

# CASHBOX

October 6, 1979

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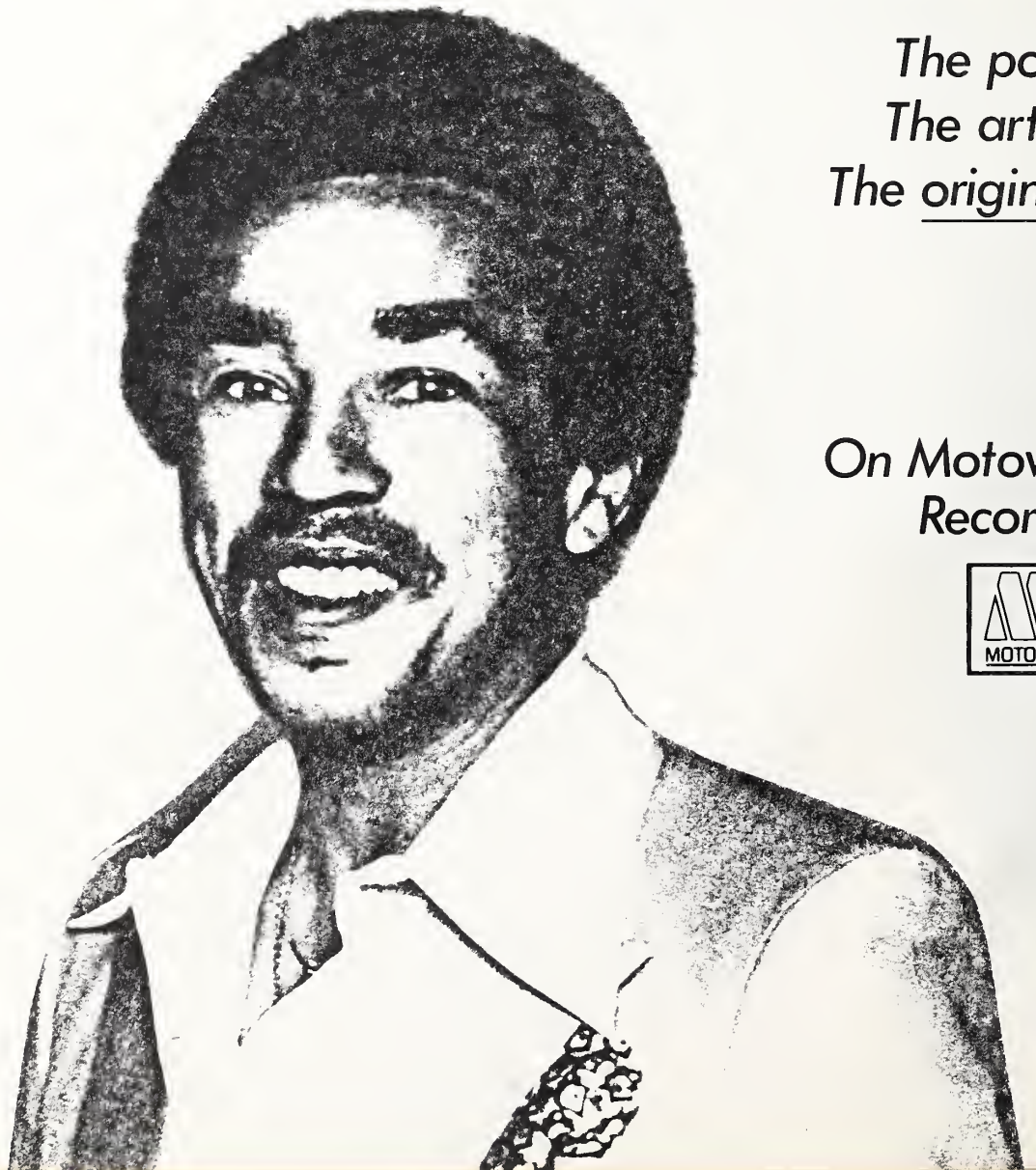
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# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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## EDITORIAL The Best Of Both Worlds

Despite isolated but well publicized incidents of disco backlash, both the term disco and the musical style itself have finally entered the musical mainstream.

Disco music, once the sole preserve of innocuous lyrics and a stultifying beat, has evolved to a point of sophistication where songs easily identifiable as disco occupy three spots on the Top 10 of the pop singles chart this week.

Although it is currently fashionable, especially among hard rock purists, to predict the imminent demise of disco, the pop charts definitely tell a different story.

That story is that like pop and rock before it, disco began as an outsider in the cliquish world of popular music, an orphan which was banned from radio and was forced to take up lodgings in discotheques.

The fact is that disco should never have been considered an entity unto itself in the beginning, since it

is essentially rock music with a dance beat.

The proliferation and financial success of discotheques added a certain respectability to the much denigrated music played there. When label promoters discovered that discotheques could be used to promote disco records onto the pop charts and into the Top 10, the gold (and platinum) rush was on.

Disco had arrived.

And now the inevitable has happened with the creative and marketing integration of disco into the mainstream of popular music. Disco as a musical island is submerging, as pure disco radio programming is waning, and the current advent of dance-oriented rock (DOR) comes on.

The two previously antagonistic musical genres are merging, commercially and stylistically. And the richness of the resulting hybrid shows that the musical world is the better for it.

# NEWS HIGHLIGHTS

- Polygram announces a ceiling on returns, beginning next year (page 7).
- Merchandiser David Lieberman sees hope for the record industry as inflation and soaring gasoline prices make other forms of entertainment prohibitively expensive (page 8).
- NARM initiates credit card campaign (page 8).
- "The Long Run" by Eagles and "Cornerstone" by Styx are top **Cash Box** Album Picks (page 17).
- "Dream Police" by Cheap Trick and "(Bringing Out) The Girl In Me" by Maxine Nightingale are top **Cash Box** Singles Picks (page 20).

## TOP POP DEBUTS

<b>SINGLES</b>	23	<b>HEARTACHE TONIGHT</b> — Eagles — Asylum
<b>ALBUMS</b>	62	<b>STORMWATCH</b> — Jethro Tull — Chrysalis

### POP SINGLE

**SAD EYES**  
Robert John  
EMI America

### R&B SINGLE

(not just) **KNEE DEEP**  
Fundadelic  
Warner Bros.

### COUNTRY SINGLE

**LAST CHEATERS WALTZ**  
T.G. Sheppard  
Warner/Curb

### JAZZ

**STREET LIFE**  
Crusaders  
MCA

# NUMBER ONES



Michael Jackson

### POP ALBUM

**IN THROUGH THE OUT DOOR**  
Led Zeppelin  
Swan Song

### R&B ALBUM

**OFF THE WALL**  
Michael Jackson  
Epic

### COUNTRY ALBUM

**GREATEST HITS**  
Waylon Jennings  
RCA

### DISCO

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

# CASH BOX TOP 100 SINGLES

October 6, 1979

Weeks On Chart		Weeks On Chart		Weeks On Chart							
9/29	Chart	9/29	Chart	9/29	Chart						
1	<b>SAD EYES</b> ROBERT JOHN (EMI America P-8015)	1	21	32	<b>I KNOW A HEARTACHE WHEN I SEE ONE</b> JENNIFER WARNES (Arista AS 0430)	35	14	66	<b>LET ME KNOW (I HAVE A RIGHT)</b> GLORIA GAYNOR (Polydor PD 2021)	72	3
2	<b>SAIL ON</b> COMMODORES (Motown M 1466F)	3	9	33	<b>FIRECRACKER*</b> MASS PRODUCTION (Cotillion/Atlantic 44254)	33	9	67	<b>HELL ON WHEELS</b> CHER (Casablanca NB 2208)	73	4
3	<b>MY SHARONA</b> THE KNACK (Capitol P-4731)	2	16	34	<b>THE DEVIL WENT DOWN TO GEORGIA</b> THE CHARLIE DANIELS BAND (Epic 8-50700)	15	17	68	<b>PLEASE DON'T LEAVE</b> LAUREN WOOD (Warner Bros. WBS 49043)	76	3
4	<b>DON'T STOP 'TIL YOU GET ENOUGH</b> MICHAEL JACKSON (Epic 9-50742)	6	9	35	<b>THIS NIGHT WON'T LAST FOREVER</b> MICHAEL JOHNSON (EMI/United Artists EMI 8019)	39	10	69	<b>LET'S GO</b> THE CARS (Elektra E-46063)	32	15
5	<b>I'LL NEVER LOVE THIS WAY AGAIN</b> DIONNE WARWICK (Arista AS 0419)	5	16	36	<b>ARROW THROUGH ME</b> WINGS (Columbia 1-11070)	37	7	70	<b>HALF THE WAY</b> CRYSTAL GAYLE (Columbia 1-11087)	78	3
6	<b>RISE*</b> HERB ALPERT (A&M 2151)	8	11	37	<b>FOUND A CURE</b> ASHFORD & SIMPSON (Warner Bros. WBS 8870)	42	8	71	<b>DREAMING</b> BLONDIE (Chrysalis CHS 2379)	81	2
7	<b>LONESOME LOSER</b> LITTLE RIVER BAND (Capitol P-4748)	7	13	38	<b>MIDNIGHT WIND</b> JOHN STEWART (RSO RS 1000)	43	7	72	<b>STILLSANE</b> CAROLYNNE MAS (Mercury 76004)	74	5
8	<b>POP MUZIK*</b> M (Sire/Warner Bros. SRE 49033)	9	9	39	<b>PLEASE DON'T GO</b> K.C. AND THE SUNSHINE BAND (TK TKX-1035)	47	7	73	<b>KILLER CUT</b> CHARLIE (Arista AS 0449)	70	6
9	<b>DON'T BRING ME DOWN</b> ELECTRIC LIGHT ORCHESTRA (Jet/CBS AZ9 5060)	4	11	40	<b>HOLD ON</b> IAN GOMM (Stiff/Epic 9-50747)	44	6	74	<b>DO YOU THINK I'M DISCO</b> STEVE DAHL (Ovation OV-1132)	85	4
10	<b>HEAVEN MUST HAVE SENT YOU*</b> BONNIE POINTER (Motown M 1459)	11	16	41	<b>I DO LOVE YOU</b> G.O. (Arista AS 0426)	30	9	75	<b>5:15</b> THE WHO (Polydor PD 2022)	83	2
11	<b>BAD CASE OF LOVING YOU (DOCTOR, DOCTOR)</b> ROBERT PALMER (Island/Warner Bros. IS 49016)	10	12	42	<b>STILL</b> COMMODORES (Motown M1474F)	55	2	76	<b>MAMA CAN'T BUY YOU LOVE*</b> ELTON JOHN (MCA MCA-41042)	41	18
12	<b>DIM ALL THE LIGHTS</b> DONNA SUMMER (Casablanca NB 2201)	20	7	43	<b>SO GOOD, SO RIGHT</b> BRENDA RUSSELL (Horizon/A&M HZ-123-S)	49	9	77	<b>HOLD ON TO THE NIGHT</b> HOTEL (MCA-41113)	80	3
13	<b>GOOD TIMES</b> CHIC (Atlantic 3584)	12	17	44	<b>REMEMBER (WALKING IN THE SAND)</b> LOUISE GOFFIN (Asylum E-46521)	45	8	78	<b>ANGEL EYES</b> ABBA (Atlantic 3609)	79	6
14	<b>CRUEL TO BE KIND</b> NICK LOWE (Columbia 3-11018)	17	12	45	<b>GOOD FRIEND</b> MARY MACGREGOR (RSO RS 938)	48	9	79	<b>HOT SUMMER NIGHTS</b> NIGHT (Elektra E-48045)	50	16
15	<b>DRIVER'S SEAT</b> SNIFF 'N' THE TEARS (Atlantic 3604)	16	12	46	<b>STREET LIFE</b> CRUSADERS (MCA MCA-41054)	57	8	80	<b>THEN YOU CAN TELL ME GOODBYE</b> TOBY BEAU (RCA JH-11670)	62	10
16	<b>SPOOKY</b> ATLANTA RHYTHM SECTION (BGO/Polydor PD 2001)	19	8	47	<b>FINS</b> JIMMY BUFFETT (MCA MCA-41109)	52	6	81	<b>STARRY EYES</b> THE RECORDS (Virgin VA 6700)	89	4
17	<b>BORN TO BE ALIVE</b> PATRICK HERNANDEZ (Columbia 3-10986)	18	18	48	<b>AFTER THE LOVE HAS GONE</b> EARTH, WIND & FIRE (ARC/Columbia 3-11033)	14	14	82	<b>YOU CAN'T CHANGE THAT</b> RAYDIO (Arista AS 0399)	64	25
18	<b>LOVIN', TOUCHIN', SQUEEZIN'</b> JOURNEY (Columbia 3-11036)	22	13	49	<b>BABE</b> STYX (A&M 2188)	—	1	83	<b>DREAM POLICE</b> CHEAP TRICK (Epic 9-50774)	—	1
19	<b>WHERE WERE YOU WHEN I WAS FALLING IN LOVE</b> LOBO (MCA/Curb MCA-41065)	24	11	50	<b>IF YOU REMEMBER ME</b> CHRIS THOMPSON (Planet P-45904)	53	8	84	<b>SUSPICIONS</b> EDDIE RABBITT (Elektra E-46053)	51	18
20	<b>GOOD GIRLS DON'T</b> THE KNACK (Capitol P-4771)	28	5	51	<b>SURE KNOW SOMETHING</b> KISS (Casablanca NB 2205)	54	6	85	<b>DAMNED IF I DO</b> THE ALAN PARSONS PROJECT (Arista AS 0454)	88	2
21	<b>THE BOSS*</b> DIANA ROSS (Motown M 1462)	23	14	52	<b>COME TO ME</b> FRANCE JOLI (Prelude PRL-8001)	60	4	86	<b>GIRLS TALK</b> DAVE EDMUNDS (Swan Song/Atlantic SS-71001)	65	7
22	<b>LEAD ME ON</b> MAXINE NIGHTINGALE (Windsong/RCA PB11530)	13	23	53	<b>YOU'RE ONLY LONELY</b> J.D. SOUTHER (Columbia 1-11079)	61	4	87	<b>WHERE WILL YOUR HEART TAKE YOU</b> BUCKEYE (Polydor PD 14578)	66	8
23	<b>HEARTACHE TONIGHT</b> EAGLES (Asylum E-46545)	—	1	54	<b>REASON TO BE</b> KANSAS (Kirschner/CBS ZS9 4285)	59	6	88	<b>RAINBOW CONNECTION</b> KERMIT (Jim Henson) (Atlantic 3610)	98	2
24	<b>GET IT RIGHT NEXT TIME</b> GERRY RAFFERTY (United Artists UA-X1316-Y)	26	9	55	<b>GET A MOVE ON</b> EDDIE MONEY (Columbia 1-11064)	56	7	89	<b>I NEED A LOVER</b> JOHN COUGAR (Riva/Mercury R-202)	—	1
25	<b>YOU DECORATED MY LIFE</b> KENNY ROGERS (United Artists UA-X1315-Y)	38	5	56	<b>GOTTA SERVE SOMEBODY</b> BOB DYLAN (Columbia 1-11072)	63	4	90	<b>HELLO, HELLO, HELLO</b> NEW ENGLAND (Infinity 50.021)	75	5
26	<b>DIFFERENT WORLDS</b> MAUREEN McGOVERN (Warner/Curb WBS 8835)	27	15	57	<b>I'VE NEVER BEEN IN LOVE</b> SUZI QUATRO (RSO RS 1001)	58	5	91	<b>YOU STEPPED INTO MY LIFE</b> WAYNE NEWTON (Aries II WA 101)	92	5
27	<b>DIRTY WHITE BOY</b> FOREIGNER (Atlantic 3618)	36	5	58	<b>(not just) KNEE DEEP</b> FUNKADELIC (Warner Bros. WBS 49040)	67	5	92	<b>I JUST WANT TO BE</b> CAMEO (Chocolate City/Casablanca CC 019)	94	4
28	<b>WHAT CHA GONNA DO WITH MY LOVIN'*</b> STEPHANIE MILLS (20th Century-Fox/RCA TC-2403)	29	10	59	<b>BROKEN HEARTED ME</b> ANNE MURRAY (Capitol P-4773)	69	3	93	<b>GET IT UP</b> RONNIE MILSAP (RCA RS 931)	95	3
29	<b>ROLENE</b> MOON MARTIN (Capitol P-4765)	34	8	60	<b>THE MAIN EVENT/FIGHT</b> BARBRA STREISAND (Columbia 3-11008)	21	17	94	<b>ONE FINE DAY</b> RITA COOLIDGE (A&M 2169)	84	6
30	<b>DEPENDIN' ON YOU</b> DOOBIE BROTHERS (Warner Bros. WBS 49029)	31	9	61	<b>GOODBYE STRANGER</b> SUPERTRAMP (A&M 2162)	25	14	95	<b>I'M SO ANXIOUS</b> SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury 76007)	97	2
31	<b>TUSK</b> FLEETWOOD MAC (Warner Bros. WBS 49077)	—	1	62	<b>BAD GIRLS</b> DONNA SUMMER (Casablanca NB 988)	40	20	96	<b>TOUCH ME WHEN WE'RE DANCING</b> BAMA (Free Flight/RCA PB-11629)	—	1
				63	<b>AIN'T THAT A SHAME</b> CHEAP TRICK (Epic 8-50743)	46	10	97	<b>ALL THINGS ARE POSSIBLE</b> DAN PEEK (Songbird/MCA 41123)	—	1
				64	<b>VICTIM OF LOVE</b> ELTON JOHN (MCA 41126)	77	2	98	<b>WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN*</b> DR. HOOK (Capitol P-4705)	71	26
				65	<b>BOOM BOOM (OUT GO THE LIGHTS)</b> PAT TRAVERS (Polydor PD 2003)	68	6	99	<b>SATURDAY NIGHT</b> HERMAN BROOD (Ariola 7754)	86	13
								100	<b>IS SHE REALLY GOING OUT WITH HIM?</b> JOE JACKSON (A&M 2132)	87	22

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Love (Ninth/Garden Rake/Irving/Foster)	48	5:15 (Tower Tunes — BMI)	75	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI)	32	Rise (Almo/Badazz — ASCAP)	6
Ain't That A Shame (Unart — BMI)	63	Found A Cure (Nick O Val — ASCAP)	37	I'll Never Love (Irving — BMI)	32	Rolene (Rockslam — BMI)	29
All Things (Christian Soldier/Home Sweet Home — ASCAP/BMI)	97	Get A Move On (Grajonca — BMI — Davalex — ASCAP)	55	I'm So Anxious (War/Amundo — ASCAP)	95	Sad Eyes (Careers — BMI)	1
Angel Eyes (Artwork — ASCAP)	78	Get It Right (Colgems/EMI — ASCAP)	24	If You Remember Me (Chappell/Red Bullet — ASCAP/Unichappell/Begonia — BMI)	50	Sail On (Jobete & Commodores — ASCAP)	2
Arrow Through Me (MPL Comm. Inc./Welbeck — ASCAP)	36	Get It Up (I've Got The Music — ASCAP)	93	I Need A Lover (G.H. — ASCAP)	89	Saturday Night (Radmus/S.D.R.M. — ASCAP)	99
Babe (Stygian Adm. by Almo — ASCAP)	49	Girls Talk (Plangent Visions — ASCAP)	86	Is She Really (Albion)	100	So Good, So Right (Rutland Road Music — ASCAP)	43
Bad Case Of Loving (Rockslam Music — BMI)	11	Goodbye Stranger (Almo/Delicate — ASCAP)	61	I've Never Been In Love (Big Neck — ASCAP)	57	Spooky (Lowery — BMI)	16
Bad Girls (Starrin/Earborne/Sweet Summer Night — BMI)	62	Good Friend (Bernal/ASG/Haliburton/Summer Camp — ASCAP/BMI)	45	Killer Cut (Heavy)	73	Starry Eyes (Virgin — ASCAP)	81
Boom Boom (Arc — BMI)	65	Good Girls Don't (Eighties — ASCAP)	20	Knee Deep (Mal-Biz — BMI)	58	Still (Jobete & Commodores Pub. — ASCAP)	42
Born To Be Alive (Radmus/Zeldgamous — ASCAP)	17	Good Times (Chic — BMI)	13	Lead Me On (Almo — ASCAP)	52	Stillsane (Eggs and Coffee and Music/Chappell — ASCAP)	72
Broken Hearted Me (Chappell/Sailmaker — ASCAP)	59	Gotta Serve Somebody (Special Rider — ASCAP)	56	Let's Go (Lido — BMI)	69	Street Life (Four Knights/Irving — BMI)	48
Come To Me (Cicada/Pro/Trumor — BMI)	52	Half The Way (Chriswood — BMI/Murfezzongs — ASCAP)	70	Let Me Know (Perren/Vibes — ASCAP)	66	Sure Know Something (Kiss — ASCAP/Mad Vincent — BMI)	51
Cruel To Be Kind (Anglo-Rock/Albion — BMI)	14	Heartache Tonight (Cass Country/Red Cloud/Gear Pub./Ice Age — ASCAP)	23	Lonesome Loser (Screen Gems — EMI/BMI)	7	Suspicious (Debdave/Briarpatch — BMI)	84
Damned If I Do (Woolfson/Careers Adm. by Irving — BMI)	85	Hell On Wheels (Rick's/Aller & Esty — BMI)	90	Lovin' Touchin' (Weed High Nightmare — BMI)	18	The Boss (Nick-O-Val — ASCAP)	21
Dependin' On You (Soquel Songs — ASCAP/Snug — BMI)	30	Hold On (Albion)	40	Mama Can't Buy (Mighty Three — BMI)	76	The Devil Went Down (Hatband — BMI)	34
Different Worlds (Bruin Music — BMI)	26	Hold On To The Night (ATV/Mann & Weil/Blair/Bell Hop — BMI)	77	Midnight Wind (Bugle/Stigwood/Unichappell — BMI)	38	The Main Event (Primus Artists/Diana/Rick's — BMI)	60
Dim All The Lights (Sweet Summer Night — BMI)	12	Hot Summer Nights (Aprili/Swell Sounds/Melody Deluxe/Seldak — ASCAP)	79	My Sharona (Eighties/Small Hill — ASCAP)	3	Then You Can Tell Me (Acuff/Rose — BMI)	80
Dirty White Boy (Somerset/Evansongs — ASCAP)	27	I Do Love You (Chevis — BMI)	41	One Fine Day (Screen Gems/EMI — BMI)	94	This Night Won't Last (Captain Crystal — BMI)	35
Don't Bring Me Down (Unart/Jet — BMI)	9	I Just Want (Better Days — BMI/Better Nights — ASCAP)	92	Please Don't Go (Sherlyn/Harrick — BMI)	39	Touch Me When (Hall-Clement Pub. — ASCAP)	96
Don't Stop Till You Get (Miran — BMI)	4			Please Don't Leave Me (Creeping Licking — BMI)	68	Tusk (Fleetwood Mac — BMI)	31
Do You Think I'm Disco (Riva/WB/Nite-Stalk/Coho — ASCAP)	74			Pop Muzik (Publishing Pending)	8	Victim Of Love (British Rocket — ASCAP)	64
Dream Police (Screen Gems-EMI/Adult — BMI)	83			Rainbow Connection (Welbeck — ASCAP)	88	What Cha Gonna Do (Scarab — BMI)	28
Dreaming (Rare Blue/Monster Island — ASCAP)	71			Reason To Be (Don Kirschner/Blackwood — BMI)	54	When You're In Love (Debdave — BMI)	98
Driver's Seat (Complacent Toonz Inc. — ASCAP)	15			Remember (Trio/Robert Melin/Tender Tunes — BMI)	44	Where Were You (Bobby Goldsboro/House Of Gold — ASCAP/BMI)	19
Fins (Coral Reeler — BNI)	47					Where Will Your Heart (Prisons — BMI)	87
Firecracker (Two Pepper — ASCAP)	33					You Can't Change (Rayola — ASCAP)	82
						You Decorated (Music City — ASCAP)	25
						You're Only Lonely (Ice Age — ASCAP)	53
						You Stepped Into (Stigwood/Uni-Chappell — BMI)	91

★ 12" Available For Sale



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

**THE  
POWER  
AND THE  
GLORIA.**

Gloria Gaynor's "I Will Survive" from "Love Tracks" launched her to the top of the charts in the US, Canada, UK, France, Germany, Holland, Italy, Sweden, Australia, Switzerland. Now Gloria Gaynor's even more powerful new album, "I Have A Right" is here. Gloria's again teamed with Platinum producers/writers Freddie Perren and Dino Fekaris, and the results sound like a follow-up smash for this dynamite combination.

**"I HAVE A RIGHT." GLORIA GAYNOR'S POWERFUL NEW ALBUM FEATURING "LET ME KNOW (I HAVE A RIGHT)." ON POLYDOR RECORDS & TAPES.**



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A SPECIAL TRIBUTE  
"A SONG FOR DONNY..."  
(D. Hathaway) (Special Lyrics by Carrie Lucas)

PERFORMED BY  
**THE WHISPERS**



**Proceeds To Be Donated To The Donny Hathaway Scholarship Fund**  
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Manufactured and Distributed by RCA Records



THE WHISPERS

# CASH BOX NEWS



**TEDDY FOR CONGRESS** — Philadelphia International recording artist Teddy Pen-dergrass recently performed at the 9th annual Congressional Black Caucus' dinner banquet in Washington, D.C. Shown above (l-r) are: Vice President Walter Mondale; Paul Smith, senior vice president and general manager for CBS Records; Congressman Charles Rangel (D-N.Y.); and Donald McHenry, U.S. Ambassador to the United Nations.

## Polygram Announces Return Ceiling Of 18-22% For 1980

by Aaron Fuchs

NEW YORK — Polygram Distribution last week became the second major distribution organization in the industry to announce that it would be setting a ceiling on returns, starting next year. Unlike the new CBS returns policy, however, which specifies a 20% return limitation for all accounts, the Polygram return ceiling will range from 18% to 22% for various categories of accounts.

In a letter dated Sept. 27 from John Frisoli, president of Polygram Distribution, accounts were notified that "changing economic and market conditions which we, as well as other industries, now face require on a continuing basis a meaningful appraisal of our direction." Furthermore, the letter said, "Polygram Distribution is instituting new policies relating to average pricing of returns, return allowances, minimum order size, and special service requirements."

The average pricing of returns will be instituted with all albums and tapes released after Oct. 1, 1979, except for classical product and seven-inch and 12-inch singles. Return credits will be calculated by determining the average amount billed for all purchases of an individual selection.

Because of Polygram's existing policy that new releases may not be returned for 90 days, return authorizations and credits will reflect the new average pricing policy beginning Jan. 1, 1980. New releases will be subject to the average pricing policy for 12 months following the initial release date. After that, they will credit at the price for which they were purchased.

Customers will be credited with one

## Wax Exits E/A

LOS ANGELES — In the second departure of a top executive at a major record label in as many weeks, Steve Wax has resigned as president of Elektra/Asylum records, effective immediately. Previously, Jack Craigo, senior vice president and general manager, tendered his resignation at Columbia Records (*Cash Box*, Sept. 29).

Citing "irreconcilable policy differences," E/A chairman Joe Smith announced Wax' resignation, adding "there will be no replacement."

Wax, who was named president of E/A in April 1977, joined the company in 1974 as vice president of promotion. He began his career in the music business in 1965 as a regional promotion man for Jubilee Records in New York. In 1969, Wax joined Bell Records, first as director of national promotion and then as vice president of general promotion.

average price per selection. This average price will be based upon their total business, rather than the business at each of their locations. All return authorizations must be utilized within a 90-day period from date of issuance, after which the authorization expires. If the request is re-submitted, the average pricing will be recalculated.

Under the new return classifications, a pure retailer will have an 18% returns ceiling; a sub-distributor whose business is 66% to 99% retail will have a 19% ceiling; a subdistributor whose business is 31% to 65% retail will have a 20% ceiling; a sub-distributor whose business is one percent to 30% retail will have a 21% ceiling; and a pure subdistributor (i.e., a rack jobber) will have a 22% ceiling.

(continued on page 27)

## Lieberman Optimistic About LP Business, But Foresees Tough Conditions In 1980s

by Ken Terry

LAKE GENEVA, WISCONSIN — David Lieberman, chairman of Lieberman Enterprises, pulled no punches in his opening remarks at the company's fifth annual convention last week. Addressing 249 employees at the Playboy Resort here, Lieberman frankly admitted that business conditions were tough and likely to get much tougher during the 1980s.

At the same time, though, Lieberman saw signs of hope in two of the very factors that are now having an adverse effect on the record business. Inflation and the soaring cost of gasoline, he said, will soon price other forms of entertainment out of the range of ordinary consumers, while forcing them to curtail unnecessary driving. Thus, as records begin to look more attractive on the basis of price, the consumer will be spending more time at home and will want to listen to records more often.

Another theme of Lieberman's speech was the negative impact of disco on the record industry. While he acknowledged that a number of outstanding artists have had disco hits, and that there's nothing wrong with dance music per se, Lieberman stated that discos themselves and the lifestyle revolving around them have "drained a lot of money from consumers' pockets. Disco became a great sponge that soaked up everything."

Lieberman predicted that his company, as well as other rack jobbers, would eventually make a full-scale commitment to video software. "This will change the way Americans live and entertain themselves

## Retail Reaction Lukewarm To Labels' Incentive Programs

by Richard Imamura

LOS ANGELES — With the industry gearing up for the coming holiday season, retail reaction to the record companies' fall dealer incentive programs has ranged from a less-than-enthusiastic acceptance to outright rejection of the packages.

Citing such factors as the preponderance of catalog titles, insufficient discounts and dating, a fear of return problems stemming from possible overloading and a decrease in "sell through" support from the labels, retailers expressed concern that the programs presented so far by Capitol, MCA, RCA and WEA have fallen short of the mark.

### Incentive To Buy

"I haven't seen any meaningful fall program," was the blunt assessment of Ben Karol, president of the New York City-based King Karol's chain. "A program is supposed to give an incentive to buy. Less than 10% discounted and 30-90 day dating is not an incentive."

Echoing this sentiment, Lou Fogelman, president of the Los Angeles-based Music Plus chain, added that "any program that doesn't offer dating is not a program. Also, I'm dismayed at the lack of advertising support and the general feeling among the labels that they are writing off 1979 and instead, are worrying about 1980. That's silly, because the worst is now behind us and we're entering the peak selling season."

### Label Programs

In the programs announced so far (*Cash Box*, Sept. 15, 22), Capitol (68 titles), MCA (65 titles), RCA (73 titles) and WEA (182 titles) offered a 5% discount on the product. RCA did not offer any extra dating; and Capitol, MCA and WEA came up with a two-payment plan, with the final installment due

the second or third week of January, 1980. The Polygram program, announced this week (see separate story), had not been presented to the retailers at press time.

Nevertheless, a retail dissatisfaction with the programs in one case led to a total rejection of the packages. "When they (the labels) come around and say, 'We have a program for 5%,' we ignore it," Karol explained. "We aren't going to buy any extra goods just because of a meaningless 5% discount. In view of the fact that they raised prices on both the suggested list and our cost, they could certainly afford to do better than 5%."

While noting that the Cleveland-based Stark/Camelot chain is participating in the labels' programs, "but only on a cautious level," vice president Joe Bressi expressed a more moderate opinion of the packages.

"I really think the record companies are doing what they have to do," Bressi explained. "If they were more liberal, we just might get into the same jam with returns again in January and February. I don't disagree with the programs."

### Buying Less in '79

Still, Bressi pointed out, "I think we are doing our part by using these programs in a cautious manner. We're buying considerably less this year to avoid returns."

This moderate tone was also reflected in the buying policies of Portland-based Everybody's Records, Indiana-based Karma Records and the Sacramento-based Tower chain.

"You buy at least your current needs and anticipate a little bit," explained Tower president Russ Solomon. "You have to do that. You don't ever go overboard, that's foolish, but we always step up the buying

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more than anything else since TV itself," he said.

At a later press conference, however, he pointed out that Lieberman is not yet racking any video product. Pre-recorded videotapes, he noted are priced too high to give racked accounts the kind of turnover they expect, and there are still technical problems to be resolved in the videodisc area. But in the long run, he said, "the videodisc promises to be a couple of dollars higher than the record." At that

price, he said, the product can be mass-merchandised along with LPs.

Lieberman also stressed the entrepreneurial style of his firm. At present, he noted, the company has sales in excess of \$130 million annually, and "we're growing towards a quarter of a billion dollars." This growth has already necessitated major changes in Lieberman's data processing systems, and more will have to be made, he said. However, he stated, "People are still

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**BLONDIE FEATURES THE BIG 'BEAT' AS 'SPECIAL' HOSTS** — Chrysalis recording group Blondie recently played hosts of *The Midnight Special*, performing tracks off their newly released LP, "Eat To The Beat." Pictured in the back row are (l-r): Clement Burke, Blondie; Billy Bass, Chrysalis vice president of promotion and creative services; Roger Watson, Chrysalis national director of A&R; Sal Licata, Chrysalis vice president; and Linda Steiner, Chrysalis national director of artists development. Shown in front are (l-r): Jimmy Destri, Nigel Harrison, Frank Infante, Chris Stein and Deborah Harry, all of Blondie.

## Ex-Beatles File 'Mania' Lawsuit

LOS ANGELES — All four former members of the Beatles have filed suit against the producers of "Beatlemania." The producers, William Sargent and Special Event Entertainment had planned a film of the theatrical property. NBC, which was about to embark on a TV series based on the musical, Lexington Broadcast Services and some 300 others were also named in the suit.

The action by John Lennon, George Harrison, Paul McCartney and Ringo Starr is seeking some \$60 million in punitive damages. The suit is also seeking an accounting of receipts as well as seeking an injunction against the principals to stop the film, TV and stage productions.

The Beatles are represented by Apple Corps. Ltd., which maintains that although the quartet has not worked together since 1970, the Beatles' name belongs to "the unique and distinctive elements and features of the Beatles and their work."

The complaint states that in 1977, "Beatlemania" producers Steven Leber and David Krebs fraudulently intended "to appropriate to themselves the value of said tradenames and of the Beatles' enormous goodwill and fame."

### Potential Audience

Apple Corps' attorney Bertram Field explained the two-year delay between filing the suit and the original stage production by saying that the theater version reached a relatively small audience, but that the proposed TV and film productions would reach "hundreds of millions."

In particular, the suit objects to the fact

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## McCartney Enters Book Of Records; Awards Set For Oct. 24 in London

LOS ANGELES — Guinness Superlatives, publishers of The Guinness Book of Records, has named Paul McCartney as "the most honored composer and performer in music" and will host a special presentation ceremony for the singer/songwriter in London Oct. 24.

McCartney will be honored for his achievements in gaining three entries to this world-wide publication, including: "Most Successful Composer of All Times," with 43 songs written between 1962 and 1978 which have sold over one million copies; "Record Number of Gold Discs," with a total of 60, spanning his recordings with The Beatles, Wings and Billy Preston; and "World's Most Successful Recording Artist," with an estimated 200 million singles and albums sold.



**CAPITOL HOSTS ANNE MURRAY** — Capitol recording artist Anne Murray recently performed at Carnegie Hall and was honored after the concert with a party at the Stork Club in New York. Pictured standing (l-r) are: Dan Davis, director of creative services for Capitol; Dennis White, vice president of marketing for the label; and Don Zimmermann, president of the Capitol/BMI America/United Artists Records Group. Shown seated with Murray is her husband, Bill Langstroh.

## NARM Announces Drive To Promote Credit Card Buying

by Alan Sutton

LOS ANGELES — In an effort to promote credit card purchases and attract older record buyers, NARM has announced a new bankcard program in association with the Commerce Bank of New Jersey.

A key feature of the program, which will apply to Master Charge and Visa cards, is a guaranteed 2 1/4% discount rate. This compares to the normal discount rate of 3 to 5% banks currently charge for processing credit card sales.

In addition, Commerce Bank will open a free checking account to each participating NARM member, and the retailer may write checks against sales slips deposited on the same day the bank receives them. Chains may send in sales slips from each store or from the headquarters office; the discount rate may be deducted by several methods, in varying time frames. Accounts will receive detailed monthly statements from the bank.

### Cohen Comments

Joe Cohen, executive vice president of NARM, said this is the first program offered by the association in which members can see an obvious benefit to the bottom line. "At its simplest level, those members who are paying a discount rate higher than 2 1/4% will simply be reducing their costs and therefore increasing their profits," said Cohen.

According to Cohen, the average cash sale in member stores is \$11 whereas the average credit card sale is \$17. Therefore,

he said that by promoting the use of credit cards for record purchases the program will increase sales volume at participating outlets.

A NARM survey indicates that credit card purchases now account for a little more than 10% of total dollar volume at retail. To increase that amount, participating outlets will initiate a generic campaign — including point of purchase displays complete with credit card applications — designed to promote the bankcard program.

### Additional Sales

Cohen estimates that the NARM program will generate an additional \$15 to \$20 million in credit card sales during its first year, while offering a substantial savings to retailers that already accept cards.

As for stores that currently do not honor credit cards, he said the bankcard program affords them an opportunity to "enter that business painlessly."

The scope of the program is "unlimited and extremely exciting," Cohen concluded. "The possibility of a store entering the credit business and therefore increasing his average sale per customer cannot be ignored."

## MCA Embarks On All-Out Campaign For Elton John LP

LOS ANGELES — MCA Records is embarking on what the label calls an "all-out marketing campaign" behind the new Elton John LP, "Victim Of Love," which features the current single of the title track.

The release of the album will be kicked-off with full-page, four-color ads in all major trade publications, as well as ads staggered in all major publications. Due to the disco, as well as pop, orientation of the record, initial national print advertising will be featured in highly selective and influential disco press, including such publications as "After Dark," "Disco World," and "Discotheke."

Local consumer press will be run in conjunction with radio buys, targeted at more than two dozen major markets. The label has planned tailored 60-second spots for Top 40, disco, R&B and AOR radio stations.

For retail use, the label will be supplying various point-of-purchase displays and material on Elton John, including four-color 2x3 "Back In The USA" tour posters featuring his entire catalog, a new album announcement and the itinerary of the tour which runs through mid-November.

John will cover 16 cities throughout his sold-out tour.



While Doo-Wop is considered something of a lost art these days, groups like The Persuasions, and to a certain extent, The Temptations are still around to remind us that there was nothing quite like the halcyon days of the a cappella street corner symphony. Solar Records' The Whispers are another five-man stand-up group that is capable of creating musical magic with nothing more than the human voice.

The Whispers have been together for more than ten years now, and are regarded as one of the classiest vocal groups in contemporary music. The normal Whispers set is a veritable voyage through musical history, because the group touches almost every aspect — light cabaret, driving funk, sensuous ballads, straight ahead R&B and, of course, Doo-Wop. However, with the L.A.-based group, the harmony is the thing as the fivesome's silky smooth vocals are refined to the point where they can blend voices with barely a whisper.

The unusual musical culmination began when the quintet's lead singing twins, Wallace and Walter Scott, began nurturing their singing talents as adolescents. During this formative period the brothers met members Marcus Hudson and Nicholas Caldwell. Soon the Whispers were impressing audiences at school functions and local night spots around their native Los Angeles.

After high school, the four lads turned pro and were joined by Leaveil Degree making them a five-member entity. During this period the singers were hunting for a label, and finally Solar Records president Dick Griffey realized the group's potential and signed them.

The Whispers have now recorded four LPs for Solar — "Open Up Your Love," "Love," "Headlights" and "Whisper In Your Ear."

Currently The Whispers can be heard on the Carrie Lucas penned "Song For Donny." The single is a tribute to the late Donny Hathaway, and the record's release on Oct. 1 represented the launching of the scholarship fund. Via a magnanimous gesture on the part of Griffey, the proceeds from the recording during the first year will go to Hathaway's wife and children, and after that towards a scholarship fund award to a deserving student.



**B-52s FLY IN NEW YORK** — Warner Bros. recording artists The B-52s recently performed at Club 57 in New York to support their self-titled debut LP. Shown standing at the concert are (l-r): Fred Schneider of the group; Ellen Darst of Warner Bros.; Ricky Wilson of the group; Craig Smith of Warner Bros.; Valerie Goodman of Warner Bros.; Kate Pierson of the group; and Mike Symonds of Warner Bros. Pictured seated (l-r) are: Stu Cohen, Jane Dershewitz, Kenny Puvogel and Ed Levine of Warner Bros.

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MCA-3198

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## NEW FACES TO WATCH



### The Bottles

In light of the current pop-rock renaissance in music, the recent debut of MCA recording group The Bottles is particularly well-timed, as their new self-titled LP abounds with simple, snappy hooks, surging rhythms and lyrics which encompass a broad spectrum of teen-oriented themes. As founding members Jefery Levy and Peter Bayless note, they strive to achieve "positive energy" in their songs through feelings and emotions that people can identify with.

Levy explains that the group's name, which he came up with, also evokes a sense of oneness between people on a basic level.

"We're all bottles, to some extent. Although we come in different shapes and sizes and are filled with different things, people, like bottles, break easily."

Unlike a bottle, though, Levy's early ambitions to cut his own record could not be broken. But it was not until he answered an ad in a local Los Angeles free paper and hooked up with Bayless, a musician who shared similar goals, that the Bottles were uncapped.

"I had originally brought in a demo tape of my own material to MCA and Denny Rosencrantz (vice president of A&R for the label) gave me \$500 to produce a rock 'n' roll record," said Levy, a former drama student at UCLA. "I was just beginning to work with Peter at the time, and I cut three songs for the label, one of which Peter sang on."

Rosencrantz was duly impressed with the songs and especially Bayless' singing. The two were signed shortly thereafter.

"What amazed us was that we were signed to MCA purely on the basis of a few strong songs," added soft-spoken Levy. "We had no stage show or band and when we went into the studio to record the album, we got it all together in a matter of six weeks, playing mostly off of charts."

The twosome handled most of the instrumentation and all of the vocals on the LP, enlisting the aid of Kendall Schmidt of keyboards and drummer Andy Dworkin, who has stayed on as a touring member and is expected to become a permanent fixture in The Bottles shortly. Levy handled production chores on the LP and manager Jon Sheinberg, who the band considers a "fourth member," served as executive producer.

Anxious for success but content to grow musically, The Bottles display a sense of confidence, balanced with modesty, and maturity as a band both on and offstage well beyond their years.

"We want to make it on our own and let the album and our stage show stand as a good representation of ourselves," chime in both Bayless and Levy. "We're earning what we get at this point and we'll take what comes along. We just want to stay honest with our aims and our music."

Bayless, Levy and Dworkin, all in their early twenties, are not ones to downplay their youthful image, though. Quite the contrary, both bassist/vocalist Bayless and guitarist Levy stress that youth is one of The Bottles' greatest assets.

"We're proud of the fact that we're young and appealing to the young," said Levy. "We like that."



### The Scorpions

The Scorpions are a hard rock band from Germany, who, after nearly ten years, have finally found an audience in the United States.

"Lovedrive," the group's hard driving debut album on Mercury Records, has been a relatively underpublicized success story of the past summer. The album was released in June, and became established through FM radio play and word of mouth. Sales of the album again increased when the group came to the United States for the first time in August. Currently, "Lovedrive" is impressively lodged at the number 60 slot on the **Cash Box** Top 200 Album chart.

However, the band's recent success has been hard won. In 1971 vocalist Klaus Meine and guitarist Rudolf Schenker founded The Scorpions in Hamburg, Germany. For the next several years, they toured small towns and some larger cities in Germany and Belgium and recorded albums including "Virgin Killer" and "Taken By Force" on RCA Records.

Herman Rarebell, the group's drummer who joined the band in 1977, recalls that the band's German origins caused serious identity problems because "people thought we would be like Kraftwerk or Tangerine Dream. Because we were German they thought we would be into space rock. But because we were doing hard rock, we had to fight twice as hard."

The group's big break came in 1978 when they toured Japan. Although they had never been to the country before, The Scorpions attracted record crowds there, and the subsequent live album, "Tokyo Tapes," proved to be a gold record in Japan. The album also attracted considerable attention in Europe, and Rarebell stated "it helped us gain recognition and really set things on the right track."

In fact, Mercury A&R man Cliff Bernstein was attracted to one of the Scorpions concerts in Germany, and by the end of spring 1979, the group had an American record contract. For management, The Scorpions decided to go with Leber-Krebs, because, as Rarebell put it "we wanted a management firm that knew the American heavy rock situation, and we thought Leber-Krebs was the best."

The group recorded "Lovedrive" in Cologne, Germany with producer Dieter Dierke, and they were aided by former UFO guitarist Michael Schenker. Guitarist Matthias Jabs and bass player Francis Buchholz rounded out the personnel, and according to Rarebell, "Lovedrive" ended up as the group's most successful album to date "because we used to be split along to two musical lines. Our old guitar player was a Hendrix freak, and the rest of us wanted more melodic songs. When he left, we finally had one direction in which we could channel our musical ideas."

When The Scorpions finally came over in August, they made an auspicious debut as the opening act for the controversial Cleveland World Series of Rock concert. Then they went straight on the hard rock circuit by opening for acts including AC/DC, Ted Nugent, and Blackfoot.

"We loved America," Rarebell said, "because the audiences totally let themselves go, something you don't always see in Europe. And we never hear radio stations that play 24 hours of rock and roll."

## WCI Training Future Execs For Industry Role At Labels

by Frank Sanello

LOS ANGELES — More than a thousand applied, hundreds were interviewed, and only nine got the job. The deluge of applicants was seeking to get a toehold in the music industry as members of a unique management trainee program initiated a year ago by Warner Communications, Inc. (WCI).

WCI, according to the letter of inquiry which the conglomerate sent out to college campuses nationwide, was looking for the "Self-starting, articulate, music-oriented person with solid academic credentials." The object of the search: to find and train qualified young people for future executive positions at WEA, Warner Bros., Elektra/Asylum and Atlantic.

Specifically, WCI wanted recent college graduates who, in addition to strong academic credentials, had distinguished themselves in music-related activities such as working at a campus radio station, promoting campus concerts or reviewing recorded music for the college newspaper.

That was a year ago, and the first batch of successful applicants is nearing completion of the program. **Cash Box** decided to look into the trainee curriculum, its operation and success, by focusing on one of the first to be admitted, Al Hanna.

### No Mailroom Initiation

A 23-year-old graduate of Chico State in Northern California, Hanna was assigned to Elektra/Asylum. Unlike so many other beginners in the music industry, Hanna and his fellow trainees did not start out in the mailroom. It was straight into E/A's production department for a month of familiarizing himself with the elements of recording, including artwork, copy, clearances recording practices, studio contact and actual manufacturing. For the latter, Hanna visited a pressing plant.

A longer stint, three months, was devoted to the sales department. There, the former MD for Chico State's KCHO radio station, learned about WEA's operation within the boundaries of Elektra, particularly the marketing of product to the ac-

counts and the effect which display material has on record sales.

### Favorite Department

Hanna's favorite stay was in promotion, a gig which lasted two months. During this time, the trainee got actual job experience as the secondary radio promotion rep.

Next was the fusion music department, which consisted of a more involved look at promotion and marketing. Hanna was given greater responsibility within the confines of the department. Says the college communications major, "I got more freedom to be an active part of the promotional staff."

In accounting for two months, the trainees concentrated on the royalties operation, including contract negotiations, BMI, ASCAP, artists, producers, general overhead, cost of production, foreign licensing and related areas.

From there, Hanna moved over to publicity, where he performed PR tasks for such E/A artists as Steve Kipner, Five Special and Besekeley's Rubinoos.

Only two weeks were devoted to A&R, during which time Hanna got a chance to listen to new material and meet with unsigned bands to discuss their material and its appeal to what would hopefully be a massive audience.

The obvious question arises, why did Hanna spend so little time in A&R?

"Actually, I wasn't even scheduled to spend any time in A&R. One of the things I most like about the program is its flexibility."

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## Hamlisch To Receive Israel Cultural Award

NEW YORK — The New Leadership Sabra Society of Israel Bonds will present composer Marvin Hamlisch with its Israel Cultural Award on Oct. 7 at 6:00 p.m. in the Grand Ballroom of the Waldorf-Astoria Hotel. Yosef P. Kedar, counsel general of the State of Israel, will make the award presentation and Joel Grey, Robert Klein, Melissa Manchester, Ben Vereen and Hamlisch will perform after the dinner.

The announcement of the event was made by film producer Allan Carr, who is the dinner chairman. "We of the entertainment industry are pleased to participate in this testimonial to a great talent," said Carr, "especially since it will help to sustain the cause of Israel's economic progress. Through our investments in Israel Bonds, we hope to realize a total of \$5 million for Israel's development."

## Blondie Signed To Pic

LOS ANGELES — Chrysalis recording group Blondie has been signed to appear in a rock 'n' roll comedy film, **Roadie**. The group members will appear as themselves in the United Artists motion picture. Meat Loaf will also star.



**POLYDOR SIGNS SUNDHOLM** — Polydor Records has signed Scandinavian born rocker Roy Sundholm to a long term contract in the United States. Pictured standing are (l-r): Dick Kline, executive vice president of Polydor; Dr. Ekke Schnabel, senior vice president of business affairs for Polydor Records; Alan Parsons, manager and Rick Stevens, vice president of A&R for Polydor. Pictured seated are (l-r): Fred Haayen, president of Polydor; Roy Sundholm; and Nigel Grainge, managing director of ensign, with whom Polydor made the agreement.

# MUSIC EXPO

5th International  
Record Industry Market  
Atlantic City  
November 5-8, 1979  
Hilton Hotel

## Partial List of Participating Companies (As of August 30, 1979)

- ASCAP (USA)  
ATA Records (Australia)  
AVI Records, Inc. (USA)  
A & M Records (USA)  
Able Records (Canada)  
Acrobat Records Ltd. (Gt. Britain)  
Adventure/Touchdown Music Co. (USA)  
Album Report (USA)  
Allans Music Pty. Ltd. (Australia)  
Almo Music Corp. (USA)  
Amphonic Music (Gt. Britain)  
Angel Wing Music (USA)  
Aquareius Records (France)  
Arcade Records (Gt. Britain)  
Ariola (Germany & Holland)  
Arista Music (USA)  
Arthur Mogull Inc. (USA)  
Artomex (Puerto Rico)  
Associated Music (Australia)  
Atlantic Records (USA)  
Atoll Music (France)  
A-Tom-Mix Productions (USA)  
Australasian Performing Rights Association (Australia)  
Government of Australia (Australia)  
Disques Az (France)  
BMI (USA)  
Baby Records (Italy)  
Bagatelle (France)  
Beat Records (Italy)  
Bellaphon Records GmbH & Co Kg (Germany)  
Beliver Music (Germany)  
Belize Music (Gt. Britain)  
Bergen-Whitelaw Productions (USA)  
Bonnevillie Broadcast Consultants (USA)  
British Broadcasting Corporation (Gt. Britain)  
Broadcast (Gt. Britain)  
Brookside Music Group (USA)  
Burlington Music (Canada)  
Butterfly Music (Germany)  
Buttermilk (USA)  
CBS FM Radio (USA)  
CBS Records (USA)  
CBS International (USA)  
CGD—Messaggerie Musicali S.p.A. (Italy)  
Capitol Magnetic Products (USA)  
Capitol Records (USA)  
Capitol (Mexico)  
Disques Carriere (France)  
Casablanca Records (USA)  
Cash Box (USA)  
Chappell & Co. Pty. Ltd. (Australia)  
Chappell/Intersong (Sweden)  
Chipping Norton Recording Studios Ltd. (Gt. Britain)  
Chrysalis Records, Inc. (USA)  
Cinevox Records (Italy)  
City of Miami—Dept. of Stadiums and Marinas (USA)  
Cide Hall Int'l Radio Report (USA)  
The Confidential Report (USA)  
Cook Consultants (USA)  
Copyright Service Bureau (USA)  
Countdown Music (Germany)  
Country Music Association (USA)  
Curci Music (Italy)  
D. I. Music Ltd. (Gt. Britain)  
DJM Records (USA)  
Decca Record Co. Ltd. (Gt. Britain)  
Dept. of Trade and Resources (Australia)  
Der Musikmarkt (Germany)  
Dick James Music (USA & Gt. Britain)  
Dig It Records (Italy)  
Dillard & Boyce Productions (USA)  
Disco News (USA)  
Discotel (Canada)  
Discotheque (USA)  
Discreet Records (USA)  
Down South Studios (USA)  
Durium (Italy)  
EMI (Holland)  
EMS Sound Industries Pty. Ltd. (Australia)  
Eastern Airlines, Inc. (USA)  
Eastonics Ltd. (Israel)  
Ecolina (Italy)  
Emergency Records (USA)  
Encore Productions (USA)  
Epic Records (USA)  
Eureka Records (Australia)  
Eurobeat (Gt. Britain)  
FXL Sound Studios Inc. (USA)  
FYDAD Music (USA)  
Fabulous Records (USA)  
First Lady Songs, Inc. (USA)  
First Los Angeles Bank (USA)  
First Middle East Finance Corp. (USA)  
Fors & Fors AB (Sweden)  
Four Kinsmen Pty. Ltd. (Australia)  
Friday Morning Quarterback (USA)  
Fuse Music Limited (Gt. Britain)  
G.M.G. Records (Germany)  
G. R. A. F. Records International (Canada)  
Arthur M. Gabe (USA)  
Genoa Music Trade Fair (Italy)  
George Gluck Music (Gt. Britain & Germany)  
Global Music Group (Germany)  
H. S. Records (France)  
Hansa Records (USA)  
Harrison Music Corp. (USA)  
Harry Fox Agency (USA)  
House of Gold (USA)  
Disques Ibach (France)  
IDC (USA)  
Image Records Pty. Ltd. (Australia)  
Industria Fonografica Ecuatoriana S.A.—IFESA (Ecuador)  
Intersong Basart Publishing Group B.V. (Holland)  
Intersong (Mexico)  
Intersong International (Gt. Britain)  
Irvine Almo Music (USA)  
JDC Records (USA)  
Jonathan Records (France)  
Jupiter Records (Germany)  
KTLK Radio (USA)  
Karma Musikproduktion GmbH (Germany)  
Kenmar Music (Gt. Britain)  
Kensington Sound (Canada)  
Lance Productions, Inc. (USA)  
Larrikin Records (Australia)  
Laser Records & Music Pty. Ltd. (Australia)  
Liznel Records (Puerto Rico)  
Loeb and Loeb (USA)  
Lollipop (Germany)  
London Records (Canada)  
Lucky Man Music (USA)  
McKinley Marketing (Gt. Britain)  
MCA Music (USA)  
MCA Records (USA)  
4M Records/Westworld Productions (USA)  
MSR Inc. (USA)  
Magazine Music (Germany)  
Magnex S.p.A. (Italy)  
Manhattan Advertising, Inc. (USA)  
Margaret Brace Copyright Bureau Limited (Gt. Britain)  
Marilla Grammoton (Sweden)  
Melody (Mexico)  
Met Richmond Secco Records (USA)  
Mighty Three Music (USA)  
Mobile Recreation Services (USA)  
Multitone AB Musikforlag (Sweden)  
Mitch Murray (British Isles)  
Disco Musart (Mexico)  
Mushroom Records (USA)  
Music Consult AB (Sweden)  
Music Labo (Japan)  
Music Resources Int'l (USA)  
Music Retailer (USA)  
Music Week (Gt. Britain)  
Musica E Dischi (Italy)  
Music-Box Record Company (Greece)  
Muscocas (Argentina)  
Muzak (USA)  
National Assn. of Broadcasters—NAB (USA)  
New on the Charts (USA)  
Norman Winter/Associates (USA)  
Nova Entertainment Organization (Australia)  
Dweper/Silver Dagger/Velvet Apple/Song Yard (USA)  
P. A. C. Inc./Third Coast Records (USA)  
Panache Music Ltd. (Gt. Britain)  
Par International Ltd. (Australia)  
Peerless (Mexico)  
Perren-Vibes Music Inc. (USA)  
Pete Drake Productions, Inc./Window Music Pub. Co., Inc. (USA)  
Discovertrieb Peter Steyrer (Germany)  
Phonogram B.V. (Holland)  
Phonogram/Mercury Records (USA)  
Plateau Records (USA)  
Plein Soleil (France)  
Polyder B.V. (Holland)  
Prensario (Argentina)  
Prestige Attractions Pty. Ltd. (Australia)  
Program One Stop (USA)  
Quadrangle Recording Studio (USA)  
Quality Records (Canada)  
Quaver Armstrong Pty. Ltd. (Australia)  
R & B Publishing (USA)  
RCA (Argentina)  
RCA/Cyclus (Germany)  
RCA International (USA)  
RCA Limited (Australia)  
RCA Limited (Canada)  
RCA (Mexico)  
RPM (Canada)  
RSD Records (USA)  
Rainbow Record & Concert GmbH (Germany)  
Ray Lawrence, Ltd. (USA)  
Record World (USA)  
Red Bus Records Ltd. (Gt. Britain)  
Rediffusion International Music (Gt. Britain)  
Lloyd Remick, Esq. (USA)  
Response Records (Gt. Britain)  
Rili Records (Italy)  
Rimpo Tontrager GmbH & Co Kg (Germany)  
Roads of Music Publishing Corp. (USA)  
Roba Music (Germany)  
Roemer & Nadler (USA)  
Rok Blok (USA)  
Rondor Music (USA & Australia)  
SWS Organization (USA & Sweden)  
Sabin Music (France)  
Sacmex (Mexico)  
Salsoul Records (USA)  
The San Juan Music Corp. (USA)  
Satri Records (Gt. Britain)  
Schlesinger and Guggenheim (USA)  
Lloyd Segal, Esq. (USA)  
September Music Corporation (USA)  
Seraph Productions (USA)  
SESAC Inc. (USA)  
7 Records Pty. Ltd. (Australia)  
Siegel Musikverlag (Germany)  
Soccer Music Ltd. (USA)  
Sonderling Broadcasting (USA)  
Sonodisc (France)  
Sonovox (Portugal)  
Soundstream, Inc. (USA)  
Southern California Disco DJ Assn. (USA)  
Southern Writers Group (USA)  
Spector Records Int'l (USA)  
Splash Records Ltd. (Gt. Britain)  
Starborne Productions Corporation (USA)  
Start S.p.A. (Italy)  
Success Communications (USA)  
Sunrise Theatrical Enterprises (USA)  
Sweden Music AB (Sweden)  
TPI Music (USA)  
Teldec (Germany)  
Teleprompter Corporation (USA)  
Telstar Video & Film Productions Inc. (USA)  
The Entertainment Company (USA)  
Toledo Musikproduktion GmbH (Germany)  
Tom Hayden Assoc. (USA)  
Tony Valor Productions (USA)  
Total Experience Productions (USA)  
Trans-American Video—Div. of Merv Griffin Enterprises (USA)  
Trans-Island Production Ltd. (British Isles)  
Tree International (USA)  
Disques Trema (France)  
Triad Recording Studios (USA)  
20th Century Fox Music Publishing (USA)  
Valentine Music Group Ltd. (Gt. Britain)  
Michele Vicino (Italy)  
W. B. Tanner & Co. (USA)  
WBAP Radio (USA)  
Walter Hofer Law Offices (USA)  
Warner Bros. Records (USA)  
Watanabe Music (Japan)  
West Edizioni (Italy)  
Wilson Editions (Gt. Britain)  
You You Music (France)

## WORKSHOP/SEMINARS

### Panelists Include:

#### RADIO:

Wayne Cornils (NAB)  
George Wilson (KTLK)  
Mac Allen (Sonderling)  
Warren Potash (WBAP)  
Keith Lee (W. B. Tanner)  
Bob Cole (CBS FM Stations)

#### A & R:

Rupert Perry (Capitol Records)  
LeBaron Taylor (CBS Records)  
Bruce Bird (Casablanca Records)

#### PUBLISHING:

Lester Sill (Screen Gems/EMI)  
Herb Eisman (20th Century Music)  
Buddy Killen (Tree)  
Buddy McCluskey (RCA Argentina)

#### DISCO:

Tom Hayden (A-Tom-Mik)  
Ray Harris (RCA Records)  
Ken Verdoni (London Records, Canada)  
Peter Kirsten (G.M.G. Records, Germany)

#### LEGAL:

John Frankenheimer, Esq.  
Lewis Horwitz (1st L.A. Bank)  
Ken Suddelson, Esq.  
Kim Guggenheim, Esq.  
Jules Kurz, Esq.  
Lloyd Segal, Esq.

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Roy B.

## Roy B. Exits From Emergency, Forms Own Record Label

NEW YORK — Roy B. of Roy B. Promotions, has resigned as president of Emergency Records and has formed a new label, Roy B. Records. He will head up the new label while Debby Backus will serve as vice president.

Roy B., an eight year veteran of independent promotion, initiated Roulette's disco promotion department, where he helped develop such acts as Ecstasy, Passion, and Pain, and D.C. LaRue. He most recently worked with Prelude Records, where he worked on such acts as Musique and France Joli.

Debby Backus has had a varied background in promotion, publicity, and advertising. She was most recently assistant to Roy B. at Emergency Records.

## Mushroom Axes Support Staff

LOS ANGELES — Joe Owens, general manager of Mushroom Records, temporarily laid off support staff in the accounting, marketing and promotion departments. The move was caused by limited product release. The staff will be re-hired when new albums by Ian Matthews, Chilliwack, Paul Horn and Doucette come out.

"Mushroom has felt the same economic pinch as the rest of the industry and good business dictated that during a time of limited income we temporarily reduce our overhead expenses. The people who have been laid off are all hardworking and well qualified and I hope that they will be around when we are in a position to bring them back aboard," Owens said.

Mushroom's current staff includes: Joe Owens, Janice Tully, Mark Cope, Nancy Kerrinckx and Jean Price.

Chilliwack, Paul Horn and Ian Matthews have completed new albums and release dates will be announced soon.

## AGAC Sets Lineup For Oct. Rap Sessions

NEW YORK — AGAC, the American Guild of Authors and Composers, has set its October lineup of guest speakers for the Guild's noontime rap sessions for songwriters.

Allan Tepper and Jay Morgenstern, from Infinity Music Publishing, open the series Oct. 4, and John Luongo, disco producer and mixer, will speak on Oct. 11. On Oct. 18, songwriter Sid Wayne will be featured, and accountant Leonard Meyerson and AGAC executive director Lew Bachman close the month's series with a discussion on "Taxes and the Songwriter."

The seminars are held at 40 West 57th St., NYC and are open to all. Seats can be reserved by dialing (212) 757-8833.

## McCoy Appointed VP, GM, Of CBS Technology Center

NEW YORK — Donald McCoy has been appointed vice president and general manager of the CBS Technology Center in Stamford, Conn. Dr. McCoy succeeds J. Kenneth Moore, who died in February.

Dr. McCoy formerly spent 22 years with RCA, most recently as divisions vice president, technical liaison for the SelectaVision Video-Disc operation. Prior to that, he was with RCA's Consumer Electronics Division in Indianapolis, and also served as director of consumer electronics research at the David Sarhoff Research Center in Princeton. The author of numerous technical articles, Dr. McCoy is a member of the Institute of Electrical and Electronics Engineers and the Audio Engineering Society.

## New Label, Aurum Records, Formed

NEW YORK — Richard Bradley, president of R&R Communications, a publishing firm, has formed Aurum Records. Bradley will also serve as president of Aurum. Reporting to Bradley will be Bill Radics, vice president, and Ron Deigel, division general manager. The label will debut with "Silver Spurz Orchestra" a country and western disco album.

Aurum's distribution system includes Alta Distribution in Phoenix; Action Music in Cleveland; All-South in New Orleans; Best and Gold in Buffalo; Bib Distributors in Charlotte; Big State Records in Dallas; California Records in Glendale, San Francisco and Seattle; Hotline Records in Memphis; Sunshine Records in New York City; Tara Records in Atlanta; Tone Distributors in Atlanta and Florida; Universal in Philadelphia and Western Merchandisers in Denver.

Aurum is located at 43 West 61st St. Phone number is (212) 757-8805.

## Alta Holds Meet

LOS ANGELES — The Alta Distributing Co. recently wound up its annual sales convention in Phoenix, Ariz.

The confab brought together the company's southwest division which is headquartered in Phoenix and the intermountain division from Salt Lake City, Utah.

Nearly 100 Alta personnel attended the event, including George Souvall, president; Lee Weimar, vice president and general manager of the southwest division and Jose Sasich, vice president and general manager of the intermountain division. Also in attendance were managers of Alta's organizations, along with the retail division's employees.

Field supervisors from the rack group, store managers from retail, buyers and advertising managers rounded out the list of attendees.

During the three days of meetings, those in attendance were familiarized with the latest product, sales and merchandising techniques.



George Souvall

## EXECUTIVES ON THE MOVE



Abramson



Marshall



Kutler



Plimsoul

**Chrysalis Appoints Abramson** — Chrysalis Records has announced the appointment of Michael G. Abramson to director of album promotion. Prior to joining Chrysalis, he was with RCA for seven years, most recently as director of special marketing projects.

