added. "Research allows us to touch the greatest number of human beings and let

them give us input. What we are trying to do is draw from the collective experience of our audience and hold up a mirror image to them. I feel that is the key to our being successful. It is like any other business. If I sold shoes or anything else, I would want to find out if the people want a black one, green one or a pink one before I went out and bought a bunch of them to self. It is the difference between sales and marketing."

Research Tools

Among the tools used by Salamon: extensive sales research, which includes a steady communication with record stores; a request line that collects up to 1,000 calls a day; and a call-out research program designed to get feedback from listeners on their likes and dislikes about WHN programming.

The genesis of Salamon's method goes back several years. In early 1973, while program director for WEEP-AM/FM in Pittsburgh, Penn., Salamon discovered through extensive call-out research that many listeners considered John Denver and Olivia Newton-John (and others) country artists. But no country stations were playing their records because the Nashville

music establishment did not consider them country. Salamon began programming "crossover artists" and mass-appeal country radio was born.

Though he was (and still is) criticized in some country quarters, Salamon's instincts paid off. WEEP jumped to the #2 spot in total audience and had the highest share of any country radio station in a Top 16 ADI market.

Salarnon moved to WHN as program director in 1975 and immediately began applying his vast experience as a research specialist to the New York market. His formula again clicked and WHN gained popularity with a tight, sophisticated format that focused on modern country music.

Salamon also has a good right-hand person in music director Pam Green. A native of Murfreesboro, Tenn., Green acts as liaison between record companies and WHN. She also organizes rotation patterns for music selection and handles day-to-day music programming.

Stalamon has implemented what many beople consider to be innovative programming twists, including such things as having country artists come in and function as a DJ for an hour and broadcasting live country music events. Salamon shrugs off most of the talk about his creative approach. He points out that most of these things have been done in the past.

"People say, 'Ed, you are the first person to come up with the idea of a guest disc jockey — having country personalities get on the air and communicate one-to-one with people is a great idea'," Salamon said. "But then when you start talking to people like Buck Owens, who is a radio station owner, we find a lot of these people have been DJs in the first place. Isn't this a natural way to do things when you figure that what they are doing every night when they perform is talking straight to people? When they come on the radio, why do they need someone else to help them talk to the audience? And live concerts aren't new Country radio used to be all live concerts."

Country Crossover

Across the country, many people in the

NICK VERBITSKY — When Nick Verbitsky entered the scene in 1975 as general manager, WHN did a complete turnaround, rising from a struggling radio station to one of the top stations in New York.



PLANNING THE MENU — PD Ed Salamon (I) and MD Pam Green spend a good deal of their time sorting through new single and album releases, searching for that particular "sound" indigenous to their format; the "sound" that has helped boost WHN to the #2 radio station in the New York Metro area.

country music business, view WHN as a purely 'crossover" station, but Salamon refutes that assessment. In his estimation, the "crossover" tag is an oversimplified description of WHN.

"This market differs like any market differs from another one and that is why we go to so much trouble in measuring the thing," Salamon said. "It would be an oversimplification to say that New Yorkers like crossover-oriented country music because Moe Bandy is very popular here, and there are hard country artists who are popular here. You might be right in saying New York people don't like music that is old country music, because people here didn't grow up listening to country music."

Beyond Country Limits

As the program director of the country radio station with the largest audience in the United States, Salamon's concept of the music and its defining limits is disarmingly simple. Rather than worry about whether a song is country or not, Salamon refers to his approach of giving listeners what they want to near.

"My definition of country music has always been that it is the music that listeners of a country music station want to hear," Salamon said. "That is why we go to so much effort to dialog with our listeners rather than say it is not country because it doesn't have a fiddle in it. If it fits our research, then I don't try to make a judgement on whether it is country. I don't know whether 'Music Box Dancer' in a musical sense is country, just like it is hard to say some things are jazz. I do know that my listeners want to hear 'Music Box Dancer' and 'You Don't Bring Me Flowers' by Barbra Streisand and Neil Diamond, It is interesting that not all crossover music gets a positive response. Some of it may get negatives. It is more the individual song than anything."

As an adjunct to research, Salamon said that familiar artists such as Dolly Parton or Kenny Rogers would receive initial airplay on the strength of their track record.



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Y I N

Pon Sells Country Music To New Yorkers By Employing A Host Of Advertising Tools

There is no doubt about it. New Yorkers have acquired a healthy taste for country music. But these tastebuds have been carefully nurtured and educated, largely through the marketing and promotional skills of Dale Pon, WHN's director of creative services.

When Pon came on board at WHN in August, 1975, he quickly realized that his biggest job would entail informing New Yorkers that country music is an attractive, enjoyable listening experience. Essentially, he knew a bright image of country music would have to be spoonfed to New York City

"In 1975, the big problem for country music was that a lot of people were resistant to the fact of country music, not the idea," said Pon, who, prior to WHN, served as director of administration for ABCowned FM stations and sales manager for WPLJ Radio in New York.

"The first thing we did was commission a survey to interview thousands of people to find out what their musical tastes were. People under the age of 25 had a certain set of preferences and people over 25 had

another set. Under 25, they were into a lot of heavy metal rock music. Over 25, it became apparent that there were an awful lot of listeners who wanted to listen to music that they could relate to — music that had to do with life experiences and was in an understandable form. What was difficult was getting them to admit that they liked country music, and getting them to listen to a new kind of country music that was being programmed here."

Advertising Country Music

So Pon began to advertise country music. He used posters, television ads and other means to inform New Yorkers that country music was not hokey, but was a modern sound sung by attractive, intelligent people. The television ads, which feature artists like Glen Campbeil, Kenny Rogers and Crystal Gayle, are bright, creative TV spots which have garnered WHN Clio nominations and various advertising awards. In 1978, the New York State Broadcasters, Inc. recognized WHN as having the best promotional campaign in the state of New York.

"The problem for me was basic," said

Pon, who has worked in the past for three major New York advertising agencies. "You can't see a radio station. So what I did was try to give the people somethic g that they could see — via TV spots, magazine ads, poster art, etc. We have attracted 600,000 people to the station since 1975. And I have personally enjoyed working with the music community. Any artist we have ever asked to come and help us out has done so and none of them have ever asked to be paid for it

"We generally used about 4,000 posters on the New York subway system and that does not include the posters we used on other forms of the New York public transit systems," Pon added. "About 10 million people use the subway system in New York each day. The big asset of this campaign was that we were able to show that the people who make country music were attractive people. Before this, the average New Yorker didn't believe this was so. The other thing was that we use audio in our TV presentations. We play a cut of Kenny Rogers doing "The Gambler" and say that

ontinued on page 31)



DALE PON — As director of creative services, Dale Pon has made WHN one of the most visible radio stations in New York. Combining his skills in marketing and promotion, Pon is responsible for the campaign that profiled WHN on some 4,000 full-color, two-sheet posters on the walls of subways throughout New York. The campaign resulted in WHN being recognized by the New York State Broadcasters, Inc. as having the best promotional campaign in

Congratulations WHN Ronnie Milsap



the management company



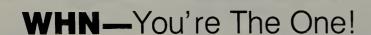


WILLIAM MORRIS AGENCY. THE





WHN THROWS BASH FOR ADVERTISERS — Pleasing the listening audience and keeping advertisers happy are two of the primary goals WHN has set for itself. And something must be working. The #2 radio station in New York has established a respected reputation among its advertisers and New York notables. Pictured at the WHN party for advertisers at Tavern on the Green in March, 1979, are (I-r): New York City Mayor Ed Koch; Joe Bragg, WHN city bureau chief; Nick Verbitsky, VP and general manager, WHN; Frank Perdue, president, Perdue Farms; and Brian Moors, general Sales manager, WHN.





The WHN Listeners Choice Group/Duo of the Year



WHN's Gamble On Country Format Pays Off In New York

by Bob Campbell

New York City hammers with a pulse and rhythm all its own - a sturdy alloy of blood, bone, steel, concrete and untamed kinetic energy. Below the thin veneer of sophistication, the city is as wild and raw as the American West was 100 years ago. New York is quick with intelligence, tough as its concrete floor, and it demands the best of a person — at first glance, an unlikely place to harbor the soothing strains of modern country music.

But thanks to a heavy bet placed by WHN radio back in 1973, New Yorkers today hear large, daily doses of Kenny Rogers, Eddie Rabbitt, Crystal Gayle, Glen Campbell, Johnny Cash, Dolly Parton, Willie Nelson, Elvis Presley and other country stars. WHN gambled that New York, a city with a big heart underneath its abrupt exterior, would respond to the warmth of country music. Now, WHN stands as the #2 station in the entire New York radio market and is simply the most talked-about station in the metro area

No one handed success to WHN on a silver platter. It was an uphill battle, but a fruitful one.

Perseverance

Like a good poker player, WHN didn't fold because of a couple of weak hands. The station figured the odds, waited for an opening, and then struck for the jugular vein in the most competitive radio market in the world. WHN reaches nearly two million listeners a week these days. The station has been featured in several media and broadcasting trade magazines and is courted by the top sales accounts in the city.

In 1973, the 50,000-watt AM station switched formats from MOR to all-country, but it failed to work. However, in 1975 a team of top professional radio men was brought in and the tide began to turn. Nick Verbitsky, now vice president as well as

general manager, was hired as general manager. Ed Salamon, known as a boy wonder in country programming and research, joined WHN as program director, and bright, articulate Dale Pon was brought on board as director of creative services. Together, they formulated a game plan and implemented a program designed to educate New York on the feasibility and potential strength of country

Verbitsky walked in and assessed the problems facing WHN. A veteran in the communications field who started his career as a media estimator with the J. Walter Thompson Advertising Agency in 1965, Verbitsky entered the radio representative sales field in 1968 with the Eastman Company as an account executive. He joined the local sales force of New York's WCBS in 1970, and he became the top biller in the station's history over a three-year period. So Verbitsky understood well that a major problem with country music would be convincing clients that it would sell products.

'No Philosophy'

"In 1973, WHN was not respected by anyone," said Verbitsky, who was vice president and east coast sales manager of the Christal Co. immediately before joining WHN. "There was no philosophy, no direction and the station was losing money. The management gave us the choice to stay country or go rock. As a native and I think ! speak for all of New York, we were not weaned on country music. We had not heard of Ernest Tubb or even Roy Clark. This city grew up with MOR music. We had to educate people. All the buyers of our time have been educated, and they know We have a lot of clients who are listeners. Our theme for bicentennial was 'Thank you for being part of our country.'



CHET ATKINS VISTS WHN — Guitar virtuoso Chet Atkins recently pulled double duty in New York. Before a quite successful appearance at Carnegie Hall, Atkins joined the stellar host of country artists who have appeared as guest dee jays on WHN. Spinning records, reading news reports and just generally talking to the audience are a few of the duties he assumed when he sat down at the controls. Pictured in the WHN office are (I-r): Nick Verbitsky, vice president and general manager, WHN; Atkins; Ed Salamon, PD, WHN; and Tim McFadden, RCA manager, regional promotion.

WHN 4th Annual Listerner's Choice Awards For 1979

WHN's Vice President and General Manager, Nick Verbitsky, announced the winners chosen by the WHN audience in the station's Fourth Annual Listener's Choice Awards Poll

For the last four years, WHN has asked its listeners to call in and vote for their favorites in five categories: Male Vocalist of the Year, Female Vocalist of the Year, Group or Duo of the Year, Entertainer of the Year, and Song of the Year.

This is the biggest radio poll of its kind and everyone in the WHN listening area is eligible to vote. The WHN audience of nearly a million and a half country music fans choose five winners in each category.

This year Kenny Rogers and Eivis Presley were the special favorites. It was the first time artists won in four of the five categories. Rogers won in the Entertainer, Male Vecalist, Group or Duo (with Dottie Wost), and having two songs that he recorded "The Gambler" and "She Believes In Me" winning in the Song of the Year Category. Eivis likewise placed two songs, "Are You Sincere" and "Memories," as Song of the Year winners as well as winning in Entertainer and Male Vocalist categories and also in the Group or Duo Award for an edited version of "Love Me Tender" with Linda Ronstadt.

The winners in each category in the Fourth Annual WHN Listeners' Choice Awards are: MALE VOCALIST OF THE YEAR — Kenny Rogers, Elvis Presley, Johnny Cash, Willie Nelson, Waylon Jennings; FEMALE VOCALIST OF THE YEAR—Dolly Parton, Crystal Gayle, Anne Murray, Olivia Newton-John, Loretta Lynn; GROUP OR DUO OF THE YEAR—Kenny Rogers & Dottle West, Oak Ridge Boys, Statler Brothers, Kendalis, Elvis Presley & Linda Ronstadt; ENTERTAINER OF THE YEAR—Kenny Rogers, Elvis Presley, Dolly Parton, Johnny Cash, Crystal Gayle; SONG OF THE YEAR—The Gambler, She Believes in Me, Momories, Amanda, Are You Sincere.



KENNY PAYS A VISIT — When in New York recently, Kenny Rogers dropped by the WHN station to say hello, and to guest DJ for a program. Pictured in the office of the vice-president and general manager of WHN, Nick Verbitsky, are (I-r): Ed Salamon, PD, WHN; Rogers; and Verbitsky.

Pon Sells N.Y.C. On Country Music

continued from page 29)

this is country music and it can be heard on WHN. All of the artists' greatest concern in our using them in the spots was for the audio portion. They were so proud of the music that they wanted to make sure the sound was good."

Along with promotion manager Fred Seibert, Pon has achieved a great deal in the four years he has worked for WHN. And he said it is a good feeling to know his friends and business acquaintances have a lot of respect for WHN.

Perception Changing

"it sounds corny, but when I came here in 1975, a lot of my friends said I was being reckless, considering my background," Pon said. "Now what happens is that I meet someone, and they will ask what I do I say! work for WHN, and they say, 'boy, that is a great radio station.' It is not nearly as negative as it used to be. I take a personal satisfaction in having had a part in changing that perception."



THE OAKS PLAY GUEST DEE-JAY — One of the most innovative promotion tools WHN put into practice was that of guest Dee Jay. Everybody from Kenny Rogers to Olivia Newton-John has taken a turn hosting a radio show. In this photo, the nour belongs to the Oak Ridge Boys. Pictures seated (I-r) are: Richard Sterban and Bill Golden, the Oak Ridge Boys. Standing (I-r) are: Kobbie Roman, assistant PD, WHN; Duane Allen and Joe Bonsall, the Oak Ridge Boys; Jessi, WHN air personality; and Mike Fitergerald, WifN air personality.

Warner Country Loves New York and WHN

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FRANK IFIELD
BUCK OWENS
SANDY POSEY
T.G. SHEPPARD
MARGO SMITH



WHN Symbolizes Changing Profile Of Country Music

get, I would have to say the live shows have helped our ratings.

In determining which concerts to broadcast. Salamon said, "It's a lot like programming and deciding what kind of music you're going to play on a radio station. A lot of it gets into a subjective situation. The artists we are most interested in tend to be artists we play on the radio station.

Concert Following

"Then there are other artists that perhaps we play less, but have a greater concert following," he continued. "For example, The Flying Burrito Brothers have not had hit singles, but have had good selling albums over a period of ten years, and are one of the legendary groups of country rock. We have done broadcasts with them."
Salamon added that WHN supports

many of the local artists who have developed a following in the New York area, such as rockabilly artist Robert Gordon. Salamon said WHN occasionally extends its coverage to artists not necessarily in the country field. He claims one of its most unusual broadcasts was with R&B singer

"It came about because Millie is a WHN

listener," Salamon said. "She called the radio station and we had a dialogue with her. She said many times she has decided to record a song because she heard it on WHN. (Jackson has done covers of "Sweet Music Man" and "If We're Not Back In Love By Monday.") Millie put together a special program where she did her versions of country material."

Since 1977, Salamon estimates that WHN has done 100 live broadcasts, averaging about one a week He said that no particular one could be considered the most successful, and adds that each artist seems to have developed his or her own definite following

In summing up the impact the live broadcasts have had on the country music field in general, and New York specifically, Salamon said, "The whole WHN live concert series has been important to New York. It is a venue used to expose an artist to a million and a half people who may not have been exposed to them before. It has also been instrumental in getting country music into a whole new scene. Of course, radio was all remote live concerts during the 40s. This is not necessarily a new idea, but it is



A LITTLE BIT OF TEXAS — The Lone Star Cafe is the site of many live concert broadcasts via WHN. The Lone Star claims the honor of being "the biggest and best honky tonk north of Abilene," and lives up to these words by being the only club in New York that regularly books country music acts. On any given evening one might find Larry Gatlin or Waylon Jennings raising the roof, or maybe one of the fine local bands the Lone Star is in the habit of introducing to the public.



WHN's Gamble On Country Format Pays Off In New York

(continued from page 30)

And we went to #2 in adult radio. Sometimes now, we are amazed at the amount of country music we see in other advertisements."

Convincing Agencies

Even as WHN's ratings rose in the Arbitron studies, Verbitsky still had to struggle to convince agency account executives and ad managers that WHN listeners would buy their product. The common assumption in those days was that country listeners were a rough-hewn lot of blue collar workers who did little in their spare time but kick their feet up on a table and drink beer. But studies proved that a high percentage of listeners were college graduates. In general, they were people in the 25-49 age group who bought homes, new cars and other quality iterns.

Now, the accounts include Firestone, Carvell, an ice cream company which sells franchises on the air, Heineken Beer, the Dime Savings Bank of New York, the New York Bank for Savings, Chevrolet, TWA, American Airlines, Air France, Perrier and Blue Nun Wine. About 25% of billings are derived from retail advertisers, and nearly 50% comes from airlines, autos and banks.

"There is an incredible attrition rate in

radio," Verbitsky said. "An advertiser will become successful on radio and move on to television. We have to work hard to keep our accounts. Initially, it was not hard to get attention because we were winning the ratings battle, but certain advertisers thought we had a million plus ditch diggers. They could see the figures, but they did not know what those figures meant. Our sales pitch is that we are not lepers. We are just like any other good radio station in New York. Also, a sanitation worker makes \$27,000, and they have more leisure time than those of us who work in non-union jobs. And they can buy cars and things for their homes.

Market Study

"We had a study called "Markets In Focus," and we came out like gang busters on that study," Verbitsky added. "Our average listener profile looked just like the other great New York stations. And we do not try to sell all the seats on our plane. We sell them selectively and try to constantly raise our prices. We even had to turn down Saks Fifth Avenue four months ago after trying to get their account for four years. They finally wanted us, but couldn't handle our price. We don't want anybody saying what we do is inferior."

Verbitsky has also put together an impressive sales force of nine people headed by Brian Moors, general sales manager for WHN. A graduate of St. Francis College in Loretto, Pa. with a degree in physics and mathematics, Moors joined WHN in 1975 as a retail sales specialist. He began his sales career with WCBS-FM when it was a struggling progressive rock station. Moors' philosophy of "airing fewer commercials at a higher unit cost" is compatible with the sales ideas of Verbitsky.

Of course, Verbitsky's sales approach and the high Arbitron ratings would still be a dream if not for the programming methodology of Salamon. An acknowledged leader in programming research, Salamon molded the station into sophisticated, mass-appeal format. He gives listeners "what they want to hear." Salamon has been criticized in some quarters for playing "non-country" music on a country station, but his formula works in New York.

Among his innovations is the practice of inviting artists into the studio to sit in as a guest dee jay rather than merely submitting to an interview. Entertainers such as Dolly Parton, Anne Murray, Eddie Rabbitt and Olivia Newton-John have come in and

played music, talked about themselves and given traffic and radio reports. Salamon believes this approach is unique because it allows the artist to talk directly with the public as opposed to a straight interview. WHN also programs a wide variety of Presley music, and not just his hits. For in-

(continued on page 34)



MILSAP MEETS VERBITSKY --- WHN seems to have a giant magnet that draws country performers to its offices. This time it caught Ronnie Milsap (I), who dropped by the offices when he was in New York. Nick Verbitsky was part of the welcoming committee that turned out to greet Milsap.

WITHOUT WHIN

NEW YORK
WOULD BE A LOT FARTHER FROM
NASHVILLE.

CBS RECORDS NASHVILLE.

WHN's Gamble On Country Format Pays Off In New York

continued from page 33)

stance, "Memories," a song from his 1968 highly acclaimed television special, is an all-time favorite among WHN listeners. In support of this policy. Col. Tom Parker, Presley's manager, has authorized WHN as the only radio station in the country to use Presley's photo along with his signature as part of WHN promotions.

Live Broadcasts

Another innovative policy of WHN are the live shows, which have ranged from a broadcast of Charlie Daniels' annual "Volunteer Jam" at Municipal Auditorium in Nashville to the weekly live broadcasts of performances at New York's Lone Star Cafe. a popular mainstay of progressive country music.

In addition to these programming rules, WHN includes a restriction of 12 minutes per hour of advertising, rather than the 18 allowed, so listeners can hear more music. And there is a 24-hour music line that answers up to 1,000 calls a day. These features are a major reason why the listening time for WHN is 9-10 hours weekly; somewhat more than the median 5-6 hours for AM stations.

Outside the radio station's Park Avenue offices, a look inside the subway system in-



Fred Sibert, Promotion Manager

dicates one more reason for the high visibility of WHN in New York. As part of his marketing and promotional campaign, Pon has profiled some 4,000 full-color, two-sheet posters on the walls of the subways throughout New York State Broadcasters, Inc. which recognized WHN as having the best promotional campaign in New York

If there is an intangible key to success of WHN, it is the station's commitment to excellence and professionalism. It is a tenacious quality apparent even in the design and layout of the station's comfortable, well-planned offices, the result of \$300,000 in renovations in 1975. Verbitsky, for one, insists on going first class.

"We are an aggressive marketing station, and we try to control what goes on in country music in New York City," Verbitsky explained. "We have probably 100 people come up to us each year with some idea concerning country music, and we try to discourage 90 of them. We don't want somebody to run concerts who is smarter than we are. The competition in New York for the entertainment dollar is keener than anywhere else in the world. If we do not do it first class, we do not do it. And we always critique what we do because we know we can do it better. For instance, in 1976, our first full year on the job, we turned a profit.

And we hired the best people available for the job — not just management people, but secretarial. We tried to build a routine that would not burn them out, and we paid them a fair market value.

Planning Ahead

"We always plan ahead," he continued. "We never get caught in the eleventh hour. We all believe in Murphey's Law. If something can go wrong, it will. We have a concert coming up right now and we have spent as much time making sure everything is right as the promoter has. We don't want surprises. The worse thing that can happen with a radio's live broadcast is to get caught at the last minute. Even with our subway program, other stations come into the subways to reserve space for a November spot in October, and they can't get in because we have already reserved it a year ago. Our ad campaigns are done way in advance because it has to be that way. We have been told by people that we never give up."

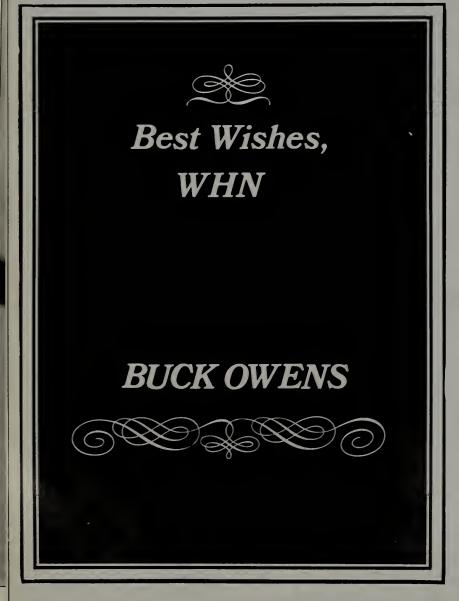
Thanks For Allowing Us To Be A
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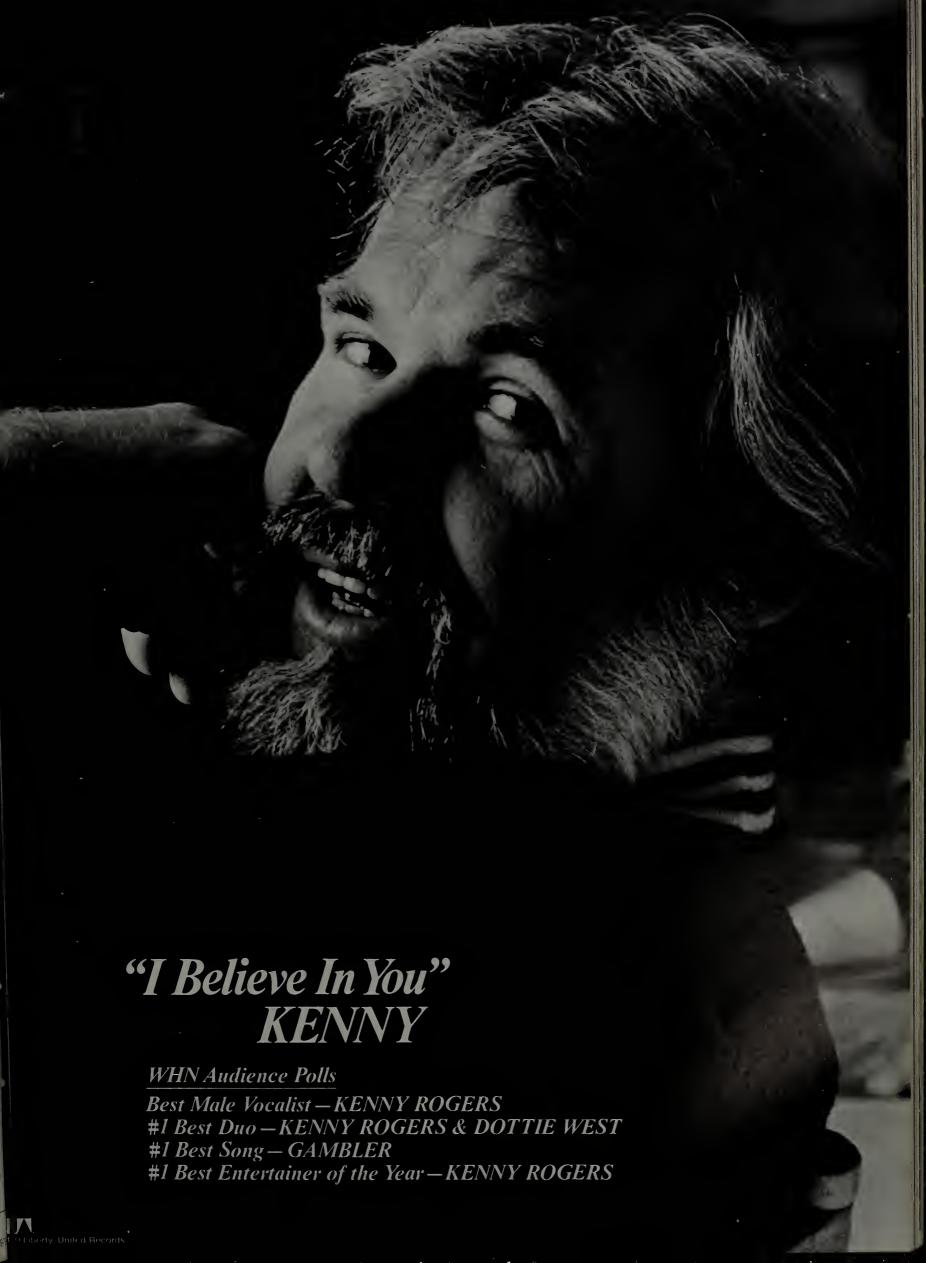
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Thanks **WHN Hag**



TALENT

iss/ New England

MUNICIPAL AUDITORIUM, NASHVILLE— There have been plenty of upstart imitators since the mammoth explosion of Kiss onto the music scene six years ago, but nobody even comes close to this group as far as sheer showmanship.

After a 17-month absence from the road, Kiss has hit the concert trail once again, loaded with an extensive and elaborate road show that promises to be even more spectacular than previous attempts. Though their latest LP, "Dynasty" hints of a more musical/vocal-oriented direction for the group, don't expect it from the live show. The sound quality, though definitely improved, is still secondary to the circus-

But that fact, coupled with the never-say-die attitude of the four band members, is one of the primary reasons behind the success of the group. Besides, a "show" is what this SRO crowd of toddlers, teens and wincing adults expected. Kiss has become a national phenomenon, a merchandiser's dream, as was obvious from the number of junior bat lizards and space cadets laced throughout the audience.

like atmosphere of a Kiss concert.

Kiss has created an image for itself which melds perfectly with its own brand of heavy duty rock 'n' roll. And every accessory used in the show supports this image from the specially-constructed angular stage, complete with ramps and rising platforms, to the numerous special effects that dominate a Kiss concert.

Colored lights, smoke bombs, pin wheels and other assorted special effects have always been part of a Kiss performance. But this time around, the boys have added something more to their already dynamic stage antics. Via a Peter Pan lift, Gene Simmons was able to float 30 feet above the audience, where perched on a ramp protruding from the lighting truss, he continued his song, "God of Thunder," without missing a beat. Giant flames shot up from either side of the stage, making it decidedly one of the more dramatic moments of the concert.

Special effects considered, the music itself was fullblast and easily equal to the powerful show. Kiss offered the audience several cuts from their new album, "Dynasty," including their current single, "I Was Made For Loving You," but for the majority of the show, it dipped into its healthy musical past and dug out such standards as "Shout It Out Loud" and "Firehouse."

New England, the opening act for this rock and roll extravaganza, should not go unmentioned. Any group that can hold its own against so formidable a headliner deserves a pat on the back, and more.

jennifer bohler

rusaders/ Noel Pointer

HOLLYWOOD BOWL, L.A. — A collection of polished veterans, the Crusaders hold a very special appeal to the many fans who have enjoyed their music since the days of the old Jazz Crusaders.

Joe Sample, Wilton Felder and "Stix" Hooper have been playing exceptional jazz for as long as this reporter can remember, and their Hollywood Bowl performance was no exception. Displaying the refreshing originality and technical excellence that has sustained the group for more than 20 years, the Crusaders delighted the crowd with in-

credible jazz that seemed to warm the night air itself.

Ranging from numbers with the full backing of a 25-piece orchestra to piano and drum solos to an exotic number featuring guest appearances by Japanese instrumentalists Osamu Kitajima and Kozo Matsui, Sample, Felder and Hooper never let up.

All three of the principals were spotlighted during the 90-minute set, with additional recognition given to sidemen like Lou Fischer on bass, Roland Bautista on guitar and Paulihno Da Costa on percussion.

The final highlight of the evening was, naturally enough, the Crusaders' latest hit, the phenomenal "Street Life," featuring the singing of Randy Crawford. Beautiful.

Opening act was another fine jazzist, Noel Pointer on the violin. Pointer played a strong set, featuring much from his new "Feel It" LP. Unfortunately, as the set began to wind down, the crowd's eagerness for the Crusaders seemed to dim their enthusiasm for the fine performer.

enny Williams

THE ROXY, L.A. — Since leaving Tower of Power several years ago to embark on a solo career, Lenny Williams has established himself as an exhilarating performer in the tradition of such soul music greats as Otis Redding, Al Green and Bobby Womack.

On stage, Williams assumes the roles of belter and crooner with equal aplomb. During his recent appearance at the Roxy, for instance, he alternated smoothly between incendiary up-tempo songs and sensitive ballads.

Opening with the classic TOP ballad "So Very Hard To Go," Williams shifted into high gear on up-tempo selections from his "Choosin' You" and "Love Current" LPs. His six-piece backup band, while not up to the well oiled ensemble work of TOP, nevertheless provided strong support.

Throughout the hour-plus set, Williams showed that he is a well-rounded entertainer who knows how to work a crowd. He glided gracefully from one side of the stage to the other, sometimes pausing to introduce the next song with a bit of down home testifying, which drew shreiks and screams and whistles from the capacity audience.

arl Klugh/ Roland Vasquez

SANTA MONICA CIVIC — Fresh on the heels of his latest United Artists LP, "Heartstring," jazz guitarist Earl Klugh introduced his new material to L.A. audiences with a thoroughly professional performance.

A jazzist of the mellow persuasion, Klugh's music reflected the double influences of Bob James and George Benson. The smooth, yet somewhat timid performance highlighted the new LP; but it also delved into his past repertoire.

Backed by a band that included Perry Hughes on electric guitar, Darryl Dyblra on piano, Mickey Rocquemore on keyboards, Hubie Crawford on bass and Anthony Robertson on drums, Klugh maintained a steady pace throughout the show — keeping the talking to a minimum and the music to the max.

While there did seem to be some hesitancy to break out into unexplored territories, a dizzying trio number featuring Klugh's acoustic guitar mixing and building with Hughes' electric riffs and Crawford's insistent bass provided an exciting highlight to the show.

When the band broke out of the groove that sometimes threatened to become a rut, they were beautiful — as shown by the vibrant "Our Day Will Come" and the encore performance spotlighting the new LP.

In contrast to Klugh, opener Roland Vasquez pushed his nine-piece Urban Ensemble to the limit in a pulsating — if sometimes ragged — set that left the audience cheering for more. Vasquez is a fiery drummer and sensitive composer whose music includes elements of jazz, Latin, funk and classical; the band is a hard-driving unit augmented by two Latin percussionists and a three-piece horn section.

Vasquez, who makes his horne in Los Angeles, clearly had the crowd on his side, although he may have stretched their allegiance a bit too far with a well-intentioned but anti-climactic encore. Nevertheless, he is a powerful live performer whose minor shortcomings stem from his inexperience at playing before large audiences.

erman Brood/ Gary Myrick

ROXY, L.A. — With the wryness of Graham Parker and the decibel-laden presence of the old Alex Harvey Band, Holland's Herman Brood & His Wild Romance smacked straight into the receptive arms of the Roxy patrons this evening. A standing ovation and numerous encores topped off a great hour of rock & roll stamina and entertainment.

Brood, in black & white regalia, kept the pose captured on his Ariola LP jacket cover for the majority of the evening. When not fingering the keyboards, Brood, with eyes closed, wails the fury and message of straight-out musical power. Brood's ability to move an audience is best exemplified his drive. Without prodding the audience to stand up and clap. Brood paused only to introduce an occasional song in a devious Dutch accent and give well-deserved recognition to members of the Wild Romance after each individual shining musical moment.

musical moment.
And shine they did. Guitarist Danny Lademacher was stunning in a quick, clean and rhythmically stark style. His back-up vocals along with drummer Ani Meerman were perfect. Bassist Freddie Cavalli framed each song with solid precision framed.

fretwork.

The show itself was very well paced. A driving version of "Sturday Night" was placed in the middle instead of being saved until the inevitable finale. An anti-drug set segued nicely into "Knockin' On Heaven's Peor."

Door."
Opening the show was an L.A. quartet.
Gary Myrick & The Figures. Prior to this slot. Myrick and band had played only 15 times. However what came off was an outstanding set of bold, sincere and economical rock that instantly turned this youthful unit into the brightest rock hope on L.A. circuit. Record companies take note, Myrick knows how to write and present a great pop/rock tune. While so many other new bands are proving their pop "sincerity" by paring their songs down to the most minimal level. Myrick and crew realize the value of using the well-structured solo to its utmost effectiveness. Hopefully, we'll be hearing a great deal more from this band.

he Shirts

THE BOTTOM LINE, NYC — Due to the Shirts' prominence in the early CBGB's scene, they have been lumped together with the punk bands that used to play at that lower Manhattan club. But, like many other bands that have been influenced by New Wave music, the Shirts are actually a poprock band with a hook-laden, highly melodic style.

In performance, the Shrits rocked out much more than they do on their second Capitol album, "Street Light Shine." But this was not always a plus. For one thing, they were much too loud for a club the size of the Bottom Line, and their lyrics could only occasionally be distinguished. Second, Arthur LaMonica's keyboard work, an important ingredient on the album, was relegated to the background in concert. In addition, LaMonica's vocal duets with lead singer Annie Golden were de-emphasized in the set, rising to the fore only in "I Feel So Nervous," one of the hand's patchlest tunes.

band's catchiest tunes.

Golden herself, an increasingly well-known actress who has had roles in both the Broadway revival and film version of 'Hair,' was a charismatic stage presence in the Shirts' Bottom Line show. But in the process of trying to be heard above the electric din of the music, she showed only the tough, gritty side of her singing style. Except in "Outside The Cathedral Door," a model piece that recalled Yes and Renaissance, Golden had little opportunity to demonstrate the range and flexibility of her voice.

ichael Nesmith/ Jet

THE WHISKY, LOS ANGELES — Although ex-Monkee Michael Nesmith's current musical stance is easy to categorize, the artist himself is clearly more difficult. On his new album, "Infinite Rider On The Big Dogma," and in his live act, Nesmith has returned to rock 'n' roll, playing with a conviction that shows great promise for an eventual breakthrough to a mass audience. But his lyrical wit and stand-up comic stage role give him a broader range.

On strictly musical terms Nesmith and his excellent band can hold their own with almost any group. Songs like "Crusin'," his current single; "Magic," a '50s-flavored dowco number; and the first three new songs of his set, "Dance," "Tonite" and "Flying," are interesting, well-crafted rockers that ignited a previously-somber late show

audience.
But the touches that made the show were the asides, the patter that flowed from Nesmith's intelligence and experience. His humor is often sharp, pointed and mocking, but few musicians can handle hecklers like Nesmith did. And set pieces like the jazzy intermission and thanking everyone for coming — one at a time — also worked well.

well.
In short, Nesmith and crew are talented musicians with a perfect showroom act. Despite inconsistent vocals and a very short encore-less set, Nesmith's Whisky date proved that he's on the right track.

