

CASH BOX

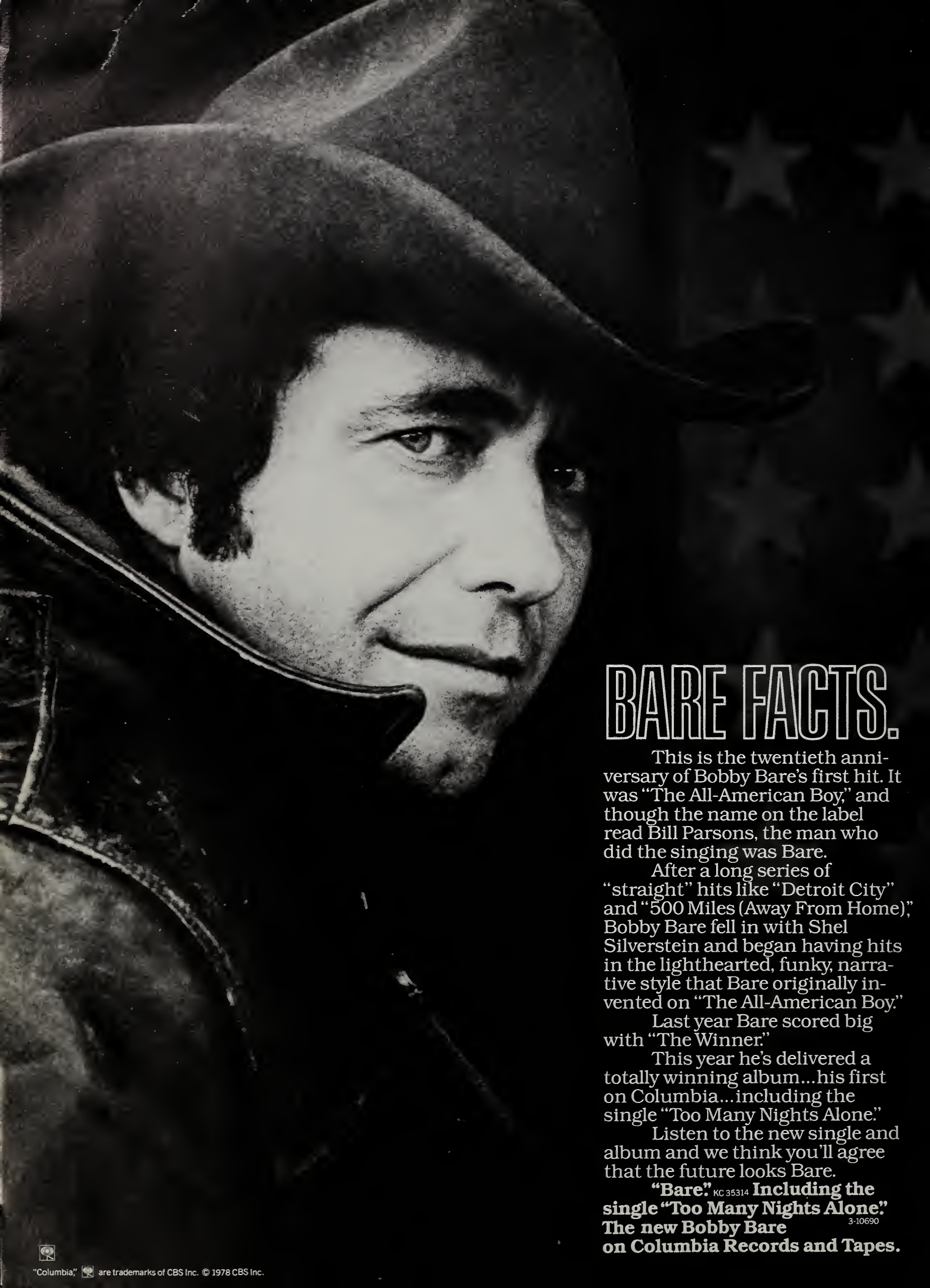
April 1, 1978

NEWSPAPER

\$1.75



ABBA



BARE FACTS.

This is the twentieth anniversary of Bobby Bare's first hit. It was "The All-American Boy," and though the name on the label read Bill Parsons, the man who did the singing was Bare.

After a long series of "straight" hits like "Detroit City" and "500 Miles (Away From Home)," Bobby Bare fell in with Shel Silverstein and began having hits in the lighthearted, funky, narrative style that Bare originally invented on "The All-American Boy."

Last year Bare scored big with "The Winner."

This year he's delivered a totally winning album...his first on Columbia...including the single "Too Many Nights Alone."

Listen to the new single and album and we think you'll agree that the future looks Bare.

"Bare!"^{KC 35314} Including the single "Too Many Nights Alone." The new Bobby Bare on Columbia Records and Tapes.

3-10690



CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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EDITORIAL

Back To The Basics

Clive Davis' keynote address at the recent NARM convention contained a number of controversial statements that still have the industry buzzing. However, to dwell only on the controversies is a mistake because the crux of Davis' speech concerned something more urgent — a genuine crisis that threatens the creative nature of the music industry.

Here's how the Arista Records president put it:

"A crisis is upon us and the warning signals are all around us. In a single word, our problem is bigness . . . Records are ordered less often by instinct, more frequently by computer. The product that gets radio exposure is decided upon by music research firms or a variety of other computerized research. The modern statistical approach is gaining precedence over human creativity . . . What happens is the computer, the inventory number, the common denominator takes over the heart, the beat, the rhythm, the melody, and the music stops. We are in the arts and

we cannot afford for the human element to be missing."

During the convention the president of a major record company told **Cash Box** that he didn't have to spend millions of dollars to purchase a major artist because he had enough confidence in himself and his staff to develop his own superstars. "If I didn't have this kind of belief in myself and my staff," he said, "then I wouldn't deserve to be in the position I'm in."

This is the outlook that should prevail at the top corporate level. Computers are incapable of replacing the brain, the ear, our instinct or any emotions.

We are an industry of individuals working with one of the most creative art forms in the world. We should be proud of it and work as hard as we can to perpetuate the universal art form known as recorded music.


Mel Albert

NEWS HIGHLIGHTS

- 20th NARM Convention stresses need for industry-wide cooperation.
- WCI music market survey dispels myths about record buyers.
- BMI and colleges reach licensing agreement.
- MCA Records announces mid-line price album series.
- Polydor president Fred Haayen discusses his new role.

TOP POP DEBUTS

SINGLES	65 YOU'RE THE ONE I WANT — Olivia Newton-John/John Travolta — RSO
ALBUMS	63 CHAMPAGNE JAM — Atlanta Rhythm Section — Polydor

POP SINGLE	NUMBER ONES	POP ALBUM
NIGHT FEVER Bee Gees — RSO		SATURDAY NIGHT FEVER Bee Gees & Various Artists RSO
R&B SINGLE		R&B ALBUM
FLASH LIGHT Parliament — Casablanca		WEEKEND IN L.A. George Benson — WB
COUNTRY SINGLE		COUNTRY ALBUM
READY FOR THE TIMES TO GET BETTER Crystal Gayle — UA		WAYLON & WILLIE Waylon and Willie — RCA
JAZZ		GOSPEL
WEEKEND IN L.A. George Benson — WB		LIVE AT CARNEGIE HALL James Cleveland — Savoy