**Kleinman Appointed At Cachet** — Cachet Records has announced the appointment of Ted Kleinman to controller — U.S.A. He most recently was with Capitol Records, in its corporate accounting division, and earlier spent eight years at United Artists Records.

**Winston Named At E/A** — Sherry Winston has been named national director of college promotion for Elektra/Asylum Records. She joined E/A in December, 1977, working initially in the fusion music department and later taking responsibility for local New York and then northeast regional college promotion.

**Marshall Named At RCA** — Basil Marshall has been named black music product manager at RCA Records. He joined RCA Records as a local sales representative in March, 1973 and in 1978, he was promoted to manager, national black music field merchandising.

**Kutler Appointed At CBS** — Nita Kutler has been appointed associate director, consumer panel research, CBS Records. She joined the department in 1974 after working for a number of marketing and research firms.

**Plimsoul To Capitol** — Connie Plimsoul has been named west coast publicity manager for Capitol Records, Inc. Prior to joining Capitol, she was a publicity coordinator at Warner Bros. Records. Her prior music industry experience includes working as National Top 40 Promotion Manager for Sire Records and before that, for Playboy/Beserkeley Records.

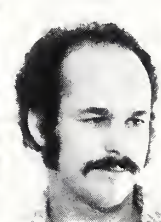
**Casablanca Names Pace** — Casablanca Record and FilmWorks has announced the appointment of Evan Pace as professional manager for Rick's Music and Cafe Americana Music, Casablanca's publishing companies. Previously, he was professional manager for Arista Music and prior to that, he headed the west coast office for Wishbone, Inc.

**Nelson Named At Fox Music** — President of 20th Century-Fox Music Publishing has announced the appointment of Steve Nelson to manager of catalogue promotion. He comes to 20th from Intersong, where he was a songwriter.

**Ung Joins Capitol** — Norm Ung has been appointed to an art designer position with Capitol Records, Inc. He is responsible for designing and creating album cover and sleeve graphics, trade and consumer ads and merchandising graphics.



Pace



Nelson



Iride



Folllese

**Iride Named At CBS** — Terry Iride has been appointed to coordinator, radio advertising, Gotham Advertising, CBS Records. In her new position, she will be responsible for all facets of the distribution of radio commercials to stations, CBS Records branches and special mailings.

**Folllese Named At Ariola** — Adrienne Folllese has been appointed A&R coordinator for Ariola Records. Prior to her new position, she worked in various capacities for Ariola's A&R department over the past year.

**Massi Named At WEA** — Warner/Elektra/Atlantic Corp. announced the appointment of Nick Massi as field sales manager for the Chicago/Milwaukee market. He started with MS Distributing in Chicago in 1966, and joined the WEA Chicago Branch at its inception in the Spring of 1971.

**Ampex Appoints Clark** — Jay A. Clark has been appointed director of public relations for Ampex Corporation at its Redwood City, California headquarters. Since 1970 he had been manager of media relations at Rockwell International Corporation in Pittsburgh, Pennsylvania. From January 1974 until October 1975, he was on loan from Rockwell to The National Alliance of Business, Washington, D.C.

**Changes At AGAC** — The American Guild of Authors and Composers has announced Robin Thomas as the new west coast regional director for the Guild. Former director, Babbie Green, will be leaving to join the Arista Publishing Group. Thomas was formerly a west coast membership representative for ASCAP, and director of national publicity for David Gest and Associates.

**Powell Named At Abel** — David Powell has been appointed controller of Robert Abel and Associates. He was formerly vice president of finance for Butterfly Records and initially controller of that company. Prior to joining Butterfly, he was controller for Casablanca Records.

## Little River Band Inks Capitol Recording Pact

LOS ANGELES — Australian pop recording group Little River Band has signed a new longterm recording deal with Capitol Records, Inc. The group signed directly with Capitol after their original recording with EMI Australia ended earlier this year. Albums and singles by the Little River Band were previously released outside their homeland on the EMI-affiliated Harvest label, distributed in North America by Capitol.

## Variety Artists Int'l Expands Client Roster

LOS ANGELES — Variety Artists International, Inc., booking representatives, has added seven acts to its client roster. The agency will now handle exclusive bookings for Nick Gilder, Sea Level, The Bottles, Rick Danko, Paul Butterfield and Friends, featuring Tommy Stevenson, and Blondie Chaplin, in addition to Marshall Chapman, WAR, and The Blues Project '79, featuring Al Kooper. Variety is presently preparing to launch major nationwide tours.

# DISCO

## DISCO BREAKS

### TOP 40 DISCO

	Weeks On 9/29 Chart		Weeks On 9/29 Chart
<b>1 COME TO ME/DON'T STOP DANCING</b> FRANCE JOLI (Prelude — 12")	1	<b>20 REVENGE/MUSIC MAN</b> REVANCHE (Atlantic — LP)	19
<b>2 MOVE ON UP/UP UP UP</b> DESTINATION (Butterfly/MCA — 12")	4	<b>21 STAND UP — SIT DOWN</b> AKB (RSO — 12")	20
<b>3 DON'T STOP TIL YOU GET ENOUGH</b> MICHAEL JACKSON (Epic — 12")	5	<b>22 LADIES' NIGHT</b> KOOL & THE GANG (DeLite — 12")	27
<b>4 FOUND A CURE</b> ASHFORD & SIMPSON (Warner Bros. — 12")	2	<b>23 E=MC2 (ALL CUTS)</b> GIORGIO (Casablanca — LP)	30
<b>5 THE BREAK★</b> KAT MANDU (TK — 12")	3	<b>24 RISQUE (ALL CUTS)</b> CHIC (Atlantic — LP)	23
<b>6 OOH, LA, LA/HARMONY</b> SUZI LANE (Elektra — LP/12")	9	<b>25 FEVER (ALL CUTS)</b> (FANTASY — LP)	35
<b>7 LOVE INSURANCE</b> FRONT PAGE (Panorama/RCA — 12")	7	<b>26 WHEN YOU'RE #1★</b> GENE CHANDLER (20th Century — 12")	31
<b>8 THE BOSS/NO ONE GETS THE PRIZE</b> DIANA ROSS (Motown — 12"/LP)	6	<b>27 THE DUNCAN SISTERS (ALL CUTS)</b> (EARMARC — LP)	34
<b>9 FANTASY</b> BRUNI PAGAN (Elektra — 12")	10	<b>28 ROCK IT★</b> LIPPS, INC. (Casablanca — 12")	32
<b>10 GEEEN LIGHT/POW WOW</b> CORY DAYE (New York Int'l./RCA — 12")	8	<b>29 TAKE A CHANCE★</b> QUEEN SAMANTHA (T.K. — 12")	37
<b>11 POP MUZIK★</b> M (Sire/W.B. — 12")	17	<b>30 HOLD ON I'M COMIN'★</b> KAREN SILVER (Arista — 12")	33
<b>12 PUT YOUR FEET TO THE BEAT</b> THE RITCHIE FAMILY (Casablanca — LP/12")	15	<b>31 DANGER★</b> GREGG DIAMOND (T.K. — 12")	36
<b>13 GROOVE ME★</b> FERN KINNEY (TK — 12")	11	<b>32 CAN'T LIVE WITHOUT YOUR LOVE★</b> TAMIKO JONES (Polydor — 12")	22
<b>14 THIS TIME BABY★</b> JACKIE MOORE (Columbia — 12")	13	<b>33 CATCH THE RHYTHM</b> CARESS (Warner/RFC — 12")	39
<b>15 WHEN YOU TOUCH ME★</b> TAANA GARDNER (West End — 12")	21	<b>34 MR. BIG SHOT (ALL CUTS)</b> THE SIMON ORCHESTRA (Polydor — LP)	—
<b>16 PUT YOUR BODY IN IT/ YOU CAN GET OVER</b> STEPHANIE MILLS (20th Century/RCA — LP)	14	<b>35 RISE★</b> HERB ALPERT (A&M — 12")	28
<b>17 GET UP AND BOOGIE</b> FREDDIE JAMES (Warner Bros. — 12")	12	<b>36 ONE WAY TICKET★</b> ERUPTION (Ariola — 12")	—
<b>18 OPEN UP FOR LOVE</b> SIREN (Midsong International — 12")	16	<b>37 I'LL TELL YOU★</b> SERGIO MENDES (Elektra — 12")	—
<b>19 SEXY THING</b> BOB MCGILPIN (Butterfly/MCA — 12")	18	<b>38 THIS IS HOT</b> PAMALA STANLEY (EMI-America — 12")	—
		<b>39 I DON'T WANT TO BE A FREAK★</b> DYNASTY (Solar/RCA — 12")	—
		<b>40 ON YOUR KNEES</b> GRACE JONES (Island — 12")	29

**WATCH THIS DJ** Joel Cammeron, who spins at **T.G.I. Fridays** in Las Vegas, is also the newly-elected president of the **Nevada Disco DJ Assoc.**, which services Vegas, Reno, Lake Tahoe and Salt Lake City. The 23-year-old jock has deejayed for the past five years at Fridays, the largest club in the gambling mecca. Cammeron started out spinning in Phoenix, where he credits Ariola's promo rep and former DJ **Jack Witherby** for "all my knowledge of spinning and promotion." The young DJ's career goal involves production. Toward that end he recently remixed an **Apollo** single for Motown. T.G.I. Fridays plays DOR (dance-oriented rock) as well as heavy disco sounds for a mixed crowd which at times numbers more than 1500. On the future of disco, a much-discussed and often controversial subject, Cammeron says, "No matter what happens to the music industry, disco will always be with



**DJ Joel Cammeron**

us. People will always want to dance. I think disco is the best thing in the world to help the psychological make-up of America." Cammeron's pool has been the beneficiary of CBS' new servicing policy in which a single copy of a particular release is first sent to the pool. If the record seems suitable for pool members, more copies are then sent. Cammeron says he wishes that some of the labels he has been having servicing problems with would adopt a policy similar to CBS'. The spinner's top picks at Fridays this week are **Deborah Washington's "Rock It"** and **Pamala Stanley's "This Is Hot."**

**AT THE OFFICE** — On her way to San Francisco, Las Vegas-based **Marlena Shaw** dropped by the **Cash Box** L.A. office during a 2-day visit here to promote her new Columbia LP, "Take a Bite." (The full title of the jazzy disco release is "Music Is A Feast . . . So Sit At My Table And . . . Take A Bite") Despite the disco content of the release, Marlena says "I'm already bored with disco. It seems that there's more talk about disco than there is disco being recorded." The veteran jazz singer who used to solo in **Count Basie's** band plans to return to her musical roots in the near future. "I'm 'campaigning' to do an album with the Count. I've finally tracked him down to the Fairmont Hotel in San Francisco." In addition to her jazz and disco career, Marlena has achieved some measure of fame as the artist who sang "Don't Ask To Stay," the theme song from *Looking for Mr. Goodbar*. The inevitable question arose in the course of the conversation: What is a jazz artist doing in Las Vegas? It seems that Marlena moved there because she had heard a lot of good things about the school system. "The proof of just how good it is is the fact that my kids have never missed a day of school, they like it so much." Marlena has five children, ranging in age from "mid to low teens. They have very distinctive musical tastes. The youngest one likes **Barbra Streisand** and the oldest is into jazz." Ultimately the artist would like to write a book about her life, but she is afraid "nobody would find it interesting but me." . . . Their album cover shows them in motorcycle drag straddling minimally clad bodybuilders collared and leashed. What a surprise it is to meet Casablanca's **Ritchie Family** in person and discover that they look just like the glamour model next door. In fact, when their producer **Jacques Morali** of **Village People** fame was auditioning singers for the Ritchie Family, the ad for the audition read in part: "Fashion model-types wanted." "Unfortunately," says Ritchie member **Jacqui Smith-Lee**, "the weather at the time was below zero and we all showed up in snow boots and heavy winter coats. We didn't look much like models." In town to promote their "Bad Reputation" LP and the 12" "Feet to the Beat" which is at the #12 spot this week on the **Cash Box** disco chart, the NYC-based trio will appear on "Dinah," "Mike Douglas" and "Rock Concert." The Ritchies have taped a 20-minute promo show which features three costume changes. From L.A. they fly to San Francisco to appear at the new **Music Hall, I-Beam, Trocadero** and **Alfie's** discos.

**SPACED OUT** — It was billed as *the* party of the year, and it lived up to expectations. "The Mothership Arrives," modeled after a similar party in San Francisco, was held in L.A.'s Griffith Park Observatory Sept. 29. On hand to entertain the boys were **Jackie Moore, Debbie Jacobs, Destination, Ritchie Family** and **Bob McGilpin**. A special dance floor was con-

(continued on page 49)

### PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
<b>Rick Richardson</b> New York	<b>Get Up</b> Vernon Burch — Chocolate City	<b>Do It For Love</b> Charme — RCA
<b>Chuck Weissmuller</b> Chicago	<b>Keep On Making Me High</b> Unyque — DJM	<b>Love Pains</b> Yvonne Elliman — RSO
<b>Mark Hultmark</b> Indianapolis	<b>Wear It Out</b> Stargard — Warner Bros.	<b>Hollywood</b> Freddie James — Warner Bros.
<b>Bob Stoner</b> Tampa	<b>Big Noise From Winnetka</b> Bette Midler — Atlantic	<b>Score</b> Carol Lloyd — Earmarc
<b>Leon Wagner</b> Madison	<b>Love Pains</b> Yvonne Elliman — RSO	<b>Wear It Out</b> Stargard — Warner Bros.
<b>Steve Nadar</b> Detroit	<b>Keep On Making Me High</b> Unyque — DJM	<b>Love Awaits (Entire LP)</b> Deborah Washington — Ariola
<b>Paul Curtis</b> Seattle	<b>Harmony</b> Suzi Lane — Elektra	<b>Rock You</b> Giorgio — Casablanca
<b>George Martinez</b> Atlanta	<b>There's A Way Into My Heart</b> USA — European Connection	<b>Party Down</b> Unyque — DKM
<b>Bob Viteritti</b> San Francisco	<b>Buck-In-Hamm Palace</b> Peter Tosh — Rolling Stone	<b>Emile</b> Aural Exciters — Buddah
<b>Bob Lombardy</b> Miami	<b>Fever (Entire LP)</b> Fever — Fantasy	<b>Let Me Know (I Have A Right)</b> Gloria Gaynor — Polydor
<b>Dennis O'Brien</b> Pittsburgh	<b>Rock It</b> Deborah Washington — Ariola	<b>Love Pains</b> Yvonne Elliman — RSO
<b>Scott Adams</b> Chicago	<b>Love Pains</b> Yvonne Elliman — RSO	<b>Keep On Making Me High</b> Unyque — DJM
<b>Bob Smith</b> Charlotte	<b>On The Run</b> Colleen Heather — West End	<b>Pump It Up</b> Fever — Fantasy
<b>Kevin Mills</b> Washington D.C.	<b>I'm Caught Up</b> Life — TCT	<b>Wear It Out</b> Stargard — Warner Bros.
<b>Jonathan Fearing</b> New York	<b>King Tim III</b> Fatback Band — Spring	<b>My Number's Up</b> Cognac — Salsoul

## REVIEWS

### VILLAGE PEOPLE — Sleazy — Casablanca NBD 20194 — 12" — Promo

Great tune, good choral work, long danceable intro and break, but lead singer David Hodo's grating vocal style argues persuasively for mercy laryngectomies. From the new "Live and Sleazy" LP, a two-record set consisting of new studio material and old hits recorded live last summer at L.A.'s Greek Theatre, this 12" has Hodo doing a disconcerting impersonation of Tiny Tim impersonating Janis Joplin. Fortunately, vocals have rarely made a disco hit, and "Sleazy's" multi-BPMs, infectious handclapping, orgiastic energy and sexually explicit lyrics should propel the VP's latest single into the Top Five of the pop charts in a record period of time. Time: 7:58

### GLORIA GAYNOR — Let Me Know (I Have A Right) — Polydor 79 NP 4485 — 12" — Promo

Never before has such a conscious attempt been made by an artist to duplicate the style, sound and most importantly the success of an earlier hit. The same signature kick drum, socially conscious, feminist lyrics and other similarities make "I Will Survive, Part II" a more apt title for this single. And yet, despite one's resentment over being subjected to xerox disco, "Let Me Know" is probably one of the best releases of the year and definitely every bit as well crafted as its identical twin of last year. There is one noticeable difference on this cut, however, and it occurs when Gaynor speaks a portion of the lyrics. Time: 8:20

### MELBA MOORE — Miss Thing — Epic — 12" — Promo

Melba hasn't had a hit since "You Stepped Into My Life," but "Miss Thing" should change that. Melba's sassy, brassy vocals play off a heavy beat and hypnotic electric guitar. More R&B than disco (if such a distinction can be made these days), this 12" will probably break in the black clubs, then catch on in the white discos and eventually, if slowly, cross over to a spot high on the pop charts. Time: 5:32

### REN WOODS — Everybody Get Up — Arc XSS 166345 — 12" — Promo

Generously orchestrated and full of energy, "Everybody Get Up" is a call to wallflowers to get up and dance. It's a call that should be heeded. Female lead singers are funky, sexy-sounding and riveting. Lots of horns and lots of fun. Break features interesting, original use of snare drum. Time: 5:51

### HALLOWEEN — Lady Midnight — Mercury MK 113 — 12" — Promo

A strong R&B cut with powerful lead singer and complex arrangement. Break recalls a psychedelic sound of the late '60s. Guaranteed to cause a stampede to the dance floor.

## E/A Sets 13 LPs For October

LOS ANGELES — A greatest hits package from Eddie Rabbitt and Mel Tillis' label debut pace the release of 13 new LPs scheduled by Elektra/Asylum Records for the month of October.

On Oct. 16, in addition to the Rabbitt LP and Mel Tillis' "Me And Pepper," the label will ship another label debut, Roy Head's "In Our Room," and the second E/A LP by Hank Williams Jr.

Other E/A debuts also slated for mid-October release include "James Monroe High School Presents Dr. Buzzards Original Savannah Band Goes To Washington," the E/A debut for Dr. Buzzard's Original Savannah Band, the self-titled debut of Friendship, and Richie Haven's debut for the label, "Connections."

Former guitarist for the band Television, Richard Lloyd, will have his first album for the label, "Alchemy," out in October, in addition to Marc Tanner's second LP, "Temptation," Patrice Rushen's "Pizzazz," Jerry Jeff Walker's "Too Old To Change" and the self-titled debut of Shadow.

## Group Therapy Opens As Management Firm

LOS ANGELES — Mark Zivin has joined Arny Grant and Jerry Mickelson, two midwest concert promoters, to form Group Therapy, Ltd., a personal management firm for musical talent. Based in Chicago, Group Therapy will offer personal management, career guidance, contract negotiation, tour and booking services, as well as promotion.

Grant and Mickelson are one of the midwest's largest concert promoters with their Jam Productions; and Zivin is a longtime veteran of the music business, having served as a promoter, nightclub manager, recording studio producer, musician and personal manager.

Group Therapy, Ltd. is located at 1136 Armitage Ave., #4, Chicago, Ill. The phone is (312) 248-3010.

## Jans Inks Songwriting Pact With Mel-Dav

LOS ANGELES — Singer/songwriter Tom Jans has signed a long-term exclusive songwriting agreement with Mel-Dave Music. The pact follows Jans' recent signing with Infinity Records, which will be releasing his label debut LP in January. Jans is best known for his composition "Loving Arms," which has been recorded by nearly two hundred artists, including Elvis Presley.

## Aries II Sets Release On Wayne Newton Discs

LOS ANGELES — Aries II Records has scheduled the release of three new Wayne Newton records for Oct. 10. The label will ship the singer's latest LP, "Night Eagle I," featuring the current single "You Stepped Into My Life"; "Wayne Newton Christmas," a collection of Newton's renditions of several holiday songs; and four unique "Christmas Card" EPs, each containing different selections from the "Wayne Newton Christmas" album.

The "Christmas Card" EPs will be available to retailers in a special pre-pack containing 25 copies of each record, which feature picture sleeves displaying Christmas motifs.

## Industry Jobs Sought For Minority Youths

NEW YORK — The Institute of New Cinema Artist' Recording Industry Training Program for Youths and Young Adults is continuing its efforts to place minority youths as interns with various industry-related companies. Thus far, 31 youths have been placed at various record companies, recording studios, booking agencies, and management and public relations firms. Salaries are paid to the interns through the program, which is federally funded.

Companies seeking to participate in the program should contact Wayne Garfield, 505 Eighth Avenue, N.Y., N.Y., 10019, telephone (212) 695-0826.

## Warner Bros Releases 'Life Of Brian' Album

LOS ANGELES — Warner Bros. Records has released the soundtrack album of the controversial Monty Python film, "The Life Of Brian," containing both songs and dialog from the motion picture. Additional material for the LP was provided by Python members Eric Idle and Graham Chapman, who are featured as narrators. Grosset and Dunlap have also published the film script from "Life Of Brian" as part of a "Monty Python Scrapbook," which details the filming of the movie as well.

## Cerf Leaves Riva

NEW YORK — Martin Cerf, the general manager for Riva Records in Los Angeles, has left that company.

Mike Gill, chairman of the board of Riva, stated that Cerf's philosophy on the future of Riva artist John Cougar differed from his own, and added that although "Cerf's contribution to Riva has been invaluable, we have agreed to amicably part company."

**A CERTAIN FEELING IN THE AIR** — Sunday, September 23, 1979 was a beautiful fall day in New York. The autumn air was clean and brisk, but the powerful rays of the sun bathed the city in a warm glow, which, as it turned out, was the perfect background for the rally against nuclear energy that attracted nearly 200,000 people to a landfill site next to the World Trade Center. By all accounts, there was a Woodstock feeling at the rally, which featured musical performances by **Jackson Browne, Pete Seeger, Bonnie Raitt** and **Graham Nash**, and speeches by **Jane Fonda, Ralph Nader, Tom Hayden** and **Dr. Barry Commoner**. To the surprise of many, the crowd was dominated by young people, most of whom had probably never had the chance to participate in a political rally before, and it was this fact that proved most encouraging to the anti-nuke organizers.



**PEARL & MO PLAN THE EXPLOSION** — Pearl E. Gates (l), lead singer for San Francisco based Pearl Harbor & The Explosions, and Warner Bros. Records president and chairman Mo Ostin celebrated the group's signing to the label. The band has previously had a regional hit on Local 415 Records.

... Another highlight was the reunion of **Crosby, Stills, and Nash**, who admitted before the concert that they "haven't spoken to each other in a long time. But when Nash called the other two about MUSE, they responded immediately. "I'm here because I'm scared," Crosby told a press conference. "I don't think musicians should go out and seek out causes, but this one's legit. "Stills was particularly articulate about the energy issue, and urged that "alternative power sources must be organized so they become reasonable investments." And where was **Neil Young**? "He's in a boat off Alaska," Nash said." He was out sailing and unreachable." ... The MUSE people say they won't have final figures on how much money was raised for alternative energy groups for at least another month ... E/A will release the soundtrack album from the MUSE concerts, and the film will be produced by **Danny Goldberg** and **Julian Scholssberg**. **Barbara Kopple** (who directed "Harlan Country, U.S.A.") will direct and **Haskell Wexler** will be the principal photographer.

**NAMES IN THE NEWS** — Will be the **Beatles** be reunited for a United Nations benefit concert? At this moment, the answer is simply that nobody knows. There have been no firm commitments from anybody about anything ... **Steve Martin** will host the season premiere of "Saturday Night Live" on October 13, and **Blondie** will be the musical guest ... **The Bee Gees** special on NBC-TV has been penciled in for 8 p.m. November 15 ... **Leif Garrett** is now a regular on the CHIPS TV show ... **Missouri** has been dropped by Polydor ... **Chic**, who have just had their second platinum single in a row with "Good Times," is off on a European tour, after putting the finishing touches on the new **Sister Sledge** album. By Chic, we mean, of course, **Nile Edwards** and **Bernard Rodgers** ... **The Jacksons** begin their 50-date tour October 2 at the Municipal Auditorium in New Orleans ... **Lonnie Liston Smith** and **Herbie Mann** will do a Carnegie Hall date together October 26 ... **Jeff "Skunk" Baxter** produced the soon-to-be released **Livingston Taylor** album ... **Dan Fogelberg** is finishing his new album at Northstar Studios in Boulder, Colorado ... **The Spinners'** new album, "Body Language," should be out very soon, and they'll be on tour to support it ... **Rounder Records** will distribute the long, long-awaited album by ex **Fleetwood Mac** original **Peter Green**, "In The Skies" ... **Scott Jackson** has joined Radio Records as national promotion consultant.

**NEW GROUPS** — **The Brains**, a very talented rock band from Atlanta, Georgia, have a single out called "Money Isn't Everything" on Gray Matter Records (P.O. box 10141 Atlanta 30319), and this one is worth picking up on (radio) before the majors sign them ... **Marshall Chess** resurfaces as the manager of **Aida Reserve**, a four-man New York rock group who will have an album out on Sire in October ... The pride of Sloppy Joe's in Key West, Florida, **Pacific Orchestra**, came to New York for a showcase gig at Trax and ended up jamming with **James** and **Kate Taylor** and **Steve Stills**. Now for that record deal ...

**AT THE COPA** — The Copacabana celebrates the third anniversary of its reopening this month, and owner **John Juliano** has announced plans for the renowned New York nightclub to move full-scale into a performing showcase. Encouraged by the success of appearances by **Graham Parker** and **Robin Williams**. Juliano has hired **David Siegel** as vice president of entertainment, and is now pitching record companies on the virtues of the Copa as a showcase venue. As Juliano admits, the club's name and reputation is both an asset for those who associate the Copa with plush, sophisticated New York nightlife (and rightly so), and a drawback, for those who see it as a nostalgia trip. But he's planning a media campaign and bookings of disco, cabaret and new wave rock artists to present a new image to the public. In fact, new wavers **Blowgun** come in to the Copa on October 13. Wonder what **Rudy Valle**, who built the club in 1929 as the Villa Vallee, would say about that booking?



**DEEP IN THE HART** — Making a special guest appearance in support of her self-titled album at WJLB/Detroit's Summer Festival in the Hart Plaza, A&M recording artist **Brenda Russell** paused afterwards to sign autographs for her many fans.

**NEW YORK NOTES** — Legendary disc jockey **Roscoe** has joined WKTU-FM for a weekend gig ... **Dandy Dan Daniel**, one of the original WMCA "Good Guys," has begun hosting the midday show on WYNY-FM.

charles paikert



**BULLENS INKS WITH CASABLANCA** — Cindy Bullens has signed a recording deal with Casablanca Record and Filmworks, Bullens toured with Elton John and Bob Dylan before launching her solo career. Her debut LP on Casablanca, "Steal the Night," is set for a mid-October release. Pictured above seated are (l-r): Bruce Bird, executive vice president, Casablanca and Cindy Bullens. Shown standing are (l-r): J.J.C. Andrews, Bullen's manager and Casablanca president Neil Bogart.

# JAZZ

# ON JAZZ

## TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1</b> <b>STREET LIFE</b> CRUSADERS (MCA 3094)	1 19	<b>22</b> <b>BEST OF FRIENDS</b> LENNY WHITE (Elektra 6E-223)	25 4
<b>2</b> <b>LUCKY SEVEN</b> BOB JAMES (Tappan Zee/Columbia JC 36056)	2 9	<b>23</b> <b>BETCHA</b> STANLEY TURRENTINE (Elektra 6E-217)	23 10
<b>3</b> <b>MORNING DANCE</b> SPYRO GYRA (Infinity INF 9004)	3 27	<b>24</b> <b>DUET</b> GARY BURTON/CHICK COREA (ECM-1-1140)	26 6
<b>4</b> <b>I WANNA PLAY FOR YOU</b> STANLEY CLARKE (Nemperor/CBS KZ2 35680)	4 12	<b>25</b> <b>ARROWS</b> STEVE KHAN (Columbia JC 36129)	20 8
<b>5</b> <b>HEARTSTRING</b> EARL KLUGH (United Artists UA-LA942-H)	5 23	<b>26</b> <b>DELIGHT</b> RONNIE FOSTER (Columbia JC 36019)	24 11
<b>6</b> <b>8:30</b> WEATHER REPORT (ARC/Columbia PC2 36030)	16 2	<b>27</b> <b>FEVER</b> ROY AYERS (Polydor PD-1-6204)	27 20
<b>7</b> <b>AN EVENING OF MAGIC</b> CHUCK MANGIONE (A&M SP 6701)	7 14	<b>28</b> <b>TALE OF THE WHALE</b> MATRIX (Warner Bros. BSK 3360)	31 3
<b>8</b> <b>WATER SIGN</b> THE JEFF LORBER FUSION (Arista AB 4234)	8 6	<b>29</b> <b>PART OF YOU</b> ERIC GALE (Columbia JC 35715)	28 14
<b>9</b> <b>FEEL IT</b> NOEL POINTER (United Artists UA-LA973-H)	11 6	<b>30</b> <b>FEEL THE NIGHT</b> LEE RITENOUR (Elektra 6E-192)	29 19
<b>10</b> <b>MINGUS</b> JONI MITCHELL (Elektra 5E-505)	6 12	<b>31</b> <b>TOGETHER</b> McCOY TYNER (Milestone M-9087)	30 21
<b>11</b> <b>BROWNE SUGAR</b> TOM BROWNE (Arista GRP 5003)	12 14	<b>32</b> <b>COUNTERPOINT</b> RALPH MACDONALD (Martin/TK 2229)	32 15
<b>12</b> <b>EUPHORIA</b> GATO BARBIERI (A&M SP 4774)	10 11	<b>33</b> <b>THE LOVE CONNECTION</b> FREDDIE HUBBARD (Columbia JC 36015)	33 12
<b>13</b> <b>HOT</b> MAYNARD FERGUSON (Columbia JC 36124)	9 8	<b>34</b> <b>RUNNIN' TO YOUR LOVE</b> EDDIE HENDERSON (Capitol ST 11984)	34 4
<b>14</b> <b>A SONG FOR THE CHILDREN</b> LONNIE LISTON SMITH (Columbia JC 36141)	21 5	<b>35</b> <b>DELPHI I</b> CHICK COREA (Polydor PD-1-6208)	35 12
<b>15</b> <b>THE GOOD LIFE</b> BOBBI HUMPHREY (Epic JE 35607)	14 8	<b>36</b> <b>KEYED IN</b> JOANNE BRACKEEN (Tappan Zee/Columbia JC 36705)	38 3
<b>16</b> <b>PARADISE</b> GROVER WASHINGTON JR. (Elektra 6E-182)	13 24	<b>37</b> <b>DREAMER</b> CALDERA (Capitol ST-11952)	36 13
<b>17</b> <b>HIGH GEAR</b> NEIL LARSEN (Horizon/A&M SP-738)	15 7	<b>38</b> <b>THE CAT AND THE HAT</b> BEN SIDRAN (A&M SP 741)	39 2
<b>18</b> <b>NEW CHAUTAUQUA</b> PAT METHENY (ECM-1-1131)	17 22	<b>39</b> <b>NIGHT FIRE</b> BOBBY LYLE (Capitol ST-11956)	— 1
<b>19</b> <b>KNIGHTS OF FANTASY</b> DEODATO (Warner Bros. BSK 3321)	18 10	<b>40</b> <b>EYES OF THE HEART</b> KEITH JARRETT (ECM-T-1150)	40 14
<b>20</b> <b>LIVIN' INSIDE YOUR LOVE</b> GEORGE BENSON (Warner Bros. 2BSK 3277)	19 30		
<b>21</b> <b>ROOTS IN THE SKY</b> OREGON (Elektra 6E-224)	22 4		

**BACK IN THE APPLE** — If you keep on moving, not only are you a more difficult target to hit, but you'd be surprised what you pick up. While gathering new release info at RCA, we stumbled into producer-impresario **Norman Granz** making one of his infrequent visits to the Apple. "I can't wait to get out of here," he was heard to good-naturedly grumble to trombonist **Britt Woodman**. "What made you come back?" Woodman, former sideman with one of Duke Ellington's better aggregations in the mid-50s, shrugged. "More excitement, I guess. Besides, my wife couldn't stay away."

The occasion of Granz's visit was a **Sarah Vaughn-Ellington** session arranged and conducted by **Billy Byers**. The big band was resplendent with an all-star cast, including Woodman, **Jerry Dodgion**, **Jon Faddis**, **Waymon Reed**, **Frank Foster** and drummer **Grady Tate**, who seemed to be in charge of the takes of "It Don't Mean A Thing If It Ain't Got That Thing." Listening to the playbacks were pianist **Ray Bryant** and bassist **Sam Jones**. Do we have to suggest that Sassy was in anything but the finest of relaxed form?

Speaking of Dodgion, he was among a host of celebs present at the announcement of a new record label called Pizza. It seems that the owner of a chain of London restaurants called Pizza Express is also a jazz fan, and he proves it every week of the year by putting jazz into one of his cellars. It started out small, but the "swells came 'round" and they are doing well, thank you.

Pizza proprietor **Peter Boizot** invited the press and some friends to join him at Michaels Pub to preview the label's debut record. The first volume of "Braff Plays Bing," the LP is called "Swinging On A Star." The **Braff** is cornetist **Ruby** and the **Bing** is **Crosby**. The album recalls **Bobby Hackett** and **Jackie Gleason**, only it swings more, with Braff up front.

**MUST STOCK** — ECM for October includes "American Garage," by the **Pat Metheny** Group; "Old and New Dreams," made up of alumni of **Ornette Coleman** groups; **Dewey Redman**, **Don Cherry**, **Charlie Haden** and **Ed Blackwell**; "Sound Suggestions" from **George Adams** with an all-star backup; and "Old Friends New Friends" by **Ralph Towner**. . . Galaxy is rush-shipping a recording of an **Art Pepper** Japanese MacMillen's publication of the saxophonist's book. Both are entitled "Straight Life." Galleys reached us some time ago, and, while incomplete, it says a lot about a rough existence, Pepper's own.

**THE HOTS** — **Maynard Ferguson's** Ojai Valley, California home was close to the path of southern California fires, but he managed to turn on some heat of his own at the Ojai Arts Center with cuts from his new Columbia LP, "Hot" . . . Going where summer is just beginning, **Joao Gilberto** returned to native Brazil—Rio de Janeiro, to be exact — to play for a children's benefit. That was his first performance at home (he was born in Bala) in two decades. There's a new album in the works by Joao, being produced by **Bob Hurwitz**, for ECM . . . Meanwhile, fellow Brazilian **Antonio Carlos Jobim** may have some surprises when he comes out of the studio. Look for a two-record set of new and old tunes all freshly recorded with special guests and arranged by **Claus Ogerman** . . . **Flora Purim** adds new zest to her already sparkling act. She has acquired the backup support of **Matrix**, a hot nine-piece outfit with a feeling for all sorts of music . . . **Les Davis** has returned to WRVR-FM. Good mornings ahead, as Les is back in wake-up time . . .

**PONTY SETS TOUR** — **Jean-Luc Ponty**, who recently released his seventh album for Atlantic, entitled "A Taste Of Passion," begins a major American headline tour Oct. 2 in Omaha, Neb. The tour moves through the midwest, concluding with concert dates in New York City, Boston and Philadelphia in November. Ponty recently wrapped up a major Canadian tour with A&M recording artists Supertramp. "The Jean-Luc Ponty: Live" album, released last April, was taped during the jazz violinist's tour of Canada and the U.S. last year.

arnold jay smith

## JAZZ ALBUM PICKS

**SCRATCH MY BACK** — David Fathead Newman — Prestige P-10108 — Producer: Orrin Keepnews — List: 7.98

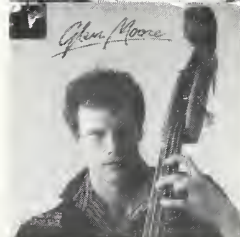
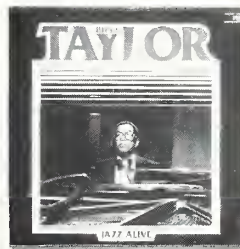
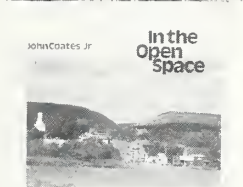
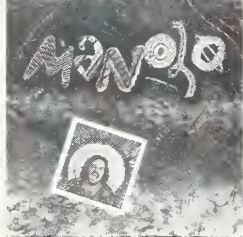
Newman has moved enthusiastically into disco on this new release. The veteran woodwind pro has come up with a bouncy album, with plenty of singing and a pounding disco beat. If that is your preference, most of the album is appropriate. However, on two cuts, "After The Ball" and "The Buggs," Newman wails on his sax. Take your pick.

**MANOLO** — A&M SP4783 — Producer: Herb Alpert & Manolo Badrene — List: 7.98

This new effort from former Weather Report percussionist Manolo shows a lot of potential. Manolo has assembled quite a cast of outstanding sidemen, and the band really hits a groove on the Return To Forever-flavored "Canales," the bouncy "Fly Away" and the smooth ballad, "Clube Da Esquina." Otherwise, though, the percussive sound sometimes becomes too overwhelming.

**IN THE OPEN SPACE** — John Coates, Jr. — Omnisound (N-1022) — Producer: Yoshio Inomata — Price: 12.98

A pleasant experience is in store for anyone listening to this excellent acoustic piano solo album from Coates. A long-time jazz veteran, Coates has purposely maintained a low profile over the years, but this effort could spread his name to many new circles. With sides of shinning piano work — sometimes powerful, sometimes subtle, always on time — this is a top new LP.



**JAZZ ALIVE** — Billy Taylor — Monmouth Evergreen MES 7089 — Producers: Bill Borden & Billy Taylor — List 7.98

Half of this is a trio arrangement of Taylor's "Suite for Jazz Piano and Orchestra." Fortunately, the beautiful melodies of the original remain intact, and the strings are not even missed. The "B" side contains "Echoes of Ellington," a synthesis a la Taylor of some of the Duke's best efforts.

**JASMINE** — Jasmine — West 54 WLW 8007 — Producer: Allan Bellink — List: 7.98

Jasmine is a comparatively new group. Saxophonist Roger Rosenberg has been with Buddy Rich, Thad Jones, Mel Lewis, Chet Baker, Lee Konitz and Mongo Santamaria. He writes some of Jasmine's material as does keyboardist Bill O'Connell, who has played with the likes of Ray Barretto, Ted Curson and Lionel Hampton. Tunes include the calypso-flavored "Batik," Latin flavored funk on "Over and Out," good ensemble writing on "Cycles," and a hauntingly different vocal by Carmen Lundy on "Angelica."

**INTRODUCING** — Glen Moore — Elektra GE 197 — Producer: Glen Moore — List: 7.98

Introducing, indeed! Ever hear of a group called Oregon? Moore is the bass player, and he needs no introduction. His first solo effort here is yards ahead of others who make albums with ten times his experience. The selections vary from a bouncy "Hawaii Shuffle" to the more introspective "Cream of Bartok Soup." Jan Hammer adds a few rock-cum-fusion drum licks, but the album is very much Moore's as he doubles and triples on piano, viola and violin.

# NARM Scores Labels For Reducing Market Support

by Leo Sacks

NEW YORK — Addressing what it calls "record manufacturers' unwillingness to understand the dynamics of the marketplace," the NARM board of directors issued a resolution that takes issue with label policies in the areas of dating, discounts, merchandising and advertising support.

The statement contends that certain record manufacturers have chosen to ignore the "short-term" reaction to 1978's sales figures and have cut costs at the marketing level to the detriment of "adequate, reliable and consistent marketing support."

Commenting on the resolution, Barrie Bergman, president of NARM and the Durham, N.C.-based Record Bar chain, said that the organization wants to open up lines of communication with the manufacturers in an attempt to ease "the pervading negative atmosphere that exists within the industry today."

He told **Cash Box** that the most important contribution record companies could make to ensure a profitable holiday season was to "bite the advertising bullet. If the labels have a problem, then it's our problem too, and to impede the flow of co-op monies at this time would be totally self-defeating."

Few label marketing executives were available for comment on the NARM resolution but those who spoke to **Cash Box** indicated that retailers had every reason to expect commitments from the labels in support of fourth quarter releases.

## Sales Comparable to 1977

Stating that record sales thus far in 1979 are at a comparable level to those achieved in 1977 (the resolution discounts 1978 as "the year of 'Saturday Night Fever' and 'Grease'"), the NARM board of directors urged the manufacturers to provide more

selective dating and discounts and allow for greater "flexibility in the exposure and promotion of a broad scope of product."

Cutbacks in these areas, read the statement, have already eroded such traditional profit centers as catalog merchandise. Increased catalog sales would have helped counteract the decline in sales of new releases, the statement indicated.

"We're not trying to be reactionary," said Bergman, "but methods like advertising, returns percentages, and dating were developed years ago because they made sense. We're asking the labels not to panic and introduce certain policies that may have irreversible impact." He urged the manufacturers to conduct a dialogue with respected merchandisers so that the industry is in a better position to cope with its problems.

## 'Arrogance And Disdain'

John Cohen, president of Disc Records and a member of the NARM board of directors, said that the climate of the record industry has bred "an arrogance and disdain" on the part of the labels in their relationship to the merchandisers "from the top on down to the troops in the field."

"There are exceptions, of course," he continued, "but for the most part the business is totally unilateral. We're not privy to the manufacturers' problems, and they don't ask us for our input when we're the ones with a gigantic investment in their product. It's greater than they can appreciate, because their inventory is static."

Cohen added that, while he expects advertising support to increase in the fourth quarter he would probably rule out advertisements on the radio and in the consumer press. "Radio doesn't play the hits, and the newspapers only lure those people interested in discounted product. People have to be stimulated in other ways. We'll

(continued on page 18)

# Infinity Pope LP Ships Platinum

by Charles Paikert

NEW YORK — Infinity Records has shipped one million copies of the album "Pope John Paul II Sings at the Festival Sacrosong" to retail accounts across the country. The albums are expected to be in store by the time the Pope arrives in the United States on Oct. 1.

The album, which lists at \$8.98, is being sold to all levels of distribution, through MCA Distributing, at \$6. for the album and \$6.75 for the cassette and 8-track. The cassette configurations, however, will not

(continued on page 55)

## POPE JOHN PAUL II SINGS AT THE FESTIVAL OF SACROSONG



**INFINITY RELEASES PONTIFF LP** — Pope John Paul II, who is soon to visit the U.S., can now be heard on Infinity Records' "Pope John Paul II Sings At The Festival Of Sacrosong." The Pontiff will visit the cities of New York, Philadelphia, Boston, Washington, D.C. and Des Moines on his first visit to the America.

# Ariola To Release Five New Singles

LOS ANGELES — Ariola Records will release five singles during the October season, including label debuts for Ann-Margaret and Sabu on Ocean Records. The releases include Ann-Margaret's "Love Rush," Sabu's "Loose Lucy," Mirielle Mathieu's "A Man And A Woman," Deborah Washington's "Rock It," and Amii Stewart's "Jealousy," from her upcoming LP, "Paradise Bird."

# ATV Wooded Lake Expands Operations

NEW YORK — ATV/Wooded Lake Publishing has expanded its publishing operations. The company, headed by Jeff Franklin, president of American Talent International, has completed a domestic co-publishing deal with Lollipop Records and has acquired the publishing rights of the States, who record for Chrysalis.

# Infinity Music Pacts With Aucoin Companies

LOS ANGELES — Infinity Music Publishing Group has inked an exclusive world-wide co-publishing deal with Bill Aucoin's Rock Steady Music (ASCAP) and BoMass Music Corp. (BMI). The agreement covers all past, present and future songs by New England, Toby Beau, Starz, Piper and any songs penned by new Aucoin acts.

# Chic 45 Is Platinum

NEW YORK — "Good Times," the single by Atlantic recording group Chic, has been certified platinum.

**A PLEA FOR THE 'BOAT PEOPLE'** — Although the Beatles may not be getting back together for a "boat people" benefit concert, a group called "Operation California" is trying to enlist the help of West Coast musicians for the worthy cause. The two principals of "Operation California," **Richard Walden** and **Llewelyn Werner**, have already airlifted more than seven tons of donated food and medicine to Vietnamese refugees in Malaysia. Now, **Michael Katakis**, assistant to Walden and Werner, national public radio correspondent and a noted musician in his own right, is trying to garner support from the California musical community. Any musicians who are interested in helping Katakis coordinate a musical benefit or wish to donate their much needed services can contact him at (213) 275-4525 or 476-8645. "Operation California" plans to make more airlifts in late October, Thanksgiving and again at Christmas.

**BLACKFOOT BLUES** — Somewhere between the end of **Blackfoot's** Sept. 19 gig at the Long Beach Arena and the next morning, the Florida-based rock group had its 22 ft. Ryder truck stolen. A rented truck isn't usually such a great loss, but every piece of equipment that the band owned (amps, guitars, drums etc.) was in this one. As the band began a vain attempt to retrieve the stolen merchandise, it found that its silver touring bus wouldn't budge. The vehicle's tires had been slashed. Anyone who knows the whereabouts of several bright yellow equipment cases that are imprinted with the word Blackfoot should contact Atlantic Records as a \$50,000 reward is in the offing.

**ALBUM COVER ART** — An item that is sure to grace any music lovers coffee table is "The Illustrated History Of Rock Album Art." The beautifully packaged book, published by Mayflower/Octopus, was put together by **Angie Errigo** and **Steve Leaning**. The illustrated compilation captures 20 years of rock 'n' roll album cover art. Album jackets as rudimentary as "Meet The Beatles" and as sensually sophisticated as **Roxy Music's** "Country Life" are beautifully reproduced in the book's 158 pages. Extensive captions



**MISS M. AND THE GUV** — California governor Jerry Brown (r) popped backstage at the Greek Theatre in L.A. to visit with Bette Midler during her recent engagement at the outdoor venue.

accompany the photographs, and a lucid text detailing the history of album art is included in the paperback. The book retails for \$9.95, and should be in the stores shortly.

**PASSPORT PLEASE** — Two artists on the Jem-owned Passport label were recently in town on their prospective progressive music missions. **Phil Collins**, drummer and vocalist for **Genesis**, has recently joined Passport jazz/rocker's **Brand X**. He appears on the band's latest LP, "Product," and is performing on this fine musical unit's whirlwind U.S. tour. When questioned after a frenzied Roxy set about his reasons for gigging with the group in America, the diminutive drummer said, "Basically it's because I have time now. It's always been an ambition of mine to

come to the U.S. with the group." After the tour, Collins will wing his way back to England to record a new Genesis LP, as well as rap up his own solo project. Collins added that he would be playing percussion and drums on **Peter Gabriel's** third solo LP. It just goes to prove the old adage that old Genesists never die, they just gig on each other's albums . . . Passport's techno-whiz, **Larry Fast**, is already hard at work programming and playing the synthesizers on Peter Gabriel's upcoming solo LP. Before he jetted off to Gabriel's recording studio in Bath, England, Fast was in town promoting his new "Games" LP. For those of you who don't know, Fast records under the alias of **Synergy**. Fast recorded parts of his latest all synthesizer LP on a multi-million dollar computer in the research and development department at Bell Labs in Murray Hill, New Jersey. "As flexible as conventional synthesizer is," said Fast, "it is very limited compared to what a digital computer synthesis system is able to do." An electronic wizard, Fast was dissecting tape recorders to see what made them work at age 15. "I slept with an extension chord instead of a Teddy Bear when I was a child," joked Fast. At age 20 he developed the synthesizer modules used by **Rick Wakeman** of **Yes** and at 25, he helped Moog Industries develop the polyphonic synthesizer. Fast has now recorded four one-man, multi-track, synthesizer-oriented albums. "Games" is his most fully realized work to date. Fast's synthesizer treatments can be heard on recent releases by **Boz Scaggs**, **Ian Lloyd**, **Hall and Oates** and **Barbra Streisand** and he has been a pillar of electronic music society since his teens.

**SOIRES AND SHINDIGS** — While they are not quite Swedish Meatballs, Big Macs seemed to be the order of the day at a post Anaheim Convention Center concert fete in honor of **ABBA**. The group (which exceeds the Volvo as the highest earning business entity in all of Sweden) has a penchant for junk food, and so plates of McDonalds finest were brought in for the affair after ABBA's first L.A. area concert appearance. **Bjorn**, **Frida**, **Benny** and **Anna's** party also had a carnival motif replete with game booths and shooting galleries . . . **Linda Ronstadt** and **Emmylou Harris** joined **Dolly Parton** onstage for the last show of her four day stint at the Universal Amphitheatre (Whatever happened to that threesome's album?). **Donna Summer**, **Neil Diamond**, **Mac Davis** and **The Village People** were just a few of the stars who caught Dolly in the act during her L.A. stay . . . A few days prior to the Dolly shows, another chest performer, **Bette Midler**, wowed Greek Theatre audiences for eight days. **Rita Coolidge**, **Robin Williams** and **Gov. Brown** oggled "The Divine Miss M" during her stand . . . After **Todd Rundgren's** sell out opening night at the Greek Theatre, in which Rundgren and **Utopia** previewed their upcoming "Adventures In Utopia" LP, the backstage entourage included "Southside Johnny" **Lyons** and **Spencer Davis**, who guested on the Runt's "Back To The Bars" LP.

**ON THE CLUB SCENE** — **Neo Paris And The Futures**, San Bernadino-based band which made its L.A. club debut at the Hong Kong Cafe Sept. 29, was given a rude Los Angelino welcome by the local men in blue. The new wave group's manager, **Nick Thompson**, was arrested and fined \$250 for wallpapering the Chinatown lampposts with the group's poster. In the incident's wake, a benefit concert to help fight the anti-poster law has been scheduled for Oct. 17 at Baces Hall (1528 N. Vermont). The show will feature **The Intelligence**, **Bates Motel** and **The Clones** . . . A new rock disco, X's, has opened next to Old Waldorf in San Francisco. The club is run by Old Waldorf owner **Jeff Pollock**, and is going full throttle seven nights a week now. **Beverly Wilshire** and **Richard Gossett**, former **KSAN/San Francisco** DJs, are the club's top spinners.

**FREE CONCERTS** — The ongoing Nemporor Free Concert series at L.A.'s John Anson

(continued on page 56)



**THE LONG RUN — Eagles — Asylum 5E-508 — Producer: Bill Szymczyk — List: 8.98**

These rock 'n' roll kings exude the very essence of the California lifestyle, and this time around, the band lyrically satirizes the disco crowd, teenage wasteland, urban life and Hollywood itself. Predictably, the harmonies are still perfection and the country rock influence is still in evidence. However, via Joe Walsh's thunder-gun guitar riffs and Henley and Frey's pop adventurousness, the Eagles have come up with yet another scathingly brilliant rock album. "Those Shoes," "Disco Strangler" and "Teenage Jail" are especially deserving of air-play.

**EAT TO THE BEAT — BLONDIE — Chrysalis Records CHE-1225 — Producer: Mike Chapman — List: 8.98 — Bar Coded — Bar Coded**

This vibrant New York, new wave band is the most commercial and listenable of the brash and rebellious breed. Ms. Harry handles the vocal roles of innocent, fifties, girl-group singer and punk sex-goddess with equal aplomb. Blondie, as a whole, has developed into a superb, economical musical unit, and Clem Burke's kinetic drumming is of special note on this LP. The Shirellesish "Dreaming," the reggae-oriented "Die Young, Stay Pretty" and the title tune, a frenzied punk-up, are the key cuts on this LP.

**I HAVE A RIGHT — Gloria Gaynor — Polydor PD-1-6231 — Producer: Nino Fekaris — List: 8.98**

Gloria Gaynor turns out a great follow up to "I Will Survive" with the title cut from her latest LP. The masterful duo of Perren and Fekaris concoct another consistently pleasing dancin' affair with this waxing, and Gaynor's emotion charged vocals are perfectly suited to the writing/producing team's compositions. Perren's rhythm arrangements are absolutely irresistible. "Midnight Rocker" and a remake of Berustein and Sondheim's "Tonight" are the thrillers on this LP.

**HERE — Leo Sayer — Warner Bros. BSK 3374 — Producer: Dave Courtney — List: 7.98 — Bar Coded**

Sayer's powerful vocals have never sounded better than on "Here." His aggressive vocal attack is harnessed inside several Steve Cropper powered R&B songs on this LP, but he runs through a mixed bag of styles as well. The diminutive Englishman turns each song on the album into individual mini-dramas, and the result is his strongest waxing to date. His most arresting performances are turned in on ballads like "Who Will The Next Fool Be." Programmers from a variety of formats should pick up on this record.

**IN THE BEGINNING — Natures Divine — Infinity INF 9013 — Producer: Michael Stokes — List: 7.98**

The debut LP by this ten piece Detroit configuration begins with one of those "Here's What We're All About" tunes, and by the time the song is finished this soul/rock group has the listener totally infatuated. Stokes arrangements are translated by this funky R&B group beautifully, and Duane Mitchell and Lynn Smith are both dynamic lead vocalists. There is a party feel throughout the whole LP, and Nature's Divine should be proud of a confident and fully realized first effort.

**OASIS — Jimmy Messina — Columbia JC 36140 — Producer: Jimmy Messina — List: 7.98 — Bar Coded**

It's been over two years since we've heard from the musical half of the famed L&M musical duo, and Messina's first aptly title solo album, finds him in a mellow latin/jazz mood. The material here, mostly soft rock compositions, is about love lost and found. This is perfect lazy summer afternoon music and the top tracks are "Love Is Here," "(Is This) Lovin' You Lady" and the uptempo "New and Different Way."

**FLOW — Snail — Cream CRE 1012 — Producer: Alan Blazek — List: 7.98**

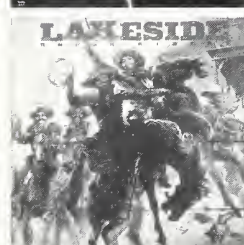
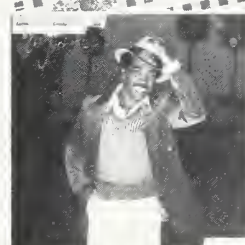
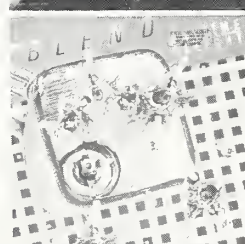
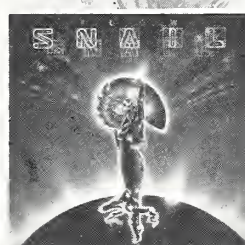
This Foursome from Santa Cruz is heavily influenced by other North California bands like Creedence and The Doobies, but Snail's second LP shows the band to be totally in command of its own musical style. It is Bob O'Neill and Ken Kraft's hook-laden compositions and stellar dual axe work that powers the group. The bouncy "Tonight" and the chugging "I've Got A Lady" are the key cuts here.

**ANYTIME DELIGHT — The Blend — MCA-3176 — Producer: Ed Marshal — List: 7.98**

There is very little filler on this finely crafted second LP on MCA. The group has a flair for good hooks, and lead singer "J.D." Drown possesses a pleasant rock voice. The ten song package is paced by a nice ballad, "She Can Take Me," a thundering rocker, "Feel Like I'm Crazy," and a building epic, "The Prize." AOR should give a listen to this competent fivesome.

**GONNA GETCHA' LOVE — Charles Jackson — Capitol ST-12002 — Producer: Gavin Christopher — List: 7.98 — Bar Coded**

Jackson co-produced many of Natalie Cole's hits, and this time he decides to do a little crooning of his own. Jackson possesses a fine R&B voice, and he interprets Gavin Christopher's songs with great skill. Christopher's slick production and the background vocals of the Waters family help make Jackson's first waxing an affair to remember. However, the highlight of the album is a duet with Sylvia Fox on "I Love You Only."



**CORNERSTONE — Styx — A&M SP-3711 — Producer: Styx — List: 7.98 Bar Coded**

Ever since the landmark "Grand Illusion" LP this midwestern quintet has been producing musical and technological wonderments. While the band leans more toward its hard rock side on "Cornerstone," the production values are higher than ever. The majestic fanfares and semi-marches are still present as well as the letter perfect harmonies, classy synthesizer riffs and melodic heavy metal sound. "Lights," "Borrowed Time," "Love In The Midnight" and "Boat On The River" should all gain Pop and AOR attention.

**KEEP THE FIRE — Kenny Loggins — Columbia JC 36172 — Producer: Tom Dowd — List: 7.98 — Bar Coded**

Kenny Loggins is one of the most successful and unique vocal stylists in popular music. This time out Loggins lets loose with a passle full of up tempo, full blown, pop arrangements. He dishes out tasty slices of rock, blue eyed soul, junkanoo and traditional pop. "Who's Right, Who's Wrong," and "Mr. Night are hot tracks, but the classic on this LP is a Loggins/Michael McDonald hot white, R&B tune entitled, "This Is It." For a variety of lists.

**MARATHON — Santana — Columbia FC 36154 — Producers: Olsen, Santana and Devore — List: 8.98 — Bar Coded**

Anyone who still thinks Santana is a musical relic from the Woodstock days, should give a listen to "Marathon." The band is at peak form on this LP, and the Devadip's licks and chops are sheer poetry, especially during the instrumentals. Carlos Santana has always played guitar from the heart, and he proves once again, that he is as versatile a guitarist as a Jeff Beck or a "Skunk" Baxter. The bands harmonies are superb, and although jazz and Latin music is prevalent throughout the album, the rock is the thing here. Pop and AOR programmers will enjoy "Lightning In The Sky" and "All I Ever Wanted."

**BOOGIE MOTEL — Foghat — Bearsville BHS 6990 — Producer: Foghat & Tony Outeda — List: 7.98**

Only Foghat would have the gall to release an album entitled "Boogie Motel" in this day and age, but what's much more remarkable is that the title totally belies the fact that this, their seventh release, is about as far from "I Just Wanna Make Love To You" as the band could care to get on a majority of the LP's tracks. Make no mistake, Foghat can still rock out better than most mainstream mid-west poseurs.

**ROYAL RAPPIN'S — Millie Jackson & Isaac Hayes — Polydor PD-1-6229 — Producers: Millie Jackson and Brad Shapiro — List: 7.98**

Hayes' low guttral voice compliments Jackson's sultry vocalizations, and the meeting proves to be one of the finest duet LP's in sometime. There is lots of love-rap repartee as well as sensual harmonizing on this smooth 'n' funky collection. The duo treats two modern day standards, "Do You Wanna Make Love" and "Feels Like The First Time" with a soulful attitude and it is truly a winning stance. The Muscle Shoals Rhythm Section and Horns provide the two with a Southern funk sound.

**GO! — The Pop — Arista AB 4243 — Producer: Earle Mankey — List: 7.98**

L.A.'s Pop, like their peers the Shoes, first caught the eye/ear of a noteworthy portion of local "new music" devotees via the release of a home-grown LP some two years ago. Their nationally distributed second/first chance on Arista finds this quartet of power pop-rockers in superb form under the auspices of local production-wiz Earle Mankey. "Go!" virtually leaps off of the turntable with its track for track exuberance and every individual cut emerges with an undeniable vitality.

**THE STATES — Chrysalis CHR 1229 — Producer: Christopher Bond — List: 7.98**

The States are apparently Chrysalis' entry into the new music sweepstakes of the eighties and a more auspicious new comer has yet to arrive this year. With a precise, yet honest approach to the classic guitar-based harmony-fueled group persona, The States add an element of traditional, charging, metal-flaked coliseum-rock bombast to the proceedings giving the band a veneer of polish over the eye-popping harder edges.

**THE FARAGHERS — Polydor PD-1-6232 — Producer: Vini Poncia — List: 7.98**

Originally a duo, the Faraghers have since decided to bring the whole family into the act, and the sextet's debut comes off nicely. The LP is a snappy collection of chunk-chunka rockers and clean power pop songs. Two rockers "Hard To Leave" and "Say When" and the skipping "Don't Stop The Parade," with sister Pammy on vocals, are the crowd pleasers here. Pop and AOR programmers might take interest in this one.

**ROUGHRIDERS — Lakeside — Solar BXL1 — 3490 — Producer: Griffey Sylvers and Lakeside — List: 7.98**

Guitar plays more of a role in this band's sound than most R&B/funk bands. However, the group's silky harmonies are what make this LP so appealing. The good timey dancin' sound is powered by the hot guitar licks of Stephen Shockley and Otis Stokes keyboard filled compositions. Party tunes like "If You Like Our Music (Get On Up And Move)" and "From 9:00 Until" seem to be the bands forte.

# SOUND VIEWS

**AGORA CONCERT BROADCASTS GO NATIONAL** — "Onstage At The Agora," a videotaped program of in-concert performances shot live at the **Agora Ballrooms** in both Cleveland and Atlanta and produced by **Agora Broadcasting**, can now be seen in some 48 states across the country via Ted Turner's Super Station on channel 17, WTBS in Atlanta, over regional cable-TV systems. All shows are recorded on a 24-track, monitored by the Agora's professional sound crew and simulcast over WMMS-FM in Cleveland and WKLS-FM in Atlanta, two of the area's leading AOR outlets. "The program comes as close as possible to representing the actual concert experience," explained producer **Denny Martin**. "And the response has been fantastic." Martin noted that the show has come a long way from its first local broadcast, featuring **Southside Johnny and The Asbury Jukes**, over channel WJKW in Cleveland. "We've done nine shows just within the past year. In Cleveland, we shot **The Charlie Daniels Band, Eddie Money, Toto, Ian Hunter and The Boyzz**, while in Atlanta we've done **Wet Willie and Graham Parker**, which was the first show to be aired on the Super Station," said Martin. Past productions have also included **Todd Rundgren's** performance in Cleveland, audio tracks of which found their way onto the artists' live "Back To The Bars" collection. Martin noted that Agora Broadcasting is planning national syndication of the program in the not-too-distant future. "And of course video discs and cassettes are a further consideration," stated Martin.

**WARNER CABLE AND AMEX TEAM UP** — **Warner Communications** is currently awaiting approval on the sale of half of **Warner Cable** to **American Express** for \$175 million. If the deal should go through, and all indications are that it will, the pay-TV division, which reaches some 650,000 subscribers through 140 cable systems, will be receiving a credit line of approximately \$250 million. The joint venture will be known as **Warner Amex Cable Communications**.

**VIDEO FLASHBACK** — **Trans America Video** recently provided mobile production equipment for Encore Concerts' rock musical documentary, "**Celebration: 10 Years Later**." Myrl Schreiberman produced and directed the film, which commemorates the tenth anniversary of Woodstock and features performances by **Eric Andersen, Canned Heat, Country Joe and The Fish, Richie Havens, Taj Mahal, Kenny Rankin** and others. Samurai Films Ltd. is planning a major theatrical release for the motion picture.

**PAY CABLE-TV THREAT?** — According to **A.C. Nielsen's** first national pay-TV report, the cable systems' presentations of recent feature motion pictures are frequently outranking prime time programming on at least one and often all three networks in cable-equipped homes. Also representing a serious challenge to network supremacy are the satellite-beamed super stations, which have often outrated local over-the-air independents during prime time. Nielsen's research covered approximately five million pay-TV homes.

**PARAMOUNT ENTERS VIDEO RETAIL MARKET** — **Paramount Pictures** becomes involved in the direct distribution of video-cassette software to the consumer as of October, in addition to its previous arrangement with **Fotomat**. Paramount's latest venture into the home video market, expected to extend to the international level, will be test marketed in Phoenix and Denver and its marketing thrust will be on retail sales only as opposed to its deal with Fotomat, which is now heavily geared towards rentals. Paramount will continue film licensing to **MCA DiscoVision**. Titles are slated to include nontheatrical presentations.

**TIME VIDEO STUDY** — Retailers may want to take note of a recent study commissioned by Time Magazine which covered a sample group of 1,250 respondents, over 80% of whom were VCR owners. The study revealed that 71% of the group surveyed owned VHS-format machines, while some 28% owned Beta-format units. Nearly 59% of blank cassettes bought were of the same brand as the consumer's VCR. A great deal of interest in rentals was expressed, as 70% of the sample stated a desire to rent pre-recorded programs from 7-10 days for \$10-\$20. 61% indicated that they would purchase cassettes retailing between \$45 and \$60. Of the nearly half who bought pre-recorded videos, 53% most frequently purchased X-rated programs, 49% bought classic movies and 46% reported that they have bought other features and programs.

