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EDITORIAL A Tonic For The Times

Like the RIAA's recent decision to require a 120-day delay for platinum and gold certifications, the trend by a growing number of labels to reduce the list price for certain catalog merchandise is a good idea, one that is in tune with present industry economics.

Besides providing a shot in the arm to depressed catalog sales, the creation of a \$3.98 to \$6.98 list price series for catalog goods should help alleviate the industry's nagging returns problem. And, if such albums are worked properly by the labels, it should also reduce the tendency to cut out records that still have solid sales potential, albeit at a price lower than

\$7.98.

With the sale price for hit albums currently in the \$5.50 to \$6.99 range at most retail outlets around the country, the days of going into a record store and coming out with two or more new LP releases for a \$10 bill are gone forever. Thus the inclusion of such mid-priced catalog series may also serve to stimulate multi-record purchases.

If the customer can once again look forward to getting more than one album for a ten spot, it would go a long way toward advancing the industry's contention that records are "your best entertainment value."

NEWS HIGHLIGHTS

- International sales on the rise for all major record companies (page 7).
- Dancing up at rock clubs; labels taking notice (page 7).
- Communications Act rewrite put to rest for this Congress (page 7).
- GRT files Chapter XI bankruptcy petition (page 7).
- Labels considering downgrading catalog list prices (page 8).
- "First Under The Wire" by Little River Band and "More American Graffiti" are the leading **Cash Box** Album Picks (page 11).
- "Lost In Music" by Sister Sledge and "Totally Hot" by Olivia Newton-John are the leading **Cash Box** Singles Picks (page 13).

TOP POP DEBUTS		
SINGLES	48	DON'T BRING ME DOWN — Electric Light Orchestra — Jet/CBS
ALBUMS	133	WE SHOULD BE TOGETHER — Crystal Gayle — UA

POP SINGLE	BAD GIRLS Donna Summer Casablanca
R&B SINGLE	BAD GIRLS Donna Summer Casablanca
COUNTRY SINGLE	YOU'RE THE ONLY ONE Dolly Parton RCA
JAZZ	STREET LIFE Crusaders MCA

NUMBER ONES



Patrick Hernandez

POP ALBUM	BAD GIRLS Donna Summer Casablanca
R&B ALBUM	TEDDY Teddy Pendergrass Phila. Int'l. CBS
COUNTRY ALBUM	GREATEST HITS Waylon Jennings RCA
DISCO	BORN TO BE ALIVE Patrick Hernandez Columbia

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Jeff Lynne



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CASH BOX NEWS

Rewrite Is Dead For This Congress

by Joanne Ostrow

WASHINGTON, D.C. — The controversial rewrite of the Communications Act of 1934, which would have lifted federal regulations from the broadcasting industry, hit its final roadblock and was abandoned by its sponsor, Rep. Lionel Van Deerlin (D-Calif.) on Friday the 13th of July.

Van Deerlin will remove the common carrier portions from the bill, as he had threatened to do if broadcasters failed to rally behind his legislation, and give up on the radio and television portions. "We need to avert chaos in the telephone industry," said Van Deerlin. "To do that we need to peel off the common carrier and move that separately."

The ultimate block to passage of the broadcasting items in H.R. 3333 came in the form of broad political opposition — from labor unions and consumer groups on one hand and from broadcasters on the other. While citizens group leaders argued that the bill would relieve broadcasters of any public interest standard, broadcasters argued against a proposed spectrum use fee.

After the rewrite was formally written off, National Association of Broadcasters president Vincent Wasilewski issued a statement applauding Van Deerlin's push for "regulatory relief for broadcasting." However, Wasilewski said, "This latest action acknowledges that much of the original 1934 law remains valid — has served both the industry and the public well, and should be retained. This concurs completely with the NAB Board of Directors position adopted in June 1978 which called for a 'creative blending' of the old with the new. We remain hopeful that this can be accomplished."

The executive director of the National Citizens Committee for broadcasting, Sam Simon, expressed some reservations after being quoted in the Washington Post as being "tickled pink" about the subcommittee's news. "On reflection," Simon told *Cash Box*, "the rewrite may or may not be dead. My initial reaction was euphoria, but now they'll move to amend the 1934 Act and I think we'll see many broadcast provisions proposed again, especially by the more conservative Republicans who are interested in giving longer license periods for example."

Mark-Up Cancelled

The mark-up of H.R. 3333 had started on schedule July 11 and sub-committee members agreed to review each of the bill's eight sections separately. However, even before the mark-up began, Van Deerlin reportedly

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GRT Bankrupt, Agrees To Repay Bank Of America

LOS ANGELES — The financially strapped GRT Corp. has filed for Chapter XI protection under federal bankruptcy laws.

The custom tape manufacturer and distributor has reached an agreement in principle with its most pressing creditor, Bank of America, which had been demanding immediate payment of \$6 million in secured loans to GRT.

B of A has now agreed to provide continued funding so that GRT can continue its manufacturing operations. The terms of the agreement have not been disclosed.

The bankruptcy proceeding, which will prevent GRT's assets from being attached by creditors, was brought about in part by the Bank of America's demands as well as by GRT's loss of ABC Records' custom tape business, which occurred when MCA

(continued on page 24)



TEDDY NABS GOLD — Philadelphia International recording artist Teddy Pendergrass was presented with a platinum record in recognition of his current LP, "Teddy," during a recent break in his concert tour. Pictured above (l-r) are: Don Dempsey, senior vice president and general manager for E/P/A; Tony Martell, vice president and general manager for CBS Associated Labels; Bruce Lundvall, president of CBS Records Division; Pendergrass; Harry Coombs of PIR; Vernon Slaughter, vice president of jazz/progressive marketing for CBS Records; and Paris Eley, vice president of promotion, Black Music Marketing, for CBS Records. Shown seated is Ron McCarrell, vice president of marketing for E/P/A.

Growth Of International Markets And Revenues Buys Domestic Industry

by Richard Imamura

LOS ANGELES — In a time of rising costs and soft sales on the domestic front, one bright spot for the U.S. record industry has been the strength of international sales. Accounting for as much as 50% of the total revenues for some companies, exploitation of the international market has become a top priority in the face of declining sales at home.

Indicative of the strength of this market, the six majors — CBS, PolyGram, Capitol, RCA, WEA and MCA — report increased earnings overseas in 1979, reflecting increased efforts to capture a larger share of the action.

Thus, not only has competition for the

traditionally strong international markets in the U.K. and western Europe, Japan, Australia/New Zealand and Canada heightened but also new in-roads have been made in such relatively untapped markets as Latin America, west Africa and southeast Asia. Further down the road, the vast markets of the U.S.S.R., eastern Europe and China offer new possibilities.

The allure of international markets is further heightened by world economics, where the healthy economies of Japan and Germany (traditionally the #2 and #3 markets behind the U.S.) provide rich markets for exploitation. Add to that the countries where higher prices have always

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Dance-Oriented Rock Clubs Getting Popular; Some Labels Eye Potential For Testing 45s

by Aaron Fuchs

NEW YORK — One of the most interesting trends in today's rock music scene is the proliferation of rock clubs that are oriented toward dancing rather than sit-down concerts. Although this phenomenon has been reported in cities ranging from Los Angeles to Boston and from San Francisco to Detroit, it is most predominant in New York. It is such a strong force in New York, in fact, that a number of record labels have adopted marketing and promotion measures that parallel the days when disco was first perceived as a market for breaking records.

In New York the list grows weekly as clubs like Heat, Tomato, and the Rocker Room join the pioneering dance-oriented rock clubs like Hurrah's and the Mudd Club, while venues like Max's, which have had long-time concert policies begin to advertise their dance floors.

"People are getting tired of going to the disco and hearing the same thing," explains Jim Fouratt, who manages Hurrah's, perhaps New York's most popular disco-rock venue. "They're getting tired of sitting down to hear rock and roll. Today rock has become too concertized. I also think the economic picture is a factor. People want to go out and enjoy themselves and not have to think about anything, much the way dance marathons gained popularity during the Depression."

According to Mike Leon, director of east coast operations for A&M Records, "my observation is simple. There's nothing new at all about the dance phenomenon. In the '60s, it was routine for me to come to Manhattan and go to clubs like Arthurs or Ondines and dance to records by the Four

Tops, the Temptations, the Beatles and the Rolling Stones. Admittedly, things did get somewhat cerebral in the concert scene a few years back, but for me, it is a given that people like to dance and feel good to rock and roll music.

Dancing Is Up

While the Whisky on Sunset Blvd. has long been an institution in the L.A. club scene,

manager Ray Sexton has noticed a dramatic increase in the use of the club's dance floor between performances. "In the past three or four months, our dance floor has gotten more use than ever before. Kids are feeling a lot better about dancing, and whether they are part of a Hollywood crowd or a beach crowd, I've seen a definite in-

(continued on page 24)



PHILLIP D'ARROW AT THE BOTTOM LINE — Polydor Records artist Phillip D'Arrow recently debuted at the Bottom Line, performing material that included his soon-to-be-released single, "Same Kind of Woman." Pictured standing backstage are (l-r): Bill McGathy, national AOR promotion manager for Polydor; Jim Del Balzo, national college promotion manager for Polydor; Steve Salmonsohn, vice president of finance for Polydor; Fred Haayen, president of Polydor; Dick Kline, executive vice president of Polydor; Phillip D'Arrow; Cynthia Cox, national secondaries promotion manager for Polydor; and Randy Roberts, national singles sales manager for Polydor. Pictured kneeling are (l-r): Fred Weissman, northeast regional promotion manager for Polydor and Don Bernstein, New York local promotion manager for Polydor.

WCI Posts Drop In Music Income For Second Qtr.

NEW YORK — Second quarter operating income for the recorded music and music publishing division of Warner Communications Inc. declined 19% to \$16,402,000 from \$20,245,000 for the prior-year period. During the second quarter, the music division's revenues rose 18% to \$157,453,000 from \$133,530,000 the previous year.

Similarly, first half operating income for the music group declined 12% to \$36,912,000 from \$42,112,000 for the first six months of 1978 while first half sales jumped 18% to \$332,280,000 from \$272,225,000 the previous year.

Overall, WCI reported record second quarter results. Income from continuing operations of \$20,192,000 was up 20% from \$16,814,000 last year. Revenues rose to \$367,776,000 from \$275,367,000 in 1978.

For the six months ending June 30, 1979, income shot up 41% to \$51,010,000 from \$36,056,000 for the prior-year period. Revenues for the first six months rose to \$821,571,000 from \$587,864,000.

These figures do not include WCI's equity in the income of Garden State National Bank, which is carried as a discontinued operation because of the previously announced intention to sell WCI's investment in the bank. It is expected that WCI will sell its interest in Garden State for \$54 million in cash and notes as part of the acquisition of the bank by Fidelity Union Bancorporation.

Commenting on the second quarter results, Steven J. Ross, chairman of the board of WCI said, "These results were the product of growth in all of WCI's operating divisions except Recorded Music, where

(continued on page 38)

Labels Look At Downgrading List Price Of Catalog Items

by Leo Sacks

NEW YORK — In an attempt to revive depressed catalog sales, a number of record manufacturers, including CBS, Capitol, and MCA, are contemplating the creation of a \$5.98 or \$6.98 list price series for catalog merchandise currently priced at \$7.98.

CBS has been considering the move for some time and is currently reviewing some of the options that are available to it, according to Frank Mooney, vice president of marketing, branch distribution, for the company.

He said that some of the possibilities included reducing the list price of existing \$7.98 catalog product, increasing the list price of \$4.98 merchandise, introducing LPs by new and developing artists at a list price other than \$7.98, or applying the new price schedule to a particular category of music.

"If the concept of the price point proves to be viable, any artist could be considered for the series," he said, adding that while the line could incorporate material that has been off the charts for at least six months, the particular date an LP was released would not affect its inclusion in the line.

"A catalog line at \$5.98 would have to include viable artists and product so that there's some sense of contemporary awareness for it," Mooney continued. He

RCA Posts 2nd Quarter Loss In Records Division

NEW YORK — Slumping NBC Television earnings and a "substantial" loss at RCA Records sharply trimmed the RCA Corporation's second quarter profits.

Although earnings for the company in the second quarter of 1979 rose nine percent over the same period last year on a sales gain of 17%, the company said that without a \$23 million profit from its sale of RCA Alaska Communications Inc. for \$209 million its second quarter earnings would have been 20% below those of 1978's second quarter.

Net profit for the three months ending June 30, 1979, was \$85.6 million compared with \$78.3 million for the same period in 1978. Revenues rose to \$1.89 billion from \$1.61 billion a year ago.

RCA did not disclose the size of the record division's losses, but stated that earnings fell as a result of "substantial provisions for sales returns" in the records division and "accelerating expenditures related to the market introduction of the RCA VideoDisc system."

stated that the chances of including deleted material in such a line are practically nonexistent.

Expanding Midlines

Capitol and MCA are also making plans to expand their midline programs. However, neither company has decided whether to decrease the list price of its existing \$7.98 catalog merchandise. Dennis White, senior vice president of marketing for Capitol said that the company was unsure how it would handle the transition from one list price to another.

"There is a definite problem in the implementation of a lower list price on existing catalog merchandise," White told **Cash Box**. "How are you going to inform the dealer that product he now has in his inventory is suddenly \$5.98 when he bought it at \$7.98? What would stop him from returning his stock at one price and then rebuying it at another? It would not only create massive returns, but it would also automatically reduce our total billing volume. When you're dealing with literally hundreds of thousands of units, conceivably we would be losing two dollars a unit on each exchange."

Conversations with the retail community raised several alternatives to the manufacturers' dilemma in this matter. For instance, retailers noted, the companies could put new prefixes on outgoing LPs or take inventory of their accounts and make the necessary adjustments that way. The labels could also make dealers sell off their existing inventory at the lower price so that the accounts could then rebuy product at the lower list price, using credit obtained from the difference between the original wholesale cost and the new cost.

MCA, according to Sam Passamano Jr., director of marketing for the label, will be expanding its midline series in the fall when it introduces 38 classic jazz titles at the suggested list price of \$3.49. He said that the label was also examining the ABC

(continued on page 38)

Patch To Retire

LOS ANGELES — Gene Patch, senior VP/wholesaling for Pickwick International, has decided to retire early from the company. With Pickwick and its predecessor companies for 31 years, Patch joined the J.L. Marsh Co. when he was 24 and was its first employee.

Pickwick President C. Charles Smith said of Patch's retirement, "Gene has grown up with our industry and our industry has grown with Gene. He has been recognized as a pioneer in the development of record rack-jobbing."



Simon Schmidt

Schmidt Named Head Of CBS Classical Division

NEW YORK — Simon Schmidt has been appointed to the newly-created position of vice president and general manager of Masterworks for CBS Records. He will report directly to Walter Yetnikoff, president of the CBS Records Group.

In his new position, Schmidt will be responsible for the worldwide marketing and A&R functions of the Masterworks classical labels. Paul Myers, vice president of A&R, Masterworks, and Marvin Saines, vice president of Masterworks for the U.S., and their respective staffs will report to Schmidt.

Schmidt has served as director of Eastern Mediterranean Operations and as area vice president of CBS Records International since 1973. He was responsible for directing the activities of all CBS owned and joint-venture companies, licensees, and trading activities in Greece, Cyprus, Turkey, Iran, Kenya, and Nigeria.

London Layoffs Decimate Pop Promotion Dept.

by Ken Terry

NEW YORK — London Records has laid off about 10 people, including several pop promotion staffers. Among those who have left the company are Bob Paiva, national promotion director and Billy Smith, director of disco promotion.

John Harper, national sales manager, who has taken over direction of pop sales in addition to his classical sales duties emphatically denied rumors that London is planning to fold its pop music division. "We are still very much in the pop record business," he said. "We have the Moody Blues under contract, and we anticipate that before the end of this year, we'll have another Moody Blues LP. We also have a contract with Le Joint Records. So although we do a sizable catalog business, we are not going out of the pop record business."

Harper noted that London has a complete national sales force, including district managers, promotion representatives and independent promotion people. "We're like any other record company," he said. He also claimed that most of London's distributors are paying their bills. "I don't have a single distributor on hold," he asserted.

Promotion Cutback

According to other sources in the company, however, London will eventually become a catalog company in the pop field. Without adequate promotion, one source stated, it will be impossible to get new releases off the ground. Claiming that the only promotion people still working London product are employed by the label's distributors, the source said, "It's going to be business as usual, except there won't be any people to do business."

CASH BOX



Atlantic recording group ABBA is, indeed, one of Sweden's greatest exports. The foursome's engaging brand of Euro-pop, and its bright, bouncy rhythms have an international appeal that seems to translate into almost every language.

The Swedish quartet won the 19th annual Eurovision Song Contest for its "Waterloo" tune in 1974, and hasn't looked back since. The group has received a gold award for its debut LP, "Arrival," and platinum awards in 1978 for "The Album" and "Greatest Hits" albums. Abba's current LP, "Voulez Vous," is currently riding at the #37 bullet position on the **Cash Box** Pop Album chart.

ABBA — comprised of writers Benny Andersson and Bjorn Ulvaeus, and singers Frida Lyngstad and Anna Faltskog — have come up with another winner in "Voulez-Vous." The album is chocked full of those lushly produced numbers that are similar in style to "Fernando" and "Dancing Queen." The international appeal in the album is evidenced by the fact that it is currently in the Top 10 in more than a dozen countries, including England, West Germany, Belgium, Australia and Spain.

One of the most startling testaments to ABBA's success is the fact that the group exceeds even Volvo as the highest earning business entity in all of Sweden.

Interestingly, ABBA has achieved international acclaim without extensive touring. Where most acts feel that touring is an essential part of record sales, the group is an exception. However Europe got a rare treat in early 1977, when ABBA embarked on a tour of Europe, the British Isles and Australia. It marked the band's first concert tour in over two years. In London alone, 3.5 million mail order requests were received for the 12,000 seats available.

In support of "Voulez-Vous" ABBA will be bringing their lustrous wall of synthesized sound and soaring harmonies to American shores for the first time ever this fall. The tour, which will cover 16 cities in all, will begin Sept. 16 in Seattle. Until that time American fans will have to settle for listening to this fine Swedish import's new album, "Voulez-Vous" and Top 20 single, "Does Your Mother Know."



SQUEEZE AT HURRAH'S — A&M recording group Squeeze recently performed at Hurrah's. Pictured backstage are (l-r): Jools Holland and Glenn Tillbrook of the group; Jay Boberg, management; Chris Difford of the group; Michael Leon, director of East Coast operations for A&M; Gail Davis, associate director of artist development for A&M; Miles Copeland, manager; John Bentley of the group; Kathy Bacigalupo, special projects representative for A&M; Rich Totojan, director of national FM promotion for A&M; and Gilson Davis of the group.

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NEW FACES TO WATCH



Rachel Sweet

Running into Rachel Sweet by chance, she appears to be your basic 16-year-old high school girl. But if you catch her on stage, it's easy to see why the teenage rocker's debut album "Fool Around" has shot to #136 bullet in just three weeks on the **Cash Box** Top 200 Albums chart.

Despite her youth and lack of pretention, Rachel is a veteran performer who knows how to belt out a song and play to an audience. She won a local talent contest in her hometown of Akron, Ohio (home of such new wave stalwarts as Devo, Pere Ubu and Tin Huey) at the age of five and has since gone on to local TV, summer stock, network TV commercials and touring with the likes of Mickey Rooney and Bill Cosby.

"I haven't really been working for 10 years steady," says Rachel, "but close to it. I began as a Shirley Temple, but what I'm doing now has outraged my old supporters."

A few years ago, feeling too young to make it in rock 'n' roll, Rachel signed with Derrick Records as a country artist, hoping to become the next Tanya Tucker. She played at two Fan Fairs and charted with a single, but about a year and a half ago she started her shift back to rock.

Back in Akron, Rachel's father's best friend's son Liam Sternberg was trying to sell songs to Stiff Records, the irreverent, independent English label. He got Rachel to sing on his demo and Stiff head Dave Robinson liked the singer better than the songs. Soon Stiff contacted Rachel and offered her and her sister, who she used to sing with, four weeks in England to check out the company. A few weeks later she was recording, with Sternberg as producer.

The result was "Fool Around," which immediately received a lot of attention in England and in the U.S. as an import, along with a cover of "B.A.B.Y.," the first single off the LP. Columbia Records, which had already scored with such Stiff acts as Elvis Costello and Nick Lowe, signed Rachel for North America and had "Fool Around" fine tuned for American audiences.

"Voices are more prominent in the U.S.," explains Rachel, "so we remixed it. There were a couple of vocal lines I would have changed, but I wanted to go to Paris the next day so we had to redo four songs in one night."

Since then Rachel has followed up her first Stiff tour with a series of U.S. dates opening for such acts as Graham Parker and The Cars, but she insists her family and friends are unimpressed.

"My family won't be impressed until I'm on the 'Tonight Show' and talk to Steve Martin. And the people in Akron don't think I should be traipsing around Europe. But I still want to graduate from high school — and maybe sing at the prom," muses Rachel, who used to be editor of her school newspaper.

Despite going to England to get her career rolling, Rachel insists "I'm very American. I want Firestone High to want to claim me."

As "Fool Around" bullets up the chart even before an American single has been released, it looks like she won't have to wait long before kids are "sittin' around in the Firestone parking lot," talking about who knew Rachel when.



Squeeze

As the dust begins to settle on the latest round of invading British bands, A&M group Squeeze are moving quickly to the forefront of those groups that blend the best qualities of traditional pop with the style, personality and modernity of new wave. Their latest album, "Cool For Cats," whose title tune was a major hit in England, hears testimony to the band's pop craftsmanship, by the clever lyrics of guitarist Chris Difford and the catchy melodies of guitarist Glen Tillbrook. Squeeze also boasts an outstanding rhythm section propelled by the authoritative muscular drumming of Gilson Davis, the expert bass playing of Harry Kakoulli, and the funky keyboard playing of Jools Holland.

The group originally formed in the section of South London called Deptford in 1973. "Except for Gilson, we were all in school together," recalls Difford. "We used to hang out during lunchtime and breaks and play together because we couldn't stand any of the work. We started out doing Randy Newman songs, things like that, then I started writing a whole lot of lyrics and that started us off."

A couple of years later, Lavis joined the band, after impressing the group by spontaneously filling in for their regular drummer, who was injured in a barroom brawl. Soon afterwards, a chance meeting with John Cale, a founding member of the Velvet Underground, resulted in Cale producing an independently released EP for Squeeze. This in turn led to an A&M recording contract. Cale stayed aboard to produce the group's first album, "U.K. Squeeze," from which their first hit single, "Take Me, I'm Yours," was pulled (it went Top 20 in England). By the time "Cool For Cats" was ready to be marketed, the group had shortened its name to "Squeeze."

Hyped by the Top 5 success of the "Cool For Cats" single in England and the similar success of the followup, "Up The Junction," Squeeze is currently on a 24-date tour of the U.S., hoping to repeat their success stateside. If attention from celebrities is any indication, Squeeze is on their way. At their recent gig at New York's Hurrah's, their show was attended by Bruce Springsteen, Bram Tchaikovsky, and Nick Lowe. The group has received offers from other stars who are interested in handling production chores for their next album which they are scheduled to record when this tour ends. "We've had offers from Dave Edmunds, Elvis Costello, and Nick Lowe to produce our next album," muses Difford. "And there are many things that we are taking into consideration. For example, though Elvis Costello is a really great writer, I'm a writer myself, and that might create some conflict."

But, despite all the early signals of imminent success, Difford has found that there are disadvantages. "There have been frustrations," he admits. "In the past I've had other outlets for my writing, like poetry, which I have not had time for in the past four months because we've been so busy. A month ago we had a week off and I had to spend it writing songs for the next album."

Still, Difford, like the other band members, is consistently motivated by the good feelings derived from playing together.

ARTIST PROFILE

K.C.: The 'Father Of Disco' Raised On Gospel And Soul

by Frank Sanello

LOS ANGELES — Although KIIS-FM in Los Angeles recently called him the father of disco, Harry Wayne Casey, better known as the Sunshine Band's K.C., says his music is firmly rooted in the gospel-soul tradition.

As a child he sang with his mother in a Pentecostal church. In high school in Hialeah, Fla., he took part-time jobs to feed his habit of buying records, most of which were on the Motown label.

Casey recalls that his first job in the music industry was stacking product in the T.K. Records warehouse in Miami. But it wasn't long before he turned from stacking records to recording them. In 1973, Rick Finch, who also worked in the warehouse, Henry Stone of T.K. Records, and Casey were walking together, when Stone abruptly turned to Casey and said, "I'm going to make you a star and Rick the greatest sound engineer. I'm taking you out of the warehouse and into the studio."

Together Casey and Finch became the writers, composers and performers for KC and the Sunshine Band. Their first year "out of the warehouse," the duo wrote, arranged, produced and performed their debut record as "KC and the Sunshine Junkanoo Band."

Junkanoo originated in the West Indies, also the home of reggae, and consists of a heavy beat, dominant percussion and a lot of tinkling cow bells. Casey's band soon abandoned the name and sound of junkanoo. "Nobody could remember such a long name," Casey recalls, "and the sound of the drums and those cowbells sort of got in the way of our sound."

The Sunshine Band's first acceptance came from outside the U.S. Within two months of T.K.'s British distributor's picking up the band's "Queen of Clubs," the single went to the top of the pop charts in the U.K.

An instrumental album and a self-titled album followed one after the other, with a cut from the latter LP "Get Down Tonight," eventually becoming a #1 hit on both the R&B and pop charts in this country. Eventually the band's self-titled LP went platinum, aided in part by another #1 breakoff, "That's The Way I Like It."

In 1976, KC and the Sunshine Band received five Grammy nominations, including one for best new artist. The next year, two successful singles — "Shake Your Booty" and "I'm Your Boogie Man" — continued to underline the appeal of a band whose sound has been derisively described as "blue-eyed soul."

"I don't think color should have anything to do with it," Casey, an Italian-Irish



K.C.

American, counters. "We have two blacks and two whites in our group. I think that's a really good symbol of successful integration. On the other hand, if a black person wants to record pop, he should have the right to do so. Denying him that right is a sort of reverse racism."

Gospel and soul were not the sole musical influences on the 28-year-old artist. Perhaps part of his crossover success is attributable to the fact that "my mother used to drag me to Blood, Sweat & Tears concerts. She used to have people over to the house, and we'd all sit around the piano and sing into the early hours," according to Casey.

(continued on page 23)

BMA Comes Out For Performance Rights

NEW YORK — The Black Music Association has sent letters to the Black Caucus and to Robert Kastenmeier, Chairman of the House Subcommittee on Courts, Civil Liberties, and the Administration of Justice, requesting their support of the Sound Recordings Performance Rights Amendment to the Copyright Laws (H.R. 997).

Similar notification was also sent to Congressman George Danielson, sponsor of H.R. 997; to Congressman John Conyers, Chairman of the Black Caucus; and to Senators Harrison Williams and Ted Kennedy.

The bill would extend royalties to musicians, vocalists, and recording company copyright owners when their recorded works are played for the commercial benefit of radio stations, television, discos, theatres, and other places of public performance.

(continued on page 23)



QUATRO ROCKS THE ROXY — RSO recording artist Suzi Quatro was in Los Angeles for her first series of concerts in three years at The Roxy. Quatro, who is presently on tour in support of her current album, "If You Knew Suzi," was greeted backstage by label executives. Pictured are (l-r): Nicky Chinn, manager; Quatro; Mitch Huffman, RSO vice president of sales; Bob Smith, RSO national promotion director; Al Coury, RSO Records president; and Rich Fitzgerald, RSO vice president of promotion.

FIRST UNDER THE WIRE — Little River Band — Capitol SOO 11954 — Producer: John Boylan — List: 8.98 — Bar Coded

With its finger firmly planted on the pulse of contemporary music, this platinum selling Australian band has come up with another great collection of air-tight pop songs. Ringing harmonies are the Little River Band's forte, and its resonant vocal arrangements are in full bloom on "First Under The Wire." John Boylan's sterling production adds lustre to the songs, and David Briggs brilliant guitar work continues to be the group's musical focal point. A must for AOR, MOR and Pop programmers.

NINE LIVES — REO Speedwagon — Epic FE 35988 — Producers: Kevin Cronin, Gary Richrath and Kevin Beamish — List: 8.98 — Bar Coded

This raucous midwestern touring band finally put it all together on "You Can Tune A Piano, But You Can't Tuna Fish," and with "Nine Lives" the band continues to refine its full tilt, rockin' style. Powered by the arresting vocals of Kevin Cronin and the sonic guitar licks of Gary Richrath, the band delivers another fine set of ear scorcher and piano oriented rave ups. "Easy Money," "Take Me" and "Heavy On Your Love" are the LP's key cuts.

BACK ON THE STREETS — Tower Of Power — Columbia JC 35784 — Producers: McKinley Jackson and Richard Evans — List: 7.98

This reknowned San Francisco Bay area configuration has a funky spirit that few bands in popular music can match. That tight, bright horn section and the ever so soulful vocals of Michael Jeffries are, once again in peak form on "Back On The Streets." Background harmonies by the Jones Girls further embellish that vibrant Tower Of Power sound. A celebratory mood pervades this album, and it is the perfect selection for summertime parties. For R&B and Pop formats.

THE ESSENTIAL JIMI HENDRIX VOLUME TWO — Jimi Hendrix — Warner Bros. HS 2293 — Producer: Alan Douglas — List: 8.98

The original king of sound and fury guitar is reincarnated once again on "The Essential Jimi Hendrix Volume Two. Hendrix was one of the most mysterious and revered rock stars of the '60s, and one of the psychedelic era's tragic losses. Side one of this LP features Hendrix' top cuts from the "Are You Experienced," LP and side two documents his best live performances. A 7" of "Gloria, previously unreleased in the States, also comes in this historic re-package. Hendrix will continue to live on in the public's rock 'n' roll heart.

JOY RIDE — Brooklyn Dreams — Casablanca NBLP 7165 — Producers: Juergen Koppers and Donna Summer — List: 7.98

Joe "Bean" Esposito, lead voice of the "Dreams, has a blue eyed soul sound that is fast making him become the Michael MacDonald of the disco crowd. However, Ed Hokenson and Bruce Sudano contribute just as much to that fine three part harmony. Thor Baldurson's arrangements and synthesizer embellishments are primarily responsible for the Eurodisco sound of "Joy Ride." Recorded in Munich and L.A., the LP also features top studio cats like Jeff Baxter and Steve Lukather.

OH WHAT A FEELING — Mavis Staples — Warner Bros. BSK 3319 — Producer: Jerry Wexler — List: 7.98

Mavis gave the Staple Singers that distinct, gritty vocal sound, and on "Oh What A Feeling" she proves just how versatile she is. She soars through a mixed bag of styles on the LP — disco, gospel, straight ahead R&B and gospel — and performs them all in flawless fashion. A torchy ballad, "I Miss You," the disco hit, "Tonight I Feel Like Dancing," and the R&B flavored title cut are the LP's highpoints.

JUMPIN' IN THE NIGHT — The Flamin' Groovies — Sire SRK 6067 — Producers: Cyril Jordan and Roger Bechirian — List: 7.98

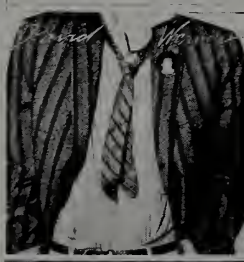
As long as the Flamin' Groovies are around, the British invasion sound of the '60s will never die. The album has a purposely muddy mix that immediately recalls the sound of early Animals, Yardbirds and Stones. The Groovies own songs have sort of a new wave, rebellious tinge, but the remake is the thing here. Great covers of The Beatles' "Please Please Me," Dylan's "Absolutely Sweet Marie" and McGuinn's "5D" are the LP's highlights.

OOH, LA, LA — Suzi Lane — Elektra 6E-207 — Producer: Giorgio Moroder — List: 7.98

This LP opens with riveting percussion, segues into a hypnotic synthesizer bass line and by the time Ms. Lane unleashes her sensual vocals, the listener is already moving to one of the best Euro-disco excursions heard in sometime. With the guidance of techno whiz Moroder and the engineering chutzpah of Harold Faltermeyer, the lovely songstress has come up with a stunning dancin' debut. The title cut, a 7:38 disco inferno, is the LP's showcase piece, and disco programmers should jump on it.

MADE IT THROUGH THE RAIN — Gerard Kenny — RCA AFL 1-3424 — Producer: Christopher Neil — List: 7.98

Already a star in Europe, Kenny makes an auspicious American debut with "Made It Through The Rain." While his keyboard-oriented melodies and writer Drey Shepard's lyrics touch on modern day societal problems such as alcoholism and prostitution, Kenny has the dramatic vocal ability to interpret those themes without sounding trite. The title song, a plaintive ballad, is the album's feature cut.



MORE AMERICAN GRAFFITI — Various Artists — MCA2-11006 — Producers: Howard Kazanjian and Sidney Ganis — List: 12.98

This is the soundtrack to the "Graffiti" sequel, and it's a honey. The LP is a documentation of the classic songs of the 1960's. The album, covering everything from Andy William's "Moon River" to Dylan's "Like A Rolling Stone," leaves no musical stone unturned, as it touches on every major genre of the era. The two LP set is definitely time capsule material. A million changes went on during that decade, and the 24 songs on this album are an accurate gage of its social and musical trends.

I LOVE TO SING THE SONGS I SING — Barry White — 20th Century-Fox — T-590 — Producer: Barry White — List: 7.98

The main maestro of spoken soul comes up with another collection of songs for lovers on "I Love To Sing The Songs I Sing." White's low, guttural voice is once again augmented by the flowing strings of The Love Unlimited Orchestra and the smooth female harmonies of Barry's "Angels." The rocking "I Can't Leave You Alone" and the disco oriented "Oh Me, Oh My (I'm Such A Lucky Guy)" are the best moments on this LP. This romantic mood music is suited to disco, MOR and R&B formats.

DAVID WERNER — Epic JE 36126 — Producers: David Werner and Mark Doyle — List: 7.98 — Bar Coded

It's taken four years for David Werner to get back on wax, but it was worth the wait. This is definitely a nominee for sleeper of the year, as there is not a bit of filler on this excellent comeback LP. Werner's confident vocals are perfectly complimented by Mark Doyle's guitar pyrotechnics. While there is a lot of "Ziggy" era Bowie influence on the album, the disc is as contemporary and unique as any sound today, and could possibly break Werner as a major star. This LP is a rockin' joy.

BOP TIL YOU DROP — Ry Cooder — Warner Bros. BSK 3358 — Producer: Ry Cooder — List: 7.98

All the hoopla about this album being "rocks first all-digital recording" aside, "Bop" is undoubtedly Ry Cooder's finest, most consistent effort to date. Backed by a host of guest luminaries, Cooder's flawless guitar work and roughhewn vocal style emerge with more of an emphasis on tight commerciality rather than his usual near-esoteric approach, giving this release a slight vintage Band flavor.

RECKLESS LOVE — Crimson Tide — Capitol ST-11939 — Producer: Donald "Duck" Dunn — List: 7.98 — Bar Coded

This debut LP is different from the usual Southern fried rock affair because the band doesn't have that loud and proud Southern Comfort sound. Crimson Tide bases its music around strong steady piano rhythms and flowing melody lines. Like its regional neighbors, The Atlanta Rhythm Section, the band relies on subtleties rather than bombast. "Duck" Dunn's sleek production work and Steve Cropper's stunning rhythm line on "Wayward Lover" are added pluses on this superbly crafted LP.

LAZY RACER — A&M SP 4768 — Producer: Glyn Johns — List: 7.98 — Bar Coded

Led by guitarist extraordinaire Tim Renwick, this easy going rock band has come up with a fine debut LP. Recorded in the Bahamas under the guidance of producer Glyn Johns, the album has a Fleetwood Mac feel to it. It is a perfect summer record, in that it is rife with soft sensual ballads and easy going rockers. "Alone In A Lonely World," a light breezy rocker, and "Heart With Your Name On It," a sensitive love song, are the top tracks on "Lazy Racer." For a variety of formats.

LIVING ALONE — Phil Everly — Elektra 6E-213 — Producer: Snuff Garrett — List: 7.98

The Everly Brothers have been one of the great influences on popular music, as the duo were one of the first assemblages to bring tight harmony and an acoustic guitar sound to rock 'n' roll. After too long a hiatus, brother Phil has returned with a smooth collection of gently moving rockers and soft ballads. His voice sounds as engaging as it did in the early '60s, and the album's key cuts are "You Broke It," "The Fall Of '59" and the discofied "I Just Don't Feel Like Dancing."

BLIND DATE — Blind Date — Windsong BXL 1-3403 — Producer: Jeff Glixman — List: 7.98

Don't let the kinky graphics or the fact that this release is on, in essence, John Denver's label alienate you, because Blind Date is a tough rock 'n' roll outfit that promises to give the established heavys a well deserved run for their money. The emphasis is on a big guitar sound with ballsy bass and whip crack drumming that keeps things zooming along with a power and intensity.