Crystal Gayle

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CASH BOX TOP 100 SINGLES

April 1, 1978

Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart				
			3/25	3/18				3/25	3/18				3/25	3/18			
1	NIGHT FEVER	BEE GEES (RSO 889) WB	1	4	9	36	IMAGINARY LOVER	ATLANTA RHYTHM SECTION (Polydor 14459) CPP	46	56	5	67	(THEME FROM) CLOSE ENCOUNTERS	JOHN WILLIAMS (Arista 0300) CPP	52	35	15
2	CAN'T SMILE WITHOUT YOU	BARRY MANILOW (Arista 0305) WB	5	11	9	37	DISCO INFERNO	THE TRAMMPS (Atlantic 3389) CPP	42	50	8	68	SITTING IN LIMBO	DON BROWN (First American 102) WB	73	81	4
3	LAY DOWN SALLY	ERIC CLAPTON (RSO 886) WB	4	5	14	38	I'M GONNA TAKE CARE OF EVERYTHING	RUBICON (20th TC-2362) CPP	43	51	7	69	THAT'S YOUR SECRET	SEA LEVEL (Capricorn CPS-0287) WB	78	88	5
4	STAYIN' ALIVE	BEE GEES (RSO 885) WB	3	4	17	39	JUST THE WAY YOU ARE	BILLY JOEL (Columbia 3-10646) AB/B	29	24	21	70	DON'T COST YOU NOTHING	ASHFORD & SIMPSON (Warner Bros. 8519) CPP	74	82	3
5	EMOTION	SAMANTHA SANG (Private Stock 45-178) WB	2	2	21	40	WONDERFUL WORLD	ART GARFUNKEL WITH JAMES TAYLOR & PAUL SIMON (Columbia 3-10676) CPP	30	15	11	71	WE ARE THE CHAMPIONS	QUEEN (Elektra E-45441) CPP	47	37	18
6	THUNDER ISLAND	JAY FERGUSON (Asylum 45444) WB	8	10	16	41	FANTASY	EARTH, WIND & FIRE (Columbia 3-10688) ALM	45	52	6	72	BOMBS AWAY	BOB WEIR (Arista 0315) WB	80	—	2
7	I GO CRAZY	PAUL DAVIS (Bang B-733) WB	7	8	28	42	THE WAY YOU DO THE THINGS YOU DO	RITA COOLIDGE (A&M 2004) CPP	31	18	11	73	DANCE WITH ME	PETER BROWN (Drive/TK 6269) CPP	82	90	3
8	JACK AND JILL	RAYDIO (Arista 0283) CPP	10	12	15	43	LOVE IS LIKE OXYGEN	SWEET (Capitol 4549) WB	50	60	6	74	READY FOR THE TIMES TO GET BETTER	CRYSTAL GAYLE (UA 1136) B-3	79	85	7
9	IF I CAN'T HAVE YOU	YVONNE ELLIMAN (RSO 884) WB	11	14	9	44	IT'S YOU THAT I NEED	ENCHANTMENT (Roadshow/UA 19370) CPP	36	39	9	75	DANCE, DANCE, DANCE	CHIC (Atlantic 3435) WB	53	36	22
10	DUST IN THE WIND	KANSAS (Kirshner ZS8-4274) WB	12	13	10	45	SWEET, SWEET SMILE	THE CARPENTERS (A&M 2008) ALM	48	53	9	76	MAKE YOU FEEL LOVE AGAIN	WET WILLIE (Epic 8-50528)	—	—	1
11	SOMETIMES WHEN WE TOUCH	DAN HILL (20th Century 2355) WB	6	6	18	46	PEG	STEELY DAN (ABC 12320) CPP	35	34	18	77	DO YOU BELIEVE IN MAGIC	SHAUN CASSIDY (Warner Bros. 8533) CPP	86	—	2
12	FALLING	LeBLANC & CARR (Big Tree 16100) CPP	13	11	24	47	HAPPY ANNIVERSARY	LITTLE RIVER BAND (Capitol 4524) WB	41	22	16	78	I LOVE MY MUSIC	WILD CHERRY (Epic 8-50500)	83	87	4
13	ALWAYS AND FOREVER	HEATWAVE (Epic 8-50490) ALM	15	17	15	48	MAMAS DON'T LET YOUR BABIES GROW UP TO BE COWBOYS	WAYLON JENNINGS & WILLIE NELSON (RCA PB 11198) CPP	44	47	8	79	TWO OUT OF THREE AIN'T BAD	MEAT LOAF (Cleve. Intl./Epic 8-50513) BEL/MCA	85	—	2
14	RUNNING ON EMPTY	JACKSON BROWNE (Asylum E-45460) WB	20	23	8	49	WITH A LITTLE LUCK	WINGS (Capitol 4559) B-3	64	—	2	80	(I WILL BE YOUR) SHADOW IN THE STREET	ALLAN CLARKE (Atlantic 3459) ALM	89	—	2
15	EBONY EYES	BOB WELCH (Capitol 4543) CPP	17	20	10	50	LET'S ALL CHANT	THE MICHAEL ZAGER BAND (Private Stock 184) CPP	54	63	7	81	EVERY KINDA PEOPLE	ROBERT PALMER (Island 100) WB	90	—	2
16	GOOD-BYE GIRL	DAVID GATES (Elektra 45450) WB	18	19	17	51	TWO DOORS DOWN	DOLLY PARTON (RCA JH-11240) CPP	60	75	6	82	YOUR LOVE IS SO GOOD FOR ME	DIANA ROSS (Motown 1436F) CPP	87	92	5
17	OUR LOVE	NATALIE COLE (Capitol 4059) CH	19	21	11	52	THIS TIME I'M IN IT FOR LOVE	PLAYER (RSO 890) CPP	61	73	4	83	WHEEL IN THE SKY	JOURNEY (Columbia 3-10700)	—	—	1
18	THANK YOU FOR BEING A FRIEND	ANDREW GOLD (Asylum E-45456) CPP	25	30	8	53	ROCKET RIDE	KISS (Casablanca NB 915) ALM	59	64	5	84	YOU'LL LOVE AGAIN	HOTEL (Mercury 73979) ALM	84	89	5
19	FLASHLIGHT	PARLIAMENT (Casablanca NB 909) ALM	21	29	8	54	MORE THAN A WOMAN	TAVARES (Capitol 4500) WB	63	72	7	85	KINGS AND QUEENS	AEROSMITH (Columbia 3-10699) WB	88	91	3
20	BEFORE MY HEART FINDS OUT	GENE COTTON (Ariola 7675) CH	22	25	12	55	MOVIN' OUT (ANTHONY'S SONG)	BILLY JOEL (Columbia 3-10708) AB/B	70	84	3	86	MAMA LET HIM PLAY	DOUCETTE (Mushroom 7030)	—	—	1
21	LADY LOVE	LOU RAWLS (Phila. Intl./CBS 3634) AB/B	23	28	11	56	ON BROADWAY	GEORGE BENSON (Warner Bros. 8542) CPP	66	80	3	87	DEACON BLUES	STEELY DAN (ABC AB 12355) CPP	—	—	1
22	(LOVE IS) THICKER THAN WATER	ANDY GIBB (RSO RS 883) WB	9	3	22	57	YOU REALLY GOT ME	VAN HALEN (Warner Bros. 8515) CPP	49	44	11	88	A LOVER'S QUESTION	JACKY WARD (Mercury 55018) B-3	91	94	5
23	WE'LL NEVER HAVE TO SAY GOODBYE AGAIN	ENGLAND DAN & JOHN FORD COLEY (Big Tree 16110) B-3	27	32	5	58	POOR, POOR PITIFUL ME	LINDA RONSTADT (Elektra E-45462) WB	51	26	10	89	AM I LOSING YOU	MANHATTANS (Columbia 3-10674)	92	97	3
24	WHICH WAY IS UP	STARGARD (MCA 40825) WB	24	27	12	59	LET ME PARTY WITH YOU (PART 1) (PARTY, PARTY, PARTY)	BUNNY SIGLER (Gold Mind 4008) CPP	62	71	4	90	NEVER GET ENOUGH OF YOUR LOVE	L.T.D. (A&M 2005) B-3	93	98	3
25	HOT LEGS	ROD STEWART (Warner Bros. 8535) WB	26	31	8	60	WEREWOLVES OF LONDON	WARREN ZEVON (Elektra 45472)	75	—	2	91	MUSIC, HARMONY & RHYTHM	BROOKLYN DREAMS (Millennium 610) ALM	97	—	2
26	SWEET TALKIN' WOMAN	ELECTRIC LIGHT ORCHESTRA (UA/Jet XW 1145) B-3	28	33	7	61	TOO MUCH, TOO LITTLE, TOO LATE	JOHNNY MATHIS/DENICE WILLIAMS (Columbia 3-10693) WB	71	84	3	92	WALK RIGHT BACK	ANNE MURRAY (Capitol 4527) WB	95	—	2
27	COUNT ON ME	JEFFERSON STARSHIP (Grunt JH-11196) CPP	32	55	4	62	BOOTZILLA	BOOTSYS'S RUBBER BAND (Warner Bros. 8512) CPP	67	78	5	93	LITTLE ONE	CHICAGO (Columbia 3-10683) CPP	98	59	7
28	THE CLOSER I GET TO YOU	ROBERTA FLACK & DONNY HATHAWAY (Atlantic 3463) HAN	33	41	8	63	REACHING FOR THE SKY	PEABO BRYSON (Capitol 4522) WB	69	79	5	94	DANCE ACROSS THE FLOOR	JIMMY "BO" HORNE (Sunshine Sound 1003)	—	—	1
29	WHAT'S YOUR NAME	LYNYRD SKYNYRD (MCA 40819) BEL/MCA	14	9	23	64	WATCHING THE DETECTIVES/ALISON	ELVIS COSTELLO (Columbia 3-10696)	68	74	4	95	I CAN'T STAND THE RAIN	ERUPTION (Ariola 7686)	—	—	1
30	FOOLING YOURSELF	STYX (A&M 2007) ALM	39	46	8	65	YOU'RE THE ONE I WANT	OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (RSO 891)	—	—	1	96	DOWN THE ROAD	BTO (Phonogram/Mercury 73987)	—	—	1
31	THE NAME OF THE GAME	ABBA (Atlantic 3449) B-3/IMM	16	16	15	66	IT'S A HEARTACHE	BONNIE TYLER (RCA PB-11249)	76	—	2	97	HOW DEEP IS YOUR LOVE	BEE GEES (RSO 882) WB	56	49	27
32	BABY HOLD ON	EDDIE MONEY (Columbia 3-10663) ALM	38	43	10						98	SHORT PEOPLE	RANDY NEWMAN (Warner Bros. WBS 8492) ALM	55	38	21	
33	BOOGIE SHOES	KC & THE SUNSHINE BAND (TK 1025) CPP	34	40	9						99	BABY COME BACK	PLAYER (RSO 879) CPP	58	54	27	
34	THE CIRCLE IS SMALL	GORDON LIGHTFOOT (WBS 8518) WB	37	42	8						100	RUMOUR HAS IT	DONNA SUMMER (Casablanca 916) ALM	72	77	4	
35	FEELS SO GOOD	CHUCK MANGIONE (A&M 2001) BB	40	45	10												