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## AUDIOPHILE LP REVIEWS

**STILL HARRY AFTER ALL THESE YEARS** — **Harry James & His Big Band** — **Sheffield Lab 11** — **Producers: Lincoln Mayorga & Doug Sax** — **Dist: Sheffield** — **List: 12.95**

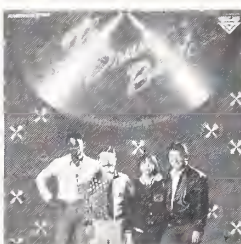
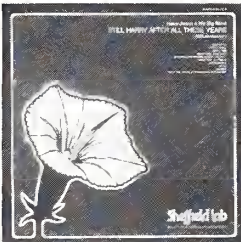
Unlike most audiophile labels that have recently jumped on the digital bandwagon, Sheffield Lab remains firmly committed to direct-to-disc. Here, veteran bandleader Harry James leads his 18-piece big band through a mildly eclectic repertoire of well-known compositions, ranging from Duke Ellington's classic "Satin Doll" to Kris Kristofferson's "Help Me Make It Through The Night." All instruments have been recorded faithfully with every musical nuance well-defined. Stereo imaging is clearly articulated through the use of a single Sheffield-designed stereo mike.

**THE 24TH STREET BAND** — **Denon PCM-YX-7547-ND** — **Producer: Yoshio Ozawa** — **Dist: Discwasher** — **List: 14.95**

Noted backing musician and session player Hiram Bullock, who has formerly been featured in the original Sly & The Family Stone and the David Sanborn Band, steps out here as composer and singer, in addition to lead guitarist, on this digitally recorded blend of jazz, rock and R&B-tinged pop. Typical of Denon PCM discs surface noise is almost nonexistent and dynamic range is very wide. Although all instruments are well articulated and clearly located in the sound field it is in the low registers where the PCM process really shines with lightning fast percussive transients and powerful room resonating electric bass.

**THE DRUM BATTLE** — **Toshiba LP-95025** — **Producer: Hideaki Takahashi** — **Dist: Audio-Technica** — **List: 15.95**

Audiophile discs traditionally have been used as 'tests' for high quality audio systems. The high energy jazz tunes here, Count Basie's "Jumping At The Woodside" and the Gene Krupa/Roy Eldridge percussive battle classic "Drum Boogie" performed by four dynamic drummers on this direct-to-disc LP provide a demanding musical challenge. It is no easy feat to multi-mix one drum kit and four kits greatly multiply difficulties. Focused stereo imaging, wide frequency response, low distortion and noise, and high musicality indicate everyone knew what they were doing.



**MEET THE BOTTLES** — **MCA recording group The Bottles** were greeted by record company personnel after a recent gig at the Starwood in Los Angeles. Pictured standing are (l-r) **Jon Sheinberg**, the band's manager and executive producer of their debut LP; **Russell Shaw**, MCA vice president of artist development; **Jeffery Levy**, The Bottles, Stan Layton, MCA vice president of marketing; **Peter Bayless**, The Bottles, and **Al Bergamo**, MCA Distributing Corp. president. Shown kneeling are (l-r): **Santo Russo**, MCA vice president of product development and **Larry White**, MCA national director of artist development.

## NARM Scores Labels For Reducing Market Support

(continued from page 16)

concentrate instead on in-store promotion because we're more interested in attracting people who enjoy now music and are drawn to developing artists."

Lou Fogelman, president of the Music Plus chain, stated that with major companies "still behind the 8-ball in returns, it's only natural for them to cut their advertising expenses. The trouble is that the consumer is active again, but the manufacturers don't know this because they're still trying to clean out the pipeline. As a result, they're not picking up on all the right information, and with Christmas right around the corner, I'm really starting to get worried. The labels are talking about the 1980s, but what about the rest of '79? Are we just going to write it off?"

### Expects Increased Support

Roy Imber, president of the Record World TSS chain, anticipated an increase in ad monies for the holiday season, but noted that "it won't even compare to last year's support." He said this was due in part to "an overreaction to a situation that is nowhere near as bad as the labels perceive it to be."

"It seems that the manufacturers have moved from one end of the spectrum to the other. First they were loose with discounts, dating, and returns, now they've swung the other way. But I know that one of the consequences of tighter ad dollars will be a decrease in the amount of merchandise on hand in the stores, certainly with newer artists. We're going to have to run our own business and evaluate our own sales expectations. So, too, will the manufacturers have to re-define their own sales expectations if they want us to meet their guidelines."

Responding to the NARM resolution, Harry Anger, senior vice president of marketing for Polydor Inc., conceded that many of the albums released by the company this year "ran their course" by the summer, so that "it was only natural" that ad dollars slackened during that period. But, looking ahead to the fall quarter, he said Polydor's advertising expenditures will be maximized in support of new albums by Peaches & Herb, Gloria Gaynor, the Atlanta Rhythm Section, and the recently-released "Quadrophenia" soundtrack.

"We spend our ad dollars primarily on a per-LP basis," he said, "and we were behind the product that really sold through

the summer months, such as Pat Travers and Bram Tchaikovsky." Retailers should allay their fears, he said, because by the end of the year, Polydor will have spent more on ad dollars than the company invested all last year.

Don Dempsey, senior vice president and general manager of Epic/Portrait/CBS Associated Labels, noted that label advertising "is in direct relation to net sales. Accounts have just as much responsibility in evaluating their exposure as manufacturers do. With the records that we've taken back, I don't know where we'd get the advertising money."

And Bob Edson, senior vice president and general manager for RSO Records, contended that "it's only logical to expect that if sales are down in a given year, you're going to have less money to spend for advertising. If we had continued to invest ad money this year as if sales were at the level they should be, we might have been faced with cutting back in other areas of our operation."

"I have tremendous sympathy for our accounts. They went through a rough summer, and we have a definite commitment to them to support the two-record 'Bee Gees Greatest Hits' package that we have coming in October. But economics dictate business decisions and when you have to pull your purse strings, I would hardly call that over-reacting. Everybody suffers when business is down, but for the merchandisers to say that the labels deserted them when business was down is nonsense. If anything, the frustration we both experienced this summer brought us closer together."



**TWO FROM XANADU** — **MCA recording artist Olivia Newton-John** will soon start on her first film since the hit movie "Grease" last year. Also starring **Gene Kelly** and **Michael Beck**, the new film, produced by **Lawrence Gordon**, will be called "Xanadu." Pictured are (l-r): **Newton-John** and **Gordon**.

# MERCHANDISING

## SINGLES BREAKOUTS

### Pickwick — Midwest

BAMA  
EAGLES  
ELTON JOHN  
KANSAS  
J.D. SOUTHER  
STYX  
CHRIS THOMPSON

### Odyssey — Santa Cruz

JIMMY BUFFETT  
CHARLIE DANIELS  
BOB DYLAN  
EAGLES  
FLEETWOOD MAC  
IAN GOMM  
KNACK  
J.D. SOUTHER  
SOUTHSIDE JOHNNY

### Discount — St. Louis

CHARLIE DANIELS  
EAGLES  
ANNE MURRAY  
RECORDS  
J.D. SOUTHER

### Richman Bros. — Philadelphia

GLORIA GAYNOR  
BRUNI PAGAN  
KAREN SILVER  
JOHN STEWART  
SUGARHILL GANG

### Western Merchandising — Amarillo

BELLAMY BROTHERS  
EAGLES  
FLEETWOOD MAC  
FOREIGNER  
LARRY GATLIN  
K.C. & SUNSHINE BAND  
KENDALLS  
MOON MARTIN  
DOLLY PARTON  
KENNY ROGERS

### Record Theater — Cleveland

CHIC  
EAGLES  
EARTH, WIND AND FIRE

### Alta Distributing — Phoenix

BLONDIE  
COMMODORES  
ELTON JOHN  
FLEETWOOD MAC  
STYX

### King Karol — New York

NATALIE COLE  
COMMODORES  
EAGLES  
FUNKADELIC  
ELTON JOHN  
STYX  
VILLAGE PEOPLE  
ANITA WARD

### Poplar Tunes — Memphis

EAGLES  
MARY MACGREGOR  
SUZI QUATRO  
BRENDA RUSSELL  
STYX

### Waxie Maxie — Washington

JIMMY BUFFETT  
COMMODORES  
CRUSADERS  
DOOBIE BROTHERS  
MICHAEL JOHNSON  
K.C. & SUNSHINE BAND  
KERMIT THE FROG  
MOON MARTIN  
ANNE MURRAY  
KENNY ROGERS  
BRENDA RUSSELL  
STYX

### Handleman — Atlanta

CHIC  
EAGLES  
ELTON JOHN  
K.C. & SUNSHINE BAND  
MARY MACGREGOR  
ANNE MURRAY  
JOHN STEWART

### Peaches — Columbus

ASHFORD & SIMPSON  
JIMMY BUFFETT  
CRUSADERS  
IAN GOMM  
STEPHANIE MILLS  
SUZI QUATRO

## WHAT'S IN-STORE

**VINTAGE JAZZ** — E.M.I. America/U.A. has announced its "Back to Blue Note" campaign. Beginning this week, the company will spotlight ten previously unreleased jazz masters, as well as the rest of the catalog. The new releases will include recordings by **Wayne Shorter**, **Stanley Turrentine** and **Donald Byrd** and will be highlighted with a special three-sided musical-note in-store display. One side of the stand-up will feature promotional slogans while the other two will depict the covers of the new release.

**CAR TUNES** — One of the most spectacular of recent merchandising efforts took place at the Erie County State Fair in New York, where **Cavages** of Buffalo entered the Demolition Derby competition with thirty music-oriented vehicles. Each car was hand-painted and decorated with promotional material provided by local distributors. Examples of entrants: a **Kiss**-mobile, a **Candy-O** car, an **REO Speedwagon**, a "Great Balls of Fire" **Dolly Parton** auto and a **Driver's Seat** demo. The winner of the derby: the **Knack**-mobile.

**CONTESTS, CONTESTS** — **Flipside Records** of Chicago is sponsoring a **David Werner** contest in which the winner will receive a \$200 suit of clothing while **Peaches/Indianapolis** is pushing the same LP with an art competition. The participants must draw in Werner's missing face on the album cover — the closest likeness to receive a 6X6 album art board. In another apparel-related promotion, **Peaches/Miami, Atlanta and Memphis** are erecting giant shoe boxes in each of its store parking lots to publicize the **Shoes** latest Elektra effort. Customers who bring in a pair to be donated to charity will be given a \$1 discount on the album.

**MORE IDEAS** — Another novel promotion is being conducted by the **Music City** store chain of Boston. Here customers pick up a pack of **Yipes** baseball cards, fill in the info on the wrapper and submit it to a local radio station. The winner of the drawing will receive \$200 in spending money and a trip for two to either of the World Series cities to see the big event. There will also be fifty winners of the group's LP... Still another tasty promotion tied in with the latest **Rumour** album, **Music Millenium/Portland** awarding one free dinner for each of the four tracks on the album for the best rumours about the city of Portland. The winner of the Frog competition will receive a French dinner; of the Clog contest a Scandinavian meal. The winner of the Kraut contest will be fed a German supper while the Sprout winner will dine on natural foods.

**IN-STORE** — **Molly Hatchet** Oct. 6-7 at **Odyssey, Albuquerque and Phoenix**... **Merle Saunders** Sept. 29 at **Music Millenium, northwest Portland**... **Stanley Clarke** Sept. 28 at **Sound Warehouse/Austin**... A recent in-store contest at **Discount/St. Louis** promoted **Stevens and Grdnic's** comedy LP on Takoma. The two were judges of a humor competition held in the outlet in which each entrant had one minute to be funny. The winner was given an AM/FM radio headphone.

**CUSTOMER QUOTE OF THE WEEK:** "Have you heard anything about a Steely Dan concert?"

**REGIONAL BREAKOUTS** — **Isaac Hayes** and **David Ruffin** selling well in the east while **Steve Martin** and **Bonnie Raitt** are particularly strong in the western states... New groups, the **Shoes** and **1994** are deriving most of their strength in the midwest with the new **Jethro Tull** really hot in the south.

**ENDS & ODDS** — The four **Tower, Seattle** stores are running a chain-wide sale to usher in the opening of two new outlets in Lynwood and in the University district... **Sound Unlimited** of Skokie, Illinois, has acquired the **Playback** store account and will rack-service album product in the sixty-four stereo outlet chain... This week's award to the "hardest to fit on a sale sign" album: "James Monroe High School Presents: Dr. Buzzard's Original Savannah Band Goes to Washington."

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## ALBUM BREAKOUTS

### Handleman — National

ATLANTA RHYTHM SECTION  
JIMMY BUFFETT  
COMMODORES  
CRUSADERS  
FOREIGNER  
LED ZEPPELIN  
KENNY ROGERS  
DIONNE WARWICK

### Peaches — Memphis

KARLA BONOFF  
CRYSTAL GAYLE  
JUDAS PRIEST  
MOLLY HATCHET  
POINTERS  
PRISM  
KENNY ROGERS  
WEATHER REPORT

### Chicago — One Stop

ARETHA FRANKLIN  
ISAAC HAYES  
WILLIE HUTCH  
PLEASURE  
DAVID RUFFIN  
MARY WILSON

### Everybody's — Portland

KARLA BONOFF  
CHEAP TRICK  
RY COODER  
FOREIGNER  
JETHRO TULL  
MICHAEL JOHNSON  
TOM JOHNSTON  
JUDAS PRIEST  
MOLLY HATCHET  
WEATHER REPORT

### Sam Goody — New York

CHEAP TRICK  
GARLAND JEFFREYS  
MOON MARTIN  
BETTE MIDLER

### Spec's — Miami

KARLA BONOFF  
CHEAP TRICK  
MOLLY HATCHET  
KENNY ROGERS

### Peaches — Cleveland

CHEAP TRICK  
COMMODORES  
JETHRO TULL  
STEVE MARTIN  
SPYRO GYRA

### Korvettes — National

CHARLIE  
CHEAP TRICK  
FOREIGNER  
JETHRO TULL  
FRANCE JOLI  
KOOL AND THE GANG  
MISTRESS  
KENNY ROGERS  
TALKING HEADS

### Music Plus — Los Angeles

"APOCALYPSE NOW"  
BLUE STEEL  
CHEAP TRICK  
JETHRO TULL  
JULES AND THE POLAR BEARS  
STEVE MARTIN  
MOTELS  
YACHTS

### Harvard Co-op — Boston

CHEAP TRICK  
BETTE MIDLER  
MOTELS  
SHOES  
BONNIE RAITT

### Oz — Atlanta

CHEAP TRICK  
LOUISE GOFFIN  
ROBERT PALMER  
GERRY RAFFERTY  
KENNY ROGERS

### 1812 Overture — Milwaukee

BLUE STEEL  
CHEAP TRICK  
WAYNE HENDERSON  
JETHRO TULL  
FRANCE JOLI  
CAROLYNE MAS  
MISTRESS  
1994  
SUZI QUATRO  
GENYA RAVAN  
SHOES

### Mile High — Denver

CHEAP TRICK  
POINTERS SISTERS  
YACHTS

### Richman Bros. — Philadelphia

CHEAP TRICK  
SAMMY HAGAR  
KOOL AND THE GANG  
MOON MARTIN  
JUDAS PRIEST  
BONNIE RAITT

### Tape City — New Orleans

JIMMY BO HORNE  
CAMEO  
BOB DYLAN  
FOREIGNER  
KOOL AND THE GANG  
CURTIS MAYFIELD  
ALAN PARSONS  
KENNY ROGERS  
SNIFF 'N' THE TEARS  
KENNY ROGERS  
WFATHER REPORT

### Pickwick — National

KARLA BONOFF  
FOREIGNER  
CRYSTAL GAYLE  
SAMMY HAGAR  
MICHAEL JOHNSON  
BETTE MIDLER  
MOLLY HATCHET  
MUPPETS  
ROBERT PALMER  
ALAN PARSONS  
KENNY ROGERS  
SNIFF 'N' THE TEARS  
FRANK ZAPPA

### Flipside — Chicago

B-52's  
BRAND X  
JIMMY BUFFETT  
CHEAP TRICK  
HOUNDS  
JETHRO TULL  
1994  
ALAN PARSONS  
SHOES  
TALKING HEADS

### Odyssey — Santa Cruz

CHEAP TRICK  
FOREIGNER  
RICHIE FURAY  
B.B. KING  
MOLLY HATCHET  
POINTERS SISTERS  
KENNY ROGERS  
J.D. SOUTHER

### Cutler's — New Haven

HERB ALPERT  
CHEAP TRICK  
ELLEN FOLEY  
JETHRO TULL  
CURTIS MAYFIELD  
BONNIE RAITT  
TUBEWAY ARMY  
MARY WILSON

### Cactus — Houston

B-52's  
MICHAEL NESMITH  
FRANK ZAPPA

### National Record Mart — Pittsburgh

ASHFORD & SIMPSON  
FOREIGNER  
CRYSTAL GAYLE  
KOOL AND THE GANG  
MOLLY HATCHET  
ALAN PARSONS  
KENNY ROGERS  
SAD CAFE  
SOUTHSIDE JOHNNY  
FRANK ZAPPA

### V.I.P. — Los Angeles

STIX HOOPER  
LEROY HUTSON  
MIGHTY POPE  
MELBA MOORE  
NATURE'S DIVINE  
FREIDA PAYNE  
7TH WONDER  
WEATHER REPORT

### Record Bar — National

CHEAP TRICK  
STEVE MARTIN  
KENNY ROGERS

### Record World, T.S.S. — New York

KARLA BONOFF  
CHEAP TRICK  
JOHN COUGAR  
FOREIGNER  
JUDAS PRIEST  
B.B. KING  
NANA MOUSKOURI  
KENNY ROGERS  
WEATHER REPORT  
YACHTS

### Peaches — Indianapolis

CHEAP TRICK  
JETHRO TULL  
MAUREEN MCGOVERN  
BETTE MIDLER

### Waxie Maxie — Washington

KARLA BONOFF  
MOLLY HATCHET  
STEVE MARTIN  
KENNY ROGERS  
YACHTS

## TOP SINGLE BREAKOUT OF THE WEEK

HEARTACHE TONIGHT — THE EAGLES — ASYLUM

## TOP ALBUM BREAKOUT OF THE WEEK

DREAM POLICE — CHEAP TRICK — EPIC

## Lieberman Optimistic About LP Sales, But Foresees Tough Conditions In 1980

(continued from page 7)

more important," and Lieberman will continue to be a people-oriented company.

### Returns Ceilings

At the press conference, Lieberman and Harold Okinow, president of Lieberman Enterprises, fielded questions on a broad range of industry-related topics.

Regarding returns ceilings, which he said most labels will announce by the end of the year, Okinow commented. "We recognized a long time ago that returns cost us money. They cost us money to process them from beginning to end. Beyond that, putting out incorrect product that won't well sucks up open-to-buy dollars, and that's disastrous." Consequently, Okinow felt that a returns ceiling would be helpful and would discourage manufacturers from overloading.

Lieberman said he is unsure at this point as to whether or not CBS is serious about its 20% returns limitation. Asserting that most specialty retailers can "easily" live with the 20% ceiling, Lieberman asked, "Does the retailer really need 20%? And if not, will the extra percentage be shifted over to the rack side?"

Lieberman added that his company would try hard to live with a 20% ceiling on returns, but that it wouldn't be easy. The success of the policy, he pointed out, would depend on how difficult it turns out to be for

all of CBS' major accounts to abide by the policy. "CBS can't have a policy that doesn't fit the needs of any of its customers," he concluded.

### Increased Traffic

In comparison with the first half, sales of Lieberman's accounts have picked up considerably during the past six weeks. Despite the increased store traffic, however, record volume is still down from the same period last year.

According to Okinow, people are postponing the purchase of records from the back-to-school period to Christmas, due to the effects of inflation on their pocketbooks.

Lieberman added that the disappointing sales might also be related to the continuing lack of sufficient superstar product in the marketplace. He was "hopefully optimistic" about the Christmas selling season.

Lieberman Enterprises has also been plagued by fill problems, especially during "the scare of the summer slowdown," said the company chairman. Over the summer, advertising was slashed and record pressing was curtailed, he said. Although the pressing facilities are now manufacturing enough records, he continued, co-op ad money from the companies is still down. "Advertising waste should be curtailed, not

(continued on page 49)

FEATURE PICKS

**CHEAP TRICK** (Epic 9-50774)  
**Dream Police** (3:14) (Screen Gems-EMI Music Inc. — Adult Music — BMI) (R. Nielsen)

The Tricksters are back with the title single from their "Dream Police" LP and it's a classic. Somehow this group has mastered the art of recycling old licks and making them sound totally fresh, as here they fuse rock guitar chording with inventive pop breaks. A power pop panacea for Top 40, AOR.



**MAXINE NIGHTINGALE** (Windsong CB-11729)  
**(Bringing Out) The Girl In Me** (3:30) (Raydiola Music — ASCAP) (R. Parker, Jr.)

Ray Parker, Jr., of Raydio fame, provides a slick, swaying pop-R&B followup for Nightingale to her Top 10 single "Lead Me On." Clicking, twangy bass effects, tambourine and Maxine's dynamic vocals make this sweet 'n' sassy number a pure joy. Several formats will be interested in checking this out. A winner.



**DR. HOOK** (Capitol P-4785)  
**Better Love Next Time** (2:59) (House of Gold Music, Inc. — BMI) (Pippen, Keith, Slate)

Dr. Hook can seemingly make hit singles at will, as they prove once again with this light 'n' breezy number for A/C, C&W and pop formats. The group's sound is truly mass appeal here, underscored by the gliding strings, tasty yet reserved guitar licks and Dennis Locorriere's distinctively smokey vocal twists. The band hooks another big one.



**RUFUS AND CHAKA** (MCA MCA41131)  
**Do You Love What You Feel** (3:50) (Overdue Music — ASCAP) (D. Wolinski)

Opening on a celebratory note, with whistles and various percussives, this first single from Rufus and Chaka's upcoming "Masterjam" LP stands out with a skin-tight R&B rhythm section offering a solid beat behind Chaka's overdubbed vocals. The hook is dynamite and so is the rest of the song. B/C, pop and dance lists are strongly urged to play this.

**VILLAGE PEOPLE** (Casablanca NB-2213)  
**Sleazy** (3:45) (Can't Stop Music — BMI) O.P. Scorpio (Black Scorpio) (J. Morali, H. Belolo, P. Hrnt, B. Whitehead)

The first single from the VPs new "Live And Sleazy" LP, and the first since the departure of lead singer Victor Willis, is an amusing self-parody which, vocally, relies more than ever on the group's zealous choral work. The disco beat isn't terribly distinctive but dancers should have fun anyway.



**THE CARS** (Elektra E-46546)  
**It's All I Can Do** (3:45) (Lido Music, Inc. — BMI) (R. Ocasek)

The Cars are back with the second single from their "Candy-O" LP, following the charging "Let's Go" with a more subdued but equally intriguing cut. The accent here is on the infectious rhythms created by bassist Ben Orr and drummer David Robinson, while Greg Hawkes provides the sparse yet effective electronics. This one comes in a picture sleeve of the "Candy-O" cover.



**SPINNERS** (Atlantic 3619)  
**Body Language** (3:42) (Sumac Music, Inc. — BMI) Louise — Jack Pub., Inc. — ASCAP) (E. Fox, F. Fuchs, A.R. Scott) The dry spell the Spinners have encountered lately between hits should be over with this well-produced dance track.

Harmonies weave in and out of the song, building to an irresistible chorus, while strings form a pleasant background texture. Currently a hot add on B/C radio, this cut is a perfect crossover tune for dance and pop lists.



**STEPHANIE MILLS** (20TH Century-Fox TC-247)  
**Better Than Ever** (3:40) (Famous Music Corp., ASCAP/Ensign Music Corp. — BMI) (M. Hamlisch, C.B. Sager) Marvin Hamlisch and Carol Bayer Sager have quite a knack for writing hits and Mills' voice is well suited to this symphonic dance song.

When she stretches out her vocal chords, as she does a few times here, Mills is incomparable. Programmers will no doubt be looking for this one after "What cha Gonna Do With My Lovin'."

SINGLES TO WATCH

**BOB MARLEY & THE WAILERS** (Island IS 49080)  
**Wake Up Ad Live** (4:18) (Bob Marley Music Ltd./Almo Music Corp. — ASCAP) (B. Marley) From the upcoming LP "Survival," this track fuses a languid reggae bass groove with a brass section for a unique and satisfying blend of R&B influences with reggae. Marley hasn't had much presence on B/C radio, but this cut could do it.

**SWITCH** (Gordy G 7175F)  
**I Call Your Name** (3:56) (Jobete Music Co., Inc. — ASCAP) (B. De Barge, G. Williams)

Switch has already gotten significant B/C radio adds on this record already but the easy, flowing beat and high vocals could very well make this a big crossover record. Pop programmers, as well as A/C, should give this a listen.

**SUGARHILL GANG** (Sugarhill SH-542)  
**Rapper's Delight** (15:00) (Sugarhill Music Inc. — BMI) (S. Robinson, H. Jackson, M. Wright, G. O'Brien)

This novelty track is currently one of the hottest items on B/C radio, even though the short version is 6:30, and a big seller in New York, St. Louis, Chicago and many other cities. Every cliché, hook, whatever is tossed on the musical bed of Chic's "Good Times," or at least something very close.

**CARLENE CARTER** (Warner Bros. WBS 49083)  
**Do It In A Heartbeat** (3:26) (rare Blue Music/Plangent Visions Music, Inc. — ASCAP/Unichappell Music, Inc. — BMI) (C. Carter, N. Lowe, J. McFee)

Carter co-wrote this classy little country-pop tune with husband Nick Lowe and guitarist John McFee. Piano works well here with the lazy guitar picking, providing even balance with the steady rhythm section. For C&W, pop lists.

**THE SINCEROS** (Columbia 1-11115)  
**Take Me To Your Leader** (3:30) (Blackwood Music, Inc. — BMI) (M. Kjeldsen) The Sinceros bear a startling resemblance to The Cars in their lean electronic approach, alien lyrics and echoed vocal effects, especially on the chorus here. The band is original enough to pull it off, though. AOR and pop lists take note.

**THE GREG KIHN BAND** (Beserkley B-46542)  
**Roadrunner** (2:55) (Modern Love Songs) (J. Richman)

Grinding guitar chording and insistent bass work pace this rave-up cover of the Jonathan Richman tune. The dominant radio theme of the lyrics will appeal to pop and AOR audiences alike. Turn this one up loud! A party pleaser.

**BLIND DATE** (Windsong CB-11722)  
**I'll Take You Anywhere** (3:22) (Windstar Music/Blind Date Music — ASCAP) (D. Bramage, B. Billion, A. Badde, P. Chablis)

Tasty guitar licks and nice harmonies on the vocal hook make this one a good pop add. This is the group's first single and it should establish them as a power pop contender. Jeff Glixman's production is top-notch.

**LAUREN WOOD** (Warner Bros. WBS 49043)  
**Please Don't Leave** (3:50) (Creeping Licking Music — BMI) (L. Wood)

Wood, formerly Chunky of Chunky, Novi & Ernie, makes a truly impressive solo debut here, highlighted by crack backup work from top session men and accompanying vocals by Michael McDonald blend smoothly and easily. A multi-format killer.

**HALLOWEEN** (Mercury 76001)  
**Lady Midnight** (3:40) (Irving Music, Inc. — BMI) (J. Marcellino)

A jumping bass line combines with a tastefully muted electric piano figure and glistening chimes to create the right atmosphere for this pleasing after-hours disco number. Male lead vocals build to a fever pitch on the danceable hook.

**NORMAN MICHAELS** (Portrait 2-70033)  
**Don't Stop The Music** (3:26) (Al Gallico Music Corp./Turtle Music Corp. — BMI) (N. Sallitt) A coursing disco melody runs throughout this dramatic story song from Michaels, as handclaps, a rocketing bass line and swelling strings push straight through the hook. Michaels' vocals are fine here. For dance lists.

**VAN MORRISON** (Warner Bros. WBS 49806)  
**Bright Side Of The Road** (3:44) (Essential Music — BMI) (V. Morrison)

Die-hard Van Morrison fans will no doubt find this cut to be a refreshing return to his upbeat country swing of "Tupelo Honey" days, but many others will find this cheery song to be uplifting as well. For AOR and pop lists.

**MICHAEL NESMITH** (Pacific Arts PAC45-108)  
**Cruisin'** (3:49) (Peaceful Music Co./Warner Tamerlane Publ'g. Corp — BMI) (M. Nesmith)

This cut, from "Infinite Rider on the Big Dogma," is a total surprise as Nesmith turns in a vocal and musical treatment which sounds like a cross between Frank Zappa and ? and the Mysterians. Highly recommended for AOR.

**GOLDEN EARRING** (Polydor PD 2004)  
**Weekend Love** (3:53) (Fever Music, Inc. — ASCAP) (G. Kooymans, B. Hay, R. Gerritsen, C. Zuidervijk)

Golden Earring has been much-maligned since they haven't come through with a hit to follow up "Radar Love" and unfairly so. The Dutch boys have come across here with a compelling variation on American boogie rock. AOR, crank it up.

**MARY WILSON** (Motown M 1467F)  
**Red Hot** (3:53) (Jobete Music Co., Inc. — ASCAP) (F. Busey, J. Duarte)

Former Supreme Mary Wilson has cooked up a red hot disco number here, with some sexy vocalizing, including well-placed yelps. Wilson should get solid disco and B/C attention with this track.

**JANE FLORES & THE BONET BAND** (Fabulous FABX-747)

**Symphony On Wheels** (3:13) (Exceller Music/Superlative Music — ASCAP) (Saraceno, Dote, Maddox, Paz)

You'll have good fun trying to guess the chestnut that this roller disco number has taken its melody from. Flores' singing is little better than average here but the string-laden melody is, well, a classic. Roller emporiums take note.

# RADIO NEWS

## AIR PLAY

**CONFERENCE REPORT** — The second annual **Anti/Muscolo** Midwest Secondary Radio Conference was recently held in Columbus, Ohio. Faced with ever increasing tape sales, record company representatives were again urging radio programmers to discourage listeners from taping entire albums off of the radio. Suggestions ranged from playing only two or three cuts in one hour, and then two or three different cuts in a different hour, to using tones or station IDs in the middle of playing an entire side of an album, to talking over the intro or ending of certain cuts. Programmers at the Adult Contemporary seminar seemed to agree that many A/C stations watch Top 40 playlists to get some indications of what listeners want to hear. **Mark Hodes**, who does independent promotion, feels that many Top 40s are adult oriented, and maintain that they are so because they seem to get more respect and better service from the record companies. While Top 40 stations are credited for "making the hits" and receive gold records, A/C stations help in selling an artists catalog and promoting concerts by artists that may not be heard on Top 40 or AOR stations.

**RETRACTION** — Regarding litigation between **KMEL**/San Francisco and a cable TV carrier in Santa Rosa in last week's Airplay column, **Rick Lee**, vice president and general manager of **KMEL**, corrected us and said that, "The information regarding the problem of call letters, logos and promotion in the Santa Rosa area was in complete error, and that the entire matter is still in litigation and before the judge."

**BURKE CONTINUES** — Many radio people stuck together in support of **Burke Broadcast Research** and field work will commence Oct. 1 in the twenty markets that have previously been measured. In a press release, the board of directors and all parties involved, expressed "their appreciation to the broadcast industry, advertising agencies, and the Radio Advertising Bureau, who have given us the support that was needed to continue."

**NINE LIVES PROMOTION** — Here's an unusual radio promotion built around the theme of **REO Speedwagon's** "Nine Lives" LP. **WZXR**/Memphis in cooperation with the Memphis Humane Society, offered two tickets to the REO concert, REO T-shirts, the group's "Nine Lives" album and a case of Nine Lives cat food to the first 50 people who came to the humane society to adopt a cat.

**ON THE ROAD** — **Bruce Bird**, executive vice president of **Casablanca Record and Filmworks**, **Danny Davis**, vice-president of promotion and the national promotion staff of the company will be setting out on an extensive promotional tour to support the album and single releases from newly-signed **Captain & Tennille** . . . Columbia recording artist, **Jimmy Messina**, has been on the road



**SPREADING THE WORD** — Making promotional appearances in support of her Warner/Curb LP "Different Worlds," recording artist **Maureen McGovern** recently visited **KHJ** in Los Angeles. Pictured are (l-r): **McGovern** and **Chuck Martin**, **KHJ PD**.

visiting radio stations in several markets in support of his first solo album, "Oasis." . . . **WFFM**/Pittsburgh air personalities **Jan Patton** and **George Hart** were the co-chairmen of Super-Ride '79, a 50 kilometer bicycle marathon which was sponsored by the Greater Pittsburgh March of Dimes. Money was raised for the organization by securing pledges on a per-mile basis.

**STATION TO STATION** — What do these items have in common? **John Travolta's** leather jacket worn in the film "Grease," a rollerskating outfit belonging to **Linda Ronstadt**, **Peter Frampton's** custom made guitar and a guitar belonging to **Paul Stanley** of **Kiss** autographed by each member of the group. These and other items are being donated by entertainment superstars for **KWST**/Los Angeles Celebrity Auction to raise funds for the Los Angeles Children's Hospital. Some of the other artists involved include **Roger Daltry** of the **Who**, **Foreigner**, the **Blues Brothers**, **Alice Cooper**, the **Kinks** and **Jethro Tull**. **KWST** listeners will be able to bid on items for nearly three weeks starting Oct. 17. One item or set of items from a celebrity will be offered for auction over the air by **KWST** and listeners will be constantly apprised of the highest bid throughout the day. At the end of the day, the highest bidder receives the celebrity item. All funds raised will then be donated to the Children's Hospital. . . . **KDWB AM & FM**/Minneapolis stopped simulcasting on Sept. 24. **KDWB-AM** will stay Top 40 while **K101 FM** will be an adult flavored contemporary station. The K101 lineup is: **Steven B. Oliver** (6-9AM); **Rob Hansen** (9-Noon); **Michael Christian**, who comes from **KDWB AM**, (Noon-3PM); **John Messenger** (3-6PM); **Tom Jensen** (6-9PM); and **Gary Murhpy** (9-Midnight). From mid-night to 6AM, the **Ron Richards Show** will simulcast with the AM. **Lauren Palagi** will be taking the noon to 3PM slot at **KDWB AM** . . . **WROR FM**/Boston air personality **Frank Kingston Smith** was recently honored by the Federal Aviation Agency for his contribution in promoting aviation safety and accident prevention. Smith is also a pilot and an airshow narrator. . . . On Oct. 1, **KQEZ**/Bakersfield, a country music station, will change its call letters and format. Referring to themselves as **Magic 98**, **KMGN** will be an AOR music station with **Bob Gray** as program director and **Luke Johnson** as music director. . . . **WLIR FM**/Long Island has scheduled a 20th anniversary party reunion which will be held in December. All former employees of **WLIR** are invited and should contact **Rosie Pisani** at the station. . . . **KZOK**/Seattle has bought 15,000 tickets (the entire house) for a **Judas Priest/Point Blank** concert at the Seattle Coliseum. The station's MD, **Brad Hoffman** says the tickets will all be given away for free for the Oct. 17 event.

**NEW JOBS** — The new music director at **KHJ**/Los Angeles is **Shaune McNamara** . . . **John Lander**, former program director at **WLCY**/Tampa, is the new PD at **KGB-AM**/San Diego and will also be doing morning drive . . . **Beau Braxton** has left his post as music director at **WGSN**/Birmingham. Replacing him is **John Reed** from **WHYY**/Montgomery. . . . **WHBQ**/Memphis now has a morning team. **Gallagher** and **The Mayer** made their official debut, Sept. 24. **Gallagher** was formerly with **KAAY** and **KLAZ** in Little Rock. In his past, **The Mayer** was a program director at **Y103**/Jacksonville and he also did mornings at **WAVZ**/New Haven, **KRUX**/Phoenix and **X-ROC-80**/El Paso. . . . "Dandy" **Dan Daniel** has joined **WYNY FM**/New York to host the mid-day show. **Daniel** was one of the original "Good Guys" at **WMCA**/New York when that station aired a personality oriented music format.

mark albert



**GENE CHANDLER AT WBL5** — *Chi-Sound* and *20th Century Fox* recording artist **Gene Chandler** dropped by the offices of **WBL5** to promote his latest album distributed by **RCA Records**, "When You're Number One." Pictured are (l-r): **Al Roberts**, assistant to **Frankie Crocker** at **WBL5**; **Chandler**; and **DJ Billie Burdett**.

### Evans Becomes 1st Black Woman To Own Station

**NEW YORK** — **Mutter Evans** recently became the first black woman in America to own a radio station as she purchased **WAAA**/Winston-Salem, N.C. from **Media Broadcasting Corp.** **Evans** was able to purchase the 1000 watt station through loans from two local banks. The 26-year-old is currently serving as general manager of the black formatted station as well as executive vice president of **Media Broadcasting Corp.**

Before purchasing the station, she served as the station's sales manager, program director and operations manager. She began working at **WAAA** as a part time news reporter while studying at **Wake Forest University** in 1974.

### Al Brady Named To WABC Operations Post

**NEW YORK** — **Al Brady** has been named operations director of **WABC**/New York effective Oct. 15. **Brady** comes to **WABC** from **WRQX**, the ABC-owned FM station in Washington, D.C., where he was program director. Previously, he was program director of **WHDH AM**/Boston, and prior to that, held similar programming positions with **NBC** and **RKO**.

**WABC** vice president and general manager **Alfred Racco**, commented, "Al Brady is one of the leading contemporary radio programmers and has a proven track record of major market successes."

### Atlantic Honors Clark

**NEW YORK** — **Bob Clark** has been named "Local Promotion Man of the Year" by **Atlantic Records**, and **Erik MacDonald** was named Atlantic's "Rookie Promotion Man of the Year."

**Clark** is Atlantic's local promotion representative in Pittsburgh, and **MacDonald** is the company's local promotion representative in Memphis and Nashville.

### MBN Appoints Finley

**LOS ANGELES** — **Skip Finley** has been named executive vice president and general manager of the **Mutual Black Network**. **Finley** had been vice president of **Sheridan Broadcasting Corp.** and director of sales for **MBN**. **Finley** replaces **Roger Green**.

### Int'l Radio Meet In Geneva Delayed

**LOS ANGELES** — The **World Administrative Radio Conference (WARC)** did not begin as scheduled on Sept. 24 in Geneva, Switzerland, as a dispute arose over who should be elected chairman. While many of the delegates had gone under the assumption that a New Zealander or a Swiss would chair the ten-week meeting, an assemblage of Third World countries insisted that an Indian preside over the conference.

The embroglio was expected, and it simply represented the first rubarub between emerging and developed nations. The Geneva summit meeting is the first world wide radio conference in 20 years, and the result of **WARC** will probably influence the outcome of radio well into the 21st century.

A 65-person U.S. delegation has been sent to the conference, and the objectives that it is hoping to accomplish include changes in frequency and making sure that the U.N.'s International Telecommunications Union plays more of a function in implementing **WARC** decisions.

### BMA Is Opposed To Deregulation Bill

**NEW YORK** — The **Black Music Association's** board of directors resolved to oppose the proposed bill to deregulate radio at its recent meeting in Nashville. The board said that the steps the **BMA** would take to effectively oppose the bill would be announced at its next meeting in December in New Orleans.



**FRAMPTON ON THE AIR** — **A&M** recording artist **Peter Frampton** recently performed on **ABC FM Network's** "Supergroups in Concert" series. Pictured during an interview are (l-r): **Frampton** and **Bob Sirott**, host of the concert show.

# TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	6	In Through The Out Door	Led Zeppelin	Swan Song	1*	Evening, Fool, Hotdog
2	3	2	Head Games	Foreigner	Atlantic	8*	Dirty White Boy
3	23	2	Dream Police	Cheap Trick	Epic	17*	Voices, I Know What, Raise Hell, Title
4	4	15	Candy-O	The Cars	Elektra	7	All I Can Do, Night Spots, Dangerous
5	2	6	Slow Train Coming	Bob Dylan	Columbia	5*	Gotta Serve, Way Of Thinking, Wake Up
8	5	15	Get The Knack	The Knack	Capitol	2	My Sharona, Selfish, Good Girls, Let Me Out
7	9	12	Rust Never Sleeps	Neil Young	Reprise	14	Powderfinger, Welfare, Black
8	7	12	Secrets	Robert Palmer	Island	27	Bad Case, Jealous
9	12	4	Volcano	Jimmy Buffett	MCA	12*	Fins
10	13	4	Eve	Alan Parsons	Arista	23*	Damned If, Winding Me
11	6	14	Labour Of Lust	Nick Lowe	Columbia	26	American Squirm, Cruel, Skin Deep, So Fine
12	15	5	Gomm With The Wind	Ian Gomm	Stiff	115	Hold On, Chicken Run
13	11	8	Highway To Hell	AC/DC	Atlantic	28*	Title, Bush, Shot Down, Prowler
14	18	6	Fear Of Music	Talking Heads	Sire	31*	Mind, Wartime, Paper, Heaven
15	—	1	<b>Stormwatch</b>	<b>Jethro Tull</b>	<b>Chrysalis</b>	<b>62*</b>	<b>North Sea, Orion, On The Move, Ghosts</b>
18	17	2	Flirtin' With Disaster	Molly Hatchet	Epic	44*	Whiskey Man, Good Rockin', Title
17	30	5	Into The Music	Van Morrison	WB	34*	So Free, In The Game, Troubadours
18	20	6	Street Machine	Sammy Hagar	Capitol	53*	Plain Jane, Falling, Trans Am, Say Die
19	8	8	First Under The Wire	Little River Band	Capitol	9	Lonesome Loser
20	22	9	Nine Lives	REO Speedwagon	Epic	38	Easy Money, Take Me, Heavy
21	21	9	The Jukes	Southside Johnny	Mercury	55	Last Night, Everything, Anxious
22	—	1	<b>Quadrophenia</b>	<b>The Who &amp; Various</b>	<b>Polydor</b>	—	<b>5:15, Doctor Jimmy, Joker James, Bell Boy</b>
23	26	3	Escape From Domination	Moon Martin	Capitol	97*	Rolene
24	10	12	Low Budget	The Kinks	Arista	39	Gallon Of Gas, Emotion, Falling, Title
25	14	9	Fickle Heart	Sniff 'n' The Tears	Atlantic	41	Driver's Seat
26	—	1	<b>The Long Run</b>	<b>The Eagles</b>	<b>Asylum</b>	—	<b>Heartache Tonight, Title, Disco Strangler</b>
27	25	28	Breakfast In America	Supertramp	A&M	6	Goodbye, Darling, Title
28	24	13	Mirrors	Blue Oyster Cult	Columbia	128	In Thee, Dr. Music, The Storm
29	28	7	Fight Dirty	Charlie	Arista	64	Killer Cut
30	19	17	Discovery	ELO	Jet	18	Don't Bring Me Down

## FM STATION REPORTS — NEW ADDS/HOT ROTATION

### KRST-FM — ALBUQUERQUE — SAM CORNISH

**ADDS:** Cheap Trick, Bonnie Raitt, Whitesnake, Steve Martin, Styx (45)  
**HOTS:** Led Zeppelin, Knack, AC/DC, Bob Dylan, Jimmy Buffet, 1994, Point Blank, Foreigner, David Werner, Gamma, REO Speedwagon, Cars, Kinks

### WSAN-AM — ALLENTOWN — RICK HARVEY

**ADDS:** Jethro Tull, Cheap Trick, "Quadrophenia," Shoes, Steve Martin, Hall & Oates  
**HOTS:** Bob Dylan, Alan Parsons, Led Zeppelin, Foreigner, Cars, Nick Lowe, Robert Palmer, Little River Band, Neil Young, Jimmy Buffet, Van Morrison, Ian Gomm, Karla Bonoff, Pointer Sisters, City Boy, Louise Goffin

### KYTX-FM — AMARILLO — DON SITTON

**ADDS:** Tom Johnston, Shoes, Whitesnake, Styx (45), Eagles (45), Jim Messina (45)  
**HOTS:** Jimmy Buffet, Karla Bonoff, Cheap Trick, Alan Parsons, Bob Dylan, Pat Travers, Led Zeppelin, Sammy Hagar, Charlie, AC/DC, Point Blank, Little River Band, Foreigner, Ian Gomm, REO Speedwagon, Chicago, Molly Hatchet

### KEZY-FM — ANAHEIM — LARRY REISMAN

**ADDS:** Bonnie Raitt, Suzi Quatro, Jethro Tull, Styx, Eagles  
**HOTS:** Knack, Neil Young, Bob Dylan, Cheap Trick, Charlie, Jimmy Buffet, Foreigner, Sammy Hagar, Nick Lowe, Alan Parsons, Led Zeppelin, Cars

### WKLS-FM — ATLANTA — RICH PIAMBINO

**ADDS:** "Quadrophenia," Jethro Tull, Hounds, Tom Johnston, Shoes, Head Boys (45), Blondie (45)  
**HOTS:** Cars, Knack, Molly Hatchet, Foreigner, Led Zeppelin, Ellen Foley, Cheap Trick

### WLPL-FM — BALTIMORE — KRIS PHILLIPS

**ADDS:** Jethro Tull, Bob Dylan, Frank Zappa, Styx  
**HOTS:** Led Zeppelin, Knack, AC/DC, Foreigner, Cars, Neil Young, Cheap Trick

### WAAL-FM — BINGHAMTON — DICK BASCOM

**ADDS:** Styx, Tom Johnston, Golden Earring, Rick Derringer, Richie Furay, Pop, Private Eye, Interview, Blend, FM, Desmond Child & Rouge, 20/20, Hall & Oates, Bonnie Raitt, Steve Martin  
**HOTS:** Bob Dylan, Led Zeppelin, Pat Travers, Southside Johnny, Blue Oyster Cult, Jethro Tull, Foreigner, Van Morrison, Rainbow, Cheap Trick, Sad Cafe, Pointer Sisters, Charlie, Chicago, Alan Parsons

### WBCN-FM — BOSTON — TONY BERARDINI/KATE INGRAM

**ADDS:** Beat, Blend, Lonnie Brooks, Golden Earring, Interview, Jethro Tull, Tom Johnston, Steve Martin, NRBO, Pop, Bonnie Raitt, Shoes, Frank Zappa, Rick Derringer (ep)  
**HOTS:** Cheap Trick, "Quadrophenia," Genya Ravan, Tim Curry, David Johansen, Blue Oyster Cult, Cars, Desmond Child & Rouge, Ellen Foley, Ted Zeppelin, Nick Lowe, Motels, Bonnie Raitt, Knack, Tubeway Army, Blondie (45), Ian Dury (45), Eagles (45), M (45), Racey (45)

### WXRT-FM — CHICAGO — BOB GELMS

**ADDS:** Karla Bonoff, Cheap Trick, Jethro Tull, Santana, Styx, Brand X, Carlene Carter, Danny Douma, Tom Johnston, Jeff Lorber, Bonnie Raitt, Ben Sidran, "Quadrophenia," Blondie (45), Fleetwood Mac (45), M (45), Special (45), Flying Lizzards (45 imp)  
**HOTS:** Ian Gomm, Nick Lowe, Cheap Trick, Graham Parker, Kinks, Bob Dylan, Ry Cooder, Randy Newman, Van Morrison, Dave Edmunds, Nils Lofgren, Robert Palmer, David Johansen, Led Zeppelin, Patti Smith, Southside Johnny

### WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

**ADDS:** Eagles, Foghat, Bonnie Raitt, Styx, Simms Bros., Gamma, Hounds, Motels, 1994, Couchois (45)  
**HOTS:** Led Zeppelin, Knack, Bob Dylan, Foreigner, Neil Young, "Quadrophenia," Breathless, Cars, Michael Stanley, Jimmy Buffet, Southside Johnny, Cheap Trick, Alan Parsons, Euclid Beach Band, ELO

### WLVO-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

**ADDS:** Eagles, Styx, Jethro Tull, Foghat, Steve Martin  
**HOTS:** Foreigner, Led Zeppelin, ELO, Cars, Knack, Neil Young, REO Speedwagon, AC/DC, Scorpions, Alan Parsons, Bob Dylan, Molly Hatchet, Gerry Rafferty, Buckeye, Judas Priest

### C-101 — CORPUS CHRISTI — CHARLIE PALMER

**ADDS:** Styx, Bonnie Raitt, Santana, Herb Alpert, Steve Martin, Genya Ravan, Whitesnake, Rosanna Cash, Carlene Carter, Eagles (45)  
**HOTS:** Foreigner, Bob Dylan, Knack, Cars, Jimmy Buffet, Robert Palmer, Led Zeppelin, Pointer Sisters, Cheap Trick, Supertramp, Ashford & Simpson

### W-4 — DETROIT — MARK McEWEN

**ADDS:** Foghat, Styx, Eagles, Shoes, Moon Martin, Santana  
**HOTS:** Led Zeppelin, Knack, Foreigner, Cheap Trick, Cars, Neil Young, Van Halen, Journey, Blackfoot, Robert Palmer, AC/DC, Supertramp, Kinks, Charlie Daniels, ELO, REO Speedwagon, Bob Dylan, Nick Lowe, Alan Parsons, Talking Heads

### WJKL-FM — ELGIN — TOM MARKER/WALLY LEISERING

**ADDS:** Jules & The Polar Bears, Eagles, Flora Purim, U.K., Bonnie Raitt, Walter Jackson, Wayne Stewart, Richard Beirach  
**HOTS:** Led Zeppelin, Cheap Trick, Dire Straits, Nick Lowe, Brand X, Roy Loney, Talking Heads, Kinks, Dave Edmunds, Moon Martin, Dirt Band, Mick Taylor, Ry Cooder, Cars, Southside Johnny, Ian Hunter, Tom Verlaine, Rory Gallagher, Ian Gomm, Fabulous Thunderbirds

### KZEL-FM — EUGENE — PEYTON MAYS/CHRIS KOVARIK

**ADDS:** Interview, Brand X, U.K., Pop, L. Shankar, Beat, FM, Starz, 20/20, Steve Martin, Hounds, Marshall Chapman  
**HOTS:** Cheap Trick, Foreigner, Jethro Tull, Led Zeppelin, Jimmy Buffet, Bob Dylan, Ian Gomm, Molly Hatchet, "Quadrophenia," Rory Gallagher

### WSHE-FM — FT. LAUDERDALE — MICHELE ROBINSON

**ADDS:** Eagles, Judas Priest, "Quadrophenia," Bonnie Raitt, Interview, Desmond Child & Rouge, Carlene Carter, Motels, Beat, Pop  
**HOTS:** Led Zeppelin, Cars, Foreigner, Talking Heads, Ian Gomm, Jimmy Buffet, Sports (imp), Sad Cafe, Bob Dylan, Molly Hatchet

### WCCC-FM — HARTFORD — BILL NOSAL

**ADDS:** Steve Martin, "Quadrophenia," Bonnie Raitt, 20/20, Rob Grill, Whitesnake, Jules & The Polar Bears, Beat, Desmond Child & Rouge, Blue Steel, Eagles  
**HOTS:** Led Zeppelin, Cheap Trick, Foreigner, Sammy Hagar, Eagles, Moon Martin, Knack, Talking Heads, Steve Martin, Robert Palmer, Nick Lowe, Jethro Tull, Cars, ELO, Bob Dylan, AC/DC, Eddie Money (45), Motels, Molly Hatchet, Tears

### KLOL-FM — HOUSTON — SANDY MATHIS

**ADDS:** Styx, Shoes, Tom Johnston, Ellen Foley, Eagles  
**HOTS:** Led Zeppelin, Cars, Foreigner, Bob Dylan, AC/DC, Neil Young, Knack, Cheap Trick, Eagles, Journey, Point Blank, Jimmy Buffet, Ian Gomm, Fleetwood Mac (45)

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

**ADDS:** Eagles, Shoes, Cheap Trick, Richie Furay, Whitesnake, Pop, Alias, Blend, Bonnie Raitt, Steve Martin, Sports (45)  
**HOTS:** Led Zeppelin, Knack, Foreigner, Bob Dylan, REO Speedwagon, Records, Van Morrison, Charlie, Jimmy Buffet, Molly Hatchet, Kinks, Cars, "Quadrophenia," Neil Young, Robert Palmer

### WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

**ADDS:** Bonnie Raitt, Pop, "Quadrophenia," Steve Martin, Interview, Motels, Eagles, Boomtown Rats (45 imp), Styx (45), John Cougar (45), Angie (45 imp)  
**HOTS:** Jethro Tull, Moon Martin, Pater Galaway, Nick Lowe, Knack, Foreigner, Ian Lloyd, Cars, Robert Palmer, Led Zeppelin, Cheap Trick, Scott Folsom, Molly Hatchet, Neil Young, Sammy Hagar, Van Halen, Van Morrison, "Americathon," Bob Dylan, Supertramp

### KALC-FM — LONG BEACH — PAUL FUHR/DENISE WESTWOOD

**ADDS:** Cheap Trick, Pop, Hounds, STTYX+ "Quadrophenia," Eagles, Jethro Tull, Motels, Pat Benatar, Beat, Tom Johnston, Shoes, Blondie (45), Head Boys (45)  
**HOTS:** Led Zeppelin, Knack, Cars, Sammy Hagar, Talking Heads, Kinks, Pat Travers, Foreigner, Robert Palmer, Neil Young

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

**ADDS:** Styx, Santana, Gamma, Suzi Quatro, Simms Bros., Tears, Golden Earring, Zwol, Interview, Motels, Pop, Leo Sayer, Dirt Band, Philip Rambow (imp)  
**HOTS:** Little River Band, Led Zeppelin, Foreigner, Southside Johnny, Nick Lowe, "Americathon," Sniff "N" Tears, Neil Young, Cars, Jethro Tull, Van Morrison, ELO, Cheap Trick, Knack, Sports (imp), "Quadrophenia," Alan Parsons, Robert Palmer, Tim Curry, Bob Dylan

### KMET-FM — LOS ANGELES — JACK SNYDER

**ADDS:** Jethro Tull  
**HOTS:** Led Zeppelin, Cheap Trick, Cars, Foreigner, Greg Kihn, Knack, Sammy Hagar, Neil Young, Eagles, Bad Co., Journey, Rainbow, Rockets, Pat Travers, Blue Steel

#1 Most Added

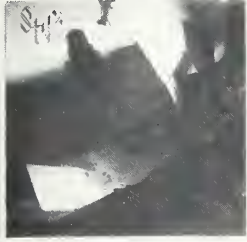
#2 Most Added

#3 Most Added

#4 Most Added

#5 Most Added

#6 Most Added



**STYX**  
Cornerstone  
A&M



**EAGLES**  
The Long Run  
Asylum



**BONNIE RAITT**  
The Glow  
Warner Bros.



**SHOES**  
Present Tense  
Arista



**THE POP**  
Go!  
Arista



**SANTANA**  
Marathon  
Columbia

#1 Most Added

**STYX — Cornerstone — A&M**  
**ADDED THIS WEEK —** WABX, KSHE, KMEL, KWST, WAAF, KSJO, WLVO, WRNO, WAAL, WNEW, KNAC, KLLO, KEZY, WBAB, KZOK, WYFE, WYDD, KROO, WXRT, WLPL, KSAN, KZEW, KBPI, KZAM, C-101, WOUR, WKDF, WLIR, WIBZ, KOME, W-4, ZETA-7, WIOO, WMMS  
**HISTORY TO DATE —** Prior single activity  
**#2 Most Added**  
**EAGLES — The Long Run — Asylum**  
**ADDED THIS WEEK —** WABX, KSHE, KWST, WHFS, KSJO, WAAF, WBLM, WJKL, WNEW, KNAC, KEZY, WYFE, KKTX, KSAN, KZEW, KBPI, WPIX, WKDF, KNX, WLIR, WSHE, W-4, ZETA-

4, ZETA-7, WIOO, WMMS, WCCC, KROO, WYDD, KLLO, KMEL  
**HISTORY TO DATE —** Prior single activity  
**#3 Most Added**  
**BONNIE RAITT — The Glow — Warner Bros.**  
**ADDED THIS WEEK —** KSHE, KWST, WAAF, WBLM, WJKL, WAAL, WNEW, KRST, KEZY, KROO, WXRT, KINK, KKTX, KBPI, KREM, C-101, WBCN, WOUR, WKDF, WCCC, KNX, WSHE, KOME, WIOO, WMMS, WRNO  
**HISTORY TO DATE —** WHFS, WBAB, WLIR, WPIX, KZAM, ZETA-7  
**#4 Most Added**  
**SHOES — Present Tense — Elektra**  
**ADDED THIS WEEK —** WABX, WHFS, WRNO, KNAC, KLLO, WYDD, KYTX, KROO, KKTX,

WPIX, WBCN, WOUR, WKDF, WKLS, WSAN, WIBZ, W-4  
**HISTORY TO DATE —** WBLM, KWST, KSHE, KMET, WJKL, WAAF, WNEW, KRST, WBAB, WAAL, WYFE, KREM, KBPI, KFML, WSHE, WLIR, WMMS, KSAN, ZETA-7, KZEW, WCCC, WIOO  
**#5 Most Added**  
**THE POP — Go! — Arista**  
**ADDED THIS WEEK —** KWST, WHFS, WBLM, KSJO, WAAL, KNAC, WBAB, KZOK, KKTX, KSAN, KREM, WBCN, WOUR, WKDF, KZEL, WLIR, WSHE  
**HISTORY TO DATE —** WJKL, KROO, KSJO  
**#6 Most Added**  
**SANTANA — Marathon — Columbia**  
**ADDED THIS WEEK —** WABX, KSHE, KMEL,

KWST, WHFS, KSJO, WBAB, KZOK, WYDD, WXRT, KSAN, KBPI, WPIX, C-101, W-4, WIOO  
**HISTORY TO DATE —** None  
**#7 Most Added**  
**THE WHO & VARIOUS — Quadrophenia — Polydor**  
**ADDED THIS WEEK —** WAAF, WBLM, KNAC, KEZY, WXRT, WKLS, WSAN, WCCC, WSHE, KOME, ZETA-4, ZETA-7, WIOO  
**HISTORY TO DATE —** KWST, KMEL, KSHE, WABX, WYDD, KMET, WNEW, KZOK, WQXM, KRST, WBAB, WAAL, KLLO, KROO, KZEL, KYTX, C-101, W-4, KBPI, WOUR, WBCN, WKDF, WLIR, WMMS, WPIX, KSAN  
**#8 Most Added**  
**THE MOTELS — The Motels — Capitol**

**ADDED THIS WEEK —** KSHE, WBLM, WNEW, KNAC, WBAB, WYFE, KZEW, KBPI, KREM, WOUR, WSHE, WMMS  
**HISTORY TO DATE —** KWST, WJKL, KRST, KROO, KZEL, WBCN, WLIR, WCCC, WIOO, WHFS  
**#9 Most Added**  
**STEVE MARTIN — Comedy Is Not Pretty — Warner Bros.**  
**ADDED THIS WEEK —** WAAF, WLVO, WAAL, KRST, KKTX, KBPI, C-101, WBCN, KZEL, WSAN, WCCC, WIOO  
**HISTORY TO DATE —** WLIR  
**#10 Most Added**  
**TOM JOHNSTON — Everything You've Heard Is True — Warner Bros.**  
**ADDED THIS WEEK —** WAAF, WAAL, KNAC, KLLO, KZOK, KYTX,

KROO, WXRT, WBCN, WOUR, WKLS  
**HISTORY TO DATE —** WBLM, KMET, KEZY, KRST, WBAB, KZEL, C-101, WSHE, KOME, WKDF, WLIR, KINK, ZETA-7, WCCC, KSAN, KBPI  
**#11 Most Added**  
**JETHRO TULL — Stormwatch — Chrysalis**  
**ADDED THIS WEEK —** KMET, WLVO, KNAC, KEZY, KZOK, WXRT, WLPL, WBCN, WKLS, WSAN  
**HISTORY TO DATE —** WBLM, KWST, KMEL, KSHE, WABX, WYDD, WJKL, WAAF, WNEW, KRST, WBAB, WAAL, ZETA-4, KLLO, WYFE, KREM, KROO, KZEL, KYTX, C-101, W-4, KBPI, WIBZ, WOUR, KOME, WKDF, WLIR, WMMS, KINK, WPIX, KSAN, ZETA-7, KZEW, WCCC, WIOO

FM STATION REPORTS — NEW ADDS/HOT ROTATION

**KNX-FM — LOS ANGELES — MICHAEL SHEEHY**  
**ADDS:** Janis Ian, Richie Furay, Bonnie Raitt, Eagles, Hotel (45)  
**HOTS:** Jimmy Buffet, Pousette-Dart Band, Lauren Wood, Danny Douma, Alan Parsons, Rita Coolidge, David Loggins, Lenny Zakatek, Bliss Band, Little River Band, Karla Bonoff, Michael Johnson, Jerry Ripelle, Randy Newman, Dirt Band, Bama, Brenda Russell, Pointer Sisters  
**KWST-FM — LOS ANGELES — PAM MAY**  
**ADDS:** Eagles, Santana, Styx, Bonnie Raitt, Pop  
**HOTS:** Led Zeppelin, Foreigner, Cheap Trick, Bob Dylan, Eagles, Talking Heads, Nick Lowe, Alan Parsons, Ian Gomm, AC/DC, Moon Martin, Southside Johnny, REO Speedwagon, David Werner  
**ZETA-4 — MIAMI — ROBIN MARTIN**  
**ADDS:** "Quadrophenia," Keith Herman, Louise Goffin, J.D. Souther, Pointer Sisters, Eagles, Mike Pina, Styx (45)  
**HOTS:** Led Zeppelin, Knack, Supertramp, Cars, Neil Young, Charlie Daniels, Little River Band, Foreigner, Bob Dylan  
**WKDF-FM — NASHVILLE — ALAN SNEED**  
**ADDS:** Bonnie Raitt, Blue Steel, Pop, Richie Furay, Shoes, Styx, Eagles, Sports (45)  
**HOTS:** Led Zeppelin, Foreigner, Bob Dylan, Jimmy Buffet, Little River Band, Molly Hatchet, AC/DC, Neil Young, Alan Parsons, Journey  
**WRNO-FM — NEW ORLEANS — ROD GLENN**  
**ADDS:** Styx, Potliquo, City Boy, Shoes, Blondie, Molly Hatchet  
**HOTS:** Led Zeppelin, Robert Palmer, REO Speedwagon, Gerry Rafferty, Little River Band, Ry Cooder, Nick Lowe, Dire Stratis, Bram Tchaikovsky, Dave Edmunds, Tim Curry  
**WNEW-FM — NEW YORK — SCOTT MUNI/MARY ANNE MCINTYRE**  
**ADDS:** Whitesnake, Rupert Holmes, 999, Richie Furay, Eagles, Streetheart, Beat, Bonnie Raitt, Molly Hatchet, Motels, Rick Derringer, Golden Earring, Peter Galaway, Styx  
**HOTS:** Led Zeppelin, Cheap Trick, Eagles, (45), Fleetwood Mac (45), Cars, Southside Johnny, "Quadrophenia," Van Morrison, Talking Heads  
**WPIX-FM — NEW YORK — MEG GRIFFIN**  
**ADDS:** Blondie, Molly Hatchet, Undertones (imp), Shoes, Lene Lovich (45 imp), Santana, Eagles  
**HOTS:** Bob Dylan, Talking Heads, Nick Lowe, Blondie, Cars, Tom Verlaine, Dave Edmunds, Van Morrison, Ian Dury, Yachts, Clash, Neil Young, Robert Palmer, Cheap Trick, Flying Lizzards (45 imp), Angie (45 imp), Knack, B-52s, "Quadrophenia," Genya Ravan, Jethro Tull, Fleetwood Mac (45), Tim Curry, Pointer Sisters, Tubeway Army, NRBO, Marshall Chapman, Michael Bloomfield, Jam (45 imp), Frank Zappa  
**ZETA-7 — ORLANDO — BILL MIMS**  
**ADDS:** Styx, Ian Lloyd, Sad Cafe, "Quadrophenia," FM, Bottles, Eagles, Head Boys (45)  
**HOTS:** Led Zeppelin, Foreigner, Cheap Trick, Jethro Tull, Molly Hatchet, AC/DC, Point Blank, REO Speedwagon, Jimmy Buffet, Rory Gallagher, Moon Martin, Sammy Hagar, Billy Thorpe, Nick Lowe  
**WIBZ-FM — PARKERSBURG — LARRY SCHUSTER**  
**ADDS:** Interview, Styx, Shoes, Whitesnake, Suzi Quatro, Karla Bonoff, Eagles (45), Rob Grill (45), Sports (45), Mike Barry (45)  
**HOTS:** Blue Oyster Cult, Foreigner, Led Zeppelin, REO Speedwagon, Sinceros, Supertramp, J.J. Cale, Bob Dylan, ELO, Charlie Daniels, Charlie, Alan Parsons, Southside Johnny, Sad Cafe, Talking Heads, Sniff "N" Tears, Cars, Sammy Hagar, Jimmy Buffet, Neil Young, Louise Goffin, Ian Lloyd  
**KROQ-FM — PASADENA — RICK CARROLL/LARRY GROVES**  
**ADDS:** Molly Hatchet, Eagles, Styx, Bonnie Raitt, Shoes, Beat, Tom Johnston, Bottles  
**HOTS:** Nick Lowe, Cars, Robert Palmer, AC/DC, Talking Heads, Blue Oyster Cult, Sniff "N" Tears, Ian Lloyd, "Americathon," Bob Dylan, Led Zeppelin, Pat Travers, Charlie, Cheap Trick, "Quadrophenia," Foreigner, Moon Martin, Eagles  
**WIOQ-FM — PHILADELPHIA — HELEN LEICHT**  
**ADDS:** Styx, Eagles, Brand X, Bonnie Raitt, "Quadrophenia," Desmond Child & Rouge, Santana, U.K., Steve Martin  
**HOTS:** Led Zeppelin, Cars, Supertramp, Foreigner, Sniff "N" Tears, Knack, Jethro Tull, Bob Dylan, Cheap Trick, Robert Palmer, David Werner, John Cougar, Ian Gomm, Night, Blue Oyster Cult, A's, Randy Newman, Little River Band, Wings, Neil Young  
**WYDD-FM — PITTSBURGH — JIM KINNEY**  
**ADDS:** Eagles, Shoes, Styx, Santana  
**HOTS:** Eagles, Styx, Led Zeppelin, Fleetwood Mac (45), Cars, Knack, Neil Young, REO Speedwagon, Rainbow, David Werner, Foreigner, Molly Hatchet, Robert Palmer, Alan Parsons, Talking Heads, Bob Dylan, AC/DC, Eddie Money (45), Cheap Trick, Jethro Tull

**KINK-FM — PORTLAND — LESLIE SARNOFF**  
**ADDS:** Bonnie Raitt, Dirt Band, Lauren Wood, Stix Hooper, Janis Ian, Jay Hoggard, Dire Straits (45), Janis Ian (45), Tom Johnston (45), Jeff Lorber (45), Brenda Russell (45), Van Morrison (45), Orleans (45), Eagles (45)  
**HOTS:** Little River Band, Jimmy Buffet, Robert Palmer, Randy Newman, Chicago, Alan Parsons, Van Morrison, Jeff Lorber, Jethro Tull, Pousette-Dart Band, Marshall Tucker  
**WYFE-FM — ROCKFORD — BRENT ALBERTS**  
**ADDS:** Styx, John Cougar, 999, Motels, Eagles  
**HOTS:** Cheap Trick, Foreigner, Journey, Moon Martin, Ian Gomm, Led Zeppelin, REO Speedwagon, Neil Young, Cars, Alan Parsons, Kinks, AC/DC, Scorpions, Little River Band, Molly Hatchet, Yipes, Talking Heads, Judas Priest  
**KSHE-FM — ST. LOUIS — TED HABECK**  
**ADDS:** Eagles, Santana, Styx, Bonnie Raitt, Hounds, Motels  
**HOTS:** Led Zeppelin, REO Speedwagon, Foreigner, Jethro Tull, Sammy Hagar, Charlie, Michael Stanley, Ian Gomm, John Cougar, Carlyne Mas, Bob Dylan, Molly Hatchet, Rory Gallagher, Cheap Trick  
**KMEL-FM — SAN FRANCISCO — MARK COOPER**  
**ADDS:** Eagles, Santana, Styx, Hall & Oates, Beat  
**HOTS:** Led Zeppelin, Foreigner, Gamma, Sammy Hagar, Alan Parsons, Cheap Trick, Jethro Tull, "Quadrophenia," Eagles, Blondie (45)  
**KSAN-FM — SAN FRANCISCO — DAVID PERRY**  
**ADDS:** Hounds 20/20, Santana, Styx, Whitesnake, Pop, "Bread & Roses," Roy Loney, Suzi Quatro, Foghat, Eagles  
**HOTS:** Cheap Trick, Led Zeppelin, Blondie (45), Foreigner, Dave Edmunds, Greg Kihn, Ian Gomm, Beat, Joe Jackson  
**KOME-FM — SAN JOSE — DANA JANG**  
**ADDS:** Pat Benatar, Bonnie Raitt, Scorpions, Styx, "Quadrophenia," Steve Martin, Head Boys (45)  
**HOTS:** AC/DC, "Americathon," Blue Oyster Cult, Jimmy Buffet, Cars, Cheap Trick, Bob Dylan, Gamma, Ian Gomm, Sammy Hagar, Kinks, Knack, Led Zeppelin, Little River Band, Nick Lowe, Van Morrison, Robert Palmer, REO Speedwagon, Sniff "N" Tears, Southside Johnny, Talking Heads, Pat Travers, Neil Young  
**KSJO-FM — SAN JOSE — PAUL WELLS/TAWN MASTREY**  
**ADDS:** Snail, FM, 20/20, Styx, Desmond Child & Rouge, Pop, Foghat, Santana, Fischer-Z, Alias, Bram Tchaikovsky (45 imp), Police (45 imp), Sports (45), Eagles  
**HOTS:** Foreigner, AC/DC, Sammy Hagar, Hounds, Gamma, Cheap Trick, Blue Steel, Golden Earring, Flamin' Groovies, Led Zeppelin  
**KZAM-FM — SEATTLE — MARION SEYMOUR**  
**ADDS:** Janis Ian, Styx, Richie Furay  
**HOTS:** Little River Band, Bob Dylan, Van Morrison, Karla Bonoff, Randy Newman, Robert Palmer, Jimmy Buffet, J.D. Souther, John Cougar, Southside Johnny, David Loggins, Michael Johnson, Joe Egan, Ian Gomm  
**KZOK-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN**  
**ADDS:** Styx, Jethro Tull, Judas Priest, Tom Johnston, Pop, Santana, Head Boys (45)  
**HOTS:** Led Zeppelin, Sammy Hagar, Scorpions, Pat Benatar, Alan Parsons, Foreigner, "Quadrophenia," Knack, Molly Hatchet, Cheap Trick  
**KREM-FM — SPOKANE — LARRY SNIDER**  
**ADDS:** Foghat, Bonnie Raitt, Interview, Motels, Gamma, Pop, Judas Priest, Styx (45)  
**HOTS:** Led Zeppelin, Bob Dylan, Cars, Foreigner, Knack, Charlie, Moon Martin, AC/DC, REO Speedwagon, Cheap Trick  
**WOUR-FM — UTICA — TOM STARR/ROBIN SHERWIN**  
**ADDS:** Bonnie Raitt, "Bread & Roses," Motels, Shoes, Pop, Tom Johnston, L. Shankar, Styx, FM, Cherie & Marie Currie (45), Rob Grill (45)  
**HOTS:** Led Zeppelin, Neil Young, Robert Palmer, Carlyne Mas, John Cougar, Blue Oyster Cult, Cars, Graham Parker, Records, Nick Lowe, Greg Kihn, Ian Lloyd, Ian Gomm, ELO, Louise Goffin, Sniff "N" Tears, Bram Tchaikovsky  
**WHFS-FM — WASHINGTON — DAVE EINSTEIN**  
**ADDS:** Santana, Eagles, Pop, Blend, Beat, Shoes, Brand X, Catfish Hodge, Private Eye  
**HOTS:** Bob Dylan, Talking Heads, Frank Zappa, Weather Report, Randy Newman, Pat Benatar, Jules & The Polar Bears, Jimmy Buffet, Bonnie Raitt, Shirts, Yachts, Van Morrison, J.D. Souther, Genya Ravan, Tom Verlaine, Hounds, Motels, Karla Bonoff, Carlene Carter, Garland Jeffreys





# REGIONAL PROGRAMMING GUIDE

**WRVQ — RICHMOND — BILL THOMAS, PD**  
1 - 1 — Commodores (old). JUMPS: 27 To 23 — Foreigner, 25 To 16 — B. Pointer, 15 To 11 — M. Jackson, 12 To 10 — Wings, 10 To 8 — N. Lowe, 11 To 5 — Commodores, 8 To 4 — H. Alpert, 5 To 3 — J. Warnes, 6 To 2 — Sniff 'N' Tears, Ex To 26 — Eagles, Ex To 25 — Fleetwood Mac, Ex To 24 — I. Gomm, Ex To 22 — M. Johnson, Ex To 21 — Doobie Bros., ADDS: L. Wood, Blondie Styx.