Jet, like Nesmith a Pacific Arts act, opened with a competent set. The group shows a lot of talent in search of a direction, and did do a fine rendition of Paul Simon's interpretation of Edward Arlington Robinson's poem "Richard Corey." joey berlin

ON STAGE

TOP 75 LBUMS

			4				
			eeks On nart		9/		eel On hai
1	GREATEST HITS WAYLON JENNINGS			36	JUST TAMMY TAMMY WYNETTE (Epic KE-36013)	36	
2	(RCA AHL 1-3378) MILLION MILE	1	21	37	VOLCANO JIMMY BUFFETT (MCA MCA-5102)		
	REFLECTIONS THE CHARLIE DANIELS BAND (Epic JE 35751)	2	18		SERVING 190 PROOF MERLE HAGGARD (MCA-3089) REFLECTIONS	38	
3	THE GAMBLER KENNY ROGERS	ľ		40	GENE WATSON (Capitol SW-11805)	42	:
4	(United Artists UA-LA 934-H) GREAT BALLS OF FIRE DOLLY PARTON (RCA AHL 1-3361)	5 7	40	40	BARBARA MANDRELL (MCA AY-1088)	43	
5	FAMILY TRADITION HANK WILLIAMS, JR.	·	,,	41	POCO (MCA AA-1099)	44	
	(Elektra/Curb 6E-194)	9	13		JOHN CONLEE (MCA AY-1105)	30	
7	RONNIE MILSAP (RCA-AHL-3346) ONE FOR THE ROAD	6	15	43	WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA-858-H)	33	
8	WILLIE & LEON (Columbia KC2 36064 LOVELINE EDDIE RABBITT (Elektra 6E-181)	4	16	44		34	
9	3/4 LONELY T.G. SHEPPARD			45	ALONE TOO LONG CHARLY McCLAIN (Epic JE-36090)	45	
	(Warner/Curb BSK-3353) MR. ENTERTAINER	11	7	46	THE ORIGINALS THE STATLER BROTHERS (Mercury SRM 1-5016)	46	
	MEL TILLIS (MCA MCA-3167) THE LEGEND AND THE	14	7	47	REBORN ORION (Sun 1012)	37	
	LEGACY VOL. 1 ERNEST TUBB (Cachet CL3-3001)	13	7	48	MARTY ROBBINS (Columbia JC		
12	WE SHOULD BE TOGETHER CRYSTAL GAYLE			49	836085) LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	 51	
13	(United Artists UA-LA 969-H) THE BEST OF DON	8	10	50	SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	50	
a	WILLIAMS; VOL. II DON WILLIAMS (MCA 3096)	10	18	51	MAKIN' MUSIC ROY CLARK AND CLARENCE		
4	OUR MEMORIES OF ELVIS VOL. 2 ELVIS PRESLEY (RCA AQL 1-3448)	18	4	5 2	"GATEMOUTH" BROWN (MCA MCA-3161) Y'ALL COME BACK	41	
15	THE VERY BEST OF LORETTA AND CONWAY	10		32	SALOON OAK RIDGE BOYS (MCA DO 2093)	47	9
	LORETTA LYNN AND CONWAY TWITTY (MCA MCA—3164)	15	7	53	LARRY GATLIN'S GREATEST HITS		
16	CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	16	24	54	(Monument MG-7628) ROOM SERVICE	49	4
17	YOU'RE MY JAMAICA) CHARLEY PRIDE (RCA AHL 1-3441)	17	4	55	OAK RIDGE BOYS (MCA AY-1065) THE SOUND OF A PIONEER BOB NOLAN (ELektra/Asylum 6E-212)	55	
18	BLUE KENTUCKY GIRL EMMYLOU HARRIS			56	PROFILE/BEST OF EMMYLOU HARRIS		
19	(Warner Bros. BSK-3318) STARDUST WILLIE NELSON	12	19	57	(Warner Bros. BKS-3528) SERVED LIVE	53	4
20	(Columbia JC 35305) CROSS WINDS	19	72	58	ASLEEP AT THE WHEEL (Capitol ST—11945) LAUGHING AND CRYING	57	
21	CONWAY TWITTY (MCA-3086) TEN YEARS OF GOLD KENNY ROGERS	20	16		LIVING AND DYING BILLY "CRASH" CRADDOCK		
22	(United Artists UA-LA 835-H) THE OAK RIDGE BOYS	26	83	59	(Capitol ST-11946) EVERY TIME TWO FOOLS COLLIDE	54	
	HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	22	24		KENNY ROGERS & DOTTIE WEST (Uited Artists UA-LA 864-H)	56	
23	SILVER JOHNNY CASH (Columbia JC 36086)		3	60	IT'S A CHEATING SITUATION	00	
24	THE TWO AND ONLY THE BELLAMY BROTHERS			61	MOE BANDY (Columbia KC-35779) WAYLON & WILLIE WAYLON JENNINGS & WILLIE	60	
25	(Warner/Curb BSK-3347) WILLIE AND FAMILY LIVE WILLIE NELSON	24	8	62	NELSON (RCA AFL 1-2698) RIGHT OR WRONG ROSANNE CASH (Columbia JC 36155)	59	
26	(Columbia KC-2-35642) A RUSTY OLD HALO	25	41	63	ARE YOU SINCERE? MEL TILLIS (MCA-3077)	63	
27	HOYT AXTON (Jeremiah JH-5000) RANDY BARLOW	29	6	64	HEART TO HEART SUSIE ALLANSON	52	
28	RANDY BARLOW (Republic RLP-6024B) THE BEST OF THE	32	4	65	(Elektra/Curb 6E-177) OUR MEMORIES OF ELVIS		
	STATLER BROTHERS (Mercury SRM 1-1037)	28	90	66	TNT TANYA TUCKER (MCA-3066)	58 61	
29	BARBARA MANDRELL	40	2	67	RODRIGUEZ JOHNNY RODRIGUEZ (Epic KE 36014)		
30	(MCA MCA-3165) JERRY LEE LEWIS (Elektra 6E-184)	35	22	68	THE TEXAS BALLADEER FREDDY FENDER (Starflite JZ-36073)	64	
31	ROCKIN' YOU EASY, LOVIN' YOU SLOW			69	I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS		
20	RONNIE McDOWELL (Epic JE 36142)	31	6	70	(RCA AFL 1-2979) JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	64 65	
32	GOLDEN TEARS/STAY WITH ME DAVE & SUGAR (RCA AHL 1-3360)	39	2	71	THE MARSHALL TUCKER BAND		
33	THE BEST OF BARBARA MANDRELL			72	(Warner Bros. BSK 3317) TOTALLY HOT OLIVIA NEWTON-JOHN	66	,
	BARBARA MANDRELL (MCA AY-1119)	23	32	73	(MCA-3067) BURGERS AND FRIES	67	
	NEW KIND OF FEELING ANNE MURRAY (Capitol SW 11849)	21	32	74	CHARLEY PRIDE (RCA APL. 1-2983) CON HUNLEY	73	
35	SHOT THROUGH THE HEART JENNIEER WARNES (Arieta AB 4117	,		75	(Warner Bros. BSK 3285) VARIATIONS EDDIE RABBITT (Elektra 6E-127)	68 70	
	JENNIFER WARNES (Arista AB 4117	, –	1				



LORETTA LYNN IN LAS VEGAS -- MCA recording artist Loretta Lynn was recently visited in her suite in Las Vegas by MCA Records executives on her opening night at the Aladdin Hotel. Pictured are (I-r): Stan Layton, vice president of marketing; Jim Foglesong, president of MCA Records' Nashville Division; Lynn; Ron Chancey, vice president of A&R/Nashville Division; Santo Russo, vice president of product development; and Russ Shaw, vice president of artist development,

'Xmas Carol' Goes Country

by Jennifer Bohler

NASHVILLE - In a novel twist on Charles Dickens' classic "A Christmas Carol," the Cates Brothers production outfit in Los Angeles is filming a holiday special entitled "A Country Christmas Carol," starring a full roster of country music artists.

Video taping Oct. 21-31 in Los Angeles, the two-hour musical will follow the same line as Dickens' story, except that it will be set in a small Tennessee town in modern times, with a country music theme.

'Our cast will feature country music artists, with one or two exceptions. It is a country music book musical, probably the first one ever done on network television. said Joe Cates, executive producer of the NBC special, which airs December 17.

Affable Hoyt Axton will portray the rapacious Scrooge counterpart, Cyrus Flint, a penny-pinching banker in this adaptation. Mel Tillis will play Dennis Pritchett, the indigent clerk, while Lynn Anderson will portray Mrs. Pritchett.

Other artists who have been tapped for roles include Larry Gatlin (Flint's young nephew), Barbara Mandrell (Flint's first love), and Danny Davis and the Nashville Brass (The Ghost of Christmas Present, collectively).

The Statler Brothers will portray the quartet featured in television commercials for the bank. And country songstress Dottie West will portray Annabelle, a cashier in the bank and Flint's girlfriend.

Cates, who is a veteran producer of country music television specials, added that Martha Raye will probably be cast as the Ghost of Christmas Past. He also hopes to cast Tennessee Ernie Ford as the spirit who returns to earth to warn Flint of his conduct. Dale Evans and Roy Rogers will guest as Flint's first employers.

Original music for the special, which is already completed, was written by Aaron Schroeter, famous for several Elvis Presley tunes, Mel Mandell and Norman Sachs. More than 15 compositions will be used in the musical, giving each artist an opportunity to perform.

'This is a book musical, just like any book musical you ever saw on the Broadway stage," Cates said.

According to Cates, a soundtrack from the special is a possibility, and he is presently working on details concerning a release. Publishing rights have not yet been

Mark Daniels, who has been responsible for such specials as "The Gift of the Magi," will direct. Chet Hagan will serve as associate producer and Nashville's Bill Walker as musical director.

The Cates Brothers are involved in another upcoming country music special, which will be taped at Washington's Ford Theatre. It will be aired on ABC as a "Big Event" October 16



Don Cusic

Cusic Appointed As Nashville Cash Box Editor

NASHVILLE — Don Cusic has been named Nashville editor for Cash Box. Cusic replaces Bob Campbell, who is moving to east Texas to pursue an independent writing project.

Cusic has lived in Nashville since 1973 and has served as Nashville editor of Record World, director of artist development and publicity for Monument Records and as co-president of New Horizon Management and Southern Sky Public Relations. His articles have appeared in Country Music Magazine, Country Song Round-Up, Contemporary Christian Music and others.

Cusic is currently on the board of directors of the Gospel Music Association and is a member of NARAS. He received his B.S. in journalism from the University of Maryland.

COUNTRY

THE COUNTRY COLUMN Clean-cut Ronnle McDowell was recently named an "Honorary Member" of the National

Drug Enforcement Officers Association, Inc., during ceremonies held at the Maxwell House in Nashville, McDowell, who is the first and only person to have ever received this honor from the association, was presented the kudo in recognition of his outstanding character.

And in an unusual promotional stint behind McDowell's latest LP, "Rockin' You Easy, Lovin' You Slow," his record label, producer, booking/management agency and public relations firm have gotten together and released a Ronnie McDowell Proclamation/Seal of Approval, stating their "faith in" and "support of" the singer/songwriter's career.

A country music special with a rather lengthy title will be making its way into the homes of



America sometime this month. Titled "The Lynn Anderson, Carter Family, Johnny Cash, Ray Charles, Larry Gatlin, Emmylou Harris, Waylon Jennings, Kris Kristofferson, Willie Nelson, Linda Ronstadt Tribute . . . The Unbroken Circle: A Country Celebration of the Music of Mother Maybelle Carter," the one-hour special was produced by Country Celebration Productions Inc., for CBS-TV. Scenes for the majority of the show will feature shots throughout

Opryland. Other scenes feature locations out west.

Orion's debut LP for Sun Records is being repackaged in an album jacket that features a four-color photo of the singer, rather than the original, somewhat controversial concept

BACK BY POPULAR DEMAND...Lester "Roadhog" Moran and the Cadillac Cowboys recently made a rare public appearance on Ralph Emery's "Pop Goes The Country" TV show. Donned in modish coats and ties to enhance their new pop image, the group performed such numbers as "Love Is A Many Splintered Thing," and "The Thing From Dr. Coincidentally, the Statler Brothers also made an appearance on the show.

The Stage West, a showcase club in Toronto, Ontario, recently underwent a format change. The club has switched from showcasing local talent, to featuring a combination of Canadian and American recording artists. Con Hunley, Mickey Gilley and Rodney Crowell have already made appearances at the club.

When BIII Anderson and Show appeared at the Iowa Championship Rodeo in Sidney, lowa, they managed to break the one night attendance record on Saturday night; and, according to Jim Sutton, president of the rodeo, the troupe came close to breaking a total attendance record.

They say every picture tells a story, and it must be true with song titles too, at least one song title anyway. Songwriter **Sonny Throckmorton** wrote a song a few years ago that is currently being made into a movie. "Middle Age Crazy," which stars **Bruce Dern** and **Ann**is being shot on location in Houston.

BITTEN BY THE SHOW BIZ BUG... Senate Majority Leader Robert C. Byrd, who has guested on such shows as "Hee Haw," and "Pop Goes The Country," recently released his own LP of fiddlin' tunes. Titled "Mountain Fiddler," the LP is on the Country Records label.

PUBLISHING NEWS ... Bob Witte has been appointed head of the country division of ARC Music, which is located in the United Artists Building in Nashville. Assisted by Jan Gray Witte, the division is currently in the process of building up the country catalog, and reports that it is totally open to new writers and material

ATV Music Group here has announced the addition of Dan Tyler to its staff as an exclusive songwriter. Tyler was formerly a staff writer for Deb-Dave/Briarpatch Music.

Jack Lebsock, who records under the name of Jack Grayson, recently signed a writer's contract with Churchill Music, Inc., and a recording contract with Churchill Records, Ltd.

Singer/songwriter Jimmy Payne just completed a 25-day club and concert tour of England, Scotland and Norway, where he did a special two-hour broadcast for BBC's Country Club, and appeared at the Nottingham Festival.

Mary K. Miller was one of the many artists who donated her time to the Jerry Lewis Telethon, covering Donna Summer's "Last Dance.

Nashville producer/publisher Bob Montgomery has been invited by Paul McCartney to attend a big bash in London, held in honor of the late Buddy Holly. Montgomery and Holly started out in Lubbock, Tex. writing and performing together until their high school graduation in 1955. They continued writing together occasionally until Holly's death.

Mel Tillis, who has several film credits tucked under his belt, will soon be adding yet another film activity when he guest stars in an upcoming episode of CBS/TV's, "The Dukes of Hazzard." And in the major motion picture department, Tillis has a role in the current movie release, "The Villain," with Kirk Douglas and Ann-Margret.

bob campbell



CAIN SIGNED TO COMBINE GROUP . Bob Beckham, president of the Combine Music Group, has announced the signing of singer/songwriter Thomas Cain to a long term, exclusive writing agreement. Cain's material will be published by the newly formed subsidiary, Sweet Baby Music. Pictured are (I-r): Cain, Beckham and Eddie Jackson, Cain's business manager.

Mail Order Firm Formed To Handle Country Product

NASHVILLE - James D. Scott and Jim Chapman have announced the formaion of Music City Warehouse, Inc., a major mail orderfulfillment company for country music records, tapes, gifts and souvenirs. Initially, Music City Warehouse, Inc. will handle all the mail orders for Conway Twitty's Country Store and Twitty Bird Record Shop.

Top Execs

Scott, president of Scott Sales, Inc., will be president of Music City Warehouse; while Chapman, who was formerly the associate publisher and advertising manager for Country Music Magazine, will assume the position of vice president of marketing and operations manager.

Music City Warehouse, Inc. is located at 34 Rutledge St., Nashville, Tenn.

REVIEWS

WAYLON (RCA PB-11723)

Come With Me (2:59) (First Lady Song, BMI) (Chuck Howard)

Jennings comes out with a soft ballad on this outing. He starts out with just a piano accompaniment and finishes the strong chorus with Jessi Colter's help. Waylon proves he can sing a sensitive love song with conviction.

ANNE MURRAY (Capitol-P-4773)

Broken Hearted Me (3:43) (Chappell/Sailmaker, ASCAP) (Randy Goodrum)

Anne comes out with a soft ballad penned by the same writer who brought her "You Needed Me." She sings these kinds of songs best with her rich voice giving quality and class to the record.

TOM T. HALL (RCA PB-11713)

You Show Me Your Heart (And I'll Show You Mine) (2:56) (Hallnote, BMI) (Tom T. Hall)

Tom T.'s best outing in a long time has him returning to a basic, simple country sound that'll sound great in a honky tonk. As a writer, Tom has more hooks than a tackle box and he uses some here effectively.

JOHNNY DUNCAN (Columbia 1-11097)

The Lady in the Blue Mercedes (3:07) (Algee, BMI) (D. Darst-G. Gentry)

A country cha cha drinking song that big John puts his staple on. The Mexican feel and Johnny's relaxed vocals have given him a distinctive sound that has found a spot on radio. **DAVID WILLS** (United Artists UA-X1319-Y)

Endless (2:41) (Pi-Gems, BMI) (G. Harrison-D. Pfrimmer)

Wills is too good an artist to have gone this long without a hit. That should change with this release which packs a punch that David drives across.

SINGLES TO WATCH

JACKY WARD (Mercury 57004)
You're My Kind of Woman (2:41) (Al Gallico/Easy Listening — ASCAP) (M. Sherrill-J. Whitmore-L. Kimball)

CLIFF COCHRAN (RCA PB-11711)

First Thing Each Morning (2:24) (Pi-Gem — BMI) (K. Fleming-D. Morgan)

JERRY FULLER (MCA-41114)

Don't Do Anything (I Wouldn't Do) (3:24) (Blackwood/Fullness — BMI) (J. Fuller)

REBA McENTIRE (Mercury 57003) Sweet Dreams (2:59) (Acuff-Rose — BMI) (Don Gibson)

DAVID ALLAN COE (Columbia 1-11098)

X's and O's (Kisses and Hugs) (3:45) (Warner-Tameriane — BM!) (D.A. Coe)

TOMMY McCLAIN (Starflite ZS9 4903)

Lose The Blues (Moody Man Mac) (3:28) (Crazy Cajun -- BMI) (T. McLain)



FOREVER — John Conlee — MCA — 3174 — Producer: Bub Logan — List: 7.98

Many people consider John Conlee the best singer to come along in county music in a long time -- in the same league as Merle Haggard and Lefty Frizzell. This is Conlee's third album. and it contains a pleasant mixture of straight country and country/pop. Conlee brings out the best in a song, and the top cuts are "Before My Time," "Forever" and "You Never Cross My



SIMPLE LITTLE WORDS — Christy Lane — United Artist — UA-LA-978-H — Producer: Charlie Black — List: 7.98

Christy Lane is not a superstar at this point, but she consistently records songs which are great for radio and which chart high. Under the production of Charlie Black, this is Cristy's most professional work to date. The production is tasteful with just the right amount of pop flavor. Included in the LP are "Slippin' Up, Slippin' Around," "Simple Little Words" and "I Just Can't Stay Married To You."



SKETCHES - Johnny Rodriguez - Phonogram/Mercury

SRM-1-5022 — Producer: Jerry Kennedy — List: 7.98
This is a suprisingly good album considering it comprises material released after his move to Columbia. One of Rodriguez' strong points as a vocalist is that he can sing almost any kind of material, and there is a variety of songs here. The LP includes such songs as "I Fought The Law," "Misty Blue," "If You Could Read My Mind" and "To Love Somebody."



POOR FOLKS PLEASURE - Buck White & The Down Home Folks — Sugar Hill — SH-3705 — Producer: Neil Wilburn and Glen Goza - List \$7.98

This is the group that toured with Emmylou Harris on her last tour and sang with her on the "Blue Kentucky Girl" album. The album is easy to listen to, country tinged with bluegrass and contains some standout songs such as "By The Fireside With Baby" and "Home." This is one of those albums that will have a following that'll play it over and over.

September 15, 1979

Weeks On 9/8 Chart 1 I MAY NEVER GET TO HEAVEN 2 TILL I CAN MAKE IT ON MY OWN
KENNY ROGERS & DOTTIE WEST
(United Artists UA-X1299-Y) 2 11 3 YOU'RE MY JAMAICA
CHARLEY PRIDE (RCA PB-11655) 4 10 4 JUST GOOD OL'BOYS
MOE BANDY & JOE STAMPLEY
(Columbia 3-11027) 5 10 5 IT MUST BE LOVE DON WILLIAMS (MCA 41069) 6 7 6 FOOLS
JIM ED BROWN & HELEN CORNELIUS
(RCA PB-11672) 9 YOUR KISSES WILL

CRYSTAL GAYLE
(United Artists UA-X1306-Y) 7 B LAST CHEATER'S WALTZ
T G. SHEPPARD (Warner/Curb WBS 49024) 12 9 ONLY LOVE CAN
BREAK A HEART
KENNY DALE (Capitol P-4746) 16 10 DADDY DONNA FARGO (Warner Bros. WBS 8867) 10 DONNA FARGO (Warner Bros. WBS 8867) 10 9

THERE'S A HONKY TONK
ANGEL (WHO WILL TAKE ME
BACK IN)
ELVIS PRESLEY (RCA PB-11679) 18 7

BEFORE MY TIME
JOHN CONLEE (MCA 41072) 17 6 13 FOOLED BY A FEELING

BARBARA MANDRELL (MCA 41077) 19 I KNOW A HEARTACHE WHEN I SEE ONE

JENNIFER WARNES (Arista AS 0430) 14 12 15 MY SILVER LINING
MICKEY GILLEY (Epic 8-50740) 15 16 DREAM ON THE OAK RIDGE BOYS (MCA MCA-41078) 20 17 IN NO TIME AT ALL
RONNIE MILSAP (RCA PB-11695) 22 THE DEVIL WENT DOWN TO GEORGIA THE CHARLIE DANIELS BAND (Epic 8-50700) THE DEVIL WENT 19 HEARTBREAK HOTEL
WILLIE NELSON & LEON RUSSELL
(Columbia 3-11023) 3 11 20 IF I FELL IN LOVE WITH YOU
REX ALLEN JR. (Warner Bros. WBS 49020) 23 YOU AIN'T JUST WHISTLIN' DIXIE BELLAMY BROS (Warner/Curb WBS 49032) 27

BELLAMY BROS (Warner/Curb WBS 49032) 27

ALL THE GOLD IN CALIFORNIA

LARRY GATLIN (Columbia 1-11066) 28 ROBINHOOD

BILLY "CRASH" CRADDOCK (Capitol P-4753) 31 SWEET SUMMER
LOVIN'/GREAT BALLS
DOLLY PARTON (RCA PB-11705) 34 25 LOW DOG BLUES
JOHN ANDERSON (Warner Bros. WBS 8863) 26 10 26 GOODBYE EDDY ARNOLD (RCA PB-11668) 32 1 DON'T DO LIKE THAT NO MORE/NEVER MY LOVE
THE KENDALLS (Ovation OV 1129) 35 I AIN'T GOT NO BUSINESS DOIN'
BUSINESS TODAY
RAZZY BAILEY (RCA PB-11682) 37 6 29 ALL I WANT AND NEED FOREVER
VERN GOSDIN (Elektra E-46052) 29 10 30 THE LETTER
SAMMI SMITH (Cyclone CYS-104) 30 31 LIVIN' OUR LOVE TOGETHER

Weeks On 9/8 Chart 32 DANCIN' ROUND AND ROUND ANOTHER EASY LOVIN' NIGHT
RANDY BARLOW (Republic REP-04) 34 SLIPPIN' UP, SLIPPIN' AROUND
CRISTY LANE (United Artists UA-X1314-Y) 46 35 HALF THE WAY
CRYSTAL GAYLE (Columbia 1-11087) 49 36 WE GOT LOVE MUNDO EARWOOD (GMC GMC-107) 42 YOU DECORATED MY LIFE
KENNY ROGERS (United Artists UA-X1315Y) 38 WHAT MORE COULD A MAN NEED
TOMMY OVERSTREET (Elektra E-46516) 45 **EVERYTHING I'VE ALWAYS** WANTED
PORTER WAGONER (RCA PB-11671) 43 40 THE ROOM AT THE TOP OF THE STAIRS
STELLA PARTON (Elektra E-46502) 40 41 CRAZY ARMS
WILLIE NELSON (RCA PB-11673)
WILLIE NELSON (RCA PB-11673)
SHOULD I COME HOME (OR
SHOULD I GO CRAZY)
GENE WATSON (Capitol P-4772) 43 LOVE ME NOW
RONNIE McDOWELL (Epic 9-50753) 50 BABY MY BABY
MARGO SMITH (Warner Bros. WBS 49038) 51 45 HERE WE ARE AGAIN
THE STATLER BROTHERS (Mercury 55066) 11 46 MY OWN KIND OF HAT
MERLE HAGGARD (MCA MCA-41112) 47 FOOLS FOR EACH OTHER

JOHNNY RODRIGUEZ (Epic 8-50735) 13 11 48 PUT YOUR CLOTHES BACK ON
JOE STAMPLEY (Epic 9-50754) 56 JOE STAMPLEY (Epic 9-50754) 56

49 DON'T LET ME CROSS OVER

JIM REEVES (RCA PB-11564) 21 HOUND DOG MAN
GLEN CAMPBELL (Capitol P-4769) 62 O.B. McCLINTON (Epic 9-50749) 60 52 I HEAR THE SOUTH CALLIN' ME HANK THOMPSON (MCA MCA-41079) 61 PLEASE SING SATIN SHEETS FOR ME
JEANNE PRUETT (IBC IBC 0002) 55

1'M JUST A HEARTACHE AWAY
DICKEY LEE (Mercury 55068) 54 55 I'D RATHER GO ON HURTIN'
JOE SUN (Ovation OV 1127) 56 MY EMPTY ARMS
ANN J. MORTON (Prairie Dust PD-7632) 58 THAT RUN-AWAY WOMAN OF MINE
FREDDY WELLER (Columbia 1-11044) 59 58 SAIL ON TOM GRANT (Republic REP-045) 63 LET YOUR LOVE FALL BACK ON DAVID HOUSTON (Derrick DRC 126) 64 60 NO MEMORIES HANGIN' ROUND ROSANNE CASH WITH BOBBY BARE (Columbia 1-11045) 68 61 SEE YOU IN SEPTEMBER
DEBBY BOONE (Warner/Curb WBS 49042) 67 62 EASY

BOBBY HOOD (Chute CR 0008) 65 63 WHO WILL THE NEXT FOOL BE JERRY LEE LEWIS (Elektra E-46067) 24 64 MIDNIGHT LACE BIG AL DOWNING
(Warner Bros. WBS 49034) 69

FOR CHARLY McCLAIN (Epic 9-50759) ---

Weeks On 9/8 Chart 66 BESIDE ME STEVE WARINER (RCA PB-11658) 6 ô 7 67 STAY WITH ME

DAVE & SUGAR (RCA PB-11654) 25 12 68 I NEVER LOVED ANYONE LIKE I LOVE YOU LOUISE MANDRELL (Epic 9-50752) 76
69 HANGIN' IN AND HANGIN' ON BUCK OWENS (Warner Bros. WBS 49046) 84 70 IT'S TOO SOON TO SAY GOODBYE
TERRI HOLLOWELL (Con Brio CBK 156) 53 8 71 COCA COLA COWBOY

MEL TILLIS (MCA MCA-41041) 44 14 HOT STUFF

JERRY REED (RCA PB-11698) 82 I COULD SURE USE THE FEELING EARL SCRUGGS REVUE (Columbia 3 10992) 33 11 74 THE DREAM NEVER DIES
BILL ANDERSON & THE PO FOLKS
(MCA 41060) 75 SOMEDAY MY DAY WILL COME GEORGE JONES (Epic 8-50684) 48 12 76 FAMILY TRADITION
HANK WILLIAMS, JR. (Elektra/Curb E-46046) 15 SUSPICIONS
EDDIE RABBITT (Elektra E-46046) 71 14 78 LIFE GOES ON CHARLIE RICH (Uni ed Artists UA-X 1307-Y) 78 79 HERE I GO AGAIN
DORSEY BURNETTE (Elektra E-46513) 89 80 THE SUN WENT DOWN IN MY WORLD TONIGHT
LEON EVERETTE (Orlando ORC-104) — 81 PICK THE WILDWOOD FLOWER
GENE WATSON (Capitol P-4723) 75 15 PLAY HER BACK TO YESTERDAY MEL McDANIEL (Capitol P-4704) 52 12 83 RED NECK DISCO
GLENN SUTTON (Mercury 57001) 90 84 ONCE IN A BLUE MOON
ZELLA LEHR (RCA PB-11648) 72 10 85 I CAN'T SAY GOODBYE TO YOU
BECKY HOBBS (Mercury 55062) 73 86 THAT MAKES TWO OF US

JACKY WARD & REBA MCENTIRE.

(Mercury 55054) 57 11

87 IT'S SUMMER TIME

JESS GARRON (Charta CH 136) 74 6 88 GUESS WHO LOVES YOU
MARY K. MILLER (RCA PB-11665) 77 89 LIBERATED WOMAN
TOUN WEST BY RYLES (MCA MCA 41033) 80 90 THAT'S YOU, THAT'S ME
DAWN CHASTAIN (SCR SC-178) 95 91 RAINY DAYS AND RAINBOWS
PAUL SCHMUCKER (Star Fox SF-779) 91 92 HURRICANE SHIRLEY
BOBBY BARE (RCA PB-11673) 92
93 SKIP A ROPE
ROGER YOUNG (Dessa 79-2) 93 94 UNBREAKABLE HEARTS
HARGUS "PIG" ROBBINS (Elektra E-46512) 94 LOVE DOESN'T CARE WHOSE HOUSE IT LIVES IN
CHARLIE LOUVIN & EMMYLOU HARRIS
(Little Darlin' LD 7922) 96 96 THANK YOU FOR THE ROSES 97 ANY WAY THAT YOU WANT ME JUICE NEWTON (Capitol Pc-4768)
98 MAYBE I'LL CRY OVER YOU ARTHUR BLANCH (Ridgetop R 00479)
99 THANKS A LOT ARTHUR BLANCH (Miogocia)
THANKS A LOT
RILLY PARKER (SRC SC-177) 86 100 (GHOST) RIDERS IN THE SKY

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All I Want (Gary S. Paxton — BMI)		ALPHA	BE
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TIZED TOP 100 COUNTRY SING	LES
Here We Are Again (American Cowboy — BMI)	45
Hot Stuff (Vector — BMI)	
Hound Dog Man (Gobion/Fancy That — ASCAP)	50
Hurricane Shirley (Return — BMI)	
Am't Got No Business Doin' Business Todas	
(House Of Gold/Tree Pub. — BMI)	
Can't Say Goodbye (Al Galiico — BMI)	
Could Sure Use (Combine/Music City — ASCA Don't Do Like That No More (Cross Keys —	P) /3
ASCAP/Tree — BMI)	27
Hear The South Callin' Me (Warner-Tamerlane/	
Sweet Harmony — BMI/ASCAP)	
Know A Heartache (Chappell — ASCAP/	
Unichappell — BMI)	14
May Never Get To Heaven (Tree Pub. — BMI)	1
I Never Loved Anyone Like I Love You	
(Warner/Tamerlane — BMI)	
If I Fell In Love With You (Tree — BMI)	
d Rather Go On Hurtin' (Pi-Gem — BMI/Chess ASCAP)	
m Just A Heartache (Hall Clement/Maplehill/	55
Voque — BMI)	54
In No Time At All (Chess/United Artists ASCA	
It Must Be (Hall-Clement — BMI)	
t s Summer Time (Mr. Mort/Music Craftshop	
	87
li s Too Soon To Say Goodbye (Wiljex — ASCAP	
Just Good Ol' Boys (Branwood/Mullet — BMI)	
Last Cheater's Waitz (Tree — BMI)	
Let Your Love Fall Back (United Artists — BMI)	
Liberated Woman (Rose Bridge — BMI)	89

IZED FOR 100 COUNTRY SHACES	(INCLUDING PUBLISHERS AND EN
are We Are Again (American Cowboy — BMI) 45 at Stuff (Vector — BMI) 72 and Dog Man (Gobion/Fancy That — ASCAP) 50 arricane Shirley (Return — BMI) 92 an't Got No Business Doin' Business Todas (House Of Gold/Tree Pub. — BMI) 85 an't Say Goodbye (Al Gailico — BMI) 85 an't Say Condition (Gross Keys — ASCAP/Tree — BMI) 27 dear The South Callin' Me (Warner-Tamerlane/ Sweet Harmony — BMI/ASCAP) 52 anow A Heartache (Chappell — ASCAP/Unichappell — BMI) 14 day Never Get To Heaven (Tree Pub. — BMI) 14 day Never Get To Heaven (Tree Pub. — BMI) 68 fell In Love With You (Tree — BMI) 62 rell In Love With You (Tree — BMI) 62 rell In Love With You (Tree — BMI) 55 n Just A Heartache (Hall Clement/Maplehill/ Vogue — BMI) 54 No Time At All (Chess/United Artists — ASCAP) 17 st Good Ol' Boys (Branwood/Mullet — BMI) 4 st Cheater's Waitz (Tree — BMI) 87 st Your Love Fall Back (United Artists — BMI) 4 st Cheater's Waitz (Tree — BMI) 89 berated Woman (Rose Bridge — BMI) 59 berated Woman (Rose Bridge — BMI) 59	Livin' Our Love Together (Ben Peters — BMI) 3. Low Dog Blues (Gallico — BMI/Cypress — ASCAP) 25 Love Doesn't Care Whose House It Lives In itBlue Hedge/Legiture/Merkado — ASCAP) 95 Love Me Now (Tree — BMI) 44 Maybe I'll Cry Over You (Southern Music — ASCAP) 95 Midnight Lace (Al Gallico/Metaphor — BMI) 64 My Empty Arms (One More/Music Craft Shop — ASCAP) 56 My Own Kind Of Hat (Shade Tree/Tree — BMI) 46 My Silver Lining (Blackwood/Magic Castle — BMI) 46 My Silver Lining (Blackwood/Magic Castle — BMI) 18 Never My Love (Jack & Bill — ASCAP) 70 Memories Hangin' Round (Coolwell/Granite — ASCAP) 60 Once In A Blue Moon (Bobby Goldsboro — ASCAP) 90 Prick The Wildwood Flower (Tree Pub. — BMI) 19 Play Her Back To Yesterday (Music City — ASCAP) 82 Please Sing Satin Sheets For Me (Jeanne Pruett/Champion — EMI) 53 Prit Your Clothes Back On (Algee — BMI) 48 Rainy Days And Rainbows (Troy Shondell — SESAC)91 Red Neck Disco (Starship — ASCAP) 83 Robinhood (Flagship — BMI) 23 Sail On (Jobete/Commodores Entertainment — ASCAP) 58 See You In September (Vibar — ASCAP) 58 See You In September (Vibar — ASCAP) 58 See You In September (Vibar — ASCAP) 58 Ship A Rope (Tree — BMI) 93 Slippin' Up. Slippin' Around (I've Got The Music — ASCAP/Song Tailors — BMI) 34
	(D)
= Exceptionally heavy redio activity this week	= Exceptionally heavy sales activity this week

	JOHNNY CASH (Columbia 3-10961) 66	10
1	NSEES)	
	Soap (Cross Keys — ASCAP) Someday My Day Will Come (Window — BMI) Stay With Me (Chinnichap Pub./Careers — BMI) Suspicions (DebDave/Briarpatch — BMI) Sweet Summer Lovin' (Song Yard — ASCAP) The Dream Never Dies (Welbeck — ASCAP) Thank You For The Roses (Rubaca — BMI) Thanks A Lot (Reico Music — BMI) That Makes Two Of Us (Blackwood/Fullness —BMI) That Run-Away Woman Of Mine (Tree Pub. — BMI/Cross Keys — ASCAP) That's You, That's Me (House of Gold — BMI) The Devil Went Down (Hat Bank — BMI) The Letter (Earl Barton — BMI) The Room At The Top Of The Stairs (DebDave / Briarpatch — BMI)	7 . 6 . 7 . 9 . 9 . 9 . 9 . 9
	The Sun Went Down In My World Tonight (Magic Castle/Blackwood — BMI) There's A Honky Tonk Angel (Irving/Danor — BMI) Till I Can Make It (Algee/Altam — BMI) Unbreakable Hearts (Me and Sam — ASCAP/Annex — BMI) We Got Love (Music West Of The Pecos — BMI) What More Could A Man Need (ATV/Rainsongs — BMI) Who Will The Next Fool Be (Knox — BMI) You Ain't Just Whistlin' Dixie (Famous / Bellamy Brothers — ASCAP)	otra . 9. . 30 . 31
	You Decorated My Life (Music City — ASCAP) Your Kisses Will (House Of Told BMI) You're A Part Of Me (Chappell/Brown Shoes — ASCAP)	3
	You're My Jamaica (Pi-Gem — BMI)	

COUNTRY RAD

THE COUNTRY MIKE

CMA TO OFFER AWARDS SIMULCAST — For the second year, the Country Music Association will make available to radio stations throughout the United States a simulcast of the televised CMA Awards Show. The show will be aired on Monday, Oct. 8 from 8:30 to 10:00 p.m. CDT over the CBS television network. Radio stations airing the simulcast will be required to run it intact. Kraft Foods, the Awards Show sponsor, will be providing all of the commercials for the show, and will supply radio spots to insert over the televised spots during commercial breaks. Stations wishing to carry the Awards show simulcast must notify the Country Music Association in writing by Friday, Sept. 14, 1979. The CMA will be unable to consider any request received after that time.