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Lover's (Eden Music/Progressive Music — BMI)	88	Every Kinda (Island/Restless — BMI)	12	Love Is Like (Sweet/W.B. — ASCAP)	43	That's Your (Stoned Individual — BMI)	69
Always (Almo/Rondor — ASCAP)	13	Falling (Carrhern — BMI)	12	Love Is (Stigwood/Gibb/Unichappell — BMI)	22	The Circle (Moose Music — CAPAC)	34
Am I Losing (Sumack/Scorpion — BMI)	89	Fantasy (Saggittire Music — BMI)	41	Make You (Muscle Shoals — BMI)	76	The Closer (Scarab/Ensign — BMI)	28
Anyway You (Rock Steady/S)	99	Feels So Good (Gates — BMI)	35	Mama Let Him (Andora Music — ASCAP)	86	The Name Of (Countless Songs — BMI)	31
Baby Come Back (Touch Of Gold/Crowbeck/Stigwood — BMI)	99	Flashlight (Ricks/Maldiz — BMI)	19	Mamas (Tree/Sugarplum — BMI)	48	The Way You Do (Jobete — ASCAP)	42
Baby Hold On (GRA-Jonca — BMI)	32	Fooling Yourself (Almo/Stygian Songs — ASCAP)	30	More Than (Stigwood/Unichappell — BMI)	54	This Time (House Of Gold/Windchime — BMI)	52
Before My Heart (Sailmaker/Chappell — ASCAP)	20	Good-bye Girl (WB-Kipa Hulu — ASCAP)	16	Movin' Out (Joelsongs — BMI)	55	Thunder Island (Painless Music — BMI)	6
Bombs Away (Ice Nine — BMI)	72	Happy Anniversary (Australian Tumbleweed — BMI)	47	Music, Harmony (Starrin Pub./Rick's — BMI)	91	Too Much (Homewood House — BMI)	61
Boogie Shoes (Shellyn — BMI)	33	Hot Legs (Riva Music — ASCAP)	25	Never Get (Blendingwell — ASCAP)	90	Two Doors (Velvet Apple — BMI)	51
Bootzilla (Rubber Band — BMI)	62	How Deep Is (Stigwood/Unichappell — BMI)	97	Night Fever (Stigwood/Unichappell — BMI)	1	Two Out (Edward B. Marks/Neverland — BMI)	79
Can't Smile (Dick James — BMI)	2	I Can't (Burlington — BMI)	95	On Broadway (Screen Gems — BMI)	56	Walk Right (Warner-Tamerlane — BMI)	92
Close Encounters (Gold/Hirom — BMI)	67	If I Can't (Stigwood/Unichappell — BMI)	9	Our Love (Jay Enterprises/Chappell — ASCAP)	17	Watching The (Plangent Vision — BMI)	64
Count On (Bright Moments/Diamond Back — BMI)	27	I Go Crazy (Web IV — BMI)	7	Peg (ABC/Dunhill — BMI)	46	We Are The (Queen Music Ltd.)	71
Dance Across (Sherlyn/Harrick — BMI)	94	I Love (Bema/RWP — ASCAP)	78	Poor, Poor (Warner Tamerlane/Darkroom — BMI)	58	We'll Never Have (Dawnbreaker Music — BMI)	23
Dance, Dance, Dance (Cotillion/Kreimer — BMI)	75	I Will Be (ATV/Sasha Songs/Irving — BMI)	80	Reaching For (WB-PB — ASCAP)	63	Warewolves (Polite — ASCAP/Zevon — BMI)	60
Dance With (Sherlyn/Decibel — BMI)	73	Imaginary Lover (Low Sal — BMI)	36	Ready For The (Aunt Polly — BMI)	74	What's Your Name (Duchess/Get Loose — BMI)	29
Deacon Blues (ABC/Dunhill — ASCAP)	87	I'm Gonna (Fox Fanfare/Mocidor — BMI)	38	Rocket Ride (Kiss/Kick-A-Rock/Steady — ASCAP)	53	Wheel In The (Weed High Nightmare — BMI)	83
Disco (Six Strings/Golden Fleece — BMI)	37	It's A (Pi-Gem — BMI)	66	Rumour Has (Ricks/Say Yes — BMI)	100	Which Way (Warner-Tamerlane/May Twelfth/Dutchess — BMI)	24
Don't Cost (Nick-O-Val — ASCAP)	70	It's You That (Desert Moon/Willow Girl — BMI)	44	Running On (Swallow Turn — ASCAP)	14	With A (MPL Comm./ATV — BMI)	49
Down The Road (Overhaul/Turnup — PRO)	96	Jack And Jill (Radiola — ASCAP)	8	Short People (High Tree — BMI)	98	Wonderful World (Kags — BMI)	40
Do You (Hudson Bay — BMI)	77	Just The Way (Joelsongs — BMI)	39	Sitting In (Island — BMI)	68	You'll Love (Blair/Hotel — BMI)	84
Dust In The Wind (Don Kirshner — BMI)	10	Kings And (Daksel/Sing & Dance — BMI)	85	Sometimes (Weiback — ASCAP/ATV/Mann & Weil — BMI)	11	You Really Got (Jay Boy — BMI)	57
Ebony Eyes (Glenwood/Cigar — ASCAP)	15	Lady Love (Mighty Three — BMI)	21	Stayin' Alive (Stigwood/Unichappell — BMI)	4	You're The One	
Emotion (Barry Gibb/Flamm/Stigwood/Unichappell — BMI)	5	Lay Down Sally (Stigwood/Unichappell — BMI)	3	Sweet, Sweet (Sterling/Ardison Street — ASCAP)	45	(Stigwood/John Farrar/Ensign Music — BMI)	65
		Let Me (Lucky Three/Henry Suway — BMI)	59	Sweet Talkin' (Unart — BMI)	26	Your Love (Porchester/Seits — BMI)	82
		Let's All Chant (Sumac Music — BMI)	50	Thank You (Luckyu/Special Songs — BMI)	18		
		Little One (Balloon Head/Big Eye — ASCAP)	93				

**1959. NEW YORK CITY.
A DISC JOCKEY NAMED ALAN FREED.
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THEY COULD STOP THE SHOW.
BUT THEY COULD NEVER STOP ROCK 'N' ROLL.**



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E-45472



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Engineered by Greg Lodanyi

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CASH BOX NEWS

Cooperation Is Key To NARM's Success

by Ken Terry

NEW ORLEANS — The 20th Annual Convention of the National Association of Record Merchandisers was marked by an unusual amount of cooperation between record merchandisers and their suppliers, despite recent wholesale price changes that have upset many retailers (**Cash Box**, March 18).