**WWSA — SAVANNAH — JIM LEWIS, MD**  
2-1 — M. JUMPS: 33 To 28 — I. Gomm, 32 To 26 — Wings, 21 To 24 — E. John, 26 To 23 — Foreigner, 30 To 21 — Eagles, 29 To 20 — Fleetwood Mac, 21 To 18 — K. Rogers, 25 To 17 — Commodores, 18 To 15 — Journey, 14 To 11 — D. Summer, 7 To 3 — K.C. & Sunshine Band. ADDS: 29 — Styx, 30 — F. Joli.

**Q105 — TAMPA — MASON DIXON, PD**  
6 - 1 — M. JUMPS: 27 To 18 — Commodores, 23 To 17 — J. Buffett, 22 To 14 — K.C. & Sunshine Band, 20 To 13 — D. Summer, 16 To 8 — M. Jackson, 11 To 7 — N. Lowe, 10 To 6 — Journey, 12 To 5 — H. Alpert, ADDS: 27 — Fleetwood Mac, 30 — Styx, Kermit The Frog, L. Wood, J. Stewart.

**WSEZ — WINSTON/SALEM — DUTCH BERRY, PD/MD**  
3 - 1 — M. JUMPS: 35 To 30 — J.D. Souther, 33 To 26 — K. Rogers, 25 To 20 — Wings, 19 To 16 — Knack, 18 To 15 — Atlanta Rhythm Section, 17 To 11 — D. Summer, 10 To 7 — N. Lowe, Ex To 36 — Fleetwood Mac, Ex To 33 — I. Gomm, Ex To 32 — Eagles. ADDS: S. Dahl, B. Russell, Commodores, Styx.

## SOUTHWEST

**KVIL — DALLAS — MIKE REY, MD**  
3-1 — Little River Band. JUMPS: 25 To 22 — Sniff 'N' Tears, 23 To 20 — M. McGovern, 26 To 19 — M. Jackson, 21 To 18 — D. Summer, 20 To 17 — H. Alpert, 18 To 14 — N. Lowe, 12 To 10 — B. Pointer, 11 To 9 — Supertramp, 8 To 6 — Commodores (old), Ex To 28 — G. Rafferty, Ex To 26 — Doobie Bros. ADDS: Wings, D. Summer, Atlanta Rhythm Section, Lobo, Knack.

**KLIF — DALLAS — HARRY NELSON, MD**  
2-1 — R. John. JUMPS: 30 To 27 — N. Lowe, 29 To 26 — Moon Martin, 28 To 24 — D. Ross, 27 To 21 — K. Rogers, 26 To 18 — D. Summer, 19 To 15 — Lobo, 16 To 13 — Atlanta Rhythm Section, 15 To 12 — M. McGovern, 12 To 8 — B. Pointer, 11 To 7 — R. Palmer, 7 To 5 — Commodores (old), 5 To 3 — Little River Band, Ex To 30 — M. Johnson, Ex To 29 — I. Gomm, Ex To 28 — S. Mills. ADDS: J. Buffett, M. Jackson, Eagles, A. Murray.

**Z97 — DALLAS — GARY MACK, PD/MD**  
1-1 — Cars. JUMPS: 21 To 16 — R. John, 20 To 14 — G. Rafferty, 22 To 13 — Commodores (old), 12 To 9 — Journey, 13 To 8 — Night, 11 To 5 — Earth, Wind & Fire. ADDS: 19 — Knack, 21 — P. Hernandez, 22 — Foreigner, 23 — Kansas.

**KRBE — HOUSTON — CLAY GISH, PD/MD**  
2-1 — Commodores (old). JUMPS: 28 To 25 — Wings, 26 To 23 — Kiss, 25 To 22 — I. Gomm, 24 To 20 — L. Garrett, 22 To 19 — Foreigner, 23 To 18 — Atlanta Rhythm Section, 18 To 13 — Ashford & Simpson, 21 To 10 — Knack, 19 To 8 — Journey, 8 To 5 — M. Nightingale, 6 To 2 — D. Warwick, Ex To 30 — Cherie & Marie Currie, Ex To 29 — N. Young, Ex To 26 — Fleetwood Mac, Ex To 21 — Eagles. ADDS: 3 — M. Jackson, Styx, E. John, Kansas, Blondie.

**KILT — HOUSTON — BILL YOUNG, PD**  
1-1 — Commodores (old). JUMPS: 40 To 35 — Doobie Bros., 36 To 31 — E. Money, 25 To 22 — Earth, Wind & Fire, 24 To 18 — Kermit The Frog, 15 To 12 — D. Ross, 20 To 11 — Journey, 12 To 10 — Little River Band, 16 To 6 — K.C. & Sunshine Band, 8 To 5 — M. 6 To 4 — M. Jackson, Ex To 39 — J.D. Souther, Ex To 38 — B. Russell, Ex To 37 — Eagles, Ex To 26 — K. Rogers. ADDS: 33 — P. Travers, 40 — Foreigner, Lobo, Wings, I. Gomm, Commodores.

**KAAY — LITTLE ROCK — JACK RANDALL, PD**  
2-1 — D. Warwick. JUMPS: 23 To 20 — D. Summer, 19 To 15 — Wings, 18 To 12 — K. Rogers, 11 To 9 — M. 7 To 5 — H. Alpert, Ex To 21 — Fleetwood Mac. ADDS: 23 — Styx, 24 — Eagles, 25 — A. Murray, S. Mills, Niteflyte.

**WHBO — MEMPHIS — JOHN LONG, PD**  
1-1 — R. John. JUMPS: 27 To 24 — Lobo, 28 To 22 — Knack, 24 To 18 — N. Lowe, 22 To 15 — P. Hernandez, 20 To 13 — H. Alpert, 14 To 11 — M. 5 To 3 — Commodores (old), Ex To 30 — K. Rogers, Ex To 29 — Journey, Ex To 28 — C. Daniels Band, Ex To 21 — Foreigner. ADDS: K.C. & Sunshine Band, S. Robinson, L. Wood, Styx.

**WMC-FM — MEMPHIS — MARK WILLIAMS, MD**  
2-1 — D. Warwick. JUMPS: 19 To 16 — H. Alpert, 18 To 14 — K. Rogers, 14 To 10 — R. Palmer, 12 To 8 — Commodores (old), 10 To 7 — M. 9 To 5 — G.Q. ADDS: D. Summer.

**WTIX — NEW ORLEANS — TERRY YOUNG, MD**  
3-1 — K.C. & Sunshine Band. JUMPS: 40 To 33 — Moon Martin, 37 To 31 — Doobie Bros., 33 To 27 — L. Goffin, 29 To 26 — D. Summer, 36 To 22 — J. "Bo" Horne, 25 To 21 — Hotel, 28 To 18 — Kiss, 23 To 17 — Foreigner, 20 To 15 — M. McGovern, 19 To 13 — H. Alpert, 13 To 10 — R. Palmer, 16 To 7 — N. Lowe, 17 To 6 — M. 7 To 4 — Knack, Ex To 40 — Charlie, Ex To 39 — K. Rogers, Ex To 38 — I. Thomas, Ex To 30 — Eagles, Ex To 23 — F. Joli. ADDS: Isley Bros., Commodores, Cher, Who, Records, Styx, E. John.

**WNOE — NEW ORLEANS — WAYNE WATKINS, MD**  
1-1 — K.C. & Sunshine Band. JUMPS: 40 To 37 — G. Gaynor, 39 To 35 — Wings, 35 To 31 — B. Russell, 34 To 30 — D. Summer, 32 To 29 — Crusaders, 31 To 28 — Kiss, 36 To 25 — Eagles, 30 To 24 — Foreigner, 27 To 23 — I. Gomm, 26 To 21 — K. Rogers, 22 To 19 — Ashford & Simpson, 21 To 18 — G. Rafferty, 25 To 14 — Knack, 18 To 13 — M. 15 To 12 — Sniff 'N' Tears, 16 To 9 — H. Alpert, Ex To 40 — F. Joli, Ex To 33 — Led Zeppelin. ADDS: 34 — J. "Bo" Horne, 38 — Commodores, 39 — Styx.

**KOFM — OKLAHOMA CITY — CHUCK MORGAN, MD**  
2-1 — M. JUMPS: 30 To 26 — Foreigner, 27 To 24 — Moon Martin, 26 To 23 — D. Summer, 25 To 22 — J. Warnes, 24 To 21 — N. Lowe, 23 To 20 — M. McGovern, 29 To 19 — Knack, 24 To 18 — K. Rogers, 17 To 14 — Cheap Trick (old), 18 To 10 — H. Alpert, 15 To 7 — Journey, 8 To 6 — D. Warwick, Ex To 30 — Wings, Ex To 29 — M. Jackson. ADDS: Commodores, J.D. Souther, L. Wood, C. Gayle, R. Holmes.

**KSLQ — ST. LOUIS — PHIL IRONS, MD**  
2-1 — Commodores (old). JUMPS: 33 To 28 — Fleetwood Mac, 34 To 27 — Eagles, 31 To 26 — N. Young, 28 To 25 — L. Wood, 30 To 24 — Kansas, 24 To 21 — Foreigner, 20 To 17 — K. Rogers, 19 To 16 — REO Speedwagon, 22 To 15 — D. Summer, 17 To 14 — Knack, 23 To 13 — J. Cougar, 18 To 12 — I. Gomm, 16 To 10 — G. Rafferty, 13 To 9 — Wings, 9 To 5 — M. Johnson, 7 To 4 — Atlanta Rhythm Section, 5 To 2 — H. Alpert, Ex To 23 — Commodores. ADDS: 29 — Styx, 31 — K.C. & Sunshine Band, 32 — J. Buffett, 33 — B. Dylan.

**KTSA — SAN ANTONIO — MIKE SCOTT, PD**  
3-1 — Commodores. JUMPS: 26 To 23 — D. Williams, 24 To 20 — F. Kinney, 30 To 19 — C. Gayle, 19 To 16 — P. Brown, 27 To 15 — M. Kane, 14 To 10 — K. Rogers, 13 To 6 — H. Alpert, 7 To 5 — D. Warwick, 9 To 4 — R. John, 5 To 2 — M. Jackson, Ex To 29 — A. Murray, Ex To 27 — G. Gaynor, Ex To 26 — Knack. ADDS: Eagles, D. Summer, Lobo, Blondie, S. Dahl.

**KEEL — SHREVEPORT — HOWARD CLARK, PD**  
1-1 — R. John. JUMPS: 27 To 21 — D. Summer, 29 To 20 — Kermit The Frog, 24 To 18 — K. Rogers, 21 To 17 — Atlanta Rhythm Section, 18 To 13 — H. Alpert, 17 To 12 — N. Lowe, 11 To 8 — P. Hernandez, Ex To 35 — Lobo, Ex To 33 — Moon Martin, Ex To 31 — J. Stewart, Ex To 29 — J. Warnes, Ex To 28 — Mass Production, Ex To 26 — Knack. ADDS: 30 — Eagles, 32 — Styx, 34 — Commodores, 36 — Ashford & Simpson, 37 — E. Money, 38 — A. Murray, 39 — I. Gomm.

## MIDWEST

**WCUE — AKRON — VINCE RADILOVIC, PD**  
10-1 — R. John. JUMPS: 33 To 29 — Foreigner, 31 To 27 — M. Johnson, 29 To 26 — Moon Martin, 28 To 23 — Knack, 22 To 18 — Mass Production, 23 To 17 — D. Summer, 15 To 12 — B. Pointer, 14 To 11 — Sniff 'N' Tears, 16 To 10 — H. Alpert, 5 To 3 — M. ADDS: 38 — B. Russell, 39 — K.C. & Sunshine Band, 40 — Eagles, Chic, Commodores, F. Joli, S. Quatro, J.D. Souther.

**WLS — CHICAGO — ALAN BURNS, MD**  
1-1 — Knack (old). JUMPS: 36 To 25 — Sniff 'N' Tears, 35 To 20 — N. Lowe, 24 To 17 — R. Palmer, 18 To 15 — Supertramp, 20 To 14 — Commodores (old), 10 To 7 — D. Warwick, 8 To 6 — ELO, 9 To 4 — H. Alpert, Ex To 31 — Journey, Ex To 30 — Knack. ADDS: Styx.

**Q102 — CINCINNATI — PAT O'BRIEN, MD**  
1-1 — Little River Band. JUMPS: 30 To 25 — Eagles, 29 To 24 — Fleetwood Mac, 28 To 22 — Foreigner. 27 To 19 — Doobie Bros., 21 To 18 — Wings, 26 To 17 — H. Alpert, 20 To 16 — D. Summer, 17 To 14 — Lobo, 18 To 12 — K. Rogers, 14 To 11 — Knack, 13 To 10 — B. Pointer, 11 To 8 — N. Lowe, 9 To 7 —

Atlanta Rhythm Section, 6 To 4 — Sniff 'N' Tears, 7 To 2 — Commodores (old). ADDS: 29 — I. Gomm, 30 — J. Warnes.

**WGCL — CLEVELAND — DAVE COLLINS, MD**  
2-1 — M. Jackson. JUMPS: 28 To 20 — N. Lowe, 24 To 19 — Foreigner, 27 To 17 — Knack, 21 To 15 — H. Alpert, 15 To 12 — D. Summer, 14 To 10 — Commodores (old), 11 To 9 — Journey, Ex To 25 — Eagles. ADDS: 26 — Fleetwood Mac, 27 — J. Warnes, 30 — Styx.

**WZZP — CLEVELAND — CLEVELAND REYNOLDS, MD**  
1-1 — Little River Band. JUMPS: 32 To 28 — G. Rafferty, 31 To 27 — Doobie Bros., 29 To 26 — H. Alpert, 28 To 23 — E. Money, 25 To 21 — Atlanta Rhythm Section, 26 To 20 — Journey, 22 To 19 — Breathless, 24 To 17 — D. Summer 19 To 16 — Kiss, 12 To 10 — Commodores (old), 10 To 7 — N. Lowe, 8 To 6 — Triumph, 4 To 2 — D. Warwick, Ex To 35 — Eagles, Ex To 34 — Wings, Ex To 33 — J. Stewart. ADDS: Sniff 'N' Tears.

**WNCI — COLUMBUS — STEVE EDWARDS, MD**  
2-1 — R. John. JUMPS: 23 To 20 — G. Rafferty, 22 To 17 — Atlanta Rhythm Section, 20 To 15 — N. Lowe, 15 To 12 — Sniff 'N' Tears, 14 To 11 — H. Alpert, 12 To 9 — D. Ross, 13 To 8 — Commodores (old), 10 To 6 — M. 11 To 2 — M. Jackson, Ex To 25 — Eagles, Ex To 23 — M. McGovern, Ex To 14 — K. Rogers. ADDS: Styx, Fleetwood Mac, Foreigner, Lobo.

**92X — COLUMBUS — MIKE PERKINS, MD**  
1-1 — M. Jackson. JUMPS: 40 To 36 — J. Buffet, 39 To 34 — Eagles, 38 To 29 — Lobo, 31 To 28 — Buckeye, 30 To 27 — J. Stewart, 28 To 22 — J. Warnes, 29 To 26 — Doobie Bros., 36 To 21 — K. Rogers, 26 To 20 — Foreigner, 14 To 10 — R. Palmer, 16 To 9 — H. Alpert, 17 To 8 — M. 9 To 7 — D. Warwick, 10 To 5 — Commodores (old). ADDS: 37 — Ashford & Simpson, 38 — Kansas, 39 — M. Johnson, 40 — Blondie.

**KIOA — DES MOINES — GARY STEVENS, PD/MD**  
3-1 — M. JUMPS: 23 To 19 — Atlanta Rhythm Section, 24 To 15 — P. Hernandez, 19 To 13 — Sniff 'N' Tears, 11 To 8 — Commodores (old). ADDS: 20 — G. Rafferty, 21 — Doobie Bros., 23 — Moon Martin, 24 — Knack.

**CKLW — DETROIT — ROSALIE TROMBLEY, MD**  
1-1 — Knack (old). JUMPS: 28 To 18 — K. Rogers, 18 To 15 — Lobo, 16 To 9 — C. Thompson, 9 To 3 — D. Summer (B Side), Ex To 26 — M. Macgregor. ADDS: Commodores, J.D. Souther, Styx.

**KFMD — DUBUQUE — STEVE SESTERHENN, MD**  
2-1 Commodores (old). JUMPS: 22 To 18 — M. Jackson, 24 To 17 — Wings, 20 To 16 — Doobie Bros., 15 To 12 — D. Summer, 14 To 10 — Atlanta Rhythm Section, 12 To 9 — Journey, 9 To 7 — N. Lowe, 7 To 4 — Sniff 'N' Tears, 8 To 3 — H. Alpert, Ex To 25 — Moon Martin, Ex To 24 — K. Rogers, Ex To 23 — Fleetwood Mac. ADDS: 22 — Eagles, K.C. & Sunshine Band, L. Goffin, A. Murray, Blondie, R. Milsap.

**Z96 — GRAND RAPIDS — JAY MICHAELS, PD**  
3-1 — R. Palmer. JUMPS: 30 To 25 — D. Summer, 27 To 22 — J. Warnes, 29 To 21 — J. Stewart, 28 To 19 — M. Jackson, 26 To 18 — Lobo, 25 To 15 — Doobie Bros., 24 To 12 — G. Rafferty, 10 To 7 — H. Alpert, 8 To 5 — B. Pointer, 7 To 4 — N. Lowe, 6 To 2 — Commodores (old), Ex To 39 — S. Quatro, Ex To 38 — A. Parsons Project. ADDS: 40 — Eagles, M. Macgregor, Styx, I. Gomm, K. Rogers.

**WNDE — INDIANAPOLIS — DAVE CLARK, PD**  
4-1 — M. JUMPS: 28 To 23 — Foreigner, 25 To 22 — Wings, 27 To 21 — K. Rogers, 23 To 20 — M. Jackson, 18 To 14 — G. Rafferty, 16 To 13 — Atlanta Rhythm Section, 14 To 10 — R. Palmer, 12 To 9 — Journey, 9 To 4 — N. Lowe, 6 To 3 — Sniff 'N' Tears, 8 To 2 — Commodores (old), Ex To 30 — Lobo, Ex To 28 — H. Alpert. ADDS: 27 — Fleetwood Mac, 29 — Eagles.

**KBEQ — KANSAS CITY — MARSHA LERENBERG, MD**  
1-1 — Journey. JUMPS: 39 To 36 — L. Wood, 38 To 35 — Knack, 40 To 34 — I. Gomm, 35 To 25 — Moon Martin, 33 To 24 — B. Dylan, 26 To 23 — B. Russell, 22 To 17 — K. Rogers, 17 To 13 — M. 15 To 12 — J. Warnes, 19 To 11 — D. Summer, 22 To 5 — N. Lowe, 5 To 3 — H. Alpert, Ex To 39 — Fleetwood Mac, Ex To 38 — Eagles. ADDS: 18 — M. Jackson, 37 — Crusaders, Foreigner, A. Murray, N. Young, Styx.

**WAKY — LOUISVILLE — MIKE MC VAY, PD**  
3-1 — Little River Band. JUMPS: 25 To 21 — B. Russell, 27 To 20 — Wings, 28 To 19 — Lobo, 22 To 18 — D. Summer, 14 To 17 — M. Nightingale, 19 To 14 — Doobie Bros., 17 To 11 — K. Rogers, 12 To 9 — G. Rafferty, 11 To 8 — J. Warnes, 10 To 6 — Commodores (old), 6 To 4 — M. Jackson, 5 To 3 — D. Warwick, 4 To 2 — R. John, Ex To 25 — I. Gomm, Ex To 23 — J. Stewart. ADDS: 26 — S. Mills, 28 — Eagles, 29 — M. Johnson.

**WISM — MADISON — JON LITTLE, PD**  
1-1 — M. JUMPS: 30 To 27 — Lobo, 29 To 24 — Knack, 24 To 21 — M. Jackson, 25 To 20 — H. Alpert, 22 To 19 — B. Pointer, 20 To 16 — Doobie Bros., 15 To 10 — N. Lowe, 11 To 7 — Commodores (old), 9 To 5 — D. Warwick, Ex To 30 — Foreigner, Ex To 28 — Fleetwood Mac, Ex To 26 — Eagles, Ex To 25 — Cheap Trick. ADDS: Styx, I. Gomm, Sports, Blondie, J. Stewart.

**WZUU — MILWAUKEE — CHRIS CURTIS, PD**  
9-1 — H. Alpert. JUMPS: 23 To 17 — M. McGovern, 17 To 12 — G. Rafferty, 18 To 11 — J. Warnes, 24 To 10 — M. 16 To 3 — Atlanta Rhythm Section, 11 To 2 — P. Hernandez, Ex To 24 — K. Rogers, Ex To 22 — M. Johnson, Ex To 19 — Eagles, Ex To 18 — Fleetwood Mac. ADDS: L. Wood.

**WOKY — MILWAUKEE — JIM BROWN, PD**  
3-1 — R. Palmer. JUMPS: 31 To 27 — Commodores, 28 To 24 — Ashford & Simpson, 27 To 23 — I. Gomm, 29 To 22 — K. C. & Sunshine Band, 24 To 21 — D. Summer, 23 To 18 — Knack, 21 To 15 — Moon Martin, 16 To 13 — Atlanta Rhythm Section, 18 To 12 — P. Hernandez, 14 To 11 — N. Lowe, 12 To 9 — G. Rafferty, 10 To 5 — H. Alpert, 7 To 4 — M. Johnson, 6 To 3 — M. McGovern. ADDS: 28 J. Warnes, 29 — M. Jackson, 30 — Styx, 31 — Eagles, Kansas, J. Stewart, L. Wood.

**KDWB — MINNEAPOLIS — DAVE THOMSON, PD**  
1-1 — Little River Band. JUMPS: 29 To 24 — Fleetwood Mac, 30 To 21 — Eagles, 26 To 18 — Kansas, 25 To 17 — J. Cougar, 21 To 14 — Lobo, 15 To 12 — G. Rafferty, 7 To 5 — Sniff 'N' Tears. ADDS: 20 8 J. Warnes, 27 — N. Lowe, 30 — Styx.

**KSTP — MINNEAPOLIS — DON MICHAELS, MD**  
2-1 — H. Alpert. JUMPS: 29 To 26 — A. Murray, 30 To 25 — Doobie Bros., 28 To 23 — C. Gayle, 26 To 21 — Wings, 19 To 16 — Atlanta Rhythm Section, 22 To 25 — K. Rogers, 16 To 13 — G. Rafferty, 15 To 12 — R. Coolidge, 8 To 5 — Commodores (old), 7 To 4 — M. Johnson, Ex To 30 — J.D. Souther, Ex To 29 — B. Mandrell, Ex To 28 — N. Lowe. ADDS: D. Summer, L. Garrett, Commodores.

**WOW — OMAHA — ERIK FOX, PD/MD**  
JUMPS: 30 To 24 — Cheap Trick (old), 29 To 23 — D. Summer, 25 To 22 — Lobo, 23 To 20 — P. Hernandez, 12 To 9 — Sniff 'N' Tears, 24 To 7 — K. Rogers, 8 To 6 — Knack, 28 To 5 — Foreigner, Ex To 30 — I. Gomm, Ex To 29 — Fleetwood Mac, 28 — M. Jackson. ADDS: Commodores, J. Buffett, Eagles, Blondie, Cheap Trick.

**KLEO — WICHITA — BOB MCKAY, PD**  
3-1 — H. Alpert. JUMPS: 27 To 22 — Kansas, 28 To 20 — Foreigner, 26 To 19 — Knack, 24 To 15 — J. D. Souther, 20 To 13 — B. Dylan, 19 To 12 — I. Gomm, 16 To 10 — L. Goffin, 15 To 9 — Moon Martin, 12 To 8 — Atlanta Rhythm Section, 13 To 7 — J. Warnes, 14 To 6 — Wings, 10 To 5 — D. Summer, 6 To 3 — Doobie Bros., 4 To 2 — Journey, Ex To 29 — Commodores, Ex To 24 — Toby Beau, Ex To 23 — Eagles, Ex To 21 — K. Rogers. ADDS: Fleetwood Mac, Styx, C. Gayle.

## WEST

**KRKE — ALBUQUERQUE — DEBBIE HUGHES, MD**  
3-1 — Commodores (old). JUMPS: 30 To 27 — J. Warnes, 24 To 20 — I. Gomm, 23 To 19 — Knack, 14 To 11 — M. Johnson, 16 To 9 — Wings, 9 To 7 — Sniff 'N' Tears, 8 To 6 — G. Rafferty, 6 To 4 — B. Pointer, 4 To 2 — Atlanta Rhythm Section, Ex To 30 — J. Buffett, Ex To 29 — Foreigner, Ex To 28 — Eagles, Ex To 25 — D. Summer. ADDS: Kansas, Kinks, J. Spencer, Styx.

**KERN — BAKERSFIELD — KRIS MITCHELL, MD**  
1-1 — M. JUMPS: 30 To 26 — K. Rogers, 29 To 22 — D. Summer, 24 To 15 — M. Jackson, 18 To 14 — H. Alpert, 16 To 13 — G. Rafferty, 12 To 10 — Atlanta Rhythm Section, 10 To 8 — N. Lowe, 13 To 7 — J. Warnes, 7 To 5 — Journey, 6 To 4 — Commodores (old), 5 To 3 — D. Warwick, Ex To 30 — E. John, Ex To 29 — I. Gomm, Ex To 28 — Wings, Ex To 25 — Fleetwood Mac, Ex To 24 — Eagles. ADDS: B. Dylan, Styx.

**KIMN — DENVER — DOUG ERICKSON, MD**  
3-1 — H. Alpert. JUMPS: 24 To 21 — Lobo, 23 To 20 — Knack, 21 To 19 — Doobie Bros., 22 To 18 —

*(continued on page 22)*

# POP RADIO

## ANALYSIS

### REGIONAL ACTION

#### EAST

**Most Added** 1. HEARTACHE TONIGHT — Eagles — Asylum  
2. TUSK — Fleetwood Mac — Warner Bros.  
3. BABE — Styx — A&M

**Most Active** 1. DIM ALL THE LIGHTS — Donna Summer — Casablanca  
2. RISE — Herb Alpert — A&M

3. GOOD GIRLS DON'T — The Knack — Capitol  
4. DON'T STOP 'TIL YOU GET ENOUGH — Michael Jackson — Epic

#### SOUTHEAST

**Most Added** 1. TUSK — Fleetwood Mac — Warner Bros.  
2. HEARTACHE TONIGHT — Eagles — Asylum  
3. BABE — Styx — A&M  
4. PLEASE DON'T LEAVE — Lauren Wood — Warner Bros.

**Most Active** 1. YOU DECORATED MY LIFE — Kenny Rogers — United Artists  
2. DIM ALL THE LIGHTS — Donna Summer — Casablanca  
3. HEARTACHE TONIGHT — Eagles — Asylum

4. RISE — Herb Alpert — A&M

#### SOUTHWEST

**Most Added** 1. HEARTACHE TONIGHT — Eagles — Asylum  
2. BABE — Styx — A&M  
3. TUSK — Fleetwood Mac — Warner Bros.

**Most Active** 1. YOU DECORATED MY LIFE — Kenny Rogers — United Artists  
2. RISE — Herb Alpert — A&M  
3. GOOD GIRLS DON'T — The Knack — Capitol

4. DIM ALL THE LIGHTS — Donna Summer — Casablanca

#### MIDWEST

**Most Added** 1. TUSK — Fleetwood Mac — Warner Bros.  
2. HEARTACHE TONIGHT — Eagles — Asylum  
3. BABE — Styx — A&M

**Most Active** 1. RISE — Herb Alpert — A&M  
2. YOU DECORATED MY LIFE — Kenny Rogers — United Artists  
3. DIM ALL THE LIGHTS — Donna Summer — Casablanca

4. SAIL ON — Commodores — Motown

#### WEST

**Most Added** 1. HEARTACHE TONIGHT — Eagles — Asylum  
2. TUSK — Fleetwood Mac — Warner Bros.  
3. BABE — Styx — A&M

**Most Active** 1. HEARTACHE TONIGHT — Eagles — Asylum  
2. DON'T STOP 'TIL YOU GET ENOUGH — Michael Jackson — Epic  
3. GOOD GIRLS DON'T — The Knack — Capitol

4. RISE — Herb Alpert — A&M

### MOST ADDED RECORDS

#### 1. HEARTACHE TONIGHT — EAGLES — ASYLUM

WGH, WAPE, Y103, WSGN, WKXX, WAKY, WNCI, KSLQ, KOFM, WCAO, WTIC, WKBW, WRVO, WSGA, WBBO, BJ105, Y100, WMC, WTIX, KXOK, KJR, KIMN, KOPA, KFI, KDWB, KBEO, CKLW, 92X, WGCL, WLS, B100, KJRB, KRBE, WAYS, Q102, WQXI, Z93, 940, WHB, WFIL, WZUU, WPRO-FM, WLAC, KING, WEFM, Q105, WPEZ, WAXY, KFRC, KHJ, WXLO, WHBQ, WRKO, KRTH, WPGC, KLIF, KTSA, 96KX, WAKY, WOKY, KTAC, WWKX, KERN, WISM, WERC, V97, WSEZ, WFLB, WRFC, WNOE, JB105, WICC, WGUY, WKBO, 14Q, WTRY, KFYE, KREM, KCPX, KROY, KSLY, KENO, KTLK, WKWK, WBBF, WFOM, WHHY, Z96, WOW, WKIX, WANS, KEEL, KAA, WCUE.

#### 2. TUSK — FLEETWOOD MAC — WARNER BROS.

KMJC, WGH, WAPE, WAKY, KSLQ, WTIC, WKBW, 96KX, WKXX, WRVO, WSGA, BBBQ, BJ105, Y100, KJR, KOPA, KFI, KDWB, WOKY, KBEQ, CKLW, 92X, WLS, B100, KJRB, KTSA, KRBE, Q102, WOXI, Z93, 940, WHB, WZUU, WPRO-FM, WLAC, KING, WEFM, F105, WPEZ, WAXY, KFRC, KHJ, WHBQ, WRKO, KRTH, WPGC, WSGN, O105, WGCL, WNDE, WNCI, WKIX, WWKX, WGSV, KTAC, KERN, WOW, Z96, WISM, KIOA, KFMD, WAGQ, WERC, V97, WSEZ, WFLB, WRFC, WANS, KNO, JB105, KROY, KCPX, KFYE, KAA, 14Q, WKBO, WGUY, WICC, KPAM, KTLK, WKWK, WBBF, WING, WFOM, WHHY, KRKE, KLEO, KRQ.

#### 3. BABE — STYX — A&M

KIMN, KMJC, KJR, KOPA, KJRB, KING, WTIX, KSLQ, KRBE, WPEZ, BJ105, WSGA, WKXX, Y103, WSGN, WRVQ, Q105, KDWB, CKLW, WOKY, KBEQ, WLS, WGCL, WLAC, WNDE, WNCI, WHB, WAPE, WIFI, 94Q, Z93, WOXI, WBBO, KRTH, WRKO, WAXY, WHBO, WPGC, KTLK, KERN, KFYE, KENO, KCPX, KROY, KPAM, KRKE, KREM, WISM, Z96, KLEO, WSEZ, WRFC, WFLB, WANS, WERC, V97, WWKX, KC101, WICC, WBBF, 14Q, JB105, KEEL, WNOE, KRO, KAA.

#### 4. STILL — COMMODORES — MOTOWN

KIMN, KMJC, WTIX, KOFM, WCAO, CKLW, KSTP, WBBO, WAYS, KHJ, KFRC, WXLO, KILT, KTAC, KREM, WOW, WSEZ, WFLB, WANS, WBBF, WTRY, KEEL, WNOE, WCUE.

#### 5. HOLD ON — IAN GOMM — STIFF/EPIC

WPEZ, WCAO, WTIC, BJ105, WLAC, O102, WAPE, WIFI, KILT, KTAC, WISM, Z96, V97, WBBF, KEEL, KRQ.

#### 6. BROKEN HEARTED ME — ANNE MURRAY — CAPITOL

KFI, KJRB, KLIF, KBEQ, WLAC, WKBW, WPRO-FM, WRKO, WXLO, WISM, WKIX, WERC, WJDX, WTRY, KEEL.

### RADIO ACTIVE SINGLES

**1. YOU DECORATED MY LIFE — KENNY ROGERS — UNITED ARTISTS**  
KIMN 15-11, KMJC 16-8, KFI 26-22, KOPA 24-21, KJRB 27-24, KING Ex-21, KLIF 27-21, KTSA 14-10, WTIX Ex-39, KSLQ 20-17, KOFM 28-18, WTIC-FM 25-22, BJ105 38-32, WSGA 21-18, WKXX 26-21, Y103 34-28, WSGN 20-13, CKLW 28-18, WAKY 17-11, KBEO 22-17, WLAC 12-8, WKBW 10-5, WNCI Ex-14, WZUU Ex-24, KSTP 22-15, WNDE 27-21, O102 18-12, 92X 36-21, WMC-FM 18-14, WHB 15-10, WAPE 25-22, WOXI Ex-20, Z93 25-22, WBBO 18-11, WAYS 20-10, WPGC Ex-28, WAXY Ex-27, WHBO Ex-30, WRKO Ex-27, KILT Ex-26.

**2. RISE — HERB ALPERT — A&M**  
WRKO 12-8, WHBQ 20-13, WAXY 11-3, WPRO-FM 16-8, Y100 4-2, WIFI 12-4, WMC-FM 19-16, 92X 16-9, O102 26-17, WNDE Ex-28, WZUU 9-1, WNCI 14-11, WZZP 29-26, WLAC 13-9, WGCL 21-15, WLS 9-4, KBEO 5-3, WOKY 10-5, O105 12-5, WRVO 8-4, WSGN 22-17, Y103 32-18, WKXX 28-24, BJ105 27-23, WTIC-FM 24-20, WCAO 5-2, F105 25-18, WPEZ 28-25, KOFM 18-10, KVIL 20-17, KSLO 5-2, WTIX 19-13, KTSA 13-6, KGW 11-6, B100 7-4, KFI 4-1, KMJC 8-5, KIMN 3-1.

**3. HEARTACHE TONIGHT — EAGLES — ASYLUM**  
KDWB 30-21, KBEQ Ex-38, WGCL Ex-25, WLAC Ex-39, WZZP Ex-35, WNCI Ex-25, WZUU Ex-19, O102 30-25, 92X 39-34, WAPE Ex-28, 940 27-21, Z93 27-12, WQXI Ex-24, WBBO Ex-23, WAYS Ex-25, WPGC 30-19, KRTH 23-17, WRKO Ex-30, KILT Ex-30, KIMN Ex-26, KMJC Ex-23, KFI 25-19, KJR Ex-25, B100 Ex-28, KOPA Ex-23, KJRB Ex-30, WTIX Ex-30, KSLO 34-27, KRBE Ex-21, WPEZ Ex-29, WCAO Ex-23, BJ105 36-30, WSGA 30-21, WKXX Ex-25, Y103 40-31, WSGN Ex-33, WRVO Ex-26.

**4. DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCA**  
WPGC 12-7, WAXY 16-12, WPRO-FM 8-5, WBBO 20-15, Y100 13-10, WQXI 14-8, WIFI 21-15, WHB 9-6, Q102 20-16, WZZP 24-17, WLAC 33-29, WGCL 15-12, KBEO 19-11, WOKY 24-21, WAKY 22-18, O105 20-13, WSGN 21-16, Y103 28-19, WKXX 19-15, WSGA 14-11, WTIC-FM 16-13, WCAO 16-12, F105 12-5, WPEZ 24-20, KOFM 26-23, KSLO 22-15, WTIX 29-26, KLIF 26-18, KING 23-14, KJRB 7-2, KOPA 13-9, B100 Ex-30, KFI 20-17.

**5. SAIL ON — COMMODORES — MOTOWN**  
KMJC 4-1, KGW 4-1, B100 12-7, KOPA 11-5, KLIF 11-5, KTSA 3-1, KVIL 8-6, 96KX 11-8, WPEZ 8-3, WTIC-FM 9-5, BJ105 11-8, WKXX 7-5, WSGN 5-3, WAKY 10-6, WLS 20-14, WGCL 14-10, WLAC 11-6, WZZP 12-10, WNCI 13-8, KSTP 8-5, WNDE 8-2, O102 7-2, 92X 10-5, WMC-FM 12-8, WAPE 12-10, WIFI 9-2, WABC 23-16, Y100 7-4, KHJ 10-6, KFRC 16-10, WHBO 5-3, WXLO 9-5.

**6. GOOD GIRLS DON'T — KNACK — CAPITOL**  
WRKO 24-19, WHBO 28-22, KFRC 27-20, WAXY 25-21, WBBO 22-18, WIFI 14-11, WAPE Ex-27, O102 14-11, WGCL 27-17, WLS Ex-30, WOKY 23-18, WSGN 28-24, Y103 23-15, WKXX Ex-29, BJ105 18-15, WTIC-FM 17-12, WPEZ 18-13, KRBE 21-10, KOFM 29-19, KSLQ 17-14, WTIX 7-4, KTSA Ex-26, KING 16-13, KOPA 18-14, KGW Ex-26, B100 18-14, KFI 9-3, KIMN 23-20.

### SECONDARY RADIO ACTIVE

**1. YOU DECORATED MY LIFE — KENNY ROGERS — UNITED ARTISTS**  
WNOE 26-21, KEEL 24-18, JB105 29-23, WTRY Ex-22, WBBF 37-32, WICC 26-21, WWKX 22-11, V97 39-30, WJDX 23-16, WERC 17-14, WSEZ 33-26, WRFC 20-14, WFLB 27-19, WKIX Ex-24, WANS Ex-38, WOV 24-7, KLEO Ex-21, KFMD Ex-24, KPAM 28-19, KCPX 28-19, KFYE Ex-27, KERN 30-26, KREM 27-24, KAA, 18-12, WFOM 21-16.

**2. DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCA**  
WANS Ex-39, WKIX 23-16, WFLB 10-6, WRFC 7-4, WSEZ 17-11, WERC 8-2, V97 27-19, WWKX 14-8, KC101 11-5, WICC 18-13, KEEL 27-21, WNOE 34-30, WOW 29-23, KLEO 10-5, Z96 30-25, KFMD 15-12, KPAM 21-12, KRKE Ex-25, KERN 29-22, KTLK 27-13, KREM 7-5, KRQ 27-22, KAA, 23-20, WCUE 23-17, WFOM 12-9.

**3. RISE — HERB ALPERT — A&M**  
KPAM 8-5, KCPX 15-10, KTAC 19-12, KROY 19-11, KFYE 13-4, KERN 18-14, KREM 11-6, KRQ 33-24, KAA, 7-5, WCUE 16-10, WISM 25-20, KFMD 8-3, Z96 10-7, KLEO 3-1, WANS 29-20, WKIX 12-8, WFLB 13-8, WICC 6-1, WJDX 10-6, V97 35-21, WWKX 5-3, KC101 10-4, KEEL 18-13, WNOE 16-9.

**4. DON'T STOP 'TIL YOU GET ENOUGH — MICHAEL JACKSON — EPIC**  
JB105 3-1, KC101 4-1, WRFC 5-1, WTRY 12-7, V97 14-9, WERC 18-9, KROY 5-3, KTLK 14-5, 14Q 24-12, WICC 17-12, Z96 28-19, KFMD 22-18, KERN 24-15, KENO 18-14, KRO 35-28, KREM Ex-22, KTAC 27-23, WISM 24-21, WOW Ex-28, WANS 32-25, WBBF Ex-23.

**5. GOOD GIRLS DON'T — KNACK — CAPITOL**  
14Q 9-4, WOW 8-6, JB105 17-10, WNOE 25-14, WICC 21-14, V97 24-13, WANS 19-15, WSEZ 19-16, WRFC 19-15, KLEO 26-19, KRKE 23-19, KROY 20-16, WCUE 28-23, KFYE Ex-24, KTAC 28-25, KPAM 35-23, KREM 26-23, WISM 29-24, WBBF 32-28, WTRY 29-21, KEEL Ex-26.

**6. HEARTACHE TONIGHT — EAGLES — ASYLUM**  
WNOE 36-25, JB105 35-25, WTRY Ex-28, WBBF Ex-35, WICC Ex-15, WWKX Ex-28, V97 Ex-37, WSEZ Ex-32, WRFC Ex-29, KLEO Ex-23, WISM Ex-26, KPAM Ex-30, KRKE Ex-28, KCPX Ex-29, KROY Ex-27, KFYE Ex-20, KERN Ex-24, KREM Ex-28, KENO Ex-24, WFOM 30-25.

# REGIONAL PROGRAMMING GUIDE

(continued from page 25)

Wings, 20 To 15 — Atlanta Rhythm Section, 17 To 13 — Charlie, 15 To 11 — K. Rogers, 13 To 9 — M. Johnson, 10 To 7 — B. Pointer, 8 To 5 — G. Rafferty, Ex To 29 — E. Money, Ex To 26 — Eagles, Ex To 24 — J.D. Souther, Ex To 22 — A. Murray. ADDS: Styx, L. Wood, Commodores.

## KTLK — DENVER — PAULA MATTHEWS, MD

1-1 — Commodores (old). JUMPS: 35 To 29 — Tower of Power, 32 To 25 — K.C. & Sunshine Band, 29 To 24 — AWB, 38 To 23 — N. Lowe, 26 To 20 — Crusaders, 25 To 19 — C. Daye, 21 To 15 — B. Russell, 27 To 13 — D. Summer, 20 To 12 — Atlanta Rhythm Section, 24 To 11 — Doobie Bros., 16 To 10 — F. Joli, 11 To 8 — G.Q., 10 To 7 — Little River Band, 14 To 5 — M. Jackson, 6 To 4 — M, 5 To 3 — Ashford & Simpson, Ex To 40 — R. Wood, Ex To 39 — D. Hartman, Ex To 36 — M. Johnson, Ex To 35 — Destination, Ex To 32 — Kool & The Gang. ADDS: T. Gardner, R. Holmes, E. John, Bama, Styx, Ritchie Family, S. Robinson, T. Jones.

## KFYE — FRESNO — RAY APPLETON, MD

1-1 — Journey. JUMPS: 30 To 25 — L. Goffin, 27 To 22 — M. Johnson, 24 To 18 — Lobo, 20 To 17 — E. Money, 19 To 15 — Commodores (old), 16 To 11 — D. Warwick, 9 To 7 — B. Pointer, 8 To 5 — Doobie Bros., 13 To 4 — H. Alpert, 4 To 2 — M. Ex To 29 — I. Gomm, Ex To 27 — K. Rogers, Ex To 24 — Knack, Ex To 23 — Fleetwood Mac, Ex To 20 — Eagles. ADDS: J.D. Souther, E. John, Styx, J. Buffett, B. Russell.

## KGW — PORTLAND — RICHARD HARKER, PD

4-1 — Commodores (old). JUMPS: 28 To 25 — M. Macgregor, 27 To 24 — I. Gomm, 23 To 20 — J. Warnes, 21 To 18 — Wings, 19 To 16 — Doobie Bros., 14 To 10 — M, 12 To 9 — B. Pointer, 11 To 6 — H. Alpert, Ex To 29 — M. Johnson, Ex To 26 — Knack.

## KPAM — PORTLAND — BILL MAYNE, PD/MD

1-1 — Commodores (old). JUMPS: 33 To 27 — J. Warnes, 30 To 26 — Moon Martin, 35 To 23 — Knack, 28 To 19 — K. Rogers, 25 To 18 — Atlanta Rhythm Section, 23 To 15 — I. Gomm, 17 To 13 — Wings, 21 To 12 — D. Summer, 13 To 10 — G. Rafferty, 19 To 8 — Doobie Bros., 8 To 5 — H. Alpert, 10 To 2 — Journey, Ex To 35 — Kansas, Ex To 33 — J.D. Souther, Ex To 30 — Eagles, Ex To 29 — C. Gayle. ADDS: Styx, M. Manchester, Y. Elliman, Pages.

## KROY — SACRAMENTO — CHUCK HALE, PD

1-1 — Little River Band. JUMPS: 29 To 26 — Wings, 27 To 21 — Foreigner, 25 To 19 — Atlanta Rhythm Section, 21 To 18 — Doobie Bros., 20 To 16 — Knack, 19 To 11 — H. Alpert, 10 To 7 — D. Warwick, 11 To 5 — Commodores (old), 5 To 3 — M. Jackson, Ex To 30 — J. Stewart, Ex To 27 — Eagles, Ex To 25 — J. Buffett. ADDS: Styx, Blondie, Kiss.

## KCPX — SALT LAKE CITY — GARY WALDRON, PD

1-1 — Commodores (old). JUMPS: 30 To 27 — Doobie Bros., 29 To 26 — Kermit The Frog, 27 To 24 — J. Warnes, 26 To 23 — Kansas, 25 To 22 — D. Edmunds, 24 To 20 — Bama, 28 To 19 — K. Rogers, 21 To 16 — P. Hernandez, 19 To 15 — Buckeye, 17 To 14 — L. Goffin, 15 To 10 — H. Alpert, 13 To 9 — Moon Martin, 10 To 8 — G. Rafferty, 9 To 7 — Atlanta Rhythm Section, 8 To 6 — Journey, Ex To 30 — A. Murray, Ex To 29 — Eagles, Ex To 28 — Fleetwood Mac. ADDS: Styx, M. Macgregor, J. Stewart, Chic, England Dan & J.F. Coley, D. Ross, Dr. Hook, J.D. Souther.

## KENO — LAS VEGAS — BILL ALEXANDER, MD

2-1 — M. Nightingale. JUMPS: 27 To 22 — R. Milsap, 18 To 14 — M. Jackson, 17 To 11 — R. John, 10 To 7 — Doobie Bros., Ex To 24 — Eagles. ADDS: 26 — Styx, H. Brood, C. Mas, P. Travers.

## KRTH — LOS ANGELES — BOB HAMILTON, PD

2-1 — H. Alpert. JUMPS: 29 To 26 — J.D. Souther, 30 To 22 — Commodores, 23 To 17 — Eagles, 18 To 13 — K.C. & Sunshine Band, 11 To 9 — Lobo, 13 To 7 — F. Joli, Ex To 30 — Foreigner, Ex To 29 — M. McGovern, Ex To 28 — Fleetwood Mac. ADDS: Styx, Earth, Wind & Fire.

## KHJ — LOS ANGELES — CHUCK MARTIN, PD

1-1 — M. Nightingale. JUMPS: 22 To 18 — B. Dylan, 21 To 17 — Foreigner, 19 To 15 — G. Rafferty, 20 To 14 — Doobie Bros., 16 To 13 — Atlanta Rhythm Section, 15 To 12 — S. Mills, 13 To 9 — Lobo, 10 To 6 — Commodores (old), 7 To 5 — M. Jackson. ADDS: C. Gayle, I. Lloyd, Commodores, Ashford & Simpson.

## KFI — LOS ANGELES — ROGER COLLINS, MD

4-1 — H. Alpert. JUMPS: 29 To 25 — N. Lowe, 26 To 22 — K. Rogers, 24 To 21 — Fleetwood Mac, 25 To 19 — Eagles, 23 To 18 — Foreigner, 20 To 17 — D. Summer, 19 To 16 — G. Rafferty, 18 To 13 — Sniff 'N' Tears, 17 To 11 — M. Jackson, 8 To 6 — M, 9 To 3 — Knack, Ex To 30 — K.C. & Sunshine Band, Ex To 28 — M. McGovern, Ex To 27 — Journey. ADDS: Ashford & Simpson, C. Thompson, A. Murray, B. Russell, F. Joli, B. Preston, M. Johnson.

## KOPA — PHOENIX — STEVE RIVERS, PD

1-1 — H. Alpert. JUMPS: 29 To 26 — Wings, 28 To 24 — K.C. & Sunshine Band, 27 To 22 — Foreigner, 24 To 21 — K. Rogers, 23 To 20 — L. Wood, 21 To 18 — Doobie Bros., 18 To 14 — Knack, 12 To 10 — Journey, 13 To 9 — D. Summer, 9 To 6 — D. Warwick, 11 To 5 — Commodores, 4 To 2 — J. Jackson, Ex To 30 — Kiss, Ex To 29 — Fleetwood Mac, Ex To 23 — Eagles. ADDS: Styx.

## B100 — SAN DIEGO — GLEN MCCARTNEY, PD

6-1 — M. JUMPS: 29 To 26 — B. Pointer, 27 To 24 — Lobo, 25 To 22 — S. Dahl, 21 To 17 — G. Rafferty, 26 To 16 — Journey, 18 To 14 — Knack, 12 To 7 — Commodores (old), 8 To 6 — Sniff 'N' Tears, 7 To 4 — H. Alpert, Ex To 31 — Moon Martin, Ex To 30 — D. Summer, Ex To 28 — Eagles, Ex To 27 — Fleetwood Mac. ADDS: 19 — M. Jackson, K. Rogers.

## KMJC — SAN DIEGO — KATHY DEROUVILLE, MD

4-1 — Commodores (old). JUMPS: 30 To 27 — A. Murray, 28 To 25 — M. Jackson, 29 To 22 — Fleetwood Mac, 24 To 20 — Wings, 22 To 17 — M. Johnson, 16 To 8 — K. Rogers, 10 To 7 — Atlanta Rhythm Section, 8 To 5 — H. Alpert, 6 To 4 — M, Ex To 30 — L. Goffin, Ex To 23 — Eagles. ADDS: 28 — J.D. Souther, 29 — Commodores, L. Wood, Styx.

## KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

3-1 — M. Jackson. JUMPS: 29 To 23 — B. Dylan, 28 To 22 — Foreigner, 27 To 20 — Knack, 16 To 10 — Commodores (old), 11 To 8 — H. Alpert, 9 To 7 — R. John, 8 To 6 — Journey, 6 To 3 — D. Warwick, Ex To 30 — J.D. Souther, Ex To 29 — S. Quatro, Ex To 28 — Crusaders, Ex To 26 — Cheap Trick. ADDS: Kermit The Frog, Commodores, S. Dahl, K.C. & The Sunshine Band.

## KJR — SEATTLE — TRACY MITCHELL, PD

1-1 — Journey. JUMPS: 23 To 20 — S. Quatro, 21 To 17 — M. Jackson, 19 To 15 — Wings, 15 To 12 — B. Dylan, 12 To 9 — Moon Martin, 11 To 8 — Sniff 'N' Tears, 8 To 6 — B. Pointer, Ex To 25 — Eagles, Ex To 24 — I. Gomm. ADDS: Styx.

## KING — SEATTLE — TOM MCKAY, MD

1-1 — Sniff 'N' Tears. JUMPS: 25 To 20 — M. Jackson, 23 To 14 — D. Summer, 22 To 15 — B. Dylan, 16 To 13 — Knack, 10 To 4 — Atlanta Rhythm Section, Ex To 21 — K. Rogers, Ex To 24 — I. Gomm, Ex To 25 — J. Stewart. ADDS: Pointer Sisters, Foreigner, Cheap Trick, J. Buffett, Styx, Kermit The Frog.

## KJRB — SPOKANE — TOM HUTYLER, MD

1-1 — M. JUMPS: 29 To 26 — K.C. & The Sunshine Band, 27 To 24 — K. Rogers, 24 To 21 — G. Rafferty, 25 To 17 — B. Dylan, 20 To 11 — B. Pointer, 17 To 14 — Wings, 18 To 8 — M. Jackson, 9 To 4 — Journey, 7 To 2 — D. Summer, Ex To 31 — Fleetwood Mac, Ex To 30 — Eagles, Ex To 29 — Commodores. ADDS: A. Murray, Styx, C. Gayle, Knack, J.D. Souther.

## KREM — SPOKANE — DON NORDINE, PD

5-1 — Commodores (old). JUMPS: 29 To 25 — B. Dylan, 27 To 24 — K. Rogers, 26 To 23 — Knack, 23 To 20 — Wings, 14 To 10 — Doobie Bros., 11 To 6 — H. Alpert, 7 To 5 — D. Summer, Ex To 28 — Eagles, Ex To 27 — I. Gomm, Ex To 22 — M. Jackson. ADDS: Commodores, Styx, K.C. & Sunshine Band.

## KTAC — TACOMA — BRUCE CANNON, MD

2-1 — M. Nightingale. JUMPS: 28 To 25 — Knack, 27 To 23 — M. Jackson, 22 To 19 — Sniff 'N' Tears, 21 To 17 — B. Pointer, 18 To 15 — Atlanta Rhythm Section, 16 To 13 — Journey, 19 To 12 — H. Alpert, 12 To 10 — R. Palmer, 10 To 7 — Commodores, 9 To 6 — D. Warwick, 7 To 5 — Cars, 5 To 3 — Little River Band, 6 To 2 — M. Ex To 30 — Foreigner. ADDS: I. Gomm, M. Johnson, Commodores.

## KRQ — TUCSON — DAN MCCOY, MD

4-1 — Sniff 'N' Tears. JUMPS: 39 To 32 — K.C. & Sunshine Band, 37 To 31 — Moon Martin, 35 To 28 — M. Jackson, 33 To 24 — H. Alpert, 30 To 23 — B. Pointer, 27 To 22 — D. Summer, 26 To 20 — Triumph, 23 To 19 — Wings, 18 To 12 — G. Rafferty, 16 To 11 — Doobie Bros., 14 To 7 — M, 7 To 5 — N. Lowe, 12 To 3 — Commodores (old), 5 To 2 — D. Warwick, Ex To 39 — Blondie. ADDS: 35 — I. Gomm, 36 — Fleetwood Mac, 37 — K. Rogers, 38 — J. Buffett, 40 — S. Quatro, B. Dylan, Styx.

# Polygram Posts Return Policy

(continued from page 7)

While defectives will be included in the returns policy, both seven and twelve-inch singles, Christmas product, and albums by developing artists will be exempt. Customers will be notified by their Polygram sales representative about those releases which will be considered as recorded by "developing artists."

## Monthly Dollar Amounts

The dollar amounts of the monthly return allowances, which will be calculated separately for each of Polygram's six distributed labels, will be determined by multiplying the customer's return percentage by its gross purchases from each label during the three prior months. Any unused monthly return allowance will be added to the following month's allowance, except that a customer cannot use any return allowance generated during a calendar year after February of the following year.

An approved return authorization will list four figures: the total dollar amount of the return authorization; the total dollar amount charged against the monthly return allowance; the dollar amount of the customer's monthly return allowance prior to issuance of the return authorization; and the balance of the monthly return allowance after the return authorization has been issued. Any request exceeding the limit will be rejected.

The new Polygram policy also establishes a minimum order of \$125. This excludes all orders for only seven-inch singles, which must be ordered in box lots of 25. Customers with multiple outlets must meet the minimum order requirements for each outlet. Previously, Polygram had no minimum order requirements.

The final point of the letter deals with the special service requirements for customers with multiple retail locations. There will be a charge of one percent to pick and pack individual outlet orders, then ship these orders, in bulk, to the account's warehouse for redistribution. There will be a charge of two percent to pick, pack, and ship orders directly to the account's individual outlets.

## Steinberg Comments

In a formal statement addressing the policy change, Irwin H. Steinberg, executive vice president of the Polygram Corporation, noted that the tremendous growth of the record industry since World War Two was "fueled by business practices such as a liberal return policy and discounts which worked well during a time when marginal gross profit was high. . . . But over the past 20 years, the gross marginal profit has been cut virtually in half." Steinberg added that "rapidly spiraling costs have placed enormous pressures on profitability, making reinvestment for growth extremely difficult. Since Polygram and its customers must continue to grow, steps have been taken through Polygram Distribution to create a healthier business environment."

## Returns Ceiling Concept

With two of the three biggest distribution organizations introducing a returns ceiling, it appears likely that other manufacturers

will eventually adopt similar policies. But, on the whole, record retailers do not seem alarmed by the prospect.

According to Linda Stelling of the Harvard Coop, "It's not bad for me because we never exceed 15% (in returns), but I can see some retailers like the department stores that have gotten used to unlimited returns being hurt."

According to Pat Berry who heads up Leisure Landing, based in New Orleans, "While some people will get hurt, I think most retailers have learned to buy more carefully. But I think that, because of the overshipping by the manufacturers, this is the one year where returns are up. Until this year, we've always ranged from eight per cent to a high of 15%. This year, we were up to 24% with some of the majors."

"What I think will happen is that the manufacturers that have weaker catalog will be hurt more because hit product will be the greatest area of retailers' belt tightening."

Don Simpson, head of purchasing for the Indianapolis-based Father's and Sons, which owns the Karma retail chain, said, "I think that the ceilings can be worked with, although I think that there will have to be some give and take to make sure that people don't get burdened down with what they have on hand; if manufacturers clean up the accounts in 1979, then people will be o.k. in 1980. I don't see us having as much difficulty as the racks."

Ernie Leaner, head of Ernie's One Stop, shared Simpson's concern for the racks. "If the black accounts that I deal with ever hit 11 or 12 per cent on returns, then I'd be surprised, because in this market an act has to prove itself every time out. The problems are going to be with the racks, because they don't buy by what they feel, but by what record companies are committed to, which in turn has contributed to the returns cycle."