MUSIC DIRECTOR PROFILE — Ray Sherwood, MD for WAXX/Eau Claire, has been in the



Ray Sherwood

broadcast field for six years. Ray began in 1973 with KRIB/Mason City as an on-the-air personality. That same year, he moved over to KLSS/KSMN also located in Mason City. In 1974, Ray joined WVMT/Burlington, Vt. and worked there for a year before going on to to KOLM/Rochester, Minn. in 1975. He has been with WAXX since 1978 doing the afternoon drive show at the station. Ray was recently promoted to the MD position at WAXX when the former MD **Tim Wilson** was moved up to the PD slot at the station.

Country **Charlie White**, MD for WVOJ/Jacksonville for the past

three years, has resigned that position effective Sept. 14, to join another country formatted station in the Jacksonville area as the

operations manager. According to Country Charlie, "After three years as MD at WVOJ, I feel that it is time for a change into a different avenue." No replacement has been named for Country Charlie at this time. Also there are rumors that WVOJ will be changing to an-MOR format in the very near future.

Former afternoon drive jock at KWMT/Ft. Dodge and PD at the sister station KKEZ, Shannon Reed, is available for employment in the radio industry. Reed, most recently was the PD and part owner of KTGA/Ft. Dodge. He can be reached at (515) 955-4033.

BLUEGRASS BROADCASTING SELLS WINN — WINN/Louisville has been sold to two independent parties who also own the rock staion in the Louisville area. Bluegrass Broadcasting, based in Lexington, Ky., which also owns WHOO/Orlando, has promoted WHOO vice president and general manager **Bill Stakelin** to executive vice president in Lexington. Former WINN GM **Max Rein** is now the GM and VP of WHOO/Orlando and former WINN PD Bucks Brunn is now the PD at WHOO/Orlando. Former WHOO PDBob Grayson has no future plans at this time. **Bob Nyles** is still programming the music for WHOO. According to Bucks Brunn, "I anticipate no changes at this time for WHOO. Bob Nyles has complete con-

trol of the music duties at the station."

Mike Carta, former morning man and PD for WMAY/Springfield, has become the new PD/MD for WIL AM/FM in St.Louis. He joined WIL on Sept. 7 in his new capacity at the sta-

FD/MD for WIL AM/FM in St. Louis. He joined WIL on Sept. 7 in his new capacity at the station. Sid Wood is the acting PD for WMAY.

Former KWKH/Shreveport PD Dave Martin is now the new midday air personality for KEBC/Oklahoma City. The rest of the new jock line-up, according to PD/MD Lynn Waggoner, is as follows: PD/MD Lynn Waggoner has morning drive from 6-9 followed by Dave Martin with the Midday show. Jay Shankle takes care of afternoon drive from 3-6. The 6-midnight show belongs to Andy Rivers and Carl Corrick is in charge of the all night show

NEW PROGRAM DIRECTOR AT KLZ — R.T.Simpson has been named PD for KLZ/Denver. Most recently, Simpson was an air personality for the rocker KOSI in Denver. Before that he was at KERE/Denver where he served as the PD at that station for three years before going to KOSI.

WGTO/Cypress Gardens PD Terry Slane has resumed the MD duties at the station. Dave Cambell has been named the Production Director at WGTO. Terry takes music calls Monday through Thursday from 9 to noon.

The new WIRK/West Palm Beach jock line-up, according to MD Terry Wunderlin goes as follows: PD Breakfast Barry Grant has the morning drive show with MD Terry Wunderlin taking care of Middays. Lee McGuire is the new air personality who handles the 3-7 show. Simon Train has the 7-midnight slot and Lyle Reed does the all night show for the stations.

country mike

		AEDO DIOLO
	PROGRAM!	MERS PICKS
Dale Eichor	KWMT/Ft. Dodge	Hangin' In And Hangin' On — Buck Owens — Warner Bros.
Dave Campbell	WGTO/Cypress Garden	s Should I Come Home (Or Should I Go Crazy) — Gene Watson Capitol
Mike Malone	WYDE/Birmingham	Hound Dog Man Glen Campbell Capitol
Jack Wilkerson	WSDS/Ypsilanti	I'd Rather Go On Hurtin' — Joe Sun — Ovation
Joe Flint	KSOP/Salt Lake City	You're A Part Of Me — Charly McClain — Epic
Ron Christlan	KBBQ/Ventura	Half The Way — Crystal Gayle — Columbia
Dugg Collins	KZIP/Amarillo	I Don't Believe You're Ever Comin' Home — Janie Brannon — Hillside
Larry Dean	KXLR/Little Rock	Should I Come Home (Or Should I Go Crazy) — Gene Watson — Capitol
Bob Nyles	WHOO/Orlando	My Own Kind Of Hat — Merle Haggard — MCA
Dale Turner	WSAI/Cincinnati	Should I Come Home (Or Should I Go Crazy) — Gene Watson — Capitol
Don Kelth	KJRB/Nashville	You Decorated My Life — Kenny Rogers — United Artists

MOST ADDED COUNTRY SIN

- YOU DECORATED MY LIFE KENNY ROGERS UNITED ARTISTS -REPORTS
- 2. SHOULD I COME HOME (OR SHOULD I GO CRAZY) --- GENE WATSON --CAPITOL - 44 REPORTS
- MY OWN KIND OF HAT -- MERLE HAGGARD -- MCA 40 -- REPORTS
- I'D RATHER GO ON HURTIN' JOE SUN OVATION 34 REPORTS
 YOU'RE A PART OF ME CHARLY McCLAIN EPIC 25 REPORTS
 HALF THE WAY CRYSTAL GAYLE COLUMBIA 19 REPORTS
- HANGIN' IN AND HANGIN' ON BUCK OWENS WARNER BROS. 16
- THE SUN WENT DOWN IN MY WORLD TONIGHT LEON EVERETTE -
- ORLANDO 16 REPORTS CRAZY ARMS WILLIE NELSON RCA 12 REPORTS
- 10. HOUND DOG MAN GLEN CAMPBELL CAPITOL 12 REPORTS

MOST ACTIVE COUNTRY SINGLES

- DREAM ON THE OAK RIDGE BOYS MCA 57 REPORTS IN NO TIME AT ALL RONNIE MILSAP RCA 55 REPORTS
- YOU AIN'T JUST WHISTLIN' DIXIE THE BELLAMY BROTHERS -- WAR-NER BROS. — 54 REPORTS
- ALL THE GOLD IN CALIFORNIA LARRY GATLIN COLUMBIA 54 REPORTS
- BEFORE MY TIME JOHN CONLEE MCA 51 REPORTS
- FOOLED BY A FEELING BARBARA MANDRELL MCA 48 REPORTS
- THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN) ELVIS PRESLEY - RCA - 45 REPORTS
- LAST CHEATER'S WALTZ T.G. SHEPPARD --- WARNER BROS. -- 42 REPORTS
- I DON'T LIKE THAT NO MORE/NEVER MY LOVE -- THE KENDALLS -- OVA-- 41 REPORTS
- 10. ONLY LOVE CAN BREAK A HEART KENNY DALE CAPITOL 39 REPORTS

ASCAP Awards Banquet Set

NASHVILLE - The 1979 ASCAP Country Music Awards Banquet will be held Oct. 10 at Nashville's Opryland Hotel according to Ed Shea, southern regional director.

Shea cited the success of ASCAP members during the past year. "Last year's celebration included awards for 87 country hits. With the many ASCAP songs currently on the charts our number is well over 100 and still growing.

The ASCAP Awards Banquet is an annual event scheduled during the Grand Ole Opry Birthday celebration in October. It is an invitation only, black-tie affair.

Dolly Parton Day Set

LOS ANGELES — Dolly Parton will be feted by the Nashville Area Chamber of Commerce at a special luncheon Sept. 10. Chamber president, Joe Thompson, Jr., cited Dolly's contribution to tourism as the motive for the special recognition. Nashville Mayor Richard Fulton will declare Sept. 10 Dolly Parton Day.

ATV Inks Dan Tyler As Exclusive Writer

NASHVILLE - ATV Music Group here has announced the addition of Dan Tyler to its staff as an exclusive songwriter. Tyler formerly was a staff writer for Deb-Dave/Briarpatch Music.

Doesn't Need Lawyer

Tyler is also an attorney with the Nashville firm of Cheatham and Polermo, specializng in music business law. A native of McComb, Miss., Tyler was admitted to the Tennessee Bar in July of this year.

ACM Elects Cosgrave New Board Chairman

NASHVILLE — Vince Cosgrave, marketing coordinator for "Coal Miners' Daughter," the upcoming movie about the life of Loretta Lynn, has been elected by the Academy of Country Music board of directors to serve as board chairman for 1979-80.

Cosgrave was formerly with the country division of Capitol Records



KENDALLS ON THE AIR -- After two successful nights headlining the Schlitz Country Stage during Chicago Fest '79, Ovation singing duo the Kendalls visited Chicago's WMAQ-AM, where they were interviewed on the air by afternoon personality Terry Stevens. Pictured at the station are (I-r): Greg Dodd, Ovation pop promotion director; Jeannie Kendall; Terry Stevens, WMAQ-AM; Suzanne Benson, WMAQ-AM MD; and Royce Kendall.

TOP 40 4 LBUMS

			eks In			Wee O 9/8 Ch	n
0	STREET LIFE CRUSADERS (MCA 3094)	1	16	22	FEVER ROY AYERS		
2	LUCKY SEVEN BOB JAMES (Tappan Zee/Columbia JC 36056)	2	6	23	(Polydor PD-1-6204) ARROWS STEVE KHAN (Columbia JC 36129)	22	1
	MORNING DANCE SPYRO GYRA (Infinity INF 9004)	3	24	24	DELIGHT RONNIE FOSTER		
4	I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor/CBS KZ2 35680)	4	9	25	(Columbia JC 36019) FEEL THE NIGHT LEE RITENOUR	25	
5	HEART STRING EARL KLUGH (United Artists UA-LA942-H)	5	20	26	(Elektra 6E-192) COUNTERPOINT RALPH MACDONALD	24	1
6	AN EVENING OF MAGIC CHUCK MANGIONE (A&M SP 6701)	6	11	27	(Marlin/TK 2229) TOGETHER McCOY TYNER	23	1
7	MINGUS JONI MITCHELL (Elektra 5E-505)	7	9	28	(Milestone M-9087) A SONG FOR THE	21	1
8	NEW CHAUTAUQUA PAT METHENY (ECM-1-1131)	8	19		CHILDREN LONNIE LISTON SMITH (Columbia JC 36141)	31	
9	EUPHORIA GATO BARBIERI (A&M SP 4774)	10	8	29	ROOTS IN THE SKY OREGON (Elektra 6E-224)	_	
10	HOT MAYNARD FERGUSON (Columbia JC 36124)	11	5	30	BEST OF FRIENDS LENNY WHITE		
11	THE GOOD LIFE BOBBI HUMPHREY (Epic JE 35607 PARADISE	12	5	31	DUET GARY BURTON/CHICK COREA	_	
	GROVER WASHINGTON JR. (Elektra 6E-182)	9	21	32	(ECM-1-1140) FEETS DON'T FAIL ME NOW	35	
B	WATER SIGN THE JEFF LORBER FUSION (Arista AB 4234)	17	3		HERBIE HANCOCK (Columbia JC 35764)	28	2
14)	HIGH GEAR NEIL LARSEN (Horizon/A&M SP-738)	18	4	33	DELPHI I CHICK COREA (Polydor PD-1-6208)	29	
15	KNIGHTS OF FANTASY DEODATO (Warner Bros. BSK 332	1) 15	7	34	DREAMER CALDERA (Capitol ST-11952)	34	1
16	BETCHA STANLEY TURRENTINE (Elektra 6E-217)	13	7	35	EYES OF THE HEART KEITH JARRETT (ECM-T-1150)	30	1
17	LIVIN' INSIDE YOUR LOV GEORGE BENSON (Warner Bros. 28SK 3277)	' E	27	36	CARMEL JOE SAMPLE	32	
18	THE LOVE CONNECTION FREDDIE HUBBARD	1		37	(MCA AA 126) JEAN-LUC PONTY: LIVE (Atlantic SD 19229)	33	1
19	(Columbia JC 36015) BROWNE SUGAR TOM BROWNE	16	9	38	BRAZILIA JOHN KLEMMER (MCA AA-1116)	37	2
20	(Arista GRP 5003) FEEL IT NOEL POINTER	20	11	39		_	
21	(United Artists UA-LA973-H) PART OF YOU	27	3	40	CONCEPTION: THE GIFT	г	
	ERIC GALE (Columbia JC 35715)	19	11		BOBBY HUTCHERSON (Columbia JC 35814)	39	

N JAZZ

MUST STOCK -- Beginning Oct. 1, EMI/UA will launch a major merchandising-marketing campaign in support of its famed Blue Note catalog. The program, called "Back to Blue Note," will focus on 10 albums culled from never-before-released masters produced by Michael Cuscuna. Among the titles are: "Sonic Boom" by Lee Morgan, "The Soothsayer" by Wayne Shorter, "Club House" by Dexter Gordon, "Chant" by Donald Byrd, "Solid" by Grant Green, "Confirmation" by Jimmy Smith, "New Time Shuffle" by Stanley Turrentine, "Consequences" by Jackie McLean, "A Slice Of The Top" by Hank Mobley and Bobby Hutcheson's "Spiral." The campaign, which runs through the end of the year, will include special in-store materials and advertising dollars . . . Crusader Stix Hooper this month steps out with his first solo effort on MCA, following solo albums by other founding members Joe Sample and Wilton Felder. In addition to the enormous set of traps he usually plays, drummer Hooper utilizes various traditional Japanese instruments on the LP, titled 'The World Within." ... Pianist Dave McKenna's debut LP for the label spearheads the Hamilton on tenor and Jake Hanna on drums. Rounding out the release are Eddie Durand's "Ginza," Cal Collins' "Blues On My Mind" and "Richie Kamuca's Charlie."... Stan Getz goes electric on his latest Columbia LP, "Children Of The World." Charts are by

ATLANTIC'S JAZZ ROOTS -- Perhaps the most newsworthy item of interest in recent weeks is the Greenwood Press publication of Michel Ruppli's four-volume discography of Atlantic Records. The work details the history of the label since its 1947 inception up to mid-1978 and contains a complete matrix number listing of everything recorded by the label, as well as by Atco, Cotillion and several long-discontinued subsidiaries (East-West, Cat, Stax, Volt, etc.). What will prove especially interesting to jazz fans is Volume 1, which goes up to 1966. The amount of unissued material is staggering: Sessions by Brew Moore, Warne Marsh, Lennie Tristano, Shorty Rogers, The MJQ, Charles Mingus, Big Joe Turner and countless others are sitting in the vaults, unheard. There appears to be more than enough for LPs by all of the above-named musicians. In terms of tune titles, issue numbers and recording dates, Ruppli's discography is quite good, but personnel details are sadly lacking. Yet a trip through the pages are well worth it, if only to see that Atlantic through the years was a very diverse label, the chi-chi East Side New York stylings of Bobby Short and Mabel Mercer were a long way from the funky blues of Joe Turner and Ray Charles. Atlantic's early jazz recordings from the '50s seemed to be another totally distinct aspect of the label in that artists like the members of the Modern Jazz Quartet, Jimmy Giuffre, Lennie Tristano and Shorty Rogers seemed more intellectual than emotional in their approach. Researchers and historians should be extremely interested in the work. And if the mountain of potentially interesting, unissued material doesn't contribute all that much appeal to the domestic management, it would certainly mean a good deal to WEA affiliates

RFJ CONVENTION NEARING — Radio Free Jazz publisher Ira Sabin's upcoming convention is shaping up nicely, as indicated by the outstanding lineup of guest speakers and panelists. Slated for Oct. 11-13 at Washington, D.C.'s Shoreham Americana, the meet centers around nine panels covering various aspects of jazz marketing, retailers and distributors, advertising, A&R, artist management and radio programming. Industry panelists include Vernon Slaughter, vice president of jazz/progressive music marketing for CBS; Ron Goldstein, Warner Bros. director of jazz-progressive music; Joe Fields, owner of Muse Records; Eugene Secunda, president, Entertainment Division, J. Walter Thompson; Marvin Sloves, president, Scali, McCabe, Sloves; Teo Macero, independent record producer; Michael Cuscuna, record producer; Steve Backer, head of Arista's jazz division; Norman Granz, owner of Pablo Records; Felix Grant, DJ, WMAL/Washington, D.C.; Richard Muhal Abrams, artist; Williard Alexander, president, Williard Alexander Agency; Peter Levinson, president, Peter Levinson Communications; Orrin Keepnews, Fantasy Records vice president A&R; Leonard Feather, critic and producer; Dave Grusin, artist and co-principal of GRP Records; concert promoter George Wein, and more to be announced. For additional information contact convention coordinator Jean Bevins at (202) 483-7400.

bob porter & alan sutton

J*azz A*lbum Picks

CHILDREN OF THE WORLD - Stan Getz - Columbia JC 35992 - Producer: Stan Getz -- List: 7.98 -- Bar Coded

Stan Getz' new LP, honoring the "International Year of the Child," captures the childlike warmth, innocence and exuberance of its title. "Children Of The World" is a collaboration with Argentina's Lalo Schifrin, who composed, arranged and conducted the material. Featuring "Don't Cry For Me Argentina" from "Evita" and nine Schifrin compositions, the album shows Getz' range -- be bop to Latin to fusion -- and could be a big commercial success.

INNER MERGE — John Wood/Tony Dumas — Los Angeles LAPR-1005 — Producer: None Listed — List: 7.98

Planist John Wood is the son of Dot and Ranwood Records INNERMERGE founder Randy Wood, but his albums clearly demonstrate that nepotism has nothing to do with his emergence as an artist. Wood and prominent young bassist Tony Dumas along with vets Ray Pizzi and Billy Higgins run through four originals and Joe Henderson's "Inner Urge." Wood's main influences are McCoy Tyner and Bill Evans, and the album reflects the influence of these and other jazz greats without tilling much new

NO BASS HIT — Dave McKenna, Scott Hamilton, Jake Hanna - Concord Jazz 97 — Producer: Carl Jefferson — List: 7.98

"No Bass Hit" marks veteran jazz pianist Dave McKenna's debut as a Concord Jazz artist. He's joined by one of the top young sax men around, Scott Hamilton, and drummer Jake Hanna. Together the trio swings through eight tunes by such masters as Cole Porter and the Gershwin brothers. The skill, sensitivity and restraint of the players make "No Bass Hit" a mainstream jazz home run.







BITS OF PERCUSSION & JAZZ — Farreli Morris -Directions 102 - Producers: Semmes/Morris/George Tidwell

This digital LP is an exception to the general audiophile jazz L.P., which has gorgeous sound in minute detail at the expense of the music. It has all the acoustic brilliance one could hope for but the music is not given secondary treatment. Guest Stan Getz and Ron Carter play exceptionally and Getz sounds especially good in his three spots. The other players are Nashville pros who sound fine without the guests!

THE CLAYTON BROTHERS — Jeff & John Clayton — Concord Jazz 89 — Producers: Dorritle/Jefferson — List: 7.98

John is the bassist with the Basie band, while Jeff is a hard-swinging tenor player. Together they have fashioned a winning LP with the help of Patrice Rushen, Ron Eschete and Jeff Hamilton. Of principal interest is John's vocal on Keeter Betts' 'Walkin' Bass." There is more original material here than on most Concord LPs, and the band cooks well throughout, with solo honors going to Jeff, who seems, on this listening, an exceptional young talent.

LULLABY IN RHTYHM — Lucky Thompson — Biograph 12061 -- List: 7.98

There are few examples of Thompson's exceptional talent available these days, so the appearance of this French session from 1956 is welcome. Twelve standards are given brief but expressive readings. While the leader's tenor sax sticks out, the French band, including Martial Solal and Pierre Michelot, does quite well. Solid saxophone and solid performances make this a quality reissue.

Fall Programs For Dealers Point To Cautious Attitudes

(continued from page 7)

the WEA program will involve approximately 180 titles on all three distributed labels. There will be a five percent discount and extra dating on copies of these titles purchased between September 17 and Oct. 5. The RCA program, according to retail sources, runs from Sept. 10-24, with a five percent discount being offered on 73 titles. There will be no extra dating in the RCA program, said the sources.

In contrast, RCA last year offered an ex-

In contrast, RCA last year offered an extra 60 days billing time on 300 selections, as well as eight free on 100 for these titles. And phase one of WEA's program last fall extended a five percent discount on all product released prior to July 31, 1978. In addition, WEA offered extended dating on its October and November releases.

Chrysalis is also being very selective about the titles included in its program this year. According to Sal Licata, the label's senior vice president, "we will only offer incentives on albums that we and our distributors feel can really move." Included will be approximately 30 catalog titles, as well as fairly recent numbers like the lan Hunter album, said Licata. There will be a five percent discount, but no extra dating. The program will run from mid-September through Oct. 31.

Rejects Blanket Discounts

Similarly, Rick Dobbis, vice president of artist development for Arista Records, said that the label has rejected "across-the-board discounts" in favor of a more selective policy. The label is not planning to give extra dating, but it will offer advertising money on the titles it will be discounting.

MCA Distributing Corp.'s fall program, which runs Sept. 4-28, differs from the other programs in that it is geared to minimum orders. Involving 65 titles, including LPs on MCA and Infinity and former ABC product, the program gives a five percent discount to accounts in the 01-03 categories that order a minimum of 100 units and to 04-07 accounts that order at least 200 units. In order to qualify for Jan. 10 dating, 01-03 accounts must order 400 units, while 1,000 units is the minimum order for the 04-07 accounts.

Sam Passamano Sr., executive vice president of MCA Distributing, maintained that this year's program is as generous as last year's. Although the accounts were offered a one-on-ten free goods deal last fall, he noted, there were fewer titles involved in that program. Passamano also pointed out that MCA was just as selective last year as it is now in its fall program.

"The problem is you can't open up the whole catalog in a program and expect the dealer to fulfill his needs, because he can't anticipate that far in advance," remarked Passamano. "So we never do that. We ac-

tually go back and see what we've sold and highlight those pieces of product. If you've moved them the previous 12 months, they should sell even better in the last quarter." 'Refreshing Change'

This kind of optimistic attitude has caught the attention of some retailers. Fred Traub, vice president of purchasing for The Record Bar, said, "It's very encouraging to see four of the six major suppliers taking such an aggressive stance compared to the retrenchment we saw earlier this year. It's a

very refreshing change."

Ira Heilicher, owner of the Minneapolisbased Great American Music chain, said that the fall programs showed "good faith" on the part of the labels. But he also pointed out that the manufacturers have scaled down their programs, compared to last year, because "there's a new set of numbers that the industry has to accustom itself to today. If deals are made, it's only natural that they're going to be conservative in number. Whether the labels feel the deals will be abused or the money isn't there, I don't know, although I suspect it's mere

Capricorn Acts Sue Label For Alleged Breach Of Contract

(continued from page 8)

over-reaction on their part."

had his latest album, "Children of the Sun," formally released on the Polydor label last week. Thorpe's defection to Polydor is being disputed in court by Capricorn (Cash Box, September 8), but the label's petition for a hearing on an injunction to prevent Polydor from releasing Thorpe product has been postponed for at least two more weeks

Despite the ongoing legal battles, a Polygram spokesman said that the distribution agreement between Polygram and Capricorn was still in effect, and that Capricorn product is being distributed to retailers.

Capricorn executives could not be reached for comment. The company has had its doors locked and its phone disconnected for several weeks.

Queens Names Officers

NEW YORK — The Queens Lithographing Corp. has announced a series of executive appointments. These include Leonard Verebay, president; Eric Kaltman, chief executive officer; Julius Brown, senior financial officer and Richard Roth, senior sales vice president, with responsibility for sales in the record industry. Leonard Dimond, formerly with Chess Records, Phonogram and Phonodisc, has been named director of operations at Queens' Indianapolis plant.



KANSAS AT THE GARDEN — Kirshner recording group Kansas recently performed at Madison Square Garden. Pictured in the top row are (I-r): Dave Hope of Kansas; Tony Martell, vice president and general manager of CBS Associated Labels; Rich Williams of Kansas; Don Kirshner, president of Kirshner Records; Don Dempsey, senior vice president and general manager of Epic/Portrait and Associated labels; and Herb Moelis, executive vice president of Kirshner Records. Pictures seated are (I-r): Allen LeWinter, director of promotion for Kirshner Records; Steve Walsh, Kerry Livgren, Phil Ehart and Robbie Steinhardt of Kansas; and Budd Carr, manager.

MCA Distributing Holds Meet

(continued from page 8)

showcase LPs for both Infinity and MCA Records and related labels. The display piece is designed with an interchangeable crest that will accentuate albums of any configuration (country soundtracks, new releases, "Rising Star"), the six foot item is packaged for easy shipment.

Other Topics

The national distributing staff closed the rneeting day by discussing such topics as sales campaigns, proper advertising and merchandising.

Infinity's national marketing and promotion staff had attended separate confabs with MCA Disbributing Corporation on Aug. 26., and on Aug. 28 the Infinity contingent made its fall product presentation. The staff (headed up by president Ron Alexenburg; Bud O'Shea, vice president and general manager and Gary Mankoff, vice president) introduced new and upcoming LPs by Hot Chocolate, Orleans, Dante's Inferno, Dobie Gray, Richard Stepp, Blue Steel, Nature's Divine and Orsa Lia.

MCA Records then followed with a meeting conducted by President Bob Siner. The meet featured comments by Danny Bramson, president of Backstreet Records, who previewed new product from Tears and Robbie Patton. Songbird managing director Michael Ehrman spoke on MCA's entry into the contemporary Christian marketplace, and Jim Fogelsong, president of MCA's Nashville division, and Ron Chancey, vice president of A&R, introduced forthcoming releases by Merle Haggard, John Conlee and Roy Clark.

Other new material previewed at the gathering included releases by Elton John, Rufus/Chaka Khan, Tanya Tucker, Stix Hooper, The Blend and newly signed Tom Jones

Following the product presentation, MCA held round table discussions with each region on product development, artist development, marketing, publicity, promotion and creative services.

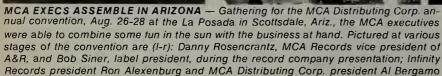
A Mexican fiesta, hosted by Al Bergamo, put a festive close to the three day convention.

Atlanta NARAS, GSU Sponsor Workshop On Songwriter Royalties

LOS ANGELES - The Atlanta chapter of NARAS, in conjunction with the Commercial Music Department of Georgia State University, will co-sponsor a workshop on 'Rights and Royalties for Songwriters, be held on the GSU campus Sept. 28-29. More than 350 composers, musicians, songwriters and publishers are expected to attend the program, including Jay Lowy, national president of NARAS and Jobete Music; Gerland Marks, chairman of the public relations committee and a member of the board of directors of ASCAP, regional publishing administrators and award-winning songwriters. Those interested in attending the seminar should contact Geoff Parker, Commercial Music/Recording Department, Georgia State Univ., Atlanta. The program is part of "Georgia Music Week," Sept. 24-30.











wishing happy birthday to John Smith (seated), MCA Records vice president of black product; Sam Passamano, Sr., MCA Distributing executive vice president of branch distribution, Bergamo and Ron Douglas, MCA Distributing vice president of branch distribution, presenting the opening remarks; and Jim Fogelsong, MCA Records Nashville division president, Alexenburg and Jay Morgenstern, Infinity Music Publishing vice president and general manager, at their table.

TOP 40 DISCO

	9/3	Wks.	On nart		9/6		s. On Chart
1	FOUND A CURE ASHFORD & SIMPSON (Warner Bros. — 12")	2	10	20	CAN'T LIVE WITHOUT YOUR LOVE★		
2	THE BOSS/NO ONE GETS THE PRIZE	-	10	21	TAMIKO JONES (Polyder 12") SEXY THING BOB McGILPIN (Butterfly/MCA 12")	22	7
3	DIANA ROSS (Motown — 12"/LP) COME TO ME/DON'T STOP	1	11	22	OOH, LA, LA/HARMONY SUZI LANE (Elektra — LP/12")	28	5
Ĭ	DANCING FRANCE JOLI (Prelude — 12")	4	7	23	RISQUE (ALL CUTS) CHIC (Atlantic — LP)	29	2
4	GET UP AND BOOGIE FREDDIE JAMES (Warner Bros 12")	3	11	24	BORN TO BE ALIVE PATRICK HERNANDEZ		
5	GROOVE ME★ FERN KINNEY (TK — 12")	8	7	25	(Columbia — 12") PUT YOUR FEET	14	17
6	THIS TIME BABY★ JACKIE MODRE (Columbia — 12")	5	13		TO THE BEAT THE RITCHIE FAMILY (Casablanca LP)	36	3
7	THE BREAK★ KAT MANDU (TK — 12")	9	6	26	I GOT THE HOTS FOR YA★ DOUBLE EXPOSURE (Salsout — 12")	30	6
8	GREEN LIGHT/POW WOW CORY DAYE (New York Int'IL/BCA — 12")	11	6		RISE★ HERB ALPERT (A&M =- 12")	32	4
9	PUT YOUR BODY IN IT/ YOU CAN GET OVER			28	REVANCHE (Atlantic — LP)	3?	2
	STEPHANIE MILLS (20th Century/RCA — LP)	7	13	29	DONNA SUMMER (Casablanca - LP)	17	21
10	HERE COMES THAT SOUND AGAIN LOVE DELUXE (RFD/Warner — 12")	6	12	30	NEVER GONNA BE THE SAME★ RUTH WATERS (Millennium 12")	33	2
11	STAND UP — SIT DOWN AKB (RSO — 12")	12	9	31	I WANNA TESTIFY/ CAN YOU FEEL IT		
12	MOVE ON UP/UP UP UP DESTINATION (Butterfly/MCA — 12")	20	3	32	CINDY & ROY (Casabianca — LP/12") GOT TO GIVE IN TO LOVE★		4
13	I'VE GOT THE NEXT DANCE* DENIEGE WILLIAMS			33	BONNIE BOYER (Columbia 12") GIMME BACK MY LOVE AFFAIR SISTER POWER (Ocean 12")	34	2
14	(ARC/Columbia — 12") UNDERCOVER LOVER/	10	14	34	ON YOUR KNEES GRACE JONES (Island 12")	35	3
	DON'T YOU WANT MY			35	HANDS DOWN★ DAN HARTMAN (Blue Sky — 12")	39	2
15	FANTASY		15	36	POP MUZIK★ M (Sire/W.B. — 12")		1
16	BRUNI PAGAN (Elektra — 12") OPEN UP FOR LOVE SIPIEN (Midsona International — 12")	23	5	37	GENE CHANDLER (20th Century		4
17				38	THE MAIN EVENT/FIGHT BARBRA STREISAND	Ī	
18	MICHAEL JACKSON (Epic - 12")	25	2	39	(Columbia — 12") CRANK IT UP	21	9
	FRONT PAGE (Panorama/ROA — 12") YOU CAN DO IT★	27	3		(FUNK TOWN)★ PETER BROWN (Drive TK — 12")	24	15
	AL HUDSON & THE PARTNERS (MCA — 12")	15	11	40	SAVAGE LOVER THE RING (Vanguard 12")	19	11

PROGRAMMERS PICKS-

Compiled from audicase response as reported from top Disco programming artists. *12" available for sale

Hold On I'm Comin Karen Silver — Arista

T.J.M. (Entire LP)

T.J.M. -- Casablanca

Sadness In My Eyes

When You Touch Me

The Duncan Sisters -- EarMarc

Taana Gardner — West End

	MUST SPIN	CAN'T MISS
Jeff Broitman Houston	Mr. Big Shot (Entire LP) The Simon Orchestra — Polydor	Share My Love D'Llegance — RSO
Jose Boniila	Hit Man	Whatcha Do To Me
Brooklyn	Chantal Curtis Key	Louis Love — Ocean
Danae Jacovidis Boston	The Duncan Sisters (Entire LP) The Duncan Sisters — EarMarc	T.J.M. (Entire LP) T.J.M. — Casablanca
Mark Hultmark Indianapolis	Don't Stop Til' You Get Enogh Michael Jackson — Epic	Move On Up Destination — Butterfly/MCA
Scott Adams	Ooh, What A Life	Angel Eyes
Chicago	Gibson Brothers — Island	Roxy Music — Atlantic
George Cadenas	Sweet Bilndness	Malaguena
Key West	Mighty Pope — Warner/RFC	Pico West End
Jon Randazzo	Finally Got To Me	Outside Love
San Francisco	Ashford & Simpson — WB	The Duncan Sisters — EarMarc
Jose Martinez	Pop Muzik	When The Bell Rings
Newark	M — Sire/W.B.	Elusion — Midsong
Bacho Manguei	Sweet Release	How High
New York	Direct Current — TEC	Cognac — Salsoul

Dennis O'Brien Voulez-Vous When The Bell Rings Pittsburgh ABBA — Atlantic Elusion — Midsong

Sweet Blindness
Sweet Blindness
Pope -- Warner/RFC

France Joli - Prelude

France Joli - Prelude

Come To Me

Come To Me

Chuck Weismuiler 1 Heard A Rumour Mr. Big Shot (Entire LP) Mickey's Men - Buddah The Simon Orchestra — Polydor Chicago

DISCO BREAKS

STUDIO 54 TO CLOSE -- But only for a week, beginning Sept. 11. The popular NYC disco will be closed during that time for renovations which include demolishing the balcony, replacing it with a long bar, raising the DJ booth 20 feet above the dance floor, adding seven more bars, putting in a new restaurant which will serve breakfast, and redecorating the place with a million and a half dollars worth of props. The remodelling staff has been working around the patrons for the past three weeks, but the last stages of renovation required closing the club. On Sept. 4, a birthday party for Liza Minelli was held at the

FROM THE "A ROSE BY ANY OTHER NAME" FILE - Patrons of discotheques around the country may have noticed than in between the disco picks DJs have been slipping rock,



Melba Moore

country & western and even jazz selections. Or as RFC president, Ray Caviano, says, "The expanding musical tastes and trends for the future show us that America wants to dance to all forms of music." So Caviano has changed the name of the Warner Bros., Disco Department, which he is director of, to the Dance Music Department. Does this mean label promoters will be taking the likes of Mick Jagger, Led Zeppelin, Paul McCartney and other rockers to discos for free promotional appearances'

DISH - Hollywood's Circus Disco will host a benefit picnic for the Hollywood Deaf Girls Softball team, Sept. 15. Indoor dancing and outdoor dining will highlight the event which will help raise funds to

send the team to the national championship in Cleveland. For more information, call (213) On Aug. 30, DJ Paul Drake's wife had a baby boy, Matthew, their first child. Paul spins at **Kisses** in the Chicago suburb of Wheeling. His top picks this week, in addition to Matthew, are D'Llegance's "Share My Love," the new Duncan Sisters' LP and Bob McGlipin's "Sexy Thing." Paul also reports that the disco's patrons stopped dancing and cheered when DJ alternate Bev Fischer announced that his wife had just given birth...A few weeks back, Disco Breaks incorrectly reported that a group called Gotham had an LP out called "The Flasher." Wrong. The name of one group is Gotham Flasher; the name of the other is Gotham, which happens to be on Aurum Records... 7000 people have been invited to a party at **Griffith Park Observatory** near Hollywood. Named after the original San Francisco event, the "Return of the Mother Ship" party will feature a "landing" of flying saucers-lowered by helicopter. Debble Jacobs and Ullanda will perform . . . Loleatta Holloway is in the studio with Dan Hartman. She is doing major vocals and backup for an upcoming Hartman LP . . . EarMarc president, Marc Paul Simon, celebrated his 33rd birthday with a party held at the home of designer Francesco Kripacz on Fire Island. VIPs in attendance included the VPs, and Victor Willis' replacement, Ray Simpson; designer Calvin Kieln and For The Record's Judy Weinstein. EarMarc artist Carol Lloyd, Casablanca's Pattie Brooks and Paul Jabara performed at the gala. Paul prevued the song he penned for Barbra Streisand's new album. More than 500 guests were there at the recently constructed manse... Midsong hosted a dinner Sept. 7 for Boston DJs and club owners. The label also did a live remote from a Strawberries retail outlet for WBOS-Boston . Rey will attempt to duplicate the success of his Under-Age Night at Osko's with a similar teen disco program Tuesday through Saturday evenings at the Point After disco in Studio City, Calif. Due to the popularity of Osko's teen night, the club will be open to teens on Saturday afternoons as well from 4-9 p.m. The Rollers, formerly cognomened Bay City, will appear at Osko's Sept. 10 along with Beverly Hills hair stylist Eddie Carroll who will fix the kids up with new coifs . . . Michele Hart of Casablanca, who recently took over Marc Paul Simon's duties at the label, flies to Chicago this week to visit key clubs, including the Bistro . . . Also visiting Chicago is Siren, escorted by Midsong's Ricky Morrison and the i.R.S. pool's Paul Weisberg and Stuart Kahn . . . On Sept. 15, Walter Gibbons will do live mixes for WBLS-New York's "Disco Party" program, with Better Days' DJ Tee Scott doing the same chores on Oct. 6, Lenny Gray of Washington's Eagle on Oct. 20, and Back Street DJ Angelo Solar from Atlanta on Oct. 27... Giorgio Moroder will produce the Barbara Strelsand-Donna Summer duet, "No More Tears," which was penned by Paul Jabara. The 12" will be released by Casablanca, while Columbia will release the LP featuring the single

Chicago's Navy Pier was the site of a huge annual white party Aug. 26 with 4000 revellers in attendance. DJs Frankie Knuckles of the Warehouse, Peter Lewicki of Alsie's and Mark Dennis of Man's Country spinned for the event... Also in Chicago, Carol's Speakeasy threw a party for MDA (Muscular Dystrophy Association) Sept. 2 with DJ Mike Graber doing disking duties for the "Big Top" party... The Marines are looking for a few

REVIEWS

GIBSON BROTHERS — Oooh, What A Life — Warner/island PRO-A-823 — 12" — Promo

Choral work competes with lead's distinctive Joe Cocker-like vocals in this reggae and saisa flavored outing. Riveting beat, reinforced by kick drum and bass, suggests midevening play at the discos, just before the crowd is ready to take off. Should enjoy the same success as the Gibson Bros.' "Cuba" single, both from the "Cuba" LP. Time: 5:42 RITCHIE FAMILY - Put Your Feet To The Beat - Casabianca NBD 20192 DJ - 12" -

Already receiving a lot of disco play as its steady climb up the disco charts proves, "Put Your Feet To The Beat" has them doing just that at the discos. "Get tough" sound of lead vocalist marks a "commanding" performance, and if you've ever seen the Ritchie's live in

full motorcycle drag, you'll know what we're talking about. In fact, the trio has been called Casablanca's female answer to the Village People, and the answer is yes. High BPMs, handclapping and the synthesized sound of marching feet makes this a surefire dance-floor exciter. From the "Bad Reputation" LP. Time: 6:58

LOLEATTA HOLLOWAY — The Greatest Performance Of My Life/That's What You Said — Salsoul GG503 (DJ) — 12" — Promo

The B side has been getting all the disco attention. Heavily R&B influenced, "That's What You Said" eclectically employs violins and brass with a big band sound as well. Wailing Loleatta steals the orchestral show, indicating her genuine pop crossover potential. Fast beat. Spin at height of evening's energy. Ironically, the title of the A side may better describe Loleatta's efforts on the B side. Intro has a very slow vocal track, supported by a classical guitar which follows the singer throughout the song. If slow intro is too hard to mix, wait just a few seconds -- pace picks up almost immediately. Times: (A) 9:22 and (B)

Jerry Johnson

Chuck Parsons

Baltimore

Lou Lacoste

Los Angele:

BLACK CONTEMPORARY

THE RHYTHM SECTION

BLACK CABLE TV NETWORK FORMS — Robert Johnson, vice president of the National Cable Television Association, is resigning that position to form Black Entertainment Television, a television cable system that will focus on what he calls the "the black experience and black lifestyle." Johnson says that the system has already leased time on the Madison Square Garden Network, which will give his company immediate access to almost 4.5 million cable households in 350 markets. The programming will consist of movies, talk shows, sports events and music shows. Johnson says he has had discussions with record labels concerning showing films of some of the artists. Present plans are to have the new network in operation by January. He can presently be reached at (202) 457-6700.