An example of this cooperation was the decisions by CBS and WEA to apply for bar coding numbers, which were announced at the convention (see accompanying story). Rack jobbers, who had long been in favor of bar coding to complement their computer systems, were delighted by the decision; and pressure from retailers and distributors also apparently played a part in the manufacturers' move.

The jam-packed NARM schedule included seminars on advertising, merchandising, bar-coding and radio, among others. In addition, WCI representatives presented the results of a comprehensive study of the record business.

The five-day convention at the Hyatt Regency Hotel attracted nearly 2000 guests, of whom about 800 were product suppliers. This, the largest turnout for any NARM convention (1600 people attended last year's), was partly attributable to the fact that NARM has gained 91 new members within the past nine months.

John Cohen, president of Disc Records, called this year's NARM "the smoothest-running convention we've ever had," and Roy Imber of El Roy Enterprises complimented Joe Cohen, NARM's executive vice president, for the careful coordination, planning and insight that made the convention a success. Joe Simone, president of Progress Record Distributors and the chairman of this year's NARM convention committee, also received extensive praise from the attendees.

Throughout the convention, Joe Cohen hammered away at the theme that NARM was no longer just an association that planned an annual convention for its membership. He promised that the regional meetings which were so successful this year would be repeated next fall and winter, and listed several year-round programs in

which NARM is engaged. Among these are a store manager certification program, work-study programs for schools that have retail management courses, shopping mall displays that promote the record industry, and a recently authorized NARM study of tape packaging. The latter project will include market research at selected test sites of various types of packaging, and the results will be submitted to the manufacturers. Cohen said he hoped that this problem, which has delayed implementation of bar coding, will be resolved before the next annual meeting of NARM.

Is Bigger Worse?

One of the convention's most controversial elements was the keynote address by Clive Davis, president of Arista Records. In the context of a speech about the evils of corporate bigness and computerization,



Davis made a not-so-veiled reference to his departure from the presidency of CBS Records a few years ago.

"I've seen, from personal experience, what can happen when a corporation stifles the voices of individuals," Davis said. "When the corporate good must outweigh an individual's sense of obligation, loyalty and sense of equity to another. I can tell you that it's mind shattering, numbing, paralyzing. Four years ago, I woke up and found I had lost a home and faced a steel trap door that was coldly being kept open for me to either disappear or jump into."

"Well, I didn't do either. But I did have to go into a state of suspended animation, and I waited for some outcry at the swirl of events that you all remember so well. When the opportunity came to speak out, fear ran rampant. Voices were muffled. Self-concern was paramount. Individualized justice was impossible. The corporate good was the only goal. This is what happens when companies grow larger and individuals — all individuals — become pawns to be sacrificed for the common so-called good . . ."

Davis warned his listeners that the growing corporatization of the industry and the blind worship of computerization could lead to a day when the individual artist and his music are no longer important to the labels. While he saw nothing wrong with ap-

plying the tools of modern big business — systems, market research, and data processing — to selling music, he noted that the record industry must be careful with these tools.

"We have a unique role in living in the arts, in the midst of creativity . . . We have a special mission. We cannot allow music to succumb to the carnivorous grasp of big business, of cold institutions, of non-creative entities attracted to the glamour of our growth industry. Because what happens is that the computer, the inventory number, the common denominator takes over — and the heart, the beat, the rhythm, the melody, the music stops."

Lowest Common Denominator

A sign that creativity is fading from the industry, Davis continued, is the proliferation of music research firms that test records for various companies. "The quickest way to take out the highs of the arts is to forever find what appears to be the common denominator," he commented. The same problem can be found in the radio field, he added, where call-out research has become a dominant trend. Terming this type of research "questionable" and its methodology "frequently primitive," Davis stated, "I say if you're going to use research exclusively, go all the way and get the best experts to design the most sophisticated

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Progress On Bar Coding At NARM Shows Dealers' Clout

by Ken Terry

NEW ORLEANS — The decisions by WEA and CBS to seek numbers from the Uniform Product Code (UPC) Council, announced at a meeting of RIAA members at NARM, was termed "the biggest single thing to come out of the convention" by Joe Cohen, executive vice president of the trade association.

The double announcement came at a time when regular NARM members were pushing hard for some progress on the seemingly stalled issue of bar coding. With other record companies expected to follow

the lead of the industry's two largest manufacturers, there is now no doubt that bar coding will eventually be implemented on an industry-wide basis.

The CBS move came as no surprise, since the company's representatives had previously stated that they intended to apply for a manufacturer's designation number. In contrast, WEA's vote of confidence for bar coding ended uncertainty about its position on the issue.

Bruce Lundvall, president of CBS Records Division, said he believed implementation of bar coding could begin with new releases as early as next year. Robert Summer, division vice president of RCA-U.S.A., agreed with this estimate, but other executives took a more cautious view. Walter Lee, national sales manager of Capitol Records, which has already received its bar code number, said it would take at least three years before the entire industry adopts the system.

Lou Dennis, vice president and director of sales for Warner Bros. Records, similarly believed implementation of bar coding is still a long way off. Before it becomes a

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Polydor's Haayen Approaches New Job With Caution

by Dave Fulton

NEW ORLEANS — "My goal is to build up Polydor to be a major success story within the next three to five years," proposed Fred Haayen, the company's recently-named president, during a **Cash Box** interview at last week's NARM convention.

In addition to serving as the Polydor Inc. president, Haayen retains the vice presidency of Polydor International, to which he was named in December, 1977. "I am pleased that the company went with the concept of both jobs, and being located in the country where it's happening."

Being actively involved with his new job for less than a month, Haayen is pursuing a cautious, self-education approach. He said, "Right now, I'm trying to find out my biggest hurdles so I'm not jumping to any conclusions."

"I'm a good listener. And I am evaluating all that I am learning to come up with some solutions."

Haayen's immediate priority for the next three months is to hire a promotion chief.

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WCI Music Market Survey Dispels Many Industry Myths

by Randy Lewis

LOS ANGELES — If you want to sell a record today, the best way is to take it to a 20- to 29-year-old white male or female who is married, lives in the Pacific states, has had at least some college education and comes from a family whose annual income exceeds \$15,000. And make sure it is a rock record.

These generalizations have come out of a survey of the prerecorded music market conducted by Warner Communications Inc. and released by WCI last week at NARM.

The findings, based on 3,385 face-to-face interviews conducted by WCI in April and May 1977, dispell several common misconceptions about record buyers.

One of the most common assumptions in the industry is that the majority of records are bought by teenagers, those 10-19 years

old. In actuality, according to the WCI report, that group accounts for only 23% of total dollars spent on prerecorded music, while those in the 20-29 age bracket make 37% of all dollar purchases.

It also shows those 25-49 years old account for virtually the same proportion of total dollar purchases (44%) as those aged 10-24 (45%). The groups also represent almost the same percentages of the current U.S. population over 30 (36% vs. 34%) and the same percentage (43% vs. 44%) of "current buyers," defined as those who have bought at least one record or tape within the last year.

Another significant finding is that some 71% of those surveyed said they thought prerecorded music is a "good value for the money" (compared to other forms of home entertainment). "Since considerably less than 71% of the population purchased a record or tape in the preceding 12 months," the report states, "this data suggests that there is still a large untapped market awaiting the industry."

The survey showed 73% of the U.S. population over 10 years of age have bought at least one record or prerecorded tape in

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SPRINGTIME FOR MILLIE — Spring Records recently feted Millie Jackson on the occasion of her gold LP, "Feelin' Bitchy." Pictured (l-r) at the New York party are: Bill Spitalsky, vice president of Spring; Fred Haayen, president of Polydor; Lou Simon, executive vice president and general manager of Polydor; Irwin Steinberg, chairman of Polydor; Jackson; Jerry B. of WWRL; Roy Rifkind, vice president of Spring; Julie Rifkind, president of Spring; Mrs. Rifkind; Dr. Ekke Schnabel, senior vice president of Polydor; Harry Anger, vice president of marketing for Polydor; and Rick Stevens, vice president of A&R for Polydor.