STAR WALK — Larry Graham — Warner Bros. BSK 3322 — Producer: Larry Graham — List: 7.98

Larry Graham and the gang from Graham Central Station serve up a funky brew of disco and R&B oriented numbers on "Star Walk." Graham has the ability to change his vocal stylings, and emerges from the album as one of the most adroit singers in black contemporary music. His falsetto numbers are especially engaging on the new LP. The spacey title tune and the sexy "Tonight" are two of the album's key cuts.

GRT Of Canada Continues Despite Parent Firm's Financial Problems

by Kirk LaPointe

TORONTO — Despite the current financial problems involving the GRT Corp. of Sunnyside, Calif. (see story page 7), a top-level executive with GRT of Canada Ltd. insists that the Canadian firm will continue "business as usual."

Pointing out that GRT of Canada is a "wholly owned subsidiary" of the American-based corporation, and thus unaffected by the current Chapter XI proceedings, Jeff Burns, vice president and general manager of Magnum Records (GRT's recently-formed domestic label in Canada), emphatically denied published reports and speculation that GRT of Canada will fold. "It's absolutely untrue," said Burns. "The few changes we have made are the same that many companies make every day of the year. It doesn't mean that we're finished."

Among the changes referred to by Burns are the recent firing of GRT Corp. president Gordon Edwards and the subsequent resignations of Alex Petchkin, director of marketing and sales, and Mike Reed, merchandising products manager.

New GM

Claude Sassoon has been named by the corporation's board of directors to fill the post of acting Canadian general manager, and announcements of the replacements for Petchkin and Reed will be made soon, said Burns.

Burns went on to say that the executive changes do not reflect financial instability within the Canadian firm. "The banks are still solidly behind us," Burns noted. "We are not in a desperate state, as some would like to believe."

Describing the strength of the GRT

Mankoff Named New Infinity VP

LOS ANGELES — Gary Mankoff has been named to the new position of VP, marketing/finance at Infinity Records.

Mankoff had been VP of finance at the company and was one of the original officers of Infinity which was founded in 1978.

Infinity President Ron A. Alexenburg, stated: "The dynamic growth of Infinity Records, coupled with ever-increasing margin pressures and current economic conditions, has accelerated the interdependence of financial and marketing considerations."

In the music industry for 10 years, Mankoff had been controller of the CBS Records Division. Before this, he held various finance positions within the CBS Records Group.

Mankoff has a B.S. degree in economics from the Wharton School of Business and Finance as well as an M.B.A. from Columbia. Mankoff will maintain his offices in New York.



Gary Mankoff

operations in Canada, Burns added, "Sure, the American firm had to make some changes, but we've been developing our label (Magnum), and are still distributing five other strong labels (among them, Charisma and Passport, both of which have signed new licensor contracts). We have no intention of folding up. That simply isn't going to happen."

Judge Rules MCA Free To Release Thorogood Album

LOS ANGELES — Rounder Records artist George Thorogood's application for a preliminary injunction to prevent MCA Records from releasing an album of material recorded in 1974 and purchased in a master acquisition deal has been denied by a U.S. District Court judge here.

Judge Malcolm Lucas issued his decision July 18, ruling that Thorogood had not shown he would suffer irreparable harm if MCA released "Better Than The Rest" and that in all likelihood Thorogood would not prevail if the case went to trial. The judge also expressed serious doubt as to whether the federal court had jurisdiction in the matter and set a Sept. 17 hearing date on the jurisdiction question.

In a related case, Rounder has appealed a Massachusetts Superior Court's issuance of an injunction preventing the label from selling any Thorogood albums. The appeal is set to be heard July 24.

Lambert Elected President Of L.A. NARAS Chapter

LOS ANGELES — Eddie Lambert was elected president as the Los Angeles chapter of the National Academy of Recording Arts & Sciences (NARAS) concluded its annual elections July 5. Also elected were Sue Raney, first vice president; Anita Kerr, second vice president; Marilyn Jackson, secretary, and Marilyn Baker, treasurer.

Newly elected trustees to represent the Los Angeles chapter on the National Board were Marilyn Jackson, Mauri Lathower, Earl Palmer, Sr., Bob Cato, Jay Cooper, Mike Melvoin and Sally Stevens. They join Bernie Fleischer and Jim Helms, who both have one more year in their present terms of office.

Alternate trustees elected by the Los Angeles chapter include Marilyn Baker, Garnett Brown, Sue Raney, Myron Sandler, Ray Charles, Bruce Johnston and Benny Powell; who join incumbent alternate trustees Jackie De Shannon and Ian Freebairn-Smith.

Kurnit Named As President Of Cashwest Prod.

NEW YORK — Phil Kurnit has been named president of Cashwest Productions. In his new position, Kurnit will be responsible for all administrative and business functions within the company, allowing company principals Tommy Cashman and Tommy West to concentrate entirely on the creative aspects of the company.

Kurnit, who has been active in the legal and business areas of the record and music industry since 1963, was executive vice-president of Cashwest Productions from 1972 to the present.

Horizon Issues Two

NEW YORK — Horizon Records has scheduled two LPs for release in July. They are Brenda Russell's self-titled label debut and "High Gear" by Neil Larsen.

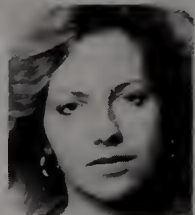
EXECUTIVES ON THE MOVE



Olinick



Straw



Whiffen



Knight

Olinick named At RCA — Martin Olinick has been appointed director, business affairs and A&R administration, west coast, RCA Records. He had joined RCA Records in New York in 1971 as senior contract analyst, and in 1975 became manager, business affairs. He went from New York to California in March of 1977 to fill the new position of manager, business affairs. In November of the same year, he was promoted to director, business affairs, West Coast.

Straw Appointed At MCA — Bill Straw has been appointed general counsel and director of business affairs for MCA Records. He comes to MCA from EMI America Records, Inc. where he held a similar position for the last year and a half.

A&M Promotes Whiffen And Knight — A&M Records has announced the appointment of Janice Whiffen to director of advertising and Bob Knight to director of merchandising. Whiffen previously was national advertising manager and Knight was director of special marketing projects. Both new directors are based in Los Angeles.

Wilen To Mushroom — Mushroom Records has announced the appointment of Dennis Wilen to director of album promotion. He comes to Mushroom from Far Out Productions, where he served as director of promotion.

Dileo Appointed At CBS — Epic/Portrait/Associated Labels has announced the appointment of Frank Dileo to associate director, national promotion, CBS Associated Labels. He has worked in national promotion for RCA Records and Monument Records. He also worked at CBS Records for three years in sales, local and regional promotion capacities.

Catain Joins Rocket — Mike Catain has been appointed general manager/director of creative affairs west coast for the Rocket Record Company. Prior to joining Rocket, he was assistant to the president/director of special markets for Motown Records. Previously, he was assistant to the president/director of A&R for United Artists Records.

Peck Named At CBS — CBS Records has announced the appointment of Greg Peck to northeast regional promotion manager, black music marketing/CBS Records. He joined CBS Records as BMM's Chicago local promotion manager in February 1978. Prior to joining the company he served as local promotion representative in Cleveland, Ohio for Atlantic Records.

Stewart To 20th — The appointment of Michael Stewart to A&R producer for 20th Century-Fox Records has been announced. Previous to joining 20th, he was an independent producer and also served as director of creative productions for CBS Records.

Changes At WB — Warner Special Products, Inc., has announced the appointment of Mark Leviton as A&R supervisor, Warner Special Products. Leviton, a writer and former manager of one of Rhino Records' two Southern California record stores, replaces Jim Bickhart who is leaving to pursue independent recording and writing activities in addition to his involvement with White Noise Records.

MacKay Names At Infinity — Dave MacKay has been named midwest regional representative at Infinity Records. He was previously Infinity's local promotion manager in Buffalo, New York. Prior to joining Infinity in January, he was music director at WPGC (Washington).

WEA Chicago Announces Appointments — The Chicago Regional Branch for the Warner/Elektra/Atlantic Corp., has announced the following four new additions to the branch marketing staff: James Manfre, sales representative/Milwaukee market; Diane Clark, advertising media specialist for the Chicago Branch regional market; Richard Sudakoff, promotion person representing Atlantic product/Chicago; and Michael Schaefer, promotion person representing Elektra/Asylum product/St. Louis.

Ellington Names At Jobete — Natalie Ellington has been appointed director of west coast professional activities for Jobete and Stone Diamond Music Publishing Companies. An 11-year veteran with Jobete, she most recently served as director of television and film music.

Arian Joins Tapestry — Tapestry Records has announced the appointment of Megan Arian to promotion coordinator. She comes to Tapestry from Feather Music, Inc. where she was a professional manager for the past five years after joining the company in 1973 as regional promotion for the west coast. Position entails Arian coordinating radio promotion with key one-stops, independent promotion executives and nationwide independent distributors.

Pavlacka Named — Bob Pavlacka has been named national sales manager of DIL Records, it was announced by Walt Disney Music Co. He will replace Steve Hoch who recently resigned to pursue his Ph.D. at Northwestern University.

Merrill Joins Playboy — Jim Merrill, who joined Playboy last November on a freelance basis, has been named to a permanent position as staff publicist. He was previously associated with The Shefrin Company and United Artists Records.

Friedman Named — Sandy Friedman has been named senior vice president of Rogers & Cowan's music division. He has been with R & C for seven years as a vice president and was appointed publicity director two years ago. Prior to joining R & C, he was in charge of the music division at Jay Bernstein Public Relations and Jim Mahoney and Associates.

Randall Joins Stevens — Kris Stevens Enterprises, Inc. has announced that Gail Randall has joined the staff as administrative assistant to the president. She will also be coordinating many of the creative commercial services and broadcast radio programs at their recording studio complex located in Sherman Oaks, California.

Sharron Appointed — The Peer-Southern Organization has announced the appointment of Marti Sharron as national director of creative services. Previously, she was west coast director of creative services.

RBR Names Poole — Jodi Poole has been named to creative manager for RBR Communications' Publishing Companies, which are Asilomar (ASCAP) and Dreana Music (BMI). She has previously been with April/Blackwood and Columbia/Screen Gems in their professional departments.

Philport Named At Arbitron — Joseph C. Philport has been named senior staff consultant for Arbitron Research in Laurel, Maryland. He has been with Arbitron for the past three months on a part-time basis, while completing his teaching commitments at the College Park campus of the University of Maryland.

Hillman Elected AFTRA President

NEW YORK — Bill Hillman, a news reporter on the staff of KPIX-TV in San Francisco, was elected president of the 41,000-member American Federation of Television and Radio Artists (AFTRA) at the organization's recently convened 42nd annual convention.

In his first address as AFTRA's president, Hillman reported that, over a three-year period ending last November, the income of members working under all AFTRA contracts increased by almost 43%. He added that last year, the organization's members were paid well over \$250 million for their work.

Other newly-elected officers included Jackson Beck, who was voted national vice president; Rubin Weiss, who was elected national second vice president, and Tom Pettit, Brad Phillips, Bill Cardille, Stan Farber, John Fitzgerald, Ginny Tyler, and Bill Burkett, who were elected vice presidents by acclamation. Elizabeth Morgan was elected treasurer, and Peter Cleaveland was elected recording secretary.

The convention also framed the terms of contract proposals for network television and radio contracts, which expire on Nov. 15 of this year, and for the Phono Code, which expires March 31, 1980. The delegates resolved to assist Actors' Equity in its organizational efforts and in its current struggle with a group of agents; to investigate ways to minimize the threat to employment of Spanish-speaking members caused by Spanish language programs; to study the feasibility of initiating a dental plan, to attempt to safeguard positions of existing staff announcers whose jobs are eliminated by automation; to urge locals to explore the possibilities of dues relief for members over 65 who have been in good standing for 20 years or more; and to en-

(continued on page 23)

Capitol Signs Motels

LOS ANGELES — The Motels recently signed a long-term worldwide recording agreement with Capitol Records. The five member, Los Angeles based rock 'n' roll band is currently completing its debut album which is due for release in September.

The Motels have been in their present form since January of this year. Led by Martha Davis, the group, by way of working on the Southern California club circuit, had earned a reputation as one of the area's best unsigned bands.



NEW ENGLAND COMES HOME — Infinity recording act New England returned to Boston's Paradise Theatre for a warm homecoming performance. Pictured backstage after the show are (l-r) in the back row: Frank Horowitz, Infinity northeast regional representative; Mary Beth Medley, Infinity director of artist development; Tony Berardini, WBCN program director; Gary Shea and Jim Waldo, New England; and Bob Slavin, WCOZ music director. Shown in the middle row are (l-r): Frank Stanton, MCA Distribution; Andrea Ganis, Infinity director of east coast secondary promotion; Hirsh Gardner and John Fannon, New England; Anita Gevinson, WCOZ; and Peter Gidion, Infinity vice president of promotion. Pictured kneeling are: Emily Cushman, WBCN; Tommy Hadges, WCOZ program director; and Ellen White, Infinity local promotion manager.

\$3.2 Million Awarded In Anti-Piracy Case

NEW YORK — Judgements totalling \$3.2 million, the largest ever awarded in an anti-piracy action, were imposed upon Magnitron, Inc. and its principals, Alvin R. "Buddy" Warner and Gerald Burnstein, by the District Court of Oklahoma County in Oklahoma City.

The hearing capped a series of court actions and counterclaims dating back to January, 1974, when CBS, A&M, MCA and Warner Bros. Records brought an action in U.S. District Court in Massachusetts charging Magnitron and Wildlife Enterprises, a distributor of Magnitron tapes, with unfair competition. A month later, Magnitron instituted a suit in the Oklahoma State District Court against all four plaintiff record companies, plus Elektra Records, alleging loss of business by virtue of the record companies' threats to their customers. In March, the record companies filed their permanent injunction and damages. A preliminary injunction was issued by Judge Jack R. Parr in July, 1974.

Following a settlement of the case in Massachusetts, Magnitron filed a claim that this settlement represented a settlement of all claims against Magnitron. This claim was rejected by the Oklahoma District Court, as was an appeal to the Appellate Court of Oklahoma.

In 1977, Judge Parr granted the record companies' motion for partial summary judgement. He held that Magnitron and its two principals were liable to the record companies for the acts of piracy committed by Magnitron. The court ordered Magnitron to account to the record companies for the profits it had made and ordered the principals to account for all monies they had derived from their company. The record companies charged that the two principals had illegally dissolved the corporation and distributed its assets and that each had taken \$150,000 in the dissolution.

Records Destroyed

In response to the court's order for an accounting, the defendants claimed that the records had disappeared and/or been "routinely destroyed." They refused even to estimate the amount of money Magnitron had made or to estimate how much they have received from the company. When Warner filed in Las Vegas for personal bankruptcy, the plaintiff record companies objected, and the bankruptcy proceeding was stayed, pending the outcome of the trial in Oklahoma.

At the trial, Clyde Muchmore, attorney

(continued on page 23)

DO YA THINK I'M DISCO? — "I was very mistaken about the fervor that accompanies disco," said Mike Veeck, director of promotion for the Chicago White Sox, in the aftermath of a melee during an anti-disco night promotion that forced the home team to forfeit the second game of a scheduled twilight-doubleheader between the Sox and the Detroit Tigers. The promotion, dubbed "Disco Demolition Night" and staged by Steve Dahl of WLUP-FM, local rock station, in conjunction with the club's management, attracted an estimated 40,000 persons on the strength of a 98 cent admission fee to those fans who donated a disco album to the station upon arrival at Comiskey Park. The plan called for the demolition of the disks, which were placed in a huge wooden crate in center field. But thousands of people flooded the playing-area after the records were ignited, until club-wielding police herded the youths back into the stands. More than 60 arrests were made. Commenting on the fiasco, Dave Logan of the station said, "We're all a little freaked out by the power of our radio station and the anti-disco movement. The kids want someone to stand up and say, 'Disco sucks.' It's a very viable emotion in the rock community here. Steve happened to strike a chord with the people of Chicago that rings very true."



SAY THE SECRET WORD AND . . . — Peter Pan recording artist Irwin the disco duck recently visited Cash Box to promote his new album, "In the Navy." Pictured are (l-r): Bugs Bower, creative director for Peter Pan Records; Irwin; and Ken Terry, east coast editor of Cash Box.

perform two songs so that current footage could be added to the film, whose clips date back to 1964. Although Stein succeeded, Townshend, who had retired from performing at the time to halt a severe hearing loss, said his cooperation in such a potentially self-destructive area was beyond the call of duty. Asked to assuage the fears of exhibitors whose theatres might be damaged due to the rowdy spirit of the film, Townshend said he was unable to guarantee that "somewhere, sometime, somebody isn't going to go crazy." Meanwhile, though Townshend may be road-weary, that hasn't stopped the band from increasing the number of their New York area dates in September. In addition to five nights at the Garden, the group will play the Capitol Theatre in Passaic September 10 and 11.

APOLITICAL BLUES — One of the most noted fugitives in history is Able Hoffman, the former Chicago 7 defendant who has written magazine articles and granted interviews since going underground in 1974 to evade drug charges in New York. Now Hoffman will reportedly have a radio audience when D.I.R. Broadcasting edits an interview Hoffman taped last month in a Times Square hotel room with reporter Chris Stanley into five 15-minute segments that will be distributed to its subscriber stations. According to Stanley, Hoffman said that he lived in a small town with "one main street, five traffic lights, and two juvenile delinquents." Wherever it is, it is supposedly near a proposed nuclear power plant site, which Hoffman said he has been organizing protests against. "When we started the committee," he told Stanley, "everybody was so excited. One person remarked, 'Oh, if only Rennie Davls was here.'" Davls was another defendant in the celebrated trial of the Chicago 7. . . . Also in the news is the Chicago 7's attorney, William Kunstler, who has taken exception to the newspaper advertisements placed by '60s ally Joan Baez and other prominent figures attacking the Communist leaders of Vietnam for their "brutal disregard of human rights." Apparently, a dispute has arisen over whether Kunstler also accused Baez of being an agent for the Central Intelligence Agency. The issue emerged in a recent issue of Variety, when the singer, asked about the Kunstler allegation, replied that "I'm the cheapest-paid double agent in the history of the world." While Kunstler asserted that he had never made such a charge about Baez, he suggested in a letter to the newspaper that it was the CIA that had "planted this untruth in the mind" of the Variety reporter.

JUNGLE ROCK — Heat, the new rock-disco in lower Manhattan whose landmark is the venerable Market Diner, is the purported site for the New York premiere of the Ramones' "Rock and Roll High School" . . . Two expatriates of the glitter-rock scene, Cherry Vanilla and Wayne County, are returning to the local club scene after lengthy absences. Vanilla will play Hurrah's, and County, who has not been seen since her run-in with Handsome Dick Manitoba, is booked into Max's . . . Sylvain Sylvain and Teenage News begin work this week on their first LP for RCA with producers Tony Bongiovi and Lance Quinn at the Power Station, where Carlene Carter and Bruce Springsteen are busy completing their new albums. In conversation at Hurrah's last week, Syl suggested that there was room on a number of tracks for Clarence Clemons' saxophone . . . An estimated \$5,000 in damages to three limousines was caused by anxious fans awaiting the departure of Blondie following the group's performance at the Dr. Pepper Music Festival in Central Park last week . . . Legislation has been proposed that would authorize the New York City Commissioner of Consumer Affairs to deny a license to a discotheque if, in his judgement, residential neighborhoods would be seriously disrupted. Meanwhile, New York State Attorney General Robert Abrams has filed a complaint against The Village Gate in an attempt to terminate the "Loud, disagreeable, and obnoxious noises that render the neighborhood unwholesome." Abrams wants the nitespot soundproofed . . .

SINGIN' SAM — EMI/America/United Artists recording artist Samantha Sang stopped in and visited with disc jockey Frankie Crocker of WBLS-FM/New York not long ago. Pictured (l-r) are: Crocker and Sang.



STEPHEN STEINBERG of 429 E. 52 St. has filed suit in Manhattan Supreme Court against Paul Stanley of Kiss. The suit would bar Stanley from rehearsing in his 21st floor apartment between the hours of 11 p.m. and 2 a.m. Steinberg, who lives below Stanley on the 20th floor, has asked for \$25,000 in punitive damages.

leo sacks

AIR PLAY

DISCO INFERNO — On July 12, an American League baseball game was forfeited for only the third time in the league's history. The national pastime was disrupted by a "Disco Demolition Night" promotion sponsored by Chicago radio station **WLUP-FM** in between games at a **Chicago White Sox/Detroit Tigers** doubleheader. In conjunction with Comiskey Park, the station offered fans 98¢ admission to the game if they brought along a disco record. During the break between games, **Steve Dahl**, morning drive jock at WLUP-FM, gathered and packed thousands of records into a large wooden box in center field for his "demolition." An explosive charge was detonated that sent pieces of records flying everywhere. The volatile crowd responded dramatically, and in short time thousands of fans were on the field, causing widespread damage to the playing area. Most record companies and radio station programmers agree that in its purest form, the "demolition" was one hell of a promotional idea, both in scope and magnitude. Dahl and his station received national media coverage and thousands of people participated. However, the general consensus is that, while nobody imagined that a riot would be caused by this event, greater care and more responsible thinking should have been exercised in the planning of this promotion.

Matthew Clenott, PD with Chicago disco station **WDAI** said, "Dahl is great at self-promotion, but this confrontation, if you will, was pushed past the point where it was prudent. I wonder if people like this object to the music itself or to what they perceive the disco lifestyle to be?" **Pat Martin**, PD/MD with **WSPT**/Stevens Point said, "The most important thing for a station is to be noticed and this particular event shows the bias of disco music in the midwest." **Mark Laurence**, PD with **WGUY**/Bangor said, "WLUP brought to light what so many people feel, in that disco is a negative inspiring music." **Gary Berkowitz**, PD with **WPRO-FM**/Providence feels this event "displays the arrogance and ignorance of that radio station to not accept and recognize other music formats."

Tom Nash, MD with **WBBF**/Rochester said, "In its pure form it was a great promotion, but if a station has to get notoriety by knocking some form of music, then it's a cheap shot." **Gary Kirk**, MD with **WRFC**/Athens said, "When you get that many people involved you have to call it a success." **Ron McKay**, MD with **WKIX**/Raleigh said, "It was a terrific promotion for a station that wants a narrow base that is explicitly against certain forms of music. Rather than inject negatives into this industry, why not do a more positive campaign with a rock revival or whatever. You can't force tastes on people. There is enough room for all kinds of people and all kinds of music. One only has to push a button to a different station." PD **Jesse Bullet** commented, "We



SMOKIN' AT KACE — Smokey Robinson recently hosted the **KACE**/Los Angeles celebrity DJ program, and chatted with Alonzo Miller, **KACE** music director and air personality. Pictured (l-r) are: Robinson and Miller.

feel very fortunate that there was a minimum of injuries. The response was far greater than we ever expected, what with a capacity crowd and another 15,000 turned away at the gates. With 7,000 people running around on the field, there were only a few dozen arrests and no, we have had no serious repercussions. In fact, we are still on for an outdoor rock festival at Comiskey Park on August 5. I do want everyone to know that I am real proud of my staff."

TUNA SIGNS WITH AUDIO — Radio personality **Charlie Tuna** has signed on with Audio Stimulation, the syndication company that has produced the **Wolfman Jack** radio programs for the last 10 years. Tuna's show has been on **KHJ**/Los Angeles, **WMEX**/Boston and **KCBQ**/San Diego, and his program on **American Forces Radio** reaches millions of listeners each week. **Cash Box** discussed this new venture with Tuna who explained, "The show will be like a *Reader's Digest* condensation of my regular show in L.A. Some of my topics are timeless so I'm not worried about them being out-dated."

The basic premise for the "Charlie Tuna Show" is that he can become the "weekend personality" for the participating stations. A weekly show in stereo that Audio Stimulation suggests be run in two three-hour segments on Saturday and Sunday will be sent to stations. The show is fully customized for the station so that Charlie Tuna is perceived as live to the listener. The package will include localized request intros, liners and closers, continuing in-week promos and custom local commercials. Demonstration tapes are available from Audio Stimulation's **Bob Olive** at (213) 466-5201.

FOR YOUR INFORMATION — **ABC Radio Network** has inked the **Allman Brothers Band** as the fourth installment of the "Supergroup" series to be aired Aug. 25. Details on the host and sponsor will be announced at a later date. Meanwhile, the **Moody Blues** will be the featured act on July 28 in a previously recorded concert in Seattle. . . **Rick Dees**, morning personality on **KHJ**/Los Angeles, can be heard singing the title song on the RSO soundtrack of "Meatballs" . . . **WHIZ**/Zanesville, Ohio celebrated its 55th birthday on July 8, and on that very same day, PD **Dave Crist** became the proud father of an 8 lb. baby boy. . . Hot single from the **Rubinoss**, "I Wanna Be Your Boyfriend," is due Aug. 7. . . 1,500 singles of **Louise Goffin's** version of "Walking In The Sand" have been pressed and sent to the Elektra Atlanta branch due to popular demand. Seems a couple of stations there have jumped on the LP cut, but the national single for Goffin remains "Jimmy and the Tough Kids," at least until further notice. . . **WNEW-FM**/New York has a very special treat for its listeners July 26. No less than three acts will be broadcast live from three different venues, one after another. **Joan Armatrading's** performance from the **Beacon Theater** kicks off the evening at 9:30 p.m. At 11:00, WNEW will switch over to **Club 57** and a concert by **Squeeze**. And finally, at 12:30 a.m. **Tim Curry** will be presented from the **Bottom Line**.

NEW JOBS Some major turnover at **WWWW**/Detroit. **Bart Walsh**, general manager, has left the station. Morning team of **Jim Johnson** and **George Bayer** then resigned, as well as general sales manager **Pat McNally**. . . **Tim Byrd** is no longer the PD at **WZZP**/Cleveland, but is keeping his afternoon drive shift. . . **Dan Clayton** resigned as general manager of **WBBF**/Rochester. WBBF is looking for an afternoon drive person and a production director. Send tapes and resumes to **Mike O'Brian**, WBBF, 850 Midtown Tower, Rochester, 14604.
mark albert



WHO'S AT WPLJ — Visiting New York City in time for the release of their MCA album "The Kids Are Alright," and the premiere of their film of the same name, Who members **John Entwistle** and **Kenny Jones** stopped by radio station **WPLJ** for an interview with DJ **Carol Miller**. Pictured standing (l-r) are: **Gloria Ehrenfeld**, WPLJ music director; **Miller**; **Entwistle**; **Jones** and **Pat St. John**, WPLJ DJ. Pictured seated is **Barry Goodman**, MCA Records.

Rewrite Is Dead For This Congress

(continued from page 7)

felt the bill's chances of being reported out were slipping. He cancelled the July 12 session minutes before it was scheduled to begin. At that point, subcommittee member **Marc Marks** (R-Pa.) proposed going into executive session, and the staff and subcommittee met privately to assess their problems and suggest ways to proceed.

By July 13, **Van Deerlin** decided to cancel the mark-up meetings scheduled to begin again last week. He announced in a letter to his colleagues, that his bill — which had been two years, 1,200 witnesses and over a half-million dollars in the making — was dead.

Van Deerlin blamed a combination of obstacles for his bill's failure: the intense pressure put on subcommittee members from lobbyists on both sides of the regulatory fence; his own leadership, which **Van Deerlin** said could have been stronger; the bold steps the bill would have taken were perhaps not "sold" well enough to subcommittee members. Specifically, he said, "Perhaps the idea of deregulation for radio is an idea whose time hasn't come."

It is possible that broadcasting could find its way into the new bill, being put together this week. But most observers believe the House Communications Subcommittee will confine itself now to the problems of the telephone industry, specifically American Telephone & Telegraph which would be significantly restructured under the legislation.

McCord To Head Greater Media

LOS ANGELES — **Herb W. McCord** resigned as general manager of **CKLW**/Detroit last week to assume the position of general manager with **Greater Media Inc.**, based in New Jersey. Filling the vacated spot at **CKLW** will be **Chuck Hammer**, a Canadian consultant. **Greater Media** operates **WHND-WMJC**/Detroit, **WGAY AM & FM**/Washington, D.C., **WPEN-WMGK**/Philadelphia and suburban stations in New Jersey, Long Island and West Virginia.

Production Co. Formed By KUTE-FM's Bailey

LOS ANGELES — **KUTE-FM** radio personality **Lee Bailey** has formed **Lee Bailey Productions** to handle the announcer's expanding involvement in the production of TV and radio commercials. The company will specialize in record commercials.

Gannett/Combined Merger Reviewed

LOS ANGELES — The FCC staff is currently reviewing its approval of the merger of **Gannett Co.** and **Combined Communications Corp.**, which would create the nation's largest media combination. The review follows the Securities & Exchange Commission's filing a complaint against **American Financial Corp.**, which had been the largest stockholder of **Combined Communications** and will own 7½% of the merged company, second only to the **Gannett Newspaper Foundation's** 11%.

The SEC alleges that **American Financial**, a financial holding company, provided false information to the government and defrauded stockholders. In a negotiated settlement of the SEC complaint, **American Financial** chairman **Carl Lindner** agreed to pay the firm \$1.4 million and stop violating antifraud laws, as did other company officers.

The FCC has until Aug. 3 to reconsider its approval of the merger. Together, **Gannett** and **Combined** would own 12 radio stations, seven TV stations, 80 newspapers, and other media interests.

Beatles Special To Air In August

LOS ANGELES — A four-hour syndicated radio show produced by **Creative Radio Shows** entitled "The Beatles," will begin airing on U.S. stations in August. The program will contain exclusive new interviews of members of the Beatles, and include portions of the Beatles' hits.

Capitol OK

Capitol Records provided the releases necessary for the use of Beatles recordings in the show, which profiles the foursome from its inception to its breakup. **Bob Eubanks**, who promoted The Beatles' Hollywood Bowl concert in 1964, will be the show's host.

Bloom Appointed VP/GM At KMET

LOS ANGELES — **Howard Bloom**, who has been the general sales manager at **KMET**/Los Angeles for the past seven years, has been promoted to the position of vice president/general manager at the **Metromedia AOR**.

Bloom joined **Metromedia Radio** in 1967 as executive producer of talk shows on **KLAC**, Los Angeles. In 1969 he transferred to sales as an account executive for **KMET-FM**. He was named **KMET** general sales manager three years later.

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	5	Candy-O	The Cars	Elektra	3*	Let's Go, Ali I Can Do, Night Spots, Title, Dangerous
2	2	5	Get The Knack	The Knack	Capitol	10*	My Sharona, Selfish, Good Girls, Let Me Out
3	4	5	Communique	Dire Straits	WB	11*	Writer, Angel, Sailor
4	3	6	Back To The Egg	Wings	Columbia	7	Closer, Glad, Rockestra, Arrow
5	5	7	Discovery	ELO	Jet	5	Shine, Confusion, Run, Don't Bring
6	6	18	Breakfast In America	Supertramp	A&M	2	Logical Song, Goodbye, Darling, Title
7	12	4	Strange Man, Changed Man	Bram Tchaikovsky	Polydor	72*	My Dreams, Sarah Smiles, Robber, Bloodline
8	7	8	Monolith	Kansas	Kirshner	19	South Wind, Angels, Glimpse, Reason
9	13	2	Secrets	Robert Palmer	Island	55*	Bad Case, Jealous
10	10	2	Rust Never Sleeps	Neil Young	Reprise	34*	Powderfinger, Welfare, Black, Sail Away
11	23	2	Low Budget	The Kinks	Arista	68*	Superman, Gailon Of Gas, Emotion, Title
12	8	5	The Kids Are Alright	The Who	MCA	13*	Long Live Rock, Baba, My Wife
13	9	16	Van Halen II	Van Halen	WB	22	Dance, No Good, Doctor
14	18	4	Labour Of Lust	Nick Lowe	Columbia	78*	American Squirm, Cruel, So Fine, Skin Deep, Switchboard
15	14	19	Look Sharp!	Joe Jackson	A&M	33	Is She Really, Sunday Papers, One More Time, Title
16	11	7	Where I Should Be	Peter Frampton	A&M	14	Can't Stand It, Title
17	20	12	Million Mile Reflections	Charlie Daniels Band	Epic	17*	Passing Lane, Reflections, Georgia
18	19	6	Underdog	Atlanta Rhythm Sec.	Polydor	27*	Do It Or Die, Only Music
19	16	3	Mirrors	Blue Oyster Cult	Columbia	65*	In Thee, The Storm, Teardrops, Dr. Music
20	17	19	Desolation Angels	Bad Company	Swan Song	16	Rock 'N' Roll Fantasy, Gone
21	15	8	Night Owl	Gerry Rafferty	U.A.	30	Days Gone Down, Get It Right, Long Night
22	28	2	Live Killers	Queen	Elektra	18*	Keep Yourself, My Car, Now I'm Here, '39
23	25	11	Flash & The Pan	Flash & The Pan	Epic	82*	St. Peter, Rain, California
24	21	2	State Of Shock	Ted Nugent	Epic	54	Paralyzed, Title
25	24	3	Nils	Nils Lofgren	A&M	125*	No Mercy, Steal Away
26	—	1	With The Naked Eye	Greg Kihn Band	Beserkley	—	Rendezvous
27	29	15	You're Never Alone...	Ian Hunter	Chrysalis	69	Another Night, Daylight
28	22	18	Rickie Lee Jones	Rickie Lee Jones	WB	9	Chuck, Easy Money, Blood
29	30	9	Bombs Away Dream Babies	John Stewart	RSO	21*	Gold, Fool Of Love, Midnight Wind
30	—	1	Fickle Heart	Sniff 'N' The Tears	Atlantic	140*	Driver's Seat

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Moon Martin, Ry Cooder, Sanford/Townsend, Lonnie Brooks, Little River Band (45), Records (45).

HOTS: Knack, Cars, Charlie Daniels, Journey, Kansas, Who, Van Halen, John Stewart, Supertramp, Billy Thorpe, Bram Tchaikovsky, Neil Young, Dire Straits, Ian Dury (45).

WSAN-AM — ALLENTOWN — RICK HARVEY

ADDS: Blackfoot, Moon Martin, David Werner, Kinks, Jennifer Warnes, Little River Band(45).

HOTS: Knack, Joe Jackson, Cars, ELO, Supertramp, Robert Palmer, Atlanta Rhythm Section, Bram Tchaikovsky, Wings, Dire Straits, Gerry Rafferty, Charlie Daniels, Peter Frampton, Bad Co., Spyro Gyra, James Taylor.

KYTX-FM — AMARILLO — MAX MILLER

ADDS: Robert Palmer.

HOTS: Neil Young, Wings, Blackfoot, ELO, New England, Gerry Rafferty, Bram Tchaikovsky, Little River Band (45), Atlant Rhythm Section, Peter Frampton, Kansas, Dire Straits, Henry Paul, Cars, Queen, Who, Knack.

KEYZ-FM — ANAHEIM — LARRY REISMAN

ADDS: REO Speedwagon, Nick Lowe, Knack.

HOTS: Neil Young, Gerry Rafferty, Peter Frampton, ELO, Atlanta Rhythm Section, Kansas, Wings, Dire Straits, Robert Palmer, Supertramp, Cars, Louise Goffin.

WKLS-FM — ATLANTA — RICH PIAMBINO

ADDS: Crimson Tide, David Werner, Jimi Hendrix, Reds.

HOTS: Cars, Greg Kihn, Kinks, Knack, Manfred Mann.

WAAL-FM — BINGHAMTON — DICK BASCOM

ADDS: David Werner, Jennifer Warnes, Crimson Tide, Voyager, Edgar Winter, Reds, Pat Travers, Tim Curry, Stanley Clarke, Hotel, Moon Martin, Dave Edmunds.

HOTS: Cars, Carly Simon, Bram Tchaikovsky, Wings, Gerry Rafferty, ELO, Nick Lowe, Neil Young, Dire Straits, Kinks, Michael Nesmith, Renaissance, Blue Oyster Cult, America, Knack, Who.

WBCN-FM — BOSTON — TONY BERARDINI/KATE INGRAM

ADDS: B-52s, Ry Cooder, Fischer-Z (imp), Flamin Groovies, Iron City Houserockers, Moon Martin, Maria Muldaur, Pousette-Dart, Reds, Sports (imp), Toots & Maytals, Yachts, Little River Band (45), Eddie Money (ep), NRBQ (45).

HOTS: Cars, Patti Smith, Rachel Sweet, ELO, David Bowie, Robert Palmer, Tim Curry, Nils Lofgren, Blue Oyster Cult, Louise Goffin, Lene Lovich, Who, Supertramp, Greg Kihn, Sniff & The Tears, Nick Lowe, Dave Edmunds, Lee Clayton, Iggy Pop (imp), Knack, Gruppo Sportivo, M (45 imp).

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Moon Martin, Lene Lovich, Pousette-Dart, Jimi Hendrix, Ry Cooder.