MUSIC DIRECTOR PROFILE — Sheila Eldridge, music director and assistant to Alvin
John Waples, PD at KKTT in Los Angeles, comes from a musical

Sheila Eldridge

John Waples, PD at KKTT in Los Angeles, comes from a musical family. With a brother who has played with **Duke Ellington** and **Stevie Wonder**, and an uncle who is the well known jazz musician **Roy Eldridge**, it is certainly understandable that Sheila's first love is music. Eldridge started her career as a volunteer in the news room at WHUR in Washington D.C., while she was a communications major at Howard University. "When they learned how well I liked music, I was eventually able to work my way into the music department, assisting **Jessie Fax**, who was the music director," says Eldridge. She explained that she was one of the few students at Howard who was able to get a position at the station. After

graduating from Howard, she was able to move into a full-time on air position at the station, a job which lasted for almost three years. "The biggest hurdle I had to overcome was my nervousness about going on the air, but fortunately the morning man. **Doug Harris**, spent a great deal of time with me, and helped me overcome my nervousness," she says. Deciding that she really wanted to live in California, Eldridge came to L.A. looking to get back in radio, but landed at Casablanca Records as its west coast promotion and marketing manager. After being with that company for almost two years, she joined Elektra Records as a publicist. Eldridge explained, "My first love in this business is radio, but I also have a very strong interest of eventually getting involved in management, so I felt that gaining experience in this area would be very good for me." She was attracted back into radio when Alvin John Waples became PD. "Since I have never worked AM radio before, I am learning quite a few different things working with Alvin." She also mentions that throughout her varied career, **Vernon Slaughter**, vice president of the jazz progressive marketing at CBS, was able to give her some excellent guidance about what direction she should take in the industry.

WB FORMS SPECIAL CAMPAIGN FOR MARLEY — Island/Warner Bros. recording artist Bob Marley will be the subject of a marketing campaign, specifically designed to give indepth exposure to the black consumer. Eddie Gilreath, national sales director for Warners, explained, "Though Marley has certainly made his mark in the industry as an artist, his exposure to the black community has been limited. Through this campaign, we seek to give black consumers an awareness of Marley that they did not previously have." The campaign will support the release of his new album "Survival," which is scheduled to ship in mid-October. As part of the program, the album cover will feature flags of all the independent African nations, which will be made into posters and LP blow-ups for retail distribution. Gilreath mentions that in a few weeks cross country listening sessions will be conducted giving radio and retail people an opportunity to hear the album, and see a 30-minute film of Marley's biggest concert, during his last European tour. To kick-off his concert tour, Marley will perform at the Apollo Theatre for six days in mid-October. Though he has always done very large venues, his tour will consist of a mixture of smaller venues, to allow him to go where he can be in closer contact with the black community. Merchandising materials will include head-line banners, posters that feature explanation of the meaning of the LP cover, LP blow-ups and an educational booklet that will be distributed through retailers. Gilreath also says, "We will be touching on several areas that will allow people to grasp the message in Marley's music, in addition to the entertaining aspects of it." Marley is also being featured in an upcoming "60 Minutes" television show, which is scheduled for late in October. Though the segment mainly focuses on the Rastafarian religion, because Marley has made himself such a figure in the religion, a major portion of that segment is

RADIO ACTIVITY — FCC chairman Charles D. Ferris, who found himself too busy to make an appearance at The International Radio and Television Society Sept. 13, has one week later accepted an invitation to speak at the opening day luncheon for the National Association of Black Owned Broadcasters seminar being held Sept. 19-20. Commissioners Tyrone Brown and James Quello will also be at that meeting.

cookie amerson

PROGRAMMERS PICKS				
Joe Flsher	WRBD/Ft. Lauderdale	Put Some Love On Your Mind — ConFunkShun — Mercury		
Doug Harris	WAOK/Atlanta	Dim All The Lights — Donna Summer — Casablanca		
Travis Gardner	KCOH/Houston	I Just Can't Control Myself — Nature's Divine — Infinity		
Ty Miller	WEAL/Greensboro	Don't Let Go — Isaac Hayes — Polydor		
James Alexander	WBMX/Chicago	Ladles Night — Kool & The Gang — De- Lite		
Brute Balley	WIGO/Atlanta	Doln' the Dog — Creme De Coca — Venture		
Hardy Jay Lang	WENZ/Richmond	I Wanna Be Your Lover — Prince — Warner Bros.		
Diane Douglas	WOL/Washington D.C.	Ladles Night — Kool & The Gang — Delite		

TOP 75 LBUMS

		We		
	9/8			
1	MIDNIGHT MAGIC COMMODORES	1		3
2	(Motown M8-926M1) RISQUE	Ė	5	
3	OFF THE WALL	3	5	3
U	MICHAEL JACKSON (Epic FE 35745)	5	3	
4	TEDDY TEDDY PENDERGRASS			4
•	(Phila. Int'l./CBS FZ 36003) SECRET OMEN	2	13	4
5	CAMEO (Chocolate City/Casablanca CCLP 20883)	6	9	
6	STAY FREE	Ů	Ů	4
	ASHFORD & SIMPSON (Warner Bros. HS 3357)	9	4	4
7	EARTH, WIND & FIRE			
8	(ARC/Columbia FC 35730) STREET LIFE	4	14	4
9	CRUSADERS (MCA-3094) WHAT CHA GONNA DO	8	16	4
3	WITH MY LOVIN' STEPHANIE MILLS			Ш,
_	(20th Century-Fox/RCA T-583))	7	21	4
10	IN THE PUREST FORM MASS PRODUCTION	1.	,	4
11	(Cotillion/Atlantic SD 5211) MINNIE	11	8	4
	MINNIE RIPERTON (Capitol SO-11936)	10	19	
12	DIONNE WARWICK (Arista AB-4230)	13	16	4
13	BAD GIRLS DONNA SUMMER			5
4.4	(Casabianca NBLP-2-7150)	12	19	5
14	THE BOSS DIANA ROSS (Motown M7-923B 1)	14	15	٤
15	IDENTIFY YOURSELF			ì
	THE O'JAYS (Phila. Int'l./CBS FZ 36027)	26	2	5
16	DEVOTION L.T.D. (A&M SP 4771)	15	12	١,
17	DO IT ALL MICHAEL HENDERSON			5
18	(Buddah/Arista BDS 5719) DISCO NIGHTS	16	9	5
	G.Q. (Arista AB 4225)	19	25	
19	FIVE SPECIAL (Elektra 6E-206)	20	8	E
20	SWITCH II (Gordy/Motown G7-988R1)	17	18	Ę
21	HEARTBEAT CURTIS MAYFIELD			6
22	(Curtom/RSO RS-1-3053)	21	8	h
22	WINNER TAKES ALL THE ISLEY BROTHERS (T-Neck/CBS PZ2-36077)	18	15	5
23	TAKE IT HOME			
	B.B. KING (MCA 3151)	28	4	
24	ROCK ON RAYDIO (Arista AB 4212)	24	23	6
25	CANDY CON FUNK SHUN			6
26	(Mercury SRM-1-3754) FUTURE NOW	22	18	e
	PLEASURE (Fantasy F-9578)	31	5	
W	RAINBOW CONNECTION ROSE ROYCE (Warner Bros./Whitfield WHS 3387)	43	2	6
28	THE GAP BAND			6
29	(Mercury SRM-1-3758) THE JONES GIRLS	30	21	
30	(Phila. Int'I./CBS JZ 35757) WHERE THERE'S SMOKE	23	17	ľ
	SMOKEY ROBINSON (Tamla/Motown T-7-366R1)	32	13	e
31	ANOTHER TASTE A TASTE OF HONEY			6
32	(Capitol SOO-11951) THIS BOOT IS MADE FOR	25	10	6
32	FONK-N BOOTSY'S RUBBER BAND			7
00	(Warner Bros. BSK 3295)	27	11	
33	TEENA MARIE (Gordy/Motown G7-986R1)	33	20	7
34	DESTINATION: SUN			7
35	SUN (Capitol ST-11941) BACK ON THE STREETS	34	10	
	TOWER OF POWER (Columbia JC 35784)	38	7	7
36	I LOVE TO SING THE SONGS I SING			7
	BARRY WHITE (20th Century-Fox/RCA T-590)	36	7	
37	McFADDEN & WHITEHEAD (Phila, Int'l./CBS JZ 35800)	37	19	7

		We	eks
	9/8	0	n art
38	WHEN LOVE COMES	-un	al (
38	CALLING		
	DENIECE WILLIAMS (ARC/Columbia JC 35568)	35	11
39	DO YOU WANNA GO		
	PARTY? K.C. AND THE SUNSHINE BAND		
40	(T K. 611) I WANNA PLAY FOR YOU	39	13
	STANLEY CLARKE (Nemperor/CBS KZ2 35680)	40	9
41	LOVE CURRENT		
42	LENNY WILLIAMS (MCA-3155) LET ME BE GOOD TO YOU	29	12
	LOU RAWLS (Phila: Int'l./CBS JZ 36006)	42	16
43	A NIGHT AT STUDIO 54	42	
	VARIOUS ARTISTS (Casablanca NBLP 2-7161)	47	3
44	WHEN YOU'RE #1 GENE CHANDLER		
45	(20th Century-Fox/RCA T-598)	44	5
45	MAXINE NIGHTINGALE		
46	(Windsong/RCA BXL 13404) SONGS OF LOVE	48	5
	ANITA WARD (Juana/TK 200,004)	41	18
47	CHANCE CANDI STATON		
48	(Warner Bros. BSK 3333) WE ARE FAMILY	46	11
70	SISTER SLEDGE (Cotillion/Alantic SD 5209)	45	31
49	FEVER		
50	ROY AYERS (Polydor PD-1-6204) ANY TIME ANY PLACE	49	18
	THE DRAMATICS (MCA AA-1125)	50	20
51	HAPPY FEET AL HUDSON & THE PARTNERS		
52	(MCA AA-1136) INSPIRATION	55	6
J.	MAZE FEATURING FRANKIE BEVERLY (Capitol SW-11852)	51	24
53	2 HOT!	-	
	PEACHES & HERB (MVP/Polydor PD 1-6172)	53	43
54	THE ORIGINAL DISCO MAN JAMES BROWN		
	(Polydor PD-1-6212)	52	10
55	BUSTIN' OUT OF L SEVEN RICK JAMES		
A	(Gordy/Motown G7-984R1) LADIES' NIGHT	54	33
56	KOOL AND THE GANG (Delite/Mercury DSR-9513)		1
57	DESTINY		
58	THE JACKSONS (Epic JE 35552)	57	43
•	ISAAC HAYES		
59	(Polydor PD-1-6224) I'M ON MY WAY		
	JACKIE MOORE (Columbia JC 35991)	62	4
60	THE GOOD LIFE BOBBI HUMPHREY		
0.4	(Epic JE 35607)	60	3
61	FRANCE JOLI (Prelude PRL 12170)	_	1
62	SEND IN THE CLOWNS WALTER JACKSON		
	(Chi-Sound/20th Century/RCA T-586)	64	2
63	THE STORY'S BEEN TOLD THIRD WORLD		
64	(Warner Bros./Island ILPS 9569) BRENDA RUSSELL	63	6
	(Horizon/A&M SP-739)	65	3
65	HEART STRING EARL KLUGH		
66	(United Artists UA-LA942-H) INVITATION	58	18
90	NORMAN CONNORS (Arista AB 4216)	59	11
67	UNWRAPPED		
68	DENISE LaSALLE (MCA 3098) CHAPTER 8	56	12
	(Ariola SW 50056)	69	2
69	SKYY (Salsoul/RCA SA 8517)	68	22
70	FANTASY		
	HEAVEN & EARTH (Mercury SRM 1-3763)	72	2
71	PARADISE GROVER WASHINGTON JR.		
72	(Elektra 6E-182) THE ADVENTURES OF	71	21
12	CAPTAIN SKY		
73	CAPTAIN SKY (AVI-6042)	67	9
, ,	H.A.P.P.Y. RADIO EDWIN STARR (20th Century-Fox/RCA T-591)	66	7
74	LIVIN' INSIDE YOUR LOVE		
	GEORGE BENSON (Warner Bros. 2BSK 3277)	70	27
75	LOVE TALK MANHATTANS (Columbia JC 35693)	75	25
	WANTA LANS (COlumbia JC 35693)	, 3	23

CASH BOX TOP 700

	Weeks On	September 15, 1979 Weeks	Weeks On
DON'T STOP 'TIL YOU GET	9/8 Chart	36 RADIATION LEVEL 9/8 Chart 69 DIM ALL THE LIGHTS	9/8 Chart
ENOUGH MICHAEL JACKSON (Epic 8-50742)) 1 8	BETWEEN YOU BABY AND ME	82 2
2 FOUND A CURE ASHFORD & SIMPSON (Warner Bros. WBS 8870)	3 11	CURTIS MAYFIELD AND LINDA CLIFFORD (Curtom/RSO RS 941) 49 5 38 THAT'S MY FAVORITE SONG CURTOM/RSO RS 941) 49 5 71 CAN'T LIVE WITHOUT YOUR	79 3
3 GOOD TIMES CHIC (Atlantic 3584)	2 16	THE DRAMATICS (MCA MCA-41956) 38 11 TAMIKO JONES (Polydor PD 14580)	73 5
4 FIRECRACKER MASS PRODUCTION (Cotillion/Atlantic 44254)	6 12	40 LOST IN MUSIC 39 MEMORY LANE MINNIE RIPERTON (Capitol P-4706) 39 21 40 LOST IN MUSIC 172 IT'S A DISCO NIGHT (ROCK DON'T STOP)	
5 I JUST WANT TO BE CAMEO (Chocolate City/Casablanca CC019)) 5 12	SISTER SLEDGE (Cotillion/Atlantic 45001) 40 7 ISLEY BROTHERS (T-Neck/CBS ZS9 2287) 41 LGOT THE HOTS FOR YA	84 2
6 AFTER THE LOVE HAS GONE EARTH, WIND & FIRE (ARC/Columbia 3-11033		DOUBLE EXPOSURE (Salsoul/RCA S7 2091) 43 8 ROSE HOYCE (Whittield/Warner Bros. WHI 49049) 74 TALK THAT STUFF	81 2
TSING A HAPPY SONG THE O'JAYS (Phila. Inti/CBS ZS9 3707	8 7	RICK JAMES (Gordy/Motown G7171F) 50 6 ADC BAND (Cotillion/Atlantic 45003)	78 4
8 I DO LOVE YOU★ G.O. (Arista AS 0426)	9 11	EVELYN "CHAMPAGNE" KING (RCA JH-11680) 45 6 TOUCH OF CLASS (Roadshow/RCA JH-11663)	64 6
9 TURN OFF THE LIGHTS TEDDY PENDERGRASS (Phila. Int'I/CBS ZS8 3696)	7 15	NEW BIRTH (Ariola 7760) 54 5 76 WIT LOVE IS BETTY WRIGHT (Alston/T.K. 3747)	46 10
10 STREET LIFE CRUSADERS (MCA 41504) 12 8	(4) STRATEGY★	55 14
HERB ALPERT (A&M 2151		(Phila. intl./Columbia ZS9 3710) 57 6 FOXY (Dash/T.K. DAX-5054)	- 1
12 WHAT CHA GONNA DO WITH MY LOVIN'		THE RANCE ALLEN GROUP (Stax/Fantasy STX-3221-A) 56 5	
STEPHANIE MILLS (20th Century-Fox/RCA TC-2403) 10 20	48 SO GOOD, SO RIGHT BRENDA RUSSELL (Horizon/A&M HZ-123-S) 58 4 80 I LOVE TO SING THE SONGS I	87 2
(not just) KNEE DEEP FUNKADELIC (Warner Bros. WBS 49040) 19 4	49 CHASE ME* SING	88 2
14 FULL TILT BOOGIE (PT. 1) * UNGLE LOUTE (Maritin/T.K. 3335) 15 THE BOSS) 13 11	50 LADIES NIGHT KOOL & THE GANG BOOK THE DOG CREME D'COCOA (Venture V-112)	_ 1
DIANA ROSS (Motown M 1462F) 11 1 6	51 CATCH ME★ (De-Lite/Mercury DE-801) 61 3 82 DON'T LET GO	_ 1
FIVE SPECIAL (Elektra E-46023) 15 18	FANTASY* 83 WE'VE GOT LOVE PEACHES & HERB (Polydor PD 14577)	47 10
COMMODORES (Motown M 1466F) 25 6	53 WINNER TAKES ALL 84 LET'S TURN IT OUT* SKYY (Salsout/RCA S7 2102)	1
DONNA SUMMER (Casabianca NB 988 19 I'LL NEVER LOVE THIS WAY) 16 16	LOVER AND FRIEND 85° AIN'T NO STOPPIN' US NOW ★ McFADDEN & WHITEHEAD	
AGAIN DIONNE WARWICK (Arista AS 0419) 17 16	55 LADIES ONLY 86 READY FOR YOUR LOVE	51 24
20 THIS TIME BABY★ JACKIE MOORE (Columbia e-10993		6 COME GO WITH ME 87 ROCK ME★	92 2
21 DO IT GOOD★ A TASTE OF HONEY (Capitol P-4744		(Phila. Int'I./CBS ZS9 3717) 68 3 (Panarama Music/RCA YB 11634)	90 2
22 OPEN UP YOUR MIND (WIDE) THE GAP BAND (Mercury 74080		57) BETCHA DIDN'T KNOW THAT/PLEASE DON'T GO VERNON BURCH VERNON BURCH VERNON BURCH	
23 BETTER NOT LOOK DOWN B.B. KING (MCA-41062	7	K.C. AND THE SUNSHINE BAND (TK TTKX-1035) 67 3 (Chocolate City/Casablanca CC 3201) 89 I FEEL A GROOVE UNDER MY	- 1
24 GROOVE ME★ FERN KINNEY (Malaco/T.K. 1058		LOVE) PT. 1*	89 3
25 BEST BEAT IN TOWN * SWITCH (Gordy G 7168F		LEE MOORE (Source/MCA SOR-41068) 66 4 HEAVEN AND EARTH (Mercury 74081) 59 (LET ME PUT) LOVE ON YOUR 90 STAR GENERATION JAMES BROWN (Polydor PD 2005)	_ 1
26 YOU CAN DO IT★ AL HUDSON & THE PARTNERS (MCA AB-12459		CON FUNK SHUN (Mercury 76002) 72 3 91 LOVE IS ON THE WAY	91 4
27 YOU GONNA MAKE ME LOVE SOMEBODY ELSE		MOTIONS★ 92 LEAD ME ON MAXINE NIGHTINGALE	
THE JONES GIRLS (Phila, Int'I./CBS ZS8 3680) 22 21	HOT CHOCOLATE (Infinity 50,016) 44 9 61 MORE THAN ONE WAY TO LOVE 93 BOOTSY GET LIVE BOOTSY'S RUBBER BAND	83 13
DAVID RUFFIN (Warner Bros. WBS 49030 29 CRANK IT UP (FUNK TOWN)) 35 5		52 8
Part 1* PETER BROWN (Drive/TK 6278) 28 15	MATHRES DIVINE (Infinity INF 50 022) 77 2 (BUT I CAN'T HELP MYSELF)	1
30 I'M A SUCKER FOR YOUR LOVE TEENA MARIE (Gordy G 7169F		63 CRUSIN' SMOKEY ROBINSON (Tamia/Matown T 54306) 74 3 DENIECE WILLIAMS (ARC/Columbia 3-10971)	80 16
31 WHEN YOU'RE #1★ GENE CHANDLES	·	64 DO IT ALL (1allilar/Motowill 54300) /4 96 SUPER SWEET★	86 14
(20th Century-Fox/RCA TC-2411		65 YOU GET ME HOT 97 LOVE WILL BRING US BACK	
TOMORROW★ CANDI STATON (Warner Bros. WBS 8821) 29 17	JIMMY "BO" HORNE (Sunshine Sound/T.K. S-1014) 69 I FEEL YOU WHEN YOU'RE GONE TOGETHER ROY AYERS (Polydor PD 14573) 98 MAMA CAN'T BUY YOU LOVE	62 12
33 DANCE 'N' SING 'N'		GANGSTERS (Heat H-01978) 76 5 SELTON JOHN (MCA MCA-41402) 67 DO IT WITH YOUR BODY 99 THE GROOVE MACHINE★	42 13
34 RING MY BELL ANITA WARD (Juana/TK 3422		7th WONDER (Parachute/Casablanca RR 527) 75 3 100 TONIGHT'S THE NIGHT (GOOD	93 7
35 GEORGY PORGY TOTO (Columbia 3-10944		68 ROCK BABY	95 12
ALDA	AARETIZE	I D TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)	
After The Love (Ninth/Garden/Irving/Fosters — BMI)6	Fool On The Street	ClyGobete — ASCAP)	7
Bad Girls (Starrin/Earborne/Sweet	Full Tilt (Finurphy	BMI/Hi Fautin — ASCAP) 2 Lets furn (One 16 One — ASCAP) 4 Simile (Storandardanta Latine — BMI/Hi Fautin — ASCAP) 5 G Good, So Right (Rutland Road — ASCAP) dmar — ASCAP) 5 Love Is On The Way (April/Richie Rome — Star Generation (Kayvette — BMI)	48
Best Beat In Town (Jobete — ASCAP)	Going Through (F	Inchley ASCAP) 60 ASCAP/Blackwood/PH Factor BMI) 91 Strategy (Mighty Three BMI) 59 Street Life (Four Knights/Irving BMI) 59 Street Life (Four Knights/Irving BMI)	46
Knight — BMI)	Groove Me (Malac Do Love You (Ar	co Music — BMI)	74
Between You Baby (Mayfield — BMI)	ASCAP)	e (Spectrum VII/Rosey Mama Can't Buy (Mighty Three BMI) 98 That's My Favorite (Groovesville BMI/ASCA 94 Memory Lane (Minnie's/Buil Pen BMI) 99 The Boss (Nick-O-Val ASCAP) 4Ascap de Trois BMI) 89 More Than One Way (Raydigla ASCAP) 61 The Groove Machine (Bohannon Phase/	
Break My Heart (Groovesville/Forgotten BMI) 28	Feel You (Jimi M	Mengae de Trois — BMI)	
Catch Me — (Patmos/Charteville — BMI/ Chaz — ASCAP)51	Just Can't (Willo	w Girl — BMI)	45
Chase Me (Val-le Joe — BMI)	ASCAP) I Love To Sing (Se	5 Please Don't Go (Sherlyn/Harrick — BMI)	100
Crank It Up (Sherlyn/Decibel — BMI)	Love You (Sky D Need Action (Lib	iver/Lite-Brite — BMI)	12
ASCAP/Irving/McDorsbov — BMI) 33	m A Sucker For	s Way (Irving — BMI)	32
Doin' The Dog (Barcam — BMI) 81	It's A Disco Night	elfth/Warner — Tamerland — BMI) 73 Island — BMI)	
Don't You Want (Unichappeil/Kreimers — BMI) 70 Do It Good (Conducive/On Time — BMI) 21	Motor - ASCA	P) 95 Rock Me (Duchess/Innerself — BMI) 87 Why Leave Us Alone (At Home/Baby Dump — 37 — BMI) 13 RRRRRRock (Sheriyn/Lindseyanne/Buckaroo — ASCAP)	16
Do It All (Electrocord — ASCAP)	Ladies Night (Deli	ghtful/Gang — BMI) 50 BMI) 78 Winner Takes All (Bovina — ASCAP) Winner Takes All (Bovina — ASCAP) 17 You Can Do It (Perks — BMI) You Can Do It (Perks — BMI) 17 You Can Do It (Perks — BMI) You Can Do It (Perks — BMI)<	26
Ruma — ASCAP)		You Get Me Hot (Sheriyn, Harrick — BMI) You Gonna Make Me (Mighty Three — BMI)	27
Fantasy (Sound Palace — ASCAP)		You're My Candy Sweet (Clita/House of Gemin	

BLACK CONTEMPORARY

MOST ADDED SINGLES

- I JUST CAN'T CONTROL MYSELF NATURE'S DIVINE INFINITY KDAY, WRBD, WSOK, WYBC, WKND, WGPR-FM, WDAS, WRAP, WUFO.
- DOIN' THE DOG CREME D'COCOA VENTURE WVON, WYBC, WDAO, WATV, WAOK, WEDR, WLOU, WVKO.
- DON'T LET GO ISAAC HAYES POLYDOR WILD, WRBD, WSOK, WDAO, WATV, WDAS-FM, WTLC
- LADIES NIGHT KOOL & THE GANG DE-L KDKO, WDIA, WCIN, WDAS-FM, WRAP, WAWA.
- (LET ME PUT) LOVE ON YOUR MIND CON FUNK SHUN MERCURY WGIV, KDKO, WILD, KDIA, WSOK, WAWA.
- RRRRRROCK FOXY DASH WYLD, KDAY, WDAS-FM, WTLC, WUFO, WJPC.
- NEVER CAN FIND A WAY (HOT LOVE) VE WGIV, WAOK, WEAL, WYBC, WCIN, WDAO. - VERNON BURCH - CHOCOLATE CITY

MOST ADDED ALBUMS

LADIES' NIGHT — KOOL & THE GANG — DeLITE
WILD, KYAC, WSOK, WYLD, WDAO, WENZ, WTLC, WWIN.
 SO DELICIOUS — POCKETS — ARC
WRBD, WDAO, WENZ, KMJQ, WTLC, WUFO, WWIN, WORL.
 RAINBOW CONNECTION — ROSE ROYCE — WARNER BROS.
WILD, KDAY, WDAO, WBMX, WWIN, WAWA.

SELECTED ALBUM CUTS

RAINBOW CONNECTION — ROSE ROYCE — WARNER BROS. I Wonder Where You Are Tonight, What You Waitin' For

DON'T LET GO — ISAAC HAYES — POLYDOR Fever, A Few More Kisses To Go

BREAKIN' THE FUNK - FAZE-O - SHE

See You Through The Night, Title

LOWRELL - LOWRELL - AVI Mellow Mellow Right on, Out Of Breath

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA → DOUG HARRIS, PD
HOTS: Tamiko Jones, Cameo, Michael Jackson, R. Allen, Funkadelic, Isley Bros., Mass Production, D. Warwick, Chocolate Milk, Commodores, C. Lucas. ADDS: Chic, Love Unlimited, Creme D'Cocoa, V. Burch, L.T.D., New Birth.

WIGO — ATLANTA — BRUTE BAILEY, PD — #1 — MASS PRODUCTION

JUMPS: 36 To 29 — G. Chandler, 28 To 24 — Chapter Eight, 30 To 22 — D. Ruffin, 22 To 18 — P. Austin,
25 To 17 — Funkadelic, 20 To 16 O'Jays, 16 To 11 — S. Mills, 19 To 10 — Crusaders, 15 To 8 — G.Q., 13

To 7 — Taste of Honey. ADDS: H. Alpert, S. Robinson, New Birth, Tommy Tate, Z.Z. Hill.

- BALTIMORE - DON BROOKS, PD

HOTS: Positive Force, Five Special, Crusaders, S. Mills, T. Pendergrass, D. Warwick, Cameo, C. Mayfield, & L. Clifford, Taste of Honey, Funkadelic, H. Alpert, Michael Jackson, A. Hudson, G.Q., Mass Production, R. Woods, Whispers, B.B. King, Gap Band, Creme D'Cocoa, J. Brown, Kool & Gang, Con Funk Shun, Love Deluxe, M. Riperton, Skyy, Commodores, D. Ruffin, F. Kenney. ADDS: P. Woods, Whispers, C. Staton. LP ADDS: Pockets, P. DaCosta, Kool & Gang, Rose Royce, O'Jays.

WATV — BIRMINGHAM — AL BELL, MD
HOTS: Michael Jackson, S. Feva, T. Pendergrass, Commodores, Chic, D. Summer, D. Warwick, G. Chandler, Isley Bros., Five Special, New Birth, Earth, Wind & Fire, B.B. King, Maze, Crusaders, Cameo, Ashford & Simpson, D. Williams, Gap Band. ADDS: J. Brackeen, Fever, Kinsman Dazz, Olympic Runners, G. Chandler.

WILD — BOSTON — STEVE CRUMBLEY, PD

ADDS: I. Hayes, J. Simon, Con Funk Shun, S. Brown, R. Wood, B. Lyle, T. Pendergrass, S. Robinson, Raydio, ADC Band. LP ADDS: O'Jays, Kool & Gang, Rose Royce, S. Mills, S. Robinson.

WUFO — BUFFALO — DOUG HARRIS, PD — #1 — FUNKADELIC
HOTS: H. Alpert, Five Special, Skyy, Foxy, Ashford & Simpson, Prince, Mandre', Fever, M. Riperton,
Taste of Honey. ADDS: Five Special, Skyy, Foxy, Prince, M. Wilson, B. Cobham, Kool & Gang, Appollo,
Dynasty, M. Moore, A. Bell & Drells, Bootsy, Nature's Divine, R. Matlock, Rose Royce. LP ADDS:
Dynasty, Fatback, D. Wansel, Pockets, Sweet Inspiration, Double Exposure.

WGIV — CHARLOTTE — CHRIS TURNER, PD
HOTS: Isley Bros., Cameo, Michael Jackson, G. Chandler, J. Moore, E.C. King, C'Jays, B.B. King, F. Kinney, Gap Band, C. Mayfield, D. Ruffin. ADDS: Funkadelic, Con Funk Shun, V. Burch, R. Matlock, M. Riperton, Steady Streets, Love Unlimited.

WYON — CHICAGO — LYNN TOLLIVER, MD
HOTS: Michael Jackson, Funkadelic, Camee, H. Alpert, Con Funk Shun, Manhattans, Chic, D. Ross, Mass Production, S. Mills, G.Q., A. Hudson. ADDS: Isley Bros., Jr. Walker, S. Robinson, Creme D'Cocoa, R. Allan, Dalton & Dubarri. LP ADDS: O'Jays, Earth, Wind & Fire, Lowrell.

WBMX — CHICAGO — JAMES ALEXANDER, PD
HOTS: Chic, Michael Jackson, Cameo, Commodores, S. Robinson, Funkadelic, H. Alpert, D. Summer, Earth, Wind & Fire, Ashford & Simpson, Mass Production, G.Q., Jones Girls, S. Mills, Uncle Louie, O'Jays, C. Station, Manhattons, Taste of Honey, M. Riperton, Sister Sledge. ADDS: J. Nash, R. James, B. Caldwell, Peaches & Herb, S. Mendez, LP ADDS: B. Pagan, D. Warwick, Taste of Honey, Third World, Michael Jackson, Rose Royce, B. James, Ashford & Simpson, T. Pendergrass.

WCIN — CINCINNATTI — BOB LONG, PD
HOTS: O'Jays, T. Jones, G. Chandler, E.C. King, Mass Production, Funkadelic, Commodores, Michael
Jackson, A. Franklin, B.B. King. ADDS: Kool & Gang, D. Summer, V. Burch, B. Bland, Whispers, ADC
Band, Chapter Eight.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — G.Q.
JUMPS: 44 To 36 — Raydio, 43 To 35 — D. Summer, 40 to 32 — D. Ruffin, 38 To 31 — Manhattans, 34 To 28 — ADC Band, 32 To 22 — T. Pendergrass, 31 To 21 — Funkadelic, 25 To 20 — A. Hudson, 18 To 14 — Taste of Honey, 15 To 9 — Mass Production, 12 To 6 — Michael Jackson. ADDS: Kinsman Dazz, R. James, L.T.D., M. Riperton, Ohio Players, Rose Royce.

WYKO — COLUMBUS — KEITH WILLIS, MD — #1 — MICHAEL JACKSON
JUMPS: 40 To 35 — S. Brown, 39 To 34 — H. Mason, 38 To 32 — Chapter Eight, 34 To 30 — B. Russell, 33
To 28 — D. Wansel, 37 To 27 — M. Riperton, 30 To 26 — R. James, 29 To 25 — Seventh Wonder, 28 To 24
— Kool & Gang, 36 To 23 — Isley Bros., 27 To 20 — S. Robinson, 24 To 19 — A. Franklin, 26 To 15 — T.
Pendergrass, 25 To 13 — Raydio, 16 To 11 — Con Funk Shun, 14 To 10 — Crusaders, 12 To 8 —
Commodores, 11 To 6 — O'Jays, 13 To 3 — Funkadelic. ADDS: H. Alpert, B. James, Creme D'Cocoa, LTD, C. Mayfield & L. Clifford, Siren.

WDAO — DAYTON — LANDFORD STEPHENS, MD
HOTS: Platypus, H. Alpert, Whispers, R. James, McFadden & Whitehead, E.C. King, New Birth, G.O., ADC Band, Funkadelic, Raydio, T. Pendergrass, Con Funk Shun, Skyy, D. Summer. ADDS: G. Benson, C. Mayfield, R. Robbins, Chapter Eight, N. Cole, Prince, Shalamer, Creme D'Cocoa, Kinsman Dazz, I. Hayes, V.Burch. LP ADDS: O'Jays, Faze-O, Kool & Gang, Pockets, Shalamar, Impressions, Fatback, Hayes, V.Bu Rose Royce.

KDKO — DENVER — RON O'JAY, PD — #1 — EARTH, WIND & FIRE
JUMPS: 28 To 24 — F. Kinney, 29 To 23 8 H. Alpert, 24 To 20 — M. Riperton, 25 To 19 — Funkadelic, 27
To 18 — O'Jays, 15 To 10 — B. Russell, 13 To 9 — E. Starr. ADDS: Prince, Kool & Gang, Con Funk Shun,
T. Pendergrass, T. Vega, D. Jacobs.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — MICHAEL JACKSON
JUMPS: 34 To 25 — R. Allen, 32 To 24 — Brainstorm, 35 To 23 — Kool & Gang, 31 To 22 —
Commodores, 25 To 21 — G. Chandler, 30 To 20 — D.Ruffin, 24 To 19 — Bohannon, 26 To 18 — T.
Pendergrass, 21 To 17 — Gap Band, 20 To 16 — B.B. King, 19 To 15 — C.C. & Sunshine Band, 23 To 14
— Ashford & Simpson, 17 To 11 — J. Bo Horne, 18 To 9 — Captain Sky. ADDS: Gagsters, Raydio, D.J.
Rogers, E. Henderson, I. Hayes, S. Brown, Nature's Divine, J. Taylor, A. McClain & Destiny. LP ADDS: I.
Hayes, O'Jays, Faze-O, Pockets.

WEAL — GREENSBORO — TY MILLER, PD — #1 — MICHAEL JACKSON
JUMPS: 30 To 22 — D. Ruffin, 19 To 12 — G. Q., 24 To 5 — Funkadelic, Ex To 17 — H. Alpert. ADDS: R. Matlock, V. Burch, First Choice, Pockets, L. Schifrin. LP ADDS: O'Jays, S. Lane, L. White.