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MCA Reduces Price On Its Slower-Moving Catalog Items

by Ken Terry

NEW YORK — MCA Records has announced that it will reclassify 249 titles from its full-line catalog as "midline" items, effective May 8.

While no official list price will be assigned to these selections, accounts have been informed that the suggested price for purposes of calculating artist royalties is \$3.49 for LP and \$3.99 for tape. Currently, all of the albums that are being reclassified list for \$6.98.

Until May 5, returns on these titles will be credited at \$6.98 list.

Like Columbia Records' similar series, MCA's "midline" is heavily weighted toward the country repertoire. Among the albums in the initial batch, for example, are LPs by Loretta Lynn, Conway Twitty, Mel Tillis, Bob Wills, Bill Monroe, Ernest Tubbs, Jerry Clower, Kitty Wells & Red Foley, and Cal Smith. In addition, a number of MOR artists are featured, including Roger Williams, Bert Kaempfert, Bing Crosby, Fred Waring, Guy Lombardo, the Mills Brothers, and Wayne King. There are also some well-

known jazz names included like Lionel Hampton, Warren Covington with Tommy Dorsey, Sammy Kaye, and Pete Fountain.

Issued between five and 15 years ago, many of these items would have normally been cut out of the catalog. Sam Passamano, vice president of distribution for MCA, thought there might be an alternative to simply deleting all these titles.

Tracked Sales

Passamano went to the accounting department at MCA and found out that, in order to make the same profit that had accrued from these titles at \$6.98 list, MCA would have to sell three times as many of them at midline price. Clearly, not every item among the 555 selections that looked like future cutouts would be able to meet this test. So for a three-year period, MCA tracked the sales of all these LPs. At the end of this time, it was decided to retain 18 titles in the full-line catalog, cut the price of 249 items, and delete the rest.

Phase Three

Passamano was encouraged along the way by the spectacular success of MCA's two-fer program and by the increased sales of Christmas albums at a reduced price. According to Passamano, the two-fers sold six times more units annually than the individual LPs had sold before they were packaged as two-fers. And five and a half times as many Christmas albums were sold after their price was cut.

Those programs are now regarded by MCA as phases one and two of its midline concept. The reclassification of the 249 items is phase three, and if it pays off as well

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CHER SIGNS: Cher recently signed with Casablanca Record and FilmWorks. The label announced that it is planning a motion picture with a starring role designed especially for Cher. Pictured (l-r) are: Sandy Gallin, Cher's manager; Cher and Neil Bogart, Casablanca president.

Pacific Jazz Label To Be Reactivated

LOS ANGELES — Pacific Jazz Records, the former United Artists Records-owned subsidiary, has been reactivated by Blue Note Records. United Artists/Blue Note will release several new albums recorded during the heyday of Pacific Jazz Records and culled from the label's jazz catalog.

An all-new, never-before-released live album recorded in 1969 at Donte's in Los Angeles by jazz violinist Jean-Luc Ponty will head the list of new Pacific Jazz releases. A half-live, half-studio album from pianist George Duke, also recorded in 1969, is included in the reactivated label's release schedule as are two-volume sets of Pacific Jazz recordings of the '50s and '60s.

BMI And Colleges Reach Blanket Access Contracts

NEW YORK — Contracts providing blanket access to the music of over 50,000 writers and publishers affiliated with Broadcast Music Inc. (BMI) are currently being tendered to over 3,000 American colleges and universities. The contracts, retroactive to January 1, 1978, also permit use of copyrighted music licensed by 39 performing rights societies around the world, with whom BMI has reciprocal agreements.

The basic two-year contract came about as a result of lengthy negotiations between BMI and the Higher Education Panel, a group representing the colleges and universities. The opening talks were held in mid-1977.

(continued on page 41)

MUSEXPO '78 Seminar Topics Are Announced

NEW YORK — Major topics for the workshop/seminar program to be held at MUSEXPO '78 — 4th Annual International Record and Music Industry Market Nov. 4-8, 1978, were announced recently by Roddy S. Shashoua, MUSEXPO president.

The five major topics selected are: (1) radio programming and the record industry, (2) A&R and artist development, (3) music publishing and exploitation of copyrights, (4) marketing and distribution, and (5) audio/video software. The scope of discussion will cover both U.S. and international for all topics.

Panelists for the above workshops will be announced during the course of the year as they are selected. The above represents an expanded seminar/workshop program from three sessions to five at MUSEXPO '78 and will cover for the first time the areas of distribution, talent development and audio/video software in the U.S. and internationally.

For further information please contact Maryann Olsen, U.S. News Coordinator, Tel: (212) 489-9245 Telex: 234107.

New Radio Ratings Service To Debut For Audits Surveys

by Joey Berlin

LOS ANGELES — Audits & Surveys, one of the largest market research houses in the U.S., will be moving into the radio ratings field with a service called TRAC 7. The new service was tested in Chicago by a Radio Advertising Bureau task force last summer.

"It worked very well in Chicago and that was reported by the RAB," says TRAC 7 development director Herb Zeltner. "So in effect, they acknowledged the legitimacy of the system and then asked the industry to

come in and develop it. Audits & Surveys decided to take a crack at it."

Key Ingredient

The key ingredient in the TRAC 7 system (Telephone Radio Audience Cumulation, with the seven referring to the number of times each respondent is interviewed) is the on-line cathode ray tube computer terminal that enables a unique methodology to be used in querying listeners.

"What we are doing is picking up people on the telephone with our CRT computer," says Zeltner. "To me the computer looks like a television set with a typewriter keyboard in front of it. The interviewer has the questions on the screen in front of him and depending on the answer, the machine is programmed to come up with the next question. If the respondent gives a bad answer, such as giving call letters that aren't in the market, the machine practically yells tilt and kicks the interviewer."

Other TRAC 7 features are detailed listenership breakdown, and seven-day recall to minimize memory falloff. "The seven-day recall is a dramatic new development," says Zeltner. "Rather than calling somebody once or twice a week and asking 'what was your listenership like the past five days or so,' you're picking up information on the 12 to 24 hour maximum recall basis."

Pricing

Zeltner indicates that Audits & Surveys' testing has shown that the service can be priced competitively with Arbitron, the leading radio ratings service. A spokesman for Arbitron, which is owned by Control Data Corporation, says "we welcome the competition," although adding that, "We have not seen what it is they're offering, and it is our policy not to comment on the methodology of other broadcast researchers."

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It is hard to escape Abba. There is "Abba: The Album" and "Abba: The Book" and appearances on practically every musical variety TV show, not to mention the generous press coverage that the Swedish group has received both in America and abroad.

In their fifth year as a foursome, Abba has amassed a string of hit singles beginning with "Waterloo" in 1974 and continuing through "Dancing Queen" last year. U.S. album sales have kept pace, and worldwide sales are immense.

Aside from superb high harmonies and catchy melodies, Abba has a close-knit togetherness not found in most contemporary pop groups. Bjorn and Agnetha of the group are married, and the other members, Benny and Anni-Frid, share bed and board in a cozy Stockholm flat.

Obviously, all these elements were clear to Atlantic Records when it inked a U.S. distribution deal with Polar Music, Abba's European company, which is independently owned by Abba and manager Stig Anderson.

If no one can escape Abba, it is because no one would want to.



READY TEDDY — Philadelphia International recording artist Teddy Pendergrass was recently awarded a platinum plaque for his latest album, "Teddy Pendergrass." Pictured (seated l-r) are: Ron Alexenburg, senior vice president and general manager for Epic/Portrait/Associated Labels; Tony Martell, vice president and general manager for E/P/A; Pendergrass; Harry Coombs, executive vice president for Philadelphia International Records; and John Hunt, manager/attorney. Standing (l-r) are: Richard Mack, vice president of national promotion for black music marketing for CBS; LeBaron Taylor, vice president of black music marketing for CBS; Al DeMarino, director of artist development for E/P/A; Vernon Slaughter, director of marketing for black music marketing for CBS; Charles Godfrey, director of promotion for PIR; Don Eason, director of national promotion, black music marketing, for E/P/A; and Paris Eley, director of merchandising for black music marketing.