HOTS: Elvis Costello, Nick Lowe, Who, Knack, Mick Taylor, Rickie Lee Jones, Dire Straits, Bram Tchaikovsky, Tom Robinson, Blue Oyster Cult, Kinks, Supertramp, Pat Metheny, Graham Parker, Cars, Wings, Thin Lizzy, Robert Palmer, Doobie Bros., Herman Brood, Flash & The Pan, Patti Smith, Manfred Mann, Neil Young, Nils Lofgren.

WLYT-FM — CLEVELAND — RAY HENRY

ADDS: Hotel, Jimi Hendrix, Point Blank, Records, Breathless (45).

HOTS: Knack, ELO, Gerry Rafferty, Who, Wings, Peter Frampton, Dire Straits, Cars, Cheap Trick, John Stewart, Bram Tchaikovsky, Blue Oyster Cult, Michael Stanley, Nick Lowe, Robert Palmer.

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: John Cougar, Chopper, David Werner, Moon Martin.

HOTS: Cars, Neil Young, Knack, Bad Co., Dire Straits, Michael Stanley, Greg Kihn, Rickie Lee Jones, Van Halen, Supertramp.

WLVM-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Nils Lofgren, Michael Stanley.

HOTS: Who, Wings, Van Halen, Cheap Trick, Bad Co., Journey, Supertramp, ELO, Kansas, Charlie Daniels, Peter Frampton, Cars, Knack, Neil Young, Dire Straits.

C-101 — CORPUS CHRISTI — CHARLIE PALMER

ADDS: Ry Cooder, Dave Edmunds, Robin Williams, Bugs Hunderson, Peter Tosh, Rachel Sweet, "More American Graffiti," "Wanderers," B.B. King (45), O'Jays (45).

HOTS: Cars, Knack, Wings, Atlanta Rhythm Section, Dire Straits, ELO, Joe Jackson, Peter Frampton, Gerry Rafferty, Kiss.

KZEW-FM — DALLAS — TOM OWENS/DORIS MILLER

ADD: David Werner.

HOTS: Supertramp, Cars, Kansas, Gerry Rafferty, Bad Co., Dire Straits, Wings, Knack, Peter Frampton, James Taylor, Atlanta Rhythm Section, Bram Tchaikovsky, Neil Young, Van Halen.

KBPI-FM — DENVER — FRANK CODY

ADDS: Records (ep), Walter Egan, Ian Gomm, Moon Martin, Louise Goffin, David Werner.

HOTS: Knack, Cars, Supertramp, Rickie Lee Jones, Wings, ELO, Van Halen, Dire Straits, Kansas, Airborne, Blackfoot.

KFML-AM — DENVER — IRA GORDON/NICK COOK

ADDS: Peter Tosh, Ry Cooder, Marc Benno, Rumour, John Cougar, Sniff & The Tears, Chopper.

HOTS: Dire Straits, Night, Duke Jupiter, Cars, Nick Lowe, Knack, Rickie Lee Jones, Supertramp, Climax Blues Band, Wings.

WBX-FM — DETROIT — ERIC GOLDBERG

ADDS: REO Speedwagon, Stanley Clarke.

HOTS: Knack, Queen, ELO, Who, Joe Jackson, Wings, Ted Nugent, Ian Hunter, Neil Young, Gerry Rafferty.

W-4 — DETROIT — MARK McEWEN

ADDS: Jimi Hendrix (45), Nils Lofgren.

HOTS: Cars, Van Halen, Knack, Supertramp, Journey, Queen, Cheap Trick, ELO, Bad Co., Who, Kansas, Wings, Ted Nugent, Dire Straits, Joe Jackson, Ian Hunter, Doobie Bros., Blackfoot, W-4 (sampler), Bram Tchaikovsky.

WJKL-FM — ELGIN — TOM MARKER/WALLY LEISERING

ADDS: Moon Martin, Clayton Bros., Ian Dury, Records (ep), Snooky Young, Reds, Lonnie Brooks, Emmylou Harris, REO Speedwagon, David Werner, Ry Cooder, Peter Tosh, Pete Seger, Ryo Kawasaki.

HOTS: Dave Edmunds, Kinks, Dire Straits, Nick Lowe, Delbert McClinton, Robert Palmer, Flash & The Pan, Knack, Rachel Sweet, Cars, Neil Young, Ian Hunter, Supertramp, Greg Kihn, Canned Heat, Jay McShann, Caldera, Tony Williams, Toots & Maytals, McCoy Tyner.

KZEL-FM — EUGENE — PEYTON MAYES/CHRIS KOVARICK

ADDS: David Werner, Pleasure, Dave Edmunds, Sanford/Townsend, Moon Martin, Ry Cooder, Johnny "Guitar" Watson, Flamin Groovies, Peter Tosh, Yachts, Chuck Berry (45).

HOTS: John Stewart, Pat Travers, Blue Oyster Cult, Atlanta Rhythm Section, Cars, Dire Straits, Walter Egan, Knack, Robert Palmer, Rachel Sweet, Chopper.

WSHE-FM — FT. LAUDERDALE — MICHELLE ROBINSON

ADDS: David Werner, Moon Martin, DavADDS: Laughing Dogs, Graham Parker, Charlie Daniels, Bill Bruford, Knack, Nick Lowe, Cars, Henry Paul, Doobie Bros., Blackfoot, Bram Tchaikovsky, Blue Oyster Cult, Ian Hunter, Joe Jackson, Good Rats, Kinks, Peter Frampton, Atlanta Rhythm Section, Dixie Dregs, Sniff & The Tears.

HOTS: Knack, Cars, Nick Lowe, Wings, Dire Straits, ELO, Robert Palmer, Flash & The Pan, Climax Blues Band, Bram Tchaikovsky, Missouri, Greg Kihn.

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

ADDS: Laughing Dogs, Dave Edmunds, Michael Stanley.

HOTS: Kansas, Wings, Charlie Daniels, Knack, Joe Jackson, ELO, Cars, Van Halen, Journey, Supertramp, Dire Straits, Blackfoot, Pat Travers, Ted Nugent.

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: David Werner, Greg Kihn, Walter Egan, A's, Rumour.

HOTS: Knack, Cars, Wings, Peter Frampton, Kansas, Gerry Rafferty, Charlie Daniels, John Stewart, Dire Straits, Bram Tchaikovsky, Louise Goffin, Supertramp, Faith Band, Van Halen, Who, Kinks, Robert Palmer, Joe Jackson, ELO, Patti Smith.

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

ADDS: Don Nix, Records (ep), Shadee, Dave Edmunds, Reds.

HOTS: Charlie Daniels, ELO, Cars, Wings, Joe Jackson, Neil Young, Cheap Trick, Knack, Dire Straits, Supertramp, Peter Frampton, Van Halen, Bram Tchaikovsky, Michael Nesmith, Queen.

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Pousette-Dart, Blues Prophets, Ry Cooder, Dave Edmunds, Moon Martin, B-52s, Rachel Sweet, Robin Williams.

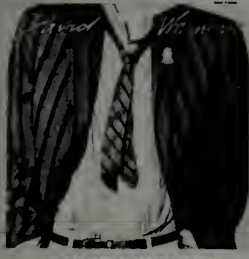
HOTS: Knack, Cars, Supertramp, Nils Lofgren, Joe Jackson, Sniff & The Tears, ELO, Scott Folsom, Van Halen, Flash & The Pan, Kinks, Bad Co., Dire Straits, Bram Tchaikovsky, Charlie Daniels, Atlanta Rhythm Section, Marshall Tucker, Peter Frampton, Blue Oyster Cult, James Taylor.

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

ADDS: Moon Martin, Jimi Hendrix.

HOTS: Neil Young, Queen, Cars, Blue Oyster Cult, Kinks, Knack, David Bowie, Graham Parker, Who, Bad Co.

#1 Most Added



DAVID WERNER
David Werner
Epic

#2 Most Added



MOON MARTIN
Escape From Domination
Capitol

#3 Most Added



RY COODER
Bop Till You Drop
Warner Bros.

#4 Most Added



POUSETTE-DART BAND
Never Enough
Capitol

#5 Most Added



JIMI HENDRIX
The Essential Vol. II
Warner Bros.

#6 Most Added



DAVE EDMUNDS
Repeat When Necessary
Swan Song

#1 Most Added
DAVID WERNER — David Werner — Epic

ADDED THIS WEEK — WAAF, KSJO, KSHE, KWST, WJKL, WKLS, WAAL, WYFE, KROO, KZEW, KZEL, WSHE, WMMS, WOUR, KREM, KBPI, WSAN, WCC, WIOO, ZETA-7.

HISTORY TO DATE — None

#2 Most Added
MOON MARTIN — *Escape From Domination* — Capitol
ADDED THIS WEEK — WAAF, KSJO, WJKL, WBLM, KZOK, WAAL, WXRT, KNAC, KRST, KZEL, WLIR, WSHE, WMMS, WOUR, KREM, KBPI, WSAN, WBCN, WIOO

HISTORY TO DATE — None

#3 Most Added
RY COODER — *Bop Till You Drop* — Warner Bros.

ADDED THIS WEEK — WJKL, WBLM, WXRT, KRST, WYDD, WPIX, WRNW, KZEL, C-101, KINK, WLIR, WNEW, WOUR, KZAM, WBCN, WIOO, KFML

HISTORY TO DATE — KROO

#4 Most Added
POUSETTE-DART BAND — *Never Enough* — Capitol

ADDED THIS WEEK — WAAF, WBLM, WXRT, WKDF, WRNW, WLIR, KZAM, KREM, KNX, WBCN, WIOO

HISTORY TO DATE — KFML, KINK, WOUR, KZEL

#5 Most Added
JIMI HENDRIX — *The Essential Vol. II* — Warner Bros.

ADDED THIS WEEK — KSJO, KSHE, KMEL, WKLS, W-4, WXRT, KNAC, WLYT, WPIX, KREM, WIOO

HISTORY TO DATE — KWST, WABZ, KROO

#6 Most Added
DAVE EDMUNDS — *Repeat When Necessary* — Swan Song

ADDED THIS WEEK — WBLM, WLAV, KZOK, WAAL, KZEL, C-101, WSHE, KKT, KREM, KSAN

HISTORY TO DATE — WJKL, WBAB, KSJO, KSHE, KROO, ZETA-7, WBCN, WXRT, WOUR, WLIR, WKDF, WIOO, WPIX, WNEW, WHFS

#7 Most Added
THE REDS — *The Reds* — A&M

ADDED THIS WEEK — WJKL, WKLS, KZOK, WBAB, WAAL, WYDD, WIBZ, KKT, WBCN

HISTORY TO DATE — WNEW, KSJO, KROO, WLIR, KZEL, KSAN, WIOO

#8 Most Added
THE B-52s — *The B-52s* — Warner Bros.

ADDED THIS WEEK — KSJO, WBLM, WPIX, WLIR, WNEW, WOUR, WBCN, KSAN

HISTORY TO DATE — KROO

#9 Most Added
THE SANFORD TOWNSEND BAND — *Nail Me To The Wall* — Warner Bros.

ADDED THIS WEEK — WBAB, KRST, WKDF, KZEL, KINK, WNEW, WOUR, WIOO

HISTORY TO DATE — None

#10 Most Added
POINT BLANK — *Airplay* — MCA

ADDED THIS WEEK — WAAF, KMEL, WLYT, WRNO, KREM, WIOO, ZETA-7

HISTORY TO DATE — WAAL, KWST, KROO, WOUR, KYTX, WIBZ, KKT, WNEW, WLIR, KSHE, KL, KZEL, C-101, KZEW

#11 Most Added
THE FLAMIN' GROOVIES — *Jumplin' In The Night* — Sire
ADDED THIS WEEK — KSJO, WPIX, KZEL, WNEW, WOUR, WBCN, KSAN

HISTORY TO DATE — KROO

#12 Most Added
REO SPEEDWAGON — *Nine Lives* — Epic

ADDED THIS WEEK — WABX, KSHE, KMEL, KWST, WJKL, WBAB, KEZY

HISTORY TO DATE — None

FM STATION REPORTS - NEW ADDS/HOT ROTATION

WRNO-FM - NEW ORLEANS - ROD GLENN

ADDS: Kinks, Neil Young, Greg Kihn, Point Blank, Robin Williams.
HOTS: Kansas, Van Halen, ELO, Wings, Atlanta Rhythm Section, Peter Frampton, Cars, Pack, John Stewart, Night, Charlie Daniels, Gerry Rafferty, Bram Tchaikovsky.

WNEW-FM - NEW YORK - SCOTT MUNI

ADDS: Sanford/Townsend, Ry Cooder, B-52s, Max Gronenthal, Flamin' Groovies, Crusaders, Bill Falcon, Sports (imp), David Kubinec, NRBO (45).
HOTS: Cars, Dire Straits, Knack, Nick Lowe, Graham Parker, Nils Lofgren, Bram Tchaikovsky, Kinks, Robert Palmer, Joe Jackson.

WPIX-FM - NEW YORK - MEG GRIFFIN

ADDS: Chuck Berry (45), Jimi Hendrix (45), B-52s, Flamin' Groovies, Ry Cooder, Sniff & The Tears, Records.
HOTS: M (45 imp), David Bowie, Knack, ELO, Joe Jackson, Peter Frampton, Supertramp, Bram Tchaikovsky, Wings, Cars, Nick Lowe, Neil Young, Rumour, Robert Palmer, Lene Lovich, Blue Oyster Cult, Rachel Sweet, Dire Straits, Dave Edmunds.

WBAB-FM - LONG ISLAND - MARTY CURLEY/BERNIE BERNARD

ADDS: Reds, Max Gronenthal, Lazy Racer, Sanford/Townsend, Airwaves, Billy Falcon, Kate Taylor, REO Speedwagon, Little River Band (45).

HOTS: Knack, Supertramp, Peter Frampton, Cars, Atlanta Rhythm Section, Dire Straits, John Stewart, Who, Joe Jackson, Wings, Marshall Tucker, Rickie Lee Jones, Gerry Rafferty, Patti Smith, Charlie Daniels, Flash & The Pan, Robert Palmer, ELO, Carly Simon, Kinks.

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

ADDS: Laughing Dogs, Graham Parker, Charlie Daniels, Bill Bruford, Knack, Nick Lowe, Cars, Henry Paul, Doobie Bros., Blackfoot, Bram Tchaikovsky, Blue Oyster Cult, Ian Hunter, Joe Jackson, Good Rats, Kinks, Peter Frampton, Atlanta Rhythm Section, Dixie Dregs, Sniff & The Tears.

KMET-FM - LOS ANGELES - JACK SNYDER

ADDS: None.
HOTS: Knack, Cars, Neil Young, Ted Nugent, Cheap Trick, Van Halen, Bad Co., Queen, Supertramp, Ian Hunter.

KNX-FM - LOS ANGELES - MICHAEL SHEEHY

ADDS: Dire Straits, Michael, Brenda Russell, Pousette-Dart, Orleans (45), Rickie Lee Jones (45), Michael Johnson(45).
HOTS: Jennifer Warnes, Gerry Rafferty, Lazy Racer, Atlanta Rhythm Section, Robert Byrne, Hotel, ELO, Randy Edelman, Joan Baez, America, L. Le Roux, Carly Simon, FCC.

KWST-FM - LOS ANGELES - PAM MAY

ADDS: Max Gronenthal, David Werner, REO Speedwagon, John Cougar.
HOTS: Knack, Kansas, Cars, Stanley Clarke, Kinks, Bram Tchaikovsky, Pat Travers, Robert Palmer, Sniff & The Tears, Greg Kihn, Point Blank.

WKDF-FM - NASHVILLE - ALAN SNEED

ADDS: Pousette-Dart, Greg Kihn, Cate Bros., Sanford/Townsend, Records (45).
HOTS: Charlie Daniels, Bad Co., Cars, Kansas, Supertramp, Wings, Queen, Knack, ELO, Dire Straits.

ZETA-7 - ORLANDO - BILL MIMS

ADDS: Dixon House, Blackjack, Point Blank, David Werner, Robin Williams, Chopper, Greg Kihn, Louise Goffin, Nils Lofgren.
HOTS: Pat Travers, Blackfoot, Henry Paul, Marshall Tucker, Wings, Kansas, Dire Straits, Knack, Cars, Supertramp, Ted Nugent, Van Halen, Bad Co., Molly Hatchet, Who.

WIBZ-FM - PARKERSBURG - LARRY SCHUSTER

ADDS: Reds, Don Nix, Carole King, Rumour, Blackjack.
HOTS: Knack, Neil Young, Kinks, Michael Stanley, ELO, Climax Blues Band, Dire Straits, Who, New England, Atlanta Rhythm Section, Kansas, Marshall Tucker, Nils Lofgren, Rickie Lee Jones, Cheap Trick, Greg Kihn, Kiss, Blue Oyster Cult, Queen, Wings, Cars, Supertramp, Charlie Daniels.

KROQ-FM - PASADENA - RICK CARROLL/LARRY GROVES

ADDS: John Cougar, David Werner, REO Speedwagon.
HOTS: Patti Smith, Nick Lowe, Kinks, Bad Co., Kansas, Queen, Cars, Van Halen, Flash & The Pan, Supertramp, Jimi Hendrix (45), Joe Jackson, Robert Palmer, Neil Young, Ted Nugent, Ron Wood, Devo, David Bowie, Wings, Herman Brood, Knack, Dire Straits.

WIOQ-FM - PHILADELPHIA - HELEN LEICHT

ADDS: David Werner, Pousette-Dart, Jimi Hendrix, Moon Martin, Peter Tosh, Ry Cooder, Sanford/Townsend, Point Blank, Mike Oldfield, Dolls (imp).
HOTS: Supertramp, Knack, Flash & The Pan, Dire Straits, Patti Smith, Cars, Kinks, Steve Forbert, Bad

Co., Wings, ELO, Nick Lowe, Peter Frampton, Joe Jackson, Elvis Costello, David Bowie, Robert Palmer, Sniff & The Tears, Nils Lofgren, Henry Paul.

WYDD-FM - PITTSBURGH - MIKE KIRVEN

ADDS: Rachel Sweet, Laughing Dogs, Ry Cooder, Louise Goffin, Reds, Nils Lofgren, Robin Williams.
HOTS: Kansas, Knack, Charlie Daniels, Triumph, Supertramp, Bram Tchaikovsky, Henry Paul, Cars, Van Halen, Iron City Houserockers, Dire Straits, Joe Jackson, Wings, Ted Nugent, Blackfoot, David Bowie, John Stewart, ELO.

KINK-FM - PORTLAND - LESLIE SARNOFF

ADDS: Ry Cooder, Blackjack, Sanford/Townsend, Crimson Tide, Lazy Racer, Pleasure, Nelson/Russell, Rickie Lee Jones (45), Earth, Wind & Fire (45), Little River Band (45).
HOTS: Wings, Peter Frampton, Climax Blues Band, Rickie Lee Jones, Pousette-Dart, Robert Palmer, Atlanta Rhythm Section, Sutherland Bros., Carly Simon, Dire Straits, Gerry Rafferty, James Taylor, Supertramp, Doobie Bros., Joni Mitchell.

WYFE-FM - ROCKFORD - BRENT ALBERTS

ADDS: Ian Gomm, David Werner.
HOTS: Supertramp, Robert Palmer, Ian Hunter, Billy Thorpe, ELO, Herman Brood, Ted Nugent, Kansas, Wings, Charlie Daniels, Van Halen, Cars, Knack, Blue Oyster Cult, Pat Travers.

KSHE-FM - ST. LOUIS - TED HABECK

ADDS: REO Speedwagon, Don Nix, David Werner, Walter Egan, Max Gronenthal, A's (ep), Jimi Hendrix (45).
HOTS: Kansas, Cars, Knack, Climax Blues Band, ELO, Queen, Robert Palmer, Ian Hunter, Runner, Louise Goffin, Blue Oyster Cult, Bram Tchaikovsky, Michael Stanley.

KMEL-FM - SAN FRANCISCO - MARK COOPER

ADDS: REO Speedwagon, Point Blank, Jimi Hendrix(45).
HOTS: Cars, Knack, Wings, ELO, Neil Young, Dire Straits, Kinks, Kiss, Blue Oyster Cult, Kansas, Peter Frampton.

KSAN-FM - SAN FRANCISCO - JAY HANSEN

ADDS: Battered Wives (imp), B-52s, Dave Edmunds, Flamin' Groovies, David Kubinec, Anthony Phillips, Jimi Hendrix (45), Records (12" imp).
HOTS: Blue Oyster Cult, David Bowie, Cars, Elvis Costello, Dire Straits, Ian Hunter, Joe Jackson, Greg Kihn, Kinks, Knack, Nils Lofgren, Nick Lowe, Graham Parker, Police, Who, Neil Young.

KOME-FM - SAN JOSE - DANA JANG

ADDS: None.
HOTS: Atlanta Rhythm Section, Bad Co., Cars, Cheap Trick, Charlie Daniels, Dire Straits, ELO, Ian Hunter, Joe Jackson, Rickie Lee Jones, Journey, Kansas, Knack, Marshall Tucker, Ted Nugent, Graham Parker, Patti Smith, John Stewart, Supertramp, Thin Lizzy, Pat Travers, Triumph, Van Halen, Who, Wings.

KSJO-FM - SAN JOSE - PAUL WELLS/TAWN MASTERY

ADDS: Flamin' Groovies, Jimi Hendrix, David Werner, Ian Gomm, Moon Martin, B-52s.
HOTS: Sniff & The Tears, Devo, Ted Nugent, Greg Kihn, Knack, Wings, Nick Lowe, Blue Oyster Cult, Queen, Cars, ELO, Bram Tchaikovsky, Who, Pat Travers, Van Halen, Thin Lizzy, St. Paradise, Dire Straits.

KZAM-FM - SEATTLE - MARION SEYMOUR

ADDS: Ry Cooder, Pousette-Dart, Ian Gomm, Rick Wakeman.
HOTS: Flash & The Pan, Albert Lee, Carly Simon, Rickie Lee Jones, James Taylor, Nick Lowe, Wings, Robert Palmer, Supertramp, Lowell George, Climax Blues Band, Lazy Racer, Dire Straits, Joni Mitchell.

KZOK-FM - SEATTLE - ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Night, Reds, Moon Martin, Dave Edmunds, Rumour, Faith Band, Hotel.
HOTS: Kansas, ELO, Cars, Knack, Charlie Daniels, Wings, Peter Frampton, Joe Jackson, Bram Tchaikovsky, Dire Straits, Marshall Tucker, Nils Lofgren, Flash & The Pan, Atlanta Rhythm Section, Who, Robert Palmer, Kinks, Sniff & The Tears, Blue Oyster Cult, Gerry Rafferty.

KREM-FM - SPOKANE - LARRY SNIDER

ADDS: Moon Martin, Dave Edmunds, David Werner, Pousette-Dart, Point Blank, Lazy Racer, Walter Egan, Robin Williams, Jimi Hendrix.
HOTS: Kansas, Cars, Knack, Wings, ELO, Dire Straits, Marshall Tucker, Nils Lofgren, Atlanta Rhythm Section, Robert Palmer, Bram Tchaikovsky, Doucette, James Taylor.

WOUR-FM - UTICA - TOM STARR/ROBIN SHERWIN

ADDS: B-52s, Peter Tosh, David Werner, Flamin' Groovies, Ry Cooder, Moon Martin, Sanford/Townsend, Pete Seeger, Herman Brood (45).
HOTS: Knack, Supertramp, Nick Lowe, Patti Smith, Neil Young, Bram Tchaikovsky, Renaissance, Dire Straits, Kinks, John Hiatt, Flash & The Pan, Charlie Daniels Band, Henry Paul, Atlanta Rhythm Section.

POP

REGIONAL ACTION

EAST

- Most Added**
1. DON'T BRING ME DOWN — ELO — Jet/CBS
 2. LONESOME LOSER — Little River Band — Capitol
 3. I'LL NEVER LOVE THIS WAY AGAIN — Dionne Warwick — Arista
 4. AFTER THE LOVE IS GONE — Earth, Wind & Fire — ARC/Columbia
- Most Active**
1. MY SHARONA — The Knack — Capitol
 2. THE MAIN EVENT/FIGHT — Barbra Streisand — Columbia
 3. GOOD TIMES — Chic — Atlantic
 4. WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN — Dr. Hook — Capitol

SOUTHEAST

- Most Added**
1. DON'T BRING ME DOWN — ELO — Jet/CBS
 2. LET'S GO — Cars — Elektra
 3. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — Robert Palmer — Island
 4. GOODBYE STRANGER — Supertramp — A&M
- Most Active**
1. MY SHARONA — The Knack — Capitol
 2. GOOD TIMES — Chic — Atlantic
 3. SAD EYES — Robert John — EMI America
 4. THE MAIN EVENT/FIGHT — Barbra Streisand — Columbia

SOUTHWEST

- Most Added**
1. LONESOME LOSER — Little River Band — Capitol
 2. DON'T BRING ME DOWN — ELO — Jet/CBS
 3. GOODBYE STRANGER — Supertramp — A&M
 4. SAD EYES — Robert John — EMI America
- Most Active**
1. THE MAIN EVENT/FIGHT — Barbra Streisand — Columbia
 2. GOOD TIMES — Chic — Atlantic
 3. MY SHARONA — The Knack — Capitol
 4. WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN — Dr. Hook — Capitol

MIDWEST

- Most Added**
1. DON'T BRING ME DOWN — ELO — Jet/CBS
 2. AFTER THE LOVE IS GONE — Earth, Wind & Fire — ARC/Columbia
 3. I'LL NEVER LOVE THIS WAY AGAIN — Dionne Warwick — Arista
 4. GOODBYE STRANGER — Supertramp — A&M
- Most Active**
1. GOOD TIMES — Chic — Atlantic
 2. THE MAIN EVENT/FIGHT — Barbra Streisand — Columbia
 3. MY SHARONA — The Knack — Capitol
 4. LET'S GO — The Cars — Elektra

WEST

- Most Added**
1. DON'T BRING ME DOWN — ELO — Jet/CBS
 2. LONESOME LOSER — Little River Band — Capitol
 3. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — Robert Palmer — Island
 4. THE DEVIL WENT DOWN TO GEORGIA — Charlie Daniels Band — Epic
- Most Active**
1. THE MAIN EVENT/FIGHT — Barbra Streisand — Columbia
 2. AFTER THE LOVE IS GONE — Earth, Wind & Fire — ARC/Columbia
 3. MY SHARONA — The Knack — Capitol
 4. LET'S GO — The Cars — Elektra

POP

MOST ACTIVE

1. **DON'T BRING ME DOWN — ELECTRIC LIGHT ORCHESTRA — JET/CBS**
WERC, WNDE, BJ105, WQXI, WPGC, WPRO-FM, WOKY, 92X, WKBW, F105, WCAO, WHHY, WOW, WRVQ, KSLQ, KJR, Z97, KLEO, KJRB, JB105, WSGA, KFRC, B100, KERN, KING, KRTH, WHBQ, Z93, 94Q, WBBF, KTLK, WKXX, WSGN, WGSV, WANS, WRFC, WAGQ, KSLY, KRSP, KINT, KDWB, WBBF, KRKE, WSPT, KAAV, WIFE, KOPA, WAUG.
2. **LONESOME LOSER — LITTLE RIVER BAND — CAPITOL**
WHHY, WKY, WCAO, KFI, WKBW, WNOE, WDRC, KLIF, WSGA, B100, KING, KRTH, KFRC, WRKO, 99X, WQXI, 94Q, WBBF, WERC, KILT, KAAV, WSEZ, WDBQ, WING, WCUE, KENO, KROY, KFMD, KRSP, WTLB.
3. **BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — ROBERT PALMER — ISLAND/WB**
WLEE, KFI, WAPE, KJR, KCPX, KLEO, KJRB, JB105, WTIK, B100, WAYS, 13Q, WNDE, KRKE, KRIB, WRFC, WSEZ, WING, KOPA, WAGQ, WFOM.
4. **GOODBYE STRANGER — SUPERTRAMP — A&M**
WRVQ, WCAO, KFI, WNCI, 92X, CKLW, WBBQ, WSGA, WTIK, KGW, KRBE, 13Q, BJ105, WSGN, KEEL, WCUE, V97, KSLY, KELI, WEBC.
5. **I'LL NEVER LOVE THIS WAY AGAIN — DIONNE WARWICK — ARISTA**
KFI, KVIL, KLEO, KJRB, WPRO-FM, KBEQ, WAYS, WHB, WPEZ, WSPT, KRIB, WKIX, KOPA, WAGQ, WWKS, KELI, WBLI, WKWK, WAVZ, WTLB.
6. **AFTER THE LOVE IS GONE — EARTH, WIND & FIRE — ARC/COLUMBIA**
WLEE, F105, Q102, WNCI, CKLW, WPRO-FM, KIMN, KYA, WZZP, WHB, WPEZ, KEEL, WANS, WSPT, WSEZ, WKIX, KENO, WGUY.
7. **SAD EYES — ROBERT JOHN — EMI AMERICA**
WOW, KSLQ, KJR, KVIL, CKLW, KLIF, KERN, KRTH, 99X, WHBQ, WANS, WSPT, WIFE, KENO, WBLI.
8. **HOT SUMMER NIGHTS' — NIGHT — ELEKTRA**
WAPE, WDRC, 92X, KLEO, KJRB, JB105, WSGA, WGCL, WING, V97, KENO, KRSP, WFLB.
9. **LET'S GO — THE CARS — ELEKTRA**
WHHY, WRVQ, WLAC, KIMN, KRBE, WPEZ, WERC, WSGN, KEEL, WKIX, WDBQ, WQXQ-FM.
10. **DRIVER'S SEAT — SNIFF 'N' THE TEARS — ATLANTIC**
KSLQ, KCPX, WISM, WOKY, KBEQ, 13Q, 94Q, WGSV, WRFC, WING, WWKS, WKWK.
11. **OH WELL — ROCKETS — RS0**
WAPE, KJR, WNOE, WLAC, WTIK, B100, WPEZ, KRKE, WSEZ, KELI.
12. **HIGHWAY SONG — BLACKFOOT — ATCO**
WKBW, KJRB, B100, KRBE, WAYS, WGCL, WNDE, WING, WAGQ.
13. **YOUNG BLOOD — RICKIE LEE JONES — WARNER BROS.**
F105, KLEO, KBEQ, KING, WKXX, WING, WAUG, WKWK.
14. **SUSPICIONS — EDDIE RABBITT — ELEKTRA**
KVIL, Y100, KYA, BJ105, WBBF, V97, WAVZ, WFLB.

RADIO ACTIVE SINGLES

1. **GOOD TIMES — CHIC — ATLANTIC**
WGSV 15-11, WANS 32-26, WSPT 19-16, KRIB 26-22, WRFC 17-11, WSEZ 35-30, WKIX Ex-29, WIFE 34-30, WING 29-23, WCUE 20-11, KOPA 25-20, WAUG 14-6, WAGQ 15-11, V97 22-17, WQXQ-FM 4-2, KSLY 10-7, KENO 20-16, KROY Ex-30, WFOM 22-17, KELI 25-20, KFMD Ex-25, KRSP 25-18, WEBC Ex-24, WBLI 11-8, WKWK 22-11, WFLB 13-6, KINT Ex-26, WTLB 25-11.
2. **THE MAIN EVENT/FIGHT — BARBRA STREISAND — COLUMBIA**
WGSV 18-12, WSPT 23-18, KRIB 23-18, WRFC 20-13, WSEZ 21-13, WKIX 26-17, WDBQ 27-24, WING 30-27, WCUE 17-8, KOPA 26-16, WAUG 21-15, WAGQ 30-24, WWKS 23-10, WFOM 24-18, WGUY 24-19, KELI 26-18, KFMO 18-15, KRSP 21-10, WEBC 15-5, WBLI 17-14, WKWK 28-19, WAVZ 16-12, WFLB Ex-19, WTLB 21-14.
3. **MY SHARONA — THE KNACK — CAPITOL**
WANS 9-2, KRKE 17-13, WSPT 6-2, KRIB 21-15, WRFC 24-16, WSEZ Ex-35, WKIX Ex-30, WIFE 22-9, WCUE 33-28, KOPA 22-1, WAUG 19-13, WAGQ 22-15, V97 35-29, WQXQ-FM 32-22, WWKS 28-16, KSLY 20-14, KROY 29-19, WFOM 27-21, WGUY 28-21, KRSP 27-21, WBLI 29-24, WKWK 32-27, KINT Ex-29, WTLB Ex-26.
4. **MAMA CAN'T BUY YOU LOVE — ELTON JOHN — MCA**
WGSV 8-2, WANS 15-12, WSPT 12-7, KRIB 9-4, WSEZ 9-7, WKIX 23-20, WING 21-18, KOPA 29-26, V97 13-10, WQXQ-FM 7-3, WWKS 9-6, KENO Ex-27, KROY 20-14, WFOM 10-5, KFMD 9-6, KRSP 9-4, WBLI 19-15, WKWK 10-8, WAVZ 22-16, KINT 17-12, WTLB 12-6.
5. **GETTING CLOSER — WINGS — COLUMBIA**
WGSV 14-10, WANS 10-7, WSPT 13-10, KRIB 18-11, WSEZ 25-18, WDBQ Ex-29, WING 34-17, WAGQ 17-13, V97 30-25, WQXQ-FM 14-6, WFOM 20-16, KELI 15-11, KFMD 23-17, WEBC 33-28, WBLI 16-12, WKWK 26-15, WAVZ 10-7, WFLB 28-24, WTLB 29-25.
6. **LEAD ME ON — MAXINE NIGHTINGALE — WINDSONG/RCA**
WANS 33-28, WSPT 15-9, KRIB 25-20, WRFC 21-18, WKIX 20-16, WDBQ 25-17, WAUG 17-12, WAGQ 18-12, V97 38-34, WWKS 21-18, KSLY 23-17, WFOM 16-11, KELI 20-17, KRSP 26-19, WEBC 5-2, WKWK 24-18, WAVZ 5-3, WFLB 18-10, WTLB Ex-29.
7. **LET'S GO — THE CARS — ELEKTRA**
WANS Ex-24, KRKE Ex-32, WSPT 16-11, KRIB 29-26, WRFC 25-22, WSEZ Ex-37, WING 32-26, KOPA 23-19, WAUG 24-19, WWKS 29-25, KSLY 16-13, KENO 21-18, KROY 26-21, WFOM 28-23, WGUY 23-17, KRSP 24-20, WBLI Ex-28, WKWK 35-29, WTLB 30-24.