WKND — HARTFORD — EDDIE JORDAN, MD — #1 — CHIC

JUMPS: 35 To 30 — D. Ruffin, 34 To 29 — Kool & Gang, 33 To 28 — Isley Bros., 32 To 27 — J. Brown, 31

To 26 — R. James, 29 To 24 — G. Chandler, 27 To 22 — T. Pendergrass, 25 To 20 — Crusaders, 20 To 16

— O'Jays, 11 To 7 — G.Q., 8 To 2 — Millie Jackson. ADDS: A. Beli, C. Mayfield, L. Moore, Nature's Divine,

KMJQ — HOUSTON — PAM WELLES, MD — #1 — MICHAEL JACKSON JUMPS: 22 To 18 — R. Ayers, 26 To 17 — Sweet Inspiration, 25 To 16 — Raydio, 30 To 13 — C. Staton, 15 To 10 — Commodores, 9 To 48 Five Special, 12 To 2 — Mass Production, Ex To 19 — Switch, Ex To 15 — Isley Bros., Ex To 7 — S. Mills. ADDS: Cameo. Prince, Lowrell, Doobie Bros. LP ADDS: Pockets, Noel Pointer, L. White.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD
HOTS: Funkadelic, Mass Production, Cursaders, Gap Band, Switch, Chic, T. Pendergrass, Mutiny,
Bootsy, O'Jays, Pleasure, R. Allan, Commodores, E.C. King, A. Franklin, M. Riperton, C. Lynn, Nature's
Divine. ADDS: D. Ruffin, Dalton & Dubarri, A. Hudson, Foxy, J. Taylor, S. Robinson, Raydio, I. Hayes. LP
ADDS: Ashford & Simpson, D. Wansel, Pockets, Machine, Mutiny, O'Jays, O.V. Wright, Kool & Gang,
L.L. Smith, Chanson, Dynasty, Saint Stephanie, I. Muhammed, Eruption, I. Hayes.

KDAY — LOS ANGELES — STEVE WOODS, PD
HOTS: Michael Jackson, Mass Production, Cameo, Gap Band, A. Hudson, F. Kinney, B.B. King, Five
Special, Dramatics, Funkadelic. ADDS: ADC Band, Foxy, Gangsters, Isley Bros., Nature's Divine, S.
Robinson, M. Riperton, Seventh Wonder. LP ADDS: Ashford & Simpson, Rose Royce.

WLOU -- LOUISVILLE -- NEAL O'REA, MD -- #1 -- ASHFORD & SIMPSON
JUMPS: 35 To 30 -- B. Russell, 30 To 22 -- Parlet, 31 To 21 -- D. Summer, 33 To 20 -- M. Riperton, 23 To
14 -- Kool & Gang, 22 To 13 -- Commodores, 21 To 12 -- T. Pendergrass, 13 To 7 -- O'Jays, 10 To 5 -C. Mayfield & L. Clifford, 11 To 4 -- Funkadelic. ADDS: Creme D'Cocoa, B. Caldwell, Siren, City Streets.
LP ADDS: I. Hayes, Lowreli.

WDIA — MEMPHIS — RON KING, PD — # 1 — TEDDY PENDERGRASS
HOTS: Cameo, Funkadelic, G.Q., Commodores, Michael Jackson, S. Robinson, Mass Production, B.B. King, O'Jays, Isley Bros., M. Riperton, Manhattans, Ashford & Simpson, Raydio, Peaches & Herb, H. Alpert, Chic, D. Warwick, Sister Sledge. ADDS: Chocolate Milk, C. Mayfield, Kool & Gang, R. Allen. LP ADDS: E. Klugh, E. Henderson, W. Jackson.

WEDR -- MIAMI -- JERRY RUSHIAN PD -- # 1 -- MICHAEL JACKSON
JUMPS: 28 To 20 -- J. Weils, 23 To 18 -- F. Kinney, 30 To 17 -- Toto, 19 To 8 -- Saint & Stephanie, Ex To
27 -- E. Starr, Ex To 9 -- Five Special, Ex To 7 -- J. Moore, ADDS: D. Moore, Creme D'Cocoa, War, Sting,
Eliusion, LP ADDS: Faze-O, D. Wansel.

WAWA — MILWAUKEE — KING JAMES, MD — #1 — MICHAEL JACKSON
JUMPS: 27 To 18 Funkadelic, 13 to 10 — Mass Production, ADDS: A. Franklin, N. Cole, J. Wells, Kool &
Gang, L. Clifford, Seventh Wonder, Raydio, J. Brown, Con Funk Shun. LP ADDS: Lowrell, Impressions.
Direct Current, Rose Royce.

WYLD -- NEW ORLEANS -- JAY JOHNSON, PD -- #1 -- MICHAEL JACKSON
JUMPS: 35 To 30 -- T. Davis, 31 To 24 -- S. Robinson, 29 To 23 -- A. Bell, 27 To 21 -- Dramatics, 25 To
18 -- Funkadelic, 21 To 17 -- Manhattans, 23 To 16 -- Taste of Honey, 20 To 14 -- Tower of Power.
ADDS: J. Tex, Gangsters, Foxy, Brainstorm. LP ADDS: Kool & Gang.

WWRL — NEW YORK — LINDA HAYNES, MD
HOTS: Michael Jackson, Peaches & Herb, C. Mayfield & L. Clifford, S. Milis, T. Pendergrass, T. Thomas.
D. Jacobs, A. Bell, G. Chandler, Crusaers, P. LaBelle, ADDS: P. LaBelle, A. Franklin, M. Jackson, D. Summer, LP ADDS: S. Clarke, E. Gale, A. Bofill, N. Connors, M. Henderson, Ashford & Simpson.

KDIA — OAKLAND — JERRY BOULDING, PD — #1 — MICHAEL JACKSON JUMPS: 33 To 26 — A. Bell, 28 To 24 — F. Joli, 25 To 17 — Commodores, 19 To 13 — Funkadelic. ADDS: D. Ruffin, Con Funk Shun, Sly Stone.

WORL — ORLANDO — BILLIE LOVE, PD — #1 — MASS PRODUCTION

JUMPS: 34 To 23 — T. Pendergrass, 33 To 22 — Double Exp., 40 To 21 — K.C. & Sunshine Band, 26 To 20 — Enchantment, 29 To 18 — Funkadelic, 22 To 16 — Gap Band, 28 To 15 — Commodores, 23 To 14 — Crusaders, 21 To 13 — Taste of Honey, 17 To 12 — O'Jays. ADDS: Pockets, B. Lyle, B. Humphrey. Heaven & Earth.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD ADDS: S. Robinson, FLB, D. Summer, Cindy & Roy, D. Simmons, D. Moore. LP ADDS: Millie Jackson, I. Hayes, Skyy, Lowrell, BHY, D. Wansel, Kool & Gang, Foxy, Nature's Divine, C. Garrison.

WENZ — RICHMOND — HARDY JAY LANG, PD — #1 — CAMEO

JUMPS: 20 To 15 — I. Hayes, 18 To 14 — C. Mayfield, 17 To 13 — Crusaders, 16 to 10 — Bootsy, 14 To 8

— Foxy. ADDS: Skyy, Isley Bros., M. Riperton. LP ADDS: Kooi & Gang, O'Jays, Pockets, D. Wansel, I.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — MICHAEL JACKSON JUMPS: 24 To 13 — F. Kinney, 23 To 11 — Commodores, 20 To 8 — H. Alpert. ADDS: Funkadelic, New Birth, A. Bell & Drells, C. Mayfield. LP ADDS: D. Jacobs, S. Robinson, Con Funk Shun, Seventh Wonder, B. Russell, Chocolate City, M. Riperton.

KYAC — SEATTLE — ROBERT SCOTT, PD
HOTS: A. Bell & Drells, B. Russell, Commodores, Crusaders, C. Mayfield & L. Clifford, D. Ruffin, F
Kinney, F. Joli, Funkadelic, Gangsters, H. Alpert, Michael Jackson, O'Jays, T. Pendergrass. ADDS
Rose Royce, New Birth, R. Alian, R. James, Pockets, J. Bo Horne, Gangsters, Funkadelic, D. Warwick, B
Russell. LP ADDS: Kool & Gang, B. Bland.

KATZ — ST. LOUIS — EARL PERNELL, PD — #1 — CHIC JUMPS: 30 To 26 — O'Jays, 29 To 24 -- C. Mayfield & L. Clifford, 25 To 17 — Funkadelic, 15 To 11 — M

WOL --- WASHINGTON --- DIANE DOUGLAS, MD
HOTS: H. Alpert, P. Da Costa, Funkadelic, A. Beil & Drells, G.Q., Jr. Walker, D. Ruffin, Gap Band, Parlet Michael Jackson, O'Jays, Rose Royce. ADDS: J. Taylor. LP ADDS: K.C. & Sunshine Band, B. Preston Dynasty, L. Clifford, Siren, Gangsters.

assical Music



MADAME BUTTERFLY — During a recording session for Columbia's current "Madame Butterfly," Renata Scotto had an earnest tete-a-tete with conductor Lorin Mazzel.

Declining Budget Volume is Reflected In Label Policies

Until recently, the attitudes of the majors concerning their lower-priced lines was faily consistent and unanimous: the less expensive records, they reasoned, appeal to a large part of the classical music buying public on the combined bases of price and historical value, and the market for them is strong enough for volume to make up for the smaller profit margin per disc sold. But lately, company policies have taken divergent roads. For some, a perceived lack of interest in historical material among buyers, has led them to rethink their budget policies. RCA, for example, is now being much more discriminating in its choices of Gold Seal releases. And Angel has taken to releasing its Seraphim discs less frequently aithough the number of discs per release is about double what it used to be.

Meanwhile, a few trends have been emerging. One is the birth of the mid-price concept, and DG, Philips and London are each noting considerable consumer interest in their Privilege, Festivo and Aspekte lines respectively. Also, there has been more new - that is, not previously available and often newly recorded material made available on budget lines, indicating that the major labels are thinking more about the relationship between price. repertoire category and consumer appeal. Baroque music, for instance, an area in which sales have been strong among the younger buying segment for the last decade or so, seems to be one part of the market in which reduced prices stretch the music's popularity among buyers even

Small Profit Margin

Some observers, however, feel that the budget market — particularly in the historic recording field — just isn't what it used te be. RCA's Tom Shepard, for instance, admits that "we're being very careful now, because our marketing people tell us that since our profit margin is so small, we really ought to be selling more Gold Seal discs than we are to make any money at it. Frankly, our problem with Gold Seal puzzies me. We have what I consider a glorious line, a line that's a combination of potboilers, first American releases, and esoterica. And what absolutely mystifies me is

that, while you would assume that an '1812 Overture' would eutsell a 'Goldberg Variations' by 20 to 1, the reorder patterns are just not widely divergent. Which leads me to believe that there is not much selectivity being exercised among buyers.

"Part of the problem may be that, when we first brought out the Gold Seal line, we released them in clumps, and when the clump dried up, that was it -- the reorder pattern was not at all strong. For Victrolas, the reorder pattern is even weaker. It just doesn't pay for us to make them anymore.

Labels Look For Crossover From Instrumental Records

For most companies, the big word in instrumental music this year was "crossover." It seems that almest everyone had successful ones, and not only that, but their successful crossover discs outsold the more traditional classical LPs by considerable margins.

The nature of the crossover record varies from company to company. At Philips, the recently released collaboration of the Boston Symphony with musicians they met in China has already sold in excess of 40,-000 units. RCA has had a number of crossover successes this year, ranging from albums of synthesized music by Tomita, and pop-style flute arrangements by James Galway, the astounding acclaim rendered "Sweeney Todd." Columbia had a strange hybrid LP from guitarist John Williams this year, a disc of chamber music for guitars, vibraphones and marimbas, as well as more Claude Bolling classical/jazz fusion music -- the latest a violin suite recorded by the composer and Pinchas Zukerman. And at Angel, the big crossover performers are the Koto Ensemble of Tokyo, which put out Handel and Mozart LPs, as well as one in which they collaborated with Ransom Wilson.

Standard Forms

in the most buyers, there has been no sign of retreat from the more standard forms of instrumental performance, despite the current lull in the industry.

Among instrumentalists, guitarists continue to be big sellers, due to the guitar's appeal to both classical RPM classical listeners. Yet, each label seems to have

But even if the crossovers have brought Flutes seemed particularly pepular, too, although Angel's strong backing for Ransom Wilson didn't cut substantially into RCA's marketing of the two most visible and prolific flutists in the world at present,

Of the two, Galway seems to be creating the most excitement in the stores at the moment, thanks to a well-orchestrated promotional approach that has put him not only on the right concert stages, but on the right television talk shows. A couple of Galway LPs are promised for the fall, including an all-Telemann disc and an all-Rodrigo disc featuring a Galwaycemmissioned concerto on one side and the flutist's transcription of one of the composer's guitar concertos, "Fantasia para un Gentilhombre," on the other.

engaged only one or two players: Angel

Romero is the best-selling guitarist on

Angel, which counts his "Concerto de Aran-

juez" among the best sellers of the past

year, while the label's other two guitarists,

Oscar Ghiglia and Christopher Parkening.

have not been active in the recording

studio. At Columbia, John Williams has

been a consistent seller, and this year he

released two solo LPs -- an all-Barrios disc and a contemporary music LP, in addition

to his guitar and percussion ensemble

record. The label has also recently signed

Liona Boyd and her first Columbia album,

released this past spring, has sold steadily

to both classical guitar and folk rock

fanatics who may have seen her touring

Philips has, in the last couple ef years,

put its weight behind the Romero quartet

and soloist Pepe Romero, and the latter has

scored critical and popular successes this year. And, while DG's Narciso Yepes main-

tains a moderate but consistent following,

RCA has enjoyed good sales with a Julian

Bream solo disc and a double LP concert

recording of Bream and Williams perform-

ing as a duo. A Bream disc of Spanish lute

Flute Popularity

Jean-Pierre Rampal and James Galway.

music is expected in October.

with Gordon Lightfoot.

"We often put out our strongest releases in the fa!l," says RCA's Tom Shepard, "So, if our plans sound powerful, it's not accidental." Among those powerful plans there is plenty of orchestral music — for instance, the stereo release of Ormandy's "Scheherezade," heretofore available only in quad; the same conductor's "Carmen Suites" and "L'Arlesienne No. 2"; and a few James Levine releases, including a Stravinsky disc "L'Histoire du Soldat," "Les Noces" with the Chicago Symphony, recorded at Ravinia, and a special packaging of his four Brahms symphonies, also with Chicago. The latter will retain their original single release covers, but will be slipcased and offered at "a special price." October will see the release of Levine's Mahler Ninth, with the Philadelphia Orchestra.

Most Consistent Seller

Among his soloists, Shepard singled out Horowitz as probably the most consistent best seller, and said that RCA will release a new recital disc - Schumann, Rachmaninoff and Liszt — taped in concert this past season.

RCA also has a string of digitally recorded releases planned, the first of which will be an Ormandy/Philadelphia Bartok "Con-

(continued on page 53)

Independent Specialty, Budget Labels **Reporting Impressive Sales Totals**

by Allan Kozinn

While one hears rumblings of "recession" in the offices of some of the major classical labels, things seem to be continuing steadily along for the independent budget and specialty labels.

According to Teresa Sterne, at Nonesuch, business is "excellent — the audience is continually growing." The label plans to release a dozen albums by October, including two new titles in its esoteric Explorer series — "Javanese Court Garnelan: Volume III," and another LP featuring Japanese Kabuki and other traditional music. More conventional music includes another installment ef Paul Jacobs' Debussy series, a disc of early English Christmas music, a Berlioz "Symphonie funebre et triomphale," and a Sergiu Luca/Joseph Kalichstein disc featuring violin and plano music of Schubert. Nonesuch continues its commitment to old music with recordings of Gibbons, and Dufay (in addition to the English Christmas disc) and to contemporary music with a new Speculum Musicae recording (Rzewski and Harbison) and a Martino/Babbitt disc by the Group for Contemporary Music

WEA Muscle

Nonesuch, of course, has the muscle of WEA behind it, and so does the full-price Finnadar line. Finnadar, founded by composer Ilhan Mimaroglu, is a label devoted to emphasizing the unjustly neglected music composed in the earlier years of the 20th

century" as well as presenting recent, more avant-garde works. To be featured on upcoming Finnadar LPs is music by Cowell, Feldman, Mimaroglu, Orstein and Peck, performed by pianist Doris Hays, who contributes a work of her own to the program: Virgil Thomson's piano music, performed by Arthur Tollefson; Ravel violin music, played by Charles Libove and Nina Lugovoy; Medtner plane works on the occasion of the composer's centennial; and works by Miaskovsky, Rachmaninoff and (continued on page 52)



Sieli Ozawa

SALES FORECAST

ANGEL'S HOTTEST FALL/HOLIDAY SEASON ON RECORD



Classical Music

Declining Budget Volume Is Reflected In Label Policies

(continued from 47)

We're better off, when we have a historical mono issue, putting it out on Red Seal at full price."

More Historical Reissues

At Columbia, on the other hand, there seems more interest than ever in historical issues, and the label is not only reissuing its own classic performances form the past. but licensing recordings from other labels. For instance, this fall, Odyssey will begin issuing several volumes of old Mendelberg material licensed from EMI. These will include Beethoven and Weber overtures, the Brahms Third and "Academic Festival" Overture, the Tchaikovsky Fourth and Fifth and "Romeo and Juliet," as well as some Grieg, Mahler, Bach, Ravel and Liszt. Those issues, according to Marvin Saines, will be rounded out with material from the Columbia catalog that is now close to 20 years old works recorded by Walter, Szell, Fleischer, Ormandy and Bernstein. There will also be a series of Fritz Kreisler discs forthcoming.

Odyssey has been issuing recent material from Europe that has not previously been offered here — for instance, some of the Malgoire baroque material. Angel and London have, in the past several years, done likewise.

Seraphim LPs are now being released quarterly, and the September batch will include a "Simon Bocanegra" with Tito Gobbi, a two-disc Grieg set by Gleseking, the Lalo "Symphonie Espagnole," with Oistrakh as soloist, and Leinsdorf conducting "Shenerezade," a performance from an old Capitol Classics LP. Caronia is also excited about Seraphim's budget tape series, priced at \$4.98 and selling very weil.

Tan Sets Of Haydn

Among the biggest successes London has had on its Stereo Treasury line in the last few years is the complete Haydn Symphony set by Dorati, and according to Richard Rollefson, the label is preparing to put out the whole 48-LP (10 sets) series in one large box for the Christmas market. The packaging will remain as it is, he says, but in a slipcase. "I don't know about the pricing yet." he says, "and while I've only seen a mock-up of the package itself, yes, it will be carryable."

Although Rollefson could not be specific about other Stereo Treasury releases, he mentioned that "since the full price line has never had a strong commitment to chamber music, we have been issuing quite a few new chamber recordings on Stereo Treasury, and the response has been very good. I think one of the things we'll find is a somewhat more flexible attitude towards pricing. That's why we've introduced our Telefunken Aspekte line, which lists at \$6.98 and is about half reissue and half first American release."

DG and Philips also introduced midpriced lines in the last two years, and they
report that the response among collectors
was slow to start but has picked up. Last
year, DG released a few operas —
"Trovatore," "Figaro" and "Don Pasquais"
— on its Privilege label and Frey report that
"dealers have told us that mid-priced opera
sells best on the basis of star names, not
repertoire alone. But really, nobody has
tried it in quite the same way we have — using strong European casts and presenting it

simply as 'this is a good "Figaro;" 'It takes longer, and you can't go into the market with a very heavy layout, but we find that the reorders are surprisingly high."

In mid-priced opera this year, Frey is counting on the success of Auber's "Fra Diavolo," a work that is performed occasionally in the U.S. but which is not currently represented in the American catalog, and a "Fidelio" with Ryscrek. Sirtried, Fisher Diesch, conducted by Friesay. In the non-operating area, Privilege will be bringing out a Dvorak Cello Concerto, with Pierre Fournier; Schubert's "Die Schone Mullerin" with Fritz Wunderlich; a pair of Paganini concertos with Samuel Ashkenasi; and a Tchaikovsky Sixth conducted by Furtwangler.

Philips is also bringing out some midpriced opera on its Festivo label. In the fall there will be a 1961 Bayreuth "Flying Dutchman" and a 1962 "Tannhauser." both conducted by Sawallisch. Also set for Festivo release is a Bach "Mass in b minor" and a Dvorak Nisch with Maazel conducting; Brahms Piano Trios by the Beaux Arts Trio; the Grieg and Schumann Piano Concertos, featuring Claudio Arrau; and a pair of old Van Beinem recordings with the Concertgebouw, Handel's "Water Music" and a Ravel ("Bolero," "La Valse") and Tchaikovsky ("Nutcracker Suite") disc.

This past year, Festivo did particularly well with a "Rigoletto" set featuring Richard Tucker, "It's done fabulously," Scott Mampe says. "It was done a long time ago. when he was quite young, an a lot of people have never heard his singing from that period in his career. Of course, one of the problems with mid-priced opera is that the real opera buff probably already owns a recording, and because reissues generally include casts of singers who are not big today, the younger buyers often pass them by. The market for mid-priced orchestra music is a bit more open, though. And because Philips and DG have between us many of the great conductors of the past -Furtwangler, Van Beinum - and early recordings by our current great conductors Haitink, Jochum - recordings of thes performers doing great repertoire on midprice are especially attractive.



Abbey Simon

sales locked up.

You Can Tell An Artist By The Company He Keeps

Academy of

St. Martin-in-the-Fields

Accardo

Ameling

Arrau

Beaux Arts Trio

Brendel

Carreras

Davis

Dorati

Fennell

Grumiaux

Haitink

Holliger

I Musici

Leppard

Marriner

Norman

Ozawa

Quartetto Italiano

Romeros

Szeryng

de Waart

Abbado

Amadeus Quartet

Argerich

Barenboim

Berman

Bernstein

Böhm

Fischer-Dieskau

Giulini

von Karajan

Kempff

Kleiher

Kontarskys

Melos Quartet

Michelangeli

Milstein

Pollini

Richter

Tokyo String Quartet

Yepes

Zabaleta

Zimerman

CLASSICS INTERNATIONAL

Archiv Produktion, Deutsche Grammophon, Festivo, Mercury Golden Imports, Philips, Privilege

Distributed by Polygram Distribution, Inc.

Classical Music

Hard-Core Buyers Maintain Good Classical Album Sales

by Brad Engel

The classical market is experiencing remarkably good health in light of the current and seemingly industry-wide sales slump in the pop product field. Current classical sales are consistent with the cyclical pattern we have always noted at this time of year. Sales do certainly reflect the high caliber of new product we've had the opportunity to issue this spring/summer season. In addition, we have enjoyed outstanding success with our new 45 rpm Sonic Series. We anticipate this to be one of our best mid-year sales seasons, and without any reservations, are setting our sights on a strong fall/Christmas season. In short, we're not hurting!

One reason why the classical market is relatively recession-proof is that it is comprised primarily of hard-core buyers. Little is spent on "impulse" purchases. The classical customer knows exactly what he wants prior to entering his favorite record

The classical buyer is also more qualityconscious than his pop counterpart. He generally has far more sophisticated listening equipment at his disposal, and he will readily return merchandise that he feels is not up to a standard recording level. Additionally, in contrast to the pop buyer, who tends to be in his early teens to mid-20s, the classical buyer is typically between 20 and the mid-40s. In the above-50 age bracket,

record purchases drop drastically

Although the classical customer in general is more affluent, he will, nonetheless, wait until a dealer promotes a particular label via a sale, and it is at this time that he will make a multiple album purchase. Few buyers today rush out to buy a specific LP the moment they learn of its availability. The classical buyer is a catalog shopper, and it is on this buying habit that the industry's classical existence is based.



Classical Bestsellers Provide Big Bucks To Manufacturers

by Tom Z. Shepard

Despite the fact that the base of classical consumers is continuing to broaden, partly as the result of more classical events or television, the classical record market is not wholly escaping the general sales slump that has overtaken our industry. The bottom line is that when the record industry suffers, the entire business suffers.

Even though we in the classical record area may feel that we have a more stable core of buyers, if a dealer is going to start returning records to a record company because they're not moving off the shelves, he will also be likely to return classical



Thomas Shepard

records. One reason is that he generally realizes that they don't go out of the catalog as quickly as pop records do, and he can reorder them again if he changes his mind. Meanwhile, he can make the shelf space available for items that have a quicker tur-

Especially at a time like this, big sellers are very important to us, because they are truly big sellers. When you can sell in the neighborhood of 150,000 Horowitz LPs and roughly equal quantities with each succeeding Tomita release - and now it's happening with Jimmy Galway and "Sweeney Todd" - that's real income. That's big

Big sellers also make it justifiable to continue spending money on new releases. If you're only going to make money from catalog, who needs to go out and keep recording? My justification for continuing to record is to keep on occasionally having the blockbuster hit, because the general standard fare takes a very long time to pay for itself.

Artist Business

Of course, in order to have a big classical hit, you need top artists on your label. This is even more apparent when one considers how much repertoire duplication there is in the classical business. What prompts the consumer to buy one record over the other? In most cases, it's the artist.

I have the greatest respect for creative marketing, which can repackage old repertoire and make money out of a product that's already amortized; but I think the fun-



Larry Holmes

New Generation Boosts Sales In Classical Mkt.

by Lawrence Holmes

The classical record market is extremely healthy and growing. This is partly a result of changing demographics. It's been a theory of mine that, as the median age of the country increases - it's up to about 29 now - this generation that was brought up on the Rolling Stones and the Bestles will have changing tastes. As they mature, I suspect that their tastes tend to mature. So the increasingly large classical market is being refreshed by this new generation of

Of course, the classical market is as vulnerable as the rest of the industry to the effects of the recession. It's no secret that when times get tough, what the dealers return are the slower-moving items. And so classics, shows, and MOR are the first things to come back. I think this is an indication of the general economic situation.

But dealers can be persuaded that it is to their advantage to keep a good-sized classical catalog. For one thing, classical LPs are more profitable for them than pop albums. They can buy it at a lower price and then sell it at a higher price. Some retailers are also sensitive to the argument that classics add prestige to their location; but on the other hand, they may not be particularly interested in prestige. Those who are interested in prestige have already got a classical line. For those retailers who are trying to get into the classical market, the main argument is the wholesale price break. And, when you throw in all the programs that we have had and continue to have, classics become a very profitable

The classical consumer is also interested in price, but only up to a point. He may go up the street to save a few cents, but not too far up the street. Classical buyers tend to be more loyal to retailers than the pop buyer. They are also more loyal to labels that give them what they want. In comparison with pop buyers, they are very demanding in terms of what they will accept in pressing quality and the quality of jacket information, for example.

Although this is primarily a catalog business, big sellers are important to us. An

Opportunities In Classical Sales Continue To Grow

By Ira Moss

Because dealers today are so concerned about the problems of overstock and of being able to pay their bills on time, many of them have gotten into the frame of mind where they are only interested in returning merchandise. This forces them to curtail their buying, even where there's an opportunity to sell merchandise which has proven

For example, we've developed a Mozar promotion that we're running with Stark with Goody, with Korvettes, Barnes & Noble, and a number of other accounts. A the same time, we have accounts around the country who should be running it, but because of the problems that they're fac-ing, they won't touch it. They don't realize that this is a time when astuteness and aggressiveness are required to a greater degree than when business is good

Companies like ourselves in the special product area suffer immediately from the eash shortages of retailers. And, foolishly enough even though they may be reorder ng the same product the same day which we have had on many occasions the stores will pick up and return one of each of 24 different records that surely could have sold if they left them there. The cost of returns is disproportionate to what they're doing in sales. They're cleaning a bill off their books by returning the records, but they're spending money to handle the returns, which they didn't have to do at all.

Classics Played Down

in terms of the whole marketplace, classics are played down so that they seem



Ira Moss

less important than they really are as far as the consumer is concerned. The major labels use their regular pop sales force to sell classics, and they end up being the last thing that is attended to. This lends support to the view that the market for classics is far greater than the record industry allows it to be. If there were more interest in classics on the part of everyone in the music business, there would be more exposure of classics, which would develop more sales.

So one task of the classical music industry is to convince dealers that they must get back to the basics. And it may very well be true that their whole classical department for 52 weeks a year may not equal the sales volume of the pop department for one month, or even a week or two. But, if the classical department, properly exposed. can pay just their lighting bill or the cost of two clerks or make some kind of a contribution to their basic overhead, it still becomes important for two reasons: First, it does make that cash contribution; and also, it br-

assica Mi

Booming Cassette Sales Add Lustre To Classical Picture

by Sid Love

Travelling around the country, my feeling as been that the classical music business s very healthy, and very steady, especially exposed with pop. I think the classical vorld is a steadier world, not the erratic ere-today, gone tomorrow kind of thing hat the pop world is.

Although some retailers have become nore cautious about stocking catalog in eneral. I don't think you can put pop and lassic catalog in the same bag. The lassical business depends on the catalog ale, and the knowledgeable dealer ealizes this. Pop is here today, and you've ot to sell it while it's hot - because nine out of ten items that may have been hot five ears ago on the pop side may not be conidered catalog business anymore

A pop buyer may go down the Cash Box op 20 and then stop. He wants to make ure he's got that product in his home. lassical buyers will go in with a Schwann atalog, and they will flip through it. They hay pick something that's been there for on years. They're not necessarily looking or something that's new. They're looking or something they want that's in the Schwann.

The dealers are thinking more before hey reorder nowadays, due to the luggishness of overall business. But I have reat respect for the knowledgeable lassical dealer. They know what they're

doing; most of them buy very well; and most of them are doing good classical business. I think that, on the whole, they're really not cutting down.

Cassette Boom

Our own sales have been boosted by the boom in cassette tape sales. Within the last year or so, cassette sales have really mushroomed, to the point of almost being



Classical Buyer Knows How To Stretch His Dollar Farther

by John Harper

I think the classical market is doing much nefter than the pop market right now. And here is a precedent for this. During the 1973-74 recession, the classical music pusiness was not even scratched; in fact, ve showed tremendous gains when other kinds of business were falling off. We even nanaged to launch a new product -preecorded cassettes -- which has since ecome a vital part of our business

The stability of classical sales is related o the fact that the classical customer tends o be rather erudite and well-informed. He



John Harper

may not necessarily have any more money than the pop person, but he probably knows how to manage it better and probably schedules his purchases in a

It is true that classical customers tend to be more affluent than their pop counterparts. But a tremendous amount of classical records are sold in an academic environment such as Harvard Square or Telegraph Ave. in Berkeley. And you can hardly say that these are necessarily the rich kids. But they are a different type of customer. They are not the kind of person who buys a Supertramp LP and hops in their 1962 Chevrolet Impala that gets four miles a gallon and shops at the local record store on their way to pick up their food

The classical sales picture is not entirely rosy; there are returns, certainly. And there is a limit to what you can carry in your store. For instance, you're not going to carry albums of Heinrich Schutz motets that have been sitting in your stores for two or three

But now that the panic reaction of the earlier part of the year has subsided, I think the worst is over. We're starting to put out our Christmas releases already, and I think we're going to have a sensational fail. We have something terrific by every one of our artists due for release.

Big sellers are jewels in your crown. The only caveat is that you must remember what their place is in the overall scheme of (continued on page 52)

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Classical Music

Indie Specialty And Budget **Labels Reporting Good Sales**

Scriabin, performed by Turkish pianist Idil

Some interesting music is forthcoming from Crystal Records, including several tuba recitals, some baroque music, music by Igolf Dahl, performed by the Fine Arts Brass Quartet, and organ and trumpet music of Torelli, Hovhanness, Pinkham and others. After Christmas, according to Peter Christ, president of Crystal, there will be "many more brass and woodwind discs. and lots of solo and chamber music albums.'

Everest has announced an extensive release program that features a wide variety of music and performers. There will be discs by quitarists John Williams and Carlos Montoya: a Gregorian Chant album by the Deller Consort: a piano recital by Friedrich Gulda; a pair of Gilbert and Sullivan operas — "H.M.S. Pinafore" and the Pirates of Penzance": a Rampal baroque flute collection: works for Chinese Flute and orchestra; and a few standards such as a Beethoven overture LP and a Tchaikovsky

Hinting at the possibility of a price increase, the Everest spokesman added that "we will, nevertheless, continue to offer our classical line at the lowest possible price. Currently. Everest lists for \$4.98. The label spokesman also mentioned that Everest has entered into an agreement with Pye England, and that that arrangement will result in some interesting but as yet unspecified post-Christmas releases

One budget label that has been making a solash on the market since it was unveiled not long ago is Quintessence. According to Steve Vining, the label's A&R manager, "the majority of our 1980 releases will be aimed at filling out the catalog with basic reper-toire material." And basic repertoire And basic repertoire material in classic performances is what Quintessence has excelled at thus far. The label will release a healthy 21 LPs between now and Christmas, and in the first part of next year there will be another 25 or so. Among the Quintessence highlights for the fall are a Chausson/Ravel/Saint Saens disc featuring Oistrakh; an Oistrakh/Richter recital disc: a Beethoven Fourth Symphony from Jochum; Rostropovich in the Dvorak Cello Concerto: a Deller Consort Elizabethan music album; the Collegium Aureum performing Handel's Water Music and Fireworks Music, the Concerto in F and the Overture to "Joseph" on original instruments: Badura-Skoda playing Mozart concertos 21 and 24; and Wilhelm Kempff playing Beethoven sonatas.

This past week (September 1). Monitor raised its list price from \$3.98 to \$4.98. making its LP and cassette tape prices one and the same. There will only be four



releases between now and the New Year. according to Michael Stillman of Monitor. and those will be Beethoven and Schumann recitals from planist Ludwig Olshansky, a Tchaikovsky Violin Concerto with Erick Friedman, and a Shostakovich Sixth with Dobrin Petkov conducting the Plovdiv (Bulgaria) State Orchestra. In the next year. Stillman says, Monitor will devote more effort to expanding its cassette

Although Sine Qua Non is a low-priced label. Vice President Michael Kellman says that the label will be getting into "audiophile recordings, including digital recording and premium production" this year, while the basic SQN line will undergo "only a minor adjustment to a single price schedule.

Sine Qua Non's fall release includes "best of" albums by Julian Bream, Maurice Andre. Jean Pierre-Rampal and Philippe Entrement. Also featured is a Boston Camarata performance of "Dido and Aneas": a set of the Brandenburg concertos: Beethoven and Mozart piano concertos played by Friedrich Gulda. symphonic music by Prokofiev and Franck. the latter a Munch/Rotterdam D minor symphony; and a set called "Vocal Music of Stephen Foster and Paul Dresser.

The Moss Music Group has announced a new full-priced MMG label, and among its first releases are a set of Prokofiev film music discs ("Alexander Nevsky." "Lieute-"Ivan the Terrible"): the six nant Kije.' Schubert Masses; and, probably the most exciting of the bunch, a recording of Thea Musgrave's "Mary. Queen of Scots." Another new Moss label, the Turnabout Chamber series, will feature chamber music, and will put out its second set of

One of the other Moss labels, Candide, is planning to release Pergolesi's Stabat Mater: Mahler's "Das Lied von der Erde." with Susskind and the Cincinnati Orchestra: and some contemporary music and Mozart. In Vox boxes, we can expect the Beethoven middle quartets, with the New Hungarian Quartet; a set called 'Chamber Music by Women Composers'': Schumann chamber works played by the Eastman Trio: a Cuimar Novaes set; and the comolete Pergolesi instrumental music.

On Turnabout, look for Alicia de Larrocha playing Soler and Orinados sonatas: Gershwin overtures conducted by Erich Kinzel: the Mozart clainet and oboe concertos; and a disc of Massenet opera excerpts. The Turnabout Historical series sootlights a set of the Bach Brandenburgs conducted by Horenstein: a Beethoven Fifth, among others, from Nickisch and the Berlin Philharmonica: and Beethoven oiano sonatas (the "Moonlight." "Les Adieux." and "Waldstein") performed by Novaes.

CRI is celebrating its 25th anniversary this year, and plans seven releases between now and Christmas, including works by Virgil Thomson, Paul Chihara, Robert Helps, Elie Siegmeister and Hugo Weisgall.

'Our plans." CRI's Carter Harman says. "are essentially the same as they were when we began 25 years ago: to record quality works by twentieth-century American composers and to reissue historic performances of American music that have been deleted from the catalogs of other labels."



TWO GIANTS -- At a party in New York, Vladimir Horowitz (I) and Isaac Stern pose to

Cassette Sales Add Lustre

frightening. We're seeing especially good sales on the mid-price tape. Both on Privilege and Festivo, the mid-price tape sale has to be in ratio to the LP sale.

Proportionately, the mid-price tape is doing better than the full-price tape. One of the reasons is that there's less competition in that price range. But I'm seeing more dealers putting forth more space in the classical stores for classical tape. You can go to a store today and then go three months from now, and you'll see new racks up and an increase in tape business, as well as a greater spread of catalog.

Holding Off On Digital

We are not planning to release any digital records, partly because we don't feel there is a substantial increase in the quality of sound until you have digital playback. And it's no secret that Philips has digital playback. At present, it is tentatively scheduled to hit the market around 1983.

There are also no plans to start manufacturing our records here, despite the devaluation of the dollar. Although we could press them as well here as we do in Europe, the costs would be quite high. Maybe not higher than there, but a lot more expensive than to do the normal pressing.

There's another reason, too, for cen-

tralizing our production in Europe. The biggest problem with classical is that whe you do an initial run of a record, you migh be doing no more than 5,000 for the U.S., o 10,000 at the most. You're never starting with large quantities. To gear up a pressing plant to do 5,000 of a record and then do: re-run of 500, 800, or 1,000, when you maintain a catalog of 2400 titles, can be very costly.

in Europe, you have two factories that are supplying half the world. And when they do a run, they don't do it for 5,000 copies They're doing it for 50,000 - they're sup plying the U.S.A., Germany, and France and Holland, and Hong Kong. So all of a sudden it becomes cheaper.

To conclude, I have a very positive feeling about the classical business in the U.S. like going into markets and seeing more and more stores devoting more space to the classics. I was in Seattle last week where there are two new Tower stores going up. One is in the University district, and Russ Solomon is building a separate classical room on the second floor, like he has in the Tower Westwood store in Los Angeles. I think this is a very positive sign about how the dealers feel about classics.