The racks were in fact less optimistic than the retailers. Harold Okinow, president of Lieberman Enterprises, for instance, wanted the manufacturers to give racks a higher returns ceiling than they provide for other kinds of accounts (see separate story).

Steve Marmaduke, vice president of purchasing for the Western Merchandisers rack operations, said, "The majors, in their usual way, are overreacting to the temporary recession in the marketplace. I think that it's a policy that will prove itself to be invalid when business gets better. While I don't see that happening for at least another six months, when it does, they'll forget about the guidelines — they'll have to."

John Kaplan, executive vice president of Handleman Corp., felt that racks should be allowed a 25% return ceiling. "If the manufacturers recognize the different needs of the rack jobber and the retailer," he commented, "and if there are provisions made for new artists, and if the transition period is handled correctly, I think we can live with it (returns limitation). We all want to see a better bottom line."



**AURUM SIGNS GOTHAM** — Pop disco group Gotham has signed with Aurum Records. The trio will release their first single next month. Shown above (l-r) are: Bill Radies, vice president of Aurum; Richard Bradley, president of Aurum; and group members Michael Pace, Gary Herb, and David McDaniels.

# GOSPEL



**OLDHAM'S SINGLE** — Chris Waters, far right, co-writer with Randy Cox of the new Doug Oldham single, "The Highest Praise," is shown with Oldham, second from right as they discuss the new single with Matt Steinhauer, far left, of Impact Records and Charlie Monk, CBS publishing executive who published the song.

## Catholic Product: A Vital Part Of The Gospel Industry

by Don Cusic

NASHVILLE — Within the realm of Christian music is a facet that many are not even aware of — the multi-million dollar Catholic music industry. Since Vatican II changed the Mass from Latin to English (as well as a number of other major changes), the Catholic church has experienced a tremendous need for liturgical music and hymn books. This has meant a huge growth in Catholic related records, songbooks and songs.

The largest Catholic firm is the North American Liturgy Resources based in Phoenix, Ariz. NALR expects to gross over \$4 million this year through sales of its albums, songbooks gifts, painting and other assorted items. NALR is the home of the St. Louis Jesuits, whose album, "Earthen Vessels" is approaching gold status. The impact of this group of priests has extended beyond the Catholic world and into the Christian community as a whole.

### Began In Basement

The head of the firm is Ray Bruno, who began NALR in Cincinnati in 1970. In its first full year — 1971 — the firm sold \$70,000 worth of merchandise. However, because of the problems of starting a business, Bruno and his wife, Shirley, along with David Sercy (currently executive vice president) were running the firm out of Bruno's basement.

Because there were several other liturgical firms in Cincinnati, Bruno felt he was at a disadvantage, so he moved to Phoenix, leaving Sercy, Dan Onley and Natalie Waugh in Cincinnati to handle the business there. The move was made in 1975 and shortly afterwards, Sercy, Onley and Waugh joined the Brunos in Phoenix. The firm has grown from a five member staff four years ago to an organization with

55 employees, and a new million dollar facility they are planning on moving into soon.

The company's first hit was an album entitled "Hi God" by Rev. Carey Landry and Carol Jean Kinghorn, made in 1973. Landry has continued to be one of the top record acts with the label and is second only in sales to the St. Louis Jesuits. Another of his albums, "I Will Not Forget You" is considered one of the company's most ambitious projects and production. A whole line of gifts, books and songbooks have come from that initial album project.

Landry, the St. Louis Jesuits and the Da-means are all priests who fulfill other duties as priests besides their recordings. All of the acts tour and perform in concerts, at

(continued on page 29)

## HSE Of America Buys Gospel Label

NASHVILLE — HSE of America, Inc. has purchased HSE Records, Inc., the Nashville-based black gospel label founded by Hoyt Sullivan.

The new corporation is headed by Larry Blackwell, a 15-year veteran of the music industry in sales and promotion. Blackwell and two business associates formed the corporation to purchase the label, which has recorded such artists as Willie Banks & the Messengers, The Gerald Sisters, J.J. Farley & the Original Soul Stirrers, Norris Turner, The Weeks Sisters, Tommy Ellison & the Five Singing Stars, Julius Cheeks and others since its inception in the early 1970s.

Blackwell noted, "We want to be an even bigger part of black gospel. We want to expand our distribution and as part of that goal, we plan to pay greater attention to the quality of our production as well as take a more active role in promoting it"

## Copyright Infringement Suit Settled In Favor Of Publishers

NASHVILLE — A copyright infringement suit against the Unification Church of America involving the unlicensed use of 40 copyrights has been won by the religious publishers who brought the suit.

The suit involved 22 publishers and consumed two years of pre-trial proceedings. Finally, the Unification Church — which has been frequently identified with the Rev. Sun Myung Moon — has agreed to sign a Consent Order providing for the payment of \$90,000 in damages.

The lawsuit concerned a hymnal, "Songs for Worship and Fellowship," which was offered by the church for sale.

Publishers of sacred music who have been reticent in the past to defend their property rights and sue civilly for infringement under the copyright law consider the example set by this case and the result obtained as a model for future actions.

According to Hal Spencer, president of the Church Music Publishers Association (CMPA), "The problem of unlicensed copying within the church has reached epidemic proportions. The law provides copyright owners with appropriate remedies and the successful conclusion of this important suit is viewed as a significant first step in enforcing the provision of the statute."

## TOP 20 ALBUMS

### Spiritual

	9/22	Chart	Weeks On
<b>1 LOVE ALIVE II</b> WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1	48	
<b>2 LEGENDARY GENTLEMEN</b> JACKSON SOUTHERNAIRS (Malaco 4362)	2	25	
<b>3 I DON'T FEEL NOWAYS TIRED</b> REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	3	46	
<b>4 CHANGING TIMES</b> MIGHTY CLOUDS OF JOY (City Lights/Epic JE 35971)	4	16	
<b>5 THE GOSPEL KEYNOTES SALUTE PAUL BEASLEY</b> (Nashboro 7210)	5	18	
<b>6 THE FOUNTAIN OF LIFE JOY CHOIR</b> (Gospel Roots 5034)	14	4	
<b>7 PUSH FOR EXCELLENCE</b> VARIOUS ARTISTS (Myrrh MSB 6617)	6	22	
<b>8 LOVE ALIVE</b> WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	7	116	
<b>9 GOSPEL FIRE</b> GOSPEL KEYNOTES (Nashboro 7202)	8	54	
<b>10 DR. JESUS</b> THE SWANEE QUINTET (Creed 3088)	11	44	
<b>11 GIVE ME SOMETHING TO HOLD ON TO</b> MYRNA SUMMERS (Savoy 14520)	9	10	
<b>12 THINK OF HIS GOODNESS TO YOU</b> JAMES CLEVELAND & THE CLEVELAND SINGERS (Savoy SGL 14438)	10	10	
<b>13 EVERY THING WILL BE ALRIGHT</b> REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 14499)	13	38	
<b>14 WHAT A WONDERFUL SAVIOR I'VE FOUND</b> DONALD VAIL & THE VOICES OF DELIVERANCE (Savoy SGL 7025)	15	4	
<b>15 TRY JESUS</b> TROY RAMSEY & THE SOUL SEARCHERS (Nashboro 7213)	12	8	
<b>16 COME LET'S REASON TOGETHER</b> FLORIDA MASS CHOIR (Savoy SGL 7034)	16	16	
<b>17 YOU LIGHT UP MY LIFE</b> REV. ISAAC DOUGLAS (Creed 3090)	18	28	
<b>18 FROM THE HEART</b> SHIRLEY CAESAR (Hob HBL 501B)	17	54	
<b>19 LIVE IN LONDON</b> ANDRAE CROUCH & THE DISCIPLES (Light LS 5717)	19	64	
<b>20 EVERYTHING WILL BE ALRIGHT</b> REV. CLAY EVANS (Jewel 0146)	20	18	

### Inspirational

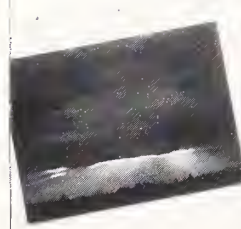
	9/22	Chart	Weeks On
<b>1 NEVER THE SAME</b> EVIE TORNOQUIST (Word WSB 8806)	1	16	
<b>2 HAPPY MAN</b> B.J. THOMAS (Myrrh MSB 6593)	2	56	
<b>3 NO COMPROMISE</b> KEITH GREEN (Sparrow SPR 1024)	3	44	
<b>4 HEED THE CALL</b> THE IMPERIALS (Dayspring DST 4011)	5	22	
<b>5 YOU GAVE ME LOVE</b> B.J. THOMAS (Myrrh MSB 6574)	6	8	
<b>6 MY FATHER'S EYES</b> AMY GRANT (Myrrh MSB 6625)	8	18	
<b>7 MIRROR</b> EVIE TOURNQUIST (Word WST 8735)	7	116	
<b>8 HOME WHERE I BELONG</b> B.J. THOMAS (Myrrh MSB 6574)	4	116	
<b>9 DALLAS HOLM &amp; PRAISE LIVE</b> (Greentree R3441)	9	44	
<b>10 PRAISE III</b> VARIOUS ARTISTS (Maranatha MM 00481)	14	26	
<b>11 FORGIVEN</b> DON FRANCISCO (New Pax NP 33042)	11	42	
<b>12 SLOW TRAIN COMING</b> BOB DYLAN (Columbia FC 36120)	17	4	
<b>13 MUSIC MACHINE</b> CANDLE (Birdwing BDWG 2004)	10	80	
<b>14 FOR HIM WHO HAS EARS TO HEAR</b> KEITH GREEN (Sparrow SPR 1015)	19	116	
<b>15 THE VERY BEST OF THE VERY BEST</b> BILL GAITHER TRIO (Word WSB 8804)	12	46	
<b>16 BULLFROGS AND BUTTERFLIES</b> CANDLE (Birdwing BWR 2010)	18	4	
<b>17 STAND UP</b> THE ARCHERS (Light LS 5755)	13	8	
<b>18 ALL THAT MATTERS</b> DALLAS HOLM & PRAISE (Greentree R 3558)	—	2	
<b>19 NATHANIEL-THE GRUBLET</b> CANDLE (Birdwing BWR 2018)	—	2	
<b>20 MANSION BUILDERS</b> THE 2nd CHAPTER OF ACTS (Sparrow SPR 1020)	20	72	

## REVIEWS



**GARY SANFORD PAXTON — Pax—R-2411 — Producer: Gary Paxton — List: 7.98**

Count on Gary Paxton to be a little different — from the back photos of him crawling out of his race car to the vinyl itself, he truly steps to the beat of a different drummer. Paxton has recorded an album of old hymns in new, juiced-up versions and the effect is startling. New perspectives of the Ageless Story.



**MOTIVES — Andy Pratt — Nemperor — JZ 35781 — Producer: Eddy Offord & Andy Pratt — List: 7.98**

Pratt has not been known as a gospel artist but, like several other prominent secular musicians, has become a Christian and released an album that displays that belief — at times subtly and at times most clearly. Best cuts are "Saviour," and "Christine." Heavy rock.

# GOSPEL

## Agreement Reached By Cherry Lane, Sparrow

NASHVILLE — A joint publishing agreement has been announced by Sparrow Records, Inc. and Cherry Lane Music whereby Cherry Lane will co-publish and administer Sparrow's Birdwing, (ASCAP), Sparrow Song (BMI), and His Eye (SESAC) publishing companies. Cherry Lane will also manufacture and print for Sparrow but Sparrow will continue to distribute its own print catalogue.

### New Avenues

Sparrow president Billy Ray Hearne observed that "the pact opens new avenues

for the Sparrow Family of ministries and we look forward to travelling them with the benefit of Cherry Lane's expertise."

Hearne also announced the signing of songwriter Jon Sherberg to a long-term contract with the label's ASCAP pubbery, Birdwing Music.

Other writers that Sparrow holds the publishing for include Alliene Vale, Albrecht, Rolley and Moore, Mike Deasy, Janny Grine, Candle, Barry McGuire, Danniebelle Hall, Terry Talbot and John Michael Talbot.

## National Quartet Convention Slated For October 2-6 In Nashville

NASHVILLE — The National Quartet Convention, scheduled this year for Oct. 2-6, promises to be the "biggest and best ever," according to J.G. Whitfield, co-owner of the convention with Cecil and James Blackwood.

The Convention, the 23rd annual, will once again be held in Nashville at the Municipal Auditorium and is expected to

attract several thousand fans, disc jockeys, artists, promoters and friends of gospel music.

Performances are scheduled by the Florida Boys, Cathedral Quartet, Bill Bayes and the Blackwood Brothers on Thursday, Oct. 4; the Eastment, Kingsmen, Rex Nelson Singers and Blackwood Brothers on Friday, Oct. 5; the Couriers, Inspirations and Blackwood Brothers on Saturday, Oct. 6 and Duane Friend, the Statesmen, Terry and Bak Blackwood and the Blackwood Brothers on the final night, Sunday, Oct. 7.

## Miller & Assoc. Sign John And Mary Giger

NASHVILLE — Linda Miller and Associates and Limited Edition Talent, Inc. have announced the signing to an exclusive booking and management agreement with John and Mary Giger of Phoenix, Ariz. Bebe Allen Evans, artist representative, will handle all concert bookings for the Gigers.

John and Mary, both classically-trained artists, have performed in sacred concerts throughout the U.S. for the past three years. Their concert repertoire includes selections from traditional sacred literature, opera, familiar gospel hymns and contemporary Christian music.

The Gigers record for Good Life Productions.

Also, all of the Catholic marketing organizations have extensive mailing lists and make active use of their mail order outlets to sell a high volume of products. One of the largest, Charismatic Renewal Services in South Bend, Ind. sells Catholic oriented books, tapes and records in addition to albums by B.J. Thomas, Evie, Andrae Crouch and Honeytree. Top Catholic artists, in addition to the St. Louis Jesuits and Carey Landry, include The Fisherfolk, The Monks of Weston Priory, and The Lighthouse.

## Autograph Party Held For Foster In Calif.

LOS ANGELES — The Zondervan Family Bookstore in Northridge, Cal. recently hosted an afternoon autograph party with Rick Foster. Foster's LP, "Hymns For Classical Guitar," was a top-seller at the store.

"Hymns of Praise and Glory" by Jamey Anthony to the Catholic market.

### Market Explodes

There are almost 19,000 Catholic parishes in the United States administered by nearly 200 dioceses. All of these parishes, or churches, have needed hymn books, song sheets and chorus scores since the Mass was changed into English. This fact, along with the spiritual renewal in the Catholic charismatic movement — paralleling the charismatic Christian movement in the past ten years or so — has been responsible for the tremendous growth in the Catholic music market.

Sales of Catholic recordings are strongest in metropolitan areas such as New York, Los Angeles, St. Louis, Chicago, Detroit and Phoenix. Here they are sold in Catholic bookstores as well as Christian or Bible bookstores. Sales for Catholic material are weakest in the Bible Belt — the southeast where the Catholic population is comparatively less percentage wise.

## Maranatha Sets Concert Television Special

NASHVILLE — Maranatha Music has set plans for a giant concert at the Anaheim Convention Center in California to be televised nationally. The show, which is being syndicated, has already secured 185 stations for the concert show.

Over 10,000 contemporary gospel fans are expected to attend the live show with another 24,000 scheduled to see a condensed version of the show in a whirlwind series of one-night stands in October.

Maranatha president Chuck Fromm is behind the event and plans on producing two one hour television specials and a live record as spin-offs from the event.

### 900,000 Units

Maranatha Music, based in Costa Mesa, Calif., expects to move about 900,000 units of contemporary Christian music this year through Word Records, its distributor. This translates into about \$5.6 million in retail sales.

The televised concert will be hosted by Chuck Smith, pastor of Calvary Chapel in Costa Mesa, and feature Denny Correll, Benny Hester, Michael Omartian and Leon Patillo.



**BIRTHDAY PARTY FOR ROBINSON** — Savoy Records recently hosted a birthday party for one of its recording artists, Rev. Colephus Robinson. Pictured enjoying the festivities are (l-r): Ollie Collins, KBCA Radio; Milton Biggham, producer, Savoy Records; actress Dwain Smith, Robinson and jazz organist Jimmy Smith.

## NALR, Other Companies Score Big With Catholic Oriented Product, Publications

(continued from page 29)

churches and at workshops. Servant Publications in Ann Arbor is an outgrowth of the Word of God Community, a group of about 1,500 people living and working together. Originally coming out of the Catholic Renewal movement, the group has become an ecumenical group comprised of about half Catholics and the other half Protestants.

The Word of God Chorus and Orchestra has released about 15 albums and the three volume Songs of Praise songbooks have sold over a million copies. Additionally, Servant publish two magazines — New Covenant and Pastoral Renewal.

### Christian Series

In January of 1979, "Our Sunday Visitor" in South Bend, Ind., began a series of Christian record releases. The project was an ambitious one — to produce Christian albums by a Catholic organization for the Christian market. The plan didn't work well because the Catholic audience felt too far away from the music and the Christian market was a little leery of product from a Catholic oriented album and songbook.



**BROWN RECEIVES AWARD** — J. Aaron Brown, (c), head of Canaanland Music in Nashville, was recently presented the Mahalia Jackson Memorial Award by the National Gospel Symposium of Music for his work with Rev. Cleavant Derricks, writer of "Just A Little Talk With Jesus." The award was presented in Washington D.C. by Rev. Joseph Franklin, (l), and Walter Kennedy.



**THOMAS SIGNS WITH MCA/SONGBIRD** — B.J. Thomas has inked a longterm recording deal with MCA/Songbird. Thomas will bow with contemporary Christian music on the Songbird label which was formed in mid-summer. The singer, whose biggest hit was the theme song from *Butch Cassidy and the Sundance Kid*, "Raindrops Keep Fallin' On My Head," will continue to release non-religious oriented material on the MCA label. Thomas' first album on MCA/Songbird is set for release during the first part of the 1980s. The LP will be produced by Chris Christian. Pictured above after the signing are (l-r): M. Ehrman, managing director, MCA/Songbird; Joel Katz, attorney; B.J. Thomas; Hugh Cogers, Thomas' manager and Chris Christian, producer of Thomas' upcoming album.

# COUNTRY

## Opry Birthday Celebration Seeks More DJ Involvement

by Jennifer Bohler

NASHVILLE — What has come to be known as the Grand Ole Opry Birthday Celebration started in the early '50s as a national country music DJ convention. But in recent years the five-day event has turned into more of a country music convention/celebration than a broadcaster's convention.

According to Jerry Strobel, public relations director and house manager of the Grand Ole Opry, this year's convention will be focusing more on the disc jockey, with several specially designed events aimed directly at the disc jockey including free admission to the Opry Birthday Celebration, a radio seminar, a CMA-sponsored luncheon for the DJs, and of course the regular DJ tape sessions.

"Attendance has always been good on the part of the DJ," Strobel said. "But some of the folks participating in the convention feel we have gotten away from the DJ convention part of it. This year we are catering more the jocks. We want to show them it is their convention." Strobel added that thus far registration for this year's convention is running ahead of last year's figures.

### Free Admission

Free admission to the celebration is not a new idea — it was used in the very beginning of the conventions, and most recently during the 25th anniversary of the convention. This year's free admission includes all regularly scheduled activities set for Oct. 9-Oct. 13, except for the FICAP banquet Oct. 12.

A FICAP-sponsored radio seminar will open the week's activities Oct. 9. Titled, "Put The Personality Back Into Country Radio," the seminar will be paneled by such broadcasting heavyweights as Charlie Douglas, WWL, King Edward Smith IV, WSLC and president of FICAP, Arch Yancey, KNIZ; Ralph Emery, WSM, Biff Collie, 1978 Country Music Disc Jockey Hall of Fame inductee and Paul Kallinger, XERF Radio.

Another first this year is the Country Music Association-sponsored luncheon for visiting DJs. The luncheon will be sandwiched between the annual artist/DJ tape sessions on Oct. 12. During the luncheon, the CMA will present a short program, including the presentation of the CMA's 1979 DJ of the Year Awards.

The DJ tape sessions on Oct. 12 will be divided into two segments. The morning session will be held from 9:00 a.m.-12:00 noon. The afternoon sessions will resume at 1:30, directly after the luncheon, and run through 3:30.

And finally, in conjunction with the annual FICAP banquet, the fifth annual Country Music Disc Jockey Hall of Fame presentation will be made on Oct. 12, at the Hyatt Regency Hotel here. Chuck Chellman, DJ Hall of Fame Foundation trustee, will make the presentation to one of three nominees in two categories; one living and one posthumous award.

Nominees for this year's living award are Cliffie Stone, Paul Kallinger and T. Tommy Cutrer. Posthumous award nominees are "Texas Bill" Strength, "Tater Pete" Hunter and "Uncle Jim" Christy.

Nominees are chosen by a secret ballot of the DJ Hall of Fame board of directors, which consists of Pee Wee King, Bob Jennings, Shelby Singleton, Durley Rhodes, Hugh Cherry, Tommy Hill and Mel Foree.

Award winners of the past include Eddie Hill, Grant Turner, Joe Allison, Hugh Cherry and Biff Collie. Posthumous winners include Randy Blake, Lowell Blanchard, Nelson King and "Pappy Hal" Horton.

In terms of revenue for the city of Nashville, the celebration convention brings in a sizeable amount of money every year. This year's event, according to a chamber of commerce representative, should draw approximately 3,000 people, and a "conservative" \$650,000 for the city. The representative added that this figure could be from 25%-50% lower than the actual figures Nashville will see. These figures are based on an individual staying 3.5 days in the city, and spending \$50 a day. The figures also take into consideration monies spent on various parties and receptions.

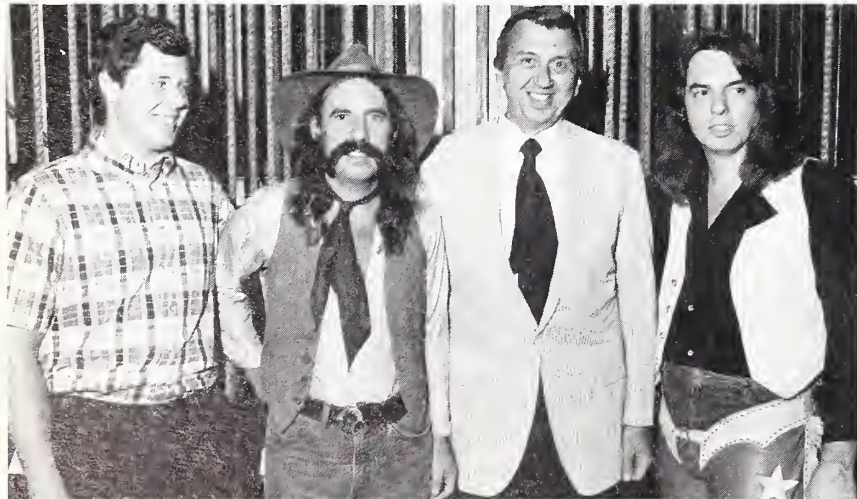
## Grapevine Opry Site of New Hotel

NASHVILLE — Chisai Childs, owner of the Grapevine Opry in Grapevine, Tex., has announced plans for a 40-room hotel immediately adjacent to the the Opry House in downtown Grapevine.

According to Childs, "Each room of the hotel will be named after a Texas-based country music star or artist who has performed at the Grapevine Opry. The artists will be directly involved with the interior design and decoration of their particular room and will be donating some piece of memorabilia for display in the room."

She added that after all artists involved have been contacted, they hope to arrange schedules so that each artist can spend the first night in their respective room.

Current plans are targeted toward an opening date sometime in late spring.



**BELLAMYS ON OPRY** — Warner Bros. recording artists The Bellamy Brothers performed on the Grand Ole Opry for the first time Sept. 14. Pictured backstage are (l-r) Chip Peay, Top Billing agent; Howard Bellamy, Grand Ole Opry manager Hal Durham and David Bellamy.

## TOP 75 ALBUMS

	Weeks On Chart	9/29		Weeks On Chart	9/29
<b>1 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	1	24	<b>38 DON'T LET ME CROSS OVER</b> JIM REEVES (RCA AHL 1-3454)	48	3
<b>2 MILLION MILE REFLECTIONS</b> THE CHARLIE DANIELS BAND (Epic JE 35751)	2	21	<b>39 REFLECTIONS</b> GENE WATSON (Capitol SW-11805)	36	28
<b>3 THE GAMBLER</b> KENNY ROGERS (United Artists UA-LA 934-H)	3	43	<b>40 LEGEND</b> POCO (MCA AA-1099)	40	45
<b>4 KENNY</b> KENNY ROGERS (United Artists UA-LWAK-979)	11	2	<b>41 ROSE COLORED GLASSES</b> JOHN CONLEE (MCA AY-1105)	42	46
<b>5 FAMILY TRADITION</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-194)	5	16	<b>42 WHEN I DREAM</b> CRYSTAL GAYLE (United Artists UA-LA-858-H)	43	66
<b>6 ONE FOR THE ROAD</b> WILLIE & LEON (Columbia KC2 36064)	7	17	<b>43 THE BEST OF THE STATLER BROTHERS</b> (Mercury SRM 1-1037)	35	93
<b>7 THE LEGEND AND THE LEGACY VOL. 1</b> ERNEST TUBB (Cachet CL3-3001)	8	10	<b>44 THE BEST OF BARBARA MANDRELL</b> BARBARA MANDRELL (MCA AY-1119)	44	35
<b>8 THE BEST OF DON WILLIAMS; VOL. II</b> DON WILLIAMS (MCA 3096)	12	21	<b>45 JERRY LEE LEWIS</b> (Elektra 6E-184)	45	25
<b>9 GREAT BALLS OF FIRE</b> DOLLY PARTON (RCA AHL 1-3361)	4	17	<b>46 LET'S KEEP IT THAT WAY</b> ANNE MURRAY (Capitol ST 11739)	46	83
<b>10 OUR MEMORIES OF ELVIS VOL. 2</b> ELVIS PRESLEY (RCA AOL 1-3448)	10	7	<b>47 MAKIN' MUSIC</b> ROY CLARK AND CLARENCE "GATEMOUTH" BROWN (MCA MCA-3161)	47	10
<b>11 3/4 LONLEY</b> T.G. SHEPPARD (Warner/Curb BSK-3353)	6	10	<b>48 SKETCHES</b> JOHNNY RODRIGUEZ (Mercury SRM-1-5022)	49	3
<b>12 YOU'RE MY JAMAICA</b> CHARLEY PRIDE (RCA AHL 1-3441)	13	7	<b>49 MOODS</b> BARBARA MANDRELL (MCA AY-1088)	39	50
<b>13 IMAGES</b> RONNIE MILSAP (RCA-AHL-3346)	16	18	<b>50 ROCKIN' YOU EASY, LOVIN' YOU SLOW</b> RONNIE McDOWELL (Epic JE 36142)	50	9
<b>14 THE VERY BEST OF LORETTA AND CONWAY</b> LORETTA LYNN AND CONWAY TWITTY (MCA MCA-3164)	14	10	<b>51 SERVING 190 PROOF</b> MERLE HAGGARD (MCA-3089)	51	19
<b>15 LOVELINE</b> EDDIE RABBITT (Elektra TE-181)	15	19	<b>52 THE SOUND OF A PIONEER</b> BOB NOLAN (Elektra 6E-212)	52	8
<b>16 STARDUST</b> WILLIE NELSON (Columbia JC 35305)	17	75	<b>53 REBORN</b> ORION (Sun 1012)	53	11
<b>17 THE TWO AND ONLY</b> THE BELLAMY BROTHERS (Warner/Curb BSK-3347)	24	5	<b>54 BEST OF JACKY WARD ... UP 'TIL NOW</b> JACKY WARD (Mercury SRM-1-5021)	55	2
<b>18 JUST FOR THE RECORD</b> BARBARA MANDRELL (MCA MCA-3165)	20	11	<b>55 PROFILE/BEST OF EMMYLOU HARRIS</b> (Warner Bros. BKS-3528)	56	44
<b>19 TEN YEARS OF GOLD</b> KENNY ROGERS (United Artists UA-LA 835-H)	19	86	<b>56 Y'ALL COME BACK SALOON</b> OAK RIDGE BOYS (MCA DO 2093)	57	100
<b>20 THE OAK RIDGE BOYS HAVE ARRIVED</b> THE OAK RIDGE BOYS (MCA-AY-1135)	22	27	<b>57 THE BEST OF VERN GOSDIN</b> VERN GOSDIN (Elektra 6E-228)	—	1
<b>21 BLUE KENTUCKY GIRL</b> EMMYLOU HARRIS (Warner Bros. BSK-3318)	21	22	<b>58 EVERY TIME TWO FOOLS COLLIDE</b> KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	59	79
<b>22 GOLDEN TEARS/STAY WITH ME</b> DAVE & SUGAR (RCA AHL 1-3360)	27	5	<b>59 EXPRESSIONS</b> DON WILLIAMS (MCA AY-1069)	54	52
<b>23 CLASSICS</b> KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	23	27	<b>60 ROOM SERVICE</b> OAK RIDGE BOYS (MCA AY-1065)	58	67
<b>24 A RUSTY OLD HALO</b> HOYT AXTON (Jeremiah JH-5000)	26	9	<b>61 LARRY GATLIN'S GREATEST HITS</b> (Monument MG-7628)	60	47
<b>25 SHOT THROUGH THE HEART</b> JENNIFER WARNES (Arista AB 4117)	25	4	<b>62 RIGHT OR WRONG</b> ROSANNE CASH (Columbia JC 36155)	61	4
<b>26 VOLCANO</b> JIMMY BUFFETT (MCA MCA-5102)	33	4	<b>63 JUST TAMMY</b> TAMMY WYNETTE (Epic KE-36013)	62	14
<b>27 MR. ENTERTAINER</b> MEL TILLIS (MCA MCA-3167)	9	10	<b>64 SERVED LIVE</b> ASLEEP AT THE WHEEL (Capitol ST-11945)	64	7
<b>28 WE SHOULD BE TOGETHER</b> CRYSTAL GAYLE (United Artists UA-LA 969-H)	18	13	<b>65 LAUGHING AND CRYING LIVING AND DYING</b> BILLY "CRASH" CRADDOCK (Capitol ST-11946)	65	15
<b>29 FOREVER</b> JOHN CONLEE (MCA MCA-3174)	31	3	<b>66 ARE YOU SINCERE?</b> MEL TILLIS (MCA-3077)	67	30
<b>30 WILLIE AND FAMILY LIVE</b> WILLIE NELSON (Columbia KC-2-35642)	30	44	<b>67 SWEET MEMORIES</b> WILLIE NELSON (RCA AHL 1-3243)	63	35
<b>31 MISS THE MISSISSIPPI</b> CRYSTAL GAYLE (Columbia JC-36203)	41	2	<b>68 WAYLON &amp; WILLIE</b> WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	68	84
<b>32 RANDY BARLOW</b> RANDY BARLOW (Republic RL P-6024B)	32	7	<b>69 TNT</b> TANYA TUCKER (MCA-3066)	66	43
<b>33 NEW KIND OF FEELING</b> ANNE MURRAY (Capitol SW 11849)	34	35	<b>70 IT'S A CHEATING SITUATION</b> MOE BANDY (Columbia KC-35779)	69	29
<b>34 CROSS WINDS</b> CONWAY TWITTY (MCA-3086)	28	19	<b>71 ALONE TOO LONG</b> CHARLY McCLAIN (Epic JE-36090)	70	8
<b>35 SILVER</b> JOHNNY CASH (Columbia JC 36086)	29	6	<b>72 RUNNING LIKE THE WIND</b> THE MARSHALL TUCKER BAND (Warner Bros. BSK 3317)	71	20
<b>36 THE ORIGINALS</b> THE STATLER BROTHERS (Mercury SRM 1-5016)	37	26	<b>73 TOTALLY HOT</b> OLIVIA NEWTON-JOHN (MCA-3067)	72	43
<b>37 ALL AROUND COWBOY</b> MARTY ROBBINS (Columbia JC 836085)	38	4	<b>74 HEART TO HEART</b> SUSIE ALLANSON (Elektra/Curb 6E-177)	73	23
			<b>75 JUST LIKE REAL PEOPLE</b> THE KENDALLS (Ovation OV-1739)	75	42

# COUNTRY RADIO

## THE COUNTRY MIKE

**KSON PRESENTS LIVE COVERAGE OF THUNDERBOAT RACES** — KSON/San Diego recently presented live coverage of the 1979 Jack-In-The-Box Unlimited Thunderboat Races that came to San Diego's Mission Bay. From a vantage point on the Start/Finish line, KSON air personality **Greg Edwards** broadcast his show live from 12 noon until 6 p.m. KSON PD **Rod Hunter** was stationed on Crown Point Shores, and KSON operations coordinator **Jim Knight** positioned himself in the pit area, both equipped with two-way radios back to the main trailer location. Live coverage of the qualifying heats and main races was provided by KSON via these three vantage points. The public was encouraged to bring along portable radios and tune to KSON for complete race-by-race coverage.

**MUSIC DIRECTOR PROFILE** — **Suzanne Benson**, MD for WMAQ/Chicago, has been in the broadcasting industry for the past eight years. After growing up in the southern part of New Jersey, she studied acting at Emerson College in Boston during 1969 and 1970. According to Suzanne, she gave up the idea of being an actress so she could make a living. In 1971, Suzanne became an air personality for WSDM/Chicago, an FM AOR station. After working there five years, she went to WFMS/Indianapolis as an air talent person and was placed in charge of public service in 1976. A year later at WFMS, Suzanne became the MD along with her afternoon drive show. In 1978, she came to WMAQ/Chicago as the MD and relief air person at that station.



Suzanne Benson

**Tom Williams**, formerly PD at WDXI/Jackson, Tenn., is the new PD for KWKH/Shreveport, according to MD **Ken Loomis**. Ken also announced his new line up at the station. Morning drive from 5:30 until 9 is handled by **Frank Page** followed by PD Tom Williams with the 9-noon show. From 12 until 4 is MD Ken Loomis with **Rick Powers** in from 4-7. 7-midnight is taken care of by **Hank Shaw** with **Miss Kitty** doing the all night show for the station.

**Judy Gayle**, 7-midnight air personality at WVOJ/Jacksonville, has taken over the music duties at the station. She replaces **Country Charlie White** who has moved to another country station in the Jacksonville area. Judy takes music calls Monday through Friday, 2:30-4:30 p.m.

**Terry Black** has returned to the MD slot at KJJJ/Phoenix. He replaces **Gary Bender** who is now the afternoon drive air person at the station. Terry accepts music calls Wednesday only from 2:00 until 6:00 p.m.

Country formatted KDRK/FM in Spokane, the sister station to KGA/Spokane, is being programmed by KGA MD **Dennis Bookey**. He is the operations director as well as the PD/MD of the latter station. Dennis is still the MD at KGA and **John Ogle** is the PD still at KGA.

**WHN'S MIKE FITZGERALD PLAYS EXHIBITION GAME WITH METS ALL-STARS** — WHN's afternoon drive air personality **Mike Fitzgerald** played shortstop in a recent pre-game exhibition at Shea Stadium as one of the "Mets All-Stars." Joining Mike on the Mets All-Stars were former Met stars **Art Shamsky** and **Tommy Agee** along with recording artist **Bobby Rydell**. The "Hollywood All-Stars" included **Carl Weathers** (Apollo Creed in "Rocky" and "Rocky II"); **Kevin Dobson** (Kojak); **Robert Walden** (Lou Grant); and **Kent McCord** (Adam 12). The "Mets All-Stars" won.

The current jock line-up at WMNI/Columbus, according to PD **Steve Cantrell**, is as follows: **Bill Weber** in the morning drive slot followed by MD **Tim Rowe** with middays. PD Steve Cantrell takes care of afternoon drive with **Joe Maxwell** in charge of the 6-11 p.m. show. **Rick Miner** is the all night jock at the station.

country mike

### PROGRAMMERS PICKS

<b>Tom Wayne</b>	<b>KXOL/Ft. Worth</b>	<b>The Wild Side Of Life</b> — Rayburn Anthony With Kitty Wells — Mercury
<b>Les Acree</b>	<b>WMC/Memphis</b>	<b>Broken Hearted Me</b> — Anne Murray — Capitol
<b>Don Dempsey</b>	<b>WSLR/Akron</b>	<b>I Hear The South Callin' Me</b> — Hank Thompson — MCA
<b>Steve Gary</b>	<b>KOKE/Austin</b>	<b>Blind In Love</b> — Mel Tillis — Elektra
<b>Joel Raab</b>	<b>WEPP/Pittsburgh</b>	<b>Broken Hearted Me</b> — Anne Murray — Capitol
<b>Ric Libby</b>	<b>KENR/Houston</b>	<b>Whiskey Bent And Hell Bound</b> — Hank Williams, Jr. — Elektra
<b>Bob Guerra</b>	<b>KNEW/Oakland</b>	<b>(Stay Away From) The Cocaine Train</b> — Johnny Paycheck — Epic
<b>Mike Crobin</b>	<b>KLLL/Lubbock</b>	<b>Whiskey Bent And Hell Bound</b> — Hank Williams, Jr. — Elektra
<b>Jay Phillips</b>	<b>WJQS/Jackson</b>	<b>Mississippi</b> — Charlie Daniels Band — Epic
<b>Terry Wunderlin</b>	<b>WIRK/West Palm Beach</b>	<b>(Stay Away From) The Cocaine Train</b> — Johnny Paycheck — Epic
<b>Tom Phiifer</b>	<b>KRMD/Shreveport</b>	<b>Whiskey Bent And Hell Bound</b> — Hank Williams, Jr. — Elektra
<b>Blenda Marsden</b>	<b>WKMF/Flint</b>	<b>I Cheated Me Right Out Of You</b> — Moe Bandy — Columbia
<b>Scott Seiden</b>	<b>WQQT/Savannah</b>	<b>Whiskey Bent And Hell Bound</b> — Hank Williams, Jr. — Elektra
<b>Jay Hoffer</b>	<b>KERE/Denver</b>	<b>The Wild Side Of Life</b> — Rayburn Anthony With Kitty Wells — Mercury
<b>Billy Cole</b>	<b>KYNN/Omaha</b>	<b>Broken Hearted Me</b> — Anne Murray — Capitol

### MOST ADDED COUNTRY SINGLES

1. **ICHEATED ME RIGHT OUT OF YOU** — MOE BANDY — COLUMBIA — 43 REPORTS
2. **WHISKEY BENT AND HELL BOUND** — HANK WILLIAMS, JR. — ELEKTRA — 26 REPORTS
3. **CRAZY BLUE EYES** — LACY J. DALTON — COLUMBIA — 23 REPORTS
4. **THE WILD SIDE OF LIFE** — RAYBURN ANTHONY WITH KITTY WELLS — MERCURY — 21 REPORTS
5. **A RUSTY OLD HALO** — HOYT AXTON — JEREMIAH — 20 REPORTS
6. **MISSISSIPPI** — CHARLIE DANIELS BAND — EPIC — 20 REPORTS
7. **BLIND IN LOVE** — MEL TILLIS — ELEKTRA — 18 REPORTS
8. **ENDLESS** — DAVID WILLS — UNITED ARTISTS — 18 REPORTS
9. **STRANDED ON A DEAD END STREET** — THE ETC BAND — WARNER BROS. — 17 REPORTS
10. **BROKEN HEARTED ME** — ANNE MURRAY — CAPITOL — 16 REPORTS

### MOST ACTIVE COUNTRY SINGLES

1. **YOU DECORATED MY LIFE** — KENNY ROGERS — UNITED ARTISTS — 62 REPORTS
2. **HALF THE WAY** — CRYSTAL GAYLE — COLUMBIA — 50 REPORTS
3. **MY OWN KIND OF HAT** — MERLE HAGGARD — MCA — 49 REPORTS
4. **COME WITH ME** — WAYLON JENNINGS — RCA — 49 REPORTS
5. **SHOULD I COME HOME (OR SHOULD I GO CRAZY)** — GENE WATSON — CAPITOL — 48 REPORTS
6. **BLUE KENTUCKY GIRL** — EMMYLOU HARRIS — WARNER BROS. — 43 REPORTS
7. **ALL THE GOLD IN CALIFORNIA** — LARRY GATLIN — COLUMBIA — 42 REPORTS
8. **PUT YOUR CLOTHES BACK ON** — JOE STAMPLEY — EPIC — 41 REPORTS
9. **SWEET SUMMER LOVIN'/GREAT BALLS OF FIRE** — DOLLY PARTON — RCA — 36 REPORTS
10. **CRAZY ARMS** — WILLIE NELSON — RCA — 36 REPORTS

**THE COUNTRY MIKE**  
A  
WEEKLY REPORT  
ON  
COUNTRY RADIO  
EXCLUSIVELY IN  
**CASH BOX**

# COUNTRY



**HERE SHE COMES AGAIN (AND AGAIN)** — RCA recording artist Dolly Parton proved herself to be the veteran trouper once again at a party the label hosted for her at Victoria Station in Los Angeles following one of her many performances at the Universal Amphitheatre. The zaftig songstress obliged celebrities and fans alike with autographs and photos. Pictured at the bash are (l-r): Dolly performing; actress Lisa Gerard; singer/actor Mac Davis; and Dolly; Dolly with Mel Albert, vice president and general manager of Cash Box, and Mrs. Albert; Dolly with Lou Ferrigno, television's Hulk, and former Mr. America, who was featured in the documentary, "Pumping Iron."

## Talent Buyers Seminar Scheduled For Oct. 8-10 In Nashville By Country Music Association; 300 Expected

NASHVILLE — The Talent Buyers Seminar, sponsored by the Country Music Assn. and scheduled for Oct. 8-10 in Nashville at the Radisson Hotel, has over 300 registrants scheduled to attend, according to the co-chairmen for the event, CMA board members Don Romeo and Jim Halsey.

Last year, a total of 300 participated in the seminar, and this year should see a marked increase with several weeks to go before the seminar.

Seminar registration begins Oct. 8 and that evening registrants will attend the CMA

Awards Show. On Tuesday, CMA president Ralph Peer will welcome the TBS participants; and Dr. Roger O. Blackwell, marketing professor at Ohio State University will give the keynote address, "Changing American Lifestyles: Implications for Marketing Strategy." At noon there will be a luncheon/showcase featuring Con Hunley, Cristy Lane and Ronnie McDowell.

In the afternoon, Jack D. Johnson will moderate a panel discussion on "Promotion — The Key to Unlocking Your Market" with Alex Cooley, Jimmy Bowen, Ken

Kragen and Jim Halsey serving as panelists. Workshop discussions will follow at 3:30 p.m., including "The Pros and Cons of Using a Stage and Lighting Package," "Negotiating Concession Sales," and "Country Music in the College Market."

Tuesday's events will conclude with the Amusement Business cocktail reception at 6:30 p.m. and a showcase at 7:30 p.m. featuring the Cates, Billy "Crash" Craddock and T.G. Sheppard. Wednesday will begin with a panel discussion, "I Can't Make It — My Bus Ran Out of Gas,"

moderated by Joe Sullivan with panelists Dick Blake, Sonny James, Louis Messina and Cliff Wallace. Included in the workshop discussions will be "Talent Prices, Ticket Prices"; "A Record Producer's View of the Marketplace"; and "Country Music in the College Market." The luncheon/showcase at 12:30 will feature "Aspects of Putting Together a Major Country Festival" with Mervyn Conn, Neal Gunn and Glenn Reeves as panelists.

The seminar will end with a CBS Records Show at 6:30 p.m., followed by dinner.

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DEMAND**



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FROM THE SMASH ALBUM

"THE LEGEND & THE LEGACY"

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b/w

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# CASH BOX TOP 100 COUNTRY

October 6, 1979

	Weeks On Chart	9/29
1	4	10
2	3	10
3	1	10
4	7	9
5	6	10
6	8	9
7	9	7
8	10	8
9	14	4
10	11	8
11	12	8
12	13	6
13	15	6
14	2	13
15	16	10
16	17	8
17	18	9
18	22	8
19	21	7
20	24	4
21	28	4
22	30	3
23	31	6
24	5	13
25	26	10
26	38	3
27	32	5
28	29	7
29	33	7
30	36	6
31	35	6
32	39	5
33	42	2

	Weeks On Chart	9/29
34	37	7
35	41	4
36	43	2
37	19	13
38	48	4
39	49	5
40	20	12
41	25	9
42	44	6
43	50	3
44	27	10
45	—	1
46	55	2
47	56	3
48	23	10
49	34	10
50	40	14
51	62	3
52	64	3
53	45	12
54	68	4
55	65	3
56	46	7
57	47	9
58	51	9
59	69	3
60	70	2
61	61	6
62	66	5
63	67	3
64	52	7
65	53	9
66	—	1
67	—	1

	Weeks On Chart	9/29
68	—	1
69	—	1
70	—	1
71	—	1
72	—	1
73	—	1
74	80	3
75	75	3
76	82	2
77	77	4
78	78	4
79	79	5
80	83	2
81	85	3
82	54	8
83	88	3
84	—	1
85	—	1
86	93	2
87	92	2
88	90	3
89	91	2
90	57	12
91	—	1
92	—	1
93	58	5
94	59	5
95	60	10
96	96	4
97	97	3
98	63	14
99	71	15
100	73	12

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little Bit Short On Love (Best Way — ASCAP) . . . . . 89	Hide Me (Branch & Armac — BMI) . . . . . 76	Lonely Together (House of Gold — BMI) . . . . . 84	Sweet Summer Lovin' (Song Yard — ASCAP) . . . . . 12
A Rusty Old Halo (Ryland — ASCAP) . . . . . 70	Hot Stuff (Vector — BMI) . . . . . 94	Love Me Now (Tree — BMI) . . . . . 29	Take Good Care Of My Love (Chips & Dale Pub. — ASCAP) . . . . . 75
All The Gold In California (Larry Gatlin — BMI) . . . . . 7	Hound Dog Man (Gobion/Fancy That — ASCAP) . . . . . 31	Maybe I'll Cry Over You (Southern Music — ASCAP) . . . . . 96	Thank You For The Roses (Ruboca — BMI) . . . . . 77
Another Easy Lovin' Night (Frebar — BMI) . . . . . 41	I Ain't Got No (House Of Gold/Tree Pub. — BMI) . . . . . 17	Midnight Lace (Al Gallico/Metaphor — BMI) . . . . . 93	That Over Thirty Look (Right Song — BMI) . . . . . 63
Any Way That You (Blackwood Music — BMI) . . . . . 78	I Cheated Me Right Out Of You (Baray Music — BMI) . . . . . 45	Mississippi (Hat Band — BMI) . . . . . 71	That Run-Away Woman Of Mine (Tree Pub. — BMI/Cross Keys — ASCAP) . . . . . 65
Baby My Baby (Galamar/A. Gallico/Dusty Roads — BMI/Mack David — ASCAP) . . . . . 27	I Don't Do Like That No More (Cross Keys — ASCAP/Tree — BMI) . . . . . 18	My Empty Arms (One More/Music Craft Shop — ASCAP) . . . . . 64	That's You, That's Me (House of Gold — BMI) . . . . . 79
Before My Time (Ben Peters — BMI) . . . . . 4	I Gotta (Terrace — ASCAP/Blue Lake — BMI) . . . . . 86	My Own Kind Of Hat (Shade Tree/Tree — BMI) . . . . . 21	The Cowboy Singer (Skol Music — BMI) . . . . . 83
Blind In Love (Sabai — ASCAP) . . . . . 33	I Hear The South Callin' Me (Warner-Tamerlane/Sweet Harmony — BMI/ASCAP) . . . . . 34	My Silver Lining (Blackwood/Magic Castle — BMI) . . . . . 100	The Devil Went Down (Hat Bank — BMI) . . . . . 98
Blue Kentucky Girl (Sure Fire Music Co. Inc. — BMI) . . . . . 26	I Just Wonder Where He Could Be Tonight (Scott-ch & Brandy — ASCAP) . . . . . 92	Never My Love (Jack & Bill — ASCAP) . . . . . 16	The Lady In (Algee — BMI) . . . . . 47
Broken Hearted Me (Chappell/Sailmaker — ASCAP) . . . . . 36	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI) . . . . . 91	No Memories (Coolwell/Granite — ASCAP) . . . . . 30	The One Thing (Prater/Meritark/April — ASCAP) . . . . . 68
Come With Me (First Lady Songs Inc. — BMI) . . . . . 22	I'm Leaving You Alone (Blue Creek — BMI) . . . . . 99	Only Love Can (World Song — ASCAP) . . . . . 40	The Sun (Magic Castle/Blackwood — EMI) . . . . . 54
Crazy Arms (Pam/Cham — BMI) . . . . . 18	I May Never Get To Heaven (Tree Pub. — BMI) . . . . . 37	Please Sing Satin (Pruett/Champion — EMI) . . . . . 58	The Visitor (Queen Of Hearts Music — BMI) . . . . . 97
Crazy Blue Eyes (Algee Music — BMI) . . . . . 67	I Never Loved (Warner/Tamerlane — BMI) . . . . . 61	Put Your Clothes Back On (Algee — BMI) . . . . . 23	The Wild Side Of Life (Unart — BMI) . . . . . 69
Daddy (Prima-Donna — BMI) . . . . . 90	I Wanna Go Back (September — ASCAP) . . . . . 80	Red Neck Disco (Starship — ASCAP) . . . . . 62	There's A Honky Tonk Angel (Irving/Danor — BMI) . . . . . 5
Dancin' (W-T/Ten Speed — BMI) . . . . . 44	If I Fell In Love With You (Tree — BMI) . . . . . 57	Robinhood (Flagship — BMI) . . . . . 15	Till I Can Make It (Algee/Altam — BMI) . . . . . 50
Dream On (Duchess — BMI) . . . . . 8	I'd Rather (Pi-Gem — BMI/Chess — ASCAP) . . . . . 35	Sail On (Jobete/Commodores Ent. — ASCAP) . . . . . 32	Today I Started Lovin You Again (Blue Book — BMI) . . . . . 85
Endless (Pi-Gem Music — BMI) . . . . . 72	In No Time At All (Chess/United Artists — ASCAP) . . . . . 10	San Francisco Is (Shelby Singleton — BMI) . . . . . 87	We Got Love (Music West Of The Pecos — BMI) . . . . . 95
Everything I've Always (St. Nicholas — ASCAP) . . . . . 49	It Must Be (Hall-Clement — BMI) . . . . . 3	Say You Love Me (Michael Fleetwood/Warner-Tamerlane — BMI) . . . . . 60	What More Could (ATV/Rainsons — BMI) . . . . . 28
First Thing Each Morning (Pi-Gem — BMI) . . . . . 51	Just Good Ol' Boys (Branwood/Mullet — BMI) . . . . . 14	See You In September (Vibar — ASCAP) . . . . . 42	What The World Needs (Blue Seas & Jac — ASCAP) . . . . . 86
Fooled By A Feeling (Pi-Gem — BMI) . . . . . 6	Last Cheater's Waltz (Tree — BMI) . . . . . 81	Should I Come Home (Tree — BMI) . . . . . 20	Whiskey Bent And Hell Bound (Bocephus — BMI) . . . . . 66
Fools (Pi-Gem — BMI) . . . . . 2	Let's Take The Time (Acuff-Rose — BMI) . . . . . 59	Slippin' Up, Slippin' Around (I've Got The Music — ASCAP/Song Tailors — BMI) . . . . . 19	You Ain't Just (Famous/Bellamy Bros. — ASCAP) . . . . . 11
Get Your Hands (Con Brio Music Co. — BMI) . . . . . 81	Let Your Love Fall Back (United Artists — BMI) . . . . . 82	Soap (Cross Keys — ASCAP) . . . . . 56	You Decorated My Life (Music City — ASCAP) . . . . . 9
Goodbye (Tree — BMI) . . . . . 48	Livin' Our Love Together (Ben Peters — BMI) . . . . . 25	Stranded On (ETC/Easy Listening — ASCAP) . . . . . 73	You Show Me Your Heart (Hallnote — BMI) . . . . . 46
Goodtime Charlie (W-T/Road Canon — BMI) . . . . . 74		Sweet Dreams (Acuff-Rose — BMI) . . . . . 55	Your Kisses Will (House Of Told — BMI) . . . . . 53
Great Balls Of Fire (Unichappell — BMI/Chappell & Co. — ASCAP) . . . . . 12			You're A Part Of (Chappell/Brown Shoes — ASCAP) . . . . . 38
Half The Way (Chriswood — BMI/Murfezzongs — ASCAP) . . . . . 13			You're My Jamaica (Pi-Gem — BMI) . . . . . 24
Hangin' In And Hangin' On (Blue Book Music — BMI) . . . . . 39			You're My Kinda (Gallico/Easy Listening — ASCAP) . . . . . 43

Ⓢ = Exceptionally heavy radio activity this week      Ⓢ = Exceptionally heavy sales activity this week

# DON WILLIAMS

## EXPRESSIONS



“IT MUST BE LOVE” MCA-41069

☆ BB ☆ CB ☆ RW

His Third Hit Single from the LP, EXPRESSIONS. MCA-1069

Produced by Don Williams & Garth Fundis

MCA RECORDS

# COUNTRY

## THE COUNTRY COLUMN

**Mary Lou Turner** has finally made the long-rumoured split from **Bill Anderson** and his group, the Po' Folks. According to the female vocalist, she will be on her own as of Jan. 1, 1980 after completing her commitments with the show.

MCA Records, Nashville moved back to its former office building on Music Row last week. The correct address for the label is 27 Music Square East.

Publishing Rights for music featured on the upcoming Christmas Special, "A Country Christmas Carol," have been assigned to Rachel's Own Music, Super Songs, First International TV Song Festival, Inc. and Jamel Music, administered world-wide by A. Schroeder International Ltd. in New York.

**ONE OF A KIND . . .** Producer **Ray Ruff** was recently feted in a rather odd and novel way. To honor him for his number of hits, several friends in the Warner Bros. building in Burbank dedicated several toilets to him. Placed in five men's rooms throughout the WB building are plaques declaring in silver engraving: "This toilet is dedicated to Ray Ruff, September 1979 — his loyal fans."

Nebo Record artist **Walker Ikard** recently released his new single, "Please Don't Say Good-by," written by Alabama songwriter **James Hilliard**.

**Nat Stuckey** has a new GMC van, all customized and ready for the road, which he will be hitting pretty steady throughout October. **Jerry Fuller** will be producing Chute Recording artist **Bobby**



Mary Lou Turner

**Hood's** next recording session.

**Eddie Rabbitt** will be guesting on "Dinah!" Oct. 22. The Elektra/Asylum artist will also be hosting his first TV special next March. The show will tape in November, with executive producers **Gary Smith** and **Dwight Hemion** at the helm. Hemion will direct the show; **Syd Vinnette** and **Tony Scotti** will be the producers.

Singer/songwriter **Connie James** has released her first single on the Impel Records label. The song, which she also wrote, is called "Ticket Man."

**Alla Dee Franklin** is hoping to make it big with her first country single, "Garage Sale." Written by **P.D. Hann**, the song placed in the quarter finals of last year's American Song Festival. The single is on the Comstock label, and will be distributed by Nationwide Sound Distributors.

**Dolly Parton** was honored Sept. 21 by the Los Angeles City Council and **Mayor Tom Bradley** for her contributions to the entertainment industry. She was hailed as "a native symbol of America, for the talent and professional excellence that she has shared with people everywhere."

**Kenny Price** became a real sheriff of Boone County when Covington, KY county Sheriff **Russell Luck** designated Price the honorary sheriff of the celebrated county.

Arkansas native **Jlm Ed Brown** will be feted at Homecoming festivities Oct. 2-6 during the Arkansas State fair. One of the state's favorite sons, he will give eight performances with **Helen Cornelius** and their band, **The Gems**.

**The Bellamy Brothers** have joined Top Billing, Inc. in Nashville.

**Jose Feliciano** has been added to the list of performers set to appear Oct. 12 at the Los Angeles Forum at a benefit concert in tribute to **Dorsey Burnette**, who died recently. All proceeds will go to Burnette's family. Others set to appear include **Kris Kristofferson**, **Tanya Tucker**, **Roger Miller**, **Glen Campbell**, **Emmylou Harris** and a reunited **Delaney and Bonnie**.

The Grapevine Opry's 4th annual Susie Awards banquet will be held Oct. 19 at the Tarrant Country Convention Center in Ft. Worth, Tex. Featured performers include **the Kendalls**, **Tommy Overstreet**, **Bill Anderson**, **Johnny Gimbel**, **The Hagers**, **Dottsy**, **Boxcar Willie** and **Shoji Ta Buchi**. In addition, each of last year's award winners will perform on the show.

Dallas-based MDJ Records has signed "Country Kin" **Kenny Seratt** to the label. The label also recently announced the signing of **The Alabama Band**.

**Ray Frushay** will appear on the Louisiana Hyaride Oct. 13 and at the Grapevine Opry Oct. 27.

**PUBLISHING NEWS . . .** **Jonathan Lee** has signed an exclusive songwriter agreement with ATV Music Group in Nashville.

Seven Points, Tex. is getting ready for the on-rush of **Jacky Ward** fans during the Jacky Ward National Birthday Celebration Nov. 16. The party will be held at the Seven Points Western Club.



Jacky Ward

jennifer bohler



**AXTON TRIBUTE** — Members of Nashville's music community recently honored Mae Axton, on the occasion of her birthday and second number one cut of her self-penned "Heartbreak Hotel." Shown above are (l-r): **Donna Hilley**, vice president of Tree International; **Axton**; **Denny Brewington**, music attorney; **Charlotte Lowther**, Tree International; **Frank Jones**, chairman of the board of the Country Music Foundation, and **Bill Ivey**, executive director of the Country Music Foundation.



**BENEFIT SOFTBALL FAME** — MCA recording artists **Barbara Mandrell** and **Conway Twitty** recently held a benefit softball game between their respective teams, the Do-Rites and the Twitty Birds for the benefit of the Sumner Count Humane Society. Pictured above are (l-r): **Twitty**, **Mandrell**, WSM radio and TV personality **Ralph Emery** and **Tom Collins**, **Mandrell's** producer.

## Tennessee Conducting New Probe Into Cause Of Elvis Presley's Death

NASHVILLE — The cause of Elvis Presley's death is currently the object of a medical inquiry in Tennessee. Presley's autopsy recording has been subpoenaed from Baptist Hospital in Memphis, and it is possible that the body of the late singer may be exhumed.

The central question in the investigation is whether Dr. George Nichopoulos, Presley's personal physician, is guilty of "indiscriminately prescribing" some 5,300 pills and vials for the singer the seven months before his death. The charges against Nichopoulos have been brought by the Tennessee Board of Medical Examiners, and could result in the suspension or revoking of Nichopoulos' licenses to practice or prescribe medicine.

### "Drug Trailer"

Presley's death on Aug. 16, 1977 was officially attributed to coronary arrhythmia, or irregular beating of the heart, due to hypertensive heart disease related to high blood pressure. However, it has come to light after his death that Presley was a virtually incurable insomniac, had collapsed as many as a dozen times during the last year of his life and required oxygen treatments for revival. It has also been reported that Presley has a "drug trailer" on the grounds of his home in Memphis, where a full-time

nurse lived and dispensed medication and that he would often fly in his private jet to Las Vegas to get pills if he felt his Memphis doctor was not filling his needs. Sources close to Presley have described him as a "medical drug addict" at the end of his life.

The investigation of Presley's death came to light after a report on ABC-TV's "20/20" show. The Presley family is fighting release of the autopsy report and the exhumation of his body.

## Judging Group Set For Music City Festival

NASHVILLE — Music City Song Festival directors **Mick Lloyd** and **Roy Sinkovitch** have announced final judging committee assignments for the Music City Song Festival, (MCSF) Country Competition. Final judging activities will be conducted Oct. 26 and 27 at Nashville's Airport Hilton.

**Dale Turner** of WSAI radio in Cincinnati will serve as chairman of the Song Judging Committee. **King Edward Smith IV**, of WSLC radio in Roanoke will head up the Lyric Judging Committee, and **Jerry Adams** of KFDI radio in Wichita will act as chairman of the Vocal Performance Judging Committee.

Over \$37,000 in cash and recording prizes will be awarded by the final judges, with the grand prize winning song entry to receive \$10,000. Selected winning entries will be recorded and released by the Little Giant Record Company.

## Cosgrave Elected As ACM Board Chairman

NASHVILLE — **Vince Cosgrave**, currently the marketing coordinator for the Universal Studios movie "Coal Miners Daughter," has been elected chairman of the board of the Academy of Country Music. Cosgrave was formerly with the country division of Capitol Records.

### Looking Ahead

Cosgrave stated, "I will do my best with the help of the board members, officers and the membership of the Academy to continue the progress and growth the Academy has enjoyed over the last few years. We will continue to support and promote country music worldwide, and with the members helping and supporting the Academy, I am sure we can look forward to a very productive and eventful year."

## Ford's Theatre Hosts Country Music Festival

NASHVILLE — Ford's Theatre, the historic theatre/shrine in Washington D.C. will host "A Celebration of Country Music" Oct. 2. Mrs. **Thomas P. O'Neill, Jr.**, wife of House majority leader **Thomas "Tip" O'Neill**, is general chairman of the gala, which will be a fund-raising event for the Theatre.

The evening's program will feature some of the top names in country music. Former CMA Entertainers of the Year **Dolly Parton**, **Loretta Lynn**, **Glen Campbell**, **Johnny Cash**, **Roy Clark**, **Charlie Rich**, **Ronnie Milsap** and **Mel Tillis** will all be featured performers. Also on the show will be **Larry Gatlin**, **Freddy Fender**, **Tammy Wynette**, **Eddie Rabbitt**, **Dottie West**, the **Oak Ridge Boys** and the **Statler Brothers**.

The show at Ford's Theatre will be taped and presented by NBC as a two-hour "Big Event" special on Oct. 16. **Joseph Cates**, who produced Ford's highly successful 10th Anniversary last year, will be executive producer and **Chet Hagan** will produce the TV special.

# COUNTRY

## REVIEWS

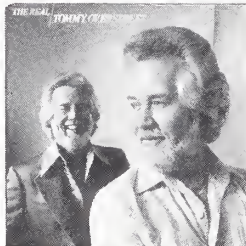
**TAKE HEART** — Juice Newton — Capitol — ST-12000 —  
 Producer: Otha Young — List: 7.98

Musically, this has got to be one of the finest albums to come out this year. The choice of material is absolutely perfect with each cut tastefully produced and a joy to hear. Best cuts are "San Diego Serenade," "Lay Back In The Arms of Someone," "One Step At A Time" and "Tear It Up," although each cut is a jewel in itself.



**THE REAL** — Tommy Overstreet — Elektra — 6E-226 —  
 Producer: Bib Millsap — List: 7.98

Tommy never sounded better as he sings a cross section of songs, highlighted by the hit single "What More Could A Man Need." His rich, deep voice also sounds well on "Fadin' Renegade," "Lost Her In The Sun," "Goin' Up's Easy, Comin' Down's Hard" and "The Best Days of My Life."



**SHOULD I COME HOME** — Gene Watson — Capitol — ST-11947 —  
 Producer: Russ Reeder — List: 7.98

Watson has gained the well deserved reputation of being one of today's best country singers. This album should enhance and further that reputation as he sings songs such as "Should I Come Home," "Nothing Sure Looked Good On You," and "Beautiful You."



**LET THE NIGHT BEGIN** — John Wesley Ryles — MCA-3183 —  
 Producer: Bob Montgomery — List: 7.98

A very mellow sounding album from a fine country-MOR singer. Best cuts are "You Are Always On My Mind," "Liberated Woman," "Mothers and Daddys," and "It's All Coming Back To Me Now." This album is attractively packaged with a very 'arty' cover.



**HANK WILLIAMS, Jr.**



Exclusive Management  
 James R. Smith  
 P.O. Box 790  
 Cullman, AL 35055  
 (205) 734-8656

**LORETTA LYNN** (MCA 41129)

**I've Got A Picture Of Us On My Mind** (2:45) (King Coal, ASCAP) (Bobby Harden)

This release is solid Loretta and that means a solid hit. Bobby Harden has penned a strong number about the regrets of breaking up and Loretta delivers this country sound convincingly.

**JOHN WESLEY RYLES** (MCA 41124) **You Are Always On My Mind** (3:40) (Rose Bridge/Screen Gems-EMI, BMI) (W. Carson — M. James — J. Christopher)

Very strong ballad with a lush background and lyrical punch that Ryles sings with powerful emotion. Should be a big airplay record and get lots of requests.

**LYNN ANDERSON** (Columbia 1-11104)

**Sea Of Heartbreak** (3:31) (Shapiro, Bernstein & Co., ASCAP) (H. David — P. Hampton)

Lynn gives a fresh approach and breathes new life into this standard. Great songs continue to stand through the years and this is a great song. Lynn enhances this evergreen.