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With A Little Luck-is the single from **WINGS** forthcoming Album **LONDON TOWN**

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Fotomaker

Although Fotomaker is a new venture, you'd hardly call Wally Bryson, Gene Cornish or Dino Danelli new faces. Wally, along with Eric Carmen, formed the nucleus of the Raspberries, and Gene and Dino comprised half of one of the most popular groups of the '60s, The Rascals.

Between them, that's quite a bit of rock experience, which has been well applied in their approach to Fotomaker. For example, they decided that the group's debut album would be made on their terms, not those dictated by a record company.

"In the early stages," Gene Cornish recalls, "we were fortunate enough to meet Sam Hood, who soon became our manager. He was enthusiastic, and agreed that we should retain autonomy before any label deals were set. So we laid out enough money for a full-time rehearsal schedule, and when we were ready to record we did it on our own. We wanted to walk into a company loaded with something tangible, so we wouldn't have to give away our souls."

What Fotomaker did was produce the album themselves, bringing in specific production help when needed. For a "hard edge," they brought in Eddie Kramer, and for smooth vocal harmonies the group imported Ron and Howard Albert. However, when the final mix came out, the group still wasn't satisfied, and they turned to Jack Douglas to help them re-mix. Finally, Cornish says, "We brought it back to where we wanted it."

The next step was the record company rounds, and that quickly ended when Atlantic Records snapped up the group. "They believe in the album as we did," Bryson states, "and every single one of us was convinced we were onto something very, very special."

That includes the group's younger members, Lex Marchiesi and Frankie Vinci. Vinci, the keyboard player, came to Fotomaker at the suggestion of his brother John, who is now lead singer for Network. He happened to bring along a tape of his friend Marchiesi, a product of the grueling Long Island club circuit, and now Lex is Fotomaker's principal songwriter and lead singer.

Has there been any friction between the older and younger generation? "At first," Bryson says, "we were laying too much on them, going back to our own experience. Then they told us, 'Hey man, this is too heavy a dose, lay off.' And they were really right, it wasn't fair on our part."

"The beautiful thing now," Cornish adds, "is that Lex and Frankie add something to the band which we didn't have, that is, a fresh approach, with less preconceptions of how things are going to turn out."

Already, there are auspicious signs of success. "Fotomaker," the album, debuted on the charts as one of **Cash Box's** Most Added FM Albums, and has continued to make steady upward progress. Critical reception of the album has been enthusiastic, and the group's live appearances have met with approval.

For Gene and Wally, the success is something they want to savor. "The last time around," Bryson comments, "it all went so fast, and everything was a crisis when something went wrong. This time, I'm ready to enjoy it more."



Cuba Gooding

Cuba Gooding has always wanted to become a solo entertainer. His preparation for this began at age nine with voice training and breathing lessons given to him by his mother. Both parents shared their son's dream and his father, being very spiritual, named him for the country with the solemn promise that he would not only be an entertainer but would uniquely appeal to all people.

His career as a solo artist comes after many successful years as lead singer of the Main Ingredient, and his debut effort for Motown Records, "The First Cuba Gooding Album," demonstrates his aggregate abilities.

Although members of the group grew up together in New York, Gooding originally worked with them only as a background singer and his professional association with them was purely circumstantial.

"I never really wanted to become a part of a group," he explains. "I filled in for lead singer Donald McPherson who became ill in 1969 and never recovered. I began by working with the group on weekends — I was a credit manager at Saks Fifth Avenue at the time — then started traveling with the group while Donald was ill. I was a natural substitute since I knew all the material."

Gooding's first professional performance and point of recognition as lead singer of the group was in Los Angeles, prior to McPherson's death, at a club called "P.J.'s," presently the Starwood. Shortly afterwards, he recorded the "Bitter Sweet" album containing the million seller "Everybody Plays The Fool," which brought him to the foreground of the entertainment world. Gooding reveals that even after the success of the albums he recorded with the group, they never really became a group in the true sense of the word.

"During performances," he recalls, "I was always in front and the guys were in the back doing their routines. As far as a group routine, we never really worked that out. I couldn't regiment myself as part of a group nor could I orient myself to be that kind of an artist and they understood that. We loved each other, we all grew up together so we pretty much knew what each other's limitations and capabilities were."

The decision for Gooding's departure was a mutual one but, individually, he knew his time had come when, while listening to the radio, he heard one of their tunes followed by the DJ announcing that it was his birthday, but made reference to him as a woman. With that, he decided that being a member of a group was keeping him from realizing his dream. "They knew my music," he says, "but they didn't know me."

Gooding's upcoming tour will, no doubt, introduce him to unfamiliar audiences and reacquaint him with those who are familiar with his name and his past. Traveling with a six piece rhythm section and two female singers, he intends to bring music back to "the good music" of years ago.

"I feel that it is the responsibility of an artist to, through music, portray goodness and truth," he says. "Being a member of a group, you have to more or less roll with what's happening as opposed to being able to record what you feel as an individual. Being Cuba Gooding, I'm hoping that I can do more than that."

Manager's Series

Steve Borkum Helps Alessi Brothers To Create Their 'All American' Image

NEW YORK — After spending three years with Polydor as a promotion man, and three years with Jerry Weintraub's Management III, Steve Borkum felt that he knew a hit act when he heard one. In 1975, when Borkum first heard the Alessi Brothers, he was so convinced that he was hearing a group with hit potential that he decided to embark on a new career as the group's manager.

Billy and Bobby Alessi were then known as Barnaby Bye, and had already developed a following on their native Long Island. Borkum, however, strongly felt the brothers "needed a change of environment," so he took them to California to relax and develop their songwriting talents. The move paid off in two ways. Not only did A&M Records sign the brothers to a contract, but Alessi songs penned during that period were later recorded by established artists such as Olivia Newton-John and Richie Havens.

As Songwriters

According to Borkum, the development of the Alessi Brothers as songwriters has been the "bottom line of their credibility," and an essential element of his strategy in plotting the group's career. The songwriting, Borkum asserts, is a foundation that will enable the brothers to eventually transcend the teenage market where they currently have their base.

While Borkum does not stress the importance of the Alessis' teen appeal, he doesn't ignore it, either. "The teen base is a great vehicle," Borkum states. "We're coming out of an era of very heavy music, and I don't think there's really been anyone that young people can identify themselves with as young people. Artists like Elton John and Barry Manilow are great musicians, but I don't think their lives mean anything to young people."

Therefore, Borkum has sought to portray the Alessis as the fun-loving, active, and wholesome young Americans that they indeed seem to be. "I want to capture their lifestyle," Borkum said. "They're young people living the American dream. They've built a studio in the basement, they hang-glide, and they've re-built a 1957 T-bird. It's important to convey the happy air in their life and their music."

One of the most effective means of achieving this goal, Borkum noted, is the massive coverage which the teen magazines have given the chicly-dressed and good-looking brothers. Television is

another obvious media outlet, but Borkum feels the small screen can be also a dangerous, double-edged sword. He cited former teen idol and one-time record best seller David Cassidy as an example of a recording artist whose career is "limited to how long they're on TV."

Borkum has also developed an extremely selective strategy for the Alessis' concert appearances. They have done limited tour dates, because, Borkum says, "they should be presented only on the right package, where they can be in a warm, intimate setting and go one-on-one with the audience. Unfortunately, most auditorium venues today don't offer that. I believe it's better to let the media and record people in a particular town see them close-up and let the audience build from there."

Although Borkum's managerial methods involve selectivity, patience, and timing, he is quick to add that it's all for nothing without follow-through. "That's the most important thing I learned with Jerry Weintraub," he states — "that there's no such thing as 'no.'"

Pirates Convicted In Two Separate Cases

NEW YORK — Leon Wais and David Whetzel were recently convicted by a Washington D.C. federal court jury of 33 counts of copyright infringement and two counts of interstate shipment of stolen property. The convictions stemmed from the unauthorized duplication of the Isley Brothers' "Go For Your Guns" LP.

At the trial, group member Kelly Isley stated that no one had ever asked him for a license to duplicate the recording; if he had been asked, he said, he would have demanded \$2 million for such a license.