Sid Love is director of marketing for

Classics International

Classical Buyers Are Smart Shoppers

things. This is a catalog business, and bestsellers are showcases for your catalog.

Greatest hits and anthology albums are also important to us, because you want to keep your artists out before the public at all times. When fall comes around and you don't have a record by an important artist, this is an avenue by which you can do it. And it's a logical conclusion that, if you have a very popular artist, there's someone who would like to have all their best things on one record.

Anthologies can also transcend the traditional marketplace and sell to a different kind of buyer — that elusive customer who says, "Oh yes, I saw Joan Sutherland or I saw Luciano Pavarotti on the Johnny Carson Show and I happen to be in a record store and gee, he or she was terriffic. I'd like to have her or his record."

Our mid-price Aspekte line has met with a good reception in the field. But there is one thing that puzzles me about mid-price records. In most significant record stores. records are segregated by artist and com-

poser, with the budget lines in meir owi section. But it seems that mid-price record: are usually filed with other records, and think this is a negative in their sale. O course, as these catalogs are expander and more companies choose to go into the market, then they will have a niche of thei

Budget records don't sell as well as we would like, and that is partly the presdoesn't review reissues and compilations In addition, with ad budgets such as the are these days, you can't go on the air and advertise an old record.

The biggest boon to the classical music industry in recent years has been the advent of digital recording. The public has ar enormous appetite for these digital recordings, and I think they're kind o special. We completely shattered the in dustry when we came out with digital LPs a \$9.98 list, which broke the price barrier. Bu I think it's the right price, and we will be making a lot more digital records.

John Harper is national sales manager for London Records.

Classical Music

abels Look For Crossover From Instrumental Records

continued from page 47)

certo for Orchestra." to be released. Shepard says, "as soon as we get a good pressing." In October there will be a recording of Mendelssohn's "Walpurgisnacht" from the same forces as well as a complete "Daphnis et Cloe" and a disc containing Stravinsky's "Firebird." "Symphony in 3 Movements" and "Two Suites for Small Orchestra." The latter performances are by Eduardo Mata and the Dallas Symphony. a combination for which

RCA has substantial plans.

Among the label's plans for the fail are a generous helping of barcque (and earlier) chamber music, including two discs from the Waverly Consort and recordings by French conductor Jean-Claude Malgoire. "The interest in original instruments." Saines says, "seems to be slowing up. What has hapoened is that too many people have been playing them without knowing how to play them well. And of course, we live in the 20th century, so our ears are accustomed to different things."

That sentiment brought agreement from most A&R heads — even Jim Frey, whose Archiv label is known for and continues to present old music in original instrumenta-

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tion. Archiv's plans for the fall include a three-LP set of Gesualdo responses. Purcell harosichord suites. performed by Colin Tilney. and Bach's "Christmas Oratorio." "The point of the Archiv productions." Frey exolains. "is not so much to say 'this is how it should sound' as 'this is how it might have sounded to the composer.'"

Columbia plans to put out a few contemporary music LPs this year, including some Carter and Copeland, as well as some Varese. Berg and Schoenberg that Pierre Boulez has been recording in Europe. There will also be a new Terry Riley record, the first in quite a few years, and a possible best seller if the recent successes of Philip Glass and Steve Reich, who write in an idiom related to Riley's, are any indication.

RCA's contemporary music activity last year was limited to the release of a recording of John Corigliano's "Oboe Concerto" and, of course, the "Sweeny Todd" LP. This year, a disc of Takamitsu music, oerformed by Tashi, is promised DG, meanwhile, is releasing its first Messiaen, the "Ouartet for the End of Time" with Barenboin (piano). Yordanoff (violin). Tetard (cello), and Desurmont (clarinet). There will also be a pair of Nielson String Quartets performed by the Nielson Quartet. The rest of DG's current 20th century releases evidence a conservative bent: Lazar Berman playing Prokofiev. Pollini olaving the Bartok Piano Concertos Nos. 1 and 2, with Abbado conducting, and a complete Stravinsky "Pulcinella" under Abbado

Philios is presenting a fairly cautious program that features Neville Marriner and the Academy of St. Martin in the Fields per-

Avison's "Concerti Grossi after Domenico Scarlatti:" Haitink and the Concertgebouw performing a Bizet program ("Jeux d'enfants. Symphony") and the Bruckner Seventh: Colin Davis and the Concertgebouw playing the Dvorak Eighth and the Stravinsky "Firebird;" Claudio Arrau playing the Chopin "Nocturnes:" and Kurt Masur conducting the Leipzig Gewandhaus in the Brahms symphonies. The one thing that stands out on this otherwise safe list is Schoenberg's "Gurre-Lieder." with Norman, Trovanos, McCracken, Klemperer, and the Boston Symphony under Ozawa's direction. "This is the same cast that performed the work at Carnegie Hall last year. Philips' M. Scott Mampe points out, "and if reaction to the records is anything like the reaction to the concert, it should be a significant release.

Schubert Triumphs

Over at Angel. Tony Caronia mentioned the Karajan set of the Schubert Symphonies as a hot seller, as well as the first two Muti/Philadelphia discs — the Beethoven Seventh and the disc featuring Mussorgsky's "Pictures" and Stravinsky's "Firebird" — and Ormandy's Angel debuts. a Sibelius disc and a Bartok LP.

Among instrumentalists. Caronia says that Itzhak Perlman has been and remains one of the label's steadiest sellers, and says that the next few months will see him on a Tchaikovsky Violin Concerto disc with Ormandy and the Philadelphia Orchestra "that could well be, performance-wise and sound-wise, the best Tchaikovsky ever made." Angel has also been pleased with reaction to discs by flutist Ransom Wilson.

Hard-Core Buyers Hike Sales

continued from page 50)

While it is true that some dealers are currently pessimistic about catalog sales, returns can be kept to a minimum by exercising natural prudence. Salesmen must use caution in their selling approach. Solid stocking programs must be curtailed to include only product with the greatest turnover potential, and the balance of the catalog must be stocked selectively and sparingly. Labels must respond with the choicest possible merchandise for release at such times - even if it means reshuffling release schedules at great length. We, as manufacturers/distributors, must also aid our accounts with long-reaching advertising and merchandising assistance.

Currently we are not entertaining the idea of a mid-line. We feel product can readily and satisfactorily categorized for full price or budget release. Mid-price would not provide enough price differential between full and budget lines for either manufacturer or retailer to seriously consider the move at this time.

Cassette tape, on the other hand, is a classical market unto itself, and it is a steadily growing one. Our XDR Angel and Seraphim lines are making an everincreasing substantial contribution to profit. With cassette tape finally attaining a quality standard to meet the demands of the most sophisticated of playback equipment, cassette tape is at last an important and viable means of classical music reporduction — and source of classical revenue. We now have a quarterly release plan, but demand and product availability could prompt an even more frequent release

schedule in the very near future.

Whatever direction we look in to increase sales, we also have to remember the bottom line — profit. Thus, inflation has forced us to tighten our working budget from top to bottom, from merchandising to packaging. Although the classical division's contribution to profit in recent years nicely surpasses figures of a decade ago, we have taken it upon ourselves to initiate discretionary spending in all aspects of our classical operation.

At the same time, though, we have taken care not to sacrifice quality. In fact, our product has shown a marked improvement with respect to manufacturing and packaging. New releases and a fair amount of catalog merchandise have benefited from superior new mastering and manufacturing facilities.

From a merchandising point of view, however, we have been obliged to do less. The direct results of increased costs (printing, media and so on) in relationship to a tight budget have pre-empted "routine" spending. We now concentrate soley on primary expenditures as they relate to major new releases and specialized segments of our catalog. For the coming months, for example, campaigns have been designed around our complete opera catalog, violinist Itzhak Perlman, and conductor Riccardo's Muti/Philadelphia Orchestra. Point-of-purchase and national advertising will be accordingly aligned.

Brad Engel is national classical merchandising/advertising manager for Angel Records.

whose "Flute Impressions" LP attracted a great deal of attention in the crossover part of the market. And, he says, violinist Vladimir Spivakov has shown great promise.

Set for fall release, Angel promises a Tennstedt Schumann Third and Mahler Fifth, a Previn/Pittsburg Mahler Fourth, a Rostropovich Dvorak Ninth (part of a complet cycle), a Muti Beethoven Sixth, and a Jochum Beethoven Seventh (also part of a full cycle.

While Angel has not yet made a firm commitment to digital recording, the label has made a pitch for the audiophile market with its 45 rpm series, and, according to Caronia, that series was so successful that a second series was prepared for late August release.

Slated for release this fall. London has a complete Tchaikovsky symphony set with Mehta and the Los Angeles Philharmonic; a complete Brahms cycle by Solti and Chicago: more of Vladimir Ashkenazy's Chopin cycle and a Tchaikovsky Fourth with the pianist conducting; Schumann and Schubert from Alicia de Larrocha; a Berlioz "Requiem" from Maazel; and a "Symphonie Fantastique" from Haitink and the Vienna Philharmonic.

Hits Bring Bucks

(continued from page 50)

damental thrust of a healthy classical record company is to keep acquiring terrific artists. The name of the game is who the artist is — more so, in fact, than the particular piece they're recording.

This observation is supported by the fact that our budget line isn't doing as well as it should be. We may have made certain mistakes. Maybe we put out too many at a time, or maybe we haven't yet latched onto the most creative way of marketing budget records. But I have a feeling that, since it is mostly an artists' market, you still sell to a large degree those artists who are familiar to the record buyer.

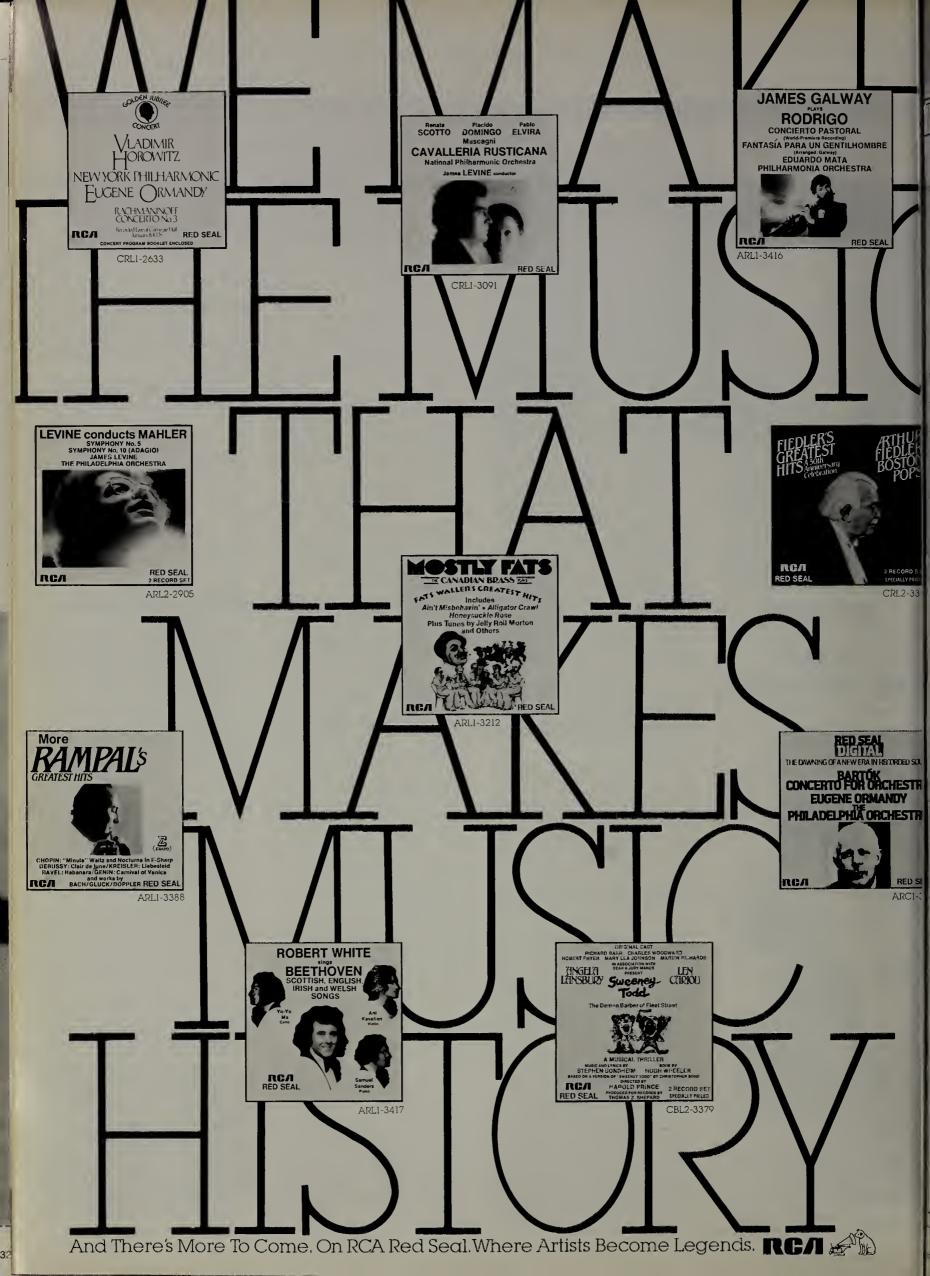
Fritz Reiner, for example, was a great artist who may be familiar to the older buyer, but he's been dead a lot of years. And the Toscanini stuff sells very poorly. The sound is dreadful; and, though he was a magnificent conductor, many of the things he did best are not quite as apparent today, when the whole recording art has improved.

One of the most promising recent developments in the classical field is digital recording. There are many advantages to digital, including a virtual absence of distortion. But analog is not an antiquated process. There are fantastic analog recordings in existence. If you can't make a quiet surface disc, there's no point in making a digital recording. Because the most important apparent difference between analog and digital is the background silence. If your surface isn't silent and if you're not going to listen to it in a careful, quiet listening situation, I'm not sure the extra cost is worth it to the consumer.

On the whole, though, I think digital is a good thing. First of all, it sharpens everybody up. It makes everybody at the factory level know that they really have to be on their toes. We're not going to put this stuff out unless the pressings are really good. So it has a way of raising the quality standard throughout the company, which I think is important.

think is important.

Tom Z. Shepard is division vice president of Red Seal for RCA Records.



CLASSICAL

TOP FORTY CLASSICAL ALBUMS

1	DP FORTY CLASSICAL ALBU		1S
			Veeks On
1	MENDELSSOHN: Symphony #4 Vienna Philharmonic Orchestra (Von Donnanyi) London Digital LDR 10003 (9.98/1 LP)	9/1 (onart 8
	MAHLER: Symphony #4 In G Major Israel Philharmonic (Menta) London Digital LDR 10004 (9.98/1 LP)	1	12
	NEW YEAR'S IN VIENNA Vienna Philharmonic London Digital LDR 10001/2 (19.96/2 LPs) WU TSU-CHIANG, LISZT, SOUSA	3	18
	Liu Teh-Hal, Liushin-Kon, Boston Symphony Orchestra (Ozawa) Philips 9500,692 (6.98/1 LP)	2	12
5	MASSENET: Gendrillion Von Stade, Philharmenia Orch. (Rudel) Columbia M3 35 194 (23:98/3 LPs)	5	18
	BOLLING: Suite For Flute And Jazz Plano Rampai, Boiling Columbia M33233 (7.98/1 LP)	7	148
	JAMES GALWAY: Arniels Song ROA ARLI-5061 (8.98/1 LP) BRAHMS: A Gorman Roquiem	6	32
	Onleago Symphony (Soiti) Lendon OSA 12114 (8.98/1 LP) PUCCINI: Tosca	9	14
10	Pavarotti, Milnos, Freni National Phiharmonic (Reseigno) London OSAD 12113 (17.96/2 LPs) MOZART: Concertos	8	22
	Galway, Robles, London Symphony (Meta) RCA ARL1-3353 (8.98/1 LP)	2.4	8
11	GERSHWIN: Songs By George & Ira Morris/Bolcom Nonesuch H-71388 (4.98/1 LP)	10	28
12	WILLIAMS: Hugh The Drover Royal Philhamanic (Str Charles Groves)	21	6
13	Angel SZBX-3879 (17.98/2 LPs) DONIZETTI: Lucrezia Borgia Sutherland, Horne, Aragail, Wixell	21	
	National Philharmonic Orchestra (Bonynge) London OSA 13129 (26,98/3 LPs)	13	8
14	PACHELBEL: Karon: Two Suites FASCH: Two Sinfonias and Concerto Ir. D For Trumpet Andre, Fierlet, Chambon, Palliard Chamber Orchestra (Pallard)		
15	PCA FRL 1-8468 (8.96/1 LP) ITZHAK PERLMAN: Virtuose Violinist Angel S-37456 (7.98/1 LP)	11	150 26
16	GOUNOD: Faust Domingo, Frent, Ghizurov Paris Opera Orchestra (Pretre)		
17	Argel SZDX-3868 (35.96. 4 LPs) Sgel SZDX-3868 (35.96. 4 LPs) Wishneyskaya, London Philharmonic (Rostropovich)		2.
18	Angel SCLX-3866 (23.94/3 LPs) SCHUMANN: Youri Egorov	12	16
	Peters International PEE 113 (7.98/1 LP) STRAUSS: Die Schweigsame Frau	18	10
20	Dresden State Orchestra (Jancwski) Angel SZCX-3567 (27.98/3 LPs) BEETHOVEN: Pieno Concerto #5	19	6
21	Lupu, Israel Phliharmonio Orchestra (Menta) London Digital LDR 10005 (9.98/1 LP) VICTORIA DE LOS ANGELES: In Concert	****	2
	Angel SZ-27546 (5.96/1 LP) GERSHWIN: Manhatten (soundtrack)	33	4
97	Graffman, New York Phyharmonic (Mehta) Columbia JS 36020 (8.98/1 LP)	26	6
23	VIVALDI: Koto Flute Vilson, New Koto Ensemble Of Tokyo (Fukumura) Angel S-37325 (7.98/1 LP)	15	14
24	COPLAND: Symphony #3 Philharmonia Orchestra (Copland) Columbia M 35113 (7.98/1 LP)	32	4
25	BRITTEN: Peter Grimes Royal Opera House (Davis)		
26	Prilitps 6769.014 (26.94/3 LPs) BARTOK: Plano Concertos No. 1 & 2 Pollini, Chicago Symphony (Abbado)	16	24
27	DG 2536,901 (8,98/1 LP) LIONA BOYD: First Lady Of The Guitar	-	2
28	Oolumbia M 35137 (7.95/1 LP) BARTOK: Concerto For Orchestra Philadeiphia Orchestra (Ormandy)	25	18
29	RCA Digital ARC1-3421 (9.98/1 LP) WEBERN: The Complete Works Of Vol I Various	38	4
30	Columbia M4 35193 (31.98/4 LPs) HOLST: The Planets London Philharmonic Orchestra (Solti)	17	18
31	London CS 7110 (8.98/1 LP) LEONTYNE PRICE: Lieder By Schubert & Strauss		2
32	Argel SZ-37631 (6,98/1 LP) BRAVO PAVAROTTI! Pavarctti London PAV 2001/2 (17,98/2 LPs)	22	2 56
33	PACHELBEL, BACH, HANDEL Kanon & Other Baroque Favorites		
34	-Stuttgart Grammer Grobestra (Munchinger) London CS 7102 (5.98/1 LP) -RAMPAL: Greatest Hits Vol. II	27	24
	Columbia M 35176 (7,9971 LP) FIEDLER: Greatest Hits		5
36	The Boston Pops (Fiedler) RCA CRL2-3383 (12.98/2 LPs) JOHN WILLIAMS: Plays Guiter Music From Japan,	sheet	2
	England and Latin America Columbia M 35123 (7.98/1 LP)	23	8
37	PAVAROTTI: Cavaller's R. & Pagliacci National Philharmonic (Gavazzenl/Patane) London OSAD 12125 (26 94/3 LPs)	31	32
38	STRAUSS: Waltz Transcriptions Schoenberg, Berg, Webern Beston Symphony Chamber Players DG 2530.977 (8.98/1 LP)		2
	RAMPAL: Japanese Melodies For Fiute And Harp Rampal, Laskine Columbia M 34568 (7.98/1 LP)	34	78
40	GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kano) Columbia M34544 (7.98/1 LP)	35	98

Opera Releases Continue To Highlight A Few Stars

by Allan Kozinn

A look at what the majors have released in the last year and will release in the coming months highlights the prolific output of Renata Scotto and Placido Domingo. RCA's best-selling opera this year was a Demingo/Scotto "Otello," and the company's only operatic release this fall will be a Domingo/Scotto "Cavalleria Rusticana" (no Pad). Columbia, an operatic latecomer and a company that prefers to concentrate on out-of-the-way opera rather than trying to compete with the classic performances of standard operas released by the competition, nevertheless took its first plunge into familiar waters with a Domingo/Scotto "Madame Butterfly." Early next year, the pair will be featured in the next installment of the company's complete Puccini cycle, "Le Villi." Angel, meanwhile, is claiming success with a Scotto "Nabucco," and plans at long last to release a Verdi Requiem featuring this soprano, as well as a Gounod Faust Domingo. DG, they're still talking about last summer's "Fanciulla del

est," also featuring Domingo. Not that other singers like Luciano Pavarotti and Beverly Sills are being entirely overshadowed. According to Tony Caronia, head of Angel's east coast operation, the company's vocal best sellers were the Sills "Don Pasquale," released to coincide with her appearance in the Met production of the opera in December, her "Up In Central Park" LP of light duets with Milnes, and the "Merry Widow" excerpt disc. Although the latter was released more than a year ago, it has continued to sell heavily. This tall, Angel will issue a "Rigoletto" featuring Sills, Krauss, and Milnes; and, while Angel is being carefully noncommittal about Sills' future recording plans ("The door," Caronia says, "is always open to her"), it is likely that "Rigoletto" will be her final complete opera on disc.

Unfamiliar Repertoire

At present, the opera recording business seems to be in a strange sort of limbo. Some people are saying that opera is getting too expensive to record, and that only big name singers or tamiliar operas can sell enough to pay for themselves. For others, the liviliest part of the opera market is in unfamiliar repertoire.

"Between now and Christmas," says DG's Jim Frey, "we're doing a few things that are adventurous and experimental. We've just released Aribert Reimann's 'Lear,' with Fischer-Dieskau. Reimann is a German avant-garde composer. And in December, we have two Russian operas: 'Orestes' by Taneyev, and 'Absalom and

Etery' by Paliashvily, who was a student of Taneyev's. We're taking a chance on them, and we'll base our decision on future obscure Russian opera on how these do But last year, we released (Rimsky Korsakov's) 'May Night,' and we were pleasantly surprised." DG also plans to release Saint-Saens' "Samson et Dalila," with Placido Domingo and Elena Obraztsova and Barenboim conducting, in October. Domingo and Barenboim were also heard together — along with Fischer-Dieskau — in the Berloiz "Damnation of Faust" released by DG last month.

The closest that DG is coming to stan-

The closest that DG is coming to standard opera this year, it seems, is with Mozart's "La Clemenza di Tito," the last installment in Karl Bohm's Mozart opera cycle. The cast includes Teresa Berganza, Edith Mathis, and Peter Schreier, and is expected in January.

Philips, DG's companion company in the new Classics International group, seems interested in unfamiliar operatic fare, too. According to M. Scott Mampe, the company's recently released — and long awaited by opera fans — "Peter Grimes" has been extremely successful, both critically and in the stores. "Grimes," of course, is not entirely unfamiliar — but the Philips recording is only the second, the original having been made under the composer's direction in the '50s.

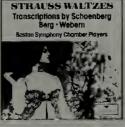
As for opera on the slate, Mampe points to the just-released Haydn "Armida." But it seems the real prize on the Philips list is Rossini's "Otello," "rarely performed," Mampe says, "because it requires three good tenors." The cast of "Otello" includes Von Stade, Carreras, Pastine, and Condo, with Jesus Lopez-Cobos conducting.

'Tasting Everything'

"We really haven't explored any operatic field in depth," admits Columbia's Marvin Saines, "but we've been tasting a bit of everything. Because of our deal with Melodiya, we're putting out some new Russian opera — for example, 'Russian and Ludmilla,' "The Enchantress' and a new 'Onegin." At the same time, we're planning to release our first 'Norma' in January, with Scotto, Troyanos, and Plishka, with Levine conducting."

A once obscure but quickly emerging composer, Jules Massenet continues to enjoy considerable success both on stage and en disc, and certainly among the best received of Columbia's recent operatic efforts is the new "Cendrillon" with Frederica Von Stade, under the baton of Julius Rudel. Similarly, the composer's "Jongleur de (continues on page 64)

CLASSICAL ALBUM REVIEWS



JOHANN STRAUSS: Waltzes, arranged by Schonberg, Berg, and Webern. Boston Symphony Chamber Players. DC 2530 977. List: \$8.98.

Besides the concept of presenting Strauss Waltzes as chamber music, there is nothing about these transcriptions to remind one that Schonberg, Berg, and Webern were the first composers to write 12-tone music. Yet there is something fitting in the composers of the Second Viennese School paying such a tribute to an earlier Viennese composer. Moreover, as performed by the talented Bostonians, these arrangements add a piquant charm to the lilting beauty of the originals.



MOZART: Flute Concertos in G. K. 313, and K. K. 314; Andante in C. K. 315. Aurele Nicolet, flute; Concertgebouw Orchestra, Amsterdam, David Zinman, conductor. Philips 9500 392. List: \$8.98.

Nicolet, formerly the Berlin Philharmonic's first chair flutist, performs these Mozart pieces with exquisite finesse. His breathtaking technique seems almost secondary to his pure tone, stylish articulation and genuine expressivity. So involved is the flutist in his music-making that one hardly notices that he is playing.

Strong August And Labor Day Sales Brighten Retail Picture

(continued from page 7)
product." Bressi cited Michael Jackson, Led Zeppelin, the Knack, Charlie Daniels Band and Bob Dylan as his best-sellers, adding that Dylan's controversial "Slow Train Coming" is enjoying the biggest initial thrust of any of his albums.

Carl Rosenbaum of Flipside in Chicago also cited the new Dylan album as a strong weekend seller, but added that "like all his other albums, we expect his cult to buy it for the first few weeks, then it will drop dead."

Flipside had a "strong" weekend, following an August that was up 24% from the year before. "With the Knack album our sales started going bananas, and now it's happening again with Led Zeppelin," says Rosenbaum.

What Football?

One chain that did not suffer from bad business conditions -- good weather and a Denver Broncos game — was Independent Records in Denver. "Business was real good, a lot better than I thought it would says Bruce Bayer of Independent. "We did 25% better in the three stores we had open last year, plus we've opened six new

"I was really surprised by our activity on Sunday," adds Bayer. "It was a beautiful day and the Broncos were on, but we did better than on a normal Sunday. Lots of people didn't go away, so I guess the gas thing has taken its toll. But I was totally shocked - I wasn't ready for such business. Far and away, the Led Zeppelin album was the biggest seller."

Other key accounts reporting healthy business over Labor Day include Lieberman Enterprises, Tower Records, DJ Sound City, Record World/TSS and Waxie

"Business turned flat last July and was blue until the past couple of months," says Mark Silverman of Waxie Maxie in Washington, D.C. "Business was good last weekend, as it's been good since good product became available this summer."

Retail Concerns

But Silverman also pointed out a problem that a number of retailers are concerned about, the recent wave of wholesale price increases by manufacturers.

"Record company policies like raising wholesale prices have cut into our profit structure," notes Silverman. "The question now is whether there's enough money out there to buy all the releases at these

Stark/Carnelot's Bressi estimated that "industry policies are cutting into our sales

"Prices are our biggest problem," concurs Bayer of Independent. "Prices have gone up twice since the last time I raised shelf prices and I'm scared about the inevitable increase I'm going to have to

Cletus Anderson of L.A.'s Freeway and VIP Records voiced another common concern of retailers. "My sales were about the same as last Labor Day, but I was really hurt by the Michael Jackson album, which was a platinum defective," says Anderson. album is my biggest disaster ever. Some of my customers are learning to dance to the skip in the record, but a lot of others don't want to wait a week for the next shipment and I'm losing those customers."

Although many retailers appeared willing to accept the new CBS policy of limited returns, others called the policy a serious obstacle in the way of doing business.

'How can we try and help CBS if we're limited to a 20% returns ceiling," asks Pickwick's Paulson. "We can't really step out and help new releases, like Cheap Trick's 'Dream Police,' if we have to face that ceiling. I think the fourth quarter will tell if they're going to really stick to the new

12", Cassette Trends

Along with a definite upswing in sales and fourth quarter projections, two other trends were seen in the canvas of racks and retailers. Coast-to-coast, 12" singles are slipping, while cassettes are carving out an ever-increasing piece of the prerecorded

The 12" hits are doing well, but there are an awful lot of returns on the non-hits, comments Stark/Camelot's Bressi. "We now stock only the outstanding sellers."

"My 12" sales are tapering off," reports Freeway/VIP's Anderson. "People are buying the LP if one's out instead. And besides, the fill problem is too critical with the disco singles. People don't want them later.

Tower Records seems to be an exception to the trend away from 12"s. "We sell a lot of them," says Tower owner Russ Solomon. "They've been doing well all along for us." Tower is one of the few major chains reporting business in general running ahead of last year's pace.

Retailers nationally are starting to buy roughly equal amounts of cassettes and 8tracks, with cassettes making rapid gains in recent months. "The pendulum is swinging from 8-tracks to cassettes," says Bressi. 'Cassette sales continue to grow and grow

1812's Dulberger says cassettes are up to 65-70% of his tape sales, "except in R&B where 8-tracks are still 60%."

But fill problems appear to be worst in the cassette field. "Our demand for cassettes is way over 8-tracks," says Vicki Kost of DJ Sound City. "We could do excellent business with cassettes, if we had



ROGER WHITTAKER IN NEW YORK --- RCA recording artist Roger Whittaker came New York recently to buy a jet plane and wound up visiting the RCA offices there. Pictur (I-r) are: Mel liberman, division vice president of business affairs for RCA: Ethel Gabr pop A&R producer for the label; Whittaker, and Bob Summer, president of RCA Record

BRE AKS

good men. USMC J.C.Stare recently made it into the Guiness Book of World Records dancing with himself for 330 hours. He reportedly wore out 10 DJs, who spinned wh Stare boogled . . . The Bee Gees, backed by Sweet Inspirations, wrap up their No. American tour in their hometown of Miami Oct. 6... Kent A. Rossner has been appoint staff technical director of the Palace, a disco theater production facility to open Hollywood at the end of October. Rossner is joined by Max Trell Jr., recently named st director of electronics for the seven-story structure.

THE FIRST FOR POCONO -- On Sept. 18, Philadelphia's Pocono Record Pool will hold i first disco seminar/awards day at the Holiday Inn. The first meeting of the day will focus 'disco promotion, sales and marketing". Participants on a panel include Michele Hart, D Joseph, Billy Smith, John Brown, Jim McDermott and Michael Wright. The second s sion will deal with "disco/rock fusion." Some panelists confirmed for that meeting inclu Danny Glass, Ray Caviano, Izzy Sanchez, David Steele, Vince Pelligrino, Stephar Shepperd and Tony King. Each session will last for one hour and start at 7 p.m. At 10 p. the awards party will be held at Ripley's. Host for the evening will be Frank Lembo, who plains, "We added the seminar portion to our annual awards because we are trying create an avenue of better communication between the Pocono membership and promotion people." The initial response to what we are doing," he adds "has been e

IN PERSONS - Debbie Jacobs performed at Studio One's Labor Day "Yellow as Transparent" party. Debbie chose yellow attire . . . Taka Boom just returned from Japa where she promoed her 12" "Red Hot" . . . In Boston, Siren showcased its single "Open I. For Love" at various clubs Sept. 7-9. Siren showcased its single "Open Up For Love" various clubs Sept. 7-9. Siren also hosted a boat cruise to benefit the American Canci Society. The group will hit Chicago Sept. 14-16... Melba Moore and Grace Jones will a pear at NYC'sParadise Garage sometime in the near future. No definite dates have been .Kisses in Chicago plays host to Edwin Starr Sept. 18.

HOT PRODUCT — Midsong plans to breakaway "Disco Inferno" as a 12" from the posthumous "Saturday Night Fiedler" LP . . . Sept. 17 Casablanca will let loose the following albums: Vernon Burch's "Get Up," Bad News Travels Fast's "Ordinary Man," a se titled release by Alec Costadinos and the Syncophonic Orchestra and on EarMarc, Carl Lloyd's "Score." The following week look for Village People's "Live and Sleazy," an as y untitled LP from Cher and Terry DeSario's "Moonlight Madness" album ... On Ariol Randy Sills does the concept mix for the "Mork and Mindy Theme" by Cake. Debore Washington's LP "Love Awaits," out this week, will be followed shortly by a 12" breakawa

frank sanello & cookie amerso







CBS RECORDS INTERNATIONAL IN LONDON — Gathering at the Grosvenor House Hotel in London, CRI executives from over 25 subsidiaries participated in the company's first solo convention, Aug. 23-25. Pictured at various stages of the convention are (I-r): at the presentation of gold and platinum awards for the "War Of The Worlds" LP, Maurice Oberstein, CBS-UK chairman, John McCready, CBS-New Zealand, Frank Devos, CBS-

Belgium, Ronnie Braun, CBS-Israel, Elie Jarez, CBS-Spain, Jeff Wayne, "War Of The Worlds" producer, and Sally Schakleton, CBS-UK; CBS-Germany recording artist Nin-Hagen, Dick Asher, CRI president; and Allen Davis, CBS-Holland, Dick Leahy, GTC Records and Paul Russell, CBS-UK, at an informal cocktail reception. In addition, CR product was highlighted at the convention.

INTERNATIONA

INTERNATIONAL DATELINE **Argentina**

JENOS AIRES - Microfon president ario Kaminsky recently told Cash Box at his company will increase its activity in e "English pop" field, mainly through cordings from their licensing agreement th Ariola International. To date, Microton s been one of the leaders in the "Spanish p" field, with Spanish language cordings from local artists and those m other parts of Latin America and

CBS has released the "Cheap Trick At dokan" LP, which has already reached ple platinum status in the USA and is excted to appeal to a wide audience here. the singles field, the latest hit for CBS is nita Ward's "Ring My Bell," which is eginning to chart strongly here. RCA's duo **Candela** are considering

cording German and English versions of ome their hits. The potential international peal of this duo was a much talked-about bject at RCA International's recent con-ention in Miami. The company will also old another convention in Rio, just prior to e Latin American Federation of honographic Producers (FLAPF) convenon, Sept. 12-14.

Phonogram has re-inked the folk group antoral for three more years... Also from honogram, the "Music For UNICEF Con-art" LP is enjoying good success, with the cord atop the Argentinian album chart .. Finally, **Demis Roussos'** new honogram LP "Universum" is gaining peed and could become a fast seller in the ear future.

Surco, a local indie, has started a series record launchings devoted to certain rovinces of this country, plus an album by ingo pianist Beba Pugliese, daughter of ne famed tango orchestra leader Osvaldo ugliese.

Simcamericana held a press party at the auen Hotel honoring Instant Love, a disco roup that has been performing in Buenos ires. The group's "Disco Roller" has been icluded in one of the good-selling commarketed albums camericana. EMI has a new single by alian chanteur Gian Franco Paliaro, a ingtime favorite in Argentina. Pagliaro's ew single, titled "No te vayas entonces," is expected to follow his previous effort, "Un amito de Violetas," on the charts

Australia

Oracles

Miguel smirnoff

IELBOURNE - Australia has become the st territory outside America to award The nack a gold album for their debut LP "Get ne Knack." Boosted by the band's four RO concerts - two in Melbourne and two Sydney — and heavy airplay, the album as been one of the hottest sellers. "My narona" is currently the national #4 single nd other album cuts getting airplay are "Heartbeat" and "Good Girls Don't."

Roger Voudouris flew home last week after a successful promo visit, during which he made numerous TV appearances and gave press and radio interviews. Voudouris stressed that his hit single "Get Used To It" is only a small part of what he can do, and that his next album will showcase the artist as he'd like to be seen. "Previously I didn't have any hits so I had to make compromises, but the success of 'Get Used To It' has given me that extra bit of leeway, a foot in the door . . . and now I can do what the hell I want." He plans to despense with strings and big arrangements next time out and go for a more basic, guitar-based approach . . . PolyGram Records has signed Melbourne band 33 South and next month release their debut single, which was produced by **Trevor Lucas**, ex-Fairport Convention member and producer ... **Electric Light Orchestra's** "Discovery" has now passed double platinum status in Australia (100,000 units)

Skyhooks have signed deals with Attic Records and Riva/Mercury for distribution of their last album "Guilty Until Proven Insane" later this month in North America. Arrangements were finalized by Michael Gudinski, the group's ex-manager and managing director of their local label, Mushroom Records.

"Up There Cazaly" is set to become the biggest-selling Australian recorded single ever, having notched up sales of almost 150,000 copies so far. The biggest selier to date was "Sadie, The Cleaning Lady," which sold 183,000 copies over a period of eight years. "Up There Cazaly" looks like beating that in as many weeks. The single was written by jingle writer Mlke Brady for a TV sports show promotion. Fable Reords managing director **Ron Tudor** contacted Brady about releasing the song on record and the initiative is paying off. "Up There Cazaly" is an historic catch-cry used by supporters of a Melbourne football team to spur on their team's champion, Cazaly.