**FREDDY FENDER** (Starlite AZ9 4904)

**Squeeze Box** (2:39) Towser Tunes/Eel Pie, BMI) (P. Townshend)

Freddy takes a tune that was a hit for The Who a couple years back and makes it his own with his inimitable Tex-Mex styling perfect for the country market.

**HANK WILLIAMS, JR.** (Elektra E-46535)

**Whiskey Bent And Hell Bound** (3:09) (Bocephus, BMI) (Hank Williams, Jr.)

Hank, Jr. sings a self-penned number about cheating on a good woman because of his own wild and wooly ways. This is a perfect record for any country jukebox in a good honky tonk.

**JOHNNY PAYCHECK** (Epic 9-50777)

**(StayAway From) The Cocaine Train** (3:08) (Algee, BMI) (J. Paycheck)

As soon as Paycheck starts singing you know who it is — the mark of a great stylist. Paycheck tells all about the evils and perils of cocaine over a country musical background. Good advice and good record.

**CARLENE CARTER** (Warner Bros. WBS 49083)

**Do It In A Heartbeat** (3:26) (Rare Blue/Plangent Visions, ASCAP/Unichappell, BMI)

Carlene is not a country artist but this single should get a lot of play country. It's a strong song reminiscent of the old Motown tunes and she packs a powerful punch as she delivers it.

## SINGLES TO WATCH

**BILLY BURNETTE** (Polydor PD-2024)

**What's A Little Love Between Friends** (3:20) (Baby Chick Music/House of Gold Music/ASCAP) (Billy Burnette & Larry Henley)

**JOHNNY CASH** (Columbia-1-11103)

**I'll Say It's True** (2:47) (House of Cash Inc./BMI) (J.R. Cash)

**LOIS KAYE** (Ovation OV-1130)

**Drown In The Flood** (2:43) (Beechwood Music Corp./Dickerson Music/BMI) (Gail Davies)

**CHARLEY PRIDE** (RCA PB-11736)

**Dallas Cowboys** (3:20) (Chess Music Inc./ASCAP) (John Schweers)

**DR. HOOK** (Capitol P-4785)

**Better Love Next Time** (2:59) (House of Gold Music Inc./BMI) (Pippen-Keith-Slate)

**NARVEL FELTS** (Collage CR-101)

**Because Of Losing You** (2:37) (Jack & Bill Music Co./ASCAP) (Foster & Rice)

**RONNIE PROPHET** (Cachet CS4-4504)

**Phantom Of The Opry** (2:51) (Vector Music Crop./BMI) (Dick Feller/John Knowles)

**MEL McDANIEL** (Capitol P-4784)

**Lovin Starts Where Friendship Ends** (2:37) (Combine Music Corp./BMI) (D. Linde & A. Rush)

**RANDY GURLEY** (RCA PB-11726)

**If I Ever** (3:16) (Sterling Music/Addison Street/ASCAP) (Otha Young)

**HANK SNOW** (RCA PB-11734)

**It Takes Too Long** (2:20) (Sawgrass Music Inc./Sabai Music Inc./BMI-ASCAP) (Buddy Cannon & Jimmy Darell)



**CHARLIE DANIELS AT THE PALOMINO** — Epic recording artist Charlie Daniels recently performed at the Palomino Club in Los Angeles. Pictured standing are (l-r) Jack Lameir, regional country marketing manager for CBS Records, Daniels; unidentified guest; Mike Alhadeff, associate director of promotion for E/P/A, Sam Harrell, regional promotional marketing manager for E/P/A. Pictured kneeling are Al Grumwitz, vice president of promotion, E/P/A; Susan Harrington, manager of secondaries' promotion for E/P/A; and Larry Douglas, director of West Coast promotion for E/P/A.

# BLACK CONTEMPORARY

## THE RHYTHM SECTION

### TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1</b> OFF THE WALL MICHAEL JACKSON (Epic FE 35745)	9/29	<b>39</b> WHEN LOVE COMES CALLING DENIECE WILLIAMS (ARC/Columbia JC 35568)	9/29
<b>2</b> STAY FREE ASHFORD & SIMPSON (Warner Bros. HS 3357)	1 6	<b>40</b> A NIGHT AT STUDIO 54 VARIOUS ARTISTS (Casablanca NBLP 2-7161)	39 14
<b>3</b> MIDNIGHT MAGIC COMMODORES (Motown M8-926M1)	2 7	<b>41</b> HAPPY FEET AL HUDSON & THE PARTNERS (MCA AA-1136)	41 6
<b>4</b> RISQUE CHIC (Atlantic SD 16003)	3 8	<b>42</b> WILD AND PEACEFUL TEENA MARIE (Gordy/Motown G7-986R1)	44 9
<b>5</b> IDENTIFY YOURSELF THE O'JAYS (Phila. Int'l/CBS FZ 36027)	4 8	<b>43</b> LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA BXL 13404)	36 23
<b>6</b> SECRET OMEN CAMEO (Chocolate City/Casablanca CCLP 20883)	6 5	<b>44</b> BRENDA RUSSELL (Horizon/A&M SP-739)	42 8
<b>7</b> TEDDY TEDDY PENDERGRASS (Phila. Int'l/CBS FZ 36003)	5 12	<b>45</b> FRANCE JOLI (Prelude PRL 12170)	51 6
<b>8</b> I AM EARTH, WIND & FIRE (ARC/Columbia FC 35730)	7 16	<b>46</b> THIS BOOT IS MADE FOR FUNK-N BOOTSYS'S RUBBER BAND (Warner Bros. BSK 3295)	50 4
<b>9</b> STREET LIFE CRUSADERS (MCA-3094)	8 17	<b>47</b> I FEEL GOOD, I FEEL FINE BOBBY BLAND (MCA-3157)	40 14
<b>10</b> WHAT CHA GONNA DO WITH MY LOVIN' STEPHANIE MILLS (20th Century-Fox/RCA T-583)	9 19	<b>48</b> I LOVE TO SING THE SONGS I SING BARRY WHITE (20th Century-Fox/RCA T-590)	60 3
<b>11</b> IN THE PUREST FORM MASS PRODUCTION (Cotillion/Atlantic SD 5211)	10 24	<b>49</b> LA DIVA ARETHA FRANKLIN (Atlantic SD 19248)	45 10
<b>12</b> THE BOSS DIANA ROSS (Motown M7-923B 1)	11 11	<b>50</b> SO DELICIOUS POCKETS (ARC/Columbia JC 36001)	59 2
<b>13</b> LADIES' NIGHT KOOL AND THE GANG (Delite/Mercury DSR-9513)	12 18	<b>51</b> CHANCE CANDI STATON (Warner Bros. BSK 3333)	53 3
<b>14</b> DIONE DIONE WARWICK (Arista AB-4230)	20 4	<b>52</b> LOVE CURRENT LENNY WILLIAMS (MCA-3155)	47 14
<b>15</b> RAINBOW CONNECTION ROSE ROYCE (Whitfield/Warner Bros. WHS 3387)	13 19	<b>53</b> LET ME BE GOOD TO YOU LOU RAWLS (Phila. Int'l/CBS JZ 36006)	49 15
<b>16</b> DISCO NIGHTS G.O. (Arista AB 4225)	15 5	<b>54</b> ANY TIME ANY PLACE THE DRAMATICS (MCA AA-1125)	46 19
<b>17</b> MINNIE MINNIE RIPERTON (Capitol SO-11936)	16 28	<b>55</b> WE ARE FAMILY SISTER SLEDGE (Cotillion/Atlantic SD 5209)	52 23
<b>18</b> HEARTBEAT CURTIS MAYFIELD (Curtom/RSO RS-1-3053)	17 22	<b>56</b> STRATEGY ARCHIE BELL & THE DRELLS (Phila. Int'l/CBS JZ 36096)	54 34
<b>19</b> BAD GIRLS DONNA SUMMER (Casablanca NBLP-2-7150)	18 11	<b>57</b> I WANNA PLAY FOR YOU STANLEY CLARKE (Nemperor/CBS KZ2 35680)	61 2
<b>20</b> DON'T LET GO ISAAC HAYES (Polydor PD 1-6224)	14 22	<b>58</b> SO SOON WE CHANGE DAVID RUFFIN (Warner Bros. BSK 3306)	48 12
<b>21</b> FUTURE NOW PLEASURE (Fantasy F-9578)	30 4	<b>59</b> INSPIRATION MAZE FEATURING FRANKIE BEVERLY (Capitol SW-11852)	— 1
<b>22</b> TAKE IT HOME B.B. KING (MCA 3151)	22 8	<b>60</b> WHEN YOU'RE #1 GENE CHANDLER (20th Century-Fox/RCA T-598)	56 27
<b>23</b> WHERE THERE'S SMOKE SMOKEY ROBINSON (Tania/Motown T-7-366R1)	19 7	<b>61</b> GOIN' HOME FOR LOVE JIMMY "BO" HORNE (Sunshine Sound/T.K. SSE 7805)	58 8
<b>24</b> SWITCH II (Gordy/Motown G7-988R1)	23 16	<b>62</b> CHAPTER 8 (Ariola SW 50056)	— 1
<b>25</b> DEVOTION L.T.D. (A&M SP 4771)	21 21	<b>63</b> I'M ON MY WAY JACKIE MOORE (Columbia JC 35991)	66 5
<b>26</b> FIVE SPECIAL (Elektra 6E-206)	25 15	<b>64</b> SONGS OF LOVE ANITA WARD (Juana/TK 200,004)	62 7
<b>27</b> DO IT ALL MICHAEL HENDERSON (Buddah/Arista BDS 5719)	26 11	<b>65</b> THE GOOD LIFE BOBBI HUMPHREY (Epic JE 35607)	63 21
<b>28</b> WINNER TAKES ALL THE ISLEY BROTHERS (T-Neck/CBS PZ2-36077)	19 7	<b>66</b> LOVE TALK MANHATTANS (Columbia JC 35693)	65 6
<b>29</b> CANDY CON FUNK SHUN (Mercury SRM-1-3754)	23 16	<b>67</b> BREAKIN' THE FUNK FAZE-O (She/Atlantic SH 742)	70 28
<b>30</b> ROCK ON RAYDIO (Arista AB 4212)	25 15	<b>68</b> FANTASY HEAVEN & EARTH (Mercury SRM 1-3763)	— 1
<b>31</b> BACK ON THE STREETS TOWER OF POWER (Columbia JC 35784)	29 26	<b>69</b> 2 HOT! PEACHES & HERB (MVP/Polydor PD 1-6172)	68 5
<b>32</b> ANOTHER TASTE A TASTE OF HONEY (Capitol SOO-11951)	31 10	<b>70</b> BUSTIN' OUT OF L SEVEN RICK JAMES (Gordy/Motown G7-984R1)	64 46
<b>33</b> DO YOU WANNA GO PARTY? K.C. AND THE SUNSHINE BAND (T.K. 611)	32 13	<b>71</b> TALK THAT STUFF ADC BAND (Cotillion/Atlantic SD 5216)	57 36
<b>34</b> THE JONES GIRLS (Phila. Int'l/CBS JZ 35757)	37 16	<b>72</b> DESTINY THE JACKSONS (Epic JE 35552)	72 2
<b>35</b> XII FATBACK (Spring/Polydor SP-1-6723)	33 20	<b>73</b> HEART STRING EARL KLUGH (United Artists UA-LA 942-H)	67 46
<b>36</b> THE GAP BAND (Mercury SRM-1-3758)	37 16	<b>74</b> MARY WILSON (Motown M7-927R1)	69 21
<b>37</b> DESTINATION: SUN SUN (Capitol ST-11941)	33 20	<b>75</b> FEVER ROY AYERS (Polydor PD-1-6204)	— 1
<b>38</b> McFADDEN & WHITEHEAD (Phila. Int'l/CBS JZ 35800)	35 13		55 21

**NARM ENCOURAGES BLACK RETAILERS TO ATTEND REGIONALS** — In an ongoing effort to encourage black retailers to participate in association activities, NARM has extended an invitation to black dealers to attend its regional seminars currently being held around the country. The meetings have been informing retailers of changing trends; how to best utilize advertising, display materials to get the most sales, and other topics to help the record retailer. Upcoming regionals are scheduled as follows for the month of October: Oct. 9 — Cincinnati; Oct. 10 — St. Louis; Oct. 12 — Atlanta; Oct. 16 — Cleveland; Oct. 17 — Detroit; Oct. 19 — Chicago; Oct. 22 — New York; Oct. 23 — Philadelphia; Oct. 24 — Washington. For more information contact your local one stop or the NARM office at 609-795-5555.

**PROGRAMMERS PROFILE** — **Scotty Andrews**, program director at V-103 (WVEE) in Atlanta, is a 14-year veteran of the broadcast industry. He started his career while he was in the Navy, getting involved with armed forces radio and television programs. While stationed in the Virginia area, Andrews also obtained a part-time job at Station WHIH. During his two-year tenure at the station, he left the service, and gradually worked his way into the programming slot. "It was during my stay at this station that I met Frank Ward, who was working as a consultant for the Sonderling chain. Ward taught me a great deal about broadcasting, along with Rudy Reynolds, who worked with him." Andrews moved on to WIGO in Atlanta, working with Rudy Reynolds, who was the general manager of the station. "I



Scotty Andrews

recall the time I worked with Rudy to be the best learning time I had in this business," Andrews recalls. "I laugh when I remember how I lost 30 pounds while Rudy was there." Andrews stayed at WIGO for seven years, when he got a call from the PD at WVEE, and eventually accepted a position as assistant program director. He has been at the station for three years, and expressed an interest in getting into upper management or a consultancy position. "I would like to be in a position where I can share the knowledge that I have gained with someone else," he concludes.

**RADIO ACTIVITY** — The FCC staff is planning have another minority ownership conference, similar to the meet of two years ago. The conference will cover a variety of topics including advertising agencies and rating services practices. . . . You may want to pick up the Oct. 15 issue of **Broadcast Magazine**, which will feature an in depth study of minorities (continued on page 55)



**DONNY HATHAWAY SCHOLARSHIP FUND** — At a recent gathering to launch the Scholarship fund in the name of the late Donny Hathaway, Ms. Hathaway was presented with a proclamation from Los Angeles Mayor Tom Bradley's office. Pictured during the ceremonies are (l-r): Mrs. Eulalah Hathaway; the Hathaway children; and Dick Griffey, chairman of the scholarship fund, (Background) Whispers members Marcus Hudson and Leaveil Degree.

### PROGRAMMERS PICKS

Alvin Waples	KKTT/Los Angeles	You Get Me Hot — Jimmy "Bo" Horne — Sunshine Sound/ TK
Joe Fisher	WRBD/Ft. Lauderdale	While We Still Have Time — Cindy & Roy — Casablanca
David Lombard	WVOL/Nashville	I Call Your Name — Switch — Motown
Brute Bailey	WIGO/Atlanta	Do You Love What You Feel — Rufus & Chaka Khan — MCA
Eddie Jordan	WKND/Hartford	I'm The One Who Understands — War — MCA
Steve Crumbley	WILD/Boston	Wrapper's Delight — Sugar Hill Gang — Sugar Hill
Diane Douglas	WOL/Washington D.C.	Just A Touch Of Love — Slave — Cotillion/Atlantic
Hardy Lang	WENZ/Richmond	Do You Love What You Feel — Rufus & Chaka Khan — MCA
Doug Blakely	WUFO/Bufalo	Do You Love What You Feel — Rufus & Chaka Khan — MCA

# CASHBOX TOP 100

October 6, 1979

		Weeks On Chart		Weeks On Chart		Weeks On Chart	
1	(not just) <b>KNEE DEEP</b> FUNKADELIC (Warner Bros. WBS 49040)	2	7	35	<b>IT'S A DISCO NIGHT (ROCK DON'T STOP)</b> ISLEY BROTHERS (T-Neck/CBS ZS9 2287)	44	5
2	<b>DON'T STOP 'TIL YOU GET ENOUGH</b> MICHAEL JACKSON (Epic 8-50742)	1	11	36	<b>BETTER NOT LOOK DOWN</b> B. B. KING (MCA-41062)	26	12
3	<b>I JUST WANT TO BE CAMEO</b> (Chocolate City/Casablanca CC019)	4	15	37	<b>YOU GET ME HOT</b> JIMMY "BO" HORNE (Sunshine Sound/T.K. S-1014)	47	7
4	<b>FIRECRACKER</b> MASS PRODUCTION (Cotillion/Atlantic 44254)	3	15	38	<b>BAD GIRLS*</b> DONNA SUMMER (Casablanca NB 988)	28	19
5	<b>LADIES' NIGHT</b> KOOL & THE GANG (De-Lite/Mercury 80-801)	13	6	39	<b>I'LL NEVER LOVE THIS WAY AGAIN</b> DIONNE WARWICK (Arista AS 0419)	27	19
6	<b>I DO LOVE YOU*</b> G.O. (Arista AS 0426)	6	14	40	<b>LADIES ONLY</b> ARETHA FRANKLIN (Atlantic 3605)	41	7
7	<b>RISE*</b> HERB ALPERT (A&M 2151)	8	11	41	<b>DO IT GOOD*</b> A TASTE OF HONEY (Capitol P-4744)	31	13
8	<b>SING A HAPPY SONG</b> THE O'JAYS (Phila. Int'l./CBS ZS9 3707)	5	10	42	<b>THIS TIME BABY*</b> JACKIE MOORE (Columbia E-10993)	32	16
9	<b>SAIL ON</b> COMMODORES (Motown M 1466F)	10	9	43	<b>IS IT LOVE YOU'RE AFTER</b> ROSE ROYCE (Whittfield/Warner Bros. WHI 49049)	50	5
10	<b>FOUND A CURE</b> ASHFORD & SIMPSON (Warner Bros. WBS 8870)	7	14	44	<b>SMILE</b> THE RANCE ALLEN GROUP (Stax/Fantasy STX-3221-A)	43	8
11	<b>STREET LIFE</b> CRUSADERS (MCA 41504)	9	11	45	<b>FANTASY*</b> BRUNI PAGAN (Elektra E-46051)	45	7
12	<b>GOOD TIMES</b> CHIC (Atlantic 3584)	11	19	46	<b>REACHIN' OUT (FOR YOUR LOVE) PT. 1*</b> LEE MOORE (Source/MCA SOR-41068)	48	7
13	<b>AFTER THE LOVE HAS GONE</b> EARTH, WIND & FIRE (ARC/Columbia 3-11033)	12	14	47	<b>RRRRROCK*</b> FOXY (Dash/T.K. DAX-5054)	57	4
14	<b>BREAK MY HEART</b> DAVID RUFFIN (Warner Bros. WBS 49030)	18	8	48	<b>KING TIM III*</b> FATBACK BAND (Spring/Polydor SP 199)	60	5
15	<b>BETWEEN YOU BABY AND ME</b> CURTIS MAYFIELD AND LINDA CLIFFORD (Curton/RSO RS 941)	19	8	49	<b>DON'T LET GO</b> ISAAC HAYES (Polydor PD 2011)	59	4
16	<b>WHAT CHA GONNA DO WITH MY LOVIN'</b> STEPHANIE MILLS (20th Century-Fox/RCA TC-2403)	14	23	50	<b>I FEEL YOU WHEN YOU'RE GONE</b> GANGSTERS (Heat H-01978)	53	8
17	<b>WHY LEAVE US ALONE*</b> FIVE SPECIAL (Elektra E-46028)	17	21	51	<b>DO IT WITH YOUR BODY</b> 7TH WONDER (Parachute/Casablanca RR 527)	54	6
18	<b>COME GO WITH ME</b> TEDDY PENDERGRASS (Phila. Int'l./CBS ZS9 3717)	24	6	52	<b>DOIN' THE DOG</b> CREME D' COCOA (Venture V-112)	62	4
19	<b>FULL TILT BOOGIE (PT. 1)*</b> UNCLE LOUIE (Marline/T.K. 3335)	15	14	53	<b>I LOVE YOU*</b> NEW BIRTH (Ariola 7760)	49	8
20	<b>SO GOOD, SO RIGHT</b> BRENDA RUSSELL (Horizon/A&M HZ-123-S)	29	7	54	<b>WHEN YOU'RE #1*</b> GENE CHANDLER (20th Century-Fox/RCA TC-2411)	30	10
21	<b>OPEN UP YOUR MIND (WIDE)</b> THE GAP BAND (Mercury 74080)	20	11	55	<b>I WANNA BE YOUR LOVER</b> PRINCE (Warner Bros. WBS 49050)	66	3
22	<b>THE BOSS</b> DIANA ROSS (Motown M 1462F)	21	19	56	<b>READY FOR YOUR LOVE</b> CHAPTER 8 (Ariola 776)	64	5
23	<b>YOU CAN DO IT*</b> AL HUDSON & THE PARTNERS (MCA AB-12459)	23	12	57	<b>NEVER CAN FIND A WAY (HOT LOVE)</b> VERNON BURCH (Chocolate City/Casablanca CC 3201)	69	4
24	<b>STRATEGY*</b> ARCHIE BELL & THE DRELLS (Phila. Int'l./Columbia ZS9 3710)	25	9	58	<b>I GOT THE HOTS FOR YA</b> DOUBLE EXPOSURE (Salsoul/RCA S7 2091)	51	11
25	<b>TURN OFF THE LIGHTS</b> TEDDY PENDERGRASS (Phila. Int'l./CBS ZS8 3696)	16	18	59	<b>HIGH STEPPIN', HIP DRESSIN' FELLA (YOU GOT IT TOGETHER)</b> LOVE UNLIMITED (Unlimited Gold/CBS ZS9 1409)	68	3
26	<b>(LET ME PUT) LOVE ON YOUR MIND</b> CON FUNK SHUN (Mercury 76002)	34	6	60	<b>OUT THERE*</b> EVELYN "CHAMPAGNE" KING (RCA JH-11680)	40	9
27	<b>DIM ALL THE LIGHTS</b> DONNA SUMMER (Casablanca NB 2201)	35	5	61	<b>BEST BEAT IN TOWN*</b> SWITCH (Gordy G 7168F)	46	20
28	<b>I JUST CAN'T CONTROL MYSELF</b> NATURE'S DIVINE (Infinity INF 50,027)	38	5	62	<b>STILL</b> COMMODORES (Motown M 1474F)	—	1
29	<b>LOVER AND FRIEND</b> MINNIE RIPERTON (Capitol P-4761)	36	7	63	<b>REMEMBER WHO YOU ARE</b> SLY AND THE FAMILY STONE (Warner Bros. WBS 49062)	73	3
30	<b>BETCHA DIDN'T KNOW THAT/PLEASE DON'T GO</b> K.C. AND THE SUNSHINE BAND (TK TTKX-1035)	37	6	64	<b>LET'S TURN IT OUT*</b> SKYY (Salsoul/RCA S7 2102)	65	4
31	<b>FOOL ON THE STREET</b> RICK JAMES (Gordy/Motown G7171F)	33	9	65	<b>ROCK BABY</b> TOWER OF POWER (Columbia 3-11012)	67	9
32	<b>CRUSIN'</b> SMOKEY ROBINSON (Tamla/Motown T 54306)	42	6	66	<b>YOU'RE SOMETHING SPECIAL</b> FIVE SPECIAL (Elektra E-46531)	76	2
33	<b>MORE THAN ONE WAY TO LOVE A WOMAN</b> RAYDIO (Arista ASO 441)	39	6	67	<b>WHILE WE STILL HAVE TIME</b> CINDY & ROY (Casablanca NB 2202)	80	3
34	<b>GROOVE ME*</b> FERN KINNEY (Malaco/T.K. 1058)	22	10	68	<b>(Ooh-Wee) SHE'S KILLING ME</b> JOHNNIE TAYLOR (Columbia 1-11084)	77	2
				69	<b>I FOUND LOVE</b> DENIECE WILLIAMS (ABC/Columbia 1-11063)	78	3
				70	<b>WE GOT TO HIT IT OFF</b> MILLIE JACKSON (Spring/Polydor SP 3002)	74	3
				71	<b>COME TO ME</b> FRANCE JOLI (Prelude PRL 8001)	87	2
				72	<b>THE RAPPER'S DELIGHT*</b> THE SUGAR HILL GANG (Sugar Hill SH-542)	—	1
				73	<b>THE SECOND TIME AROUND</b> SHALAMAR (Solar/RCA JH-11709)	83	2
				74	<b>I CALL YOUR NAME</b> SWITCH (Motown G 7175F)	89	2
				75	<b>MY FLAME</b> BOBBY CALDWELL (Clouds/T.K. CLX-18)	85	2
				76	<b>LOVE HURT ME, LOVE HEALED ME</b> LENNY WILLIAMS (MCA 41118)	84	2
				77	<b>BODY LANGUAGE</b> SPINNERS (Atlantic 3619)	—	1
				78	<b>SUMMER LOVE</b> DAVID OLIVER (Mercury 76006)	86	2
				79	<b>I DON'T WANT TO BE A FREAK (BUT I CAN'T HELP MYSELF)</b> DYNASTY (Solar/RCA JH-11694)	82	4
				80	<b>STRANGER</b> LTD (A&M 2191)	—	1
				81	<b>GROOVE CITY</b> CHOCOLATE MILK (RCA JH-11689)	81	3
				82	<b>I LOVE TO SING THE SONGS I SING</b> BARRY WHITE (20th Century/RCA TC-2416)	70	5
				83	<b>GLIDE*</b> PLEASURE (Fantasy F-874-A)	—	1
				84	<b>STAR GENERATION</b> JAMES BROWN (Polydor PD 2005)	79	4
				85	<b>NO LOVE, NO WHERE, WITHOUT YOU</b> LINDA WILLIAMS (Arista AS0442)	—	1
				86	<b>DON'T YOU WANT MY LOVE*</b> DEBBIE JACOBS (MCA 41102)	61	6
				87	<b>OPEN UP FOR LOVE*</b> SIREN (Midsong MI 1006)	91	2
				88	<b>WEAR IT OUT*</b> STARGARD (Warner Bros. WBS 49066)	—	1
				89	<b>LOOKIN' FOR LOVE</b> FAT LARRY'S BAND (WMOT/Fantasy F-867-A)	—	1
				90	<b>LET ME DANCE</b> RONN MATLOCK (Cotillion/Atlantic 45002)	90	3
				91	<b>RADIATION LEVEL</b> SUN (Capitol P4713)	56	21
				92	<b>YOU PUT A CHARGE IN MY LIFE</b> BRAINSTORM (Tabu/Columbia ZS9 5518)	92	3
				93	<b>AROUND AND AROUND</b> ULLANDA (Ocean/Ariola 7505)	—	1
				94	<b>CRANK IT UP (FUNK TOWN) Part 1*</b> PETER BROWN (Drive/TK 6278)	52	18
				95	<b>I'M A SUCKER FOR YOUR LOVE</b> TEENA MARIE (Gordy G 7169F)	55	20
				96	<b>YOU GONNA MAKE ME LOVE SOMEBODY ELSE</b> THE JONES GIRLS (Phila. Int'l./CBS ZS 3680)	63	24
				97	<b>THE WAY WE WERE/MEMORIES</b> MANHATTANS (Columbia 3-11024)	72	12
				98	<b>ROCK ME*</b> FRANK HOOKER & THE POSITIVE PEOPLE (Panorama Music/RCA YB 11634)	94	5
				99	<b>TALK THAT STUFF</b> ADC BAND (Cotillion/Atlantic 45003)	71	7
				100	<b>WHEN YOU WAKE UP TOMORROW*</b> CANDI STATON (Warner Bros. WBS 8821)	58	20

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

After The Love (Ninth/Garden/Irving/Fosters — BMI) 13	Glide (Three Hundred Sixty — ASCAP) 83	Lets Turn (One To One — ASCAP) 64	Still (Jobete & Commodores — ASCAP) 62
Around And Around (Ulla-La — ASCAP/Mreimer/Six Continents — BMI) 93	Good Times (Chic — BMI) 12	Lookin' (Parker/WIMOT — BMI) 89	Stranger (Almo/McRovsco — ASCAP) 80
Bad Girls (Starrin/Earborne/Sweet Summer Night — BMI) 38	Groove City (Marsaint — BMI) 81	Love Hurt Me (Spec-O-Lite/Jobete/Traco — BMI) 76	Strategy (Mighty Three — BMI) 24
Best Beat In Town (Jobete — ASCAP) 61	Groove Me (Malaco Music — BMI) 34	Love On Your Mind (Val-ie-Joe — BMI) 26	Street Life (Four Knights/Irving — BMI) 11
Betcha Didn't Know (Moonsong/East Memphis/Two-Knight — BMI) 30	High Steppin', Hip Dressin' 59	Lover & Friend (Minnie's, Bull Pen — BMI) 29	Summer Love (Relaxed/Welcom — BMI) 78
Better Not (Irving/Four Knights — BMI) 36	I Call Your Name (Jobete — ASCAP) 74	More Than One Way (Raydiola — ASCAP) 33	Talk That Stuff (Woodson's & Bus — BMI) 99
Between You Baby (Mayfield — BMI) 15	I Do Love You (Arista — ASCAP/Careers — BMI) 6	My Flame (Sherlyn/Lindseyanne — BMI) 75	The Boss (Nick-O-Vai — ASCAP) 22
Body Language (Sumac — BMI/Louise-Jack — ASCAP) 77	I Don't Want To Be (Spectrum VII/Rosey — ASCAP) 79	Never Can Find (Rick's/Sand B. — BMI) 57	The Rapper's Delight (Sugar Hill — BMI) 72
Break My Heart (Groovesville/Forgotten — BMI) 14	I Feel You (Jimi Mac — BMI) 50	No Love, No Where (Ivsda — BMI) 85	The Second Time (Spectrum VII/Rosey — ASCAP) 73
Come Go With Me (Mighty Three — BMI) 18	I Found Love (Kee-Drick/Mane/Randy — BMI) 69	Open Up For Love (Midsong/Monsterous — ASCAP) 87	The Way (Colgems/Jobete — ASCAP/Diamond — BMI) 97
Crank It Up (Sherlyn/Decibel — BMI) 94	I Got The Hots (Burma East — BMI) 58	Open Up Your Mind (Total Experience — BMI) 21	This Time Baby (Mighty Three — BMI) 42
Crusin' (Bertram — ASCAP) 32	I Just Can't (Willow Girl — BMI) 28	Out There (Mills & Mills/Six Continents — BMI) 60	Turn Off The Lights (Mighty Three — BMI) 25
Dim All The Lights (Sweet Summer Night — BMI) 27	I Just Want (Better Days — BMI/Better Nights — ASCAP) 3	Radiation Level (Glenwood/Detente — Ascap) 91	Wear It Out (Patmos/Charleville — BMI/Chaz/Modern American — ASCAP) 88
Don't Let Go (Screen Gems-EMI — BMI) 49	I Love To Sing (Seven Songs/Ba-Dake — BMI) 82	Reachin' Out (Ascet — BMI) 46	We Got To Hit (Sherlyn — BMI) 70
Don't You Want (Unichappell/Kreimers — BMI) 86	I Love You (Sky Diver/Lite-Brite — BMI) 53	Ready For Your Love (Woodson/Chapter 8/U.S. Arabella — BMI) 56	What Cha Gonna Do (Scarab — BMI) 16
Do It Good (Conductive/On Time — BMI) 10	I'll Never Love This Way (Irving — BMI) 39	Remember Who (Fresco — BMI/Bubba — ASCAP) 63	When You Wake Up (Pap/Leeds/Stacey Lynne/Staton — ASCAP) 100
Do It With Your Body (Weapub — BMI/Echo Ruma — ASCAP) 51	I'm A Sucker For (Jobete — ASCAP) 95	Rise (Almo/Badazz — ASCAP) 7	When You're #1 (Cachand/Gaetana — BMI) 54
Don't Stop 'Til You Get Enough (Miran — BMI) 10	Is It Love (May Twelfth/Warner — Tamerland — BMI) 43	Rock Baby (Michael Jeffries — ASCAP) 65	While We Still (Mighty Three — BMI) 67
Found A Cure (Nick O Val — ASCAP) 10	It's A Disco Night (Bovina — ASCAP) 35	Rock Me (Duchess/Innerself — BMI) 98	Why Leave Us Alone (At Home/Baby Dump — ASCAP) 17
Full Tilt (Finurphy — BMI/Hi Fautin — ASCAP) 19	King Tim III 48	RRRRRROCK (Sherlyn/Lindseyanne/Buckaroo — BMI) 47	You Can Do It (Perks — BMI) 23
	King Tim III 48	Sail On (Jobete & Commodores — ASCAP) 9	You Get Me Hot (Sherlyn, Harrick — BMI) 37
	King Tim III 48	She's Killing Me (Muscle Shoals Sound — BMI) 68	You Gonna Make Me (Mighty Three — BMI) 96
	King Tim III 48	Sing A Happy Song (Mighty Three — BMI) 8	You Put A Charge (Cornflakes — BMI/Music Mecca West — ASCAP) 92
	King Tim III 48	Smile (Stora/Roxatlanta Lane — BMI) 44	Your're Something (At Home/Baby Dump — ASCAP) 66
	King Tim III 48	So Good, So Right (Rutland Road — ASCAP) 20	
	King Tim III 48	Star Generation (Kayvette — BMI) 84	
	King Tim III 48		
	King Tim III 48		
	King Tim III 48		

★ 12" Available For Sale

# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- I CALL YOUR NAME — SWITCH — MOTOWN**  
WJMO, WENZ, WSOK, WJLB, KDAY, WTLC, WJPC, WDAO, WVKO, WGPR-FM, KDKO, KMJQ, KCOH.
- BODY LANGUAGE — SPINNERS — ATLANTIC**  
WAWA, KMJQ, WYLD, WENZ, WEAL, WGIV, KYAC, WYBC, WOL, KCOH, WXEL-FM, WKXI.
- NEVER CAN FIND A WAY (HOT LOVE) — VERNON BURCH — CHOCOLATE CITY**  
WILD, WORL, WNJR, KDAY, WJPC, KOKA, WOL, WLOU, WGPR-FM.
- WHILE WE STILL HAVE TIME — CINDY & ROY — CASABLANCA**  
WKND, WVOL, WORL, WJLB, WDLA, WTLC, WGIV, WAOK, KOKA.
- YOU GET ME HOT — JIMMY "BO" HORNE — SUNSHINE SOUND**  
KMJQ, WJMO, WSOK, WWRL, WORL, KKTT, KOKA, WDAO.
- RRRRROCK — FOXY — DASH**  
WILD, OK100, KDKO, WCIN, WOL, WDAO, WRAP.
- DON'T LET GO — ISAAC HAYES — POLYDOR**  
WVOL, OK100, WBMX, WAOK, WCIN, WVKO.
- HIGH STEPPIN', HIP DRESSIN' FELLA (YOU GOT IT TOGETHER) — LOVE UNLIMITED — UNLIMITED GOLD**  
WAWA, WDAS, WBMX, WVKO, WKXI, WXEL-FM.
- THE RAPPER'S DELIGHT — THE SUGAR HILL GANG — SUGAR HILL**  
WILD, WNJR, WRBD, WGIV, WOL, WAMO.

## MOST ADDED ALBUMS

- LA DIVA — ARETHA FRANKLIN — ATLANTIC**  
KYAC, WJMO, WYLD, WRBD, WTLC, WYLD, KDIA, KCOH, WXEL-FM.
- BEST OF FRIENDS — LENNY WHITE — ELEKTRA**  
WWRL, KKTT, WBMX, WSOK, KKSS.
- UNFORGETTABLE — LEROY HUTSON — RSO**  
WBMX, WEDR, KMJQ, WATV, KYAC.

## SELECTED ALBUM CUTS

- RAIN FIRE — DAVID OLIVER — MERCURY**  
Could It Be Love, Don't You Ever Be Lonely
- UNFORGETTABLE — LEROY HUTSON — RSO**  
Lonely Without You, Right Or Wrong, Title
- BEST OF FRIENDS — LENNY WHITE — ELEKTRA**  
Citi Dancin', Beta
- I FEEL GOOD, I FEEL FINE — BOBBY BLAND — MCA**  
Tit For Tat, Soon As The Weather Breaks
- FEEL IT — NOEL POINTER — UNITED ARTISTS**  
For You, Title

## BLACK RADIO HIGHLIGHTS

### WAOK — ATLANTA — DOUG HARRIS, PD

HQTS: Mass Production, Cameo, Michael Jackson, Chic, Funkadelic, Q'Jays, Isley Bros., B.B. King, S. Robinson, L.T.D., Commodores, G.Q. ADDS: A. Franklin, I. Hayes, Salsoul Orchestra, Cindy & Roy, G. Knight. LP ADDS: East Coast, Michael Jackson, B. Bland.

### WWIN — BALTIMORE — DON BROOKS, PD

HOTS: Sugar Hill Gang, LTD, Kool & Gang, Commodores, Funkadelic, Michael Jackson, A. Hudson, H. Alpert, G.Q., S. Mill. ADDS: C. Daye, K.C. & Sunshine Band, T. Marie, Siren, Gangster, D. Williams, W. Henderson. LP ADDS: Lowrell.

### WILD — BOSTON — STEVE CRUMBLY, PD — #1 — MICHAEL JACKSON

JUMPS: 16 To 9 — Kool & Gang, 7 To 3 — Funkadelic, Ex To 43 — S. Brown, Ex To 41 — ADC Band, Ex To 40 — S. Robinson. ADDS: Pleasure, D. Ruffin, E. Grant, R. James, D. Summer, F. Joli, Sugar Hill Gang, Dynasty, Whispers, Foxy, V. Burch.

### WUFO — BUFFALO — DOUG BLAKELY, MD — #1 — FUNKADELIC

HQTS: H. Alpert, Skyy, Ashford & Simpson, Cameo, Mandre, M. Riperton, Isley Bros., M. Starr, A. Franklin, Pockets, M. Wilson, I. Hayes, Dynasty, B. Cobham. ADDS: Stargard, B. Summer, Sly & Family Stone, Pleasure, B. Caldwell, Shalamar, L. Rawls, W. Jackson, N. Connors, N. Larson, Creme D'Cocoa, E. Grant, F. Joli. LP ADDS: M. Moore, D. Ruffin.

### WGIV — CHARLOTTE — CHRIS TURNER, PD

HOTS: Funkadelic, Cameo, Michael Jackson, Kool & Gang, F. Hooker, Fatback, FLB, A. Franklin, Nature's Divine, D. Warwick, C. Mayfield, D. Ruffin. ADDS: Sugar Hill Gang, A. Bell & Dreillis, G. Knight, Spinners, Millie Jackson, A. Ward, Salsoul Orchestra, Cindy & Roy, Five Special, Ullanda. LP ADDS: A. Franklin.

### WBMX — CHICAGO — JAMES ALEXANDER, PD

HQTS: Funkadelic, Mass Production, Michael Jackson, G.Q., Cameo, S. Robinson, Kool & Gang, Ashford & Simpson, H. Alpert, Manhattans, K.C. & Sunshine Band, Taste of Honey, Rocky Robbins, S. Mills, D. Warwick, M. Riperton, O'Jays, J. "Bo" Horne, D. Summer, Sun, D. Ruffin, Sister Sledge, A. Bell & Dreillis, C. Staton, Commodores, F. Kinney, W. Henderson. ADDS: I. Hayes, N. Cole, Love Unlimited, L. Williams, Con Funk Shun. SP ADDS: Deodato, D. Ruffin, N. Pointer, L. Hutson, N. Connors, L. Ritenour, B. James, B. Lyle, N. Larsen, G. Chandler, E. Henderson, J. Mathis, L. Rawls, L. White, D. Wansel.

### WVON — CHICAGO — LYNN TOLLIVER, MD

HOTS: Michael Jackson, Cameo, G.Q., Mass Production, Manhattans, D. Ross, Kool & Gang, Con Funk Shun, S. Robinson, Funkadelic. ADDS: Switch, J. "Bo" Horne, Gangsters. LP ADDS: C. Mayfield, B.B. King, B. Bland, B. White, Michael Jackson.

### WCIN — CINCINNATI — BOB LONG, PD

HOTS: Kool & Gang, Rose Royce, Funkadelic, Tower of Power, D. Summer, J. "Bo" Horne, B. White, Raydio, Nature's Divine, Chic, Chapter Eight, B. Russell. ADDS: Foxy, I. Hayes, S. Turrentine, B. Caldwell, Shalamar. LP ADDS: M. Jackson, O'Jays.

### WJMO — CLEVELAND — BERNIE MOODY, PD — #1 — MICHAEL JACKSON

JUMPS: 43 To 36 — Chapter Eight, 42 To 35 — Nature's Divine, 40 To 34 — B. White, 41 To 33 — G. Gaynor, 39 To 32 — Prince, 38 To 31 — Sly, Slick, & Wicked, 37 To 30 — A. Franklin, 35 To 29 — C. Mayfield, 32 To 28 — Kool & Gang, 34 To 27 — Chic, 31 To 26 — Rose Royce, 29 To 25 — Kinsman Dazz, 30 To 24 — M. Riperton, 27 To 23 — Raydio, 28 To 22 — R. James, 25 To 21 — E.C. King, 26 To 20 — Con Funk Shun, 21 To 17 — D. Summer, 19 To 16 — S. Robinson, 20 To 15 — D. Ruffin, 17 To 12 — S. Mills, 6 To 3 — Funkadelic. ADDS: Switch, J. Bo, Horne, A. Bell.

### WDAO — DAYTON — LANKFORD STEPHENS, MD

HOTS: Funkadelic, T. Pendergrass, Commodores, Kool & Gang, D. Ruffin, Con Funk Shun, Raydio, Prince, C. Mayfield, L. Clifford, Chapter Eight, Rocky Robbins, N. Cole, Creme D'Cocoa, Shalamar, V. Burch, I. Hayes, Kinsman Dazz. ADDS: Switch, Fatback, Isley Bros., J. "Bo" Horne, Foxy, Bootsy, B. Caldwell, J. Taylor, Five Special, Taste of Honey. LP ADDS: A. Bell & Dreillis, Lakeside.

### KDKO — DENVER — RON O'JAY, PD — #1 — TOWER OF POWER

JUMPS: 30 To 27 — K.C. & Sunshine Band, 29 To 26 — I. Hayes, 28 To 25 — Kool & Gang, 27 To 24 — Peaches & Herb, 26 To 23 — C. Lucas, 25 To 22 — Shalamar — 24 To 20 — B. Caldwell, 23 To 19 — T. Pendergrass, 22 To 18 — F. Kinney, 20 To 17 — Prince, 19 To 16 — D. Summer, 18 To 15 — H. Alpert, 17 To 14 — Gap Band, 16 To 13 — M. Riperton, 15 To 12 — Funkadelic, 14 To 11 — Q'Jays, 13 To 9 — Pleasure, 11 To 8 — Commodores, 12 To 7 — S. Mills. ADDS: Foxy, Switch, R. Block.

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

JUMPS: 40 To 32 — Nature's Divine, 39 To 31 — ADC Band, 34 To 29 — R. Allen, 38 To 28 — Isley Bros., 32 To 27 — Tower of Power, 30 To 22 — Con Funk Shun, 28 To 21 — A. Bell, 21 To 18 — Dalton & Dubarri, 19 To 16 — Chapter Eight, 18 To 15 — G.Q., 17 To 13 — Gap Band, 10 To 7 — B. Russell, 5 To 2 — Cameo, Ex To 40 — Siren, Ex To 39 — Creme D'Cocoa, Ex To 38 — F. James, Ex To 37 — K.C. & Sunshine Band, Ex To 36 — Raydio, Ex To 35 — A. Franklin, Ex To 34 — Kool & Gang, Ex To 33 — I. Hayes. ADDS: S. Robinson, Rose Royce, Switch, Sting, J. Simon, Cindy & Roy, LTD. LP ADDS: Eruption, C. Mayfield, G. Knight, S. Turrentine.

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

JUMPS: 30 To 26 — Pleasure, 25 To 19 — A. Franklin, 21 To 17 — F. James, 22 To 11 — Kool & Gang. ADDS: Switch, L.T.D., D. Fletcher, D. Summer, L. Oskar, S. Robinson, J. Tiudell, B. Preston, V. Birch, City Streets, Contours. LP ADDS: Faze-O, H. Alpert, Kinsman Dazz, T. Biggs.

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

JUMPS: 40 To 34 — N. Cole, 37 To 33 — L. Moore, 38 To 28 — Nature's Divine, 34 To 26 — R. Matlock, 33 To 24 — S. Robinson, 27 To 22 — R. James, 38 To 19 — Gangsters, 25 To 18 — I. Hayes, 24 To 15 — Raydio, 17 To 10 — Kool & Gang, 14 To 9 — B.B. King, 11 To 5 — K.C. & Sunshine Band, 10 To 4 — T. Pendergrass. Ex To 40 — E. Henderson, Ex To 39 — Con Funk Shun, Ex To 38 — L. Williams, Ex To 37 — J. Taylor, Ex To 36 — S. Mills, Ex To 25 — C. Mayfield, Ex To 23 — D. Oliver. ADDS: K. Barnes, A. Ward, Sugar Hill Gang, Triple "S" Connection, LTD, Tower of Power, City Streets. LP ADDS: A. Franklin, Fatback, Seventh Wonder, D. Ruffin.

### KMJQ — HOUSTON — PAM WELLES, MD — #1 — FUNKADELIC

JUMPS: 27 To 20 — D. Summer, 22 To 18 — N. Connors, 15 To 13 — T. Pendergrass, 14 To 10 — Cameo, 12 To 8 — H. Alpert, Ex To 30 — Rose Royce, Ex To 29 — Chanson, Ex To 28 — R. Block, Ex To 26 — Cindy & Roy, Ex To 23 — Chic, Ex To 24 — W. Jackson, Ex To 19 — I. Hayes, Ex To 15 — Kool & Gang, Ex To 14 — S. Robinson. ADDS: A. Franklin, Q'Jays, S. Mendez, N. Cole, Switch, S. Turrentine, B. Summers, Spinners, Destination, J. "Bo" Horne. LP ADDS: Stix Hooper, N. Wilson, L. Hutson.

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

HOTS: M. Jackson, Mass Production, C. Mayfield, Kool & Gang, Nature's Divine, D. Ruffin, Gap Band, Cameo, A. Bell & Dreillis. ADDS: V. Burch, Fleetwood Mac, Switch, Raydio, Creme D'Cocoa, Shalamar, Fatback. LP ADDS: Pointer Sisters, Shalamar.

### KKTT — LOS ANGELES — SHEILA ELDRIDGE, MD

HOTS: Funkadelic, Cameo, Michael Jackson, Mass Production, S. Mills, Commodores, S. Robinson, Chic, D. Ruffin, T. Pendergrass. ADDS: F. Joli, G. Gaynor, J. Nash, Nature's Divine, J. "Bo" Horne. LP ADDS: A. Bell & Dreillis, L. White, Gangsters.

### WDIA — MEMPHIS — RON KING, PD

HOTS: Fatback, Commodores, Michael Jackson, Mass Production, G.Q., S. Robinson, D. Ruffin, Cameo, L.T.D., Raydio, Funkadelic, Isley Bros., Uncle Louie, Chocolate Milk, C. Mayfield, O'Jays, Con Funk Shun, M. Riperton, Chapter Eight, Kool & Gang. ADDS: A. Ward, Cindy & Roy, Commodores, L.T.D., Prince, Tower of Power. LP ADDS: I. Hayes, Kool & Gang.

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

JUMPS: 30 To 19 — Double Exp., 24 To 14 — L. Moore, 13 To 7 — L. Clifford, 9 To 2 — Five Special, Ex To 28 — Seventy Wonder, Ex To 20 — D. Simmons. ADDS: FLB, C. Daye, New Birth, Prince, S. Hunter. LP ADDS: L. Hutson, Today, Tomorrow & Forever, K. Barnes, I. Hayes, L. Brooks, Fatback Band, Chapter Eight.

### WAWA — MILWAUKEE — KING JAMES, MD — #1 — MICHAEL JACKSON

JUMPS: 26 To 18 — B. Bland, 6 To 3 — Funkadelic, Ex To 40 — R. Royce, Ex To 39 — L. Rawls, Ex To 33 — A. Bell. ADDS: B. Wright, Breakwater, Prince, East Coast, Spinners, Love Unlimited, T. Browne, Esquires, Fleetwood Mac, Midas Touch, L. Oskar, Dr. John. LP ADDS: I. Hayes, Today, Tomorrow & Forever.

### WYLD — NEW ORLEANS — JAY JOHNSON, MD — #1 — CAMEO

JUMPS: 32 To 28 — Freedom, 34 To 27 — Pleasure, 30 To 22 — Isley Bros., 27 To 20 — L. Clifford, 26 To 21 — Foxy, 24 To 19 — K.C. & Sunshine Band, 23 To 18 — J. Nash, 22 To 17 — Kool & Gang, 21 To 16 — T. Pendergrass, 19 To 15 — H. Alpert, 15 To 10 — J. "Bo" Horne, 9 To 5 — Manhattans, EX To 35 — Skyy, Ex To 34 — Nature's Divine, Ex To 23 — Switch. ADDS: Seventh Wonder, Prince, L. Williams, Lowrell, Spinners, Opus Seven, LP ADDS: A. Franklin, D. Oliver.

### WWRL — NEW YORK — LINDA HAYNES, MD

HOTS: Michael Jackson, Kool & Gang, C. Mayfield, S. Mills, T. Thomas, Love Unlimited, O'Jays, G.Q., Raydio, New Birth. ADDS: Con Funk Shun, J. "Bo" Horne, Isley Bros., S. Robinson. LP ADDS: T. Callier, C. Daye, L. McCann, S. Turrentine, L. White.

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

JUMPS: 37 To 33 — Nature's Divine, 36 To 31 — G. Chandler, 33 To 27 — V. Burch, 32 To 24 — Raydio, 26 To 21 — D. Summer, 22 To 18 — B. Caldwell, 20 To 14 — K.C. & Sunshine Band, 17 To 13 — A. Bell & Dreillis, 13 To 9 — M. Nightingale, 11 To 8 — Earth, Wind & Fire. ADDS: A. Ward, J. Nash, M. Moore.

### WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — FUNKADELIC

JUMPS: 45 To 39 — Con Funk Shun, 44 To 38 — B. Nichols, 43 To 37 — Cindy & Roy, 42 To 36 — D. Summer, 38 To 32 — F. Kinney, 39 To 33 — M. Wilson, 37 To 31 — R. Allen, 36 To 30 — D. Simmons, 35 To 29 — Manhattans, 33 To 27 — J. Wells, 32 To 26 — S. Brown, 25 To 18 — Nature's Divine, 21 To 17 — B. Russell, 20 To 16 — Double Exp., 18 To 8 — A. Bell, 13 To 9 — J. "Bo" Horne, 19 To 7 — Kool & Gang, Ex To 25 — Stargard, Ex To 19 — LTD. ADDS: G. Gaynor, City Streets, Love Unlimited, L. Williams, R. James. LP ADDS: Shalamar, I. Hayes, L. White, A. Bell.

### WAMO — PITTSBURGH — MIKE PAYNE, PD — #1 — CRUSADERS

JUMPS: 34 To 20 — K.C. & Sunshine Band, 28 To 19 — Raydio, 24 To 18 — D. Ruffin, 22 To 17 — G. McCrae, 21 To 16 — S. Robinson, 25 To 15 — Funkadelic, 12 To 9 — Taste Of Honey, 14 To 7 — Commodores, 17 To 6 — H. Alpert, 11 To 3 — Kool & Gang. ADDS: L. Moore, D. Williams, Chic, Rufus W/Chaka, Sugar Hill Gang, Con Funk Shun. LP ADDS: Black Ivory, O'Jays, LTD.

### WENZ — RICHMOND — HARDY JAY LANG, PD

JUMPS: 20 To 15 — Fatback, 12 To 9 — Skyy, 9 To 6 — I. Hayes, Ex To 20 — F. Joli. ADDS: Spinners, N. Connors, Switch, Shalamar. LP ADDS: Pleasure, Mutiny, Five Special, Shalamar.

### KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — CAMEO

JUMPS: 24 To 19 — R. Allen, 20 To 16 — D. Summer, 19 To 15 — M. Riperton, 23 To 14 — Con Funk Shun, 15 To 12 — C. Mayfield, 11 To 9 — D. Ruffin, 7 To 4 — Commodores, 6 To 2 — Funkadelic. ADDS: Isley Bros., B. Russell, S. Robinson. LP ADDS: Chapter Eight, B. White, V. Burch, B. Caldwell.

### KYAC — SEATTLE/TACOMA — ROBERT SCOTT, PD

HOTS: B. Russell, C. Mayfield & L. Clifford, D. Summer, Foxy, F. Joli, Funkadelic, J. "Bo" Horne, J. Taylor, Kool & Gang, Nature's Divine, Pleasure, S. Robinson, Switch, T. Pendergrass, V. Burch. ADDS: Spinners, Pleasure. LP ADDS: A. Franklin, C. Eaton, Nature's Divine, L. Hutson, A. Bell & Dreillis, Rose Royce, Silk, W. Henderson.

### KOKA — SHREVEPORT — B.B. DAVIS, MD

HOTS: Michael Jackson, Ashford & Simpson, H. Alpert, B. Pointer, Mass Production, D. Ross, Cameo, O'Jays, D. Summer. ADDS: Doobie Bros., M. Foreigner, Isley Bros., Raydio, J. "Bo" Horne, Nature's Divine, D. Oliver, Cindy & Roy, V. Burch. LP ADDS: Rose Royce, B.B. King, Q'Jays, Five Special, N. Pointer, S. Turrentine.

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

JUMPS: 24 To 4 — Chic, 8 To 2 — G.Q. ADDS: Kool & Gang, F. Joli. LP ADDS: L. White, Cindy & Roy.

### OK100 — WASHINGTON — JOHN MOEN, PD

HOTS: Funkadelic, G.Q., T. Pendergrass, Commodores, Michael Jackson, M. Riperton, E. Grant, R. James. ADDS: Foxy, I. Hayes, Kool & Gang, Fatback. LP ADDS: B. Humphrey.

# LATIN

## LATIN BEAT

On Aug. 29, in the United States District Court for the Eastern District of New York, before a jury and after a criminal trial, **Radames Millan**, the owner of the San German Record Shop at 89 Moore Street, Brooklyn, N.Y. was found guilty of unlawfully, willfully, knowingly and for purposes of commercial advantage and private financial gain, of infringing on the copyright and sound recordings of Fania Records, Inc. The defendant was found guilty of willfully and for profit of distributing and causing to be distributed bootleg or counterfeit copies of said copyrighted sound recordings each of which was first fixed and published with requisite notice of copyright after Feb. 15, 1972 and duly registered in the United States copyright office.

In February 1978, agents of the Federal Bureau of Investigation, headed by Special Agent Richard Reinhardt, pursuant to a search warrant, seized 600 counterfeit tapes from the San German Record Shop. Again in December of the same year the agents seized 289 bootleg tapes from the same premises. On three different occasions, the agents made buys of "bootleg product" from the defendant resulting in his conviction.

Millan is to be sentenced before the Hon. **Eugene Nickerson** within six weeks. Under the statute he can receive a maximum penalty of a \$25,000 fine, one year in jail, or both.

In 1978 Fania Records, Inc., by its president, **Gerald Masucci**, and their attorney **Sal Nigrone**, put over 500 store owners on notice by registered mail with return receipt, that display of Fania, Vaya, Inca, Tico, Alegre, Cotique or Karen tapes can be distinguished by purple plastic cartridge cases, bearing the words, (across the top of the credit side) — "Distributed by Fania," with the word "Fania" in the form of the standard, uniform trademarked logo, and indicated as such by the letters "TM" to the right of "Fania," and visible through the shield of the jacket.

Thereafter, through the court system in

the New York Supreme Court, Fania was granted a civil injunction against the defendant enjoining him from advertising, offering for sale or selling tapes or phonograph records manufactured or sold by them unless done so with the consent, license or authority of Fania, or from aiding, encouraging or enabling in any way and by any means or act whatever, any person to engage in any of the activities prescribed above.

**Carlos de Jesus** has just joined the rapidly expanding staff at Latin Percussion Ventures, Inc. Carlos comes to this relatively young label with lots of important related experience having been a regular disc jockey on radio station WBLS. His background with this station brings a broad musical point of view to a record label committed to making Latin music of the 1980s and beyond.

Carlos began his radio career while attending Columbia University. At that time his interest in Latin music began to take a new strength. Through a growing feeling of ethnic pride, Carlos began rediscovering the immense beauty and rhythmic strength of the Latin music of his Puerto Rican heritage. While his early influences were the popular soul sounds of the '60s, his reborn interest in Latin and his desire to expand this music's horizons made his radio efforts at Columbia University a crusade to air all that was good to hear, irrespective of other commercial considerations. Carlos brought to WBLS a moderate Latin programming policy that proved to be very popular with a very diversified listener audience.

De Jesus will be in charge, at Latin Percussion Ventures, of product placement and promotion and will further assist in upcoming concert presentations such as the upcoming appearance of the **Latin Percussion Jazz Ensemble** at New York City's Bottom Line and this group's second European tour as well as this historic upcoming Japanese tour in December 1979, which will be co-sponsored by the Yamaha Corp. and **Latin Percussion, Inc.** ray terrace

## LATIN PICKS



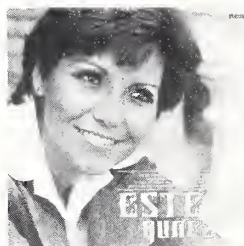
**A LATIN AFFAIR** — Dandy's Dandy — LP Venture 469 — Producer: Johnny Rodriguez Jr.

A Latin Affair is a gathering of the foremost salsa musicians creating music to please themselves. Most of the musicians in this album are from Tipica 73 Orchestra and a few all stars. The rhythm section is fantastic throughout this album. There are two jazz sides, "Tune Up" and "April In Paris," done in merengue tempo and arranged by Mario Rivera which are superb. All solos in this album are excellent. Every cut is great. This is a masterpiece of Latin percussion done in jazz and salsa.



**JUST LIKE MAGIC** — Latin Percussion Jazz Ensemble — LPV-470 — Producer: Johnny Rodriguez Jr.

On this album, two giants of Latin music Tito Puente and Patato have gotten together with New York's legendary John Rodriguez Jr. for the first time in recent years and laid down some music that in its effect is just like magic. This magic, this percussion virtuosity is not simply a matter of sheer speed or complexity, but of rhythmic harmony, a meeting at the summit of musicians of a common background and the highest artistic caliber. Non-Latin audiences are beginning to get hip to the incredible riches that Latin music and percussion played with this kind of virtuosity has to offer, especially when heard in a modern, jazz-oriented setting such as presented here. One listen and you'll agree this is an excellent album.



**ESTALA NUNEZ** — RCA Victor-MKS-2167 — Producer: Carlos Castillo

Veteran songstress Estela Nunez gives her heart and soul on this album of love songs, which she handles superbly. Great backing by the orchestra is demonstrated on songs such as "Tu Silencio," "Por Tu Amor," "Te Quiero Para Mi," "Mas Que Amigos," "Nunca Me Dejes Asi," "Piero Los Tiempos Cambian," "Estoy Muy Triste," and "Si Regresas."

## SINGLES TO WATCH

- PASQUALE** (Epic-Mexico) **Ayer Y Hoy** (Marquez/Silva)  
**REYNA CRUZ** (Columbia-Mexico) **Cuando Este Sola** (Herrera)  
**LOS DINNERS** (CBS-Mexico) **Caro Carolina** (Vera)  
**MARIA FERNANDA** (RCA-Mexico) **Contigo** (Claudio Estrada)  
**KAVABY** (RCA-Mexico) **Disco Charleston** (Renato Lopez)  
**JUAN Y DAVID AZIZAR** (RCA-Mexico) **Adios Canoa** (Rafael Cardona)  
**LOS CHAMACOS VILLA LOBOS** (Columbia-Mexico) **El Petroleo** (Enrique Franco)  
**YOSHIO** (CBS-Mexico) **Estreno** (Roberto Cantoral)  
**MARIA MEDINA** (RCA-Mexico) **Amor De Abril** (M.C. Medina)  
**ENRIQUE GUZMAN** (Orfeon) **Ya No Volvera** (Juan Gabriel)

## LATIN BEST SELLERS

### Chicago

- 1 **Emociones** — Julio Iglesias — Alhambra
- 2 **Roberto Carlos** — Caytronics
- 3 **La De La Mochilla Azul** — Pedrito Fernandez — Caliente
- 4 **La Vox Ranchera** — Chelo — Musart
- 5 **Estos Son Los Fellinos** — Musart
- 6 **Lolita De La Colina** — Arcano
- 7 **En Mexico** — Los Humildes — Fama
- 8 **A La Inspiracion De Jimenez** — Chelo — Musart
- 9 **Ella Vino Al Valie** — Freddy Fender — GCP
- 10 **La Muerta De Un Gallero** — Vicente Fernandez — Caytronics
- 11 **Demasiado Amor** — Basilo — Zafiro
- 12 **Como Tu** — Lupita D'allessio — Orfeon
- 13 **Espectacular** — Juan Gabriel — Pronto
- 14 **Lo Pasado, Pasado** — Jose, Jose — Pronto
- 15 **Con Mariachi Vol. #2** — Juan Gabriel — Pronto
- 16 **Corridos** — Yolanda Del Rio — Arcano
- 17 **A Mis 33 Anos** — Julio Iglesias — Alhambra
- 18 **Lo Nuevo De Carlos Guzman** — Falcon
- 19 **Mercedes Castro** — Musart
- 20 **El Parrandero** — Agustin Ramirez — Freddy

### Miami

- 1 **Emociones** — Julio Iglesias — Alhambra
- 2 **Susy Leman** — Pronto
- 3 **Aquellos Boleros** — Rolando Ojeda — Alhambra
- 4 **Estrellas De Oro** — America
- 5 **Chirino** — Oliva Cantu Records
- 6 **Roberto Carlos** — Caytronics
- 7 **Sentimientos** — Camilo Sesto — Pronto
- 8 **Lo Pasado, Pasado** — Jose, Jose — Pronto
- 9 **El Sol Se Fue** — Roberto Jordan — Arcano
- 10 **Alvarez Guedes** — Gema
- 11 **Lolita** — Caytronics
- 12 **Alberto Cortez** — Alhambra
- 13 **Pequena Amante** — Braulio — Alhambra
- 14 **Pequena Compania** — Alhambra
- 15 **Sophy** — Velvet
- 16 **Boleros Con Amor** — Santos Morales Orq — Arcano
- 17 **Yo Te Amo** — Lissette — Boriquen
- 18 **Nelson Ned** — West Side Latino
- 19 **Disco Samba** — Los Joao — Musart
- 20 **Claudia De Colombia** — Caytronics

### Los Angeles

- 1 **Emociones** — Julio Iglesias — Alhambra
- 2 **Veronica Castro** — Peerless
- 3 **Roberto Carlos** — Caytronics
- 4 **Numero #8** — Los Tigres Del Norte — Fama
- 5 **Como Tu** — Lupita D'allessio — Orfeon
- 6 **A Pensar De Todas** — Vicente Fernandez — CBS
- 7 **La De La Mochilla Azul** — Pedrito Fernandez — Caliente
- 8 **Sentimientos** — Camilo Sesto — Pronto
- 9 **La Voz Del Sentimiento** — Salvador — Arriba
- 10 **Estrellas De Oro** — America
- 11 **Mis Ojos Tristes** — Juan Gabriel — Pronto
- 12 **Serenata Sin Luna** — Los Angeles Negros — International
- 13 **Los Fellinos** — Musart
- 14 **Carlos Guzman** — Falcon
- 15 **Jose, Jose** — Pronto
- 16 **Canta A Juan Gabriel** — Rocio Durcal — Pronto
- 17 **A Miss 33 Anos** — Julio Iglesias — Alhambra
- 18 **La Voz Ranchera** — Celso — Musart
- 19 **Sola** — Lissette — Coco
- 20 **Exitos** — Los Muecas — Caliente

### New York

- 1 **Solo** — Willie Colon — Fania
- 2 **En Cuba** — Tipica 73 — Fania
- 3 **Eternos** — Cruz/Pacheco — Vaya
- 4 **Siembra** — Willie Colon/Ruben Blades — Fania
- 5 **Dannys, Danny** — LP Venture
- 6 **Super Salsa** — Luis Ortiz — New Generation
- 7 **Just Like Magic** — Latin Percussion Jazz Ensemble — LP Venture
- 8 **Pacheco Y Casanova** — Fania
- 9 **Bobby Valentin** — Bronco
- 10 **Ray Rodriguez** — Tico
- 11 **La Comedia** — Hector Lavoe — Fania
- 12 **Popeye** — Adalberto Santiago — Fania
- 13 **Untouchable** — Tito Allen — Alegre
- 14 **New York City Salsa** — Orquesta Broadway — Coco
- 15 **Fania All Stars** — Columbia
- 16 **Homenaje A Benny More** — Tito Puente — Tico
- 17 **El Progreso** — Roberto Roena — International
- 18 **Albino Divino** — Larry Harlow — Fania
- 19 **Algo Solido** — Louie Colon — El Sonido
- 20 **Red Hot** — Mongo Santamaria — Columbia

### Mexico

- 1 **Disco Samba** — Two Man Sound — Gamma
- 2 **Buenos Dias Venor Sol** — Juan Gabriel — Ariola
- 3 **El Amor De Mi Vida** — Camilo Sesto — Ariola
- 4 **Hasta Que Amanezca** — Joan Sebastian — Musart
- 5 **Brujeria** — Alvaro Davila — Melody
- 6 **Callados** — Angela Carrasco Y Camilo Sesto — Ariola
- 7 **Soy Yo** — Los Yonic's — Polydor
- 8 **Motivos** — Jose Domingo — Melody
- 9 **Recuerdos** — Los Baby's — Peerless
- 10 **Sinfonia Del Mar** — Piero — RCA
- 11 **Y Al Principio Boleros** — La Pequena Compania — Melody
- 12 **Borinquen Disco Party** — CBS
- 13 **Que Alegria** — Pedro Vargas — RCA
- 14 **Yolando Del Rio** — RCA
- 15 **Toca Madera** — Amii Stewart — Ariola
- 16 **Sobrevivire** — Gloria Gaynor — Polydor
- 17 **Tragedia** — Bee Gees — RSO
- 18 **En La Marina** — Village People — Casablanca
- 19 **Chiquitita** — ABBA — RCA
- 20 **Tropezando** — Suzi Quatro & Chris Norman

### Texas

- 1 **El Primo** — Los Clasicos — ARV
- 2 **Vol. 2** — Abril 78 — Joey
- 3 **La Onda En Accion** — Carlos Guzman — FAL
- 4 **Sequire Mi Camino** — Los Clasicos — ARV
- 5 **Mis Favoritas** — Alegres De Teran — FAL
- 6 **Bienvenido** — Tigres Del Norte — Fama
- 7 **Eternamente** — Felicidad — FB
- 8 **Celos De Ti** — La Migra — MAR
- 9 **Alegres De Teran** — FAL
- 10 **Soldado Raso** — Ramon Ayala — Fre
- 11 **Para La Gente** — Little Joe — BSR
- 12 **Las Mujeres Y Las Novelas** — Wally Gonzalez — FAL
- 13 **Rancho Grande** — Country Roland — ARV
- 14 **En Mexico** — Los Humildes — Fama
- 15 **El International** — Sunny & The Sunliners — KL
- 16 **Carino Si Te Vas** — Perla Del Mar — Joey
- 17 **Volume #2** — Mazz — San
- 18 **Country Roland Band** — ARV
- 19 **Piquito De Oro** — Ramon Ayala — Fre
- 20 **El Rosalito** — Los Dos Gilbertos — FAL



# Polar Music's Stig Anderson: Looking Ahead To The '80s

Stig Anderson, president of Polar Music International and Sweden Music AB, ranks prominently in that league of entrepreneurs who give so much impetus to the spirit of the music business.