RADIO ACTIVE SINGLES

1. **THE MAIN EVENT/FIGHT — BARBRA STREISAND — COLUMBIA**
WHHY 12-6, WLEE 18-10, WOW 12-3, WRVQ 24-19, WKY 20-16, WCAO 26-21, KSLQ 27-22, F105 Ex-33, KFI 21-16, KXOK 22-17, KREM Ex-27, WAPE 27-23, KJR 21-15, KVIL Ex-30, WAKY 26-17, WFIL 26-21, WKBW Ex-16, KCPX 17-14, WNCI 25-19, WNOE 29-22, WDRC 26-20, WLAC 15-12, 92X 22-11, WBBQ 25-17, WOKY 25-21, KJRB 16-7, JB105 10-5, WSGA 21-14, WTIK 28-19, KIMN 23-13, KGW 23-15, KPAM 30-19, KERN 26-17, KBEQ 17-5, KING 18-5, KFRC 16-10, KYA 12-4, 99X 14-5, WAYS 25-19, 13Q 20-10, WPGC 10-5, Z93 15-5, WNDE 21-12, WHB 6-4, WBBF 22-14, WPEZ 31-25, KSTP 15-12, KEEL 29-26, KILT Ex-30.
2. **MY SHARONA — THE KNACK — CAPITOL**
WHHY 21-14, WOW Ex-20, WRVQ 30-24, WCAO Ex-28, KSLQ Ex-28, F105 32-24, KFI 29-19, KREM Ex-29, WAPE 24-20, KJR 19-10, WKBW 25-23, KCPX 21-15, WNOE Ex-37, WISM 14-7, WIFI Ex-29, WDRC Ex-27, WLAC 29-17, 92X 32-15, CKLW 28-7, WBBQ 30-25, WOKY 30-17, KLEO 29-19, KJRB Ex-28, JB105 34-20, WSGA 23-17, KDWB 25-21, KTIK 30-25, WPRO-FM 23-13, KIMN Ex-28, KPAM Ex-26, KERN 27-14, KBEQ 37-29, KHJ 15-7, WRKO 29-17, WAYS 28-21, WGCL 16-8, WHBQ 23-14, 13Q Ex-21, WPGC Ex-26, WQXI 19-11, Z93 26-14, 94Q 19-10, WZZP Ex-25, WBBF 34-17, WPEZ 30-23, WKXX 17-7, WERC 16-5, WSGN 23-18, KILT 20-8.
3. **GOOD TIMES — CHIC — ATLANTIC**
WHHY 13-8, WLEE 22-15, WOW Ex-21, WRVQ 13-6, WKY Ex-20, WCAO 8-5, KSLQ 16-9, KFI 15-7, WAPE 25-22, WABC 10-5, KVIL 27-19, WAKY Ex-23, WFIL 15-9, KCPX 23-17, WNCI 24-17, WNOE 16-8, WISM 29-23, WDRC Ex-28, 92X 8-3, CKLW 9-5, WBBQ 29-24, WOKY 23-18, Y100 7-3, JB105 9-4, WLS 21-16, WTIK 29-10, WPRO-FM 8-3, KIMN Ex-21, KERN Ex-30, KBEQ 26-16, KRTH 18-9, KFRC 21-15, KHJ 20-16, WRKO 18-9, 99X 4-1, WAYS 22-17, WGCL 11-6, WPGC 5-3, WQXI 11-8, Z93 27-23, WZZP 11-5, WBBF 35-29, WPEZ Ex-21, KTLK 11-4, WERC 18-12, WSGN 26-20, KEEL 27-17, KILT 12-7.
4. **LEAD ME ON — MAXINE NIGHTINGALE — WINDSONG/RCA**
WHHY 22-16, WLEE 27-21, WRVQ 12-5, WKY 22-18, KSLQ 28-25, F105 35-30, KFI 27-23, KREM 9-6, WAPE 16-13, KVIL Ex-29, WAKY 27-22, WFIL 27-22, KCPX 22-19, WNCI Ex-24, WNOE 8-2, WDRC 15-7, KLIF 39-35, Y100 25-21, KJRB 29-23, JB105 23-17, WSGA 22-16, WTIK 14-2, B100 Ex-22, WPRO-FM 21-10, KIMN 18-14, KRTH 22-15, 99X Ex-28, WAYS 13-7, WGCL Ex-33, WPGC Ex-27, WQXI 18-13, WNDE 24-21, WZZP Ex-31, WBBF 31-23, WPEZ 32-29, WKXX 25-18, WERC 13-7, WSGN 14-3, KSTP 20-16, KEEL 25-19, KILT 31-24.
5. **AFTER THE LOVE IS GONE — EARTH, WIND & FIRE — ARC/COLUMBIA**
WHHY Ex-28, WRVQ 29-22, WCAO Ex-27, KSLQ 31-28, KREM 27-22, WAPE 31-26, KJR 24-18, WAKY Ex-26, WNOE Ex-31, WISM Ex-28, WLAC 26-13, 92X 35-23, WBBQ Ex-29, KLIF 40-36, Y100 26-16, KJRB 28-25, JB105 40-34, WSGA 30-25, WTIK 38-30, KGW Ex-29, KPAM Ex-31, KERN Ex-28, KBEQ Ex-35, KRTH 21-16, KFRC 22-16, KHJ 30-26, 99X 30-18, WAYS 31-22, WPGC 26-21, WQXI 25-19, 94Q 17-14, WNDE 22-13, WBBF Ex-37, KTLK 31-23, WERC Ex-27, KSTP 25-19.

REGIONAL PROGRAMMING GUIDE

(continued from page 21)

A. Murray, 25 To 16 — P. Frampton, 21 To 15 — Kiss, 18 To 14 — M. Nightingale, 23 To 13 — B. Streisand, 17 To 12 — Atlanta Rhythm Section, 14 To 11 — Abba, 16 To 10 — Raydio, 11 To 9 — Wings, 10 To 8 — R. John, 12 To 6 — D. Summer, Ex To 29 — Kansas, Ex To 28 — Knack, Ex To 21 — Chic, ADDS: Spyro Gyra, Earth, Wind & Fire, Cars, 19 — C. Daniels Band.

KENO — LAS VEGAS — JAMES FLINT, MD

7-1 — D. Summer. JUMPS: 27 To 23 — Atlanta Rhythm Section, 22 To 19 — Kiss, 21 To 18 — Cars, 20 To 16 — Chic, 23 To 15 — P. Hernandez, 17 To 12 — Wet Willie, 13 To 8 — J. Taylor, 11 To 7 — Raydio, 12 To 6 — Dr. Hook, 5 To 3 — P. Frampton, Ex To 27 — E. John. ADDS: 28 — Little River Band, B. Streisand, R. John, G.Q., Earth, Wind & Fire, Night.

KRTH — LOS ANGELES — BOB HAMILTON, PD

1-1 — B. Streisand. JUMPS: 29 To 24 — R.L. Jones, 27 To 23 — Atlanta Rhythm Section, 28 To 22 — Supertramp, 25 To 20 — ELO, 24 To 17 — B. Pointer, 21 To 16 — Earth, Wind & Fire, 22 To 15 — M. Nightingale, 26 To 14 — P. Hernandez, 16 To 13 — Raydio, 15 To 11 — J. Stewart, 12 To 10 — E. John, 18 To 9 — Chic, 14 To 8 — Dr. Hook, 10 To 5 — D. Naughton, Ex To 30 — Flash & Pan, Ex To 28 — Lobo, Ex To 27 — N. Lowe, Ex To 26 — R. Palmer, Ex To 25 — D. Warwick. ADDS: B. Boyer, Little River Band, R. John, Adressi Bros.

KHJ — LOS ANGELES — CHUCK MARTON, PD

1-1 — D. Summer. JUMPS: 30 To 26 — Earth, Wind & Fire, 29 To 25 — R. Palmer, 28 To 24 — B. Tchaikovsky, 26 To 20 — Supertramp, 25 To 19 — Raydio, 24 To 18 — P. Frampton, 20 To 16 — Chic, 15 To 7 — Knack, 12 To 6 — D. Naughton, 8 To 4 — G.Q., Ex To 30 — B. Pointer, Ex To 29 — P. Hernandez, Ex To 28 — C. Daniels Band, Ex To 27 — Cars.

KFI — LOS ANGELES — ROGER COLLINS, MD

1-1 — D. Summer. JUMPS: 27 To 23 — M. Nightingale, 24 To 20 — Cars, 29 To 19 — Knack, 22 To 18 — Raydio, 21 To 16 — B. Streisand, 19 To 15 — Wings, 17 To 13 — Abba, 15 To 7 — Chic, 9 To 6 — E. John, 3 To 5 — J. Stewart, 5 To 3 — Dr. Hook, Ex To 30 — A. Murray, Ex To 29 — Atlanta Rhythm Section, Ex To 27 — C. Daniels Band, Ex To 26 — P. Hernandez. ADDS: R. Palmer, D. Warwick, Little River Band, Supertramp, G.Q.

KOPA — PHOENIX — STEVE RIVERS, PD

22-1 — Knack. JUMPS: 29 To 26 — E. John, 30 To 25 — Earth, Wind & Fire, 28 To 24 — Supertramp, 24 To 21 — A. Murray, 25 To 20 — Chic, 23 To 19 — Cars, 21 To 18 — Raydio, 20 To 17 — Poco, 26 To 16 — B. Streisand, 18 To 15 — G. Rafferty, 16 To 12 — Atlanta Rhythm Section, 19 To 11 — ELO (new), 13 To 10 — J. Jackson, 7 To 5 — Kiss, Ex To 30 — Night, Ex To 29 — E. Rabbitt, Ex To 28 — Marshall Tucker Band. ADDS: R. Palmer, P. Hernandez, D. Warwick.

KGW — PORTLAND — RICHARD HARKER, PD

3-1 — ELO (old). JUMPS: 29 To 26 — M. McGovern, 30 To 27 — A. Garfunkel, 28 To 24 — R. John, 27 To 23 — E. Rabbitt, 26 To 22 — Wet Willie, 25 To 21 — Spyro Gyra, 24 To 20 — Doucette, 19 To 16 — P. Frampton, 23 To 15 — B. Streisand, 17 To 14 — J. Taylor, 11 To 9 — Poco, 15 To 8 — Atlanta Rhythm Section, 12 To 7 — G. Rafferty, 10 To 6 — E. John, Ex To 30 — Little River Band, Ex To 29 — Earth, Wind & Fire. ADDS: Lobo, Supertramp.

KPAM — PORTLAND — BILL MAYNE, PD/MD

2-1 — ELO (old). JUMPS: 34 To 30 — Night, 28 To 24 — Spyro Gyra, 24 To 21 — Kansas, 30 To 19 — B. Streisand, 23 To 17 — E. Rabbitt, 21 To 16 — Wings, 17 To 14 — P. Frampton, 19 To 13 — Atlanta Rhythm Section, 15 To 11 — Abba, 18 To 10 — Dr. Hook, 14 To 8 — Raydio, 9 To 6 — E. John, Ex To 35 — Little River Band, Ex To 31 — Earth, Wind & Fire, Ex To 26 — Knack. ADDS: E. Money, H. Alpert, Orleans, M. McGovern.

KROY — SACRAMENTO — CHUCK HALE, PD

2-1 — ELO (old). JUMPS: 26 To 21 — Cars, 28 To 19 — Knack, 19 To 15 — P. Frampton, 20 To 14 — E. John, 24 To 13 — Dr. Hook, 16 To 11 — Kiss, 12 To 6 — J. Jackson, 10 To 4 — J. Stewart, 6 To 3 — Cheap Trick, Ex To 30 — Chic, Ex To 29 — Earth, Wind & Fire. ADDS: C. Daniels Band, Little River Band.

KCPX — SALT LAKE — GARY WALDRON, PD

2-1 — A. Ward. JUMPS: 30 To 25 — M. Ferguson, 29 To 21 — C. Daniels Band, 28 To 24 — Peaches & Herb, 27 To 23 — B. Tchaikovsky, 23 To 17 — Chic, 22 To 19 — M. Nightingale, 21 To 15 — Knack, 19 To 16 — Blondie, 17 To 14 — B. Streisand, 15 To 12 — Raydio, 11 To 9 — R. John, Ex To 27 — Cars, Ex To 26 — Supertramp. ADDS: R. Palmer, D. Parton, Journey, Sniff 'N' Tears, Bad Company, Dire Straits.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

1-1 — D. Summer. JUMPS: 30 To 26 — Wet Willie, 29 To 25 — C. Daniels Band, 28 To 24 — Earth, Wind & Fire, 27 To 21 — Knack, 24 To 20 — Cars, 26 To 19 — M. Nightingale, 25 To 18 — Chick, 23 To 17 — Kansas, 20 To 14 — J. Taylor, 19 To 13 — J. Jackson, 21 To 10 — B. Streisand, 15 To 9 — Raydio, 10 To 6 — Blondie, 9 To 4 — E. John, 6 To 3 — Atlanta Rhythm Section, Ex To 29 — E. Rabbitt, Ex To 28 — Supertramp, Ex To 27 — R. John. ADDS: Night, Little River Band, ELO (new).

B100 — SAN DIEGO — C. C. McCARTNEY, PD

2-1 — J. Stewart. JUMPS: 29 To 23 — C. Daniels Band, 17 To 11 — J. Jackson, 11 To 9 — Kiss, 8 To 6 — Atlanta Rhythm Section, Ex To 30 — B. Tchaikovsky, Ex To 26 — E. Rabbitt, Ex To 25 — Supertramp, Ex To 24 — ELO (new), Ex To 22 — M. Nightingale. ADDS: 28 — Little River Band, 27 — Dire Straits, Blackfoot, F.C.C., M. Johnson, Rockets, R. Palmer.

KFRC — SAN FRANCISCO — DAVE SHAOLIN, MD

1-1 — D. Summer. JUMPS: 28 To 24 — ELO (new), 26 To 21 — E. John, 24 To 19 — Poco, 22 To 16 — Earth, Wind & Fire, 21 To 15 — Chic, 19 To 13 — Cars, 16 To 10 — B. Streisand, 12 To 7 — J. Jackson, 10 To 6 — McFadden & Whitehead, 7 To 5 — Kiss, Ex To 30 — Pink Lady, Ex To 29 — Hot Chocolate, Ex To 26 — Dr. Hook, Ex To 20 — Raydio. ADDS: Little River Band, G.Q.

KYA — SAN FRANCISCO — RICK SCOTT, MD

1-1 — D. Summer. JUMPS: 28 To 23 — A. Garfunkel, 23 To 19 — Atlanta Rhythm Section, 15 To 12 — J. Taylor, 14 To 11 — A. Murray, 19 To 10 — Dr. Hook, 17 To 9 — E. John, 11 To 8 — Poco, 9 To 7 — Raydio, 12 To 4 — B. Streisand, Ex To 25 — D. Warwick. ADDS: M. Nightingale, P. Frampton, E. Money, E. Rabbitt, Earth, Wind & Fire.

KSLY — SAN LUIS OBISPO — GUY PAUL, PD

3-1 — D. Summer. JUMPS: 29 To 26 — Kansas, 30 To 25 — Peaches & Herb, 28 To 24 — E. Money, 27 To 23 — Rockets, 26 To 22 — Spyro Gyra, 24 To 19 — Earth, Wind & Fire, 23 To 17 — M. Nightingale, 20 To 14 — Knack, 16 To 13 — Cars, 15 To 10 — J. Jackson, 11 To 9 — Dr. Hook, 10 To 7 — Chic, 9 To 4 — J. Stewart, Ex To 30 — Journey, Ex To 29 — Hot Chocolate, Ex To 28 — R. John, Ex To 27 — Little River Band, Ex To 21 — C. Daniels Band. ADDS: ELO (new), Supertramp, G.Q., B. Pointer.

KJR — SEATTLE — TRACY MITCHELL, PD

1-1 — D. Summer. JUMPS: 28 To 22 — Kiss, 26 To 20 — ELO (new), 23 To 19 — Raydio, 24 To 18 — Earth, Wind & Fire, 20 To 17 — Cars, 21 To 15 — B. Streisand, 16 To 13 — Poco, 19 To 10 — Knack, 11 To 9 — J. Jackson, 8 To 6 — J. Stewart, 7 To 3 — Supertramp, Ex To 25 — R.L. Jones, Ex To 24 — Little River Band. ADDS: Rockets, C. Daniels Band, R. John, Chic, R. Palmer, M. Nightingale.

KING — SEATTLE — TOM MCKAY, MD

1-1 — A. Ward. JUMPS: 25 To 22 — E. Rabbitt, 23 To 16 — J. Jackson, 22 To 18 — P. Frampton, 21 To 17 — Cars, 19 To 11 — Kiss, 18 To 5 — B. Streisand, 16 To 13 — Poco, 13 To 10 — Atlanta Rhythm Section, 11 To 8 — D. Summer, 9 To 7 — Abba, 10 To 3 — E. John, 7 To 2 — J. Stewart, Ex To 25 — ELO (new), Ex To 24 — C. Daniels Band, Ex To 23 — Supertramp. ADDS: Little River Band, R.L. Jones.

KJRB — SPOKANE — TOM HUTYLER, MD

1-1 — A. Ward. JUMPS: 30 To 27 — Supertramp, 28 To 25 — Earth, Wind & Fire, 29 To 23 — M. Nightingale, 25 To 22 — R. John, 26 To 19 — Cars, 18 To 15 — E. Rabbitt, 17 To 13 — A. Murray, 12 To 10 — P. Frampton, 13 To 9 — C. Daniels Band, 16 To 7 — B. Streisand, 8 To 4 — Dr. Hook, 4 To 2 — D. Summer, Ex To 32 — Little River Band, Ex To 31 — ELO (new), Ex To 30 — Blondie, Ex To 28 — Knack. ADDS: O. Newton-John, Spyro Gyra, D. Warwick, P. Hernandez.

KREM — SPOKANE — DON NORDINE, PD

1-1 — C. Daniels Band. JUMPS: 30 To 26 — ELO (new), 28 To 25 — Spyro Gyra, 25 To 23 — Marshall Tucker Band, 27 To 22 — Earth, Wind & Fire, 24 To 20 — E. Rabbitt, 26 To 19 — R. John, 23 To 17 — Wings, 19 To 13 — E. John, 11 To 8 — J. Stewart, 9 To 6 — M. Nightingale, 10 To 4 — D. Summer. Ex To 30 — Cars, Ex To 29 — Knack, Ex To 26 — P. Frampton, Ex To 27 — B. Streisand. ADDS: R.L. Jones.

The following stations were also used in this week's research: KBEQ, WSPT, KTLK, JB105, WKWK, WANS, WQXQ-FM, WGSV



COLE FORMS PUBLISHING ARMS — Capitol recording artist Natalie Cole has established Cole-Arama Music (BMI) and Raw Dog Music (ASCAP), naming Frank Gould as general manager (l) and Olivia Bower (r) as professional manager of the two companies.

BMA Backs Performers

(continued from page 10)

According to BMA President Kenneth Gambia, "Passage of this legislation would establish additional protection for the creator of a sound recording. Artists whose talent and audience appeal go unrewarded when their recordings are commercially programmed by radio and television would receive a royalty payment for this commercial use. It is a more equitable distribution of the monies derived as a direct result of commercial exploitation of a sound recording for the exclusive benefit of the users."

The BMA's action parallels the efforts of the RIAA, AFTRA, and the AFL-CIO.

Hillman Elected AFTRA President

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courage locals to affiliate with AFI-CIO city and state bodies.

In his last official speech as president of AFTRA, Joe Slattery, who is concluding his third consecutive term, urged the various categories of performers that comprise the union's membership to "carefully evaluate each other's priorities and invest our commitment in correcting the truly important issues and conditions that cry out for remedy." He characterized his administration as one that "attempted to exert a moderating influence, and... encouraged full participation by and recognition of AFTRA's smaller locals."

Recalling the recent strike against advertising agencies and producers of television commercials, Slattery said, "I feel fortunate for having been this union's president at a time when we rediscovered that we really are a union... for out of the expense and pain and often personal loss from the strike came a new appreciation of our purpose, and new confidence with which to face the future."

Int'l Sales Are Up

(continued from page 16)

the increased volume is due to the ABC catalog, which became fully available to MCA on March 31. Nonetheless, coupled with the recent formation of MCA International Records Operations — a distribution arm for territories outside of North America — Cook feels that MCA is well on its way to international prosperity.

With MCA currently making strong inroads in the UK and western Europe, Japan, Australia/New Zealand and South Africa, Cook is looking forward to further expansion into Nigeria, Mexico, Brazil and southeast Asia, with visions of opening up the U.S.S.R. and China.

K.C. Raised On Gospel And Soul

(continued from page 10)

His father, on the other hand, was a late-comer to music appreciation. "My dad didn't even listen to the radio until I started hitting the charts. Now he has the AM stations that play my music punched into his car radio," Casey says.

The composer, performer and arranger has branched out into production for his own label, Sunshine Sound, and others. He was in Los Angeles recently to produce Terri DeSario's debut LP for Casablanca. While in town he escorted his protege, whom he has known since they went to the same junior high school, to the Dinah Shore Show, where he waited backstage in the Green Room while she appeared as a guest.

Production is a form of insurance in a business where performers are not known for their longevity. Casey, however, does not think the public is as fickle as its buying habits make it out to be. "In 1978, we didn't have a record out, and yet when we performed in New Orleans that year, we were able to draw a crowd of more than 60,000," he recalls.

This year, his ebullient "Do You Wanna Go Party" is bulleting up the **Cash Box** Top 100 Albums chart. Momentum from this LP will launch the Sunshine Band on a 60-day, 45-city tour of the U.S. and Canada in mid-summer. The tour, in turn, will serve as the source of a live album.

While he has stretched out artistically in many directions, Casey will admit to one area he would like to become involved in — acting. Not that he hasn't already had the chance to do so. "They asked me to do an episode of 'Wonder Woman,' but I turned them down. I felt I didn't have enough acting experience to play a character I wasn't familiar with," Casey says.

What about playing something closer to home, like a rock star? "Closer to home for me," he says, "would be playing a desk clerk."

Casey has one goal in life, one from which he and his music have never swerved. Before revealing this goal, he explains that the "booty" in his "Snake Your Booty" recording is a black euphemism for the posterior section of the human anatomy. With this definition in mind, he announces his purpose in life:

"I want everybody to dance their booty off."

Piracy Ruling

(continued from page 14)

for the record companies, asked the court to base its assessment of damages suffered by clients on depositions given by Warner and Burnstein several years ago, arguing that although these were inexact estimates, they were the only figures available and should therefore be relied on by the court in assessing damages.

The court agreed with this assertion and, at the hearing last week, awarded the plaintiffs \$2.9 million for the acts of piracy committed by Magnitron, plus an additional \$300,000, the amount the court found had been illegally distributed to the principals of the corporation.

The court noted the lack of records produced by Magnitron and its principals and scored the "cavalier disregard of any hearings the court tried to conduct." Judge Parr added, "I think both of them got rich as a result of their nefarious acts. Both of them are nothing but thieves and tape pirates."

Local 47 Honors Davis

LOS ANGELES — Sammy Davis, Jr. is being honored by the Musician's Union Local 47 on July 23 at the union's auditorium, 817 Vine Street in Hollywood. The entertainer will receive two awards at the ceremony, the union's "Live Music Award" and an honorary life membership in the Local. The event is scheduled for 11 a.m.

POINTS WEST

(continued from page 16)

COMING RELEASES — Led Zeppelin's "In Through The Out Door" and the third **Foreigner** album highlight Atlantic's summer release plans. LPs from **Bette Midler**, **AC/DC**, **Chic**, **The Records** and **Gary Numan and Tubeway Army** are due later this month and due out in August along with Led Zeppelin and Foreigner are **Chuck Berry**, **Ian Lloyd**, **Aretha Franklin**, **City Boy** and **Cerrone** . . . Coming soon from Elektra/Asylum are albums by **John Fogerty**, **Dr. Buzzard's Savannah Band** and **Oregon** . . . The first of **Frank Zappa's** rock history trilogy, "Joe's Garage," is set for August, with part two due later this year . . . **Joan Armatrading's** recent concert tour went so well A&M will put out a 2-LP live set in September . . . 10 cuts off the first English album by **The Clash**, four later singles and a three-song bonus 7" including "I Fought The Law" will make up the new Clash album, due any day . . . **Michael Johnson's** second EMI-America LP, "Dialogue," is set for August . . . The title cut from **Heart's** court-contested "Magazine" album is being released as a single by Mushroom . . . Inphasion is releasing "Higher," a new single from the **Chi-Lites**, Aug. 1, with an LP due Aug. 25 . . . **Barry Manilow's** co-producer, **Ron Dante** has his first Infinity album scheduled for August . . . Apparently not a coming release is the single **Bruce Springsteen** and the **E Street Band** cut about the Three Mile Island accident. The song's called "Roulette," but Columbia has no plans to put it out.

ON THE ROAD — **REO Speedwagon** kicks off its Nine Lives Tour in Omaha July 31. In five weeks the band will play 23 cities . . . **Leif Garrett** is booked for 36 one-nighters beginning in Florida July 27 . . . The **Patti Smith Group** is set for the Hollywood Palladium July 29, after getting bumped from the Starlight Amphitheatre. Patti and co. play Central Park in New York Aug. 11 . . . **Sha Na Na** plays the Greek Theatre in L.A. July 31-Aug. 1, followed by the **Tubes** Aug. 2-4 . . . **Walter Egan** is doing west coast warm up dates this week, with tour plans to be announced shortly . . . **Maze** with **Frankie Beverly** plays the Santa Monica Civic Aug. 9, along with **Raydio**, which has been out on its own tour all of July . . . Fresh from a 10-city European tour with **Jeff Beck**, **Stanley Clarke** will begin his own U.S. tour Sept. 2, with a night at the Greek in L.A. Sept. 11 . . . **Earl Klugh** and **Roland Vazquez** and the **Urban Ensemble** will be featured at the second "Jazz at the Beach" show at the Santa Monica Civic July 29 . . . **Eddie Rabbitt** and **Charo** co-headline the Sahara Tahoe Aug. 1-14.

SHORT TAKES — **John Entwistle** has been in Crystal Studio in L.A. working on his next solo album with special guest **Joe Walsh** . . . After completing the Rod Stewart tour, drummer **Carmine Appice** appears to be putting together the Carmine Appice Band. He's made some demos at the Record Plant in L.A. co-produced by **Eddie Kramer** with guitarist **Earl Slick**, keyboard player **Duane Hitchings** and singer **Jim Diamond**. Look for a signing announcement soon . . . **Matt Kramer** has been retained by **John Loesser** to book non-theatrical events into the Westwood Playhouse and the New Las Palmas Theatre on "dark" nights. He can be contacted at 479-6502 . . . FM Productions is constructing a state-of-the-art sound system for promoter **Danny Socolof's** new Uptown Theatre in Kansas City. The former movie theatre is being converted into a 2,000-seat showcase club and should be ready in mid-August . . . NARAS-L.A. is sponsoring five lecture-rap sessions of the recording business on consecutive Tuesdays beginning July 24 at 7 p.m. at the Musicians' Union Auditorium in Hollywood. Speakers include **Jay Lowy** of Jobete Music, producer **Brooks Arthur**, **Skip Miller** of Motown and **Dick Etlinger** of Casablanca . . . Guitarist **Gary Moore** of **Thin Lizzy** has dropped out of the band to pursue his solo career.

joey berlin

Dancing Catches On At Many Rock Clubs; Labels Testing New Singles

(continued from page 7)

crease in dancing. Part of it could be the subconscious impact of disco, which has the effect of making dancing more acceptable.

The parallel to disco is one that is taken quite seriously by local club owners who are intent on gaining the recognition that their club can break records.

According to Fouratt, "this club can break records. Hurrah's was the first place to give Blondie's "Heart of Glass" play six months before most of American radio picked up on it, and most recently, we were the first place to play and break 'Pop Muzik' by 'M'. Right now I expect to generate some interest in new imported records I'm playing by Patrick Fitzgerald, Kleenex, and Gang of Four. We spend a lot of time finding and getting records that record companies and radio stations have not picked up on, and it's no secret that some radio station program directors hang out over here."

Remixing Records

Henry Schissler manages Heat, the New York-based 'rock disco' whose 2,500 capacity is the largest of all the clubs. Schissler is even more adamant about the club's intention to break records. "Right now we are working Nona Hendryx's UK Arista release, and we are going to defiantly come up with our own remix of Phillip D'Arrow's 'Burn Down the Disco.' In spite of his company coming with another single, we feel 'Burn' was the one, but was hurt by a poor mix.

"In the near future we will be issuing a weekly playlist, complete with our own top 20 and 'bubbling under.'"

Admittedly, club managers have run into some resistance from record companies, and, similarly, some companies have adopted a "too-soon-to-tell" posture vis-a-vis the clubs.

According to Fouratt, "there has been no problem with labels like Chrysalis, Sire, and A&M, who I consider to be labels of the '80s. But I can still call the international department of a major to ask for a record, and they

may either decide not to service me, or worse yet, may not even know the artist I'm asking about."

Dance Floor Reaction

Under the aegis of Mike Leon, the duties of Kathy Bacigalupo, who is special projects coordinator for A&M, now include functioning as a liaison to the disco-rock clubs.

Leon asserts that "any record company that is not servicing clubs like Hurrah's, the Mud Club, and Heat are hurting themselves. These clubs have the capacity to get a buzz going on a record and to create enough interest so that it eventually comes to the attention of radio programmers. Although this phenomenon only exists in cities like New York, L.A. and a few others, I believe that we are not more than six to nine months away from this being popular throughout the country."

MCA To Release New, Expanded Version Of 'Evita'

LOS ANGELES — An expanded version of the hit musical "Evita" is scheduled for release by MCA Records in late August. The musical's librettist, Tim Rice, and the composer, Andrew Lloyd Weber, will produce this new recording of the entire work, which will contain all of the new material added for the stage production that will debut in New York on Sept. 25.

The cast of the current Broadway production — including Patti LuPone, Bob Gunton, Mandy Patinkin, Jane Ohringer and Mark Syers — will perform on the new album.

The additions to the work, including completely new sequences for the Che Guevara character, have never been used in any previous recordings of the musical.

The musical is based on the life of Eva Peron, the first wife of the late Argentinian dictator Juan Peron.



E/P/A MID-YEAR BRINGS OUT EXECS, ARTISTS — Epic/Portrait/Associated Labels held its mid-year meetings in Los Angeles recently, bringing the label's key executives together with many of their artists, while plans were formulated for the balance of the year for E/P/A's A&R, promotion and marketing staffs. Don Dempsey, E/P/A senior vice president and general manager, chaired the meetings. Pictured at the reception, hosted by E/P/A execs for the artists are, in the top row, (l-r): Don Dempsey; Kevin Cronin, Epic's REO Speedwagon; Stan Monteiro, E/P/A vice president of west coast marketing; Gary Richrath, REO Speedwagon; Steve Einzsig, E/P/A product manager, west coast; Barry White, Unlimited Gold Records; Glodean White; Tony Martell, CBS Associated labels vice

president and general manager; Don Dempsey; David Werner, Epic Records; and Lennie Petze, Epic vice president of national A&R. Shown in the bottom row are (l-r): Frannie Golde, Portrait artist; Frank Rand, Epic vice president of A&R, west coast; Susan Blond, E/P/A vice president of press & public information; Larry Douglas, E/P/A director of promotion, west coast; Paris Eley, CBS Records vice president of promotion, Black Music Marketing; Michael Jackson; Susan Blond; Randy Jackson; Alan Price, Jet Records recording artist; Sharon Arden, vice president, Jet Records; Ron McCarrell, E/P/A vice president of marketing; and Gordon Anderson, CBS Associated Labels director of national promotion.



THE HOTTEST DISCO IN TOWN

MCA RECORDS



FLY-3100 SAINT TROPEZ II "BELLE DE JOUR"



FLY-3103 HOTT CITY "AIN'T LOVE GRAND"



FLY-3102 J.T. CONNECTION "BERNADETTE"



FLY-3106 DENISE MC CANN II "I HAVE A DESTINY"



FLY-3105 TUXEDO JUNCTION II "TAKE THE-A-TRAIN"



BOB MCGILPIN II

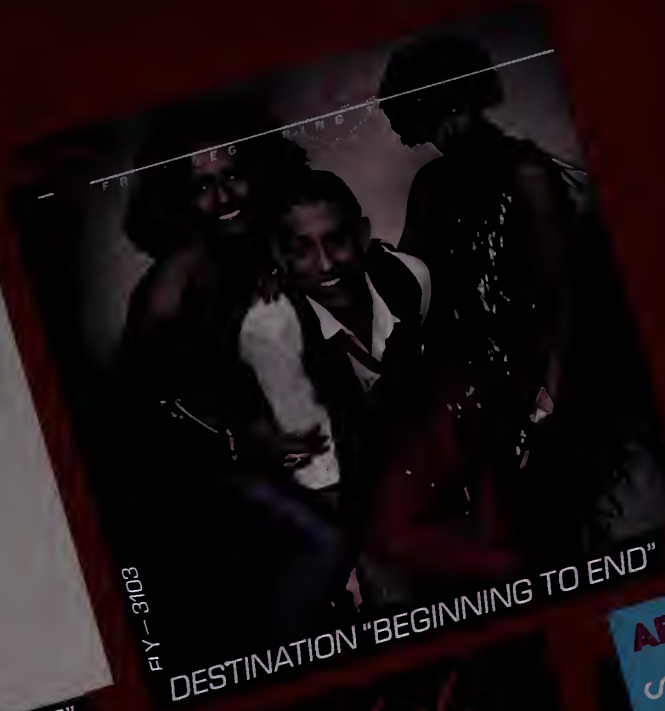
Get Up!

Superstar

"GET UP"

FLY-3104

BOB MC GILPIN II



FLY-3103

DESTINATION "BEGINNING TO END"



ABBE

RAINBOWS

FLY-3107

ABBE

"RAINBOWS"

Fire & Ice



FLY-3108

CHEETAH

"CHEETAH"



Best of Butterfly

FLY-3113

"BEST OF BUTTERFLY"



FLY-3110

FIRE & ICE

"FIRE & ICE"

ATTITUDES

High Gloss



Cafe LA

FLY-3112

BLACK VELVET

VELVET

"CAFE L.A."

FLY-3108

HIGH GLOSS

"ATTITUDES"



Street Corner Symphony
THE WORD IS OUT

FLY-3111

STREET CORNER SYMPHONY
"THE WORD IS OUT"

COUNTRY

Crossover Artists' Success Keeps Country Sales Steady

by Jennifer Bohler

NASHVILLE — Country music sales are generally stable and healthy across the nation, according to a recent **Cash Box** survey of distributors, rack jobbers and retail outlets reporting LP and singles sales activity.

The survey found 14 of the 21 accounts queried reporting stable or increased sales for country 45 and LP product since January, despite the overall soft sales that have plagued the record industry this year. Only four accounts noted a decrease in sales activity for singles and albums, while three reported steady or increased sales of singles and a decrease in albums.

Sales representatives offered several possible reasons for the positive sales figures, but the most frequently mentioned was high sales for the big name crossover artists.

Lee Perron, manager of Friends Two Records in Oklahoma City said, "I think the increase in country sales is directly due to country artists crossing over to the pop charts. They are getting airplay on a variety of formats — AOR, MOR and country. That has created a much wider audience. These artists have an appeal that goes from a younger audience to the older crowd."

"Another reason we see such good sales in country music is our location," Perron continued. "That type of music is indigenous to this area — the southwest. Besides that, there has been a lot of good music out this year."

Dutch Cramblitt, manager of Circles, a retail store in Phoenix, reported that sales for crossover artists are good, while marginal country artists have reached a stable point.

"Our sales figures have remained about the same since January," Cramblitt said. "They declined somewhat last month, but in the last two weeks they climbed back to normal, and seem to have stabilized at that point."

"The major artists are our big bulk sellers," he continued. "We are seeing the artist on the smaller labels and independent labels sell, too. It just depends on how much work the labels are putting into exposing the artist. Primarily though, we see the crossover people and people with a certain kind of style making it."

One factor which seems to have had a negative effect on record sales is the current cost of singles and albums.

While Lieberman Enterprises in Minneapolis reported a slight increase in sales in the singles department, sales for country albums did not fare quite as well.

"Our sales are down a little across the board," said Pat Weiser, album buyer for Lieberman. "There's a two-fold reason for this, the state of the economy and the current price of albums. There are still the hard-core country fans buying records, but people just aren't spending as much."

Mile High Records in Denver is another account that reported an increase in single sales, but a slight decrease in album sales. Harlan Heidelmeyer, album buyer for the store, noted that album sales are generally down a little, but those artists who are selling seem to be selling more than ever — "particularly the country crossover artists."

Geographically, the mid west and west seem to be the softest in country sales, with Cleveland One Stop, California Music in Los Angeles, Singers in Chicago and Western Merchandisers in Amarillo reporting slight decreases in country music sales.

Western Merchandisers is one of the largest distributors in the southwest, servicing 900 accounts in seven states. Steve Marmaduke, vice president of purchasing, reported that business has decreased about 10% since January.

"Country music sales have decreased, but pop sales have decreased ever more," Marmaduke said. "Country music buyers are still putting money into records, while the pop buyer has cut back." He also added that crossover artists are selling better than the staple country artist.

Sharon Ciasnocha, singles buyers for Singers in Chicago, attributes the decline in single sales to the rising overall price increase for singles. Singers does a good deal of business with juke box operators, and Ciasnocha reported that the operators had definitely lowered the quantity of records they order.

Pricing Factor

Other reports claimed a steady, if not increasing pace since the beginning of the year. Central South, a distributor in Nashville, services a large number of juke box operators in the deep south. Becky Walsh, a company employee specializing in single sales, feels the imminent price increase in singles will not result in any ad-

(continued on page 29)



LARRY GATLIN SIGNS CBS PACT — Larry Gatlin, formerly with Monument Records, has signed a long-term recording contract with Columbia Records, the label recently announced. Gatlin's first Columbia LP will be released in early fall. Shown at the signing are (l-r): Marvin Cohn, vice president of business affairs, CBS Records; Paul Smith, vice president of marketing, CBS Records; Bruce Lundvall, president, CBS Records; Rick Blackburn, vice president, CBS Records, Nashville; Steve Gatlin; and Gatlin (seated).