Canada allan webster

TORONTO — In town as the headliner on the "Rock And Roll: The Next Chapter" bill with Louise Goffin, Berserkley's Greg Kihn had a few moments to spare backstage at the El Mocambo. He's already "two-thirds prepared" to relase another disc, he says, having worked recently at Wally Helder's studio in San Francisco. Also in the can is a live album, "which probably won't see the light of day for some time to come." Kihn calls Berserkley "the happiest family in the biz. I can record when I want, how I want, where I want.. I can't really ask for anything

As is the case each year at this time, gripers come out of the woodwork to beef about the success (or lack thereof) of the

PolyGram Canada Considers Unit Pricing System For 1980

by Kirk LaPointe

TORONTO -- PolyGram Inc. Canada will likely shift from suggested list pricing to unit pricing by February, 1980. The move, according to Al Elias, national sales for the company, "is 99%

Under the new pricing system, retailers

BPI Announces Anti-Home Taping Move For The Fall

by Nick Underwood

LONDON -- The British Phonographic Industry (BPI) has announced plans for a fall campaign to combat home taping. The campaign will deal in short term measures to alleviate the growing home taping problem as the last step prior to the necessity for more long term solutions like government levies on taping hardware and

Spearheading the campaign will be a strong drive to educate the general public on the legalities of the situation. Various means will be used to inform the public that home taping is a direct violation of the 1956 UK Copyright Act, unless a license is first obtained from the Mechanical Copyright Protection Society (MCPS).

The BPI will conduct an extensive advertising campaign to spread this message and advise consumers where such licenses are available. Presently the MCPS license is available to the general public at a cost of 1 pound 50p (about \$3.30).

In addition to this information campaign, all BPI member companies have been asked to start using a public warning (similar to health warnings on cigarette packages) about home taping on all future LP sleeves and tape packages, with a special notice about the MCPS license on all inner bags for records and tape

The BPI is also considering the possibility of using the public warning on all advertising, including TV merchandised product and point-of-sale materials.

It has been estimated by the BPI that home taping will cost the UK music industry approximately 150 million pounds (\$336 million) in lost sales this year alone. The BPI also attributed the current decline in record sales in the UK at least in part to the home taping problem.

Further studies have estimated that the number of consumers engaged in home taping at approximately 12 million, with a full 47% making copies of records or tapes bought by someone else.

and racks will mark up from the unit price, with certain implicit concessions being made to artists for royalties on sales

"Suggested list pricing is highly inflationary," Elias told the recent Sam The Record Man retailers convention in Toronto. "When our costs go up a nickel or a dime, we as record companies tend to pad that figure, jacking up the price by 30 to 50 cents. It's absurd. Let's begin to think in terms of marking up from unit pricing, rather than marking down from the suggested list price."

The North American market, Elias continued, is one of the few to allow suggested list pricing, "In other markets, where the government disallows it, free enterprise goes to work. As it is now, companies are at each other's throats for little reason.

The retailer, not the record company, should be setting the price for the product it sells," Elias concluded.

Cash Box has also learned that PolyGram Canada has slipped into the top position among record companies in this territory. According to recent market share figures divulged at the firm's recent convention in Quebec, and substantiated by a Cash Box survey of retailers and racks across the country, the company holds a slim one percentage point advantage over both CBS and WEA in Canada.

According to company sources, PolyGram presently has a 21.5% market share, followed closely by CBS and WEA, each of which commands between 20-21% of the Canadian market.

An informal telephone survey of leading retailers and racks nationwide showed PolyGram to have an overall slim advantage as a supplier of product. The company's biggest advantages were in the Quebec market (particularly as a singles supplier, where 60% of all singles are sold this country) and in the west.

Representatives of Roblans, Handleman's, DJ's, ARS, Records On Wheels and A&A's substantiated the PolyGram figures. All noted that the shift in strength had come during the past six to eight months. As an A&A executive pointed out, 'They just seem to have the product bringing the people into the stores right now.

Soares Appointed Int'l Manager At Continental

LOS ANGELES - Alf Soares has been appointed to the position of manager, international product, for Continental/Chantecler/Phonodisc/Gravacoes Eletricas S.A. of Sao Paulo, Brasil. He will report to marketing director Ariovaldo Piovezani. Soares most recently occupied the same post for RCA Eletronica Ltda.

INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s

 1 Chiquitita ABBA RCA

 2 Da Ya Think I'm Sexy Rod Stewart WEA/EMI

 3 Palsaje Franco Simone Microfon

 4 La De La Mochila Azul Pecrito Fernandez CBS

 5 Tragedy Bee Gees RSO

 6 Ring My Bell Anita Ward CBS

 7 Hooray! Hooray! It's A Holl-Hollday Boney M RCA

 8 El Amor De Mi Vida Camilio Seeto Microfon

 9 Silbando Juanito Liner Music Hall

 10 Born To Be Alive Patrick & Sue Timmel

- TOP TEN LPs

 1 Music For UNICEF Concert various artists Phonogram

 2 Super Disco, vol. 2 various artists RCA

 3 Reverles Richard Clayderman Tonodise

 4 14 Exitos Del Invierno various artists Microfon

 5 Voulez-Vous ABBA RCA

 6 La Carpa Del Amor scundtrack Microfon

 7 Emoclones Julio Iglesias CBS

 8 Spirits Having Flown Bee Gees RSO

 9 Cantanino, Vol. 3 various artists CBS

 10 Breakfast in America Supertramp A&M/EMI Prensario

--Prensario

Australia

- TOP TEN 45s

 1 Up There Cazaly The Two-Man Band Fable
 2 Some Girls Racey Rak
 3 Ring My Bell Anita Ward Epic/TK
 4 My Sharona The Knack Capitol
 5 I Was Made For Lovin' You Kiss Casablanca
 6 Cool For Cats UK Squeeze A&M
 7 Pop Muzik M MCA
 8 Bright Eyes Art Garfuckel CBS
 9 You Can't Change That Raydio Arista
 10 Reunited Peaches & Herb Polydor/MVP

TOP TEN LPs

- TOP TEN LPs

 1 Discovery ELC

 2 First Under The Wire Little River Band Capitol

 3 The Very Best Of Leo Sayer Chrysalis

 4 Get The Knack Capitol

 5 English History Jon English Mercury

 6 Back To The Egg Wings MPL

 7 Breakfast In America Supertramo A&M

 8 Fate For Breakfast Art Garfunkel CBS

 9 Dynasty Kiss Casablanca

 10 Rust Never Sleeps Neil Young Reprise Kent Music Repor

-Kent Music Report

Brasil

- (Sao Paulo)

 TOP TEN 45s

 1 Born To Be Alive Patrick Hernandez CID

 2 Ring My Bell Anita Ward CBS

 3 Nao Chore Mals Gilberto Gil WEA

 4 Song For Guy Elton John PolyGram

 5 Ready To Take A Chance Again Barry Manilow Odeon

 6 Tragedy Bee Gees PolyGram

 7 Alloute Denise Emmer Tapecar

 8 Felticeira Carlos Alexandre RCA

 9 Pequenina Perla RCA

 10 Uma Musica Lenta Lilian RCA

- PTEN LPs
 Pal Herol various artists Som Livre
 Spirlts Having Flown Bee Gees PolyGram
 Ailbl María Bethania PolyGram
 Lembrancas various artists
 A Single Man Elton John PolyGram
 Gal Tropical Gal Costa PolyGram
 Feljao Maravilha various artists Som Livre
 Chanson D'Amour various artists K-Tel
 Momentos various artists K-Tel
 Realce Gilberto Gil WEA

---Pandisc

NTERNATIONA

INTERNATIONAL DATELINE

Canadian National Exhibition (CNE) grandstand shows. The two-week series of 25,000 capacity affairs has never, it seems, consistently packed them in. Two-thirds of the whopping \$300,000-plus deficit the city pays comes as a result of losses in the grandstand. Nationalists point to the success of Burton Cummings and Trlumph, both Canadians and both of whom drew enormous crowds, and wonder why K.C. and The Sunshine Band (fewer than 3,000), Shaun Cassidy (less than 10,-000) and an expensive Natalle Cole/ George Benson twin bill (under 10,000) are continually on the bill. Truth is, the place is a vacuous facility. Most Canadians who play the outdoor modified CNE stadium are sacrificing considerable aesthetic dignity. Why would Anne Murray oar Gordon Lightfoot want to risk credibility to reach

Attic Records is releasing new product by Australia's Skyhooks and Michael Nesmith through foreign licensing agreements ... The debut from Private Eye, released through Capitol, is garnering great initial radio support in this country The band is fronted by ex-A Foot In Coldwater bassist Hughle Leggatt.

ABBA will make their North American concert debut Sept. 13 in Edmonton, Alberta. A midnight press conference will follow . . . Retailers were screaming recently when WEA announced only a 50%maximum fill on any advance orders for the new Led Zeppelin LP, "In Through The Out

Loads of excitement is being generated

by RCA over the new Genya Ravan album.

Brian Josling comes to CBS as vice president, distribution, having headed up the Mister Sound Stores for Capitol for many years . . . Eddle Colero, meanwhile, has left his high-ranking sales position at CBS after Inter-Global Music, a CBS subsidiary, went into receivership. Colero apparently found out about his dismissal while on vacation. We all raised eyebrows in

Musical chairs time, with Ross Davles and Jim Waters coming to CHUM to augment programming spots at the FM and AM operations, respectively. Sources within CHUM-FM expect little change in their ratings, in spite of a dramatic format change recently, shifting to a four-albuman-hour policy, with fewer new discs being added as a result.

Japan's album is being delayed slightly. Looks as if it won't be capped off until November. Work in New York is proceeding slowly. kirk lapointe

Japan

TOKYO - K.K. Seiko-do, one of the largest record wholesalers in this country, has reorganized to establish more accountability

in the business division.

Yamano-Gakki recently sponsored a top jazz concert Aug. 19-20 at the Nakano Sun Plaza Hall in Tokyo. Billed as the "Yamano Big Band Jazz Concert," the event featured many university bands from throughout the nation. Yamano-Gakki is one of the major record and musical instrument dealers in

Japan.
Victor Musical Industries will soon release "Morning Dance," the second album by Spyro Gyra, the American fusion group that is currently enjoying a surge in popularity. At the present time, the "Morning Dance" cassette is showing strong sales, which the company hopes to match with the album. Victor has announced that a comprehensive promotional campaign will

accompany the release of the LP.

Wozo otsuka

United Kingdom

LONDON - CBS's vinyl poet John Cooper Clarke is set to tour Scandinavia next month with his old mate Elvis Costello. On returning to the UK, Clarke will perform in Scotland at the major art event of the year, the Edinburgh Festival ... Frank Beh, managing director of EMI Music's Austrian company, EMI Columbia Austria GmBh, died last week. Beh, who was 55, joined EMI Electrola (Germany) in 1953. He moved to the Austrian company as general manager, and became managing director in 1965.

Jeffrey Kruger recently entered into a new licensing agreement with President Records Ltd, a successful independent UK distribution outlet. Kruger is to immediately launch, for worldwide distribution, the Bulldog Record label, which features such renowned names as Lena Horne, Johnny Cash, Dizzy Gillesple, Fats Waller and many others. Heading the label and director of international affairs will be Leslle Lewis, who has been with Kruger's organization for the past ten years.

Rockburgh Records recently concluded a deal with EMI Australia to license wellknown Australian rockers Jo Jo Zep & The Falcons' LPs for the UK, USA, Japan and certain other European territories. The first single from the Zeps with the new deal is titled "So Young."

Arista's famed aesthetic dementoid, Pattl Smlth and her group, began a tour of many of Europe's major venues Aug. 31, taking in Avignon and Biarritz in France, Amsterdam, London, Munich and Bologna. To coincide with her tour Arista is releasing a new single titled, "Dancing Barefoot, from the Patti Smith Group's latest LP titled

GTO are currently blowing trumpets over the release, Sept. 7, of Euro-disco producer Glorglo Moroder's first electronic live-to-digital LP, titled "E=MC2," slated as a "complicated way of comprehending

FLAPF To Stress Anti-Piracy Laws At Rio's Upcoming Annual Conventio

by Miguel Smirnoff

RIO DE JANEIRO - The continuing fight against piracy will be among the topics of discussion at the annual meeting of the Latin American Federation Phonographic Producers (FLAPF), scheduled for Sept. 12-14 in Rio.

Active for eight years in the fight against music piracy, FLAPF joined forces in 1977 with the International Confederation of Authors' and Composers' Society (CISAC) to intensify the battle, forming a joint committee to expedite policies.

As a prelude to the FLAPF meeting, Cash Box interviewed Dr. Henry Jessen and Dr. Miguel Angel Emery of the joint committee to get an update on the battle against music piracy in Latin America.

Anti-Piracy Standards

Both committee members agreed that the stringent anti-piracy standards established at the landmark Geneva Convention on the rights of recording artists, com-

Final Lineup Set For **World Pop Song Fest**

LOS ANGELES — Up to 32 entries from 20 nations will participate in the finals of the 10th annual World Popular Song Festival, scheduled for Nov. 9-11 at the Nippon Budokan Hall in Todyo.

To date, 23 entries from 17 nations have been selected for the finals, following a fiveweek screening process that pared the entry list from its original 1,750 songs from 53 nations.

In addition, participants from Australia and Indonesia will be named following their respective national competitions, plus a Japanese contingent of at least six entries to be determined during the national competition in Ocotber.

While many of the entries are either pop or disco, there will also be a strong representation of the Latin American folk, rock, country, tropical and MOR styles.

Among the nations represented in the finals will be Argentina, Belgium, Brasli, Czechoslovakia, France, Hong Kong, Hungary, Italy, Mexico, The Netherlands, New Zealand, Norway, Peru, Spain, the UK, the USA and West Germany.

Many of the songs in the competition will be rendered by well-known artists, including Brasilian samba star Maria Creuza; West German disco artist Gilla; Cissy Houston of the USA; flamenco singer Maria Jiminez from Spain; Marcella, one of Italy's new pop stars; Peter Noone, UK, formerly of Herman's Hermits, and Bonnie Tyler of the UK.

Special guest performer at the festival will be American singer/songwriter Eric

posers, publishers and producers are the core of their policies. Stressing legal a tions at the highest levels, the committ members saw the reform of national la and the education of government official on the gravity of the situation as the prin objectives in the fight against piracy.

To date, 35 nations around the wor

have accepted the standards of the Gene Convention, including Ecuador, where special law was enacted taking into accou the local needs of the Latin America market.

In addition, Dr. Emery explained th Argentina and Brasil have modified the laws to allow quick and appropriate action against pirates. However, he added th throughout much of Latin America, t results are often disproportionate to the c forts applied.

Thus, both committee members agree much emphasis at the upcoming FLAF meeting would be placed upon organizir various efforts to pursue the acceptance the Geneva Convention standards by the rest of the nations in the Latin America

The committee will stress working wi national government officials, education them through seminars and person meetings to the importance of the proble from an economic standpoint and the criminal action implied by the use copyrighted materials without permission

Both committee members also note that there has been a growing conceregarding home taping, and that the sul ject will also be included on the agenda. the upcoming FLAPF meeting.



GROVER BLOWS IN THE U.K. Elektra/Asylum recording artist Grov Washington, Jr. recently made his U.I concert debut at London's Hammersmin Odeon. Pictured after the show are (I-Don Mizell, general manager of E/A jazz f sion; Stuart Hornall. E/A general manage U.K.; Washington, Jr. and son; Fred Dov WEA-U.K. disco promotion manager.

INTERNATIONAL BESTSELLERS

Japan

P TEN 45s
Kanpakusengen — Masashi Sada — Free Flight
Glingatetsudo 999 — Godayigo — Nippon Columbia
California Connection — Yutaka Mizutani — For Life
American Feeling — Circus — Alfa
Omolde Zake — Sachiko Kobayashi — Warner/Pioneer
Naminori Pirates — Pink Lady — Victor
Omolsugoshima Kolnouchi — Southern All Stars — Victor
Michizure — Meiko Makimura — Polydor
Oyaji No Uml — Kenkichi Muraki — Nippon Phonogram
Polar Star — Junko Yagami

TOP TEN LPs

1 Kokyoshl/Gingatetsudo 999 — Godayigo — Nippon Columbia
2 Satoshl Kishida — CBS/Sony
3 10 Numbers Carat — Southern All Stars — Victor
4 Voulez-Vous — ABBA — Disco
5 Olive — Yumi Matsutoya — Toshiba/EMI
6 Yumekuyo — Masashi Sada — Free Flight
7 Alice II — Toshiba/EMI
8 Morning Island — Sadao Watanabe — Victor
9 New Horlzon — Circus — Alfa
10 Netchujidayi — soundtrack — For Life

New Zealand

New Zealand

TOP TEN 45s

1 Some Girls — Racey — EMI

2 Bright Eyes — Art Garfunkel — CBS

3 Pop Muzik — M — PelyGram

4 Lay Your Love On Me — Racey — EMI

5 Ring My Bell — Anita Ward — CBS

6 Bad Girls — Donna Summer — PelyGram

7 Boogle Wonderland — Earth, Wind & Fire — CBS

8 When You're In Love — Dr. Hook — EMI

9 My Sharona — The Knack — EMI

10 We Are Family — Sister Sledge — WEA

TOP TEN LPS

1 Breakfast In America — Supertramp — A&M.
2 Communique — Dire Straits — PolyGram
3 I Am — Earth, Wind & Fire — CBS
4 Fate For Breakfast — Art Garfunkel — CBS
5 Discovery — ELO — CBS
6 Bad Girls — Donna Summer — PolyGram
7 Rickle Lee Jones — WEA
8 Candy-0 — The Cars — WEA
9 The Very Best Of Leo Sayer — Festival
10 Outlandos D'Amour — Police — Festival

-Record Publications Ltd.

United Kingdom

United Kingdom

TOP TEN 45s

1 Don't Like Mondays — Boomtown Rats — Ensign

2 Are Friends Electric — Tubeway Army — Beggars Banquet

3 Silly Games — Janet Kay — Scope

4 Girls Talk — Dave Edmunds — Swan Song

5 Wanted — Dooleys — GTO

6 My Sharona — The Knack — Capitol

7 Good Times — Chlo — Atlantic

8 C'mon Everybody — Sex Pistols — Virgin

9 Lady Linda — Beach Boys — Caribou

10 Good-bye Stranger — Supertramp — A&M

DP TEN LPs
Best Disco Album In The World — various artists — EB
Replicas — Tubeway Army — Beggars Banquet
Discovery — ELO — Jet
Parallel Lines — Blondie — Chrysalis
Breakfast In America — Supertramp — A&M
Bridges — John Williams — Lotus
Live Killers — Queen — EMI
I Am — Earth, Wind & Fire — CBS
Night Owl — Gerry Rafferty — UA
Voulez-Vous — ABBA — Epic

--- RMRB

YLISTS

INTERNATIONAL

JAPAN - RADIO JOAU-FM

JAPAN — RADIO JOAU-FM

ove of My Life — Queen
hine A Little Love — Electric Light Orchestra
Was Made For Lovin' You — Kiss
ady Writer — Dire Straits
Can't Stand It No More — Peter Frampton
oulez-Yous — Abba
huck E's In Love — Rickie Lee Jones
lays Gone Down — Gerry Rafferty
of Stuff — Donna Summer
et's Go — The Cars
ficod Times — Chic
eople Of The South Wind — Kansas
he Logical Song — Supertramp
letting Closer — Wings
liary Of Fools — Rock Rose
loogie Wonderland — Earth Wind & Fire
by Sharona — The Knack
lot Or Die — Atlanta Fthythm Section
line Way Or Another — Blondie
lance The Night Away — Van Halen

CANADA — RADIO CHIIM

CANADA --- RADIO CHUM

ly Sharona — The Knack — Capitol Ion't Bring Me Down — ELO — CBS/Jet ct's Go — The Cars — Elektra/WEA lad Case Of Lovin' You — Robert Palmer sland
furuel To Be Kind — Nick Lowe — Columbia
foodbye Stranger — Supertramp — A&M
furow Through Me — Wings — Columbia
fonesome Loser — Little River Band — Capitol
furiver's Seat — Sniff 'N' The Tears — Atlan-

onesome Loser — Little Hiver Band — Capitol river's Seat — Sriff 'N' The Tears — Atlanc/WEA in't That A Shame — Cheap Trick — Epic/CBS is She Really Going Out With Him? — Joe ackson — A&M letting Closer — Wings — Columbia rmageddon — Prism — Nagnum/CRT lold On — Triumph — Attic/CBS lot Gummer Nights — Night — Pianet/WEA fiter The Love is Gone — Earth, Wind & Fire — columbia let It Right Next Time — Gerry Rafferty — IA/Capitol

Countries

Capitol

ACApitol

ACAPI

RADIO MELBOURNE -- 3XY -- Albums

iet The Knack — The Knack — Capitol irst Under The Wire — Little River Band — apitol apitol
nglish History — Joe English — Mercury
inscovery — Electric Light Orchestra — Jet
iynasty — Kiss — Casablanca
lack To The Egg — Wings — MPL
ate For Breakfast — Art Garfunkel — CBS
lust Never Sleeps — Neil Young & Crazy Horse eprise creaming Targets -- Jo Jo Zep & The Falcons lushroom

Aushroom Dool For The Cats — U.K. Sqeeze — A&M iive — J. J. Cale — Shelter Bad Grils — Donna Summer — Casablanca Jombs Away Dream Babies — John Stewart ISO

In Through The Out Door — Led Zeppelin — Swan Song The Very Best Of Leo Sayer — Leo Sayer -The Very Best Of Leo Sayer — Leo Sayer — Chrysalis Breakfast In America — Supertramp — A&M I Am — Earth Wind & Fire — CBS No Exit — Angels — Albert Flag — James Taylor — CBS Secrets — Robert Palmer — Island Bushfire — Bushwackers — Image Candy-O — The Cars — Elektra Rickie Lee Jones — Rickie Lee Jones — Warner Free Rickie Lee Jones — Nickie Lee Jones — Warner Bros. Graffiti Crimes — Mi-Sex — CBS Night — Night — Planet Communique — Dire Straits — Vertigo Rop Till You Drop — Ry Cooder — Warner Bros. Forever And Ever — Demis Roussos — Philips Bob Seger Collection — Bob Seger — Capitol Night Owl — Gerry Rafferty — United Artist

Singles

My Sharona — The Knack — Capitol
Some Girls — Racey — Rak
Ring My Bell — Anita Ward — Epic
I Was Made For Lovin' You — Kiss — Casablanca
Cool For The Cats — U.K. Squeeze — A&M
Up There Cazaly — The Two-Man Band — Fable
Born To Be Alive — Patrick Hernandez — CBS
You Can't Change That — Raydio — Arista
Pop Muzik — "M" — MCA
One Way Ticket — Eruption — RCA
Bright Eyes — Art Garfunkel — CBS
Reunited — Peaches & Herb — Polydor
Love Don't Love Here Anymore — Rose Royce —
Warner Bors.
Booglie Wonderland — Earth Wind & Fire — CBS
Miami — John Cougar — Warner Bros.
Hot Stuff — Donna Summer — Casablanca
Get Used To It — Roger Voudouris — Warner
Bros. Bros. Hanging On The Telephone — Blondie Bros.
Hanging On The Telephone — Blondie —
Chrysalis
Hit And Run — Jo Jo & The Falcons — Mushroom
Gold — John Stewart — RSO
Light My Fire — Amil Stewart — RCA
Lonesome Loser — Little River Band — Capitol
Is She Really Going Out With Him?—Joe
Jackson — A&M
Bad Girls — Donna Summer — Casablanca
If I Said You Had A Beautiful Body — Bellamy
Brothers — Warner Bros.
But You Don't Care — Mi-Sex — CBS
Disco Matilda — Dame Edna Everage — Big Time
Island Nights — Marc Hunter — CBS
We Are Family — Sister Sledge — Cotillion
Diamonds — Chris Rea — Magnet
Nice Legs, Sharne About The Face — Dave & The
Derro's — Mushroom
Hot Summer Nights — Night — Planet
Haven't Stopped Dancing Yet — Gonzales — EMI
Knock On Wood — Amil Stewart — RCA
Lost In Love — Air Supply — Big Time
When You're In Love With A Beautiful Woman —
Dr. Hook — Capitol
Hooray Hooray It's A Holi-Holiday — Boney M —
Atlantic Aniantic
The Nips Are Getting Bigger -- Mental As Anything -- Regular
Shooting Star -- Dollar -- Acrobat
He's The Greatest Dancer -- Sister Sledge -Cotillion EUROPE 1 -- BARDO

EUROPE 1 -- PARIS Le Coeur Grenadine — Laurent Voulzy
Je L'Aime A Mourir — Francis Cabrel
Monday, Tuesday — Dalida
Sentimentale Moi — Plastic Bertrand
Show My You're Man Enough — Karen Cheryl
Honesty — Root Beer Rag — Billy Joel
Je Cherche Un Endroit — Michel Delpech
Boogie Wonderland — Earth, Wind & Fire
Goodnight Tonight — Wings
C'Est Mieux Ainsi — Johnny Hallyday
Back To Boogie — Patrick Hernandez
I Don't Want The Night To End — Sylvie Vartan
L'Ete Sera Chaud — Eric Charden Ring My Bell --- Anita Ward
I Was Made For Lovin' You — Kiss
Ne Changeons Rien --- Eddy Mitchell
Marylou --- Danyel Gerard
Walkin' On Music --- Peter Jacques Band
Le Dernier Slow --- Joe Dassin
Shine A Little Love --- Electric Light Orchestra
Good Times --- Chic
Rock Me --- Cerrone
Driver's Seat --- Sniff 'n The Tears
Discomotion --- Michele Torr
No, No, No, No --- S.B. Devotion
Dans La Meme Annee --- Michel Sardou
Where Are The Men --- Ritchie Family
Pop Musik --- M.
Pretty Woman --- Dick Rivers
Are You Ready For Love --- Elton John
Joe, Dis-Moi C'Que T'En Penses --- Michel Fugain
Lucie --- Daniel Balavoine
Tant Pis Pour Toi Si Tu M'Aimes --- Claude Puterflam Tant Pis Pour Tor St Tu M Armes — Glaude Fine flam Music Box Dancer — Frank Mills Keep On Dancin' — Gary's Gang Aline — Christophe Knock On Wood — Amii Stewart Time To Move On Your Love — Claudia Polley I Will Survive — Gloria Gaynor J'Sais Plus Parler D'Amour — Alain Brice Nous — Herve Vilard Nous — Herve Vilard Where The Rainbow Ends — Tony Hiller Orchestra Crank It Up — Peter Brown My Sharona — The Knack C'Est Pas La Chine — Gilles Marchal La Banana — Pierre Pechin My Time — Ann Steel Le Luxembourg — Philippe Timsit

ARGENTINA RADIO

Da Ya Think I'm Sexy?--Rod Stewart -- WEA-Da Ya Think I'm Sexy?—Hod Stewart — WEA-EMI La De La Mochila Azul — Pedrito Fernandez — CBS Born To Be Alive — Patrick Hernandez — RCA Born To Be Alive — Patrick & Sue Timmel — Music Hall Silbando — Juanito Liner — Music Hall Chiquitita — Abba — RCA Hurra! Hurra! It's A Holi-Holiday! — Boney M — FICA
EI Amor De Mi Vida — Camilo Sesto — Microfon
Mi Copa Esta Sola — Josele — CBS
I Can't Stand You No More — Peter Frampton —
EMI-A&M EMI-A&M
Mandy — Sergio Dinis — Philips
Lady Laura — Roberto Carlos — CBS
Tragedy — Bee Gees — RSO
Delirio — Beto Orlando — EMI
In The Navy — Village People — RCA
Logical Song — Supertramp — EMI-A&M
Knock On Wood — Amii Stewart — RCA
Me Olvide De Vivir — Julio Iglesias — CBS
Under The Line — Gerry Rafferty — Capitol
Con Todo El Amor — Claudio Baglioni — RCA

RADIO MONTE CARLO

Earth, Wind & Fire -- Boogie Wonderland
Anita Ward -- Ring My Bell
Wings -- Goodnight Tonight
Supertramp -- The Logical Song
M. -- Pop Muzik
Kiss -- I Was Made For Lovin' You
Ssanta Esmeralda --- Another Cha-cha
P. Hernandez/H. Tholance --- Back To Boogie
Chic -- Good Times P. Hernandez/H. Tholance — Back To Be Chic — Good Times Donna Summer — Hot Stuff Umberto Tozzi — Gloria Jim Capaldi — Shoe Shine Sylvester — Stars Amii Stewart — Knock On Wood Peter Brown — Crank It Up Edwin Starr — H.A.P.P.Y. Radio La Vell — Play Girl Elton John — Are You Ready For Love

Martin Circus — Shine Baby Shine
Village People — In The Navy
David Naughton — Makin' It
Ruth Waters — Never Gonna Be The Same
Patrick Juvet — Swiss Kiss
Gino Soccio — Dancer
Karen Cheryl — Show Me You're Man Enough
Dan Perlman — You Know Me, I Know You
Atlantic Starr — (Let's) Rock 'n' Roll
Dennis Brown — Money In My Picket
Bonnie Pointer — Heaven Must Have Sent You
Cerrone — Rock Me
Gary's Gang — Keep On Dancing
Murray Head — Los Angeles
John Davis — Love Magic
Gibson Brothers — Better Do It Salsa!
Sniff 'N' The Tears — Driver's Seat
Eruption — One Way Ticket
Witch Queen — Bang A Gong
G.Q. — Disco Nights (Rock Freak)
Lene Lovich — Lucky Number
Bee Gees — Love You Inside Out
The Jacksons — Shake Your Body (Down To The
Ground)
John Cougar — Miami
Laurent Voulzy — Le Coeur Grenadine
Herbie Hancock — Tell Everybody
S.B. Devotion — No No No
Valverde Brothers — After Midnight
Jean Francois Maurice — Pas De Slow Pour Moi
Electric Light Orchestra — Last Train To London
Frantique — Strut Your Funky Stuff
Poussez — Come On And Do It

INFORMA SOM — RIO DE JANEIRO

INFORMA SOM - RIO DE JANEIRO

Nao Chore Mais — Gilberto Gil — WEA Born To Be Alive — Patrick Hernandez — CID Ate Parece Que Foi Sonho — Fabio/Tim Mia — Ate Parece Que Foi Sonho — Fabio/Tim Mia — ODEON
Ready To Take A Chance Again — Barry Manilow — ODEON
Por Muitas Razoes Eu Te Quero — Jane/Herondy — RCA
Ring My Bell — Anita Ward — CBS
Allouete — Denise Emmer — TAPECAR
Cuba — Gibson Brothers — TOP TAPE
In The Navy — Village People — RCA
Melo Da Pipa — Super Bacana — RCA
Uma Musica Lenta — Lilian — RCA
Goodnight Tonight — Wings — ODEON
Sharing The Night Together — Dr. Hook —
Capitol
Got To Be Real — Cheryl Lynn — CBS
Cumparsita Dance — Janny/Flamboyantes —
RGE
Straight From Your Heart — Tavares — Capitol ODEON Cumparsita Dance — Janny/Flamboyantes — RGE

Straight From Your Heart — Tavares — Capitol Tragedy — Bee Gees — Polygram Explode Coracao — Maria Bethania — Polygram Explode Coracao — Maria Bethania — Polygram Beleza E Voce Menina — Bebeto — Copacabana Preto Que Staisfaz — Freneticas — WEA Heart Of Glass — Blondie — Polygram Who's Taking You Home — Jigsaw — K. Tel Hot Stuff — Donna Summer — Polygram My Baby's Baby — Liquid Gold — K. Tel We Are Family — Sister Sledge — WEA Good Times — Chic — WEA Chiquilita — Abba — RCA A Little More Love — Otivia Neton-John — ODEON Mirrors — Sally Oldfield — RCA You Fooled Me — Grey/Hanks — RCA Suplica — Joao Nogueira — Polygram Senhora Liberdade — Zeze Motta — WEA Reencontro — Tim Maia — ODEON Olha A Rima — Dicro — Continental Eu Sou Mais Eu — The Fevers — ODEON Cafe Da Manha — Roberto Carlos — CBS Se Que Vou Sobreviver — Sidney Magal — Polygram Nanu Nanu — Daddy Dewdrop — K. Tel Ain't We Funkin' Now — Brothers Johnson Polygram
Pode Esperar --- Alcione --- Polygram
Nanu Nanu --- Daddy Dewdrop --- K. Tel
Ain't We Funkin' Now --- Brothers Johnson
Too Much Heaven --- Bee Gees --- Polygram
AA AA UU AA EE --- Zack Ferguson ---



sh Box/September 15, 1979

COIN MACHINE

Microprocessor Service Training Program Sponsored By Rock-Ola

CHICAGO — Rock-Ola distributor service personnel from fifteen states plus Puerto Rico and St. Lucy, Barbados, W.I. recently completed a special three-day microprocessor and mini-computer service training course conducted at the Rock-Ola plant in Chicago. Under the direction of Shuja Haque, Rock-Ola quality control manager, the distributor servicemen lear-ned how Rock-Ola's new "Hit Tracker," "Profit Setter" and logic board use the latest in electronic technology to control and operate the many exclusive features of Rock-Ola's new phonographs.

"The introduction of microprocessors and mini-computers on Rock-Ola's phonographs produced two significant advancements," according to executive vice president Edward G. Doris. "Exciting new features that stimulate added phonograph play and profit was the first advantage. Rock-Ola's Top 3 Location Hits, Bonus Play and Random Complimentary Play have proven their ability to promote plus profits. 'Electronic Marvels'

"The new electronic marvels also make it much simpler to operate, maintain and service Rock-Ola phonographs," Doris con-



JUKE BOX BEAUTY - Britt Ekland has been signed by Jon Roseman Productions to host the new rock TV series, "Juke Box. The show, which begins airing on Sept. 21, features performance by name acts and new talent as well as special quest appearances. Pictured (I-r) are the shapely Ekland and a Rock-Ola phonograph.

tinued. "Thanks to these new innovations servicemen can adapt, in a matter of seconds, the price, bonus and random complimentary play sequence to meet changes in a location. If a problem develops, the source can be determined

See photo coverage appearing on page 62.

and corrected in a fraction of the time for-

During the three-day course, Rock-Oia engineers discussed the theory of microprocessors and mini-computers and how they are put to use in the new phonogrpahs. Each component part utilizing the new electronic devices was ex-(continued on page 61)

FAVA To Sponsor Mechanics School

CHICAGO — The Florida Amusement and Vending Association (FAVA) will sponsor its second AMOA mechanics school on digital pinball machines during the period

The 10-day course, to be held at the Southwest Recreation Complex in Winter Haven, Fla., will be conducted by Don Miller, who has been teaching these classes for AMOA since the program's in-

Instruction will encompass schematics, including how to read, understand and apply it to the machines, troubleshooting, with emphasis on the use and function of each part, low and high voltages, causes and effects, preventive maintenance and all of the various phases involved

Registration is limited to 20 students and the cost of the full course is \$200 per person. Students must provide for their own meals, lodging, transportation and other personal needs. Further information may be obtained by contacting FAVA, c/o Lawson Music Co., P.O. Box 591, Winter Haven, Fla. 33880.

Williams New 'Tri Zone' Pin Has **Features Galore And SBA Slot**

CHICAGO — Williams Electronics, Inc. is currently in full production on "Tri Zone," the latest standard size pinball game from the prominent Chicago-based manufac-

TriZone is outstanding for a number of visual as well as technical features, plus the fact that it can be ordered with a coin slot for the new Susan B. Anthony dollar coin. The model is designed with eyecatching backglass and playfield graphics and is equipped with Williams' exclusive dual sound option.

The new model affords players numerous opportunities for advancing score. Bonus multipliers to 5X are possible by making "A" and "B" rollovers at either the top or bottom of the playfield. In adiition, the T-R-I rollover features build to extra ball and specials and the isolated Z-O-N-E drop targets score 10,000 when lit.

On the technical side, Tri Zone introduces a memory protection feature which locks in all game adjustments unless the coin door is opened. The "Total Front End Programming" first introduced with the highly successful "Flash" pin is in-cluded and all game adjustments are made without removing the glass.

As stressed by the factory, Tri Zone has the graphics, action, skill shots and sounds that will captivate the pinball player and provide consistent earnings for the operator.

Williams' recommended pricing on this

new model is one play for a quarter, five plays for a dollar.

Tri Zone is available through Williams' distributors and further information may be obtained by contacting the factory at 3401 N. California Avenue, Ill. 60618.





Robert T. Bloomberg

Bloomberg New Chairman For Vendo Company

OVERLAND PARK, KAN. - The board of directors of the Vendo Company, a leading manufacturer of automated merchandising equipment and services based in the greater Kansas City area, today announced the naming of Robert T. Bloomberg as chairman of the board and chief executive officer. He will be a member of the executive committee of the board.

AMOV Confab **Relocated To Howard Johnson's**

CHICAGO -- The Amusement and Mus Operators of Virginia (AMOV) has change the location of its Oct. 5-6 annual conventi from the John Marshall Hotel to Howa Johnson's Motor Lodge in Richmond, V The new convention site is convenient located off of exit 14 north or south on I-9 1-64. As explained by the association secretary-treasurer Lou Corso, the chang was necessitated by a conflict in dates the John Marshall.

Members have already been service with hotel reservation cards for the Mot Lodge and assured of "first class" service at Howard Johnson's, according to Cors Because of the change, however, he urge that room reservations be made in mediately and suggested that member and guests call the reservations clerk Howard Johnson's toll free number (80: 654-2000 for additional information abo accommodations

Exhibit Slated

A highlight of this year's convention whose a music and games exhibit featuring the very latest in equipment supplied t various area distributors including Banni Specialty, Brady Distributing, Gener Vending, State Sales and Sefco Dis tributing. Exhibit hours on both days will t from 11a.m. until 6p.m.