Anderson, originally a school teacher who left to begin a new career in the music business in 1960, has always been a composer and lyric writer. "I was a kind of comedy artist," he recalled, "singing my own songs and doing one-nights, mostly in Sweden."

Luck came quickly with a big hit in 1960, and from that point on, Anderson decided that since he had written the lyrics and melody of the song himself, he should publish it himself. "So I borrowed \$100 from a teacher colleague and printed it. Then of course it became a company, so I called it Sweden Music, which became the embryo to the whole organization now." Four years later in 1964, Anderson started Polar Music Records, which, along with the worldwide success of ABBA, has grown into one of the most respected and successful independent record companies in Sweden.

successful music can come from anywhere. Then later I had a big international hit, with the exception of the USA and UK, with a song called 'Letkis.' It was #1 all over the world. So I knew I had to keep on trying. I was the first person here to not only believe in the local philosophy, but also to try it out and a lot of companies here have learned those lessons from us.

A criticism frequently levelled at small independent companies who have one major internationally acclaimed act is that the remaining roster of artists can often be overshadowed and neglected by the sheer weight of emphasis upon the major act. How do you overcome this situation?

That is a problem I'm fully aware of. The only thing I can say is that I'm really trying for all our acts. But you should also remember that there are not too many groups in

going to risk my name in order to just take over representation of an American or English label. If I did, I would like to do it efficiently. At the same time, I know I could do it as well as anybody else here. It's only that the big companies cannot afford to think the way I do, so I've said no, so many times. You know, going into the '80s now, there are so many new problems — the world is much smaller, and one really has to dig deep in trying to come up with new ideas. What sort of philosophical attitude do you use in your business?

I believe people in this business must be creative. To do this, they must have their freedom and feel responsibility at the same time, of course. If you come to our company house, you'll find people there on Saturday nights and Sunday mornings. There is always somebody there working just because they love it. That should be the spirit of the business. I don't believe in big companies. They are good to distribute product, but in the end, the creative part of the business is always the most important, which is why I always believe in indepen-

that. There are publishers being bankers, record companies being bankers, but still, we've got to be creative people. Since the myth that the record industry is recession-proof has been broken, how do you see the industry coping with the future generally?

Well, there's a doomsday feeling now in America. I don't believe that. There's always been a doomsday in the record business for as long as I remember. It's all too negative. We need the fighting spirit in this business, internationally now. Okay, so we've got new problems, but you just have to solve them. Optimism is one solution for the doom-mongers, which would improve things. I believe this business has got a future. It's always had its problems, but we can solve them. For the '80s I believe people will see that this is an international

ABBA



Tom Fulland Brew



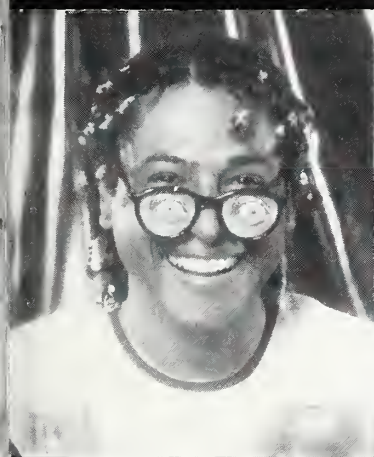
Lasse Lindbom Band



Factory



## SPOTLIGHT ON SWEDEN



J.C. Barreto

In an exclusive interview with *Cash Box* at his home in Stockholm, Anderson spoke frankly about his company, the current state of the music business, and the future of both.

You and your company have attained worldwide success now with ABBA. What has that achievement meant to you?

What I think we have achieved is that we have managed to show the world's music industry that an artist or act can come from any country. The place is irrelevant. And this is something I have had in mind for many, many, years. People in the business have been saying that the music industry is international, but I had to prove it. I tried very early to convince people abroad that something could come from Scandinavia. For instance, I was the discoverer and manager of a group called 'The Sputnicks,' in the early '60s. They were a big hit in England, as well as in Germany, France, Benelux and Japan. We had three Top Ten hits in the UK at that time, so already I felt



Horizont

the world like ABBA. In order to handle this properly, because I hate to see things going wrong, it takes so much time, working day and night to service people all over the world with something like ABBA. I don't see any difference between say Jamaica, Hong Kong, Japan or the USA, except in the size of territory. But I would like to have a situation whereby our distributors in, say, Jamaica, can say, 'you really serve us.' That's what matters. I need proper help and professional people for all our other acts. Unfortunately you can't find them that easily. There are not too many professional people around. Most people are accountants. There are some very good people around, but they're all in business for themselves. It is a big problem and taking care of ABBA is a full time job for us.

Will Polar Records expand significantly in the future?

We do have many inquiries from abroad to take and distribute other labels because we do have the best distribution in this country. We are a co-owner of GDC, which also distributes WEA-Metronome's product and Sonet, Polydor and Phonogram's stuff. It's only on the promotion and marketing side that we have to build our company up. However, I've been uncertain how to do this because I'm not



Monica Forsberg

dence. I once wrote an article in an international paper about this very subject. I believe that independence will never die, because there are always individualists popping up. These people are important for the business since big organizations really are not the record/artist business. Music business is a kind of art; you can't rule it like an empire, because the people that make it are very special and they must be taken care of in a certain way. How can you do that if your business is run by 60 accountants? What the hell do accountants know about music business?

Do you think there will ever be a situation where the larger companies would break themselves down into smaller satellites?

I think they should. At least they should try and find a way out of the large corporate dilemma. They should sit down and discover a way to be smaller and more efficient. Whatever you say about the music business, it's not really a banking business, though some people are trying to make it



David Johansen Group

business in the true sense, whatever nationality. People must now sit down and listen to the product, regardless of where it's from. Maybe the Hungarians will do it in the '80s. I would like to see the music business really living up to what we've been saying for so many decades, that the music business is international. It hasn't been, but now surely the time is right for more global awareness.

What do you view as the main threats to the industry?

I believe the only real threats for the business in the future are piracy and the blank cassette. If those threats were not there, this industry would be recession-proof. I have been trying to get business people to really understand how dangerous home taping is. In one way or another, they have overlooked the dangers. In this country alone, this year, we believe we will sell 18 million blank cassettes, and we all know why. That's a lot of taping. I'm trying all the ways I can find to stop this.

What sort of solutions do you think might combat this problem?

At the moment there is a commission appointed by the government. They are looking over the Copyright Act and one sugges-

(continued on page 45)

# SWEDEN '79

## CBS Sweden: Strong Local Identity Enhances Prosperity

Although Sweden has not been exempt from the recession difficulties which have plagued the majority of the western world during the recent past, CBS Sweden continues to thrive and prosper. With the Swedish market currently expanding this year at a rate of 7%, CBS continues to improve its market share with a current 20%.

During a recent **Cash Box** interview, CBS area director for Scandinavia, Stig Von Bahr, discussed his company's present stance, current attitudes and future goals within the Scandinavian music business. "We came out quite well last year, though it was a tough year and everybody was losing business," said von Bahr. "But we achieved the same sales last year as the previous year, which means we gained some of the market share as the market declined generally. Now we're definitely on the way up in Sweden."

The Swedish record industry has been suffering from all the recurrent ailments that every other western territory has been, and continues to be affected by foreign imports, home taping and a general lull in consumer spending on records. Despite these common problems Von Bahr believes the survival and continued success of CBS in Sweden is partly due to the weakness of their major competitors.

"Our competitors are not that tough," Von Bahr contended. "They all seem to have internal problems and trouble with top level management. Many major companies have pretty old people at the top, though there is nothing really wrong with that as



Stig Von Bahr

(continued on page 44)

## Electra Music: Independent Success In The Home Market

Electra Records is a strong independent Swedish company handling multiple representation of such USA and UK companies as RCA, ABC, Playboy, London, Buddah, Salsoul and Decca, among others.

Last year in Sweden, the company took 17% of the market share, though, as managing director of Electra, Hans Ove Eriksson explained, "The company had been stronger before when we were Warner's licensee, along with MCA. And we had also been handling ABC, so our company market share was up to 25% a couple of years back."

The Swedish industry, generally, is emerging from a recession period that hit hardest in 1978. Reflecting on the current outlook, Eriksson said, "I don't want to be a pessimist, but I have to be a realist and I don't think we can ever go back to the good years of '76 and '77. Apart from the obvious scourge of home taping and parallel imports, we are paying enormous amounts of money in contracts. Though the market is up again and under control, quantity-wise I would say we have the same as '76 and '77 now, but prices have gone up by 10% on roughly the same amounts of product being sold in the previous good years."

Electra is perhaps the most locally min-

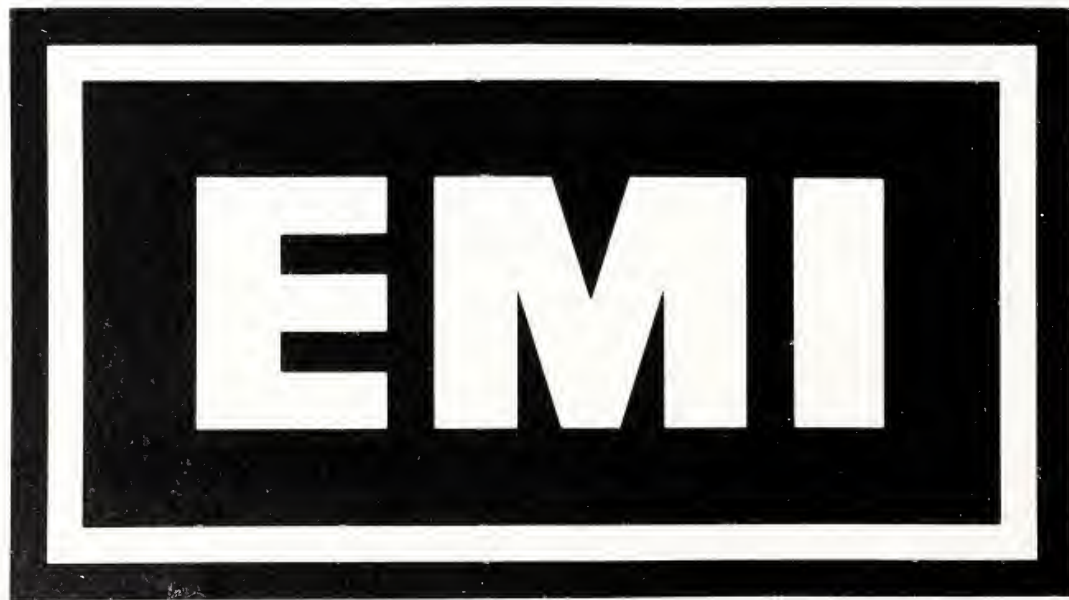
ded of all the independent Swedish companies, in that the success of their local acts is not geared ultimately to the international market, as is the case with Polar Records and Sonet Records. Explained Eriksson, "We have never had it in mind to make

(continued on page 44)



Hans Ove Eriksson

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# SWEDEN '79

## EMI: Up From 1978 Slump To Leader In Market Share

EMI Records controls the largest operation in Sweden, taking 23% of the total market share. Its roster of artists covers the entire spectrum of music, from jazz and blues to folk, rock, disco, new wave and classical. Although sales appear to be healthy again after the '78 slump, helmsman at EMI, managing director Rolf Nygren, views the future with caution. "In terms of profit," he said, "it will be quite different in the future as I don't think we'll have such good opportunities as we've had in the past in coping with increased costs."

However, despite EMI's current healthy market share, Nygren foresees an evening out occurring in the near future. "We have a very high market share at the moment. In reality it's probably higher than 23%, because that figure is based on the IFBI (industry federation) figures and one could probably add at least another 10% onto that figure in considering the total number of records sold in Sweden. But, my feeling is that we'll even out to maybe a little less than 23%."

As well as being leader of EMI Records, Nygren takes a very active involvement in the repertoire and creative side of EMI's business. And like the majority in the Swedish record industry, Nygren, as EMI's leader, is currently instigating more

emphasis upon the breaking of local talent. "My own personal opinion is that we should record and sell much more Scandinavian records. We're trying very hard to break more new local music, though it's very hard to compete with international acts."



Rolf Nygren

## Polar Music: An Independent Reaching 'Round The World

Polar Music International AB, along with its affiliate publishing company Sweden Music AB, is a small independent, in tune with the global market. Twenty-five people are employed to look after 20 acts, including ABBA, for both the local and the in-

ternational markets.

Hans Bergkvist, label manager for Polar Music International AB, explained some of his company's main policies. "We produce religious music, children's music, rock 'n' roll, jazz, blues — the whole spectrum, without becoming too big. We're trying to keep the company as small as we can. We also try to reach out worldwide with most of our acts, but it's always tough to get in. If we find something that is suited for markets outside Scandinavia, we always try. We have people in other territories working with ABBA, so we usually talk to them about our other acts."

Sweden's lack of TV and radio promotion channels can make life hard in the struggle to break new local acts. "If we have a new act," Bergkvist explained, "we try to promote it through tours of small clubs together with heavy advertising. It's always hard promoting new things, because there are so many things coming into Sweden from America and England. Still, it's nice to have a lot of local acts because one should not forget the home market. A lot of Swedish people like Swedish music, but for us as a company, it's much more fun and interesting to look after the world market."



Hans Bergkvist

(continued on page 45)

## CBS Records Presents Major Scandinavian Acts

ANN LOUISE



### ANN LOUISE

The Country Rock Queen of the North. Last year: Two No 1 hit singles, stunning press for her stage show and 150 000 albums sold.

### FACTORY

The biggest threat ABBA has ever known from their compatriots. The debut album passing 80 000 units, two months after release.

### MAGNUS UGGLA

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### KIM LARSEN

The leadsinger/songwriter of Denmark's most popular group Gasolin'. His straight, uncomplicated rock music turns everything to gold. So far 2,5 millions albums have.

### TROND GRANLUND

Have it the nor-way! His new album proves him to be one of the most innovative acts in progressive Norwegian rock.

### TAPANI KANSA

Finlands Mr Showbusiness. Constantly topping the charts with his cover versions in the Finnish language.



KIM LARSEN

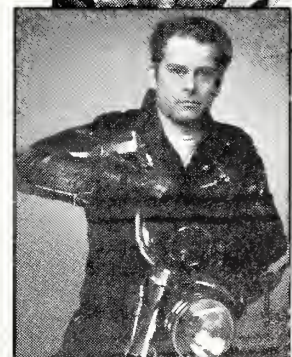
FACTORY



TROND GRANLUND



MAGNUS UGGLA



TAPANI KANSA



# SWEDEN '79

## Independent Electra Music Enjoys Continued Success In Home Market

(continued from page 42)

records for outside Scandinavia. We are a record company operating in Sweden and we try to sell Swedish here. Very seldom do we release Swedish product from this company onto the international market, but we do occasionally release records in Japan, Australia and on the continent. And England has sometimes taken some of our classical recordings."

Electra's main policy is to break local Swedish product in Sweden, while its affiliate companies throughout Scandinavia, taking around 50% of the total market," says Eriksson.

In light of the inherent socialist philosophy prevalent in Sweden, which prevents any overt commercialism within the media, Electra's manager of public relations, Lennart Andersson, outlines his company's approach to promotion in Sweden. "We have an excellent list of radio producers who regularly get free records from us, and so far there have been no records sent back to us," he said. "They are no longer forbidden to accept records, though the main stations in Stockholm buy up to 12 records for their libraries. There is a problem for producers to get LPs put into their programs however."

All radio in Sweden is government-owned and controlled, with three national

channels and 24 local stations covering the entire area. "There is a new outlet now," says Andersson, "with a small radio station working for clubs, societies, etc., on a sponsorship level. It is not under the radio law, but they are still not free to air commercials."

Electra boasts a first that would delight feminists everywhere — a female in-house producer, Ingela Forsman. "I produce soft folk material mainly, but I hope to explore heavier rock stuff sometime," she said. "As a producer the main advantage in being a woman is that I can use my female instincts to hear and see things in different ways than men."

Forsman works mainly in Electra's house studio, which is 8-track. Working with a technician, she forms close bonds to her artists, becoming involved with them on many different levels. "I always have to have a male technician with me, unfortunately. I would like to be a technician as well, but there is no education for this sort of thing in Sweden."

The main problem Forsman faces, however, is a lack of good studio musicians. "Whenever ABBA goes on tour, like now, they take all the good musicians with them. Because this is such a small country, there aren't many left until they return."

## CBS Sweden: Strong Local Identity Enhances Prosperity

(continued from page 42)

long as you have young and willing people below. But the young and willing people are only those things as long as they can get somewhere in the company. If the old guys remain up there like a ceiling, nobody is going to work their shirt off to make a career in the company.

"Around Europe, CBS has fairly young people at the top level. Our top level management here has a much lower average age than any other major record company. Okay, the bigger a company gets, the more vulnerable it becomes. There are dangers there, and I don't want to see us growing so big we get the same problems as some of our competitors have of being too big and non-dynamic," he added.

"We are extremely selective with our repertoire and our personnel. We would rather be understaffed than to compromise on quality when we hire somebody. Our most important asset, apart from the artists, is our personnel. They cost a fortune in Scandinavia, particularly in Sweden, where you cannot fire people."

Von Bahr views the recent emergence of small new record companies in Scandinavia and Europe as both a threat to the quality of music and record pressings and to the growth of major record companies. What they do is tend to skim off the market, trying to get a lot of sales, at the same time compromising with the quality of music and pressings.

"With the quality of music, which is of course very subjective, the trend is becoming much more towards mass-market production, because of these small companies, which tend to dilute quality all round. For example, the revival of low-priced product is due to the jackpot prices upheld by the small companies. When you have low-priced product on the market, you see a lot more general mass product, with a lot more artists who have compromised with quality. For instance, so many small new labels have caught onto the disco phenomenon, trying to make a buck here and a buck there. None of that situation is what I'd call solid record company policy.

They are all too intent on making quick, fast bucks, to live on," Von Bahr concluded.

On the issue of foreign imports, which currently account for 15% of the Swedish market and undercut the normal retail price, Von Bahr explained CBS's current strategies for coping with the problem. "We do realize that we are not going to stop the importer and put him out of business," he said. "But we're going to make a lot of problems for him. As soon as we get word of any imports coming in, if it's a major new release, we put into effect temporary price cuts on new releases for a week only. We never warn the trade in advance and we cut the price down to a level just below list price.

"That is to stave off imports on that release for a while. This helps, though the importer is out there mainly living off back catalog. Unfortunately, the back catalog is still being sold off at full price, which I think is wrong. Maybe the whole industry should reduce prices on back catalog."

Summing up CBS's future goals, Von Bahr asserted that the company can continue to expand easily. "We kept saying in the past in Scandinavia and other countries, 'well, 15% market share, you can't really expect much more.' That's not true. There's nothing really stopping us getting above 20%."

Von Bahr attributes CBS' current success and future potential to the company's dedication to developing local talent and its day to day emphasis of retaining and strengthening local identity, not only in Sweden, but all other global territories also.

"We have a solid basis in that we've got incredible product. That's a combination of cleverness and luck. We also have, in most countries, adhered to individual area circumstances a lot more than other major companies. For example, in Sweden, we soon realized the weak promotion channels here, in that there are no commercial TV or radio stations. So we have taken action to offset that situation by developing an unusually strong field promotion force, whereas most other companies tend to work to standard patterns in every country."

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**SONET VISITS LENINGRAD** — The Scandinavian Sonet Group recently held its semi-annual international meeting in Leningrad. Hosted by Scandia Music, the Finnish member of the Sonet Group, the meeting was the first time a western European record company has held a convention in the USSR. Pictured above are the Scandinavian Sonet executives together with UK representatives of the Bronze, Chrysalis, Island, Pye and Sonet labels in front of the Hermitage.

# SWEDEN '79

## Polar Music: An Indie Company Reaches Worldwide

(continued from page 43)

Monitoring and servicing the world market is a prime policy at Polar, with Sweden providing the creative source. "We try to find new acts all the time," Bergkvist explained, "and we have found a few things now that we have started releasing as singles, with some eventually as LPs. The studio that we have is overbooked the whole time for foreign acts and ourselves, of course."

### Popular Studio

Since ABBA's global success, many big name acts such as Led Zeppelin and Genesis have used Polar Music's studios. "I think the foreign acts like to see how well the studio is equipped. They also like to try different places to get new things out of it," Bergkvist added.

Discussing local music tastes, Bergkvist says, "New wave will probably do quite well here. We don't have so much of that, but other companies who have picked up a few new wave acts are doing fairly well. The foreign artists like Ian Dury are becoming very popular, but in Sweden it takes time."

Polar's major concern is remaining independent, small, and creatively effective. "We are owned by ourselves, we have our own label and we are not involved with Polygram or EMI or anything like that," Bergkvist stated. "When we go out to release a song, record an LP or pick up an artist, that is our own decision and nobody else's."

## Stig Anderson Looks To The '80s With Confidence

(continued from page 41)

tion has been that there should be a license on blank cassettes. The income from the license should be split between record producers, publishers and writers."

*When Polar Records product is placed with other companies in overseas territories, what general factors dictate your choice of company?*

It all depends on the people working in the companies. One of the consequences of my own philosophy is that I believe a company is no better than its management. That is why I have so many different distributors and licensees for ABBA around the world. In the UK, it's CBS; and in Germany, Polydor. Although I don't believe in big companies, sometimes it doesn't matter, if the people involved are being responsible. That's what I look for."



Stig Anderson

## CBS' Klintberg Likes Making 'Swedish' Music For Sweden

The Swedish record market has always been dominated by American and British repertoire. And although this situation will never change drastically, CBS Sweden has been placing much greater emphasis on developing and promoting local A&R. Their ultimate aim is to establish Scandinavia as a major source of creative talent, thus proving a sentiment held in the hearts of most Swedish record company personnel that ABBA is not the one and only thing to come out of Sweden.

Echoing this vital new belief in local talent, managing director Sten af Klinteberg explained, "Recently we've been very successful with our local acts. For instance, Factory, one of our rock groups, sold over 100,000. And our other acts, such as Strix O and Horizont, are doing well. The Swedish new rock generation is going to take a certain part of the market and, without guessing figures, they have a big future."

Tracing the history of the running battle between local and international repertoire, Klinteberg continued, "If you look back a bit, 40% of sales in Sweden originated from Swedish repertoire, mostly from local dance bands touring the country. They had a lot of sales in the past five years, which coincided with the stereo hardware boom. The consumers at the time preferred this local repertoire to American and British material. But now I have a feeling that after purchasing their equipment, they cannot continue listening to the same music. Now they orient themselves more into song-oriented pop repertoire that you can dance to, things like Village People and Boney M."

"Overall though, I think that local Swedish rock will take a bite from the dominant USA/UK oriented rock repertoire again. But in total sales, I doubt much will change. Swedish music will probably account for about 25%."

Klinteberg reiterated his prime policy of producing for CBS Sweden's home market and added, "We think international in the second place. Our own market comes first. We're here to sell records in Sweden. If, on the other hand, our repertoire is popular in Sweden, then it might be popular in other territories. We feel we have a big chance to sell many of our acts abroad, but that is always the second stage of our artist development."

On the general future of the record industry as a whole, Klinteberg is an optimist. "We've been very lucky in the past few years," he said. "But it's also got a lot to do with a good team. Creativity and product orientation is of prime importance to us, and so far as the business is good for us, we won't be in trouble. We at CBS have an excellent attitude that is implemented by our management. As far as our team or 'family' goes, I am always very personnel oriented and I believe in the 'family' ethos on a day to day basis because I believe in people."

Outlining how he creates his family team, Klinteberg continued, "We have hired a lot of new people who are being trained and promoted within the company, and we've seen a lot of good coming out of this. We're very selective when we hire. What I mean by selective is that we spend a lot of time talking to them and if we're not sure, we bring in outside consultants to help us. This has paid off very well, and because of it, we've been able to build up a number of new acts, such as Billy Joel, Meat Loaf and Toto."

"It becomes natural for an artist to come to a group of people who are together. It's very easy to say all these things, but on a day to day basis we implement systems to get this to work. Getting certain people together at certain intervals, or inspiring them to get together so they can exchange ideas is what we strive for. Then off they go to put the ideas into practice, with the hopeful result of chart action."

Reflecting on the future role of CBS within the Swedish market, Klinteberg feels that his company will be heavily dependent on the general economics of Sweden. "We have reached a level of purchases per capita where now economics of the total situation takes over. I feel the record business will survive, but it requires that all record companies run efficiently in the future."

Klinteberg believes a major factor that fueled the recent recession period in the business was an over-supply of records and a tendency towards marketing overkill. "It's such a danger. The whole business needs to become more realistic. We have to take care and develop the artist, rather than releasing just anything for the sake of it."

Defining CBS's immediate future, Klinteberg concluded, "We have reasons to be optimistic, the major one being the constant enthusiasm over our achievements."

## CBS Promotion Copes With Ban On TV, Radio Ads

In many instances, the governments of each Scandinavian country impose strict anti-commercial guidelines for the government-run television and radio stations to maintain. Thus it becomes extremely difficult for CBS or any other label to promote its product through radio or TV.

To compensate for these blocked channels, CBS Sweden formed an exceptionally strong field promotion team. At the helm of their team is press and promotion manager Maggie Beverloo. "Because we have no commercial radio or TV, we had to find our own ways of reaching the people in the street," Beverloo said. "The press generally is getting better, they've awakened a bit lately; but other than that, we have had to compensate with more field promotion in the discos and clubs."

Beverloo guides the activities of eight field promoters who operate over the entire Swedish area. No other Swedish record company can claim such a strong field force as CBS. "Our system has been operating for almost two years now, though we keep the mechanics of our force a secret," Beverloo said. "Basically, the success of our field promotion force is due to very tight coordination between all the areas of Sweden we cover."



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17 Seattle  
18 Portland  
19 Concord  
21 Anaheim/LA  
22 San Diego  
23 Tempe/Phoenix  
24 Las Vegas  
26 Omaha  
27 St. Paul  
29 Milwaukee  
30 Chicago

October

2 New York  
3 Boston  
4 Washington D.C.  
6 Montreal  
7 Toronto

## EUROPE

October

19 Gothenburg  
20 Stockholm  
21 Copenhagen  
23 Paris

24 Rotterdam

25 Dortmund

27 Munich

28 Zürich

29 Vienna

30 Stuttgart

November

1 Bremen

2 Frankfurt

3 Brussels

5 -10 London

11-12 Stafford

13 Glasgow

15 Dublin



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# INTERNATIONAL

## INTERNATIONAL DATELINE

### Argentina

**BUENOS AIRES** — RCA International vice president **Arthur Martinez** arrived recently on the second leg of a trip that has already seen him travel from New York to Rio de Janeiro. The local RCA affiliate greeted Martinez with a party attended by the trade press and several of the diskery's artists, who entertained the guests and provided candid moments for all . . . The local CBS affiliate also entertained the top brass, as CBS Records International president **Dick Asher** arrived recently with CRI execs **Nick Cirillo** and **Fritz Henschel** for talks with local president **Hecio Cuomo**.

Italian songstress **Rafaella Carra** also visited Argentina, where she received a platinum award from CBS at a party held at the Bauen Hotel. She also revealed plans for a series of concerts.

A new FM station, Radio Splendid, is opening in Buenos Aires. Assigned to 95.9 MHz here, Radio Splendid is also on the air in Rivadavia, Del Plata, Continental, Mundo and Mitre. The new station is a welcome addition to the Buenos Aires market, where record companies are currently suffering from a lack of air time for music.

Microfon hosted a party for **Ariel Ramirez**, celebrating the release of his first album for the company. Directed by **Kaminsky** brothers, the album is an enlightened story of tango music in Buenos Aires. Designed to appeal to a wide audience, it is hoped that the album can duplicate the pop success of Ramirez' crossover LP featuring creole waltzes' a couple of years ago.

Sicamericana also threw a party at the Bauen, greeting **Alberto Cortez** on his return to the diskery. An Argentinian, Cortez now lives in Spain, where he records for Hispavox. Cortez will cut a special LP for Sicamericana under the terms of a deal negotiated by label president **Nestor Selasco**.

Phonogram's **Leo Bentivoglio** reports strong sales action around the new **Donna Summer** LP, "Bad Girls." The chanteuse has her latest single, "Ritmo Caliente" ("Hot Stuff"), at #6 in the charts, and the LP appears a sure bet to make it soon . . . On the local scene, Phonogram's duo **Los Visconti**, whose album is starting to show good sales, was feted with a lunch following their return from a trip to Columbia.

Tennessee Records' leaders **Claudio Nadal** and **Miguel Angel Petinato** returned from Brasil with several arrangements concluded at the recent FLAPF meeting (see story). Nadal and Petinato reported finalizing the development of a full line of jazz cassettes, nearing 100 titles and covering many important artists. **miguel smirnoff**

### Canada

**TORONTO** — After a rather stretched-out hiatus, the column returns this week with

ratings news. CFTR has (after several years of trying) eked out CHUM in the AM ratings war. CHUM-FM, meanwhile, lunged slightly ahead in the summer ratings, while Q107 had its first bad week, dropping its cum marginally . . . Apologies due to CBS, after an erroneous tip on the departure of exec **Eddie Colero** some weeks back. Colero's departure, it is said officially, was mutually agreed upon. Bricks to the bad source.

A slow-up of some sort has delayed the release of Toronto's **FM's** second disc on GRT here. The first album, which surpassed the gold mark this summer, isn't yet available here, although Passport has the album out in the U.S. Radio stations have import copies . . . CITY-TV and CHUM-FM are going full guns on the simulcasts this fall, with **Ian Hunter** among the scheduled broadcasts . . . After some delay, the **Neil Young** and **Ramones** rock films are being issued here, as well as **The Who's** "The Kids Are Alright."

Several hundreds were raised by PolyGram recently for Music For UNICEF. When the Bee Gees played here, the press had to donate \$15 for each pair of seats. No one complained . . . Local promoters are shifting to the use of the Ryerson Theatre and the International Centre for small hall sites. Seems Massey Hall isn't available for the right price anymore.

**Keith Richards** popped in and out of town to check in with his parole officer for the last time, as part of his probationary sentence for drug possession. His lawyer said he appeared to be "in pretty good shape," obviously pleased with the fact the crown appeal of the charge had been thrown out of court . . . DJM is now being distributed by London. Ironically, Bomb is now being marketed by CBS. When it formed last year, those at the top specifically wanted an anti-megabuck firm. How times change. **kirk lapointe**

### United Kingdom

**LONDON** — RSO's global rock star, **Eric Clapton**, has been confirmed to undertake his most important world tour in several years at the beginning of October. The tour is scheduled for 10 different countries on two continents — opening in Vienna, Austria, and closing two months later in Japan. Clapton's new band will include **Albert Lee** (guitar), **Chris Stainton** (keyboards), **Dave Markee** (bass) and **Henry Spinetti** (drums). For Clapton, it will mean first-ever appearances in some iron curtain countries — Yugoslavia, Czechoslovakia and Poland (which is marketing Clapton's records for the first time) — as well as Austria and Israel. And although he has appeared in Japan before, his far east section of the tour will find him debuting in Thailand, the Philippines and Hong Kong.

An imminent UK tour sees **Chet Atkins**.  
(continued on page 48)



**SILVER CRUSADE** — MCA's high-caliber funksters, *The Crusaders*, who are currently enjoying their first-ever Top 10 single in the UK, were presented with silver discs for sales of the "Street Life" album and single on stage prior to their third SRO concert at London's Hammersmith Odeon last week. Picture are (l-r): Joe Sample, Crusaders; Stuart Watson, MCA marketing manager; George Grief, Crusaders' manager; Roy Featherstone, MCA UK managing director; Martin Satterthwaite, MCA artist development manager; and Stix Hooper and Wilton Felder of the Crusaders.

## CBS Canada Starts Market Campaign Aimed At Colleges

by Kirk LaPointe

**TORONTO** — In an effort to tap the largely unproven campus market in Canada, CBS Records Canada has launched an ambitious marketing project, involving campus radio and print outlets.

The program, which CBS calls the "put-up-or-shut-up time" for what has traditionally been a loose network of campus radio stations and newspapers in southern Ontario, will see the label hire student representatives on at least four college campuses, to act as liaisons between the firm and the media outlets.

In return for solid supplies of current product, artist bios and tickets, plus a healthy sprinkling of interviews, CBS will demand the substantial feedback from

radio stations.

In the past, few record companies have taken an interest in actively utilizing the college market. Unlike the United States, where college stations are often full-fledged competitors in the radio market, only a handful of stations in Canada are licensed by the Canadian Radio-Television and Telecommunications Commission (CRTC) for anything but closed-circuit or carrier current (plugged into cable broadcast) capabilities.

As such, little has been done by record firms to fully assist campus programmers and their print counterparts in hyping product. But as CBS' Bill Anderson (who along with the company's director of artist development, Terry McGee, is coordinating the project), said, "It's time we as record companies realize that some of the campus stations are better organized and in-tune with the street than some commercial stations."

### Campus Visits

The project, begun last month, sees a CBS rep deliver product to stations and media outlets on the campuses of Ryerson Polytechnical Institute in Toronto, Waterloo University, McMaster University in Hamilton and Brock University in St. Catharines.

In return, the papers give a tear sheet, while the radio stations offer a considerable amount of research-oriented feedback, including an area sales recap, top albums list, playlists, and campus fact sheets.

"We have to prove we're serious about all this," says McGee at CBS. "In return, we'll be asking stations to maintain a semblance of professionalism in their dealings with us. It won't be much work, but it'll keep us in constant contact with the stations."

## Decca Reports \$11 Million Loss During Fiscal '79

**LONDON** — Decca, the all-British records and electronics company, reported a net loss of 5.26 million pounds (about \$11 million) during the just-completed fiscal year — a drastic turnaround from the previous year's pre-tax profits of 12.3 million pounds (about \$25.8 million).

The staggering losses have led to speculation in the *City* (the UK equivalent of the *Wall Street Journal*) that the company will soon be up for sale. Decca is currently capitalized at 50 million pounds (about \$105 million).

Major factors identified by Decca as causes of the financial setback included the declining strength of the British pound, rising labor costs and higher interest charges.

## INTERNATIONAL BESTSELLERS

### Argentina

- TOP TEN 45s**
- 1 Paisaje — Franco Simone — Microfon
  - 2 Chiquitita — ABBA — RCA
  - 3 Ring My Bell — Anita Ward — CBS
  - 4 Da Ya Think I'm Sexy? — Rod Stewart — WEA/EMI
  - 5 Tu Me Diste Amor — Los Iracundos — RCA
  - 6 Ritmo Caliente — Donna Summer — Casablanca
  - 7 El Show — Carlitos Bala — Microfon
  - 8 Ballarina — Gino Soccio — WEA/EMI
  - 9 Born To Live — Patrick & Sue Timmel — Music Hall
  - 10 Le de la Mochila Azul — Pedrito Fernandez — CBS

- TOP TEN LPs**
- 1 14 Exitos Del Amor — soundtrack — Microfon
  - 2 Music For UNICEF Concert — various artists — Phonogram
  - 3 Reveries — Richard Clayderman — Tonodisc
  - 4 Voulez-Vous — ABBA — RCA
  - 5 Emociones — Julio Iglesias — CBS
  - 6 Super Disco, vol. 2 — various artists — RCA
  - 7 Cantanino, vol. 3 — various artists — CBS
  - 8 Unversum — Demis Roussos — Philips
  - 9 La Carpa Del Amor — soundtrack — Microfon
  - 10 Blondes Have More Fun — Rod Stewart — WEA/EMI

—Prensario

### Australia

- TOP TEN 45s**
- 1 My Sharona — The Knack — Capitol
  - 2 Up Three Cazaly — The Two-Man Band — Fable
  - 3 I Was Made For Lovin' You — Kiss — Casablanca
  - 4 Some Girls — Racey — Rak
  - 5 Ring My Bell — Anita Ward — Epic/TK
  - 6 Gold — John Stewart — RSO
  - 7 You Can't Change That — Raydio — Arista
  - 8 Cool For Cats — UK Squeeze — A&M
  - 9 Reunited — Peaches & Herb — Polydor
  - 10 One Way Ticket — Eruption — Polydor/MVP

- TOP TEN LPs**
- 1 Discovery — ELO — Jet
  - 2 Get The Knack — Capitol
  - 3 In Through The Out Door — Led Zeppelin — Swan Song
  - 4 First Under The Wire — Little River Band — Capitol
  - 5 Dynasty — Kiss — Casablanca
  - 6 English History — Jon English — Mercury
  - 7 The Very Best Of Leo Sayer — Chrysalis
  - 8 Breakfast In America — Supertramp — A&M
  - 9 5 — J.J. Cale — Shelter
  - 10 Bombs Away Dream Babies — John Stewart — RSO

—Kent Music Report

### Canada

- TOP TEN 45s**
- 1 My Sharona — The Knack — Capitol
  - 2 I Was Made For Lovin' You — Kiss — Polygram
  - 3 Born To Be Alive — Patrick Hernandez — CBS
  - 4 Pop Muzik — M — CBS
  - 5 Lead Me On — Maxine Nightingale — RCA
  - 6 Driver's Seat — Sniff 'N' The Tears — WEA
  - 7 Is She Really Going Out With Him — Joe Jackson — A&M
  - 8 Main Event — Barbra Streisand — CBS
  - 9 Cruel To Be Kind — Nick Lowe — CBS
  - 10 Goodbye Stranger — Supertramp — A&M

- TOP TEN LPs**
- 1 Breakfast In America — Supertramp — A&M
  - 2 In Through The Out Door — Led Zeppelin — WEA
  - 3 Get The Knack — Capitol
  - 4 Live At Budokan — Cheap Trick — CBS
  - 5 Discovery — ELO — CBS
  - 6 Candy-O — The Cars — WEA
  - 7 The Cars — WEA
  - 8 Voulez-Vous — ABBA — WEA
  - 9 Bad Girls — Donna Summer — Polygram
  - 10 Slow Train Coming — Bob Dylan — CBS

—CRIA

# INTERNATIONAL

## FLAPF, IFPI Pledge Funds For Anti-Piracy Fight At Meet

by Miguel Smirnoff

RIO DE JANEIRO — The fight against piracy was the primary topic of discussion at the joint meeting of the International Federation of Phonographic Producers (IFPI) board and the Latin American Federation of Phonographic Producers (FLAPF), held Sept. 12-14 in Rio.

Bringing together international record industry executives in the IFPI board and Latin American leaders in the FLAPF congress, the anti-piracy drive was aided by a pledge of funds from both organizations, plus the acceptance of an FLAPF initiative to establish anti-piracy laws throughout the area. Modeled on the regulations formulated at the landmark Geneva Conference on artist, composer and producer rights a few years ago, the FLAPF initiative was accepted in principle by all present.

### Too Much Influence

Another topic of discussion was the influence of TV network-dominated record companies on promotion and marketing techniques. It was generally agreed that such record companies enjoyed an edge over their competitors due to the enormous amounts of free promotion at their disposal. However, it was decided that anti-trust action would be "impractical" in Brazil, one of the countries where this is especially prevalent.

Prices of records, inflation rates and the size of the various Latin American markets were also reviewed. Argentina topped both the inflation and record price figures — with an annual 160% inflation rate contributing to LP prices as high as \$12. Most other Latin American countries ranged between \$5-8 per album.

The size of the Latin American market was conservatively estimated at \$543 million annually, with Brasil, Mexico and Argentina leading the way.

The IFPI board of directors is chaired by WEA's Nesuhi Ertegun. Other directors include Giuseppe Ornato (RCA Italy), Stanley Gortikov (RIAA, USA), Kurt Kinkele (PolyGram), Esteban Garcia Morencos (Zafiro, Spain) and Len Wood (EMI UK). In addition, general director Stephen Stewart and his assistant, Gillian Davis, also attended.

At the conclusion of the meeting, a new FLAPF board of directors was elected — with Ricardo Gioscia (Palacio de la Musica, Uruguay) replacing Heinz Klinckwort (Peerless, Mexico) as president, and Mauel Camero (Tapecar, Brasil) replacing Dr. Henry Jessen as the general secretary. Other newly elected board members included Klinckwort, Orlando Parra (Colombia) and Jorge Schutt (Argentina) as vice presidents.

## Japan Summer Sales Season Shows Drop In LP Popularity

by Kozo Otsuka

TOKYO — Generally speaking, record sales during the summer season in Japan were tenuous, reflecting what might prove to be a significant shift in consumer tastes.

According to a survey conducted by the **Cash Box** Tokyo office, most retailers have experienced lower LP sales this summer in comparison to last year. In addition, even those retailers who reported higher sales of singles and tapes pointed out that it couldn't compensate for the loss of the LPs.

The loss of LP sales was also affected by the growing sales of blank tapes and accessories, suggesting an increase in home and off air taping.

As far as musical tastes, the international repertoires continued the downward trend that has existed for the past few years with another drop during the summer season. Pop and rock seem to have suffered most in this respect.

The biggest winner in the summer season was the so-called "New Music," or new wave. Sales were strong, but nevertheless, couldn't match the growth

rate of the previous summer. Together with "Enka," a traditional Japanese song form, "New Music" was expected to carry the industry through the current downward trend, but so far the results have proven disappointing, in spite of a wave of aggressive promotional campaigns.

On a regional basis, Yamano Music Instrument Co., Ltd. One of the larger retailers in Tokyo, reported that summer sales were even with last year, but far short of the 10% increase projected at the beginning of the season.

In Osaka, the Otsuki Music Instrument chain, one of the largest in the region, reported that record sales were down slightly. However, tape sales were up 30%.

From Sapporo in the north, Music Land Kikuya reported that sales had not materialized as expected, and as a result, were down slightly from last year.

The one exception was in Yokohama, where the Kikuichi Record Co., Ltd. reported a 30% increase in record sales over the previous summer, with "New Music" responsible for the bulk of the increase.

## INTERNATIONAL DATELINE

(continued from page 47)

renowned country guitarist and vice president of RCA Records, Nashville division, playing nationwide dates including Belfast, from Oct. 22 to the end of the month, when he will travel to Oslo, Norway, and then on to Paris, France, for two concerts. Coinciding with the tour, RCA will release his new LP, titled "The First Nashville Guitar Quartet" . . . Another tour on the cards, this one by **Rod McKuen**, was postponed as a result of injuries sustained when McKuen fell from a 10' wall in his garden, breaking one leg in 26 places.

Following the completion of **The Eagles'** follow-up LP to "Hotel California," a UK release date has been scheduled by WEA for the end of September. Titled "The Long Run," a single was taken from the album for release Sept. 28, titled "Hear-tache Tonight."

Inspiring much-needed optimism, **Tom Parkinson**, deputy managing director of Polydor UK, told delegates on the final day of the company's recent convention that, although a lot of doom merchants were saying that the record industry is dying, "Nothing could be further from the truth. We all have problems, but by hard work and effort, they can be overcome."

A rather splendid collection of color concert shots taken over the years by **Laurie Lewis** has been released as an LP sleeve-sized book by Paper Tiger Publications. The photographs of rock artists in concert span a spectrum beginning with such pioneers as **Bo Diddley** and the **Everly Brothers** through to the **Stones** and **Van Morrison** and on into new wave leagues with groups like **The Adverts** and **Generation X**. The book projects a visual intimacy in that it exposes fleeting moments where certain artists are suffering from extreme stage fright.

K-Tel Records, in collaboration with Decca, have scheduled a **Moody Blues** compilation LP titled "Out Of This World." The release, during mid-October, is to be backed up by a 300,000 pound (\$630,000) national TV and radio campaign.

Literary credibility came to **Patti Smith** earlier this month when she was invited to the annual Italian International Film Festival "La Biennale" in Venice to give a poetry reading. The reading interval came during the climax of Smith's European tour, where in Italy she played at a football stadium in Florence before 70,000 jubilant fans. Incidentally, Smith's following in Italy has reached super-culture-hero proportions.

Managing director of DJM Records, **Stephen James**, has just negotiated a new licensing agreement with **Alice Koury** of London Records to represent the DJM label in Canada. The new deal is effective immediately with the release of LPs by **Unyque** and **John Mayall**. The deal excludes all **Elton John** back catalog, which is

still licensed to MCA Records.

**Doc Severinsen** will record two albums in here with the London Symphony during the last week in October. The albums will cover a wide range of music, including a concerto, jazz and pop works.

nick underwood

### West Germany

MUNICH — Metronome's **Rudi Gassner**, whose leadership has brought the label the largest market share increase in the nation during 1979, will leave for three months for a special teaching post at the Harvard University Business School in the USA. During his absence, **Guenter Hensler**, currently deputy managing director, will run the company.

EMI Germany presented Arista recording artist **Alan Parsons** with two gold albums and one platinum at a special party here . . . Top German recording artist **Peter Maffay**, who recently captured the top spots on both the singles chart ("So Bist Du") and the LP chart ("Steppenwolf"), has left the Teldec label for Metronome. Talk is that it was an offer he couldn't refuse, speculation placing it at approximately 6 million marks (about \$3 million) for five years.

Polydor just released a disco album by **Chilly**, the quartet that was one of the major attractions at the recent International Radio and TV Fair in Berlin, where they were broadcast throughout the nation on three major television shows. The group's new single and LP, both titled "Welcome To L.A.," look like winners.

At Intercord Records' recent annual sales meeting, marketing head **Ingo Kleinhammer** introduced new labels and product — including the newly acquired Ovation label distribution rights. Intercord is a company to watch, having recently acquired the rights to a great deal of international repertoire.

WEA's **Siggi Loch** has announced the signing of **Peter Hauke's** Rokoko acts to the label's German affiliate. This pact makes WEA Germany about 10 acts per year richer . . . WEA will also be shooting with the big guns this month with new album releases from **Fleetwood Mac**, **Foreigner**, the **Eagles** and **Led Zeppelin**.

Hansa Records is releasing the new **Boney M** LP, "Oceans Of Fantasy." Two singles from the LP have already topped the charts, including "El Lute," which is currently #1 in Germany.

**Fritz Rau's** Nuremberg Open Air Festival attracted about 60,000 visitors, with no repercussions or trouble in sight. **The Who** blew everybody's mind, while **AC/DC** from WEA won the audience by storm.

**Cash Box** has come to Germany! Now, available at international newsstands throughout the nation, **Cash Box** will retail for a price of seven marks, about \$4.

gerhard augustin

## INTERNATIONAL BESTSELLERS

### Japan

#### TOP TEN 45s

- 1 **Kanpakusengen** — Masashi Sada — Free Flight
- 2 **Sexual Violet No. 1** — Masashi Kuwana — RVC
- 3 **Omoide Zake** — Sachiko Kobayashi — Warner/Pioneer
- 4 **Gingatsudo 999** — Godayigo — Nippon Columbia
- 5 **Hohoemi No Hosoku** — George Yanagi & Rainy Wood — Tokuma
- 6 **American Feeling** — Circus — Alfa
- 7 **Yukiga Areba** — Hideki Saijo — RVC
- 8 **Yoake** — Chiharu Matsuyama — Canyon
- 9 **Shinayakani Uatte** — Momoe Yamaguchi — CBS/Sony
- 10 **California Connection** — Yutaka Mizutani — For Life

#### TOP TEN LPs

- 1 **10 Numbers Carat** — Southern All Stars — Victor
- 2 **Kokyoshi** — Godayigo — Nippon Columbia
- 3 **In Through The Out Door** — Led Zeppelin — Warner/Pioneer
- 4 **Breakfast In America** — Supertramp — Alfa
- 5 **New Horizon** — Circus — Alfa
- 6 **Yumekuyo** — Masashi Sada — Free Flight
- 7 **Olive** — Yumi Matsutoya — Toshiba/EMI
- 8 **Morning** — Satoshi Kishida — CBS/Sony
- 9 **Alice VII** — Toshiba/EMI
- 10 **Voulez-Vous** — ABBA — Disco

### The Netherlands

#### TOP TEN 45s

- 1 **Quireme Mucho** — Julio Iglesias — CBS
- 2 **I Don't Like Mondays** — Boomtown Rats — Phonogram
- 3 **We Don't Talk Anymore** — Cliff Richard — EMI
- 4 **Surf City** — Jan and Dean — Dureco
- 5 **Willem** — Willem Duyn — Phonogram
- 6 **Can't Stand Losing You** — Police — CBS
- 7 **El Lute** — Boney M — Ariola/Fleet
- 8 **Don't Bring Me Down** — ELO — CBS
- 9 **A Brand New Day** — The Wiz Stars — EMI
- 10 **Angel Eyes** — Roxy Music — Polydor

#### TOP TEN LPs

- 1 **Emociones** — Julio Iglesias — CBS
  - 2 **Dynasty** — Kiss — VIP
  - 3 **Summer Love** — various artists — Arcade
  - 4 **Outlandos D'Amour** — Police — CBS
  - 5 **Voulez-Vous** — ABBA — Polydor
  - 6 **5** — J.J. Cale — Ariola
  - 7 **Slow Train Coming** — Bob Dylan — CBS
  - 8 **I Am** — Earth, Wind & Fire — CBS
  - 9 **The Magic Is You** — Shirley Bassey — EMI
  - 10 **Communiqué** — Dire Straits — Phonogram
- Nationale Hitkrant Producties

### United Kingdom

#### TOP TEN 45s

- 1 **Cars** — Gary Numan — Beggars Banquet
- 2 **We Don't Talk Anymore** — Cliff Richard — EMI
- 3 **Don't Bring Me Down** — ELO — Jet
- 4 **If I Said You Had A Beautiful . . .** — Bellamy Bros. — WEA
- 5 **Love's Got A Hold On Me** — Dollar — Carrere
- 6 **Street Life** — The Crusaders — MCA
- 7 **Bang Bang** — B.A. Robertson — Asylum
- 8 **Message In A Bottle** — Police — A&M
- 9 **Just When I Needed You Most** — Randy Vanwarmer — Island
- 10 **Angel Eyes** — Roxy Music — Polydor

#### TOP TEN LPs

- 1 **Pleasure Principal** — Gary Numan — Beggars Banquet
- 2 **In Through The Out Door** — Led Zeppelin — Swan Song
- 3 **Rock 'n' Roll Juvenile** — Cliff Richard — EMI
- 4 **Discovery** — ELO — Jet
- 5 **Slow Train Coming** — Bob Dylan — CBS
- 6 **String Of Hits** — Shadows — EMI
- 7 **I Am** — Earth, Wind & Fire — CBS
- 8 **Parallel Lines** — Blondie — Chrysalis
- 9 **Best Disco Album In The World** — various artists — WEA
- 10 **Voulez-Vous** — ABBA — Epic

—BMRB





**HAPPY HALLOWEEN AT MERCURY** — Bob Sherwood, president of Phonogram, Inc./Mercury Records, recently signed the group Halloween to an exclusive worldwide recording contract. The band's debut single, "Lady Midnight," has just been shipped and their first album for the label is slated for mid-October release. Pictured seated at the signing are (l-r): Bill Haywood, vice president of R&D product for Phonogram/Mercury; Jerry Marcellino, Power Play Productions, co-producer of the Halloween LP; Ron Ellison, national R&B promotion director for the label; and Kenny Marcellino, Power Play Productions. Shown standing are (l-r): Mick Brown, vice president of sales for Phonogram/Mercury; and David Werchen, director of law for the label.

## DISCO BREAKS

(continued from page 13)

structured for the event, and the Observatory's famed Laserium show was presented throughout the evening. The highlight of the party had to be the arrival of a huge spaceship which was lowered by a helicopter. Producers David Bandy and Gary Roverana of Conceptual Entertainment plan to throw similar events in other cities.

**DISH** — Maxine Andrews of the **Andrews Sisters** finishes up a week's performance at **Studio One's Backlot**. During **Bette Midler's** recent **Greek Theatre** gig in L.A., Andrews went backstage to present Midler with a bugle stuffed with roses to commemorate their mutual hit, "Boogie Woogie Bugle Boy." At that time, a grateful Ms. M promised to "introduce" Andrews for the latter's opening night at the Backlot. Midler failed to show, but veteran cabaret performer **Martha Raye**, who was in the audience, more than picked up the slack. At one point during Andrews' performance, Raye jumped onstage, deposited her dentures in Andrews' water glass on the piano and proceeded to "gum" her greatest hits . . . Warner/RFC will be servicing DOR (dance-oriented-rock) discos with a limited edition of **Fleetwood Mac** "Tusk" 12" singles. The clubs will also receive 12" versions by **B-52s** and **Talking Heads**. Says RFC's **Craig Kostich**, "If disco is to grow, this is where it will. There's definitely a promotable market at the rock clubs." . . . The **Future** disco in Boston is in the process of being renovated but will remain open until the final week of restoration, says club DJ **George Borden**, who is also president of the **Boston Record Pool**. In addition to a new look, the disco will have a new name, as yet undisclosed. . . **Nancy Sain** recently resigned her duties as VP, general manager at Butterfly Records. . . Golden Egg is the first L.A.-based national radio syndication company to have a full-time sales office in NYC. In addition to its disco program, "Steppin' Out," Golden Egg plans to air "Future File," a sort of on-the-air **Omni** magazine; "Film Clips," starring David Sheehan, "The Great American Musical" and "Rockin' Out," an AOR-version of the disco program. . . The Music Hall opened in San Francisco Sept. 15 with 97-K-FM jock **Lester Temple** doing double duty as club DJ. . . **Larry Rossiello**, Probe's original DJ who recently returned from a stint at NYC's **The Ring**, will be a guest DJ at Studio One Oct. 3. . . **Donna Summer** is tentatively scheduled to co-host Playboy's Dance Contest with KISS radio's **Rick Nuhn** Oct. 13 and 14 at the L.A. Playboy Club in Century City. KISS is sponsoring the contest in conjunction with Playboy. . . **Osko's** teen night promoters **Michael Del Rey** and **David Price** recently taped a segment of **Merv Griffin** entitled "Teen Tycoons." Del Rey is currently speaking with investors about opening a chain of teen discos across the country. Osko's will also be the site for finals of the 1979 EarMarc Songleading Fest which the Casablanca label is sponsoring to promote Carol Lloyd's "Score" LP.

**IN PERSONS** — **Taana Gardner** appeared at **Krazz** and **Backstreet** discos in Atlanta Sept. 25. **Patti Whateley** also hit Atlanta for a press conference at Backstreet Sept. 19. Publisher **J.G. Knapp** and **Dave Smith**, director of the Atlantic Music Pool, accompanied Columbia artist **Jackie Moore** to the confab. . . **Freddie James** is planning a 10-city tour to promote his "Get Up And Boogie" LP on Warners. Wonder how the 15-year-old high school student will be able to take that much time off from school? . . .

**SPLASHES IN THE POOLS** — Regional Warner/RFC promo rep **Joe Carvello** recently was honored at the **Pocono Record Pool's** Awards Banquet as Philadelphia's Promotion Person of the Year. . . **BADDA** has gotten the go-ahead from San Francisco's new **Music Hall** to hold a fundraiser for the pool, tentatively scheduled for Oct. 29. **Sylvester and Two Tons of Fun** have indicated that they may appear at the event. Also scheduled are **Sister Power** and **Destination**. **BADDA** will be giving free Music Hall memberships to all pool members. . . Performances by **Freddie James**, **Cory Daye** and **Taana Gardner** will highlight the Boston Record Pool's 3½ year anniversary party to be held Oct. 15 at **Boston, Boston**.

**Joe Iantosca**, **Wendell Edmonds**, **Wendy Hunt** and **Jeff Tilden** will spin at the private party. **George Borden** and **Carol Mitro** of the pool will host. . . The 80-member **Rockpool** is a different kind of pool, servicing as its name suggests DOR discos and college and non-commercial radio stations. The pool's membership is national, with clubs from NYC to L.A. receiving weekly mailings and college radio stations getting monthly sendouts. Membership is \$35 per month for clubs and \$40 for radio stations. Pool co-founder **Danny Heaps** was the original DJ at NYC's **Mudd Club**. He or his partner **Mark Josephson** can be reached at (212) 777-1132.



Marlena Shaw

frank sanello

## Lieberman Optimistic But, Foresees Tough Conditions

(continued from page 19)

the advertising itself," remarked Lieberman.

Lieberman anticipated that his firm's one-stop business might increase as a partial result of the economic recession. As smaller dealers "go on a hand-to-mouth basis," he noted, their reliance on one stops tends to increase, especially for weekend fill.

It is less likely, however, that Lieberman's rack jobbing operations will be expanded within the near future. Since it is still "digesting" the purchase of ABC Records and Tapes, which doubled Lieberman's volume, the company is not in the market for more acquisitions, said the chairman.

Lieberman could also expand its account base, which now encompasses 2600 stores, by persuading current accounts to use Lieberman to rack more record departments. But that would depend on the expansion plans of the mass merchandisers. Lieberman noted that, while most of his accounts have already set their expansion plans for this year, the number of new stores that they open next year will hinge on how well they do in sales during the current recession.

Lieberman said that although some mass merchandisers have wanted to reduce their commitment to records, due to decreasing volume in those departments, none except J.C. Penney's have actually cut records out of any of their stores. He added that most accounts feel that pre-recorded music is an important part of their product mix, because it generates traffic and attracts a younger customer who might not ordinarily come into their stores.

Oknow noted that, due to the fact that racks pay hardly any less for records than do record retailers, their accounts often find it difficult to beat the specialty retailers on price. And, especially where a discount chain is involved, records may not give good price image in the market place. But Lieberman tries to overcome this problem by offering consumers a competitive price on Top 20 titles, enabling the discounters to maintain their image as bargain centers.

### Keys To Success

Lieberman Enterprises has won NARM's Rack Jobber of the Year award for three years in a row, and the theme of the convention, not surprisingly, was "three out of three ain't bad." But David Lieberman made a point of telling his troops not to rest on their laurels. In the tough times ahead, he stated, it's the ones who keep on fighting

who are going to win.

Asked what the keys to Lieberman's success have been the chairman replied that, first of all, the company is family-owned. It is not in the corporate mold and still has an entrepreneurial spirit. This attitude, he said, encourages a quick response to the fast-changing conditions of a trend-dominated low-margin business.

Second, Lieberman pointed out, the company stresses an awareness of the music itself among its employees. Armed with this "street feel," Lieberman may go on new albums a little earlier than other, more conservative racks. Additionally, Lieberman people view themselves as travelling department managers, they can more easily identify with the needs and objectives of their accounts.

Lieberman also stressed the regional emphasis of the company. One indication of this emphasis is the fact that each branch manager is called the "President" of his branch (e.g., the President of Lieberman's Dallas). In this way, he noted, the company underlines its commitment to what is happening on a local level. "We're home folks." At the same time, he added, local accounts know that each Lieberman salesperson has a national organization behind him.

### Presentations

After the opening session, the convention consisted of presentations by suppliers, seminars for employees on such subjects as effective time management and auto safety, and artist showcases. Exhibit booths were open all day Thursday.

Among the manufacturers which made presentations were Memorex, RCA, CBS, WEA, 3M, and Capitol.

Acts who performed at the convention included Dave & Sugar, Molly Hatchett, Steve Dahl, Barbara Mandrell, Point Blank, and George Thorogood. There was also a screening of the Who's new movie, "Quadrophenia."

## Martin Opens Recording Studio In West Indies

**NEW YORK** — George Martin has opened Air Studios in Montserrat, West Indies. Among the artists who have recorded there so far are Jimmy Buffett, Gerry Rafferty, UFO, America, and The Climax Blues Band. The studio is part of the Chrysalis Group of Companies.

For additional information, contact Nicole Graham in Los Angeles at (213) 550-0171, or John Burgess in London at 01-408-2355.



**AXLEROD SIGNS WITH MCA** — Grammy-winning jazz artist David Axlerod recently signed with MCA Records. Pictured above at the signing are (l-r): Amani Gardner, Axlerod's co-manager; Cory Richards, MCA products manager; Stan Levy, Axlerod's co-manager; Bob Siner, MCA Records president. Axlerod and Vaughn Thomas, national director of sales for MCA Distributing Corp.

# COIN MACHINE

## AMOA Announces Annual Jukebox Award Nominees

CHICAGO — As a first step effort to improve the structure of the annual AMOA Jukebox Awards and further emphasize their importance, AMOA has increased the number of categories covered to 15 as opposed to five in previous years.

"We want to make the Jukebox Awards more meaningful," said Fred Granger, executive vice president of AMOA, who added that he hopes future ceremonies would receive more public notice and, possibly, television coverage comparable to that given to other awards presentations in the recorded music industry.

In the past there has been criticism of the awards and the presentation, which takes place annually during the AMOA banquet, with some operators claiming that the program is "dull" and without impetus. The addition of more categories was recommended as a means of improvement.

Ballots have been distributed to the entire AMOA membership and voting is based solely on each record's earning power in jukeboxes. This year's awards ceremony will be held on Sunday, Nov. 11 during the annual AMOA banquet at the Conrad Hilton Hotel.

Currently under consideration, according to the association's Fred Granger, is the possibility of developing some kind of an AMOA award structure for games. This will be thoroughly investigated by the association and might possibly be on the 1981 convention program.

Following are the nominations for this year's jukebox awards:

### Most Promising New Talent Of The Year

John Conlee (MCA Records)  
Rickie Lee Jones (Warner Bros.)

(continued on page 52)



Ben Owens at Bally's 'Eight Ball.'

## New Pinball Mark Set On 'Eight Ball'

CHICAGO — The new "pinball wizard" of the world is 18-year-old Ben Owens, who lives in Mason City, Iowa. Owens was on leave from duty with the U.S. Marines when he set a new Guinness record for continuous play on a pinball machine by playing 224 hours on a Bally "Eight Ball." He broke the previous record by eight hours, playing a total of 5648 games with a high score of 1,001,660 points, as reported by Bally.

### Eight Ball Endurance

In the course of establishing the new record Owens spent 10 days, sleeping five minutes an hour and two hours each night at the Coin Chute in Regency Square Mall. Hart and Leola Johnson, operators of the arcade, suggested the Bally Eight Ball to Owens because it was "their best machine." For the entire marathon, Eight Ball performed without any breakdowns. "I am glad I took their advice, because no other machine would have performed with such endurance as the Eight Ball," Owens said.