In a related development, Arthur Blake Moore, doing business as Sound Distributors Inc., and Charles Frederick Moss were found guilty on 10 counts of criminal copyright infringement and conspiracy in Portland, Oregon. A third defendant, Gary Fields, was convicted on one count of copyright infringement and conspiracy. Moore and Fields were charged with duplicating and distributing pirate tapes of such recordings as "Get Closer" by Seals & Crofts, "Station To Station" by David Bowie, and "Born To Die" by Grand Funk Railroad.

Moss was charged with knowingly distributing and selling the pirated 8-tracks.

The three defendants are slated to be sentenced in federal district court on May 1.

C'right Hearings Reset

WASHINGTON, D.C. — Representative Robert Kastenmeier's (D-Wis.) Judiciary Subcommittee hearings, originally scheduled for March 28-29 in Hollywood, will be held March 29-30 there. Also rescheduled, for a date to be announced, is a hearing to take testimony from Register of Copyrights Barbara Ringer on her recommendations in favor of a performance right. The Kastenmeier subcommittee will hear from broadcasters, jukebox distributors and operators, record company executives, performers and others potentially affected by the Danielson Bill.

AWB, Atlantic Pact

NEW YORK — The Average White Band has re-signed an exclusive long-term recording pact with Atlantic Records. The group's latest LP, "Warmer Communications," shipped earlier this month.

Steely Dan Album Gold

LOS ANGELES — "Countdown To Ecstasy," Steely Dan's second album for ABC Records, has been certified gold by the RIAA.

Harry Fox Looks For Income From Automated Music

NEW YORK — The Harry Fox Agency is presently seeking licensing arrangements with users of recorded music in syndicated and automated radio and in in-flight programs.

Al Berman, president of Harry Fox, said the new copyright law mandates that publishers obtain a license for their recordings. "It's not a question of getting them to pay, but of individual publishers and users determining a fair price. We are mounting an education program to advise these users, because some of them are not aware of their responsibilities."

These users, Berman noted, include the growing number of radio stations using automated tapes, airlines using musical program tapes, and users of background music in commercial and public locations.

Berman said discussions have already been held with a leading producer of recorded radio programming, and with an in-flight music programmer. Payment proposals from both are expected shortly, he added.

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Mr. J.B. Carmicle
Cashbox Magazine
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Dear J.B.:

We are looking forward to going ahead with the SUPERSTARS special with Cashbox. Look forward to hearing from you regarding the next step.

Best regards,

Lee
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LA/df
cc: Lee Michaels
Kent Burkhart

For further information contact:

New York
J.B. Carmicle
(212) 586-2640

Los Angeles
Mel Albert
(213) 464-8241

Nashville
Jim Sharp
(615) 244-2898

Executives On The Move



Cappiello Moore Katzel Selover

Cappiello Upped at Polygram — Polygram Distribution, Inc. has announced the appointment of Bob Cappiello as vice president/finance. He comes to Polygram Distribution, Inc. from RCA Records, where he served as director of international financial operations. His prior experience at RCA included the position of manager of financial planning for U.S. operations. He joined RCA in 1970 after six years with NBC.

Moore To A&M — A&M Records has announced the appointment of Aubrey Moore to the post of general manager, A&M/Pacific, A&M's new branch facility in California. He was most recently general manager for Schwartz Brothers in Washington, D.C. He had been with Schwartz Brothers for 15 years in various capacities, including assistant to the president.

Katzel Leaves H&L — Bud Katzel has resigned as vice president and general manager of H&L Record Corporation to join Sonny Lester as a partner in and president of LRC Record Corp., distributed by T.K. Records. Prior to becoming vice president and general manager of Avco Records, Katzel spent five years at ABC Records.

Selover Appointed At Columbia — Columbia Records has announced the appointment of Shelley Selover to associate director, press and public information, Columbia Records, west coast. Two years ago she joined the press department of ABC Records as a tour publicist and held a series of positions, becoming national director of publicity for the label in July, 1977.

Glass Promoted At Farr — Daniel Glass has been appointed executive vice president of Farr Records, Inc., Somerville, New Jersey, where he was national disco coordinator. He was also formerly with Spiral Publishing, New York.

Lackner Named At Monument — Monument Records has announced that Chuck Lackner has joined the firm as midwest promotion manager. He comes to Monument from Atlantic Records where he did promotion for the firm in Kansas City, Mo., and he will remain based in Kansas City.



Glass Zeitler DiMaggio Hoffman

Two Named At Salsoul — Cayre Industries, Incorporated, has announced that Denny Zeitler has been appointed vice president of promotion for Salsoul Records and Diane DiMaggio has been promoted from assistant national pop promotion manager to national pop promotion manager. Zeitler was formerly with Private Stock Records as west coast promotion director and with CTI Records as national promotion manager. Joining him is DiMaggio as national pop manager with nine years of experience in the record industry. The appointment of Zeitler and DiMaggio represents Salsoul's continuous growth in the record industry. "Zeitler and DiMaggio are professionals in their area. Salsoul is happy to have them aboard," says Joe Cayre.

Hoffman Promoted at CEO — Champion Entertainment Organization has announced the appointment of Randy Hoffman as general manager. He has been with Champion for the past four years. At the same time Glenn Orsher, Esq. has been named assistant to Hoffman and will work with him on various company projects.

Rogers Appointed at E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Greg Rogers as associate director, west coast artist development, E/P/A. He joined Epic Records in 1973 as Denver local promotion manager, and in 1975 became Columbia LPM in San Francisco. A year later he was appointed product manager for Epic and Portrait based in Los Angeles, the position he has held until his current appointment.

Island Music Names McDougall — Allan McDougall has been named general manager of Island Music/Ackee Music, Inc. He was most recently managing editor of SongPlucker magazine. Prior to that position he was in the A&R department of A&M Records.

Penney To Amherst — John Penney has been appointed to the position of national singles promotion director for Amherst Records. Most recently he was musical director and morning man for WDBS, Durham, NC.

Bonk Promoted At Stark — Stark Record and Tape Service, Inc. has announced the promotion of James E. Bonk as executive vice president. Previously, he served as store manager, rack salesman, retail supervisor, operations manager, and most recently as vice president of store operations.



Rogers McDougall Bonk Hersch

Hersch Promoted at Cream — Cream Records has announced the appointment of Laurie Hersch as director of publicity for Cream Records, Inc. She has been with the firm since it began two years ago and previously held positions with United Artists Records and The Don Kelley Organization.

(continued on page 56)

CHARLIE

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Steps

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With

Their

Best

Yet.

• Always exploring

new currents

in rock & roll.



©1978 Janus Records, A Division of GRT Corporation
8776 Sunset Boulevard, Los Angeles, CA 90069
Also Available on GRT Music Tapes

Always exploring new currents in rock & roll.



Their new LP on Janus Records

LINES

Management: BNB—Jack Nelson

Booking Agency: Monterey Peninsula Artists

Industry Announcements

ASCAP Election Results Reported

LOS ANGELES — The ASCAP committee on elections recently reported results of the election of new writer and publisher members to the Society's board of review.

The lyricists elected in the popular-production division were two-time Tony Award winner Lee Adams and Donald Kahn, with Leonard Whitcup as alternate. The composer elected to represent the popular production writers is multiple Oscar winner Sammy Fain, with conductor and multiple Oscar winner John Green as alternate. Representing the standard division will be composer and educator Vincent Persichetti of the Juilliard Faculty with composer Jack Hamilton Beeson of the Columbia University music department as alternate.

The three publishers who will represent the popular-production division are Jean M. Dinegar of Cherry Lane Music Co., Burt Litwin of Belwin-Mills Music Publishing Corp., and Ivan Mogull of Ivan Mogull Music Corporation. Publisher Bob Reno of Midsong Music, Inc. was selected to serve as alternate. Edward Murphy of G. Schirmer, Inc. will represent the standard division publishers and Walter Gould of Lawson-Gould Music Publishers, Inc. has been picked as alternate.

Ranwood Merges Into GRT Group

LOS ANGELES — Ranwood Records, the label of such artists as Jim Nabors and the Lawrence Welk organization, will become part of the GRT Record Group, according to a recent announcement by the two companies. Ranwood and its parent company, Ranwood International, will merge into GRT, and Ranwood vice presidents Larry Welk, Chris Hamilton and Morry Goldman will move to GRT.