TOP 75 ALBUMS

	Weeks On Chart	7/21		Weeks On Chart	7/21
1	14	1	38	20	
2	9	2	39	33	
3	7	3	40	7	
4	7	4	41	5	
5	6	5	42	6	
6	33	5	43	42	
7	12	6	44	74	
8	11	7	45	66	
9	11	8	46	18	
10	17	9	47	15	
11	34	10	48	56	
12	9	11	49	90	
13	17	12	50	6	
14	65	13	51	33	
15	24	14	52	34	
16	36	15	53	10	
17	9	16	54	89	
18	76	17	55	35	
19	56	18	56	20	
20	6	19	57	10	
21	3	20	58	35	
22	25	21	59	22	
23	4	22	60	40	
24	16	23	61	19	
25	23	24	62	1	
26	5	25	63	30	
27	40	26	64	42	
28	13	27	65	43	
29	1	28	66	42	
30	16	29	67	26	
31	19	30	68	19	
32	63	31	69	16	
33	33	32	70	20	
34	7	33	71	11	
35	25	34	72	53	
36	37	35	73	49	
37	74	36	74	69	
		37	75	39	
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BLACK CONTEMPORARY

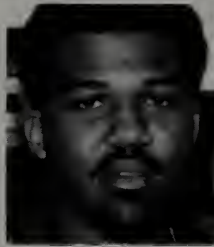
THE RHYTHM SECTION

TOP 75 ALBUMS

	Weeks On Chart	7/21		Weeks On Chart	7/21
1 TEDDY TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36003)	1	6	39 STAR WALK LARRY GRAHAM WITH GRAHAM CENTRAL STATION (Warner Bros. BSK 3322)	41	5
2 BAD GIRLS DONNA SUMMER (Casablanca NBLP-2-7150)	2	12	40 INVITATION NORMAN CONNORS (Arista AB4216)	44	4
3 I AM EARTH, WIND & FIRE (ARC/Columbia FC 35730)	3	7	41 SECRET OMEN CAMEO (Chocolate City/Casablanca CCLP 2008)	55	2
4 WINNER TAKES ALL THE ISLEY BROTHERS (T-Neck/CBS PZ2-36077)	4	8	42 THE MUSIC BAND WAR (MCA 3085)	35	16
5 SONGS OF LOVE ANITA WARD (Juana/TK 200.004)	5	11	43 I LOVE YOU SO NATALIE COLE (Capitol SO-11928)	38	17
6 CANDY CON FUNK SHUN (Mercury SRM-1-3754)	6	11	44 FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	40	21
7 STREET LIFE CRUSADERS (MCA-3094)	8	9	45 PARADISE GROVER WASHINGTON JR. (Elektra 6E-182)	42	14
8 McFADDEN & WHITEHEAD (Phila. Int'l./CBS JZ 35800)	7	12	46 WHERE THERE'S SMOKE SMOKEY ROBINSON (Tamla/Motown T7-366R1)	47	6
9 THE JONES GIRLS (Phila. Int'l./CBS JZ 35757)	10	10	47 MUSIC BOX EVELYN "CHAMPAGNE" KING (RCA AFL 1-3033)	37	17
10 LET ME BE GOOD TO YOU LOU RAWLS (Phila. Int'l./CBS JZ 36006)	9	9	48 DO IT ALL MICHAEL HENDERSON (Buddah/Arista BDS 5719)	58	2
11 THE BOSS DIANA ROSS (Motown M7-923R1)	12	8	49 THE ORIGINAL DISCO MAN JAMES BROWN (Polydor PD-1-6212)	57	3
12 WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic SD 5209)	11	24	50 LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)	45	20
13 DEVOTION L.T.D. (A&M SP 4771)	16	5	51 GO WEST VILLAGE PEOPLE (Casablanca NBLP 7144)	49	16
14 THIS BOOT IS MADE FOR FONK-N BOOTSY'S RUBBER BAND (Warner Bros. BSK 3295)	17	4	52 HOT NUMBERS FOXY (Dash/TK DASH 30010)	48	17
15 MINNIE MINNIE RIPERTON (Capitol SO-11936)	13	12	53 LET ME BE YOUR WOMAN LINDA CLIFFORD (RSO RS-2-3902)	51	16
16 WHAT CHA GONNA DO WITH MY LOVIN' STEPHANIE MILLS (20th Century-Fox/RCA T-583)	18	14	54 THE MESSAGE IS LOVE BARRY WHITE (Unlimited Gold/CBS JZ 35763)	52	16
17 WILD AND PEACEFUL TEENA MARIE (Gordy/Motown G7-986R1)	14	13	55 I LOVE TO DANCE KLEENER (Atlantic SD 19237)	59	7
18 SWITCH II (Gordy/Motown G7-988R1)	15	11	56 HEARTBEAT CURTIS MAYFIELD (Curton/RSO RS-1-3053)	—	1
19 DIONNE DIONNE WARWICK (Arista AB 4230)	20	9	57 I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor/CBS KZ2 35680)	62	2
20 DISCO NIGHTS G.O. (Arista AB 4225)	19	18	58 STONEHEART BRICK (Bang/CBS JZ 35969)	53	12
21 THE GAP BAND (Mercury SRM-1-3758)	21	14	59 STARS SYLVESTER (Fantasy F-9579)	54	15
22 DO YOU WANNA GO PARTY? KC AND THE SUNSHINE BAND (T.K. 611)	24	6	60 FIVE SPECIAL (Elektra 6E-206)	—	1
23 ROCK ON RAYDIO (Arista AB 4212)	22	16	61 NITEFLYTE (Ariola SW 50060)	63	4
24 INSPIRATION MAZE FEATURING FRANKIE BEVERLY (Capitol SW-11852)	23	17	62 IN THE PUREST FORM MASS PRODUCTION (Cotillion/Atlantic SD 5211)	—	1
25 HEAT STRING EARL KLUGH (United Artists UA-LA942-H)	26	11	63 JOURNEY TO THE LAND OF ENCHANTMENT ENCHANTMENT (Roadshow/RCA BXL 1-3269)	60	21
26 CHANCE CANDI STATION (Warner Bros. BSK 3333)	31	4	64 WHAT THE HELL IS THIS? JOHNNY GUITAR WATSON (DJM/Phonogram DJM-24)	50	7
27 FEVER ROY AYERS (Polydor PD-1-6204)	27	11	65 WHISPER IN YOUR EAR THE WHISPERS (Solar/RCA BXL 1-3105)	61	17
28 LOVE CURRENT LENNY WILLIAMS (MCA-3155)	36	5	66 STRAIGHT TO THE POINT LOVE TALK STARR (A&M SP-4764)	56	10
29 WHEN LOVE COMES CALLING DENICE WILLIAMS (ARC/Columbia JC 35568)	39	4	67 LOVE TALK MANHATTANS (Columbia JC 35693)	67	18
30 2 HOT! PEACHES & HERB (MVP/Polydor PD 1-6172)	25	36	68 THE ADVENTURES OF CAPTAIN SKY CAPTAIN SKY (AVI-6042)	72	2
31 DESTINY THE JACKSONS (Epic JE 35552)	30	36	69 UNWRAPPED DENISE LaSALLE (MCA 3098)	64	5
32 ANY TIME ANY PLACE THE DRAMATICS (MCA AA-1125)	28	13	70 C'EST CHIC CHIC (Atlantic SD 19209)	68	36
33 DESTINATION: SUN SUN (Capitol ST-11941)	43	3	71 EVERYBODY UP OHIO PLAYERS (Arista AB 4226)	66	16
34 HOT PROPERTY HEATWAVE (Epic FE 35970)	29	12	72 BETTY TRAVELIN' IN THE WRIGHT CIRCLE BETTY WRIGHT (Alston/TK 4410)	65	10
35 BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	32	26	73 LOVE TRACKS GLORIA GAYNOR (Polydor PD 1-6184)	69	29
36 ANOTHER TASTE A TASTE OF HONEY (Capitol SOO-11951)	46	3	74 IT'S ALRIGHT WITH ME PATTI LABELLE (Epic JE 35772)	73	20
37 IN THE MOOD TYRONE DAVIS (Columbia JC 35723)	33	18	75 KNOCK ON WOOD AMII STEWART (Ariola/Hansa SW 50054)	70	22
38 SKYY (Salsoul/RCA SA 8517)	34	15			

NINE YEARS FOR HAL JACKSON — Hal Jackson staged his annual Talented Teens International Contest last week at the Cocoanut Grove in Los Angeles. Thirty-five teens were feted by the music industry during their week long stay in the Los Angeles area. RCA, Atlantic, Polydor, MCA, Tabu and Warner Bros. provided activities and hosted luncheons and dinners for the contestants. The contest was judged by several television and film celebrities. The winner received a trophy, a diamond ring, a self-achievement scholarship, cultural exchange trips to several different countries and will also tape an appearance on Soul Train. Entertainment for the July 21 event was provided by **The Sylvers** and **Apollo**.

QUINCY JONES HONORED WITH BLVD. STAR — Quincy Jones is being honored by the Hollywood Chamber of Commerce, which will unveil a star for him on the Hollywood Boulevard "Walk Of Fame." Jones has recorded 40 albums, written soundtracks for 33 films, and scored several television shows, including "Roots" for which he won an Emmy. He has been nominated for three Academy Awards and has won six Grammys, as well as producing several other artists.



Earl Parnell

PROGRAMMERS PROFILE — Earl Parnell has been in the record industry since he was 11 years old, working at Sound Town Record Store in St. Louis. He cultivated a friendship with **Doug Eason**, general manager at KATZ in that city, and after seven years with that store Eason hired him at the station doing odd jobs. After he was with the station for six months, he was moved into music research, where he remained for about six months before moving into the music director's slot. Parnell notes that he spent several weekends with **Keith Adams** in Oakland, who formerly worked at KATZ before going to KDIA, learning about his system of doing the music. Three months ago, Parnell had programming duties added to his job. He feels that his experience at the record store groomed him to be totally in tune to the St. Louis market, which is why he had been able to adapt to his new position so quickly. At 19 years old, Parnell is very proud of his accomplishments to date, and hopes someday to be able to totally manage a radio station. "I am trying to learn everything I can about radio. I normally come to the station at 6 a.m. to sit with Doug Eason during his air shift. Though I have never been on the air, I have at this point learned how to operate the board. In case there is a problem, I want to be able to handle it."

RADIO ACTIVITY — The June/July issue of **Radio Active** distributed to NAB members had an excellent article titled "Keep That Radio License," which explained some fine points of preventing your station license from being challenged. First on the list was shaping up to EEO policies. All stations with five or more full time employees must file an Annual Employment Report and must have and implement a program fashioned around the Commission's 10-point model EEO program. The standards say overall minority or female employee percentages should reflect 50% of the local minority or female workforce; and minority or female percentages in the station's top four job categories reflect 25% of the local workforce. Second, FCC Rule 1.526 specifies the items that must be in the station's public file, and that file must be available to the public during normal business hours. Most frequently inquired about are program logs, which must be requested in advance, with cost for copying passed on. Also, with ascertainment activities, all community leader interviews must be documented and leader contact forms must be placed in the file within 30-45 days of an interview. And all annual listings of ascertained problems and needs and illustrative responsive programming must be in the file. Periodically, a station should recheck the percentages of programing news, public service and other non-entertainment programming to verify that it is in keeping with the percentages that were originally promised. If a station suddenly discovers at renewal time that in fact they may be down 15-20%, it can cause serious problems. Lastly, be certain that all employees are aware of regulatory matters, so problems are discovered before they get out of proportion. . . . WJLB/WMZK will have to answer charges of conflict of interest, misrepresentation and inadequate supervision of its foreign language station at an upcoming revocation hearing ordered by the FCC. . . . WWRL's **Gary Byrd** is fast becoming a recognized force in New York City with his interview show called "The GB Experience." Recent guests on the show have been **Richard Pryor**, **Stevie Wonder**, **Lawrence Hilton Jacobs**, **Corretta Scott King**, and several others. Audience research has revealed that the show is getting a great deal of attention.

EDMONDSON TO LAX — Al Edmondson will be organizing the promotion division at the MCA distributed label LAX Records. The label, which is operating under the Far-Out Production umbrella, is headed up by War managers **Steve Gold** and **Jerry Goldstein**, will continue to be involved in management, and will expand into A&R and creative services, with Edmondson also involved in those areas. The label will release its first product in September.

cookie amerson

PROGRAMMERS PICKS

Harry "O"	KKSS/St. Louis	Sing A Happy Song — O'Jays — Phila. Int'l./Epic
Lynn Tolliver	WVON/Chicago	Sing A Happy Song — O'Jays — Phila. Int'l./Epic
Reg Henry	WXEL/New Orleans	Get Another Love — Chantel Curtis — Key
David Lombard	WVOL/Nashville	Let's Fall In Love — Isley Brothers — T-Neck/Epic (LP cut)
Doug Blakely	WUFO/Buffalo	Don't Stop 'Til You Get Enough — Michael Jackson — Epic
Jerry Rushian	WEDR/Miami	Gotta Keep On Dancin' — Saint & Stephanie — Arista
Les Norman	WENZ/Richmond	Funk & Bop — Mutiny — Columbia
Calvin Booker	WYLD/New Orleans	Reach Out — Lee Moore — Source/MCA
Alonzo Miller	KACE/Los Angeles	Body To Body Boogie — ORS — Salsoul (Entire LP)

CASHBOX TOP 100

July 28, 1979

Main Cashbox Top 100 chart with columns: Rank, Song Title, Artist, Weeks On Chart, and Chart Position. Includes entries like 'Bad Girls', 'Turn Off The Lights', 'Good Times', etc.

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

Alphabetized Top 100 R&B chart listing songs and artists in alphabetical order, including 'A Moment's Pleasure', 'After The Love', 'Ain't No Stoppin''.

★ 12" Available For Sale

BLACK CONTEMPORARY

MOST ADDED SINGLES

- DON'T STOP 'TIL YOU GET ENOUGH — MICHAEL JACKSON — EPIC**
KDIA, WVOL, WBMX, WDIA, WTLC, WWIN, WGIV, WAOK, KDAY, WCIN, WRBD, KKSS, WYLD, KATZ, KPRS, WJPC, WOL, WDAO, WVKO, WLOU, WMBM.
- OPEN UP YOUR MIND (WIDE) — THE GAP BAND — MERCURY**
WVON, WWIN, WUFO, WGIV, WAOK, WCIN, WRBD, WIGO, WWDW, KYAC, WAWA, KPRS, WJPC, WDAO, WVKO, WGPR-FM.
- I GOT THE HOTS FOR YA — DOUBLE EXPOSURE — SALSOUL**
WEDR, WAOK, WCIN, WYBC, WRAP, WYLD, KATZ, WNJR, WAMO.
- FOUND A CURE — ASHFORD & SIMPSON — WARNER BROS.**
WVON, KDIA, WVOL, WGIV, WCIN, WAWA, KPRS, WEAL.
- MAKE MY DREAMS A REALITY/I DO LOVE YOU — G.Q. — ARISTA**
WJLB, WTLC, WCIN, WRBD, WILD, WAMO, WMBM.
- FULL TILT BOOGIE (PT. 1) — UNCLE LOUIE — MARLIN**
WSOK, WJLB, WORL, WTLC, KDAY, WAMO, WDAO.
- DO IT GOOD — A TASTE OF HONEY — CAPITOL**
WKND, WJLB, WBMX, WORL, WGIV, WDAO, WXEL-FM.
- TONIGHT'S THE NIGHT (GOOD TIME) — KLEER — ATLANTIC**
WEDR, WDIA, WJMO, KYOK, WNJR, OK100, WDAO.
- STREET LIFE — CRUSADERS — MCA**
WUFO, WCIN, KYAC, WYLD, KATZ, KPRS, WDAO.

MOST ADDED ALBUMS

- DO IT ALL — MICHAEL HENDERSON — BUDDAH**
KYOK, KKSS, KACE, WSOK, KDIA, KMJQ, WTLC, WYBC, WCIN, WLUM.
- HEARTBEAT — CURTIS MAYFIELD — CURTOM**
KPRS, WYLD, WJLB, WDAO, WLUM, WLOU.
- WHEN LOVE COMES CALLING — DENIECE WILLIAMS — ARC**
KPRS, KATZ, WENZ, KACE, WTLC, WLUM.

SELECTED ALBUM CUTS

HEARTBEAT — CURTIS MAYFIELD — CURTOM
* Between You Baby And Me, What Is My Woman For?, Victory

I LOVE TO SING THE SONGS I SING — BARRY WHITE — 20TH CENTURY-FOX
Girl, What's Your Name, Title

LEAD ME ON — MAXINE NIGHTINGALE — WINDSONG
Love Me Like You Mean It, You Got To Me, You Are The Most

BROWNE SUGAR — TOM BROWNE — GRP
* The Closer I Get To You, Brother, Brother

SEND IN THE CLOWNS — WALTER JACKSON — 20TH CENTURY-FOX
And If I Had, Magic Man

BLACK RADIO HIGHLIGHTS

WAOK — ATLANTA — DOUG HARRIS, PD

HOTS: A. Stewart, Chic, E. Starr, P. Brown, Kleer, LTD, D. Jacobs, Brick, N. Connors, B. White, B. Wright, Earth, Wind & Fire. ADDS: Isley Bros., M. Jackson, Enchantment, W. Piper, J. Moore, Double Exposure, Philly Cream, H. Reddy, G. Washington, Gap Band, Maze, Dramatics.

WWIN — BALTIMORE — DON BROOKS, PD

HOTS: Parlet, L. Rawls, Jones Girls, Mass Production, Uncle Louie, S. Mills, Switch, Skyy, T. Marie, Manhattans, Con Funk Shun, C. Staton, LTD, P. Brown, Toto, Ashford & Simpson, Cameo, G.Q., Isley Bros., T. Pendergrass, D. Summer, Chic, Five Special, B. Wright, Taste of Honey, T. Callier, Bohannon, J. Brown, Crusaders. ADDS: S. Feva, Gap Band, L. Parsons, H. Alpert, Pockets, M. Jackson, Bootsy, L. Graham, Bohannon.

WUFO — BUFFALO — DOUG BLAKELY, PD

HOTS: R. Ayers, D. Summer, Chic, Kleer, Cameo, McFadden & Whitehead, T. Marie, G.Q., Mandré, A. Hudson, B. Pointer, Con Funk Shun, L. Graham, T. Boom, C. Lucas, Mass Production, KC & Sunshine Band, Sun, Skyy, Crowd Pleasers, J. Moore, T. Pendergrass, LTD. ADDS: S. Mills, Crusaders, Gap Band, R. Waters, S. Sang, M. Nightingale, Hot Chocolate, J. Nash, D.D. Bridgewater, Platinum Hook, Pockets, ZZ & Company.

WGIV — CHARLOTTE — CHRIS TURNER, PD

HOTS: C. Staton, Instant Funk, A. Stewart, P. Brown, E. Starr, J. Brown, Chic, Sun, Whispers, Mass Production, Earth, Wind & Fire, D. Warwick, W. Piper, D. Ross, H. Mason, R. Ayers, B. Wright, Chairman of Board, Isley Bros. (new), A. Wilson, Uncle Louie, Prince Phillip Mitchell, Hot Chocolate. ADDS: KC & Sunshine Band, Gap Band (new), R.L. Jones, Ashford & Simpson, Taste of Honey, Bootsy, Michael Jackson, P. Bryson, Sister Sledge, C. Curtis, Dalton & Dubarri.

WVON — CHICAGO — LYNN TOLLIVER, MD

HOTS: D. Summer, A. Ward, Chic, R.L. Jones, A. Hudson, Jones Girls, McFadden & Whitehead, S. Mills, Five Special, T. Pendergrass, Earth, Wind & Fire, Uncle Louie, J. Brown, M. Riperton, R. Ayers, B. Womack. ADDS: Ashford & Simpson, B.B. King, Gap Band (new), M. Jackson, Cameo, G. Benson, Heaven & Earth, B. Pointer, Lattimore. LP ADDS: W. Jackson, S. Robinson.

WBMX — CHICAGO — JAMES ALEXANDER, PD

HOTS: D. Summer, Jones Girls, Chic, Five Special, T. Pendergrass, A. Hudson, M. Riperton, Chocolate Milk, D.J. Rogers, B. Womack, Con Funk Shun, McFadden & Whitehead, S. Mills, T. Davis, A. Ward, R. Ayers, Isley Bros., Earth, Wind & Fire, G. Gaynor, Uncle Louie. ADDS: M. Jackson, Taste of Honey, G. Benson, T.L. Barrett. LP ADDS: T. Browne, S. Turrentine, A. Bell.

WCIN — CINCINNATI — BOB LONG, PD

HOTS: Chic, T. Marie, Instant Funk, L. Williams, Bootsy, Switch, C. Staton, L. Rawls, T. Pendergrass, Delegation, C. Mayfield, G. Benson. ADDS: Isley Bros., G.Q., Double Exposure, H. Reddy, Ashford & Simpson, M. Jackson, Gap Band, Crusaders, P. Bryson. LP ADDS: M. Henderson.

WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — D. SUMMER

JUMPS: 46 To 40 — W. Piper, 45 To 39 — Cameo, 44 To 38 — A. Stewart, 43 To 37 — D. Warwick, 42 To 36 — Five Special, 41 To 35 — Uncle Louie, 39 To 34 — J.G. Watson, 38 To 33 — G. Benson, 40 To 32 — E. Starr, 37 To 31 — J. Brown, 36 To 30 — L. Williams, 34 To 29 — Wild Cherry, 35 To 28 — Sun, 33 To 27 — D. Ross, 30 To 26 — Whispers, 29 To 24 — P. Brown, 27 To 23 — D. Williams, 32 To 22 — Isley Bros., 26 To 17 — Earth, Wind & Fire, 20 To 15 — C. Staton, 19 To 14 — LTD, 17 To 13 — Capt. Sky, 16 To 11 — S. Mills, 13 To 9 — Chic, 9 To 6 — T. Marie. ADDS: P. Bryson, Peaches & Herb, Kleer, Gangsters, Instant Funk.

WKOK — COLUMBUS — KEITH WILLIS, PD — #1 — D. SUMMER

JUMPS: 40 To 36 — B.B. King, 37 To 34 — M. Henderson, 39 To 30 — B. Sigler, 34 To 29 — Instant Funk, 36 To 28 — Bohannon, 35 To 26 — E. Starr, 29 To 24 — R. Ayers, 27 To 23 — Taste of Honey, 30 To 22 — Ashford & Simpson, 24 To 21 — Brick, 23 To 20 — Dramatics, 22 To 19 — N. Wilson, 25 To 18 — Captain Sky, 21 To 17 — C. Staton, 19 To 13 — Earth, Wind & Fire, 16 To 11 — Cameo, 9 To 6 — Jones Girls, 12 To 5 — Chic. ADDS: Gangsters, Gap Band, M. Jackson, T. Callier, Platypus, Touch of Class.

WGPR — DETROIT — GEORGE WHITE, PD — #1 — CON FUNK SHUN

JUMPS: 35 To 30 — B. White, 34 To 28 — R. Ayers, 27 To 20 — Mass Production, Ex To 32 — A. Bell, Ex To 30 — M. Nightingale. ADDS: Cameo, G. Chandler, Gap Band, Slicker, YBS, T. Boom. LP ADDS: W. Jackson, Niteflyte.

WJLB — DETROIT — TOM COLLINS, PD — #1 — FIVE SPECIAL

JUMPS: 34 To 30 — Three Degrees, 37 To 29 — Instant Funk, 36 To 28 — Kleer, 39 To 26 — LTD, 33 To 24 — E. Starr, 27 To 23 — Wild Cherry, 31 To 21 — Switch, 26 To 20 — Crowd Pleasers, 23 To 18 — Skyy, 21 To 16 — P. Brown, 20 To 15 — J. Brown, 22 To 8 — Chic, 10 To 6 — Con Funk Shun, Ex To 39 — R. Ayers, Ex To 38 — Whispers, Ex To 37 — H. Alpert, Ex To 36 — Wee Gee, Ex To 35 — R. Scott, Ex To 34 — B. Wright, Ex To 33 — G. Christopher, Ex To 32 — Ashford & Simpson. ADDS: Taste of Honey, Cameo, M. Nightingale, G.Q., Uncle Louie, Hot Chocolate. LP ADDS: C. Mayfield, Delegation, R.L. Jones, H. Reddy, Lattimore, Earth, Wind & Fire, P. Bryson, R. Robbins.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — MASS PRODUCTION

JUMPS: 14 To 10 — Jones Girls, 13 To 9 — C. Staton, 8 To 2 — T. Pendergrass. ADDS: B.B. King, Gap Band, Sister Sledge, M. Jackson, G.Q., Switch, J. Wells, Touch of Class. LP ADDS: Cameo, Black Ivory, Dalton & Dubarri.

KMJQ — HOUSTON — PAM WELLES, MD — #1 — T. MARIE

JUMPS: 40 To 29 — J. Butler, 34 To 27 — G. Christopher, 31 To 24 — Five Special, 22 To 18 — B. Streisand, 20 To 15 — Raydio, 13 To 9 — M. Riperton, 6 To 3 — T. Pendergrass, Ex To 40 — C. Staton, Ex To 38 — E. Phillips, Ex To 34 — Nuggets, Ex To 33 — Taste of Honey, Ex To 21 — R. Tee. ADDS: Manhattans, M. Nightingale. LP ADDS: M. Henderson, M. Nightingale, M. Muldaur, W. Jackson.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD

HOTS: Tower of Power, Chic, A. Ward, Mandré, LTD, M. Henderson, Doobie Bros., Cameo, Gangsters, Circle of Kerr, Breakwater, Con Funk Shun, L. Williams, G. Christopher, Taste of Honey, Switch, B. Withers, P. Brown, J.B.'s, M. Nightingale, D. Warwick. ADDS: Freedom, B. Wright, Uncle Louie, G.Q., Toto, R. Brown, P. Bryson, F. Norwood, Maze, T. Davis, M. Jackson. LP ADDS: D. Williams, LTD, Bootsy, Taste of Honey, M. Henderson, R. Foster, N. Connors, M. Nightingale, S. Calrke, Crusaders, Black Ivory, F. Hubbard, Bohannon, U. Dudziak, Troiano, N. Wilson.

KDAY — LOS ANGELES — STEVE WOODS, PD

HOTS: Ashford & Simpson, P. Brown, Chic, Earth, Wind & Fire, Jones Girls, S. Mills, McFadden & Whitehead, T. Pendergrass, D. Summer (both), Toto. ADDS: Jr. Walker, Five Special, Uncle Louie, Bootsy (new), Isley Bros., H. Alpert. LP ADDS: S. Robinson, J. Moore.

WLOU — LOUISVILLE — NEAL O'REA, PD — #1 — EARTH, WIND & FIRE

JUMPS: 37 To 32 — B. Caldwell, 40 To 31 — G. Chandler, 35 To 30 — Ashford & Simpson, 38 To 29 — P.P. Mitchell, 34 To 28 — Maze, 33 To 27 — D. Warwick, 32 To 26 — R. Brown, 31 To 24 — Uncle Louie, 30 To 23 — Philly Cream, 26 To 20 — P. Brown, 28 To 19 — Taste of Honey, 22 To 15 — Chic, 19 To 9 — T. Callier, 14 To 8 — LTD, 116 To 7 — D. Ross, 15 To 6 — C. Staton, 12 To 4 — S. Mills. ADDS: M. Jackson, Bohannon, B.B. King, Dazzle, War. LP ADDS: R. Matlock, J. Moore, D. Warwick, B. White, Five Special, C. Mayfield, S. Robinson, Cameo.

WDIA — MEMPHIS — JAY MICHAEL DAVIS, PD

HOTS: A. Ward, Con Funk Shun, D. Summer, T. Pendergrass, L. Rawls, Dramatics, Enchantment, Chic, KC & Sunshine Band, M. Riperton, S. Mills, L. Williams, Earth, Wind & Fire, LTD, Toto, Maze, T. Marie, Switch, Ashford & Simpson, Taka Boom. ADDS: A. Stewart, Kleer, M. Jackson, P. Brown, W. Piper.

WEDR — MIAMI — JERRY RUSHIAN, PD — #1 — MASS PRODUCTION

JUMPS: 29 To 17 — L. Williams, 30 To 13 — Sun, 15 To 8 — Earth, Wind & Fire, 19 To 7 — Con Funk Shun, Ex To 20 — Dalton & Dubarri, Ex To 19 — Isley Bros., Ex To 18 — T. Boom. ADDS: Saint Stephanie, H. Reddy, Toto, Ullanda, Double Exposure, Kleer, P.P. Mitchell, Village Choir, Millie Jackson, Venus Dodson, Wild Cherry, J. Wells. LP ADD: S. Robinson.

WAWA — MILWAUKEE — KING JAMES, MD — #1 — CHIC

JUMPS: 32 To 29 — Ohio Players, 33 To 28 — M. Henderson, 31 To 27 — Brick, 29 To 25 — Earth, Wind & Fire, 28 To 21 — Breakwater, 27 To 20 — Isley Bros., 21 To 18 — Bar-Kays, 20 To 17 — LTD, 23 To 15 — L. Williams, 18 To 14 — KC & Sunshine Band, 17 To 13 — G. Gaynor, 16 To 10 — T. Pendergrass, 15 To 9 — Enchantment, Ex To 35 — T. Callier, Ex To 30 — B. White. ADDS: D. Ross, T. Davis, Eramus, Hall, S. Robinson, Toto, Gap Band, G. Chandler, Ashford & Simpson, Undisputed Truth, Chanta! Curtis. LP ADDS: Third World, P. Austin, J. Nash.

WYLD — NEW ORLEANS — JAY JOHNSON, MD — #1 — T. PENDERGRASS

JUMPS: 35 To 27 — G.Q., 32 To 26 — Ashford & Simpson, 31 To 25 — Toto, 29 To 23 — Cameo, 28 To 20 — Earth, Wind & Fire, 17 To 10 — Con Funk Shun, 18 To 9 — Mass Production, 10 To 7 — S. Mills, 7 To 4 — Chic, 5 To 3 — D. Summer, Ex To 34 — B. Wright, Ex To 33 — D. Warwick, Ex To 31 — B.B. King, Ex To 28 — Sylvers. ADDS: G. Chandler, Crusaders, M. Jackson, J. Adams, Fathers Children, J. Briscoe, Double Exposure, Tower of Power. LP ADD: C. Mayfield.

WWRL — NEW YORK — LINDA HAYNES, MD

HOTS: Ashford & Simpson, Earth, Wind & Fire, Enchantment, Chic, Instant Funk, Jones Girls, T. Pendergrass, Peaches & Herb, W. Piper, D. Ross, D.J. Rogers, E. Starr, N. Wilson. ADD: B. White.

KDIA — OAKLAND — JERRY BOULDING, PD — #1 — CHIC

JUMPS: 29 To 23 — B. Wright, 35 To 22 — S. Lattimore, 23 To 19 — P. Brown, 27 To 18 — Philly Cream, 25 To 13 — Toto, 13 To 10 — T. Marie, 11 To 8 — S. Mills, 10 To 6 — M. Riperton, 9 To 3 — Con Funk Shun. ADDS: M. Jackson, R. Ayers, J. Moore, Ashford & Simpson, D. Ross, Bootsy. LP ADDS: Writers, M. Henderson, G. Benson.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — D. SUMMER/T. PENDERGRASS

JUMPS: 49 To 40 — G. Guess, 48 To 39 — Delegation, 47 To 38 — P. Austin, 45 To 37 — Brick, 44 To 36 — Millie Jackson, 41 To 35 — Niteflyte, 40 To 34 — Sun, 37 To 33 — Pieces, 36 To 32 — Ullanda, 38 To 30 — Cameo, 39 To 29 — M. Staples, 42 To 28 — R. Ayers, 34 To 27 — W. Piper, 43 To 26 — Taste of Honey, 28 To 25 — Earth, Wind & Fire, 27 To 21 — Ashford & Simpson, 35 To 20 — Philly Cream, 21 To 12 — D. Warwick, 13 To 10 — Con Funk Shun, 12 To 9 — S. Mills. FM ADDS: Fern Kinney, S. Feva, Seventh Wonder, Touch of Class. LP ADDS: Bruni Pagan, S. Lane, R. Matlock, Writers.

WAMO — PITTSBURGH — MIKE PAYNE, PD — #1 — McFADDEN & WHITEHEAD

JUMPS: 36 To 33 — Gangsters, 38 To 28 — Ullanda, 31 To 27 — P. Brown, 30 To 25 — J.G. Watson, 27 To 24 — E. Starr, 35 To 22 — Freedom, 33 To 21 — N. Cole, 34 To 20 — M. Nightingale, 24 To 19 — Chic, 23 To 18 — Mass Production, 22 To 16 — Sweet Thunder, 18 To 13 — Bootsy, 17 To 12 — J. Brown, 16 To 10 — Gap Band, 12 To 7 — Spyro Gyra, 11 To 3 — T. Pendergrass, 5 To 2 — T. Marie, Ex To 36 — Cameo, Ex To 35 — Philly Cream, Ex To 32 — Sweet Inspiration, Ex To 31 — H. Mason, Ex To 30 — B.B. King, Ex To 29 — J. Nash. ADDS: G.Q., W. Piper, Uncle Louie, Brick, Capt. Sky, Black Ice, D. Ross (Nite), Millie Jackson, Crystal Blue, Delegation, Double Exposure, D. Jacobs, Top Shelf. LP ADD: T. Browne.

WENZ — RICHMOND — LES NORMAN, MD — #1 — D. SUMMER

JUMPS: 19 To 16 — T. Marie, 20 To 14 — H. Hancock, 15 To 11 — Isley Bros. ADDS: Nytro, Bohannon, P. Bryson, Five Special, Chic. LP ADDS: B. White, D. Williams.

KKSS — ST. LOUIS — HARRY O, PD

HOTS: T. Pendergrass, Chic, Jacksons, Ashford & Simpson, M. Riperton, Skyy, Isley Bros., Crusaders, D. Naughton, Niteflyte, Jones Girls, M. Fesh, H. Hancock. ADDS: M. Jackson, N.M. Walden, Pockets, Manhattans, C. Staton. LP ADDS: R. Foster, W. Jackson, Third World, E. Phillips, D.J. Rogers, M. Henderson.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — D. SUMMER

JUMPS: 23 To 16 — D. Warwick, 22 To 15 — LTD, 24 To 13 — P. Brown, 16 To 12 — Toto, 7 To 4 — S. Mills, 6 To 3 — Chic. ADDS: D. Ross, E. Starr, W. Piper, A. Stewart. LP ADDS: Capt. Sky, M. Nightingale, Delegation, R. Ayers, J. Castor, Ashford & Simpson, Hot Chocolate.

KYAC — SEATTLE/TACOMA — ROBERT L. SCOTT, PD

HOTS: A. Ward, Ashford & Simpson, Cameo, C. Staton, Chic, D. Summer, Earth, Wind & Fire, E. Starr, Five Special, G.Q., LTD, P. Brown, Philly Cream, T. Pendergrass, Toto, W. Piper. ADDS: Captain Sky, E. Starr, W. Piper, Enchantment, Delegation, E. John, Gap Band, B.B. King, Crusaders. LP ADD: L. Williams.

WOL — WASHINGTON — DIANE DOUGLAS, MD

HOTS: Five Special, Skyy, Mass Production, S. Feva, Earth, Wind & Fire, S. Mills, Jones Girls, T. Pendergrass, Cameo, M. Riperton, P. Brown, Chic, Kleer. ADDS: Chic, Millie Jackson, B. Rush, M. Jackson. LP ADDS: V. Reed, Parlet, Townsend, Townsend & Rogers, T. Browne, D.D. Bridgewater, S. Grossman.

OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: Con Funk Shun, D. Summer, Chic, Five Special, Isley Bros., Jones Girls, Sun, Ashford & Simpson, Mass Production, W. Piper, D. Ross, L. Rawls, M. Riperton, S. Mills, B. Pointer, T. Pendergrass, C. Staton, Uncle Louie, D. Williams, Enchantment, Sister Sledge, G. Benson, J. Moore, T. Marie, Switch, A. Stewart. ADDS: T. Davis, Maze, L. Williams, Peaches & Herb, J. Brown, Kleer, J.G. Watson.

MERCHANDISING

WHAT'S IN-STORE

NATIONAL RECORD MART'S OASIS store in Pittsburgh hid 300 **Flash & The Pan** frisbees and let three people loose for 104 seconds to gather them up. The three winners received one CBS album of their choice for every frisbee found. . . **Record & Tape, Penguin Feather and Peaches Records** in D.C. are distributing special tickets to the first 50 customers who enter the store. The 50 customers then become eligible to win a T-shirt and harmonica if they remain in-store while the **Delbert McClinton** LP is played in its entirety. Anyone who has an instrument on hand and plays along with the record will receive the McClinton album. . . **Capricorn's Two Guns** all over one-stops and retail outlets in Atlanta. . . **Fathers & Sons** chain accounts staging Ian Hunter display contest. . . Big merchandising plans ahead for **Abba** during their first North American tour.

BOMP MONTH — Rich (Head Of World Promotion) Schmidt of Bomp Records has announced the Bomp/KROQ-FM "No Disco Album" radio/retail promotion. August will be Bomp month and all through it, 14 independent record stores are putting up Bomp displays. The stores will also be distributing special entry blanks for customers to pick up so they can present them, along with tapes they make containing original non-disco songs. The songs will be judged by no-disco "experts" at Bomp and KROQ and the best ones will be forever immortalized on a limited edition record put together by Bomp. If that's not enough, the store with the best display will also have a chance to record its own track on the album. The promotion is geared around Bomp's August releases by L.A.'s power-surfers, **The Last, The Crowddaddies** (Vox), **The Weirdos** (six-song EP), and an exceptionally good collection of Kim Fowley's mind and finds, "Vampires From Outer Space" Vol. 1.

TEAZIN' — In Philly, it's **The A's** that are number one at some retail outlets. However, it's not the album, but the three-song "10" being distributed through Jem. The regular album will be out in August on Arista. . . The B-side to the debut single by **The Records** on Virgin is just as good as the flip and will not be on the album. An EP will be included in the first 25,000 copies of the album. The EP includes cover versions of four songs by the **Kinks, Stones, Splrit** and Ohio's legendary **Blue Ash**. . . An extra selling point for Casablanca's "Studio 54" LP is Michal Zager's "Let's All Chant," not available since the demise of Private Stock.