As further evidence of Owens' expertise, he is also known for being able to read the newspaper while playing pinball. His future plans include a military career in public relations but one wonders if, perhaps, he should consider a career in pinball PR.

## Stern To Launch Major Promotion In Support Of New 'Meteor' Pinball

CHICAGO — Stern Electronics, Inc. and American International Pictures, Inc. have joined forces with TRG Communications, Inc., in a major promotion for Stern's new "Meteor" pinball game and the movie of the same name. "We've put together one of the largest and most exciting merchandising campaigns our industry has ever seen," stated Larry Siegel, vice president of sales for Stern.

The total package includes radio station contests in at least 15 major markets, a national magazine contest and distribution of educational kits to schools and libraries. In addition, Siegel said there will be a variety of movie theater and distributor/operator tie-ins, "Meteor" pinball tournaments, posters shipped with every game, and the usual variety of items such as belt buckles, T-shirts and souvenir books. A special novelization of "Meteor" by Warner Bros. will also be available.

Pre-opening premier galas of the movie are planned for Washington, D.C., and Los Angeles, the week prior to the Oct. 19 opening.

As pointed out by Stern, the Meteor pinball game features a backglass painting by Robert T. McCall which dramatically portrays the Meteor on its path of destruction and the machine is equipped with a sophisticated sound effects system and several revolutionary new playfield features to make it one of the most electrifying pinball games in the Stern repertoire.



'Meteor'

A WOW bonus (TM), startling new visual animation, revolutionary memory drop targets and a sophisticated new audio system highlight "Meteor," the latest 4-player solid state pinball machine from Stern Electronics, Inc. The new machine is based on the science-fact movie of the same name, which will be released by American International Pictures, Inc.

(continued on page 52)

## Gottlieb & Co. Releases New 'Genie', Its First Wide Body Flipper Game

CHICAGO — The release of "Genie," Gottlieb's first wide body, 4-player flipper, has been announced by the company's marketing group.

The game, with its scintillating backglass, is based on an Arabian nights story — the legend of "Genie" and the escape from the magic bottle. The theme lends itself beautifully to backglass artwork that is almost classic in design.

The imaginative arrangement of playfield elements is highlighted by the unit's "game-within-a-game," a unique feature where a section in the upper left hand corner of the playfield features its own flippers and drop targets.

These particular drop targets have alternate colors. Completing the reds lights the "special" target and scores 10,000 points; completing the white drop targets lights the right "extra ball" target, resetting the red and white targets and scoring 10,000 points.

There are two sets of A, B, C, D rollovers which can score either 2,000 or 5,000 points when lit and this also lights the left "extra ball" target which resets the A, B, C, D rollovers.

Hole values are 10,000 points and rollover buttons and pop bumpers score 2,000 points each. Bonus can go up to as high as 29,000 points and can be multiplied 5 times by hitting certain drop targets when lit.

"Genie has been under development for many, many months," commented Tom Herrick, Gottlieb's vice president of marketing, "but it has been worth the effort. It is truly a beautiful game both from the standpoint of graphics and playability. The action is fast and fluid and we know that pinball experts as well as novices will find

Genie to be an uncommon game and completely absorbing."

Shipments to distributors are currently in progress and further information about Genie may be obtained by contacting a Gottlieb distributor or the factory at 165 W. Lake Street, Northlake, Ill. 60164.



'Genie'

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. HEARTACHE TONIGHT EAGLES (Asylum E-46545-A)
2. TUSK FLEETWOOD MAC (Warner Bros. WBS 49077)
3. VICTIM OF LOVE ELTON JOHN (MCA 41126)
4. BROKEN HEARTED ME ANNE MURRAY (Capitol P-4773)
5. STILL COMMODORES (Motown M 1474F)
6. DREAM POLICE CHEAP TRICK (Epic 9-50774)
7. 5:15 THE WHO (Polydor PD2022)
8. HELL ON WHEELS CHER (Casablanca NB 2208)
9. DO YOU THINK I'M DISCO STEVE DAHL (Ovation OV-1132)
10. DREAMING BLONDIE (Chrysalis CHS 2379)

### TOP NEW COUNTRY SINGLES

1. WHAT MORE COULD A MAN NEED TOMMY OVERSTREET (Elektra E46516)
2. HOT STUFF JERRY REED (RCA PB-11698)
3. SAIL ON TOM GRANT (Republic REP-045)
4. BLIND IN LOVE MEL TILLIS (Elektra E-46536)
5. COME WITH ME WAYLON (RCA PB 11723)
6. YOU SHOW ME YOUR HEART TOM T. HALL (RCA PB 11713)
7. BABY MY BABY MARGO SMITH (Warner Bros. WBS 49038)
8. MY OWN KIND OF HAT MERLE HAGGARD (MCA 41112)
9. WHISKEY BENT AND HELL BOUND HANK WILLIAMS JR. (Elektra E 46535)
10. A RUSTY OLD HALO HOYT AXTON (Jeremiah JH1001)

### TOP NEW R & B SINGLES

1. LOVER AND FRIEND MINNIE RIPERTON (Capitol P-4761)
2. CRUISIN' SMOKEY ROBINSON (Tamla/Motown T54306)
3. IS IT LOVE YOU'RE AFTER ROSE ROYCE (Whitfield/W B. WHI 49049)
4. RRRRROCK FOXY (Dash/T.K. DAX 5054)
5. COME TO ME FRANCE JOLI (Prelude PRL-8001)
6. DON'T YOU WANT MY LOVE DEBBIE JACOBS (MCA 41102)
7. DOIN' THE DOG CREME D'COCOA (Venture V-112)
8. DON'T LET GO ISSAC HAYES (Polydor PD 2011)
9. I JUST CAN'T CONTROL MYSELF NATURE'S DIVINE (Infinity 50.027)
10. RAPPER'S DELIGHT THE SUGAR HILL GANG (Sugar Hill SH-542)

### TOP NEW DISCO SINGLES

1. WHEN THE BELL RINGS ELUSION (Midsong MI 1009)
2. COME AND GET IT ON SOCCER (Salsoul S7-2089)
3. THIS IS HOT PAMALA STANLEY (EMI-America SPRO-9183)
4. HOW HIGH COGNAC (Salsoul S7 2096)
5. IT'S CALLED THE ROCK EDWIN STARR (20th Century M-2423)



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# COIN MACHINE

## Atari Bows 4-Player 'Football' With New Action Features

SUNNYVALE — Atari's "Football" (TM) video game, which is enjoying phenomenal success as a 2-player, is now available in a 4-player model with exciting new offense and defense strategies. In the play process each of the opposing sides can have a two-man squad selecting from five all new plays, including kicking, which offers new field goal scoring options and gives the game even more realism.

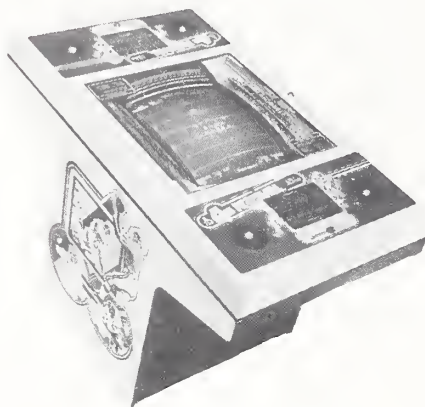
The popular Trak-Ball (TM) action gives players total control and involvement and like the record-breaking 2-player version (which is still available), Atari 4-player Football allows a full game of non-stop action. The add-a-coin options are geared to maintain high profits and generate continual play on location.

In the 4-player mode, the quarterback and the wide receiver are controlled on offense, and both defensive backs are in the players' control on defense. In the 2-player version, the right side controls are operational and the computer takes over the wide receiver and one of the defensive backs.

### Coinage Options

New coinage options on Atari 4-Player Football encourage even higher collections, according to Frank Ballouz, the firm's director of marketing. A one or two coin minimum allows operators to adjust the pricing for their location needs. A new dollar coin mech is also available, offering 4, 5 or 6 credit equivalents per dollar.

"Atari 4-Player Football is sure to command even more attention than its 2-player



'Football'

predecessor," explained Ballouz. "The new play features and team competition make it even better. With the height of the football season only months away, the new 4-Player Football will be excellent for tournaments and special promotional events," he added.

This latest addition to the Atari Sports game series continues the tradition of high level player involvement and control, Ballouz stressed. The new game features include multiple pass plays, score conversions, kick option and scrimmage line marker as well as the team play.

Further information may be obtained through Atari distributors or by contacting the factory at 1265 Borregas Ave., Sunnyvale, Calif. 94086.

## Stern To Launch Major Promotion For 'Meteor' Pin

(continued from page 50)

The awesome splendor and terrifying power of a giant meteor hurtling toward earth are dramatically characterized in the model's outstanding graphics and Meteor has the most exciting solid state technology available on any pinball game today, according to Stern.

### Susan B. Chute

In addition to the new third coin chute for the Susan B. Anthony dollar coin and doubled ROM capacity (from 4k to 8k), Meteor highlights include: WOW bonus tied to rocket alignment and Specials; startling new visual animation whereby, when the coin is dropped, all lights and the sound system activate for a special pre-game extravaganza; a sophisticated new audio system with background build-up sound taken from the movie sound track and revolutionary memory drop targets with remote trip action. The new model also has a front door clear switch with expanded bookkeeping features; variable value spinner scoring increment which increases and decreases with Meteor target bank position; M-E-T-E-O-R drop targets held in memory and restored prior to each player's next ball; a heavy duty transformer; a unique playfield art concept which makes the plastics extensions of the artwork; high-score-to-date and mirrored backglass.

### Film Release Set

The Meteor pinball game is patterned after the movie "Meteor" starring Sean Connery, Natalie Wood, Karl Malden, Martin Landau, Brian Keith, Joseph Campanella, Trevor Howard and Henry Fonda. The motion picture will be released by A.I.P. to selected theaters beginning Oct. 19.

Meteor was designed by Steve Kirk, who also designed Stern's first outer space game, "Stars."

## Advance To Host Five-Day School In San Francisco

SAN FRANCISCO — Advance Automatic Sales will hold a five-day service school, Oct. 1-5, in the Gold Room of the Holiday Inn (Eighth and Market St.) in San Francisco.

In order to insure proper presentation at the semi-annual event, a limit of 75 people will be allowed to attend each day. Lunch will be served to all students.

The instructor schedule for the week-long school reads as follows: Oct. 1, Bob Salmons will lecture on Atari Video games; Oct. 2, George Offshak will advise on Gottlieb electronic pinball machines; Oct. 3, Bernie Powers will counsel on Bally pin games; Oct. 4, Andy Ducay will speak on Midway video games and on Oct. 5, Gene Rolle will instruct a class Stern pin games.

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## '79 Jukebox Award Nominees Named

(continued from page 50)

Christy Lane (GRT)  
David Naughton (RSO)  
Anita Ward (Juana/TK)

### Pop Record Of The Year

"Three Times A Lady" by The Commodores (Motown)

"Music Box Dancer" by Frank Mills (Polydor)

"Da Ya Think I'm Sexy" by Rod Stewart (Warner Bros.)

"Hot Stuff" by Donna Summer (Casablanca)

### Pop Male Artist Of The Year

Billy Joel (Columbia)

Kenny Rogers (United Artists)

Rod Stewart (Warner Bros.)

### Pop Female Artist Of The Year

Gloria Gaynor (Polydor)

Anne Murray (Capitol)

Olivia Newton-John (MCA)

Donna Summer (Casablanca)

### Country Record Of The Year

"Every Which Way But Loose" by Eddie Rabbitt (Elektra)

"The Gambler" by Kenny Rogers (United Artists)

"Don't Take It Away" by Conway Twitty (MCA)

### Country Male Artist Of The Year

Willie Nelson (RCA)

Kenny Rogers (United Artists)

Mel Tillis (MCA)

### Country Female Artist Of The Year

Crystal Gayle (United Artists)

Barbara Mandrell (MCA)

Dolly Parton (RCA)

### Rock Record Of The Year

"Heart Of Glass" by Blondie (Chrysalis)

"My Sharona" by The Knack (Capitol)

"Miss You" by Rolling Stones (Atlantic)

"Logical Song" by Supertramp (A&M)

### Rock Group Of The Year

Bee Gees (RSO)

Electric Light Orchestra (Jet)

Kiss (Casablanca)

Rolling Stones (Atlantic)

Supertramp (A&M)

### Soul Record Of The Year

"Three Times A Lady" by Commodores (Motown)

"Shame" by Evelyn "Champagne" King (RCA)

"Reunited" by Peaches & Herb (Polydor)

"YMCA" by Village People (Casablanca)

"Ring My Bell" by Anita Ward (Juana/TK)

### Soul Male Artist Of The Year

Rick James (Motown)

Teddy Pendergrass (Phila Int'l)

### Soul Female Artist Of The Year

Evelyn "Champagne" King (RCA)

Donna Summer (Casablanca)

Anita Ward (Juana/TK)

### Record Of The Year — All Categories

"Three Times A Lady" by Commodores (Motown)

"The Gambler" by Kenny Rogers (United Artists)

"She Believes In Me" by Kenny Rogers (United Artists)

"YMCA" by Village People (Casablanca)

### Artist Of The Year — All Categories

Eddie Rabbitt (Elektra)

Kenny Rogers (United Artists)

Donna Summer (Casablanca)

### Disco Record Of The Year

"Does Your Mother Know" by ABBA (Atlantic)

"Le Freak" by Chic (Atlantic)

"Hot Stuff" by Donna Summer (Casablanca)

"YMCA" by Village People (Casablanca)



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# COIN MACHINE

## EASTERN FLASHES

The resumption of the popular "Hurricane" soccer tournaments is under consideration by Bally Northeast-Syracuse and Irving Kaye Co., who successfully co-sponsored the program in the past. Kaye's **Bill Currier** met with **Jack Shawcross** and **Tony Procopio** at Bally Northeast and, as Tony reported, a schedule should be announced very shortly, with a few revisions in format (i.e. more frequent tournaments, smaller purses). The distrib's enjoying heavy sales activity on the likes of "Paragon," "Kiss" and "Space Invaders." Also strong, Tony noted, are Exidy's "Crash," Gremlin's "Head On" and the newly arrived Atari "Lunar Lander." He said the distrib is anxiously awaiting the newly premiered Seeburg "Phoenix 160" phonograph.

TONY YULA OF Mondial-Springfield is celebrating the arrival of the new Gottlieb "Genie" wide body pin — which, he said, has winner written all over it. A "great game," Tony added, and what's more it can accept the new S.B.A. dollar coin. He singled out Atari's "Lunar Lander" and Exidy's "Crash" as two of his strongest video games and, after attending the recent Seeburg meeting in Chicago, expressed a great deal of enthusiasm for the factory's new "Phoenix" phono. Coming up on Oct. 15-16 is a two-day Gottlieb service school and Tony requested that interested parties call him at (201) 467-9700 for full details.

SPOKE WITH STANLEY KNOLL of Cleveland Coin-Columbus, who's quite excited over a pair of new pinball machines — "Meteor" and "Stellar Wars" by name. He said the new Stern model is most "outstanding" and one of the top pins on the market; and that Williams "Stellar Wars" is among the "greatest wide body games ever produced." Stan mentioned that **Joe Stone** of the Cleveland home office represented the firm at the recent Seeburg meeting in Chicago.

## CALIFORNIA CLIPPINGS

The jetsetting **Lila Zinter** has just returned from a 15 day tour of Europe. The purpose of the two week jaunt was to establish factory direct distributors for Exidy. The manufacturer's European distribution has been handled by an export agent up until this time. The trip took Lila to the U.K., The Netherlands, Germany, Italy and France. She told us that Exidy games are heavily in demand in Europe. In other news at Exidy, the manufacturer has discontinued its production of "Crash," and has replaced it with a new black and white game, "Sidetrack." The new game and "Fire I" will be debuted at the J.A.A. in mid-October. Exidy, which is still producing and selling "Starfire," will present five new games at the upcoming A.M.O.A. convention.

HANK TRONICK AT C.A. ROBINSON reported that "Sundance" and "Harlem Globetrotters" are garnering excellent collections on location. He also mentioned that Gameplan's "Sharpshooter," with its novel sound effects, has been selling surprisingly well. C.A. Robinson is awaiting shipments of Stern's "Meteor" with bated breath, as they are almost out of "Magics." **Sandy** and **Andrea Bettelman** are also anxiously awaiting the arrival of a new shipment, a new baby. Hopefully by the time the magazine is on the streets, the joyful news will reverberate from Pico Blvd.

BALLY, WILLIAMS and Gameplan are just some of the manufacturers that will be represented at International Entertainment Association Convention Dec. 11-14 in Las Vegas, Nevada.

## INDUSTRY CALENDAR

Sept. 15-16, No. Carolina Coin Operators Assn., annual conv., Sheraton Center, Charlotte.  
 Oct. 5-6, Amusement & Music Operators of Virginia; annual conv., Howard Johnson's Motor Lodge, Richmond.  
 Oct. 11-13, West Virginia Music & Vending Assn., annual conv., Ramada Inn, South Charleston.  
 Oct. 14, Deutsche Wurlitzer Distributors Meeting; Hotel Croatia; Dubrovnik, Yugoslavia.  
 Oct. 25-28, NAMA national conv., McCormick Place, Chicago.  
 Nov. 9-11, AMOA international exposition,

Conrad Hilton Hotel, Chicago.  
 Nov. 17-19, IAAPA national convention, Rivergate, New Orleans, La.  
 Jan. 17-19, 1980, IMA (Int'l. Amuse. & Vending Trade Fair), Frankfurt Fairground, Frankfurt, Germany.  
 Jan. 18-20, Oregon Amusement & Music Operators Assn., annual conv., Valley River Inn, Eugene.  
 Jan. 18-20, Music Operators of Minnesota, site to be announced.  
 Mar. 14-15, AMOA Notre Dame Seminar; O'Hare Hilton; Chicago.  
 June 5-7, Music Operators of Texas, Flagship Hotel, Galveston.

## CHICAGO CHATTER

It's here. The highly touted "Genie" pinball machine, which is the first wide body model produced by D. Gottlieb & Co., has just been officially unveiled by the factory. The new machine has generated exceptional pre-release excitement — and rightfully so since, as marketing veepee **Tom Herrick** noted, test reports have been outstanding and distrib's are unanimous in their praise of this model. "Genie looks like a real blockbuster," he added. Watch for it.

THE MIDWAY SEGMENT of the recent weeklong Bally service school at Howard Johnson's here, drew a total of 75 students on each of the two days of classes. Conducting for Midway was service manager **Andy Ducay**, assisted by service technician **Bob Norton** and factory engineers **Subodh Toprani** and **Cary Mednick**, who demonstrated the new Z80 compact system and signature testing. In addition, **Norm Schumacher** and **John Bussi**, engineers from Wells-Gardner, the firm that manufactures Midway's TV monitors, appeared as guest instructors. . . . Andy Ducay is enroute to the west coast to participate in the five-day, five-factories service school being sponsored by Advance Automatic Sales in San Francisco. . . . Correction: the Oct. 17 service school Andy will be conducting for Struve Dist. is being held in Great Falls, Montana and not Salt Lake City as previously reported in this column.

SOME WEEKS BACK **Greg Hardway** claimed the title of "Space Invaders" champion with a score of 44,950. **Cash Box** learned that he recently shattered his own record with a whopping 95,920 to retain the title, as far as we know. His favorite place to play still seems to be Today's Game, which is located in downtown Chicago at 27 N. Franklin and, as location owner **Bob Wemette** told us, he attracts quite a crowd of spectators while he's playing the game.

THE 1980 AMOA-NOTRE DAME SEMINAR has been scheduled for Friday and Saturday, March 14-15 with the university's **Dr. Gerry Sequin** once again serving as seminar coordinator. Members of the seminar committee are **Dock Ringo** (chairman), **Don Anderson** and **John Estridge**. . . . Latest word on the upcoming November AMOA convention at the Conrad Hilton is that "exhibit space is all but sold out" and there are only a few remaining booths available, according to **Fred Granger**. It appears, he said, that "Expo '79 will break all previous records."

## AMOA Seeking Additional Funds To Fight Tribunal's Location List Ruling

CHICAGO — A recent mailing, issued by AMOA, stated that "the AMOA Legal Action Fund campaign was launched early this year to raise money for AMOA's law suit against the Copyright Royalty Tribunal over the location list regulation. As of now (mid-September) we have raised almost \$80,000, nearly half of which has already been spent on legal fees. The case is now before the U.S. Court of Appeals and we may have to go all the way to the U.S. Supreme Court. This would cost well in excess of \$100,000. Our goal is \$250,000."

Enclosed in the mailing was a list of contributors, representing all levels of the coin machine industry and, with very few exceptions, just about every state in the country. However, as explained by AMOA's executive vice president Fred Granger, while many contributions have been made the association has a long way to go to reach its goal. The CRT regulation is not all operators have to contend with, he pointed out, noting that within the not too distant future the industry will be faced with a review of the present \$8 royalty fee.

To further emphasize the need for funds AMOA stressed that "every operator

should support with money and enthusiasm what AMOA is trying so hard to do — defend and fight for the operator, whatever comes up." The association is appealing to operators, distributors, manufacturers and everyone connected with the industry to support this campaign. Contributions may be directed to the AMOA Legal Action Fund at 35 E. Wacker Drive, Chicago, Ill. 60601.

## A.M.A. Distrib Sets Service School

CHICAGO — A.M.A. Distributors, Inc. of New Orleans is sponsoring a three-day service school Oct. 2-4 at the Fountain Bay Hotel in New Orleans.

### Focus On Rock-Ola

The program will consist of a two-day class centering on the new Rock-Ola solid state phonographs, and one full day of instruction devoted to Gottlieb pinball machines.

A.M.A. has invited about 100 operators from the states of Louisiana and Mississippi to attend.

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OTHER \_\_\_\_\_



# Retail Reaction Lukewarm To Labels' Incentive Programs

(continued from page 7)

anyway at this time of the year."

A more positive assessment of the fall programs was offered by Fred Traub, purchasing vice president for the Durham, N.C.-based Record Bar chain. While noting that the chain would "participate only to the extent that good business sense dictates, based on our cash situation and our own ability to handle the product," Traub expressed the opinion that some of the program features were very positive steps.

"I feel that paying attention to important items, as MCA and Capitol have done, is an intelligent philosophy," Traub noted. MCA's selected title package is geared to minimum orders to avoid overloading and Capitol's program features some new product mixed with the top catalog titles.

### Better Support

"I welcome these programs because they show a new faith in the viability of the industry by some of the manufacturers," Traub added. "I think that a lot of the steam that programs like these would normally have generated has been lost in the barrage of industry announcements about \$5.98 lists for catalog, and shipping and returns policies. Attention has been distracted from these programs by other influences."

Nevertheless, Traub was concerned that sell through support from the labels could have been better. "It seems to me that this year there is less of a connection between the labels' selling us the programs and the sell through. In a time when people are so concerned with returns and lowering risks, there isn't as much emphasis on advertising and other things to help us move the product."

"I would think that the labels would try to tie it together," Traub concluded, "to make sure that the product moves smoothly from the manufacturer to the warehouse to the stores to the consumers."

### Too Much Cutbacks?

This feeling was shared by Robert Coopridge, buyer for Karma. "I think it's important for them (the labels) to not cut back too much on support, if that is their trend. By cutting back on the advertising and other support dollars — with all the rising

rates in the advertising and media markets — I think it could definitely create a problem in not having the exposure they possibly would like."

On the preponderance of catalog titles in the fall programs, Don Crouch, buyer for Everybody's, noted, "We all want to sell more catalog, because in this area (Portland) particularly, we don't move much catalog. So from that standpoint, it's OK. But, of course, we would like to see more deals on new releases."

Adding that Everybody's participation in the fall programs would have been much heavier if more new product was included, Crouch explained that "this austerity thing with the labels is so extreme now that the programs we get, we accept."

Similar sentiments regarding the ratio of new product to catalog titles in the programs were fairly unanimous among the retailers, with most adding that they, too, would have participated more had there been more chart records included.

### Rack Participation Limited

The emphasis upon catalog also was the prime factor in severely limiting the participation of the Handleman rack operation in the fall programs.

"Because we're rack jobbers, we don't merchandise as many releases or catalog numbers as the retailers do," explained Handleman executive vice president John Kaplan. "We only have around 80-90 titles in our system, so that's all we'll be buying. The WEA program alone offers over 180 titles."

"Being rack jobbers," Kaplan explained, "we deal a lot more with chart items, and because the labels' programs are emphasizing catalog, they're not really important, meaningful programs to us."

### No Half-Way Efforts

Nevertheless, once committed to the programs, the retailers indicated that there would be no half-way efforts.

"We're participating this year," Stark/Camelot's Bressi noted, "and while we're not overjoyed with the terms, we can accept them because of the condition of the market. I can even see it as a positive sign, a sign that reality is taking hold."



**BUSINESS IN RIO** — Attending the FLAPF-IFPI meeting in Rio from Sept. 12-14, record executives from every major Latin American market participated. Pictured is the FLAPF board of directors, including (l-r): Luis Aubry (Peru), Jorge Undurraga (Chile), Gillian Davies (IFPI), president Heinz Klinckwort (Mexico), general secretary Dr. Henry Jessen (Argentina), executive secretary Dr. Miguel Angel Emery (Argentina) and Nestor Selasco (Argentina). (See story, page 48).

# Pope Album Ships Platinum

(continued from page 16)

is available until mid-October, due to the time required to develop and manufacture the special tape container, which will be a box similar in size to a paperback book. Embossed paper with a satin-type finish will be used and a six-page booklet will be included.

### Elaborate Packaging

The album is contained in a four color gatefold package that also utilizes embossed paper, and will contain lyrics to all selections translated from the original Polish into English.

Infinity has designed special merchandising aids for retailers including a high back divider card featuring the album cover that may also be used for a carton display; a self-contained countertop display piece for

tapes, and a 2x3 cover blowup for in-store display.

An extensive media campaign has been prepared by Infinity and Van Vechten & Associates public relations, with heaviest concentration set for major metropolitan daily newspapers in cities the Pope will visit.

Although advertising will be directed on a national level Infinity will make available line ad reproductions, radio spots, and 35 mm color slides of the album cover for use in TV spots if accounts want to supplement the national Infinity campaign.

Infinity is also planning to release "Pope John Paul II Sings At the Festival Sacrosong" with Polish, German, Italian, Spanish and French translations later this year.

# THE RHYTHM SECTION

(continued from page 37)

in broadcasting. The story was researched and written by Alan Green, who reportedly spoke to some 100 people. The article will cover a progress report in management, talent and technical ranks, feature a chart guide of minority ownership, and explore prospects on future trends. . . . **The Mutual Black Network**, which was recently acquired by Sheridan Broadcasting, will undergo a name change, effective Oct. 1. After that date, the news information service will be known as Sheridan Broadcasting Network. Mutual also researched and put together a twenty-minute non-commercial program called "Time Bomb: Middle East," which is a report on the Middle East conflict. The program starts with quotes from former U.N. Ambassador **Andrew Young**, speaking about the dilemma that presently exists, and then explains the history behind the Arab/Israeli dispute. For information on how to obtain this program call **Harriet Bennett** at 703-685-2152.

**ARTISTS ACTIVITY** — **B.B. King** has recorded the theme song for the ABC-TV series, "The Associates." The song is titled "Wall Street Blues." Also, look to see King appear in a major Memorex ad campaign that will start this fall. . . . Ex-Supremes, **Sherri Payne** and **Susaye Greene**, have done an album together, entitled "Partners." The album was produced by **Eugene McDaniels** and is on Motown Records. . . . Look for a new female rock-disco repertoire to have some exciting product on Casablanca Records released early next year. The group is called **Mizz**, and consists of six females, all who are not only vocalists, but also have extensive backgrounds in the theater and dancing. . . . Look for an upcoming TV special on "The World's Largest Disco," which was held earlier this month at the Buffalo Civic Center, where 13,000 people attended the event. . . . **A Taste of Honey** is in the midst of a seven market "Roller Boogie Disco" promotion. In each of the 7 markets, a major radio station is inviting approximately 150 people to a local roller rink, for a "Roller Boogie Disco Party." In addition to running frequent spots explaining to listeners how they can gain admission to the party, the stations are also giving away copies of the groups latest LP. Overwhelming responses have been received from the first three parties held in Washington D. C., Chicago and Detroit, particularly in Chicago where WBMX sponsored the event, 500 people were expected and 3000 showed up for the event. Upcoming Roller disco promotion parties are slated to be held in Houston, Atlanta, Los Angeles and San Francisco. . . . Hottest rumor on the street is that **Rose Royce** is leaving Whitfield Records and signing directly with Warner Bros. Two members of the three member-group **Starguard** reportedly have left.

cookie amerson



**WOOD INKS WITH SPECIAL MUSIC GROUP** — Lauren Wood, who penned songs for Nicolette Larson and Cher, among others, recently signed an exclusive, worldwide publishing deal with the Special Music group. Pictured above standing are (l-r): Jack Daley, manager of Lauren Wood; Brendan Okrent, manager of the Special Music Group and Keith Zjic, attorney for Lauren Wood. Shown seated are (l-r): Evan Archard, president, the Special Music Group and Lauren Wood.

## Pye Records Reorganizes Its Promotion Team

LONDON — The Pye Records promotion department has been restructured and will now be responsible to John B. House, newly appointed director of A&R. Under the terms of the reorganization, the label's promotion team led by Fred Faber will work in close liaison with the A&R heads, with each member of the team also specializing in various areas of commercial pop, R&B and MOR music.

In addition, Mike Hemmings has been appointed artist liaison executive and will coordinate London-based promotions with the regions, in conjunction with Phil Smith, regional promotion head.

The recent launch of Blueprint, a new label for Pye, has also brought in Steve Dixon, ex-Cube/Electric promotion man, who will be responsible for all Blueprint promotion.

Commenting on the reorganization, House stated, "What we are trying to avoid is the 'them' and 'us' situation that exists in the majority of record companies. By bringing the role of the A&R man closer to that of the person promoting his product, we feel we can engender a lot more action and success for our product.

"In addition," he concluded, "we are aiming for a significant reduction in releases in order to gain maximum concentration."

## NARM Seeks Cut In Freight Class Ratings On Top Storage Units

NEW YORK — NARM is seeking a reduction in freight class ratings on tape storage units of the carousel or revolving type. Behme Associates, freight transportation consulting firm, has been retained by NARM to gather the necessary information for presentation at National Classification Board hearings in November.

Questionnaires have been sent to NARM members who manufacture and wholesale this type of product. The potential savings in freight dollars to the industry is estimated in the hundreds of thousands of dollars. If your company has not received its questionnaire and is shipping carousel and revolving type tape storage units, contact NARM at (609) 795-5555.

## La Patin Dead At 52

NEW YORK — Nat La Patin, national sales manager of Vanguard Records, died on Sept. 11 at the age of 52.

La Patin began his career in the record business with Schwartz Brothers Distributors in the early 1950s. He also worked for RCA and other major record companies.



**HOLLYWOOD TUBES** — Promoting the scheduled appearances of A&M recording group *The Tubes* on the nighttime editions of ABC-TV's "Hollywood Squares" game show on Oct. 3 and Dec. 19, host Peter Marshall displays the back of the group's "Remote Control" LP, which features *The Tubes* sitting in a "Hollywood Squares" setting.

## WCI Training Future Execs

(continued from page 10)

I asked if I could spend some time in A&R, and Elektra said, yes," he explains.

His time in creative services was also short, lasting only three weeks. There, he familiarized himself with merchandising display material and its relationship to diverse markets and accounts.

In the next three months, Hanna will continue his training with stops in the WEA branch and artist development.

Future At E/A

At the conclusion of the program, the young man will more than likely be placed in some department at E/A which happens to have an opening. If not at E/A, Hanna suspects that one of the other participating labels will have a spot for him.

"I think my strengths lie in my ability to communicate with people," the articulate trainee says. "I feel I can be a real asset to the company. My training was beneficial to the utmost."

## Beatles File Suit

(continued from page 8)

that the various stage performances by Beatle look-a-likes were greatly inferior to genuine Beatle performances. The suit also objected to the "Beatlemania" cast album for the same reasons.

The proposed TV series came under fire for attempting to duplicate the sound and style of the Beatles, rather than serving as a brief parody or caricature of the group.

The suit goes on to claim that the various productions would detract and compete with upcoming activities separately planned by McCartney, Starr, Harrison and Lennon.



**LOWERY AWARD** — The Atlanta-based Lowery Group, music publishers and production organization, recently held its Golden Clef Awards at Atlanta's Memorial Arts Center. These awards are presented to writers of songs that reach the Top 20 on the national trade charts. Shown accepting a Golden Clef Award for their hit, "Imaginary Lover," are (l-r): Dean Daughtry, Robert Nix and Buddy Buie, co-writers of the song. At right is Bill Lowery, owner of the Lowery Group.

# SOUND VIEWS

(continued from page 18)

**VIDEO CLIPS** — MCA Records has a new video ready on Rufus with Chaka Khan, featuring selections from their upcoming LP, "Masterjam." The label also has a film of blues veteran B.B. King shot live during his recent engagement at The Roxy in L.A. . . . A&M has finished work on a Herb Alpert film, directed by Clare Baren and produced by Michael O'Mahoney. Kramer/Rocklin will be shooting top-selling group Styx, highlighting cuts from their just-released "Cornerstone" LP, for the label . . . Capitol reports that it has new footage on The Durocs and The Motels, following debut albums from both, and new loops on Moon Martin, Little River Band and Dr. Hook for promo use. Capitol also has a film of America live at Madison Square Garden in N.Y.C. . . . Elektra/Asylum has a loop ready on Andrew Gold . . . CBS presently has reels on Chicago, Crystal Gayle and Larry Gatlin. The company plans to shoot Blue Sky artist David Johansen shortly . . . A Diana Ross special for Home Box Office is being filmed in Las Vegas . . . Orange Coast Video provided remote production facilities to tape a recent Teddy Pendergrass/Yvonne Elliman show at The Greek Theatre in L.A., in conjunction with Record Plant's mobile recording unit. Orange Coast Record Plant were tapped by KCET-TV, Ch. 28 in L.A., to shoot the show for its Summerfest '79 schedule . . . Epic's Wha-Koo hosted a trans-continental press conference via Picturephone Sept. 18. The transmission incorporated taped and live segments.

**MAJOR LABELS MOVING INTO AUDIOPHILE VENTURES** — In joint ventures with several major record labels, Nautilus Recordings is planning to release a number of audiophile discs. According to Baxter Boynington, Nautilus director of marketing, arrangements have been made with MCA to release Tim Weisberg's "Tip Of The Weisberg," to be digitally recorded, and a direct-disc by John Klemmer, entitled "Tempest." Half-speed mastered versions of The Doobie Bros.' "Captain And Me" and America's "Holiday" LPs will be released pending test pressing approval by Warner Bros. Other catalog items by Joan Baez and the group Pablo Cruise have also been slated for release in conjunction with A&M Records. In all cases, Nautilus will handle pressing and distribution.

**AUDIO EXCELLENCE AWARDS ANNOUNCED** — Audio-Technica U.S., Inc., hi-fi component manufacturers, has announced the winners of its third annual Audio Excellence Awards, based on a nationwide poll of audio experts. The winners were: in the classical division, for best conventional recording, Gustav Mahler: *Symphony No. 5 in C-Sharp* (1902), Philadelphia Orchestra, James Levine, conductor (RCA ARL 2-2905); for classical recording in the audiophile category, Stravinsky: *The Firebird*; Borodin: *Overture and Polovestian Dances*, Atlanta Symphony Orchestra and Chorus, Robert Shaw conducting (Telarc TEL 5039, 20039). The Firebird was the first digital recording to receive the award; in the rock/pop category for conventional recordings, The Alan Parsons Project's "Pyramid" (Arista AB 4180); and, finally, in the audiophile rock/pop category, Supertramp's "Crime of the Century" (Mobile Fidelity Sound Labs MFSL-1-005). The LP was an original master recording.

**DOC-TO-DIGITAL** — Trumpet player and bandleader Doc Severinsen has signed with Dis-co Recording of Hollywood to record two digital albums in London. Severinsen will lead The London Symphony Orchestra in what is described as a "serious work" and the National Philharmonic Orchestra will be featured in a jazz/rock production.

**FOR THE RECORD** — In the previous "SoundView" column (Cash Box, Sept. 22), Rosebud Films was incorrectly credited as producers of the upcoming Fleetwood Mac special. The special is being produced by Tom Spain and will include concert footage produced by Rosebud. In addition, Sheffield Labs was reported as releasing direct discs by Thumbs Carllile, Dukes of Dixieland and Lenny Breau. It should be correctly noted that Direct Disc Labs will be releasing all three albums.

mike glynn & dennis garrick

## POINTS WEST

(continued from page 16)

Ford's heater continues with The Pop and Shandi, Oct. 6; Jakob Magnusson, Oct. 7; The Akiyoshi/Tabackin Big Band, Oct. 14; Point Bland & The Cretones, Oct. 20; Supersax, Oct. 21; The KWST Seeds (top unsigned local talent) Celebration, Oct. 27 and Robben Ford and Kittyhawk on Oct. 28 . . . Columbia recording artist Gregg Sutton and local bands The Intelligence, Johnnie Coolrock and Fun With Animals will appear in free concert on October 19 at L.A.'s Embassy Auditorium.

**ON THE SCREEN** — Lee Kramer has been named executive producer of "Xanadu," the Universal film starring Olivia-Newton John and Gene Kelly. The film is scheduled for release in the summer of 1980, and it will be scored by ELO mastermind Jeff Lynne . . . The Village People will make their first television appearance with new policeman, Ray Simpson, on NBC's "Top Ten" in the last week of October . . . Casablanca Record and Filmworks president Neil Bogart and Casablanca chairman of the Board Peter Guber will appear as guests on Tom Snyder's "Tomorrow Show" on Oct. 4 . . . Principal photography has been completed on the rock musical documentary "Celebration: 10 Years Later," which was filmed in New York, Detroit and Los Angeles. Myrl Schreiber wrote, produced and directed the film which features Kenny Rankin, Richie Havens, Canned Heat and Taj Mahal, among other rock acts.

**ODDS & ENDS** — Greg Lewerke, manager of Walter Egan, and Debbie Genovese, former producer of the Midnight Special, are the proud parents of one Justin Pierce, who was born on Sept. 22 at Cedars of Lebanon Hospital in Los Angeles . . . Curvaceous Amber Di Lena, L.A.-based songwriter whose tunes have been covered by such artists as Johnny Mathis, Helen Reddy, Sylvie Vartan, Deborah Washington and David Castle, among others, may soon be making the switch from author to performer: She is currently circulating a hot demo consisting of all original material.

marc cetner

## RSO Signs Kraft To Long-Term Agreement

LOS ANGELES — RSO has signed Robert Kraft to a long-term recording contract. Kraft and his group Ivory Coast hail from New York, where they appeared in small local clubs. Phil Galdston will produce Kraft's forthcoming LP.



# Cash Box Top Albums / 101 to 200

October 6, 1979

		Weeks On 9/29 Chart			Weeks On 9/29 Chart			Weeks On 9/29 Chart	
101	<b>XII FATBACK</b> (Spring/Polydor SP-1-6723)	7.98	115	3	135	<b>SATISFIED</b> RITA COOLIDGE (A&M SP-4781)	7.98	150	3
102	<b>KID BLUE</b> LOUISE GOFFIN (Asylum 6E-203)	7.98	104	13	136	<b>MORE AMERICAN GRAFFITI</b> ORIGINAL SOUNDTRACK (MCA 2-110006)	12.98	100	8
103	<b>FEARLESS</b> TIM CURRY (A&M SP-4773)	7.98	112	9	137	<b>LOOK SHARP!</b> JOE JACKSON (A&M SP 4743)	7.98	117	29
104	<b>PINK CADILLAC</b> JOHN PRINE (Asylum 6E-222)	7.98	105	5	138	<b>SATURDAY NIGHT FEVER</b> BEE GEES & VARIOUS ARTISTS (RSO RS 4001)	12.98	137	96
105	<b>MINNIE</b> MINNIE RIPPERTON (Capitol SO-11936)	7.98	91	23	139	<b>JOHN COUGAR</b> (Riva/Mercury RVL-7401)	7.98	153	6
106	<b>BRENDA RUSSELL</b> (Horizon/A&M SP-739)	7.98	120	6	140	<b>LIVE KILLERS</b> OUEEN (Elektra BB702)	12.98	99	14
107	<b>SATURDAY NIGHT FIEDLER</b> ARTHUR FIEDLER & THE BOSTON POPS (Midsong International MS 1011)	7.98	110	6	141	<b>LEGEND</b> POCO (MCA AA-1099)	7.98	139	46
108	<b>5</b> J.J. CALE (Shelter/MCA SR-3163)	7.98	109	8	142	<b>LOVELINE</b> EDDIE RABBITT (Elektra 6E-181)	7.98	141	19
109	<b>FACADES</b> SAD CAFE (A&M SP-4779)	7.98	121	5	143	<b>EVERYTHING YOU'VE HEARD IS TRUE</b> TOM JOHNSTON (Warner Bros. BSK 3304)	7.98	166	2
110	<b>DO YOU WANNA GO PARTY?</b> K.C. & THE SUNSHINE BAND (T.K.-611)	7.98	111	17	144	<b>FEEL IT</b> NOEL POINTER (United Artists UA-LA 973-H)	7.98	149	7
111	<b>WATER SIGN</b> JEFF LORBER FUSION (Arista AB 4234)	7.98	114	7	145	<b>HIGH GEAR</b> NEIL LARSEN (Horizon/A&M SP-738)	7.98	147	8
112	<b>BOMBS AWAY DREAM BABIES</b> JOHN STEWART (RSO RS-1-3051)	7.98	88	21	146	<b>SUZI . . . AND OTHER FOUR LETTER WORDS</b> SUZI OUATRO (RSO RS-1-3064)	7.98	—	1
113	<b>MISTRESS</b> (RSO RS-1-3059)	7.98	124	5	147	<b>JUST A GAME</b> TRIUMPH (RCA AFL 1-3224)	7.98	118	24
114	<b>COMMUNIQUE</b> DIRE STRAITS (Warner Bros. HS 3330)	8.98	89	15	148	<b>LA DIVA</b> ARETHA FRANKLIN (Atlantic SD 19248)	7.98	—	1
115	<b>GOMM WITH THE WIND</b> IAN GOMM (Stiff/Epic JE 36103)	7.98	119	8	149	<b>MOLLY HATCHET</b> (Epic JE 35347)	7.98	143	34
116	<b>FLAG</b> JAMES TAYLOR (Columbia FC 36058)	8.98	107	22	150	<b>STRANGER IN TOWN</b> BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11698)	7.98	154	72
117	<b>DON'T LET GO</b> ISAAC HAYES (Polydor PD-1-6224)	7.98	135	4	151	<b>DIALOGUE</b> MICHAEL JOHNSON (EMI America SW 17010)	7.98	158	5
118	<b>THE GLOW</b> BONNIE RAITT (Warner Bros. HS 3369)	8.98	—	1	152	<b>A SONG FOR THE CHILDREN</b> LONNIE LISTON SMITH (Columbia JC 36141)	7.98	157	3
119	<b>2 HOT!</b> PEACHES & HERB (MVP/Polydor PD-1-6172)	7.98	101	44	153	<b>ROCK ON</b> RAYDIO (Arista AB 4212)	7.98	97	25
120	<b>NIGHTOUT</b> ELLEN FOLEY (Epic JE 36052)	7.98	123	6	154	<b>SOONER OR LATER</b> REX SMITH (Columbia JC 35813)	7.98	130	26
121	<b>REPLICAS</b> GARY NUMAN & TUBEWAY ARMY (Atco SD 38-117)	7.98	125	7	155	<b>AIRPLAY</b> POINT BLANK (MCA 3160)	7.98	160	8
122	<b>AN EVENING OF MAGIC</b> CHUCK MANGIONE (A&M SP-6701)	13.98	96	14	156	<b>MUSE</b> GRACE JONES (Island ILPS 9538)	7.98	159	7
123	<b>1</b> GAMMA (Elektra 6E-219)	7.98	129	5	157	<b>CANDY</b> CON FUNK SHUN (Mercury SRM 1-3754)	7.98	113	21
124	<b>SWITCH II</b> (Gordy/Motown G7-988RI)	7.98	93	21	158	<b>JUST FOR THE RECORD</b> BARBARA MANDRELL (MCA 3165)	7.98	165	4
125	<b>GREASE</b> VARIOUS ARTISTS (RSO 2-4002)	12.98	122	73	159	<b>YACHTS</b> (Radar/Polydor PD-1-6220)	7.98	—	1
126	<b>TOP PRIORITY</b> RORY GALLAGHER (Chrysalis CHR 1235)	7.98	142	3	160	<b>INFINITE RIDER ON THE BIG DOGMA</b> MICHAEL NESMITH (Pacific Arts PAC7-130)	7.98	162	15
127	<b>WHERE THERE'S SMOKE</b> SMOKEY ROBINSON (Tania/Motown T7-366R1)	7.98	134	16	161	<b>AMERICAN BOY &amp; GIRL</b> GARLAND JEFFREYS (A&M SP-4778)	7.98	167	6
128	<b>MIRRORS</b> BLUE OYSTER CULT (Columbia JC 36009)	7.98	102	14	162	<b>INFINITY</b> JOURNEY (Columbia JC 34912)	7.98	169	3
129	<b>NIGHT</b> (Planet P-2)	7.98	132	10	163	<b>MAUREEN McGOVERN</b> (Warner/Curb BSK 3327)	7.98	171	5
130	<b>SHOT THROUGH THE HEART</b> JENNIFER WARNES (Arista AB 4117)	7.98	145	7	164	<b>52ND STREET</b> BILLY JOEL (Columbia FC 35609)	8.98	140	50
131	<b>BORN TO BE ALIVE</b> PATRICK HERNANDEZ (Columbia JC 36100)	7.98	138	9	165	<b>THE JONES GIRLS</b> (Phila. Int'l./CBS JZ 34557)	7.98	155	19
132	<b>CAROLYN MAS</b> (Mercury SRM 1-3783)	7.98	144	7	166	<b>STREET LIGHT SHINE</b> THE SHIRTS (Capitol ST-11986)	7.98	172	4
133	<b>MISS THE MISSISSIPPI</b> CRYSTAL GAYLE (Columbia JC 36202)	7.98	—	1	167	<b>DO IT ALL</b> MICHAEL HENDERSON (Buddah/Arista BDS 5719)	7.98	131	12
134	<b>FIVE SPECIAL</b> (Elektra 6E-206)	7.98	127	11					

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Night At Studio 54	33	Daniels, Charlie	16	Jennings, Waylon	59	Martin, Steve	95	Oueen	140	Supertramp	6,185
Abba	52	Dire Straits	114	Jethro Tull	62	Mas, Carolyn	132	Rabbitt, Eddie	142	Switch	124
AC/DC	78	Dirt Band	177	Joel, Billy	164,176	Mass Production	98	Rafferty, Gerry	86	Talking Heads	31
Ashford & Simpson	19	Doobie Bros.	54	Johansen, David	197	Mayfield, Curtis	68	Rainbow	89	Taylor, James	116
Atlanta Rhythm Section	63	Dr. Hook	198	John, Robert	73	McGovern, Maureen	163	Ratt, Bonnie	118	Thorogood, George	84
B-52's	67	Dylan, Bob	5	Johnson, Michael	151	Midler, Bette	87	Ravan, Genya	172	Thorpe, Billy	83
Bad Company	46	Earth, Wind & Fire	10	Johnston, Tom	143	Mills, Stephanie	29	Raydio	153	Travers, Pat	43
Bee Gees	61	Edmunds, Dave	76	Joli, France	56	Mistress	113	Records	50	Triumph	147
Benetar, Pat	180	Electric Light Orchestra	18	Jones Girls	165	Mitchell, Joni	96	REO Speedwagon	38	Van Halen	45,80
Blackfoot	82	Fatback	101	Jones, Grace	156	Molly Hatchet	44,149	Riperton, Minnie	105	Village People	195
Blondie	77	Fiedler, Arthur	107	Jones, Rickie Lee	47	Morrison, Van	34	Robinson, Smokey	127	Warnes, Jennifer	130
Blue Oyster Cult	128	Five Special	134	Journey	24,162	Motels	182	Rogers, Kenny	36,48	Warwick, Dionne	15
Blue Steel	178	Foley, Ellen	120	Judas Priest	78	Nelson, Willie & Russell, Leon	183	Rogers, Kenny & West, Dottie	175	Weather Report	99
Bonoff, Karla	71	Foreigner	8	Kansas	92	Nesmith, Michael	160	Rose Royce	69	Werner, David	93
Brand X	190	Franklin, Aretha	148	K.C. & Sunshine Band	110	Newman, Randy	79	Ross, Diana	25	Who, The	57
Buffett, Jimmy	12	GO	49	Kihn, Greg, Band	199	Night	129	Ruffin, David	181	Williams, Robin	22
Cale, J.J.	108	Gallagher, Rory	126	King B.B.	88	Nightingale, Maxine	72	Russell, Brenda	106	Wilson, Mary	194
Cameo	75	Gamma	123	Kinks	39	1994	186	Sad Cafe	109	Wings	65
Cars	7,30	Gayle, Crystal	133	Kiss	42	Numan, Gary	121	Scorpions	60	Yachts	159
Chapin, Harry	179	Goffin, Louise	102	Klugh, Earl	200	O'Jays	20	Seeger, Bob	150	Yipes!	195
Charlie	64	Golden Earring	184	Knack	2	Palmer, Robert	27	Shirts	166	Young, Neil	14
Cheap Trick	17,32	Gomm, Ian	115	Kool & The Gang	58	Parsons, Alan	23	Shoes	170	Zappa, Frank	40
Chic	11	Hagar, Sammy	53	Larsen, Neil	145	Peaches & Herb	119	Sinceros	171		
Chicago	51	Hayes, Isaac	117	Led Zeppelin	1	Pendergrass, Teddy	37	Sister Sledge	193		
City Boy	173	Henderson, Michael	167	Loggins, Dave	189	Pleasure	81	Smith, Lonnie Liston	152		
Clarke, Stanley	188	Hernandez, Patrick	131	Lorber, Jeff	111	Pockets	168	Smith, Rex	154		
Commodores	4	Hudson, Al	169	Lowe, Nick	26	Poco	141	Sniff 'N' The Tears	41	<b>SOUNDTRACKS</b>	
Con Funk Shun	157	Hunter, Ian	192	Little River Band	9	Point Blank	155	Souther, J.D.	90	Grease	125
Cooder, Ry	74	Isley Brothers	196	LTD	94	Pointer, Noel	144	Southside Johnny	55	Main Event	100
Coolidge, Rita	135	Jackson, Joe	137	Mandrell, Barbara	158	Pointer Sisters	85	Spyro Gyra	35	More American Graffiti	136
Cougar, John	139	Jackson, Michael	3	Mangione, Chuck	122	Pousette-Dart	191	Stewart, John	112	Muppet Movie	70
Crusaders	21	James, Bob	66	Manilow, Barry	187	Prime, John	104	Styx	91	Saturday Night Fever	138
Curry, Tim	103	Jeffreys, Garland	161	Martin, Moon	97	Ouatro, Suzi	146				

# CASH BOX TOP 100 ALBUMS

October 6, 1979

		Weeks On 9/29 Chart		Weeks On 9/29 Chart		Weeks On 9/29 Chart
<b>1</b>	<b>IN THROUGH THE OUT DOOR</b>	8.98	LED ZEPPELIN (Swan Song SS 16002)	1	5	
<b>2</b>	<b>GET THE KNACK</b>	7.98	THE KNACK (Capitol SO-11948)	2	15	
<b>3</b>	<b>OFF THE WALL</b>	8.98	MICHAEL JACKSON (Epic FE 35745)	3	6	
<b>4</b>	<b>MIDNIGHT MAGIC</b>	8.98	COMMODORES (Motown M8 926M1)	4	8	
<b>5</b>	<b>SLOW TRAIN COMING</b>	8.98	BOB DYLAN (Columbia FC 36120)	6	5	
<b>6</b>	<b>BREAKFAST IN AMERICA</b>	8.98	SUPERTRAMP (A&M SP-3708)	5	28	
<b>7</b>	<b>CANDY-O</b>	8.98	THE CARS (Elektra SE-507)	8	15	
<b>8</b>	<b>HEAD GAMES</b>	8.98	FOREIGNER (Atlantic SD 29999)	18	2	
<b>9</b>	<b>FIRST UNDER THE WIRE</b>	8.98	LITTLE RIVER BAND (Capitol SOO-11954)	10	9	
<b>10</b>	<b>I AM</b>	8.98	EARTH, WIND & FIRE (ARC/Columbia FC-35730)	9	17	
<b>11</b>	<b>RISQUE</b>	8.98	CHIC (Atlantic SD 16003)	7	8	
<b>12</b>	<b>VOLCANO</b>	8.98	JIMMY BUFFETT (MCA-5102)	15	5	
<b>13</b>	<b>BAD GIRLS</b>	13.98	DONNA SUMMER (Casablanca NBLP-2-7150)	13	21	
<b>14</b>	<b>RUST NEVER SLEEPS</b>	8.98	NEIL YOUNG & CRAZY HORSE (Reprise HS 2295)	12	13	
<b>15</b>	<b>DIONNE</b>	7.98	DIONNE WARWICK (Arista AB 4280)	14	19	
<b>16</b>	<b>MILLION MILE REFLECTIONS</b>	7.98	CHARLIE DANIELS BAND (Epic JE-35751)	17	23	
<b>17</b>	<b>DREAM POLICE</b>	8.98	CHEAP TRICK (Epic FE 35773)	—	1	
<b>18</b>	<b>DISCOVERY</b>	8.98	ELECTRIC LIGHT ORCHESTRA (Jet/CBS FZ 35769)	11	16	
<b>19</b>	<b>STAY FREE</b>	8.98	ASHFORD AND SIMPSON (Warner Bros. HS 3357)	16	7	
<b>20</b>	<b>IDENTIFY YOURSELF</b>	8.98	THE O'JAYS (Phila Int'l/CBS FZ 36027)	23	5	
<b>21</b>	<b>STREETLIFE</b>	7.98	CRUSADERS (MCA-3094)	22	19	
<b>22</b>	<b>REALITY... WHAT A CONCEPT</b>	8.98	ROBIN WILLIAMS (Casablanca NBLP 7162)	21	13	
<b>23</b>	<b>EVE</b>	8.98	THE ALAN PARSONS PROJECT (Arista AL 9504)	32	4	
<b>24</b>	<b>EVOLUTION</b>	8.98	JOURNEY (Columbia FC 35797)	25	27	
<b>25</b>	<b>THE BOSS</b>	7.98	DIANA ROSS (Motown M7-923R1)	19	18	
<b>26</b>	<b>LABOUR OF LUST</b>	7.98	NICK LOWE (Columbia JC 36087)	27	15	
<b>27</b>	<b>SECRETS</b>	7.98	ROBERT PALMER (Island ILPS 9544)	20	12	
<b>28</b>	<b>HIGHWAY TO HELL</b>	7.98	AC/DC (Atlantic SD 12944)	31	8	
<b>29</b>	<b>WHAT CHA GONNA DO WITH MY LOVIN'</b>	7.98	STEPHANIE MILLS (20th Century-Fox/RCA T-583)	28	19	
<b>30</b>	<b>THE CARS</b>	7.98	(Elektra 6E 135)	26	68	
<b>31</b>	<b>FEAR OF MUSIC</b>	7.98	TALKING HEADS (Sire SRK 6076)	34	7	
<b>32</b>	<b>CHEAP TRICK AT BUDOKAN</b>	8.98	(Epic FE 35795)	24	33	
<b>33</b>	<b>A NIGHT AT STUDIO 54</b>	13.98	VARIOUS ARTISTS (Casablanca NBLP 2-7161)	29	12	
<b>34</b>	<b>INTO THE MUSIC</b>	8.98	VAN MORRISON (Warner Bros. HS 3390)	39	5	
<b>35</b>	<b>MORNING DANCE</b>	7.98	SPYRO GYRA (Infinity INF-9004)	35	28	
<b>36</b>	<b>KENNY</b>	8.98	KENNY ROGERS (United Artists LWAK-979)	57	2	
<b>37</b>	<b>TEDDY</b>	8.98	TEDDY PENDERGRASS (Phila. Int'l/CBS FZ 36003)	30	16	
<b>38</b>	<b>NINE LIVES</b>	8.98	REO SPEEDWAGON (Epic FE 35988)	38	10	
<b>39</b>	<b>LOW BUDGET</b>	7.98	THE KINKS (Arista AB 4240)	33	12	
<b>40</b>	<b>JOE'S GARAGE — ACT 1</b>	7.98	FRANK ZAPPA (Zappa/Mercury SRZ-1-1603)	51	4	
<b>41</b>	<b>FICKLE HEART</b>	7.98	SMIFF 'N' THE TEARS (Atlantic SD 19242)	42	13	
<b>42</b>	<b>DYNASTY</b>	8.98	KISS (Casablanca NBLP-7152)	36	17	
<b>43</b>	<b>GO FOR WHAT YOU KNOW</b>	7.98	PAT TRAVERS BAND (Polydor PD-1-6202)	41	13	
<b>44</b>	<b>FLIRTIN' WITH DISASTER</b>	7.98	MOLLY HATCHET (Epic JE 36110)	72	2	
<b>45</b>	<b>VAN HALEN II</b>	8.98	VAN HALEN (Warner Bros. HS 3312)	43	26	
<b>46</b>	<b>DESOLATION ANGELS</b>	7.98	BAD COMPANY (Swan Song SS 8506)	45	29	
<b>47</b>	<b>RICKIE LEE JONES</b>	7.98	(Warner Bros. BSK 3290)	37	28	
<b>48</b>	<b>THE GAMBLER</b>	7.98	KENNY ROGERS (United Artists UA-LA-934)	47	43	
<b>49</b>	<b>DISCO NIGHTS</b>	7.98	G. O. (Arista AB 4225)	50	28	
<b>50</b>	<b>THE RECORDS</b>	7.98	(Virgin/Atlantic VA 13130)	53	9	
<b>51</b>	<b>CHICAGO 13</b>	8.98	CHICAGO (Columbia FC 36105)	40	6	
<b>52</b>	<b>VOULEZ-VOUS</b>	8.98	ABBA (Atlantic SD 16000)	49	15	
<b>53</b>	<b>STREET MACHINE</b>	7.98	SAMMY HAGAR (Capitol ST 11983)	60	6	
<b>54</b>	<b>MINUTE BY MINUTE</b>	8.98	THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	55	42	
<b>55</b>	<b>THE JUKES</b>	7.98	SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury SRM-1-3793)	52	9	
<b>56</b>	<b>FRANCE JOLI</b>	7.98	(Prelude PRL 12170)	68	8	
<b>57</b>	<b>THE KIDS ARE ALRIGHT</b>	11.98	THE WHO (MCA-2-11005)	44	15	
<b>58</b>	<b>LADIES' NIGHT</b>	7.98	KOOL AND THE GANG (Delite/Mercury DSR-9513)	77	4	
<b>59</b>	<b>GREATEST HITS</b>	7.98	WAYLON JENNINGS (RCA AHL 1-3378)	59	24	
<b>60</b>	<b>LOVEDRIVE</b>	7.98	SCORPIONS (Mercury SRM-1-3795)	62	13	
<b>61</b>	<b>SPIRITS HAVING FLOWN</b>	8.98	THE BEE GEES (RSO RS 1-3041)	58	34	
<b>62</b>	<b>STORMWATCH</b>	7.98	JETHRO TULL (Chrysalis CHR 1238)	—	1	
<b>63</b>	<b>UNDERDOG</b>	8.98	ATLANTA RHYTHM SECTION (Polydor PD-16200)	64	17	
<b>64</b>	<b>FIGHT DIRTY</b>	7.98	CHARLIE (Arista AB 4239)	65	7	
<b>65</b>	<b>BACK TO THE EGG</b>	8.98	WINGS (Columbia FC 36057)	56	15	
<b>66</b>	<b>LUCKY SEVEN</b>	7.98	BOB JAMES (Tappan Zee/Columbia JC 36056)	54	9	
<b>67</b>	<b>THE B-52S</b>	7.98	(Warner Bros. BSK 3355)	49	11	
<b>68</b>	<b>HEARTBEAT</b>	7.98	CURTIS MAYFIELD (Curton/RSO-1-3053)	71	11	
<b>69</b>	<b>RAINBOW CONNECTION</b>	8.98	ROSE ROYCE (Whitfield/Warner Bros. WHS 3387)	70	5	
<b>70</b>	<b>THE MUPPET MOVIE</b>	8.98	ORIGINAL SOUNDTRACK (Atlantic SD 16001)	75	11	
<b>71</b>	<b>RESTLESS NIGHTS</b>	7.98	KARLA BONOFF (Columbia JC 35799)	103	3	
<b>72</b>	<b>LEAD ME ON</b>	7.98	MAXINE NIGHTINGALE (Windsong/RCA BXL 13401)	73	9	
<b>73</b>	<b>ROBERT JOHN</b>	7.98	(EMI/America SW 17007)	81	7	
<b>74</b>	<b>BOP TILL YOU DROP</b>	7.98	RY COODER (Warner Bros. BSK 3358)	63	11	
<b>75</b>	<b>SECRET OMEN</b>	7.98	CAMEO (Cholate City/Casablanca CCLP 2008)	48	13	
<b>76</b>	<b>REPEAT WHEN NECESSARY</b>	7.98	DAVE EDMUNDS (Swan Song SS 8507)	61	11	
<b>77</b>	<b>PARALLEL LINES</b>	7.98	BLONDIE (Chrysalis CHR 1192)	66	55	
<b>78</b>	<b>UNLEASHED IN THE EAST</b>	7.98	JUDAS PRIEST (Columbia JC 36179)	116	2	
<b>79</b>	<b>BORN AGAIN</b>	8.98	RANDY NEWMAN (Warner Bros. HS-3346)	46	7	
<b>80</b>	<b>VAN HALEN</b>	7.98	(Warner Bros. BSK 3075)	78	85	
<b>81</b>	<b>FUTURE NOW</b>	7.98	PLEASURE (Fantasy F-9578)	84	10	
<b>82</b>	<b>STRIKES</b>	7.98	BLACKFOOT (Atco SD 38-112)	74	27	
<b>83</b>	<b>CHILDREN OF THE SUN</b>	7.98	BILLY THORPE (Polydor PD-1-6228)	67	23	
<b>84</b>	<b>BETTER THAN THE REST</b>	7.98	GEORGE THOROGOOD AND THE DESTROYERS (MCA-3091)	85	7	
<b>85</b>	<b>PRIORITY</b>	8.98	POINTER SISTERS (Planet P-9003)	94	4	
<b>86</b>	<b>NIGHT OWL</b>	7.98	GERRY RAFFERTY (United Artists UA-LA-958-1)	87	18	
<b>87</b>	<b>THIGHS AND WHISPERS</b>	8.98	BETTE MIDLER (Atlantic SD 16004)	108	4	
<b>88</b>	<b>TAKE IT HOME</b>	7.98	B B KING (MCA-3151)	90	7	
<b>89</b>	<b>DOWN TO EARTH</b>	7.98	RAINBOW (Polydor PD-1-6221)	76	8	
<b>90</b>	<b>YOU'RE ONLY LONELY</b>	7.98	J.D. SOUTHER (Columbia JC 36093)	98	4	
<b>91</b>	<b>PIECES OF EIGHT</b>	7.98	STYX (A&M SP 4724)	86	54	
<b>92</b>	<b>MONOLITH</b>	8.98	KANSAS (Kirshner/CBS FZ 36008)	80	9	
<b>93</b>	<b>DAVID WERNER</b>	7.98	(Epic JE 36126)	95	9	
<b>94</b>	<b>DEVOTION</b>	7.98	LTD (A&M SP-4771)	82	15	
<b>95</b>	<b>COMEDY IS NOT PRETTY</b>	8.98	STEVE MARTIN (Warner Bros. HS 3392)	—	1	
<b>96</b>	<b>MINGUS</b>	8.98	JONI MITCHELL (Elektra 5E-505)	79	15	
<b>97</b>	<b>ESCAPE FROM DOMINATION</b>	7.98	MOON MARTIN (Capitol ST-11933)	106	10	
<b>98</b>	<b>IN THE PUREST FORM</b>	7.98	MASS PRODUCTION (Cotillion/Atlantic SD 5211)	83	25	
<b>99</b>	<b>8:30</b>	13.98	WEATHER REPORT (ARC/Columbia PC2 36030)	128	2	
<b>100</b>	<b>THE MAIN EVENT</b>	8.98	ORIGINAL SOUNDTRACK (Columbia JS 36115)	92	14	