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

- SPOOKY ATLANTA RHYTHM SECTION (BGO/Polydor PD 2001
- WHERE WERE YOU WHEN I WAS FALLING IN LOVE LOBO (MOA/Curb-41065)
- ARROW THROUGH ME WINGS (Columbia 1-11970)
- GOOD GIRLS DON'T THE KNACK (Capitol P-4771)
- MIDNIGHT WIND JOHN STEWART (RSORS1000) FINS JIMMY BUFFETT (MCA MCA 41109) GET A MOVE ON EDDIE MONEY (Columbia 1-11064)

- ROLENE MOON MARTIN (Capitoi P-4765)
- DIRTY WHITE BOY FOREIGNER (Atlantic 3618)
- YOU DECORATED MY LIFE KENNY ROGERS (United Artists UA-X1316-Y)

TOP NEW COUNTRY SINGLES

- DREAM ON THE OAK RIDGE BOYS (MCA-41078)
- FOOLED BY A FEELING BARBARA MANDRELL (MCA-41077)
- YOU AIN'T JUST WHISTLIN' DIXIE BELLAMY BROTHERS (Warner Bros. Was

- IN NO TIME AT ALL RONNIE MILSAP (RCA PB 11895)
 GREAT BALLS OF FIRE DOLLY PARTON (RCA PB 11705)
 WHAT MORE COULD A MAN NEED TOMMY OVERSTREET (Elaktra E-46516)
- HALF THE WAY CRYSTAL GAYLE (Columbia 1-11087)

- HOT STUFF JERRY REED (ROAPB-11639)
 BABY MY BABY MARGO SMITH (Warner Bros. WBS 49038)
 MY OWN KIND OF HAT MERLE HAGGARD (MCA-41112)

TOP NEW R&B SINGLES

- SAIL ON COMMODORES (Motown M1466F)
- I LOVE YOU NEW BIRTH (Aricla 7760
- LOVER AND FRIEND MINNIE RIPERTON (Capitol P-4761)
- LADIES NIGHT KOOL AND THE GANG (De-Lite/Mercury DE-801)
 CRUISIN' SMOKEY ROBINSON (Tamia/Metown T54306)
 BETTERNOT LOOK DOWN B.B. KING (MCA-41082)
- ISIT LOVE THAT YOU'RE AFTER ROSE ROYCE (Whitfield/W.B. WHI 49049)
- DIM ALL THE LIGHTS DONNA SUMMER (Casabianca NB 2201)
- RRRRROCK FOXY (Dash/T.K. DAX-5054)
 DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA 41102)

TOP NEW DISCO SINGLES

- COMETO ME FRANCE JOL! (Prelude PRL-8001)
- TO TU GO DISCO PATTIE BROOKS (Casablanca NB 2204)
- WHEN THE BELL RINGS ELUSION (Midsong MI 1009)
- COME AND GET IT ON SOCCER (Salsoul \$7 2089)
 REACHIN OUT LEE MOORE (Source/MCA SOR-41068)

Bloomberg Appointed Chairman And executive Officer For Vendo Company

Childers attributed the improvement in

earnings largely to the continuing improve-ments in manufacturing operations at the company's Fresno, California and Corinth,

Mississippi factories, a substantial return to

profitability of the company's contract

manufacturing operations, and continued,

In making the announcement, Spencer Childers, currently chairman of the pard, stated the election of Bloomberg in ese capacities culminates a year-long

Childers, a director since 1956, will connue to serve on the board and was elected nairman of the executive committee. He as served the company as president and most recent years additionally as a conultant on product design and engineering. e has numerous patents which he ssigned to Vendo.

Formerly Bloomberg was president and nief executive officer of Quasar Electonics Company, a subsidiary of Matushita Electric Company of America, and ill assume his new responsibilities effecve Sept. 1, 1979. His previous experience nd background include a series of anagement responsibilities at Whirlpool orporation over a 23 year period. He sered as president and chief executive officer f Warwick Electronics Company, and prior that president and chief executive officer f the Thomas Organ Company, both ma-ority owned subsidiaries of Whirlpool Cor-oration. He was also controller and chief ccounting officer at Whirlpool.

An Iowa State University graduate in ngineering, Bloomberg, 52, has been acve for many years in the Boy Scouts of merica, United Way and various other ivic and church activities

John J. Eckstrom, president of the comany since Sept. 1978, was elected to the dditional office of chief operating officer. Childers noted that Bloomberg's ap-

ointment was essential to the company's urther growth and improving the quality of ervice to Vendo customers

As previously announced, Childers poined out the earnings for the first half of 1979 vere \$1,528,000, or 58 cents per share, as ompared to \$512,000, or 19 cents per hare, for the first half of 1978. Sales from ontinuing operations in the second quarer of 1979 were \$27,319,000 as compared sales of \$24,599,000 in the second quar-

Rock-Ola Trains Service Force

lained. At the completion of each phase, he students went through "hands on" raining to gain personal experience in the peration, maintenance and service of lectronic components.

Also discussed was the sophisticated est equipment now available to Rock-Ola listributor service departments, and a new iudio/visual service training program to be innounced shortly



SUSPENDED ANIMATION — This motley crew recently celebrated the opening of the new Pizza Time Theatre in South Sacramento. The fete marked Pizza Time Theatre, Inc.'s introduction of its fourth amily center in what will soon be a nationwide chain, according to Nolan K. Bushneli, president of the Cupertino-based peration. Located in the Florin Center near J.S. Highway 99, the colorful one story unit eats 375. Pictured (I-r) at the celebration are: Jasper T. Jowls, Pasqually, Chuck E. Cheese, Mr. Munch and Dolly Dimples, the ife sized singing hippo.

AMOV Confab Changes Locations

AMOV has also arranged for some prominent industry figures to address the convention assemblage. Among them are AMOA president Wayne Hesch, whose subject will be the AMOA Legal Fund; Fred Granger, executive vice president of AMOA, who will discuss state associations and their function in the industry; AMOA counsel Nick Allen, whose talk will focus on Court, and Edgar Pointer, Jr., AMOV counsel whose subject will be "The Update of the Locality Gross Receipts Tax."

As a special feature on Thrusday, Oct. 4, the day preceding the convention's opening, Howard Rueben, factory representative from Atari, will conduct a service school on Atari equipment. The class will be held from 9 a.m. to 5 p.m.



COIN MACHINE



HIGH TECHNOLOGY — Rock-Ola recently sponsored a three-day microprocessor service training course at its Chicago plant. Under the direction of quality control manager Shuja Haque, the seminar covered the latest technological advancements and features in Rock-Ola's new phonographs. In the first photo, students listen intently as Haque explains



the operation of a mini-computer that controls one of Rock-Ola's new phonograph postimulator features. In the second photo, C.E. St. John (I) of Barbados, W.I. and Francis Montano of Puerto Rico (c) learn about the function of Rock-Ola's new microprocess from quality control manager Haque.

CALIFORNIA CLIPPINGS

With the advent of fall, C.A. Robinson is reinstituting its Friday lunch plan, and the distrib should be jumping as the cold weather begins to set in.

ATARI'S LUNAR LANDER is really making waves in the city by the bay. Rowe International's **Jack Sutton** told us that the new piece is turning out to be a \$400 a week machine.

TALKED WITH DAVE STROUD of Cinematronics recently, and he said that the manufacturer's new "Sundance" looks like it will be another "Starhawks."

EXIDY'S LILA ZINTER has been globetrotting once again, attending Empire Distributing's recent open house in Detroit, and also visiting the distrib's outlet in Chicago. In her other travels, Zinter will attend the North Carolina Coin Operators Assn. annual convention at the Sheraton Center in Charlotte on Sept. 15-16. Exidy will be introducing a new game at the upcoming J.A.A. President Pete Kaufman, vice president Howell Ivy and Zinter will represent Exidy at the Japanese exposition. Zinter took time out to explain to Cash Box that the Japanese are very fickle about games. "While they may go crazy over a game like 'Star Fire' or 'Space Invaders,' the Japanese pendulum swings rapidly from hot to cold," said Zinter.

EASTERN FLASHES

The summer promotion on the Seeburg "Disco 160" phonograph is still in progress at Bally Northeast-Albany — and going strong, according to **Sid Gordon**. Distrib's planning a Seeburg service school in the immediate future. Call (518) 463-4267 for details. Topping the list of hit games out there is — you guessed it — Midway's "SpaceInvaders!" As Sid pointed out, "It's a big earning piece and that's what keeps it strong"; what's more "because the games are so popular with players ops can't move them out of locations so they must continue to buy more." Bally's "Kiss," recently arrived out there, is fast becoming a super seller and Sid told us he's also doing well with "Paragon," even among ops who were a bit reluctant in the past to buy wide hody pins

tant in the past to buy wide body pins.

GAME PLAN'S "SHARPSHOOTER" pinball is just about the hottest seller of the moment at Bilotta Dist. in Newark. Pat Bilotta said it's been in consistent demand since its release and ops are spreading the word about what a good earner it is! Pat commented further about how well the Dynamo pool table line has been doing in his market, adding that although 35 cents pricing has not as yet taken full hold ops are experimenting with it and the prognosis is pretty good.

BUSINESS IS EXCELLENT at Coin Machine Distributors, Inc. in Peekskill. As a matter of fact, prexy AI Kress was quick to tell us he's experienced no summer lull at all. Rowe phonographs are among his top sellers and, in the pin arena, it's Game Plan's "Sharpshooter" all the way.

CHICAGO CHATTER

During the week of Sept. 17, a three-man crew from Williams Electronics, Inc. will be Paris conducting a specialized service course for the factory's French distributors. T Williams team will include **Neal Smithweck**, who is very much involved in the factor school program; electronic engineer **Chuck Bleich** and **Claude Fernandez**, who has an cellent command of the French language and will be participating primarily as a translat The school will focus on various Williams pins, with emphasis on the new electro features in "Tri Zone." Bon Voyage, fellas. Speaking of "Tri Zone," the factory's marketi manager **Ron Crouse** said domestic shipments of this new pin are about ready to get a derway. Williams' next shuffle alley is called "King Tut." Watch for it. Understand the artwork is "Dazzling" — and with a name like "King Tut." why not?

SPOKE WITH GAME PLAN exec **Ken Anderson**, on his return from a successful sales tr Our main topic of discussion, naturally, was "Sharpshooter" which, Ken said, is doing e tremely well — and the factory is mighty proud of its first time effort in the upright pint arena. Income reports are "fantastic," he added, and the trade can look forward to a follo up model in the not too distant future.

CONGRATS TO GUS TARTOL of Singer One Stop For Ops, who shot a 79 on the g course last week — his best score to date. Here are three recent releases Gus is record mending to juke box operators: "You Decorated My Life" by Kenny Rogers (UA), "Go Girls Don't" by The Knack (Capitot) and both sides of the new Dolly Parton single "Gre Balls Of Fire" (the Jerry Lee Lewis hit of the past) and "Sweet Summer Lovin'" (RCA).

INDUSTRY CALENDAR

Sept. 15-16, No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte

Oct. 5-6, Amusement & Music Operators of Virginia; annual conv., Howard

Johnson's Motor Lodge, Richmond.
Oct. 11-13, West Virginia Music & Vending
Assn., annual conv., Ramada Inn, South

Oct. 14; Deutsche Wurlitzer Distributors Meeting; Hotel Croatia; Dubrovnik, Yugoslavia.

Oct. 25-28, NAMA national conv., McCormick Place, Chicago.

Nov. 9-11, AMOA international exposition Conrad Hilton Hotel, Chicago.

Nov. 17-19, IAAPA national convention Rivergate, New Orleans, La.

Jan. 17-19, 1980, IMA (Int'l. Amuse, Vending Trade Fair), Frankfu Fairground, Frankfurt, Germany.

Jan. 18-20, Oregon Amusement & Mus Operators Assn., annual conv., Valle River Inn, Eugene.

Jan. 18-20, Music Operators of Minnesot site to be announced.

June 5-7, Music Operators of Texa Flagship Hotel, Galveston.

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NEW BOOKS BY WALTER HURST: "How To Be A Musio Publisher" \$10, and "Copyright Registration, Forms Pa & S7 (How To Fill Them Out Correctly)" \$10, Seven Arts, 6605 Hollywood Blvd., Hollywood, CA 90028.

6605 Hollywood Bird., Hollywood, CA 90028.

WANTED: Atlantic-distributed Stax albums and singles. Reasonable offers only. Contact Len Sacks, Cash Ecx. 1775 Broadway. N.Y., 10019, (212) 586-2640.

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Opera Releases Continue To Highlight A Few Stars

(continued from page 55)

Notre Dame" is on Angel's list of the past year's best sellers. And London is planning to release Massenet's "Don Quixote." with Crespin, Ghiauroy, and Bacquier, this fall.

Between now and Christmas, Angel will release a complete Offenbach "Orpheus In The Underworld" under the direction of Michele Plasson, as well as a recording of Debussy's "Pelleas et Melisande" featuring Frederica von Stade and Jose Van Dam and conducted by Karajan.

In the unfamiliar opera category, Angel has been successful with Shostakovich's "Lady Macbeth of Mtensk," Schubert's "Alfonso und Estrella," and Strauss' "Die Schweigsame Frau." The last two, Caronia says, "did better than anyone expected. And I think that's because people are really going after the unusual repertoire these days."

The operatic mood at RCA is a gloomy one: Between now and the first of next year the only releases scheduled are the aforementioned "Cavaleria" and Erato productions of Handel's "Samson" and Mozart's "Cosi Fan Tutti," the latter boasting Von Stade and Troyanos among the cast. In the vocal disc area, Shepard seems especially excited about a disc of Beethoven Scotch, Irish and Welsh folksongs, with tenor Robert White accompanied by cellist Yo Yo Ma, pianist Sam Sanders, and violinist Ida Kavafian.

Perhaps the reason for the gloomy prognosis at RCA is that the company was forced by rising costs to cancel the recording of "La Gioconda" in London. Because of the worldwide telecast of the San Francisco opera's "La Gioconda" this fall, that project might have had enormous media tie-in potential.

London, however, has found a way of capitalizing on the "La Gioconda" telecast without going to the expense of recording the work anew. Instead, according to Richard Rooefson, the company will bring out a "La Gioconda Gala" LP featuring, in Rollefson's words, "the royal family of opera on London: Pavarotti, Tebaldi, Milanov, and Caballe, with Solti conducting." A single disc highlights record, the "Gala" will be released in September. "We expect that it will appeal to people who are approaching 'La Gioconda' or even opera for the first time through the broadcast," Rollefson suggests, "but we also think it will appeal to the knowledgeable opera lover. The range of interpretation on this single disc is intriguing."

At London, there is a fairly even mix between the standard and the novel among this year's offerings. There will be a new "Marriage of Figaro" with Van Dam, Cotrubas, Von Stade and Krause, Karajan conducting, as well as a "Don Giovanni" with Weikl, Bacquier, Margaret Price, Sylvia Sass and Lucia Popp under Soltis'

direction. Joan Sutherland will be featured in Puccini's "Suor Angelica" with Christa Ludwig, and according to Rollefson, the recently shipped "Lucrezia Borgia," with Sutherland and Horne, is already showing up in store reports.

Also just released, and in less familiar vein, is London's recording of Paer's "Leonora." which was composed just a few years before Beethoven wrote "Fidelio." Says Rooefson, "It's the same story, and the treatment is similar, but the music, obviously, is a completely different matter." Other unique operatic fare includes Janeck's "Makropoulos Case," with Elisabeth Soderstrom, and Strauss' "The Egyptian Helen." Under the baton of Antol Dorati, the latter recording features the same forces that performed the work to acclaim this spring in Washington, Detroit and New York

Probably the most exciting news, though, is that of London's first two digitally recorded vocal releases — one a verismo aria disc from Luciano Pavarotti, and the other a "Fidelio" under the baton of Sir Georg Solti.

Opportunities In Classical Sales Continue To Grow

(continued from page 50)

ings into the stores another level of clientele who have the opportunity of browsing and becoming familiar with the stores.

At the same time, we counteract the fact that our product has a slower turnover rate than pop by extending a longer discount than is extended on most pop product. Dealers make far more money on a Vox record or many other classical records than they would on pop product.

Cassette Sales Up

One of the brightest spots in our picture is cassette sales. Our company was one of the pioneers in popular-priced classical cassettes, and we have benefited from the tape boom along with everyone else.

Oddly enough, the new competition in the cassette field has actually helped us. Competition helps to build a market, and when everyone else came with cassettes, it broadened the market and made it possible for us to sell a lot more accounts.

There is a view that people buy cassettes because they're not satisfied with the quality of records. However, our sale of records has continued to grow with the increase in cassette sales. On one title, for example, we may sell 3,000 LPs and 1,500 cassettes. So I think that tape sales are just plus volume for the classical music industry.

Ira Moss is president of the Moss Music Group.





THE DIVINE MISS 'M' IN THE FLESH — While in L.A. for post-production recording on her new film, "The Rose," which is scheduled for an early November release, Atlantic recording artist Bette Midler dropped by the Cash Box offices to discuss her recent LP, "Thighs and Whispers," with Cash Box president and publisher, George Albert, pictured above.

New Generation Boosts Sales In Classical Market

(continued from page 50)

album that sells like the Rampal/Bolling, collaboration, for instance, will carry the catalog of the artist. It is apparent that when people buy a Rampal/Bolling, they tend to buy another Rampal, and some are inclined to buy another Bolling LP. Also, these items may prove to be an entry point into the classical market for non-classical buyers.

Reissues are another good area for us. When we think about reissuing something, the first thing we try to do is determine intuitively whether there's an interest either in the repertoire or a specific performance or in the artist. You call retailers, talk to critics, and consult your general sense of the market. Then you check the sales to see how the album did in its initial release. If all of that looks right, you re-release it.

Some of the older stereo recordings sound nearly as good as today's records. But it's like paperbacks. They've run their full course as hardbounds, and, though the market won't carry them at full price, it will carry them at a lower price. That would be the rationale for us placing them at a lower price.

It's been my experience that mid-lines don't work in the U.S. I think that retailers don't quite know how to handle them. Very often, they tend to get lost in the bins, and they're sold as full-price. And that defeats our whole purpose.

Cassettes are immensely important to us, and it's growing continually. When I was a retail buyer, I was buying one to one — LP to cassette — on many items. It depends on the nature of the item. But the gap between LP and cassette sales is rapidly narrowing.

Larry Holmes is director of merchandising for Columbia Masterworks.

MCA To Release Seven New LPs During September

LOS ANGELES — With The Crusaders' drummer Stix Hooper's debut solo LP leading the way, MCA Records will release seven albums during September.

Titled "The World Within," Hooper's LP

will be supported by a heavy promotional campaign in recognition of his stature among jazz musicians.

Welsh singer Tom Jones will also debut on MCA with his latest LP, "Rescue Me." The stylish LP will feature such songs as "Don't Cry For Me, Argentina," from the play Evita, "Flashback" and the title cut.

The Blend will feature a rock 'n' roll sound on their newest LP, "Anytime Delight," and John Wesley Ryles will offer his country/pop/blues sound on his "Let the Night Begin" LP.

The soundtrack from the John Schlesinger movie Yanks will not only feature famous tunes of the World War II era, but also new music composed by Richard Rodney Bennett and conducted by Marcus Dodds.

Finally, as a part of MCA's expanding classical music commitment, Beethoven's Symphony No. 9 will be released on Westminster Gold Records and "The Beggar's Opera" on Gay.

MCA Records will support the new releases with a heavy promotional campaigns that will include extensive print ads — both trade and consumer — television spots and radio ads.

'Rust' Turns Into Gold

LOS ANGELES — Warner/Reprise recording artist Neil Young's latest LP, "Rust Never Sleeps," has been certified gold by the RIAA. It is Young's ninth gold album in the U.S.

Music Odyssey, Jes And CBS Team Up For ELO Contest

(continued from page 26)

left and right sides, a sofa-bed, swive chairs, an ice box and stereo tape deck who be awarded to the store with the best display at the end of this month. The van scurrently being taken to record stores is southern California by Jet representative to give away T-shirts, frisbees and ELC nite-lights.

"It's the most ambitious promotion to the ELO album since it was released," said Pat Siciliano, vice president of creative ser vices for Jet Records, of the "Discovery contest. "It has been most effective and satisfying for us because it tied in retail with radio, as Music Odyssey received total commitment and involvement from the participating local stations."

The contest was conceived by Don Donaff and Jerry Pitti, representives of the CBS Records branch in San Francisco, and put together by Joe Jablonski, vice president of marketing for the Music Odysse retail chain, in association with Jet Record and CBS

Novigraphics Finishes Bee Gees Songbook

NEW YORK — Novigraphics, the graphic and design firm, has recently complete work on the Bee Gees songbook and o "Sweet Talk," the new album by Mercu artist Robyn Beck,

Novigraphics is located at 200 West 57tl St., Suite 610. Phone number is (212) 541 4256

Freeway To Release Debut 'L.A. Radio' LP

LOS ANGELES — Freeway Records, a diverse company with interests in the music industry, will soon release its debut album "L.A. Radio." "The album is a two record se that contains 31 tracks," according to Joi Molina, director of press information fo Freeway. "The album contains assorter musicians, poets, engineers, producers comedians, singers, teachers, label heads session players, journalists and performen that reside and work in some of the music scenes of Southern California and the general L.A. basin."

Atlantic Releases Six

NEW YORK — Atlantic Records is releasing six new albums this week. They are "Thighs and Whispers" by Bette Midler "Cerrone V-Angelina" by Cerrone "Breakin' the Punk" by Faze-O; "Unde Heaven, Over Hell," by Streetheart; and "The Day the Earth Caught Fire" by Cip Boy. All of the records are on Atlantic except Faze-O, which is on the Atlantic distributed She label.

AudioFidelity Labels To Issue Six LPs

NEW YORK — Audiofidelity Enterprises wip release six LPs this fall. They are: "Ole" be Noah Howard; "The Shout" by Alan Silva and "Kevin, My Dear Son" by Frank Wright all on Chiaroscuro Records; "Pop Son Festival" and "Star Studded Singers," or Audiofidelity Records; and "Always" by Hazel Scott on Image Records.

Brooklyn Finally Gets A 24-Track Studio

NEW YORK — Bedford Stuyvesal Restoration Corporation has opened a 2 track-studio, The Platinum Factory. The 3,000-square-foot facility, Brooklyn's fir 24-track studio, was constructed with \$265,000 grant from CBS, Inc.

cash box top albums/101 to 200

			We	eks n	1	ooptom	Der 13, 1979 -		Wee					Wee	
101	SOONER OR LATER	7.98	9/8 Ch	art	134	ROOM SERVICE		7.98	9/8 Cha	art	168	ANOTHER TASTE	8.98	9/8 Cha	
	REX SMITH (Columbia JC 35813) DAVID WERNER	7.98	100	23		SHAUN CASSIDY (Warner REPLICAS	r/Curb BSK 3351)	7.98	136	7		A TASTE OF HONEY (Capitol SOO-11951) OUR MEMORIES OF ELVIS		122	10
-	(Epic JE 36126)		105	6	133	GARY NUMAN & TUBEWA (Atco SD 38-117)		7.50	142	4	103	(VOLUME 2) ELVIS PRESLEY (RCA AOL 1-3448)	8.98	176	3
103	FRANCE JOLI (Prelude PRL 12170)	7.98	121	5	136	MOLLY HATCHE (Epic JE 35347)	т	7.98	133 :	31	170	DIALOGUE	7.98	176	
104	ROCKY II ORIGINAL SOUNDTRACK	8.98			137	YOU'RE ONLY LO		7.98			171	MICHAEL JOHNSON (EMI America SW 17010) BARBRA STREISAND'S		178	2
105	(United Artists UA-LA 972-1) TAKE IT HOME	7.98	106	7	138	J.D. SOUTHER (Columbia NIGHTOUT		7.98	_			GREATEST HITS VOL. 2 (Columbia FC 35679)	8.98	163	43
	B.B. KING (MCA-3151) FIVE SPECIAL	7.98	117	4	139	GO WEST		8.98	152	4	172	THE MUSIC FOR UNICEF			
	(Elektra 6E-206)		108	8	100	VILLAGE PEOPLE (Casable FEARLESS	lanca NBLP 7144)		98 :	23		VARIOUS ARTISTS (Polydor PD 1-6214)	8.98	140	9
-	JUST A GAME TRIUMPH (RCA AFL 1-3224)	7.98	89	21	140	TIM CURRY (A&M SP-477	3)	7.98	160	6	173	MUSE GRACE JONES (Island ILPS 9538)	7.98	180	4
108	MORE AMERICAN GRAFFITI ORIGINAL SOUNDTRACK	12.98	110		141	POUSETTE-DART BAND (7.98	147	6	174	SONGS OF LOVE ANITA WARD (Juana/TK 200,004)	7.98	138	18
109	(MCA 2-110006) ROBERT JOHN	7.98	118	5	142	BRENDA RUSSE (Horizon/A&M SP-739)	LL	7.98	177	3	175	AMERICAN BOY & GIRL	7.98		
110	(EMI/America SW 17007) KID BLUE	7.98	127	4	143	NIGHT (Planet P-2)		7.98	148	7	176	THE CLASH	7.98	182	3
	LOUISE GOFFIN (Asylum 6E-203) LEGEND		112	10	144	INFINITE RIDER	ON THE BIG				177	(Epic JE 36060) JOHN COUGAR	7.98	131	5
111	POCC (MCA AA-1099)	7.98	109	43		DOGMA MICHAEL NESMITH (Pacif		7.98	147	12		(Riva/Mercury RVL-7401) STATE OF SHOCK		184	3
112	N.C. & THE SUNSHINE BAND (T.K611)	7.98	110	14	145	EUPHORIA GATO BARBIERI (A&M SE		7.98	126	7		TED NUGENT (Epic FE 36000)	8.98	153	16
113	YOU'RE NEVER ALONE WITH A SCHIZOPHRENIC	7.98			146	BLONDES HAVE ROD STEWART (Warner B	MORE FUN	7.98	130	38	179	HEART STRING EARL KLUGH (United Artists UA-LA 942-H)	7.98	149	20
444	IAN HUNTER (Chrysallis CHR 1214)		86	22	147	FACADES		7.98			180	THE GAP BAND (Mercury SRM 1-3758)	7.98	170	21
114	J.J. CALE (Shelter/MCA SR-3163)	7.98	119	5	148	SAD CAFE (A&M SP-4779 WHERE THERE'S		7.98	162	2	181	JUST FOR THE RECORD BARBARA MANDRELL (MCA-3165)	7.98		1
115	GREASE VARIOUS ARTISTS (HSO 2-4002)	12.98	113	70		SMOKEY ROBINSON (Tamia/Motown T7-366R1			155	13	182	MAUREEN McGOVERN	7.98	422	
116	STRANGE MAN, CHANGED	7.00			149	WE ARE FAMILY SISTER SLEDGE (Cotillion	n/Atlantic SD 5209)	7.98	132	31	183	(Warner/Curb BSK 3327) GREATEST HINTS	7.98	188	2
	BRAM TCHAIKOVSKY (Polydor PD-1-6211)	7.98	92	13	150	GREATEST HITS BARRY MANILOW (Arista		13.98	129	42	184	MICHAEL STANLEY BAND (Arista AB 4236) SO DELICIOUS	7.98	154	8
117	IN STYLE DAVID JOHANSEN (Blue Sky/CBS JZ 36082)	7.98	120	6	151	THIGHS AND WE	HISPERS	8.98	123	72		POCKETS (Columbia JC 36001) MCFADDEN & WHITEHEAD	7.98	-	1
118	BACK ON THE STREETS TOWER OF POWER (Columbia JC 35784)	7.98	99	7	152	BORN TO BE AL		7.98	_	1		(Phila. Int'l./CBS JZ 35800)		134	19
119	ONE FOR THE ROAD WILLIE NELSON & LEON RUSSELL	11.98			153	PATRICK HERNANDEZ (C		7.98	159	6	186	THE SHIRTS (Capitol ST-11986)	7.98	-	1
400	(Columbia KC2-36064)		115	14		GAMMA (Elektra 6E-219) HIGH GEAR		7.98	194	2	187	HAPPY FEET AL HUDSON & THE PARTNERS (MCA AA-113)	7.98 6)	195	6
120	PINK CADILLAC JOHN PRINE (Asylum 6E-222)	7.98	141	2		NEIL LARSEN (Horizon/A		7.98	161	5	188	MOONRAKER ORIGINAL SOUNDTRACK	8.98		
121	THE JONES GIRLS (Phila. Int'l./CBS JZ 34557)	7.98	93	16	133	BOB SEGER & THE SILVE (Capitol SW 11698)		7.30	157	6 9	189	(United Artists UA-LA97-1) THE SOUND OF		165	7
122	52nd STREET BILLY JOEL (Columbia FC 35609)	8.98	116	47	156	GOOSE BUMPS IAN LLOYD (Scotti Bros.//	Atlantic SR 7104)	7.98	168	2		SUNBATHING THE SINCEROS (Columbia JC 36134)	7.98		1
123	THE THOM BELL SESSIONS ELTON JOHN (MCA 13921)	3 98	97	11	157	MISTRESS	Allamic 3D / 104)	7.98			190	DESTINATION: SUN	7.98	100	
124	PRIORITY POINTER SISTERS (Planet P-9003)	8.98			158	(RSO RS-1-3059) ROCKETS		7.98	174	2	191	SUN (Capitol ST-11941) LIVIN' INSIDE YOUR LOVE	14.98	400	11
125	HONEST LULLABY	7.98				(RSO RS-1-3047)		7.98	128	22	192	DON'T LET GO	7.98	183	27
126	JOAN BAEZ (Epic JR 35766) WE SHOULD BE TOGETHER	7.98	125	8	160	NOEL POINTER (United A SHOT THROUGH	,	7 08	164	4	193	ISAAC HAYES (Polydor PD-1-6224) CRUISIN'	8.98		1
127	CRYSTAL GAYLE (United Artists UA-LA969-H) SATURDAY NIGHT FEVER		95	8	161	JENNIFER WARNES (Aris	sta AB 4117)	7.98	166	4	17.7	VILLAGE PEOPLE (Casablanca NBLP 7118) HOT		190	49
400	BEE GEES & VARIOUS ARTISTS (RSO RS 400	•	124	93		TEENA MARIE (Gordy G7	'-986R1)		143	21		MAYNARD FERGUSON (Columbia JC 36124)	7.98	175	4
128	MOON MARTIN (Capitol ST-11933)	7.98	145	7	162	THE STRANGER BILLY JOEL (Columbia JO		7.98	156 1	100	195	MYSTIC MAN PETER TOSH (Rolling Stone COC 39111)	7.98	186	7
129	PLEASURE & PAIN DR. HOOK (Capitol SW 11858)	7.98	135	10	163	KOOL AND THE GANG		7.98			196	MARSHALL TUCKER BAND	7.98		
130	GOMM WITH THE WIND IAN GOMM (Stiff/Epic JE 36103)	7.98	137	5	164	(Delite/Mercury DSR-951: CAROLYNE MAS		7.98	_	1	197	(Warner Bros. BSK 3317)	8.98	179	20
131	WATER SIGN JEFF LORBER FUSION (Arista AB 4234)	7.98	149	4		(Mercury SRM 1-3783) AIRPLAY		7.98	172	4		CARLY SIMON (Elektra 5E-506) DAVID LOGGINS	7.98	181	12
132	WITH THE NAKED EYE	7.98		7		POINT BLANK (MCA 3160			169	5		(Epic JE 35972)		-	1
133	GREG KIHN BAND (Beserkley BZ-10063) SATURDAY NIGHT FIEDLER	7.98	123		166	GENE CHANDLER (20th	Century Fox/RCA T-59		167	5		STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	196	71
	ARTHUR FIEDLER & THE BOSTON POPS (Midsong International MS 1011)		158	3	167	BROWNE SUGA TOM BROWNE (Arista GF		7.98	173	5	200	NEW CHAUTAUQUA PAT METHENY (ECM 1-1131)	8.98	191	20
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Butt	wne, Tom			. 180	Knack	. Earl	2 Night		1	43	Scorpion				16
Can	e. J.J			. 110	Larse	. The Gang	4 Nugent, Ted		1	78	Shirts	ob			28
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Cha	ndler, Gene	chael .		81	Lorbe	ns, Dave	11 Parsons, Alan			74	Smith, R	edge			
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Weeks On 9/8 Chart	Weeks On 9/8 Chart	
1 IN THROUGH THE OUT	33 MORNING DANCE 7.98 SPYRO GYPA (Infinity INF-9904) 34 25	67 REPEAT WHEN NECESSARY
DOOR LED ZEPPELIN (Swan Song SS 16002) 1 2	34 VAN HALEN II 8.98 VAN HALEN (Warner Bros. H3 3312) 31 23	DAVE EDMUNDS (Gwan
2 GET THE KNACK 7.98 THE KNACK (Capitol SO-11948) 2 12	35 GO FOR WHAT YOU KNOW 7.98 PAT TRAVERS BAND (Polydor PD-1-6202) 55 10	ATLANTA RHYTHM SECTION (Pol
3 CANDY-O 8.98 THE CARS (Elektra 5E-507) 3 12	36 EVOLUTION 9.98 JOURNEY (Columbia FC 35787) 41 24	69 BOP TILL YOU DROP RY COODER (Warner E
4 BREAKFAST IN AMERICA 8.98 SUPERTRAMP (A&M SP-3708) 4 25	37 NINE LIVES 8.95	70 SWITCH II (Gordy/Mo
5 MIDNIGHT MAGIC COMMODORES (Motown M8-926M1) 8 5	REO SPEEDWAGON (Epic FE 35988) 33 7	71 LOVEDRIVE SCORPIONS (Mercu
6 RISQUE 8.98 CHIC (Atlantic SD 16003) 7 5	BAD COMPANY (Swan Song SS 8506) 37 26 39 CHILDREN OF THE SUN 7.98	72 STRIKES BLACKFOOT (
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8 OFF THE WALL 8.98 MICHAEL JACKSON (Epic FE 35745) 15 3	AG/DC (Atlantic SD 19244) 48 5	74 EVE THE ALAN PARS
9 I AM 8.98 EARTH, WIND & FIRE (ARC/Columbia FC-35730) 9 14	CAMEO (Chocolate City/Casablanca CCLP 2008) 44 10	75 THE B-52S (Warner
10 FIRST UNDER THE WIRE 8.98 LITTLE RIVER BAND (Capitol SOO-11954) 10 6	TALKING HEADS (Sire SRK 6076) 53 4	76 CANDY CON FUNK SHUN (Marce
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12 RUST NEVER SLEEPS 8.98	44 THE GAMBLER 7.98 KENNY ROGERS (United Artists UA-LA-934) 43 40	78 THE MUPPET MOVID ORIGINAL SOUNDTRACK (A
NEIL YOUNG & CRAZY HORSE (Reprise HS 2295) 12 10	45 LUCKY SEVEN 7,98 BOB JAMES (Tappan Zee/Columbia JC 36056) 47 6	79 MIRRORS BLUE OYSTER CULT (Col.
13 MILLION MILE REFLECTIONS CHARLIE DANIELS BAND (Epic JE-35751) 11 20	46 THE JUKES SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury SRM-1-3793) 49 6	80 DOWN TO EARTH
14 SLOW TRAIN COMING BOR DYLAN (Columbia FC 36120) 42 2	47 IDENTIFY YOURSELF 8.98 THE O'JAYS (Phila Intl./CBS FZ 36027) 61 2	81 DO IT ALL
15 CHEAP TRICK AT	48 MONOLITH 8.98 KANSAS (Kirshner/CBS FZ 36008) 45 15	82 AN EVENING OF MA
BUDOKAN 8.98 (Epic FE 35795) 13 30	49 THE MAIN EVENT 8.98 ORIGINAL SOUNDTRACK (Columbia JS 36115) 56 11	83 STREET MACHINE
7.98 DIONNE WARWICK (Arista AB 4280) 21 16	50 BORN AGAIN 8.98	SAMMY HAGAR (C
8.98 ASHFORD AND SIMPSON (Warner Bros. HS 3357) 23 4	RANDY NEWMAN (Warrier Bros. HS-3346) 59 4 51 IN THE PUREST FORM 7.98	85 I WANNA PLAY FOR
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24 STREETLIFE 7.98 CRUSADERS (MCA-3094) 24 16	58. VOLCANO 8.98 JIMMY BUFFETT (MCA-5102) 90 2	92 JOE'S GARAGE — A FRANK ZAPPA (Zappa/Mero
25 13 8.98 CHICAGO (Columbia FC 36105) 30 3	59 MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK-3193) 62 39	93 2 HOT! PEACHES & HERB (MVP/Pol
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Wilves (Columbia FC 36057) 22 12	VAIN MICHAIGON (Warrier DIOS, HS 3390) 84 2	Lubit Mandill

			eeks On nart
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68	DAVE EDMUNUS (Owan Song SS 8507) UNDERDOG ATLANTA RHYTHM SECTION (Polydor PD-16200)	72 70	14
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76	CANDY 7.98 CON FUNK SHUN (Maroury SRM 1-3764)	78	18
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90	NIGHT OWL 7.98 GERRY RAFFERTY (United Artists UA-LA-958-1)	94	15
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93	2 HOT! 7.98 PEACHES & HERS (MVP/Polydor PD-1-6172)		41
94	WHERE I SHOULD BE 8.98 PETER FRAMPTON (A&M SP 3710)	91	13
95	LEAD ME ON 7.98 MAXINE NIGHTINGALE (Windsorg/RCA BXL 13401)		6
96	NILS NILS LOFGREN (A&M SP 4756)	79	10
97	RAINBOW CONNECTION 8.98 ROSE ROYCE (Whitfield/Warner Bros. WHS 3387.)	114	2
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100	LOVELINE 7.98 EDDIE RABBITT (Elektra 6E-18!)	103	16



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