LOCAL-OZZED — **Oz (Emerald City) Records** in Birmingham staged its 3rd local battle of the bands on July 4. But the event won't be held at its Eastwood Mall location next year. Why? Well, it attracted over 15,000 people and a bigger site will have to be chosen next year for the event. Nine local bands competed for the first prize which included \$250, a trophy and an opening slot at **Brothers Music Hall** in Birmingham. **Crimson Tide** also provided additional entertainment after the competition.

CUSTOMER QUOTE OF THE WEEK — "Will this tape play in my car?"

REGIONAL ACTION — **Crystal Gayle** strong throughout the south. . . **Pleasure** in hometown of Portland. . . **Honky Tonkin'** collection of RCA artists in Pittsburgh. . . **Baez** on the west coast. . . **Bee Knees** LP in Dallas. . . and **John Wesley Ryles** and **Bittercreek** singles in Cincinnati.

ENDS AND ODDS — "Manhattan" is crossing classical. Stores not stocking it classical are reporting a big increase in Gershwin sales. . . **Camelot** opened its 87th store in Greenville, S.C. **Camelot** now has ten outlets in the Carolinas. . . Did You Know that **ADC Band** stood for Aid To Dependent Children? Did you know that **AC/DC** doesn't stand for anything? . . . A recent **National Record Mart** mini-convention has guest appearances by **Charlie Daniels** on land and the **Iron City Houserockers** at sea (well actually a river). . . And did you also know that "Low Budget" is the first **Kinks** album recorded in America? . . . Supplementing the banners and posters for **Ovation's** "Country Summerfest" is a special in-store record sampler available through contacting Cary Baker at (800) 323-4398.

IN AND FOR DETROIT — For a few months now, a top twenty album in Detroit has been **W-4 Homegrown**. Distributed only in Detroit, the album is a collection of acts that have appeared on the W-4 FM Homegrown local music show. All proceeds from the record are going to the Detroit Symphony Orchestra. The record is no specialty item in the Motor City, and features some great musical moments, including cuts by **the Romantics** (Bomp) and **Rockets** (now with RSO). Collectors can arrange for copies while they last by calling Jim Johnson at (313) 259-4323.

THE BRIT-TOUCH IS COMING? — With the English labels Stiff, Radar and Virgin all being picked up for American distribution, it will be interesting to see how much of the British influence of packaging and novelty will make its way into the final American product. English imports on these labels have always featured special packages, free singles, unreleased B-sides, thought-provoking slogans or striking graphics. Even the prefixes and numbers have hinted at, and revealed a dry, but fresh English ability to put out a little more than just a piece of black vinyl with music on it. Virgin has already indicated that they will be maintaining their packaging integrity as best they can. Stiff and Radar have already dealt out a few sly surprises.

marty sobol



CARS CRUSHED IN DALLAS — **Elektra/Asylum** recording act **The Cars** were greeted by hundreds of avid fans during a recent in-store appearance at **Peaches Records** in Dallas. The band was in town for a concert performance at the **Arlington Theatre** there on their first headlining tour. Pictured on the left side of the photo are, from top to bottom: **Ric Ocasek, Ben Orr** and **Elliot Easton** of the Cars.

SINGLES BREAKOUTS

1812 Overture — Milwaukee

A TASTE OF HONEY
ROY AYERS
FRANNIE GOLDE
JONES GIRLS
LITTLE RIVER BAND
LTD
POGO
ROCKETS
SNIFF 'N' THE TEARS

Alta — Phoenix

CHIC
EARTH, WIND & FIRE
ROBERT PALMER
SUPERTRAMP

Bee Gee — Albany

JOHNNY CASH
CHARLIE DANIELS BAND
RICKIE LEE JONES
MAXINE NIGHTINGALE

Peaches — Atlanta

CHARLIE DANIELS BAND
EARTH, WIND & FIRE
KNACK
ANNE MURRAY

Peaches — Columbia

ASHFORD & SIMPSON
EARTH, WIND & FIRE
TONY ORLANDO
BONNIE POINTER
BILLY THORPE

Record Factory — San Francisco

CARS

PATRICK HERNANDEZ
JONES GIRLS
LOVE DELUXE
WET WILLIE

Waxie Maxie — Washington

BAD COMPANY
EARTH, WIND & FIRE
ROBERT JOHN
KC & SUNSHINE BAND
SUPERTRAMP
DIONNE WARWICK

Sound Warehouse — San Antonio

CHARLIE DANIELS BAND
KANSAS
ROSEBUD
SKYY
EDWIN STARR

National Record Mart — Pittsburgh

CARS
CHARLIE DANIELS BAND
G.O.
KNACK
TEDDY PENDERGRASS

Tower — Los Angeles

PETER BROWN
SHAUN CASSIDY
IAN DURY
MAYNARD FERGUSON
MARSHALL TUCKER BAND
ROBERT PALMER
GRAHAM PARKER
ROSEBUD

EDWIN STARR
CANDI STATON
DENEICE WILLIAMS

Cavages — Buffalo

LITTLE RIVER BAND

Poplar Tunes — Memphis

HERMAN BROOD
CARS
EARTH, WIND & FIRE
JOE JACKSON
B.B. KING
LITTLE RIVER BAND
TEENA MARIE
ANNE MURRAY
RAYDIO
JENNIFER WARNE

Music Stop — Detroit

EARTH, WIND & FIRE
MICHAEL JACKSON
WINGS

D.J.'s Sound City — Seattle

KISS
KNACK
BARBRA STREISAND

Tape City — New Orleans

CHIC
EARTH, WIND & FIRE
PATRICK HERNANDEZ
SUPERTRAMP
JAMES TAYLOR

Disc Records — Texas

ROBERT JOHN

ALBUM BREAKOUTS

Korvettes — National

AMERICA
KINGS
KNACK
CHUCK MANGIONE
STEPHANIE MILLS
QUEEN
DIANA ROSS
SNIFF 'N' THE TEARS
STUDIO 54

Record Factory — San Francisco

ROBIN WILLIAMS
TEDDY PENDERGRASS

Fathers & Sons — Indianapolis

BLACKJACK
BLUE OYSTER CULT
WALTER EGAN
NICK GILDER
LOUISE GOFFIN
NICK LOWE
SNIFF 'N' THE TEARS

Peaches — Atlanta

STANLEY CLARKE
ROBERT PALMER
CARLY SIMON

Sam Goody — New York

ABBA
NICK LOWE
"MAIN EVENT"
CARLY SIMON
BRAM TCHAIKOVSKY

Alta — Phoenix

BLACKFOOT
BLACKJACK
DR. HOCK
ELTON JOHN
"MUPPET MOVIE"
ROBERT PALMER
BRAM TCHAIKOVSKY
RICK WAKEMAN
ROBIN WILLIAMS
NEIL YOUNG

Flipside — Chicago

HERMAN BROOD
RY COODER
DAVE EDMUNDS
JOE JACKSON
NILS LOFGREN
NICK LOWE
PAT METHENY
ROBERT PALMER
SCORPIONS
MICK TAYLOR

Sound Warehouse — Dallas

JAMES BROWN
FIVE SPECIAL
KINGS
ROBIN WILLIAMS

Bee Gee — Albany

BLACKJACK
KNACK
ROBIN WILLIAMS

Camelot — National

ABBA
ATLANTA RHYTHM SECTION
BOOTSIE'S RUBBER BAND
PETER FRAMPTON
KNACK
"MAIN EVENT"
QUEEN

RAYDIO
JOHN STEWART
NEIL YOUNG

Tower — Seattle

B-52'S
RY COODER
FLAMIN' GROOVIES

Peaches — Cincinnati

BOOTSIE'S RUBBER BAND
CAMEO
STANLEY CLARKE
STUDIO 54

Port 'O' Call — Nashville

LOUISE GOFFIN
HOTEL
ROBERT PALMER
POINT BLANK
WHITEFACE

Soul Shack — Washington

A TASTE OF HONEY
MICHAEL HENDERSON
CURTIS MAYFIELD
NITELYTYE

Pickwick — National

ABBA
BLUE OYSTER CULT
BOOTSIE'S RUBBER BAND
CONCERT FOR UNICEF
CRYSTAL GAYLE
KC & SUNSHINE BAND
KNACK

"MAIN EVENT"

ROBIN WILLIAMS
TEDDY PENDERGRASS
QUEEN
RAYDIO
BILLY THORPE
ROBIN WILLIAMS
NEIL YOUNG

Music Plus — Los Angeles

B-52'S
CHARLIE DANIELS BAND
DAVE EDMUNDS
WALTER EGAN
HOTEL
MICHAEL NESMITH
PINK LADY
MINNIE RIPERTON
STUDIO 54
PAT TRAVERS BAND

National Record Mart — Pittsburgh

FLOWER
KNACK
LTD
"MAIN EVENT"
CHUCK MANGIONE

TEENA MARIE
MICHAEL STANLEY BAND
BRAM TCHAIKOVSKY
PAT TRAVERS BAND
WHO

Tape City — New Orleans

CARS
CRUSADERS
KNACK
DENISE LASALLE
"MAIN EVENT"
MASS PRODUCTION
QUEEN
LOU RAWLS
CARLY SIMON
JAMES TAYLOR

Harvard Coop — Boston

DAVE EDMUNDS
RUMOUR
RACHEL SWEET

Odyssey Records — Santa Cruz

A TASTE OF HONEY
PAULINHO DA COSTA
FLASH & THE PAN
NICK LOWE
QUEEN
LEE RITENOUR
PAT TRAVERS BAND
EDGAR WINTER

Peaches — Cleveland

AMERICA
ATLANTA RHYTHM SECTION
CHARLIE DANIELS BAND
KNACK
ROBIN WILLIAMS

Gary's — Virginia

BLACKFOOT
CARS
CRUSADERS
CHARLIE DANIELS BAND
NITELYTYE
ROBERT PALMER
TEDDY PENDERGRASS
GERRY RAFFERTY
SUPERTRAMP
WHO
NEIL YOUNG

Cavages — Buffalo

KINGS
ROBERT PALMER
BILLY THORPE

Handleman — National

A TASTE OF HONEY
CONCERT FOR UNICEF
KC & SUNSHINE BAND
KISS
KNACK
LTD
"MAIN EVENT"
CHUCK MANGIONE
SWITCH
WHO

1812 Overture — Milwaukee

ROY AYERS
NILS LOFGREN
MICHAEL NESMITH
NEW ENGLAND
BILL QUATEMAN
ROCKETS
STUDIO 54
BILLY THORPE
TRIUMPH
WET WILLIE

Discount — St. Louis

JAMES BROWN
JOHN COUGAR
DAVE EDMUNDS
KINGS
MICHAEL STANLEY BAND
MICK TAYLOR

Record & Tape Collector — Baltimore

BLACKFOOT
BLACKJACK
NICK LOWE
PARLET
PLEASURE

TOP SINGLE BREAKOUT OF THE WEEK

AFTER THE LOVE IS GONE — EARTH, WIND & FIRE — COLUMBIA

TOP ALBUM BREAKOUT OF THE WEEK

SECRETS — ROBERT PALMER — ISLAND

MERCHANDISING

SOUND VIEWS



NOWHERE ELSE BUT HERE — Marking the retail debut of his "Love Light" LP, Japanese keyboardist Yutaka Yokokura was on hand at Sound Master Records in Carson, Calif., to meet with the public. While his LP, on the Alfa label, has enjoyed considerable airplay for the past six months on jazz-oriented stations, Yokokura's LP was only available in Japan until Sound Masters, RPM Inc. and Alfa worked a limited distribution deal on an import basis. Following the in-store, Robinson reported that all 50 LPs he had on stock were sold at \$35, with 40 more customers putting down a full deposit on the next shipment and another 600 signing up on a waiting list. Pictured are (l-r): Tim Eagleson, Yokokura's manager; King Oliver, MD at KJLH, the station that debuted the LP in January; Yokokura; Louise Foster, DJ at KJLH; Brenda Robinson, RPM, Inc., and Louis Robinson, owner of Sound Master.

MCA, Butterfly Launch Marketing, Distribution Campaign For Disco LPs

LOS ANGELES — A multi-million dollar marketing and distribution campaign, the "Hottest Disco in Town!", has been launched by MCA and Butterfly Records. The program began July 18 and continues through October 1. More than a dozen Butterfly LPs will be promoted in all facets of the industry.

The campaign is designed as a high impact, total saturation blitz directed at discotheques, as well as Top 40 radio, disco radio and R&B radio, plus retail outlets in practically every major market.

Tuxedo Junction, Bob McGilpin, Denise McCann, Destination, Hott City, St. Tropez, ABBA, Fire and Ice, Cheetah, High Gloss, Black Velvet and Street Corner Company will receive special promotional attention from the MCA/Butterfly backed campaign.

Tremendous Success

"Butterfly has enjoyed tremendous success in a very competitive disco market in a relatively short time," said Stan Layton, VP of marketing for MCA Records. "I view our continuing alliance with them as being extremely beneficial to MCA in this burgeoning and highly creative field."

Consumer awareness will be stimulated during the "Hottest Disco in Town!" campaign through the use of radio tie-ins in major markets. Radio personalities will choose local winners of retail contests who will then compete in a national contest. The national winner will be presented with a Limited Edition Ford formerly driven by Tuxedo Junction.

Promotional and merchandising items will be widely distributed to publicize the "Hottest Disco in Town!" campaign.

The first phase of the campaign will center on a series of cards indicating upcoming releases, chart and radio activity. The cards will duplicate trade ads and album covers.

In addition, six-foot standups with the campaign title the "Hottest Disco in Town!" 12-point, highly-laminated Butterfly jackets and inner sleeves with special vinyls, a two-

Sony Set To Unveil New Videodisc Player

NEW YORK — The Sony Corporation of America will demonstrate the new Sony Video Disc System at the International Tape Association Home Video Conference, Oct. 23-25, at the New York Sheraton Hotel.

The Sony system will be presented as part of the "Home Video Programming — 1979" seminar. Registration information for the conference may be obtained through the ITA, 10 West 66 St., New York, N.Y., 10023, (212) 787-0910.

record sample, "The Best of Butterfly," which will include two tracks from each LP; and 19" by 19" "Hottest Disco" banners and mobiles will all be employed to punctuate the campaign visually.

Six-sided cubes with a jacket cover on each side will also be used. St. Tropez, J.T. Connection, Bob McGilpin, Tuxedo Junction and Denise McCann will each have a promotional cube for their album covers.

T-shirts for the above groups are currently in production. Silver asbestos gloves, stating, "Warning! Wear these while handling product from the 'Hottest Disco in Town!'" will be used in retail outlets.

Major trade publications will print two-page, four-color ads during the campaign.

"The Association of MCA and Butterfly has proven to be a bonanza for both labels with a dramatic impact on the disco market. It is our intention to become one of the most dominant forces in Disco. We look forward to a long and mutually rewarding relationship. The 'Hottest Disco in Town!' campaign is just the first step in the success story known as MCA/Butterfly," said Nancy Sain, Butterfly executive VP.

Salsoul Mounts Push On Double Exposure

NEW YORK — Salsoul Records is about to embark on a major marketing, promotional, publicity and advertising campaign for Double Exposure. In conjunction with the release of their new single, "I Got The Hots For You Baby," and their LP, "Locker Room," a macho physical fitness image will be developed for the group. They will appear in sexy athletic gear on their album cover, and will wear similarly oriented clothing at concerts and other appearances. In conjunction with the concept, the group will promote athletically oriented charitable events and benefits and performances in hospitals, schools and prisons.

National Tour

During the group's national tour in August and September, the group will participate in Double Exposure fitness competitions and "red hot" parties in popular discos. The proceeds from these events will be donated to a special fund for young athletes in the 1980 Olympics. Co-op ads and time buys will be secured in popular magazines, newspapers and on radio and television.

Recently, Double Exposure was selected by the Flori Roberts Cosmetic Company to promote a new anti-perspirant for the "outdoor girl," in conjunction with the release of their album.

VIDEO PRODUCTION SLOWDOWN? — In light of the recent belt tightening and personnel cutbacks at most of the major record labels, it should come as no surprise that production of promotional videos has also taken a drop. **Jo Bergman**, head of Warner Bros. television and video department, told **Sound Views** that "most labels have cut back on the distribution of videos to retail outlets. In terms of in-store merchandising, a lot of questions have been raised as to the effectiveness of the videos." While most companies agree that promotional videos are still an important sales tool overseas, where government controlled radio often limits a good amount of airplay and American recording artists tour infrequently, both Warner Bros. and CBS have launched separate studies to investigate the usage and marketability of in-store videos here. At this point, the costly videos, which can run as much as \$75,000 as in the case of **Natalie Cole's** film, shot by Academy Award winner **Vilmos Zsigmond**, have shown little financial return for the labels and the legal questions as to performing and licensing rights are still up in the air. Independent production firms are already beginning to feel the slowdown, and one local Hollywood producer added that a major record company approached him to film a new band gratis!

"JUKE BOX" NEW OUTLET FOR ROSEMAN PRODUCTIONS — Jon Roseman Television Productions in Hollywood begins production on the first eight segments of "Juke Box," a 30-minute music showcase which was formerly hosted by **Twiggy** and will now star **Britt Ekland**, in early August. The revised program debuts Sept. 9, and is tentatively scheduled to air on some 59 independent TV stations around the country in a late night spot (on most stations) that will compete with the likes of NBC's "The Midnight Special" and "Don Kirshner's Rock Concert." Roseman is one of the top independent production companies for artist promo videos and will be utilizing its extensive catalog over the course of the 26 programs, which will run through March 1980. Producer **Paul Flattery** added, "We hope to expand the show to include live guest appearances along with the video portions. Right now, we're designing a set which will be a facsimile of an old Rock-Ola jukebox, keying it into a real one, which I acquired recently." **Bruce Gowers** will be directing Juke Box and will also serve as executive producer with **Chris Pye**. Flattery added that "Juke Box" would be featuring a good number of new artists in addition to such established acts as **Supertramp**, **Rod Stewart**, **Journey**, **The Doobie Brothers** and **The Bee Gees**.

3-D COMING BACK? — According to United Artist Theatres it will be. The chain owns a "New" 3D process, shot in 70 mm, which offers better resolution and well-defined imagery, as opposed to the murky 3-D of the '50s. Six stereo soundtracks with the film makes the process a natural for recording groups and U.A. has already obtained local L.A. group **The Kats** for a demo, as well as looking into the feasibility of using top-name acts for concert segments. So get your shades out of the closet again.

VIDEO CLIPS — **Steve Khan**, head of RCA's in-house video department, reports that the label recently wrapped up work on videos for **Maxine Nightingale**, **Carrie Lucas**, **The Whispers**, **Dynasty** and **aka The Max Demian Band** . . . Warner Bros. has completed videos on **Devo**, featuring "My Baby Gave Me A Big Surprise," five tracks from Sire group **Renaissance** and is wrapping up work on films for **The Roches** and **Van Halen**, which will be available in two weeks . . . Columbia is ready with videos on new Epic artist **Ellen Foley**, performing three tracks from her upcoming debut LP, and Stiff/Columbia artist **Rachel Sweet** and Stiff/Epic artists **Ian Dury** and **Lene Lovich**. For international release will be videos from Philadelphia International's **Teddy Pendergrass** and Kirshner's **Kansas**. Also for release is a new video of **Wet Willie** . . . Polydor presently has videos available on new artists **Blackjack** and **Bram Tchaikovsky**. A video on the **Atlanta Rhythm Section**, filmed at the recent Champagne Jam, is in production and will be available shortly, as will a video on Charisma act **Levin'sy-Sinclair** . . . A&M is currently at work on videos for the **Alessi Brothers**, **Nils Lofgren** and **Joan Armatrading** and new loops are slated for **Bell & James**, **Rita Coolidge**, **Styx**, **Brothers Johnson** and **Pablo Cruise** . . . KeefCo.'s John Weaver reports that the company has finished work on a video of "Goodnight Tonight" by **Wings** as well as seven songs from the group's new "Back To The Egg" LP for an hour-long TV special. KeefCo. has also finished work on films for Arista's **Tycoon**, Ariola's **Taka Boom** and another hour-long special on EMI-America's **Kate Bush** for Home Box Office . . . Michael O'Mahoney told SoundViews that he will be off to Nashville soon to shoot a new video on **Dr. Hook** . . . Chrysalis has set videos on both **Nick Gilder** and **Ian Hunter** . . . A rough cut of the video on Phonogram/Mercury's new recording artist **Carolyn Mas** has already been causing some excitement among retailers, despite the fact that it's only been shown at label product presentations. Keep your eye out for this one . . . MCA currently has videos available on **Poco**, **The Who**, performing live at a recent London concert, **Olivia Newton-John**, performing her new single "Totally Hot," **Barbara Mandrell** and **WAR**. In production are tapes on the **Crusaders**, **John Hiatt** and **Point Blank**.

ONLY HIS HAIRDRESSER KNOWS FOR SURE — During a recent segment of "Good Morning, America," the new video on RCA's **David Bowie**, featuring tracks from the "Lodger" LP, was aired, catching the interest of film director **Billy Friedkin**, of "Exorcist" fame. Friedkin called into the station, inquiring where he could contact the red-headed vamp in the film to cast in his upcoming film, "Cruisin'." The red-head turned out to be Bowie, much to the director's dismay.

PACIFIC VIDEO OPENS DOORS — The Pacific Video Post-Production Center, located at 809 N. Cahuenga in Hollywood, recently opened its doors. The \$10 million technical facility, headed by principals **Jack Meyer**, **Seymour Meyer** and **Randy Blim**, features a full range of production and post-production video equipment, including three separate editing suites with remote control linkups for remote editing capabilities. Pacific Video is already at work on TV specials for **Rod Stewart** and **Kenny Rogers**.

VIDEO PRICE DROP PREDICTED — **Robert Vandergrift**, vice president of **Video Corporation of America**, in an interview in **Business Week** July 2, predicted that the retail prices of major feature films on vid cassettes could drop to under \$30 in the near future. It was also noted in the interview that V.C.A. attained gross sales of \$6.2 million last year.

DIGITAL AND DIRECT DISC DEVELOPMENTS — **Realtime Records**, one of the first companies to pioneer direct disc recording, will begin recording simultaneously in direct disc and digital formats. **Ken Kreisel**, president of Realtime, indicated that in the near future many discs will be digitally-encoded as soon as digital decoders are substantially reduced in price. A soon-to-be released direct disc LP by the "Original Biblical Gospel" group, featuring members of the **Edwin Hawkins Singers**, will be produced in the twin formats, and, in August, Realtime will record the **Philharmonia Hungaria Orchestra**, using the Sony PCM-1600 digital system.

DIRECT TO DISCO — **Crystal Clear Records** of San Francisco is planning to release a 12"

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Labels Look At Downgrading List Price Of Catalog Albums

(continued from page 8)

catalog for records that could be included in MCA's midline series, which would be titles that are at least five to 10 years old. In addition, Passamano said that serious consideration has been given to the concept of variably pricing new and established artists at a list other than \$7.98.

Although executives at Warner Bros. and Atlantic declined to say whether their labels were considering the inception of a midline series, informed sources indicate that WEA has been considering the establishment of a budget series for some time.

A spokesman for RCA Records said that, like CBS, RCA was "seriously considering" reducing the price off some of its current \$7.98 list catalog titles. He declined to say how many titles the move would involve or what the new list price might be. The label's "Pure Gold" midline series lists for \$4.98.

Irwin Steinberg, executive vice president of the PolyGram Corp., said that his company had no plans to establish any sort of midline category.

Reaction to the prospect of a lower list price for catalog goods was met with considerable enthusiasm by Russ Solomon, president Tower Records, who said that "it would be the greatest thing since popcorn if it happened." He said that his company would be willing to incur what would probably amount to a substantial initial inventory loss, "but our replacement loss would be so much lower that we'd only start to gain in future sales. We'd skip some profit for awhile, but it would only be momentarily."

Joe Bressi, vice president of purchasing and marketing for Stark Record and Tape

Service, said that it would be "a great opportunity to move catalog that just doesn't sell at \$7.98. We are having trouble as an industry, and something has to be done. We're beginning to get priced out of the marketplace."

"The move sounds like an excellent idea," said John Marmaduke, president of Hastings Books and Records and director of Western Merchandisers. "It's an alternative that we have been urging the major companies to consider for several years. It should be clear to the manufacturers at this point that the consumer is not going to pay \$8.98 for product that has run its initial course."

WCI Music Income Dips In 2nd Quarter

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operating income declined 19%. Recorded Music revenues increased 18%; approximately half of this increase arises from the inclusion of Japanese revenues in 1979. The earnings decline is the result of continuing increases in operating costs in a period of relatively flat industry sales . . .

The recorded music and music publishing division of WCI includes Warner Bros. Records, Elektra/Asylum Records, Atlantic Records, WEA Corp., WEA International and Warner Bros. Music. Among the other companies owned by WCI are Warner Bros. Pictures, Warner Bros. Television, Panavision, Licensing Corporation of America, Warner Books, Mad Magazine, DC Comics, Independent News, Warner Cable, Atari, Inc., Knickerbocker Toy, Malibu Grand Prix, Cosmos Soccer and Warner/Lauren.

SOUND VIEWS

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direct disc record by **The Four Tops**, which features a disco cut. The audiophile label also plans to release discs by **Taj Mahal** and **Stoneground**. Currently available is **Merle Saunders**'s "Do I Move You," a direct disc recording of **Gershwin's** "Fantasia," and **The Dillard's** "Mountain Ride." Crystal Clear's **Mark Schneider** indicated that the company is gearing up for a new distribution and marketing strategy that will involve splitting the label's catalog, and marketing records of sonic interest to audiophiles to audio shops and records of musical interest to record retail outlets. Different pricing is being considered to compensate for the vastly different merchandising techniques of audio and record stores.

"NOISELESS DISC" SYSTEM DEBUTS — dbx, a subsidiary of BSR, Ltd., has introduced a "noiseless disc" system with 50% better dynamic range than conventional discs. The system utilizes a compression/expansion technique, currently in use in many professional recording studios. The encoded disc must be played through a decoder, also available through many audio shops, to achieve the sonic benefits of the system. The process will not cure "noisy" master tapes, it will only cure record noise. dbx has chosen master tapes of exceptional quality, such as digital recordings, for its catalog of encoded discs, which now includes over 19 titles. Although initial releases are primarily classical instrumental and orchestral works, according to **Jerry Ruzicka**, vice president of marketing for dbx, the firm intends to look for jazz and big band recordings and, shortly, pop songs. The company is actively searching for artists and repertoire that will benefit most from this new type of recording system. Summed up Ruzicka, "Substantial benefits will accrue to each record company participating in this venture."

michael glynn and dennis garrick

DISCO BREAKS

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rinks, but hopes to be retained by the labels as soon as he can prove that roller rink disco promotion is a viable means of breaking new product.

SPLASHES IN THE POOL — The **Atlanta Music Pool's Angelo Solar**, who spins at the **Backstreet** disco, is producing and mixing a 12" entitled, "Backstreet" by **Patti Whatley**. Solar insists that the song is not a plug for his place of employment. The pool recently upped its membership from 75 to 100. The Atlanta disco scene will soon be invaded by a Texas-based disco chain, **The Old Plantation**, which plans to open a club of the same name there. Miami's famous **Limelight** disco will also open a branch in the Georgia capital . . . DJ **Terry Ambrosino** of the **Disco Graphics** pool in Tampa spins at **Margie's**, which is hosting "Wet T-Shirt Night" July 23 and "Bunz Night" July 25. DJ **Roland "C,"** another pool member, spins five nights a week at the non-commissioned officers' club at Tampa's **McDill Air Force** base. During the day he's Sgt. Roland C. Fischer and works in an air hangar at the base. Fischer will soon be leaving the base, but he won't be leaving the pool. The Air Force has transferred him to the Azores, where he'll continue to disk at the non-com officer's club there. Disco Graphics has agreed to send him product in the Azores . . . The **Southern California Black & Brown D.J.'s Association** in San Diego will hold its monthly meeting August 5 at the State Mutual Savings Building in El Cajon outside San Diego. . . **Rainbow International**, a new record pool in L.A., will hold its first organizational meeting at **Humperdinks** in Santa Monica July 31 from 1-4 pm. All interested DJs should contact **John Dunn** at (213) 780-1032.

QUICKIES — **Bette Midler** will be in L.A. next week at 20th Century-Fox Studios to put the finishing touches on the soundtrack for her new film, **The Rose**, scheduled for a November release. The **Divine Miss M's** next LP, "Thighs and Whispers," should be out at the end of July . . . The first 12" single on a Japanese label will be released by **Pink Lady** in the near future. Japan's top-rated duo, **Pink Lady** recorded the single in an Atlanta, Ga. studio. The **Atlanta Music Pool's Angelo Solar** did the mix . . . **Taka Boom**, whose latest single is "Red Hot," recently flew to England for a tour . . . Warner artist **Venus Dodson** is planning a nation-wide disco promo tour for the fall. . . **Larry Rossiello**, a DJ at **Probe** in L.A., recently took a busman's holiday in NYC, guest-disking at the **Ice Palace** . . . **Denise McCann's** single, "I Have a Destiny," expected out soon on **Butterfly**, tells the unusual tale of a man who falls in love with his own clone. In the song, Denise sings a "duet" with a vocal synthesizer, which is supposed to be the voice of the clone . . . West End's **Taana Gardner** tore apart the crowd at the **Paradise Garage** in NYC July 13. Other West End artists at the label-sponsored event were **Sugar 'N' Spice**, **Colleen Heather** and **Ednah Holt & Starluv**. The latter's 12", "People Come Dance," was recently remixed especially for disco play, and all the pools will be serviced with the record . . . Super singing trio, **Hodges, James & Smith**, will be appearing at **Studio One's Backlot** July 24-29 . . . **Bonnie Pointer** received a "screaming" ovation, according to ear-witnesses, after her performance at the Fire Island's fire department July 7. Bonnie also entertained at **Roseland** July 12 and at **12 West** July 14 . . . Rumor has it that **Stevie Wonder** will release his first disco single on Motown within the month . . . Inphasion recording artist **Daddy Dewdrop** helped prevent a riot by calming the SRO crowd of more than 8,600 during his concert at the Car show in the San Bernardino Convention Center July 14. Dewdrop urged the brawling mob to channel their energies into dancing instead of fistfighting . . .

BEAUTIFUL PEOPLE, BEAUTIFUL TEENS? — Every Monday night beginning July 23, **Osko's**, L.A.'s private discotheque, will open its doors (but not its liquor bar) to minors until two in the morning. The idea for an underage disco began when Chic High (a.k.a. Beverly Hills High School) rented out Osko's for its senior prom. Shortly after that B.H. High senior, **David Price**, who happens to be the son of Columbia head Frank Price, got together with Osko and sold him on the idea of a similar, weekly event. One of 17-year-old Price's responsibilities, he says, will be to make sure "all the right people are invited." Only in Southern California.

GOOD-BYE POP, HELLO BACH — London Records is discontinuing all pop product, including rock, disco and R&B and will continue as a classical label only. All promotion people and those in the pop division have been axed. London's Le Joint label is another casualty, and is already looking for another distributor.

COMING SOON TO YOUR NEIGHBORHOOD DISCO — Atlantic has been busy lately with a full roster of 12" releases, including **Tasha Thomas'** "Hot Butter Boogie," **Revanche's** "1979 It's Dancing Time," **Peter Tosh's** "Buk-in-hamm Palace," **Mike Theodore's** "Disco People" and from the **Scotti Brothers** label, "Ghost Dancer," by the **Adriasi Brothers**. Look for the new **Chic** LP "Risqué" in two weeks . . . Midsong is rush-releasing what has turned out to be Boston Pops great, **Arthur Fiedler's** posthumous album, "Saturday Night Fiedler." Side one features a salute to the music from **Saturday Night Fever**, and side two a salute to Bach — with a disco twist! Other releases from Midsong include **Carol Douglas'** 12" "I Got the Answer" and **Todd Foster's** "Disco Danny." . . . "A Night at Studio 54" is the highlight release during a week filled with releases from Casablanca. The two-record set, recorded at the famed NYC club, has to be the disco enthusiast's dream compilation.

frank sanello



"JUST ANOTHER NIGHT" AT THE ROXY WITH HUNTER — Chrysalis recording artist Ian Hunter and his band recently finished up two SRO nights at The Roxy in Los Angeles and the label hosted a party celebrating the success of his current LP, "You're Never Alone With A Schizophrenic," and his nationwide tour. Pictured in the first photo at the soiree are (l-r): standing, Tommy Morongiello, George Meyer, and Martin Briley. Hunter band; Terry Ellis,



Chrysalis Records president; Chris Wright, Chrysalis Records, Ltd. co-chairman; and Sai Licata. Chrysalis vice president. Shown seated are (l-r): Hilly Michaels and Tommy Mandel. Hunter band; and Ian Hunter. In the second photo are (l-r): Steve Popovich, Cleveland International president; Roy Thomas Baker, producer; Hunter; Carmine Appice; and Mick Ronson, Hunter band.

LATIN

LATIN PICKS

SALSA CON CHARANGA — Mike Guagenti — Orfeon-16H-5125 — Producer: Marin/Rumack/Steln

Mike Guagenti debuts with this beautiful album of love songs and swinging salsa tunes. He has played with such greats as Larry Harlow, and Joe Cuba. On this album he is surrounded by the top Latin musicians in the business. There are excellent solos throughout as well as good back-up vocals. The best songs are "Salsa Con Charanga," "Delirio," "La Peluca," "A Los Muchachos De Belen" and "El Tibiri Tabara." This album should not be overlooked in any Latin retail store.



LO NEWVO DE CARLOS GUZMAN — Carlos Guzman — Falcon-FLP-5016 — Producer: Arnoldo Ramirez Jr.

Super star Carlos Guzman hits again with another gem of an album featuring various changes of rhythms such as rancheras, boleros, vals peruano and corridos. Carlos is backed by the best mariachi orchestra in Texas, Mariachi Vargas de Tecalitlan. All the arrangements on this album are suited to the styling of Guzman's singing. His voice is intact in all of the songs. Best cuts are "Siempre Seras Mia," "En Esa Calle," "La Entrega" and "Ya Se Va."



GUSTAVO ROJAS — Alhambra — ALS-1700 — Producer: Modesto/Roberto Rodriguez

This is a first for Gustavo Rojas on the Alhambra label, and he excels cut after cut. Most of the songs are love ballads except one change of pace, a guajira a la Cuban style. This album was well recorded and captures the drive and intensity of the arrangements provided by Jorge Calandrelli. A good collectors album for lovers of Latin music.



SINGLES TO WATCH

LORETTA (Peerless) *Que Terrible* (Martinez-Santini)

ALICIA JUAREZ (Musart) *La Puerta Esta Abierta* (Marcelo Salazar)

GERARDO REYES (CBS-Mexico) *Luces De Nueva York* (Tito Mendoza)

GRUPO SENTIMIENTOS (CBS-Mexico) *Ya Me Perdiste* (Adolfo Salsa)

LA PEQUENA GENERACIONES (CBS-Mexico) *Arrepentida* (D.R. En D.G.D.A.)

SALVADOR HUERTA (Peerless) *Ya Volvera* (Roberto Monna)

VICENTE FERNANDEZ (CBS-Mexico) *Los Mandados* (Jorge Lerma)

LOS AL CANTARA (CBS-Mexico) *Pachuca* (Homero Aguilar)

IMPACTO CREA (Vaya) *Te Cantare* (Jose A. Cruz)

The June 30 Jazz/Latino Jazz concerts were two of the most successful events of the Newport Jazz Festival, drawing from the Latin and non-Latin community, as well.

Eddie Palmieri opened the show and was joined by his one-time vocalist, **Ismael Quintana**. **Tito Puente** was commissioned by the Newport Jazz Festival to arrange a new composition for the concert and wrote the song titled "Two Peas In A Pod."

Dizzy Gillespie contributed mightily to the evening's proceedings and joined Tito and Eddie as they jammed on "Picadillo."

Willie Bobo closed both concerts, and included one song from his Columbia album, "A Hellava Act To Follow." **Cal Tjader** put some finishing touches on the concert as he joined Willie's group in a marvelous rendition of "Somewhere In The Night."

Felipe Luciano made his presence felt as he introduced each act and filled the audience in on the backgrounds of the musicians and the history of Latin music.

Kool Cigarettes has jumped on the Latin music bandwagon, and this coming Labor Day Weekend (Sept. 1-2) will sponsor the Kool New York Salsa Festival. This news comes from **Ralph Mercado** and **Ray Aviles**, promoters of the festival, who for the past three years have been staging the event at Madison Square Garden.

Saturday, Sept. 1 will headline the following acts: **Celia Cruz**, **Johnny Pacheco**, **El Gran Combo**, **Oscar De Leon**, **Hector Cassanova & Muntuno**, **Luis "Perico" Ortiz** and special added attraction: **The Brothers Palmieri** (Eddie and Charlie). Sunday, Sept. 2 will headline the following acts: **Celia Cruz**, **Willie Colon**, **Ruben Blades**, **Hector LaVoe**, **Papo Lucca & Sonora Poncena**, **Los Kentons** and special added attractions: **Ray Barretto** with **Adalberto Santiago**.

For the first time large screen close ups of the concert, on close circuit TV, will be available.

Ray Barretto spoke with "Cheo" Diaz on Cheo's radio show, "Mambo Machine," on WKCR-FM in New York, and announced that he will have a new orchestra ready to go by Sept. 2 when he appears at the Kool New York Salsa Festival, at Madison Square Garden. Although he did not name any of the musicians, he did say that **Adalberto Santiago** would be rejoining the band as featured vocalist.

The **Fania All Stars** Concert on June 23, at Madison Square Garden brought us once again some of the greatest stars in the Salsa circuit for an evening of Salsa entertainment. This time around they presented new material, some of which is included in their new LP, as well as performing some of their individual hits, such as **Celia & Johnny's** "El Bahio," **Ismael Miranda's** moving rendition of "Me Voy Ahora," **Adalberto Santiago's** "Ay Caray," and many more. An extra touch of brilliance was added to the occasion by the appearance on stage of three giants in our music: "Mr. Hard Hands" — **Ray Barretto**, "The Sun of Latin Music" — **Eddie Palmieri** and last but not least "The King" — **Tito Puente**, who joined the All Stars in a heavy jam session.

Felipe Luciano, former anchorman of Channel 4 News, announced over the air recently that he was delivering his last news broadcast. Subsequently Luciano confided that he felt it was time to move on. The winner of an Emmy Award for his special "Live Report from Rikers Island," Luciano stated that he felt he had paid his dues in the news format, and the question now was "Where do I want to go for the '80s." Perhaps we should all take a tip from this dynamic Latino and ask ourselves the same thing. Palante.

ray terrace

LATIN BEST SELLERS

New York (Salsa)

TOP TWENTY LPs

- Solo** — Willie Colon — Fania
- Siembrubra** — Willie Colon/Ruben Blades — Fania
- Pacheco Y Casanova** — Fania
- Eternos** — Cruz/Pacheco — Vaya
- En Cuba** — Tipica 73 — Fania
- La Fuerza Latina** — Combo
- Sweet Trumpet** — Tommy Olivencia — T.H.
- La Orquesta De Mi Tierra** — Sonora Poncena — Inca
- Bobby Valentin** — Bronco
- Homenaje A Benny** — Tito Puente — Tico
- Dandy's Danny** — LP Venture
- El Progreso** — Roberto Roena — International
- Super Salsa** — Luis Ortiz — New Generation
- Ray Rodriguez** — Tico
- La Comedia** — Hector Lavoe — Fania
- N.Y. City Salsa** — Orquesta Broadway — Coco
- Popeye** — Adalberto Santiago — Fania
- El Negrito Del Sabor** — Luigi Texidor — Nuestra
- Untouchable** — Tito Ailen — Aiegre
- Esto Si Es Lo Mio** — Ismael Rivera

Los Angeles

TOP TWENTY LPs

- Emociones** — Julio Iglesias — Alhambra
- A Pensar De Todas** — Vicente Fernandez — CBS
- Veronica Castro** — Peerless
- Roberto Carlos** — Caytronics
- Como Tu** — Lupita D'allessio — Orfeon
- Numero #8** — Los Tigres Del Norte — Fama
- La De La Mochila Azul** — Pedrito Fernandez — Caliente
- La Voz Del Sentimiento** — Salvador — Ariba
- Sentimientos** — Camilo Sesto — Pronto
- Mis Ojos Tristes** — Juan Gabriel — Pronto
- Estrellas De Oro** — America
- Serenata Sin Luna** — Los Angeles Negros — International
- Carlos Guzman** — Falcon
- Los Fellinos** — Musart
- Canta A Juan Gabriel** — Rocío Durcal — Pronto
- Jose Jose** — Pronto
- A Mis 33 Años** — Julio Iglesias — Alhambra
- La Voz Ranchera** — Chelo — Musart
- Exitos** — Los Muecas — Caliente
- Sola** — Lissette — Coco

Texas

TOP TWENTY LPs

- Bienvenido** — Los Tigres Del Norte — FAMA
- En Mexico** — Los Humildes — FAMA
- Seguir Mi Camino** — Los Clasicos — ARV
- Hasta El Fin De Mi Vida** — Irene Rivas — Cara
- Soldado Raso** — Ramon Ayala — FRE
- Piquito De Oro** — Ramon Ayala — FRE
- Recordando A Los Relampagos** — Ramon Ayala — FRE
- On Tour** — Los Clasicos — ARV
- Glad To Be Back** — Joe Bravo — FRE
- El Gran** — Flaco Jimenez — Joey
- Eternamente** — Felicidad — FB
- Country Roland Band** — ARV
- Vengo A Verte** — Sunny & Sunliners — KI
- Vivan Los Mojados** — Los Tigres Del Norte — FAMA
- Mis Mas Recientes Hits** — Augustine Ramirez — FRG
- Que Bien Te Ves** — Joe Bravo — FRE
- Les Canta Con Carino** — Hector Montemayor — Joey
- De Aqui Pa' El Real** — Gilberto Perez — NUE
- Sea La Paz La Fuerza** — Little Joe — LRC
- Mas, Mas, Mas, Mas, Mas** — Los Hermanos Barron — Joey

Miami

TOP TWENTY LPs

- Emociones** — Julio Iglesias — Alhambra
- Susy Leman** — Pronto
- Estrellas De Oro** — America
- Sentimientos** — Camilo Sesto — Pronto
- Aquellos Boleros** — Rolando Ojeda — Alhambra
- Lo Pasado Pasado** — Jose Jose — Pronto
- El Sol Se Fue** — Roberto Jordan — Arcano
- Alvarez Guedes** — Gema
- Roberto Carlos** — Caytronics
- Chirino** — Oliva Cantu Records
- Pequena Amante** — Braulio — Alhambra
- Alberto Cortes** — Alhambra
- Pequena Compania** — Alhambra
- Visignes** — Pablo Aoraira — Pronto
- Lolita** — Caytronics
- Boleros Con Amor** — Santos Morales Orq — Arcano
- Claudia De Colombia** — Caytronics
- Como Tu** — Lupita D. Allessio — Orefon
- Cara De Gitana** — Daniel Magal — Caytronics
- Sophy** — Velvet

Chicago

TOP TWENTY LPs

- Emociones** — Julio Iglesias — Alhambra
- La Voz Ranchera** — Chelo — Musart
- Roberto Carlos** — Caytronics
- La De La Mochila Azul** — Pedrito Fernandez — Caliente
- Estos Son Los Felinos** — Musart
- A La Inspiracion De Jimenez** — Chelo — Musart
- Lolita De La Colina** — Arcano
- Ella Vino Al Valle** — Freddy Fender — GCP
- Demasiado Amor** — Basilio — Zafiro
- Besitos** — Los Humildes — Fama
- Espectacular** — Juan Gabriel — Pronto
- La Muerte De Un Gallero** — Vicente Fernandez — Caytronics
- Con Marlachi Vol. #2** — Juan Gabriel — Pronto
- Lo Pasado, Pasado** — Jose-Jose — Pronto
- Como Tu** — Lupita D'allessio — Orfeon
- El Parrandero** — Agustin Ramirez — Freddy
- Mercedes Castro** — Musart
- Corridos** — Yolanda Del Rio — Arcano
- Amis 33 Años** — Julio Iglesias — Alhambra
- Lo Nuevo De Carlos Guzman** — Falcon

Mexico

TOP TWENTY LPs

- Disco Samba** — Two Man Sound — Gamma
- Buenos Dias Señor Sol** — Juan Gabriel — Ariola
- El Amor De Mi Vida** — Camilo Sesto — Ariola
- Hasta Que Amanezca** — Joan Sebastian — Musart
- Brujeria** — Alvaro Davila — Melody
- Callados** — Angela Carrasco Y Camilo Sesto — Ariola
- Soy Yo** — Los Yonic's — Polydor
- Motivos** — Jose Domingo — Melody
- Recuerdos** — Los Baby's — Peerless
- Sinfonia Del Mar** — Piero — RCA
- Y Al Principio Boleros** — La Pequena Compania — Melody
- Borinquen Disco Party** — CBS
- Que Alegría** — Pedro Vargas — RCA
- Yolanda Del Rio** — RCA
- Toca Madera** — Amil Stewart — Ariola
- Sobrevivire** — Gloria Gaynor — Polydor
- Tragedia** — Bee Gees — RSO
- En La Marina** — Village People — Casablanca
- Chiquitita** — Abba — RCA
- Tropezando** — Suzi Quatro & Chris Norman

U.K. Independents See Lower Prices As Key To Recovery

by Nick Underwood

LONDON — Faced with a sluggish economy and the recent 7% increase in the government's value added tax or VAT (**Cash Box**, July 7), the UK music industry is gradually developing two schools of thought on how to combat and alleviate the current record sales slump. Several independent companies have called for immediate price reductions, while most of the majors tighten their belts with staff cutbacks and budget pruning in the hope of weathering the storm.

With many UK record companies now at or above the 1 pound (\$2.22) price for singles and 5 pound (\$11.10) rate for LPs, the industry has of late been at least 5% down from previous years, even taking into account the annual summer slump in sales. And UK records are currently the third most expensive in Europe, with no immediate prospect of a significant slowing of the inflation rate.

Thus, for the majors, a conservative attitude seems to have taken hold. Exemplifying this mood, EMI recently pared its staff by forming a sales team of 35 to replace two separate sales divisions within the company (**Cash Box**, July 21). And this mood is hardly restricted to EMI.

Explaining the rationale for cutbacks as opposed to price reductions, WEA-UK managing director John Fruin stated, "I don't think records are over-priced. The UK is now coming into line with higher European prices and the general cost of living. Expensive records are a fact of life to contend with."

Continuing, Fruin added that the economics of the situation for a major company do not allow for possible significant

reductions in domestic revenues. "The major companies are essentially breaking even in the UK," Fruin said, "and making money overseas. The basic problem we are faced with is that people in the UK simply don't have enough money in their pockets. This country is not bouyant enough to support the sort of consumer society we would all like."

However, from the smaller independent companies, a different frame of mind is developing. Commenting on the current state of the UK market, Bruce Findlay, managing director of the Scottish-based Zoom Records, remarked, "I think record prices are too high, and it's definitely not conducive to making records a part of people's lives. Prices must come down."

Echoing this thought, Paul Conroy, general manager at Stiff Records, added, "It should be more like America here in the UK, where people think nothing of buying a few records regularly. People here are getting out of the habit of buying records."

"We (Stiff) want to bring our prices down, even though we are still about the cheapest company trading," Conroy continued. "I'd like to see singles priced around 70p (\$1.55) and LPs around 4 pounds (\$8.88) or cheaper. I also think the dealer margin is too high."

A third voice agreeing with the sentiments of Zoom's Findlay and Stiff's Conroy is that of Robin Blanchflower, head of the Ariola-UK operations. Commenting on the slump, Blanchflower came out in favor of price reductions because "a decrease in the price of records would increase sales. I think most companies will have to look very closely at their prices with the view to ad-

(continued on page 41)



U.K. MEETING — A&M Chairman Jerry Moss recently visited England, where he met with A&M recording artist Joan Armatrading and her manager, Mike Stone. Pictured above, (l-r) are: Stone; Derek Greene, managing director of A&M U.K.; Armatrading; Moss; and Marcus Bicknell, managing director of A&M Europe and Moss.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — CBS held a press conference at the Bauen Hotel to announce the signing of the Spanish chanteur **Luciano Ruiz** to an exclusive contract. Ruiz came to Argentina last summer for a series of performances in Buenos Aires, Mar del Plata and other cities and decided to stay and establish himself here for at least two years. His first single has just been released and shows plenty of commercial potential.

EMI's WEA division has put its first two singles to Brasil following an agreement between EMI's **Luis Aguado** and **Nesuhi Ertegun**, **Lee Mendell** and **Phil Rose** of WEA International. Both are strong chart items that were discontinued at the end of the prior licensing agreement between WEA International and Sicamericana.

RCA's **Danny Cabuche** travelled once more to Brasil for appearances on radio and television. His single, "Para Esquecer," recently surpassed the 150,000 unit mark in sales and won a gold record certification from the Brazilian record industry.

Microfon has re-signed **Carlos Torres Vila** to an exclusive three-year contract. Torres Vila is recording a new album with Spanish chanteur/composer **Manolo Galvan** as producer.

Phonogram's **Luis Landriscina** received still one more honor — this time the San Gabriel Award for his career as a humorist and his work on behalf of folklore. Landriscina is the star of the new film "Millionaires By Force," which premiered July 12. He also has his own radio and television shows.

miguel smirnoff

Canada

TORONTO — **Sister Sledge's** enormously successful Toronto debut, in front of almost 12,000 at Ontario Place on a damp night, culminated in a post-show party at Toronto's new million-dollar disco, Heaven. Now a three-piece band (while **Debbie** is off on maternity leave), **Kathie Sledge**, the youngest of the four sisters in the band, says **Debbie** ought to be back by August. Indeed, she says **Carol**, 26, will likely join the band soon as well. Kathie says she someday wants to help create a recreation center for the handicapped. Her major at Temple University is therapeutic recreation, and she says she wants to eventually work with the handicapped. The band was given a gold certification award for the "We Are Family" album in Canada, which is well on its way to platinum status and beyond because of latent AM successes.

Sandy Joyce is CBS' new national publicity co-ordinator. She is also the CBS Canada staff photographer. . . The mail seems filled these days with personally-

signed letters from **Robert Fripp**. Is this the same man who wouldn't go on-stage with **Peter Gabriel**, insisting on playing from the wings?

Both the **Segarini** and **Battered Wives** albums (the latter produced by **Craig Leon**) are readied by Bomb Records and should hit the streets by August. . . **Japan** came into Toronto for two days of press. Quality Records, realizing Toronto is likely the band's best North American market, is trying to break the group here. Vocalist **David Sylvian** says the recent "Life In Tokyo" disco single, produced by **Giorgio Moroder**, was merely a one-off. "It was never intended to be an album project. We just wanted to get the finest disco producer we could to do a disco single. It was a totally indulgent thing," he says. The band is close to finding a producer for its third album, to be recorded and finished in time for mid-September.

Hughie Leggatt, ex-Foot In Coldwater member, is preparing a release for Capitol. Although his band at first was bearing his name, the new monicker is **Private Eye**.

kirk lapointe

Japan

TOKYO — **Iggy Pop**, recording artist on the Arista label, visited Japan on July 15 on his way home from some concerts in Australia. The artist stayed here for one week, promoting his LP "New Values" through radio and television appearances. . . Also, the popular Canadian recording group **Heart** has been added to the roster of performers for the upcoming "Japan Jam" to be held at Enoshima Beach (Aug. 4-5) and Kyoto's Momoyama Park (Aug. 7).

Masanobu Iihara, president of Seiko-do, has been elected chairman for the Association of All Record Wholesalers of Japan at the annual meeting of the organization held this year at the Atami spa outside of Tokyo July 3. Iihara's company, Seiko-do, is one of the largest wholesalers in this country.

The "Enka" phenomenon continues here in Japan. A popular traditional folk song form, Enka is now booming on the Japanese market. Latest entry in this field is "Omoide Zake" ("Wine For Memory") by **Sachiko Kobayashi**, a new singer on the Warner/Pioneer label. Prior to Kobayashi's success, two other Enka artists, **Jiro Atsumi** on CBS/Sony and **Meiko Makimura** on Polydor, had made it to the top of the charts. After a slump of over a year, it appears that Enka is on its way to recovery.

kozo otsuka

United Kingdom

LONDON — Virgin Records have set a release date, July 27, for a new **Sex Pistols**

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Chiquitita — ABBA — RCA
- 2 Tragedy — Bee Gees — RSO
- 3 Da Ya Think I'm Sexy? — Rod Stewart — WEA
- 4 Palsaje — Franco Simone — Microfon
- 5 Catch The Cat — Cherry Laine — CBS
- 6 Under The Line — Gerry Rafferty — Capitol
- 7 Feliz En Tu Dia — Milito — Microfon
- 8 Le Freak — Chic — WEA
- 9 YMCA — Village People — RCA
- 10 Hooray! Hooray! It's A Holi Holiday — Boney M — RCA

TOP TEN LPs

- 1 Hit Sounds, vol. 3 — various artists — CBS
- 2 Voulez-Vous — ABBA — RCA
- 3 Spirits Having Flown — Bee Gees — RSO
- 4 La Carpa Del Amor — soundtrack — Microfon
- 5 16 Exitos Del Otono — various artists — Microfon
- 6 17 Top Hits — various artists — Phonogram
- 7 Private Stock, vol. 2 — various artists — Private Stock/EMI
- 8 Breakfast In America — Supertramp — A&M
- 9 Emociones — Julio Iglesias — CBS
- 10 Reverles — Richard Clayderman — Tonodisc

—Prensario

Brasil

(Sao Paulo)

TOP TEN 45s

- 1 Nao Chore Mais — Gilberto Gil — WEA
- 2 Born To Be Alive — Patrick Hernandez — CID
- 3 Chiquitita — ABBA — RCA
- 4 Sonho Meu — Maria Bethania — PolyGram
- 5 Por Muitas Razoes Eu Te Quiero — Jane Herondy — RCA
- 6 Sou Rebelde — Lilian — RCA
- 7 Stumblin' In — Suzi Quatro & Chris Norman — Odeon
- 8 Tu — Julio Cesar — RGE/Fermata
- 9 Feiticeira — Carlos Alexandre — RGE/Fermata
- 10 Blowin' In The Wind — Diana Pequeno — RCA

TOP TEN LPs

- 1 Pai Herol — various artists — Som Livre
- 2 Momentos — various artists — K-Tel
- 3 Alibi — Maria Bethania — PolyGram
- 4 Spirits Having Flown — Bee Gees — PolyGram
- 5 Lady Laura/Cafe da Manha — Roberto Carlos — CBS
- 6 Alerta Gerai — Alcione — PolyGram
- 7 A Single Man — Elton John — PolyGram
- 8 Excelsior FM — various artists — Som Livre
- 9 Os Grandes Sucessos — Elton John — Som Livre
- 10 Agua Viva — Gal Costa — PolyGram

—Pandisc

Canada

TOP TEN 45s

- 1 You Take My Breath Away — Rex Smith — CBS
- 2 Just When I Needed You Most — Randy Vanwarmer — WEA
- 3 Ring My Bell — Anita Ward — CBS
- 4 We Are Family — Sister Sledge — WEA
- 5 The Logical Song — Supertramp — A&M
- 6 I Want You To Want Me — Cheap Trick — CBS
- 7 Bad Girls — Donna Summer — PolyGram
- 8 She Believes In Me — Kenny Rogers — Capitol
- 9 Hot Stuff — Donna Summer — PolyGram
- 10 Reunited — Peaches & Herb — PolyGram

TOP TEN LPs

- 1 Breakfast In America — Supertramp — A&M
- 2 Live At Budokan — Cheap Trick — CBS
- 3 Candy-O — The Cars — WEA
- 4 Discovery — ELO — CBS
- 5 Communique — Dire Straits — PolyGram
- 6 Voulez-Vous — ABBA — WEA
- 7 Rickie Lee Jones — WEA
- 8 The Cars — WEA
- 9 Back To The Egg — Wings — CBS
- 10 Bad Girls — Donna Summer — PolyGram

—CRIA

INTERNATIONAL

INTERNATIONAL DATELINE

LP titled "Carri On Sex Pistols . . . Some Product." The album, according to Virgin is, "an amalgam of many things; hitherto unavailable 10-second bits of live music, outraged public, baffled interviewers, banned radio ads, Sid's philosophy of life, Steve and Paul being unpleasant on American radio, a 60-second radio commercial for the Los Angeles Examiner, an extract from Tubular Bells and quite a few other things which we deem it unwise to announce in a press release."

Another Virgin project, with a little more up-market integrity, is a movie produced by Virgin films with music by **Mike Oldfield**. Titled "The Space Movie," the film tells the story of the historic Apollo 11 mission 10 years ago. ITV will premier the movie on July 20 to coincide with the 10 year anniversary. The film will then go on a wide screen cinema circuit, nationwide, later this year.

The well known early '70s bop band, **Mud**, recently signed an exclusive recording contract with Carrere Records. Mud has been off the circuit for a while, but a new single, titled "Drop Everything And Run," is scheduled for July 20 release . . . Polydor is currently pleased as punch to have signed USA singing star **Jack Jones** to a worldwide contract. Jones' debut Polydor LP will be titled "Nobody Does It Better," and is set for release in September. A single from the LP, titled "I Could Have Been A Sailor," was rush-released July 6.

A UK independent music company, A&R Promotions Ltd., operated by **Brian Hutch**, has entered into a joint licensing and publishing deal with EMI. Under the new

deal, A&R Promotions product will be handled by EMI Records Group Repertoire Division for worldwide servicing. The company will specialize in UK reggae music . . . RSO's **John Stewart**, who was due to play to dates at London's Venue club July 21-22, cancelled out because of the need to recuperate from an operation on his throat. Hopefully the sell-out concerts will be re-scheduled.

MCA held a lunchtime bash this week at the Chelsea restaurant Country Cousins. The reception was in honour of the first Montreux Festival appearance and London concert appearance of country acts **Roy Clark**, **Barbara Mandrell**, **The Oakridge Boys**, **Jana Jae**, **Buck Trent** and **Clarence 'Gatemouth' Brown** . . . Midsong International is considering legal action against superstar **John Travolta**. Apparently, the star of "Grease" and "Saturday Night Fever" was contracted to the American record company for three albums. So far he has only recorded two and is well overdue with the third. Travolta is currently working on a new film.

Lee Eastman, USA attorney and **Paul McCartney's** father-in-law, has negotiated an agreement with **Ron White**, EMI Music Publishing managing director, for a deal between MPL Communications Inc. and EMI Music publishing that gives publication rights to EMI on McCartney/Wings compositions in the following territories: Australia, New Zealand, France, Holland, Greece, Spain, Portugal, Scandinavia, Philippines, Hong Kong, Singapore, Malaysia, Thailand, Mexico and South America. **nick underwood**

WHERE IN THE WORLD

Infinity recording artists **Spyro Gyra** are currently on a European tour will include the Montreux Jazz Festival and the London Jazz Festival at the Venue and Alexander Palace. The tour concludes July 25.

George Duke (CBS International) is set to tour Brazil in August. Also slated for the tour are Brazilian artists **Milton Nascimento** and **Simone**, both on EMI-Odeon.

RCA recording artist **Dolly Parton** is currently on a tour of Asia that will run until Aug. 1. Among the stops are Hawaii, New Zealand, Australia, Hong Kong and Japan.

A&M recording artists **Supertramp** are currently touring Canada. The tour will wind up in Vancouver on Aug. 11.

Atlantic recording artists **Led Zeppelin** will return to the stage after an absence of four years at the Knebworth Festival, Aug. 4, in the U.K. The band will also perform Aug. 11 due to popular demand.

Cheap Trick (A&M) will embark on a European tour scheduled for Aug. 25-Sept. 2. The group will play the U.K., The Netherlands and Germany, and will appear in Nuremberg with the **Who** (MCA), **Stanley Clarke** (Nemperor) and **Jeff Beck** (Epic).

Mushroom recording artist **Paul Horn** has been invited to perform as the special guest at the ORB Foundation's "Trade and Technology In Orbit" conference-exhibition scheduled for Aug. 27-Sept. 2 at the Wemby Conference Center in the U.K.

The **Crusaders** (MCA) have confirmed a European tour for Sept. 7-27. The group will play the U.K., Norway, The Netherlands, Germany and France.

A&M recording artist **Joan Armatrading** will embark on a tour of the Australia-New Zealand area Sept. 8. The 20-concert tour will conclude Oct. 4 in Christchurch, New Zealand.

Warner/Curb recording artists **Pat** and **Debby Boone** will embark on a tour of Japan Oct. 28. Scheduled performances include Tokyo, Sapporo, Osaka, Fukuoka, Nagoya and Okinawa.



JET'S PLATINUM DISCOVERY — The ELO album "Discovery" achieved gold and platinum status within four days of its UK release and to celebrate the event, David Arden, Jet Records UK president, hosted a party at his Wimbledon home. Guests included Don Arden, Jet Records chairman; Sharon Arden; Britt Ekland; Maurice Oberstein, CBS UK chairman and other media and dealer personalities. Pictured celebrating are (l-r): Don Arden; Bev Bevan, ELO; David Arden, Jet UK president; Jeff Lynne, ELO, and Sharon Arden.

U.K. Indies Want Lower Prices

(continued from page 40)

justment."

Industry Woes

Nevertheless, spiralling costs are only one of the reasons regularly cited as the cause of the present slump. In addition, both trade and consumer media, as well as the industry itself, have criticized what is described as a lack of new quality talent and record company marketing overkill.

"It's down to the fact that the general quality of writing is down," explained Conroy. "There is not enough good content on a lot of LPs now. If things continue the way they are, the majors will probably have to cut back drastically on artist rosters and staff."

On the topic of marketing overkill, WEA's Fruin didn't agree, adding that such obstacles as piracy make marketing all the more important. "It's a vicious cycle," Fruin explained. "With home taping costing us millions every year, we have to try to produce things that are visually attractive, as well as containing audio appeal."

However, such emphasis upon marketing is not necessarily required. Zoom's Findlay offered, because "it's the

small independents like us and Stiff Records who really have their fingers on the pulse and know the creative sources, and who will therefore perpetuate a healthy business. The independents in this country 'talk' music and generally have a lot more street level credibility than the majors. Because of this, the small companies will score in the end."

Agreeing with this assessment, Stiff's Conroy went on to say. "There used to be a time when the business was run by enthusiastic amateurs. Now it's large corporations and things are not going well. Though the whole business is going to have a very stagnant summer, we at Stiff are optimistic because we're doing well all over the world and we will maybe bring prices down."

Summing up, especially for the independents, Findlay stated. "I have not lost hope in the business; but at the moment, accounts and lawyers are killing it off. The future lies with the independents who are still in touch with what is going on inside kids' heads and who can still be inspired from street level music as art."

Hoppe Heads List Of Promotions At Polydor International, Hamburg

LOS ANGELES — Michael Hoppe has been named director for the popular repertoire division of Polydor International Hamburg, in a move that also brings three other new faces into the division, announced Dr. Werner Vogelsang, vice president of the PolyGram Group and president of Polydor International.

Hoppe, who has been with the popular repertoire division since April, will be responsible for the coordination and exploitation of Polydor International's popular music activities worldwide. He will report to Fred Haayen, vice president of Polydor International Hamburg and president of Polydor New York.

Joining Hoppe will be Rudiger Litza (manager, product department), Hille Hillekamp (manager, promotion department) and Hans Burghard (manager, operations department).

Hoppe joined the PolyGram Group in 1970 and was previously the A&R director for PolyGram Canada. One of his successes there was the signing of Frank Mills, whose "Music Box Dancer" has become a top disco hit internationally.

With his new staff, Hoppe is optimistic that hard work can produce the same results for Polydor. As he noted upon taking the position, "Only in the dictionary does success come before work!"

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s

- 1 **Kiminoasa** — Satoshi Kishida — CBS/Sony
- 2 **Itoshi No Elly** — Southern All Stars — Victor
- 3 **Miserarete** — Judy Ong — CBS/Sony
- 4 **Omolde Zake** — Sachiko Kobayashi — Warner/Pioneer
- 5 **Oh! Gal** — Kenji Sawada — Polydor
- 6 **Hop Step Jump** — Hideki Saijo — RVC
- 7 **Al No Arashi** — Momoe Yamaguchi — CBS/Sony
- 8 **Yumeoyzake** — Jiro Atsumi — CBS/Sony
- 9 **Michizure** — Meiko Makimura — Polydor
- 10 **Callifornia Connection** — Yutaka Mizutani — For Life

TOP TEN LPs

- 1 **Satoshi Kishida** — Morning/CBS/Sony
- 2 **Alice VII** — Toshiba/EMI
- 3 **Kiss Me Please** — Eikichi Yazawa — CBS/Sony
- 4 **10 Numbers Carat** — Southern All Stars — Victor
- 5 **Morning Island** — Sadao Watanabe — Victor
- 6 **Soraotobu Torinoyooni Nookakeru Kazanoyooni** — Chiharu Matsuyama — Canyon
- 7 **Voulez-Vous** — ABBA — Disco
- 8 **Tooku Hanarete** — Machiko Watanabe — CBS/Sony
- 9 **Our Decade** — Godaigo — Nippon Columbia
- 10 **Yumekuyo** — Masashi Sada — Free Flight

The Netherlands

TOP TEN 45s

- 1 **Theme From "Deerhunter"** — Shadows — EMI
- 2 **Reunited** — Peaches & Herb — Polydor
- 3 **Weekend Love** — Golden Earring — Polydor
- 4 **Dance Away** — Roxy Music — Polydor
- 5 **I Was Made For Lovin' You** — Kiss — VIP
- 6 **Boogie Wonderland** — Earth, Wind & Fire — CBS
- 7 **Bright Eyes** — Art Garfunkel — CBS
- 8 **Ring My Bell** — Anita Ward — CBS
- 9 **Lavender Blue** — Mac Kisson — CNR
- 10 **Surrender** — Cheap Trick — CBS

TOP TEN LPs

- 1 **Fate For Breakfast** — Art Garfunkel — CBS
 - 2 **I Am** — Earth, Wind & Fire — CBS
 - 3 **Voulez-Vous** — ABBA — Polydor
 - 4 **Lodger** — David Bowie — RCA
 - 5 **Discovery** — ELO — CBS
 - 6 **Communique** — Dire Straits — Phonogram
 - 7 **Lots Of Luv!** — Luv! — Phonogram
 - 8 **Back To The Egg** — Wings — EMI
 - 9 **Live At Budokan** — Cheap Trick — CBS
 - 10 **Two Hot** — Peaches & Herb — Polydor
- Nationale Hitkrant Producties

United Kingdom

TOP TEN 45s

- 1 **Are Friends Electric** — Tubeway Army — Beggars Banquet
- 2 **Silly Games** — Janet Kay — Scope
- 3 **C'mon Everybody** — Sex Pistols — Virgin
- 4 **Girls Talk** — Dave Edmunds — Swan Song
- 5 **Good Times** — Chic — Atlantic
- 6 **Lady Linda** — Beach Boys — Caribou
- 7 **Night Owl** — Gerry Rafferty — UA
- 8 **Light My Fire** — Amii Stewart — Atlantic
- 9 **Up The Junction** — Squeeze — A&M
- 10 **Wanted** — Dooleys — GTO

TOP TEN LPs

- 1 **Replicas** — Tubeway Army — Beggars Banquet
- 2 **Best Disco Album In The World** — various artists — EB
- 3 **Discovery** — ELO — Jet
- 4 **Live Killers** — Queen — EMI
- 5 **Parallel Lines** — Blondie — Chrysalis
- 6 **Bridges** — John Williams — Lotus
- 7 **I Am** — Earth, Wind & Fire — CBS
- 8 **Breakfast In America** — Supertramp — A&M
- 9 **Back To The Egg** — Wings — Parlophone
- 10 **Night Owl** — Gerry Rafferty — UA

—BMRB

COIN MACHINE

Midwest Operators Feeling Economic Slump

by Frank Manners

CHICAGO — How is the economic malaise that affects society in general affecting the coin machine industry in particular? **Cash Box** recently queried various midwest operators, in a random survey, to determine if and how they were coping with the current crunch. Following are the questions asked and some of the operator comments.

How has the gas shortage affected your business? The response was mixed; however, the Chicago street operators suffered most. One operator replied, "With the rising price of gas, it costs more to operate. I do my own street service too, and I've become more cognizant of the cost and availability of gas. I cut down on using the car air conditioner. As for my locations, they are hurting a bit too. They lose the drive-in trade." Another street operator responded, "No problem in getting gas. The availability is okay but the price is what gets you. It puts you in an ugly mood pumping it, and knowing you pay that much. Business suffers because what the customers spend on gas they don't have for playing machines. The bowling alleys are feeling it too. The patron who bowled three or four lines is bowling two instead and not throwing the extra dollar in the machines."

One segment of the coin industry especially devastated by the gas shortage is the game movers. One freelance mover, anxious to state his grievances, grumbled: "It costs twice as much to operate weekly. My whole business has to do with gas. Operating expenses double and I still must keep moving rates competitive. I can't go too high or I'll lose business."

Nevertheless, to revive an old cliché, every cloud has a silver lining. One single location arcade operator benefitted from the gas dilemma: "It's been positive for me," he said. "I'm in a suburban area and the teenagers who would normally drive to

Wisconsin in the summer are not doing so as frequently. The gas situation is not that severe yet for local traffic. A shortage keeps the people in the area and helps my business. In fact, it means more business."

How has inflation and the price spiral affected your business? The operators queried focused on its effect on purchasing power, and again the street operator fared worst. A Chicago operator offered the most desolate reply: "I can't afford to rent games anymore. I'm even considering the possibility of phasing out my games business." Other street operators have not given up but were considerably wary: "I'll be more careful in purchasing; pick up used equipment where I might have gotten new," said one. Another commented, "I'll buy used stuff. I can make just as much with 'Lost World,' 'Mata Hari' and 'Eight Ball' as with the new games and I can get them for a lot less money." Most operators expressed a cautious attitude in buying equipment. As one said, "If you buy a couple of dogs, you've got to live with them."

One arcade operator, coping well with inflation, obliquely confirmed the plight of the street operator: "I don't have a route, I don't have to split with the shop, I don't have to use gas between locations and I do my own service so my operating expenses are not affected as much. However, I can tell you that the operator will not buy or rent any mediocre game; he just can't afford to."

How will taxes in the form of proposed increased license fees affect you? Most operators were resigned to an inevitable increase: "It will have an effect for at least a year or two. The money's got to come from somewhere; money you set aside to rent or purchase equipment." As one operator put it, "It's a necessary evil that bites into your profits but you become acclimated to it like gas, sugar, coffee, whatever."

Will the new dollar coin help your

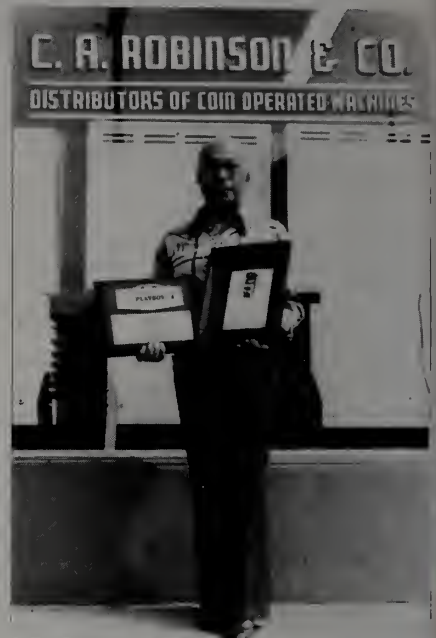
business? A unanimous "no" from the game operators queried. Comments ranged from "It won't make any difference" to "I still think players are not psychologically ready for a dollar coin." Many agreed it would be beneficial in jukeboxes. One game operator said, "It's inconceivable for kids to put a dollar coin in a game. They come into a store and want to

(continued on page 46)

Patrick O'Malley To Chair Telethon

CHICAGO — Patrick O'Malley, chairman of the board of Canteen Corp., will serve as the general chairman of 1980 United Cerebral Palsy Telethon on Jan. 12 and 13. The second annual nationwide Telethon will be carried in over 100 markets across the country, and John Ritter and Paul Anka will be the hosts.

According to Thomas V. King, president, United Cerebral Palsy of Greater Chicago, the agency collected \$1,200,000 after last year's broadcast. King, speaking before the Telethon Committee at Jacques restaurant, noted that the real importance of the Telethon's success was what it meant in terms of the United Cerebral Palsy's operation and services. He said that an important new program for disabled adults had been started, that a new roof has been put on the UCP Chicago center and that the adult summer program had been expanded ... all as a result of the Telethon.



CONGRATULATIONS — C.A. Robinson & Co. was presented with two plaques from Midway and Bally, respectively, in recognition of the distributor's outstanding sales performance representing the two factories on the west coast. Al Bettelman proudly displays them both in this photo, taken in front of the company's Los Angeles facility. Presentations were made personally by Midway's Larry Berke and Bally's Paul Calamari.

Vending Sales Are On The Rise At Deutsche Wurlitzer

CHICAGO — "Traditionally, vending machines are an essential part of the Wurlitzer product line. Our sales volume in this field has increased continuously, and is at present twice as high as five years ago," proclaimed Dr. W. Foelkel, managing director of Deutsche Wurlitzer in Hullhorst, Germany, in the current edition of the company's newsletter.

"As our music box business has remained very stable — considering the problems caused by unfavorable exchange rates and a certain pessimism occasionally expressed in the market — our total sales volume on coin-operated products during the fiscal year just ended shows an all time high," he continued.

Upward Trend

Foelkel noted an "upward trend in vending" that is being recognized worldwide and included phonographs in this analysis since "in essence music boxes are vending machines too — their merchandise is music. This trend is generated by the general necessity to rationalize the service, to replace the salesman and the cashier with a coin-operated system; but in addition, the trend is stimulated by continuous technical improvements as well as applications of new technology (micro-processors, bill acceptors, magnetic card systems)."

In conclusion the Wurlitzer executive stated that "an increasing strength of vending operators and distributors is indicative for the general growth in vending and it is interesting and encouraging to see that more and more even very large concerns have discovered vending as an instrument of modern distribution policy and are engaging themselves in this field."

The Deutsche Wurlitzer plant facilities in Hullhorst have been closed for summer vacation since July 6, however, a skeleton force has been maintained throughout the period of shutdown in the firm's sales and service departments. Full production will resume on July 30.

AMOA Offers New Insurance Plan To Membership

CHICAGO — AMOA is currently offering to its members a comprehensive insurance program as a special membership service. The package includes life insurance and health insurance coverage, applicable to members and their employees.

Under the AMOA Life Program, insurance benefits are available at a range of from \$10,000 to as high as \$100,000, at an economical premium rate.

AMOA is also offering two health care plans: Health Insurance, which is designed to cover financial loss from treatment of illness or injury, in or out of the hospital; and Hospital Income, which is designed to supplement an individual's present insurance plan by paying a fixed amount each day that person is in the hospital.

Brochures describing these plans are available through the AMOA Chicago office at 35 E. Wacker Drive, Suite 1940, Chicago 60601. The telephone number is (312) 726-2810.

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **LONG LIVE ROCK** THE WHO (MCA 41053)
2. **GOODBYE STRANGER** SUPERTRAMP (A&M 2162)
3. **LONESOME LOSER** LITTLE RIVER BAND (Capitol P-4748)
4. **OH WELL** THE ROCKETS (RSO RS 935)
5. **GIRL OF MY DREAMS** BRAM TCHAIKOVSKY (Polydor PD 14575)
6. **THE BOSS** DIANA ROSS (Motown M 1462)
7. **SWEETS FOR MY SWEET** TONY ORLANDO (Casablanca NB 991)
8. **CRUEL TO BE KIND** NICK LOWE (Columbia 3-11018)
9. **BAD CASE OF LOVING YOU (DOCTOR, DOCTOR)** ROBERT PALMER (Island/W.B. IS 49016)
10. **TIP TOE TO THE GAS PUMPS** TINY TIM (Clouds/TK CL-17)

TOP NEW COUNTRY SINGLES

1. **YOU'RE MY JAMAICA** CHARLEY PRIDE (RCA PB 11665)
2. **HEARTBREAK HOTEL** WILLIE NELSON & LEON RUSSELL (Columbia 3-11023)
3. **HERE WE GO AGAIN** THE STATLER BROTHERS (Mercury 55066)
4. **A GOOD GAL IS HARD TO FIND** HANK SNOW (RCA PB 11622)
5. **FOOLS FOR EACH OTHER** JOHNNY RODRIGUEZ (Epic 8-50735)
6. **TOWER OF STRENGTH** NARVEL FELTS (MCA 41055)
7. **JUST GOOD OL' BOYS** MOE BANDY & JOE STAMPLEY (Columbia 3-11027)
8. **GOODBYE** EDDY ARNOLD (RCA PB 11668)
9. **DADDY DONNA** FARGO (Warner Bros. WBS 8867)
10. **GUESS WHO LOVES YOU** MARY K. MILLER (RCA PB 11665)

TOP NEW R&B SINGLES

1. **AFTER THE LOVE IS GONE** EARTH, WIND & FIRE (ARC/Columbia 3-11033)
2. **WE'VE GOT LOVE** PEACHES & HERB (Polydor PD 14577)
3. **BETTER NOT LOOK DOWN** B.B. KING (MCA-41062)
4. **AIN'T NOTHING I CAN DO** TYRONE DAVIS (Columbia 3-11035)
5. **STREET LIFE** CRUSADERS (MCA 41054)
6. **RISE** HERB ALPERT (A&M 2151)
7. **THAT'S MY FAVORITE SONG** THE DRAMATICS (MCA-41056)
8. **I GOT THE HOTS FOR YA** DOUBLE EXPOSURE (Salsoul/RCA S72091)
9. **GOODBYE HEARTACHE** LATIMORE (Glades/TK GL-1755A)
10. **YOU CAN DO IT** AL HUDSON & THE PARTNERS (MCA AB-12459)

TOP NEW DISCO SINGLES

1. **GET UP AND BOOGIE** FREDDIE JAMES (Warner Bros. WBS 8858)
2. **FOUND A CURE** ASHFORD & SIMPSON (Warner Bros. WBS 8870)
3. **OPEN UP FOR LOVE** SIREN (Midsong International MI 1006)
4. **THE REAL THING** DADDY DEWDROP (Inphasion INP 7203)
5. **DON'T YOU FEEL MY LOVE** GEORGE McCRAE (Sunshine Sound 1034)



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COIN MACHINE

PERSONALITY PROFILE

Shaffer/Macedonia's Kindler An Active Branch Manager

CHICAGO — Shaffer Distributing Company, now in its 50th year, recently opened a new branch office facility in the northern Ohio city of Macedonia. The company had previously maintained an office in downtown Cleveland to serve this territory.

Office manager of the new branch is 28-year-old Tom Kindler who has about six and a half years of experience in the coin machine business (all spent with the Shaffer organization). He started out as an inside salesman at the distributor's headquarters in Columbus.

What services does the northern Ohio branch offer its customers? Kindler said that all of the various customer oriented programs, promotions and specialized services for which Shaffer is noted industrywide, are being implemented at the Macedonia office. The branch is involved in

has been having an excellent year with the Rowe phonograph line and the many built-in merchandising features of the current models have been a big help.

'Suzie B' Dollar

In discussing the new dollar coin, Kindler feels it will have a very positive effect on coin machine earnings. "In most equipment the dollar coin will replace the 50 cent piece and the use of the dollar coin as compared to the 50 cent piece is going to be ten times the value." He told of one operator in the territory who revised his pricing sticker to read dollar play first and then down to the smaller denominations.

Shaffer holds service schools, Kindler pointed out, but the Rowe organization provides an excellent program of schools on a continuous basis, covering all of its products. "Attending a Rowe school means you can gain about three years experience in one week if you know the basics." He had high praise for this program and for the various schools sponsored by the Ohio Music & Amusement Association. "The service problems now are about half of what they were a year or a year and a half ago; the secret to success in servicing equipment is for the operators to handle their own service and to take advantage of every opportunity to learn the new technology. Parts for solid state equipment are comparatively inexpensive."

Industry Changes

Kindler said he has noticed a lot of changes in the industry over the past six and a half years. "Equipment is more sophisticated and more expensive so the operator must make certain that the equipment justifies its price. Location analysis today is an absolute necessity. If a piece of equipment is not earning, the operator must remove it or rotate it. He owes it to himself to make certain he makes money."

What does Kindler like most about the coin machine industry? "I like the pace; the challenge and the constant changes; the rapidity of movement. I'm still learning," he confided, "just when you think you know this industry, something new comes up."

Kindler is a graduate of Bowling Green State University (Ohio). He and his wife, Pinkie, reside in Elyria and are expecting their first child in late August.

Midwest Ops Feeling Effects Of Slowdown

(continued from page 43)

play a couple of games on each machine, not a dollar's worth. Perhaps when a group comes in and they want to compete they'll throw a dollar in one game, but this is spotty."

How are you combatting these economics problems? The operators offered no organized program except selectivity in purchasing equipment. Each situation merited a different approach: "I changed my pricing from 2/25 to 1/25-3/50; otherwise, I pray a lot!" . . . "I still keep the same pricing but I try to have as little down time as possible. It's the only way to compensate" . . . "No special measures. I had strictly pins but I added more high powered arcade pieces like Space Invaders and Football."

Lastly the freelance mover: "I fight inflation by cutting down my overhead. I sold one truck and cut back on slow paying customers."



SALUTING OMAA SUCCESS — Celebrating the success of the 1979 OMAA Music And Games Exposition, which drew some 17 exhibitors, are (l-r): Wayne E. Hersch, AMOA president; August Van Brackel, A. Van Brackel & Sons, founder of the OMAA and a veteran operator; and Paul Corey, OMAA.

Sega's Rosen Places Gremlin Buy, Multiphase Concept In Perspective

LOS ANGELES — The impact of Sega Enterprises' acquisition of Gremlin Industries, the potential of the multiphase game concept and the difference between the American and Japanese coin markets were three of the subjects touched upon by David Rosen, president and chief executive officer of Sega Enterprises Inc., in a recent interview.

Talking from Sega's new corporate headquarters in Century City, Rosen said, "I think the Gremlin entity here in the United States has been accepted very well because of the success of 'Head On.' The company has been an extremely valuable addition to the corporation in the areas of R&D and engineering. Interfacing with our Japanese corporation, it has given us a lot of overall strength."

Rosen also mentioned that as a manufacturing company, Gremlin has done quite well in the production of electronic (primarily boards that have been shipped to Japan in order to assist in

production) components, kits for the European marketplace and finished products in the U.S. in the form of "Head On." "We're just reaching our peak with that game," enthused Rosen. "It's probably the most successful Gremlin game ever built."

A Sega invention that Rosen feels could bring a completely new stimulus to the industry is the Multiphase game. Rosen feels that while one could conceivably play a Multiphase game all day, a customer can truly build up a skill factor, as the game grows continually more competitive. He said that although players tire of a novelty game they have mastered, they can go back to a game like "Head On", continue to refine a skill and consequently never tire of it.

"In Japan, it's not unusual for a player to go to a location night after night and spend as much as two or three hours playing a Multiphase machine," offered Rosen. "We haven't enjoyed that kind of success in the

(continued on page 46)

Kings Island Inn Scheduled To Host Second OMAA Fall Outing, Sept. 7-9

COLUMBUS — The Ohio Music and Amusement Association will hold its Second Annual Fall Outing Sept. 7-9 at the Kings Island Inn, located at 5691 Kings Island Drive in Mason, Ohio.

The event is being billed as an industry-related seminar. A full roster of participatory sporting events are also planned.

Golfing at the Jack Nicklaus Golf Center features two courses, a 6500-yard championship course and a 3736-yard executive course. OMAA will hold a golf tourney at the championship course.

Swimming at indoor and outdoor pools is also on the agenda. Two tennis courts, shuffleboard and putt-putt golf round out the sporting events.

In addition, participants may shop in the numerous gift shops at the Inn and entertain themselves in the game room. A babysitting service is also available.

The Kings Island Amusement Park features more than 100 rides, including the famous "Beast" rollercoaster, the nation's steepest, longest and fastest. Discount tickets for these rides may be ordered in advance from OMAA.

The College Football Hall of Fame is the latest addition to Kings Island Inn. The facility features a time tunnel that brings football history to life. Via a computer, "armchair" football coaches can match strategy with top college coaches.

Outing chairman William Levine is urging advance reservations be made because the number of rooms are limited. Room rates are \$55 per day for Friday and Saturday and \$31 for a single and \$37 for a double on Thursday. For more information, call (513) 398-0115.

Atari School Set For C.A. Robinson

LOS ANGELES — C.A. Robinson will hold an Atari service school on Aug. 2-3. Fred McCord, Atari's seminar's manager, will be the school's instructor.

C.A. Robinson, a local Los Angeles distributor, is located at 1319 W. Pico Blvd., Los Angeles, Calif. 90028. Prospective attendees can call the distrib at (213) 380-1160.



KINDLER AT WORK — An active participant in regional as well as national industry functions, Tom Kindler is pictured at a recent Rowe meeting.

the Tournament Soccer tournaments and runs local as well as location and regional competition. They are promoting 50 cent pool pricing but it is being accepted rather slowly, with most operators just now making the adjustment to 35 cent, as Kindler explained; however, he sees this as a "giant step" towards the ultimate conversion to 50 cents. "Once you get the player accustomed to depositing two coins, as opposed to one, it'll be a lot easier to switch from the dime to the quarter," he said.

Jukebox Play

Shaffer has also instituted a rather unique method for promoting straight quarter play on jukeboxes. "What we do," Kindler explained, "is reserve a hospitality suite or room in a hotel and place it at the operator's disposal in order to provide a more professional selling environment. The operator is free to make appointments with customers and bring them to the hotel for business conferences. Our staff is available for whatever assistance the operator needs or, if preferred, the meetings can be held privately. We have found that when an operator gets away from his own environment he can conduct business more productively and without interruption. Everything is right there in the room," he added. "The features of the phonograph can be explained and here again our staff is available to help the operator sell the location on the pricing or assist him in any way we can." Kindler mentioned that Shaffer

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KISS

COIN MACHINE

CHICAGO CHATTER

As we went to press Game Plan, Inc. commenced full production of its newly launched "Sharpshooter" pinball machine. Distributors have been serviced with samples of the new piece and national sales manager **Stan Levin** notes that initial feedback has been most encouraging — especially with regard to the machine's earning power. Firm's marketing vice president **Ken Anderson** is in Europe on business and due back shortly. Sales administrator **Bonnie Elchelberg** is on vacation for the next week or so.

DATELINE MINNEAPOLIS, home of Hanson Dist. Co., where a special sale on foosball parts is still in progress. The distrib prides itself in maintaining topnotch service for customers in parts, replacement boards, et al. And speaking of service, the latest Hanson mailer contains some very helpful "tips" including this one: "You can avoid needless board repairs by checking all the connectors in electronic games after moving them and before plugging them in. This is especially true with wall games. Most operators move these games laying flat, a position in which the logic boards tend to bounce loose more easily."

KISS PROMO AT FULL SPEED. As mentioned in last week's issue, Bally (in conjunction with Boutwell, Inc. and Casablanca Records) has initiated a massive national promotion campaign as a tie-in with its outstanding new "Kiss" pinball machine. The program includes extensive radio and record store exposure, contests, posters, T-shirts, iron-ons, etc. **Tom Nleman**, marketing director of the Bally Pinball Division, advised that the various promo pieces are available through Bally's distributors. The machine, he added, got off to a fantastic start. The Bally factory, by the way, will observe the two-week summer vacation shut-down commencing July 23 with production resuming Aug. 6. In the not too distant future, hopefully before the AMOA convention in November, Bally will be settled into its new Bensonville facilities.

ON THE SINGLES SCENE: "The Beatles live again in a new group called **The Knack**," said **Gus Tartol** of Singer One Stop For Ops. Their first single for Capitol is titled "My Sharona" and Gus said it's a natural for jukebox play. He also recommends "Rise" by **Herb Alpert** (A&M), especially for the easy listening locations.

ALADDIN'S CASTLE, in co-sponsorship with Bally and radio station WLUP (which is among the top in this area), will host an arcade equipped with between 130 and 150 assorted coin-op games at this year's Chicago Fest. The event, hailed as the city's most popular summer attraction, will take place from Aug. 3-12. Last year something like half a million people attended the festival and the bill of fare included some of the nation's top record and club acts. The arcade will be a first this year and a "great image builder for the industry" as **Merrill Millman** of Aladdin's Castle pointed out, since the city estimates that this year's attendance will be upwards of 750,000.

EASTERN FLASHES

The new Bally "Kiss" pinball machine is quite the center of excitement at Betson in No. Bergen. Ops are buying it, which is the norm, but **Jerry Gordon** told us one was just purchased by noted songstress **Joni Mitchell** for delivery to her home. Other hit sellers out there include Atari's "Basketball," Gremlin's "Head On," Stern's "Hot Hand" — and Jerry said he's looking forward to delivery of the new Rock-Ola "Max" phonograph.

JOHN ARD OF ROWE INT'L.-SYRACUSE is making ready for the upcoming \$50,000 foosball tournament which Rowe is co-sponsoring along with Tournament Soccer, in September at the Sheraton. He told us that 50 cent foosball pricing is being accepted "better than expected" in this market. The next step is 50 cent pool pricing and John is encouraging ops to go for it. "The cost of equipment will not get cheaper," he cautioned, "so the operator must adjust his pricing and his location split in order to survive." As for the new dollar coin, it could be good for the industry, John said, if it is heavily circulated. "I think the operator should get behind it and, in turn, encourage the location to also get behind it; give it as change so that customers will get accustomed to using it." At present, the Syracuse branch is enjoying very good sales on Rowe phonographs and "expecting another big year in music." John's also enthusiastic about the Gottlieb "Pinball Pool" pin.

BUSINESS IS GOOD at Cleveland Coin in Columbus and at present the gas situation is not crucial, but who knows what tomorrow will bring. **Stanley Knoll** is still raving about Williams "Flash," not only as the distrib's biggest selling pin but, based on operator reports, the highest earning piece, as well. Other movers out there include Atari's "Basketball," Gremlin's "Head On" and Allied Leisure's "Clay Champ." Stan said the new Midway "18 Wheeler" is currently on test and doing well.

CALIFORNIA CLIPPINGS

Portale Automatic Sales recently held showings of the Rock-Ola 477 phonograph in Los Angeles and Phoenix. Both shows were well attended and tremendously successful, according to Portale sales manager **Oscar Robins**. **Bruce Marlowe** demonstrated Tornado's new soccer game and **Bill Currier** of Irving Kaye was on hand to discuss his company's new pool table. In addition to the Rock-Ola display, the affair was highlighted by an appearance by Cinematronics/Vectorbeam's **Lenore Sayers**, who demonstrated the manufacturer's new "Barrier" game.

TOM STROUD OF VECTORBEAM told us that the manufacturer, aside from shipping its new "Barrier," would be releasing a game called "Sundance" sometime in August.

RAY COOK OF ROWE INTERNATIONAL said although business is a little slow with the "all-star break blues," the first shipment of Atari's "Basketball" is already gone, and that he is in desperate need of more "Space Invaders." Cook also mentioned that the distrib had been getting exciting test reports on some unreleased Gottlieb games.

HANK TRONICK SAID that C.A. Robinson received its first shipment of Bally's "Paragon" and it was gone within eight hours. Tronick offered that everyone at C.A. is anxiously awaiting the arrival of more Midway's "Space Invaders." He explained that during the manufacturer's recent vacation the distrib was swamped with requests for the popular Midway machine, and is currently backordered for three weeks. C.A. will also be holding an Atari Service School on Aug. 2-3. Popular Atari engineer **Fred McCord** will be heading up the school. According to Tronick, the distrib's summer sale is moving along beautifully, and most of the inventory has been sold.

Sega's Rosen Puts Gremlin Buy, Multiphase Concept In Perspective

(Continued from page 44)

U.S. yet, but we have seen signs that show that Multiphase machines are attaining a much higher level of repeat play than normal machines.

We feel that the Multiphase machine is going to play an important part in the future of Sega, Gremlin and the entire coin industry. We think it will expand our customer base, and bring in players that heretofore may not have been interested in a novelty game."

While Sega is enjoying success in the U.S., the coin machine business is at its zenith in Japan, according to Rosen. He said that in Japan the cocktail table is used as a coin machine vehicle, which is something quite different than the U.S., because the table looks like a cocktail table

and blends in with the normal coffee shop, hotel lounge ambience and atmosphere.

"It's not unusual today for many coffee shops in Japan to have as many as half or all of their tables converted to game tables," said Rosen. "This has given Sega a much greater exposure to the public, and allowed for a much broader playing base. It's not uncommon to see 30 and 40 year-old men and women sitting around and playing the games in coffee shops."

Sega, which manufactures an entire series of games in Japan including "Head On," "Space Attack" and several models which are not found outside of Japan, is currently gearing up for the upcoming Japanese Amusement Assn. show and the AMOA convention, where it will display several new games.

INDUSTRY CALENDAR

- July 20-21, Montana Coin Machine Operators Assn., annual conv., Holiday Hotel, Helena.
- Aug. 16-19, Music Operators of Michigan; annual conv., Boyne Mt. Lodge, Boyne Falls.
- Sept. 15-16, No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte.
- Oct. 5-6, Amusement & Music Operators of Virginia; annual conv., John Marshall Hotel, Richmond.

- Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.
- Oct. 14, Deutsche Wurlitzer Distributors Meeting; Hotel Croatia; Dubrovnik, Yugoslavia.
- Oct. 25-28, NAMA national conv., McCormick Place, Chicago.
- Nov. 9-11, AMOA international exposition, Conrad Hilton Hotel, Chicago.
- Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.

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The first all-electronic, 4-player

SUPERSIZE™

pinball machine from Bally.

A full, 6½" wider for extra play appeal.

New & exciting features to challenge players and guarantee supersize profits:

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- Beast's Lair Save-A-Ball Ramp.

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- Convertible to Add-A-Ball.



**NEW
"VALLEY
OF DEMONS"
IN-LINE DROP
TARGETS**

Never before on any game, Four drop targets, one behind the other, score points and multiply bonus up to 3X.

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WANTED: Pinball Back Glass. What have you? Will buy any quantity. Send description and price to: Ethan Manley, Box 441, S. Orange, New Jersey 07079.

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CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phones B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI. 1520 Missouri, Oceanside, Ca. 92054

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FOR SALE: MAKE OFFER, CALL N.J. (201) 729-9195. Space Invader, LaMans, Death Race, Breakout, M79 Ambush, Robot Bowl, Atari Football, Sprint II, Football, Pool Tables, 470 Rock-Ola Juke Box, 8 Ball, Stars, Sinbad, Strikes 'N' Spares, Supersonic, Joker Poker, Play Boy, Lost World, Mata Hari, Capt. Fantastic, Evil Knivel, 6 Million Dollar Man, Airborne Avengers. **LOCATION READY.**

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FOR SALE: Established distributing vending company in Mexico City, excellent opportunity for experienced operator. 200 machines in stock — and large amount of parts. Viraen Marked. Owner is retiring. Total price US \$115,000. Write immediately. Apartado Postal 2099, Mexico 1, D F

NATIONAL WHITENBURG MODEL 400 FOOD VENDER 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATIS VENDORS Call (214) 792-2806, 793-3723 or 792-1810

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SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295 Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

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CONCERT PACKAGER/COORDINATOR seeking a gig as an assistant road manager or advance person for Christian artists, or production co. Write Chris Ringer at 3333 West 2nd St., Building 56, Apt. #122, Los Angeles, CA. 90004.

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Cash Box Top Albums/101 to 200

July 28, 1979

Rank	Album	Label	Weeks On Chart	7/21 Chart		Rank	Album	Label	Weeks On Chart	7/21 Chart		Rank	Album	Label	Weeks On Chart		
				Rank	Change					Rank	Change						
101	AT BUDOKAN BOB DYLAN (Columbia PC2 36067)		13.98	85	12	134	BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)		8.98	119	26	167	BARBRA STREISAND'S GREATEST HITS VOL. 2 (Columbia FC 35679)	8.98	166	36	
102	LIVIN' INSIDE YOUR LOVE GEORGE BENSON (Warner Bros. 2BSK 3277)		14.98	100	20	135	SPECTRAL MORNINGS STEVE HACKETT (Chrysalis CHR1223)		7.98	138	6	168	DO IT YOURSELF IAN DURY & THE BLOCKHEADS (Stiff/Epic JE 36104)	7.98	177	2	
103	CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)		8.98	102	42	136	FOOL AROUND RACHEL SWEET (Stiff/Columbia JC 36101)		7.98	154	3	169	FEETS DON'T FAIL ME NOW HERBIE HANCOCK (Columbia JC 35764)	7.98	161	22	
104	SQUEEZING OUT SPARKS GRAHAM PARKER & THE RUMOUR (Arista AB 4223)		7.98	97	17	137	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)		7.98	133	62	170	PLEASURE & PAIN DR. HOOK (Capitol SW 11858)	7.98	178	3	
105	SECRET OMEN CAMEO (Chocolate City/Casablanca CCLP 2008)		7.98	129	3	138	THE MUSIC FOR UNICEF CONCERT VARIOUS ARTISTS (Polydor PD-1-6214)		8.98	160	2	171	SERVED LIVE ASLEEP AT THE WHEEL (Capitol ST-11945)	7.98	176	2	
106	ROCKETS (RSO RS-1-3047)		7.98	105	15	139	WHITEFACE (Mercury SPM-1-3765)		7.98	145	4	172	HI FI WALTER EGAN (Columbia JC 35796)	7.98	180	3	
107	MOLLY HATCHET (Epic JE 35347)		7.98	107	24	140	FICKLE HEART SNIFF 'N' THE TEARS (Atlantic SD 19242)		7.98	158	3	173	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	171	65	
108	DESTINY THE JACKSONS (Epic JE 35552)		7.98	96	36	141	BEST OF THE J. GEILS BAND (Atlantic SD 19234)		7.98	141	5	174	INFINITE RIDER ON THE BIG DOGMA MICHAEL NESMITH (Pacific Arts PAC7-130)	7.98	182	5	
109	MANHATTAN ORIGINAL SOUNDTRACK (Columbia Masterworks JS-36020)		8.98	124	5	142	REAL LIFE AIN'T THIS WAY JAY FERGUSON (Asylum 6E-158)		7.98	116	15	175	KID BLUE LOUISE GOFFIN (Asylum 6E-203)	7.98	179	3	
110	BLUE KENTUCKY GIRL EMMYLOU HARRIS (Warner Bros. BSK 3318)		7.98	99	13	143	NEW KIND OF FEELING ANNE MURRAY (Capitol SW-11849)		7.98	135	24	176	THIS WORLD FACE DANCER (Capitol ST-11934)	7.98	172	6	
111	THE STRANGER BILLY JOEL (Columbia JC 34987)		7.98	111	93	144	WHICH ONE'S WILLIE? WET WILLIE (Epic JE 35794)		7.98	128	7	177	INVITATION NORMAN CONNORS (Arista AB 4216)	7.98	181	2	
112	NEW CHAUTAUQUA PAT METHENY (ECM-1-1131)		8.98	114	13	145	DESTINATION: SUN SUN (Capitol ST-11941)		7.98	168	4	178	THE B-52'S (Warner Bros. BSK 3355)	7.98	—	1	
113	TOTALLY HOT OLIVIA NEWTON-JOHN (MCA 3067)		7.98	109	35	146	BOP TILL YOU DROP RY COODER (Warner Bros. BSK 3358)		7.98	—	1	179	DELIGHT RONNIE FOSTER (Columbia JC 36019)	7.98	192	2	
114	I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor PZ2 35680)		11.98	156	3	147	REAL TO REEL CLIMAX BLUES BAND (Warner Bros. BSK 3334)		7.98	140	8	180	RHAPSODIES RICK WAKEMAN (A&M SP 6501)	11.98	185	2	
115	MICK TAYLOR (Columbia JC 35076)		7.98	120	5	148	NIGHT OF THE LIVING DREGS DIXIE DREGS (Capricorn CPN-0216)		7.98	127	13	181	UNWRAPPED DENISE LASALLE (MCA 3098)	7.98	183	4	
116	FREQUENCY NICK GILDER (Chrysalis CHR 1219)		7.98	118	5	149	AZURE D'OR RENAISSANCE (Sire SRK 6068)		7.98	117	8	182	HONEST LULLABY JOAN BAEZ (Epic JR 35766)	7.98	—	1	
117	SILENT LETTER AMERICA (Capitol SO-11950)		7.98	121	5	150	ENLIGHTENED ROGUES ALLMAN BROTHERS BAND (Capricorn CPN-0218)		8.98	122	20	183	TOGETHER McCOY TYNER (Milestone M-9087)	7.98	184	3	
118	DO IT ALL MICHAEL HENDERSON (Buddah/Arista BDS 5719)		7.98	174	2	151	STAR WALK LARRY GRAHAM WITH GRAHAM CENTRAL STATION (Warner Bros. BSK 3322)		7.98	157	6	184	THE ORIGINAL DISCO MAN JAMES BROWN (Polydor PD-1-6212)	7.98	—	1	
119	HOT PROPERTY HEATWAVE (Epic FE 35970)		8.98	106	12	152	THE MUPPET MOVIE ORIGINAL SOUNDTRACK (Atlantic SD 16001)		8.98	—	1	185	THE STORY'S BEEN TOLD THIRD WORLD (Island LPS 9569)	7.98	196	2	
120	KEEPER OF THE FLAME DELBERT McCLINTON (Capricorn CPN 0223)		7.98	125	6	153	WARMER RANDY VANWARMER (Bearsville BRK 6988)		7.98	134	10	186	FOREVER ORLEANS (Infinity INF 9C06)	7.98	162	15	
121	LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)		12.98	115	46	154	FEEL THE NIGHT LEE RITENOUR (Elektra 6E-192)		7.98	139	10	187	WELCOME TWO MISSOURI MISSOURI (Polydor PD-1-6206)	7.98	167	10	
122	WHEN LOVE COMES CALLING DENICE WILLIAMS (ARC/Columbia JC 35568)		7.98	137	4	155	STATELESS LENE LOVICH (Stiff/Epic JE 36102)		7.98	163	4	188	HEARTBEAT CURTIS MAYFIELD (Curton/RSO RS-1-3053)	7.98	—	1	
123	LOVELINE EDDIE RABBITT (Elektra 6E-181)		7.98	131	9	156	THE MUSIC BAND WAR (MCA-3085)		7.98	136	16	189	TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	7.98	187	12	
124	IMAGES RONNIE MILSAP (RCA AHL-1-3346)		7.98	126	5	157	OUTLANDOS D'AMOUR THE POLICE (A&M SP4753)		7.98	123	23	190	I LOVE TO DANCE KLEEEER (Atlantic SD 19237)	7.98	169	7	
125	NILS NILS LOFGREN (A&M SP 4756)		7.98	148	3	158	MANIFESTO ROXY MUSIC (Ato SD 38 114)		7.98	144	19	191	MOVE IT ON OVER GEORGE THOROGOOD & THE DESTROYERS (Rouder 3024)	7.98	165	38	
126	PART OF YOU ERIC GALE (Columbia JC 35715)		7.98	132	4	159	GREATEST HINTS MICHAEL STANLEY BAND (Arista AB 4236)		7.98	—	1	192	LET ME BE YOUR WOMAN LINDA CLIFFORD (RSO RS-2-3902)	11.98	164	17	
127	BLACK ROSE/A ROCK LEGEND THIN LIZZY (Warner Bros. BSK 3338)		7.98	113	10	160	HOT NUMBER FOXY (Dash/TK DASH 30010)		7.98	149	17	193	FIVE SPECIAL (Elektra 6E-206)	7.98	—	1	
128	BLACKJACK (Polydor PD-1-6215)		7.98	143	3	161	LOVEDRIVE SCORPIONS (Mercury SRM-1-3795)		7.98	175	3	194	BRIEFCASE FULL OF BLUES BLUES BROTHERS (Atlantic SD 19217)	7.98	191	32	
129	CAN'T HOLD BACK PURE PRAIRIE LEAGUE (RCA AFL-1-3335)		7.98	130	7	162	LOVE CURRENT LENNY WILLIAMS (MCA-3155)		7.98	170	5	195	SKYY (RCA Salsoul SA 8517)	7.98	189	13	
130	CHANCE CANDI STATON (Warner Bros. BSK 3333)		7.98	151	4	163	CLASSICS KENNY ROGERS/DOTTIE WEST (UA/EMI UA-LA 946)		7.98	153	15	196	MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	8.98	195	72	
131	TOUCH THE SKY CAROLE KING (Capitol SWAK-11953)		7.98	103	7	164	LOVE'S SO TOUGH IRON CITY HOUSEROCKERS (MCA 3099)		7.98	152	8	197	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	197	126	
132	IN THE PUREST FORM MASS PRODUCTION (Cotillion/Atlantic SD 5211)		7.98	146	15	165	STRAIGHT TO THE POINT ATLANTIC STARR (A&M SP 4764)		7.98	150	10	198	TOTO (Columbia JC 35317)	7.98	194	41	
133	WE SHOULD BE TOGETHER CRYSTAL GAYLE (United Artists UA-LA969-H)		7.98	—	1	166	REPEAT WHEN NECESSARY DAVE EDMUNDS (Swan Song SS 8507)		7.98	—	1	199	ANGEL STATION MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3302)	7.98	186	13	
													200	THE DOUCE IS LOOSE DOUCETTE (Mushroom MRS 5013)	7.98	—	1

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Night At Studio 54	90	Daniels, Charlie	17	Heatwave	119	Mass Production	132	Raydio	74	Taylor, Mick	115
A Taste Of Honey	85	Devo	83	Henderson, Michael	118	Mayfield, Curtis	188	Renaissance	149	Tchaikovsky, Bram	72
Abba	37	Dire Straits	11,100	Hunter, Ian	69	Maze	93	Riperton, Minnie	86	Thin Lizzy	127
Allman Bros.	150	Dixie Dregs	148	Iron City Houserockers	164	McClinton, Delbert	120	Ritenour, Lee	154	Third World	185
America	117	Doobie Bros.	23	Isley Brothers	29	McFadden & Whitehead	49	Robinson, Smokey	98	Thorogood, George	191
Asleep At The Wheel	171	Doucette	200	Jackson, Joe	33	Metheny, Pat	112	Roches	97	Thorpe, Billy	95
Atlanta Rhythm Section	27	Dr. Hook	170	Jacksons	108	Mills, Stephanie	57	Rockets	106	Toto	198
Atlantic Starr	165	Dury, Ian	168	James, Rick	134	Milsap, Ronnie	124	Rogers, Kenny	15,189	Travers, Pat	75
Ayers, Roy	67	Dylan, Bob	101	Jennings, Waylon	61	Missouri	187	Rogers, Kenny/West, Dottie	163	Triumph	64
B-52's	178	Earth, Wind & Fire	6	Joel, Billy	77,111	Mitchell, Joni	25	Ross, Diana	31	Tyner, McCoy	183
Bad Company	16	Edmonds, Dave	166	John, Elton	80	Molly Hatchet	107	Roxy Music	158	Van Halen	22,58
Baez, Joan	182	Egan, Walter	172	Jones Girls	51	Murray, Anne	143	Scorpions	161	Vanwarmer, Randy	153
Bee Gees	32	Electric Light Orchestra	5	Jones, Rickie Lee	9	Nelson, Willie	173	Seeger, Bob	137	Village People	70,103,196
Benson, George	102	Face Dancer	176	Journey	56	Nelson, Willie & Russell, Lecr	26	Simon, Carly	35	Wakeman, Rick	180
Blackfoot	40	Ferguson, Jay	142	Kansas	19	Nesmith, Michael	174	Sister Sledge	20	War	156
Blackjack	128	Five Special	193	K.C. & Sunshine Band	63	New England	87	Sky	195	Ward, Anita	24
Blondie	52	Flash & The Pan	82	King, Carole	131	Newton-John, Olivia	113	Smith, Patti	76	Warwick, Dionne	66
Blues Brothers	194	Fleetwood Mac	197	Kinks	68	Nugent, Ted	54	Smith, Rex	48	Washington, Grover	99
Blue Oyster Cult	65	Foster, Ronnie	179	Kiss	12	Orleans	186	Sniff 'N' The Tears	140	Wet Willie	144
Bootsy's Rubber Band	45	Foxy	160	Kleer	190	Palmer, Robert	55	Spyro Gyra	53	Whiteface	139
Bowie, David	42	Frampton, Peter	14	Kluh, Earl	81	Parker, Graham	104	Stanely, Michael, Band	159	Who, The	13
Brown, James	184	GO	71	Knack	10	Parton, Dolly	79	Staton, Candi	130	Williams, Deniece	122
Cameo	105	Gale, Eric	126	LaSalle, Denise	181	Paul, Henry	89	Stewart, John	21	Williams, Lenny	162
Cars	3,36	Gap Band	88	Lofgren, Nils	125	Peaches & Herb	47	Stewart, Rod	91	Williams, Robin	41
Cheap Trick	4	Gayle, Crystal	133	Lovich, Lene	155	Pendergrass, Teddy	8	Streisand, Barbra	167	Wings	7
Clarke, Stanley	114	Geils, J.	141	Lowie, Nick	78	Poco	59	Styx	60	Young, Neil	34
Clifford, Linda	152	Gilder, Nick	116	LTD	43	Police	157	Summer, Donna	1,121	SOUNDTRACKS	
Climax Blues Band	147	Goffin, Louise	175	Manigione, Chuck	46	Pure Prairie League	129	Sun	145	Grease	84
Con Funk Shun	50	Graham Central Station	151	Manilow, Barry	96	Queen	18	Supertramp	2	Main Event	44
Connors, Norman	177	Hackett, Steve	135	Mann, Manfred	199	Rabbit, Eddie	123	Sweet, Rachel	136	Manhattan	109
Cooder, Ry	146	Hancock, Herbie	169	Marie, Teena	94	Rafferty, Gerry	30	Switch	39	Muppet Movie	152
Crusaders	28	Harris, Emmylou	110	Marshall Tucker Band	73	Rawls, Lou	62	Taylor, James	38	Music For Unicef Concert	138
										Saturday Night Fever	92

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