"Ranwood and GRT have worked closely together in the marketing of Ranwood tapes and records during the past 10 years, making Ranwood a natural and comfortable addition to the GRT family," said GRT president and chairman Vinton Carver. "Also, combining the marketing and distribution of our GRT and Janus record labels with the Ranwood group will strengthen the market impact of all labels."

Disco Awards Panel Honors Casablanca

BOSTON — Casablanca Records was chosen American Label of the Year at the Third Annual Nightfall Disco Awards, held in Boston recently. The sponsor of the event, Nightfall, is a local entertainment magazine.

Other 1977 awards went to The Village People for the Best LP; to The Trammps as the year's Best Group; and to Donna Summer as the Best Female Artist.

"Love In C Minor" by Cerrone was chosen Best Instrumental; "Dance, Dance, Dance" by Chic was chosen as Best 12" Disc; Lenny Williams of ABC was chosen Best Male Artist; and "Native New Yorker" by Odyssey was tapped as Best Single.

Jazzman Webster Lewis received a special award for representing the city of Boston in international markets. Ray Caviano of TK was selected Best Local Promotion Man; Sonny Joe White was chosen as Best Radio Disco DJ; and special awards went to Tom Moulton, a sound mixer, and to Joe Carvello.

Finally, RCA-Canada was selected as the year's Best Foreign Label, and Peter Brown was honored as the first artist to record a gold DiscoDisc.

Butterfly Ups LP List

LOS ANGELES — Butterfly Records raised the list price of all its \$6.98 LPs to \$7.98 effective March 21.

Sam Sweepstakes Winners Chosen

LOS ANGELES — Martha Hatly, manager of White Dog Music in Fayetteville, Arkansas, will be driving a new Datsun 280Z to and from her record store soon. Hatly was the grand prize winner in ABC Records' "Sam" sweepstakes. The sweepstakes were part of ABC's "Display It Again, Sam" merchandising campaign, begun in Fall, 1977 and recently continued indefinitely.

ABC awarded two Datsun B210 Hatchbacks as second prizes. The winners were Barbara Balchick of National Record Mart in Austintown, Ohio and Brian Poehner of Flo's Records in Pittsburg, Pa.

Five RCA Selectavision Video Units and color televisions were given as third prizes. The recipients were Ken Amelisko of Liberty Records and TV, Inc., Springfield, Mass.; Jerry Jones, Rocky Mountain Tapes and Records, Fort Collins, Colo.; Mark Love, American Mex Record Corp., Los Angeles, Cal.; Don Sutherland, Platerpuss #3, Long Beach, Cal.; and Chuck Rehn, House of Sounds, Santa Cruz, Cal.

Retailers became eligible for the sweepstakes by calling the toll-free hotline and requesting merchandising aids for ABC product. More than 3,000 calls were logged from around the country. Winners were selected by random drawing.

MSMA Seminar Set For Late May

MUSCLE SHOALS — The Muscle Shoals Music Association will be presenting its first annual records and producers seminar May 25-27 at the Joe Wheeler State Lodge. Prominent recording industry leaders have been scheduled to be guest speakers and panelists for the seminar.

Association president Rick Hall said, "This will be a seminar where record company executives can meet with the top record producers from throughout the world and listen to new product and help solve some of their irksome problems and have a good time doing it."

There will be a \$25 registration fee that will cover all seminar activities, sports tournaments and meals.

BMI Offers Guide To Copyright Law

NEW YORK — BMI is distributing two new brochures that provide a basic guide for music use under the Copyright Act of 1976, which became effective January 1, 1978.

"The Performance of Copyrighted Music: Questions and Answers," by Jack C. Goldstein, Esq., of Arnold, White & Durkee, in Houston, explores the use of music in public and semi-public situations. It also highlights various aspects of copyright obligation and possible infringements. Included are extensive legal references covering landmark copyright decisions.

"You — And the Music You Use" is an introduction to the concept of copyright and public performance. Federal law covering the use of music and BMI's role as a music licensing organization is outlined in the question-and-answer brochure.

Manhattan, Phonogram Ink Distribution Pact

NEW YORK — Manhattan Records has signed an overseas distribution pact with Phonogram International. The arrangement covers all territories, except the U.S. and Canada.

"Billy Falcon's Burning Rose," the first album released by Manhattan in the U.S., has just been released in other selected territories.

East Coastings/Points West

EAST COASTINGS — **WILL NEVER DIE DEPT.** — Harlem's landmark **Apollo Theatre** on 125th Street is set to re-open in late April. Under new management, the theatre is currently being refurbished, with new seats, a new sound system and a fresh coat of paint. Headlining acts will be announced soon. . . . There'll be a "rock 'n' roll convention and trade exposition" called Music Expo '78 at the Sheraton Hotel in Philadelphia on April 15 and 16. Among the items scheduled to be traded are such goodies as **Elton John's** electric cape. Hey, sounds exciting. . . . And if that doesn't do it to you, there's **The Rolling Rock Show**, "a 36-hour fantasy of lights, music, films and people" set for the Americana Hotel in New York April 22 and 23. Included are short films of **The Who**, **Janis Joplin**, and **The Dead**. Be forewarned, though, mail-orders for tickets must be sent to "Scrupulous Productions"



SIGLER FETED — *Gold Mind* recording artist **Bunny Sigler** was recently honored at a New York reception celebrating his new LP, "Let Me Party With You." Pictured (l-r) are: **Earl Young**, a drummer with the *Salsoul Orchestra* and leader of the *Trammps*; **Ken Cayre**, executive vice president of *Salsoul Records*; **Sigler**; and **Hal Jackson**, program director of *WBSL*.

Sally, after scoring big on the pop single charts, is beginning to make inroads on the country charts. Surprisingly, Clapton is celebrating his longest stint so far with one band. His current touring group, including **George Terry**, **Carl Radle**, **Dick Sims**, **Jamie Oldaker** and **Marcy Levy**, have been with E.C., in sum or parts, going on four years now. . . .

NAMES IN THE NEWS — **Miles Davis** back in the studio after a three year absence. . . . **John Lennon** and **Yoko Ono** have bought land in Delaware County in upstate New York. A vacation retreat is planned, and, according to a local source, the Lennons also plan to raise registered Holstein cows. . . . **Mark Radice** has joined **Aerosmith**. . . . **Jerry Butler** back with **Gamble** and **Huff**, and also in **Philly**, **Teddy Pendergrass** finishing up his second album. . . . **Yes** and **Foreigner** both nominated for German Academy Awards in, of course, music categories. . . . Sorry, it was **Robert John Lang**, *City Boy's* producer, who is going to work for *Arista*, not the group. *City Boy* reportedly has two years left on its Mercury contract. . . . **Olivia Newton-John** and **Helen Reddy** have cancelled their concert tours in Japan to protest the recent slaughtering of thousands of dolphins in that country. . . . **Mary Travers**,



FRIENDS CELEBRATE BIRTHDAY — **David Bromberg** recently took to the stage to help celebrate the fourth anniversary of *New York's Bottom Line*. The show marked **Bromberg's** fourth consecutive year in the starring role for the birthday blast. Joining **David** for a turn on the stand was his friend, **Dion**.

currently on a solo tour, finding time to rehearse with **Paul Stookey** and **Peter Yarrow** for their upcoming **Peter, Paul, and Mary** reunion album and tour. . . . **Jerry Leiber** and **Mike Stoller**, author of many a rock masterpiece, have an interesting new collaboration on *Nonesuch Records*. Pianist **William Balcom** and mezzo-soprano **Jean Morris** perform Leiber and Stoller's new material, which is described as a fusion of "European cabaret tunes and art songs" . . . **Flo** and **Eddie** producing *D.M.Z.* for *Sire* at *Long Island's Kingdom Sound Studios*. . . . **Bobby Short** returns to the *Cafe Carlyle* in New York for his 10th season. . . . **Jeanne Napoli** recently impressed at the *Rainbow Grill*, offering a mixture of standards and new material, combined with a stylish stage presence. . . . And down at *Max's Kansas City*, the *Apple* got a look at a punk singer described as a cross between **Johnny Rotten** and **Blondie**. Her name — **Helen Wheels**.

TOURAMA — **The Jam** is in the U.S. on a major tour, their first here. . . . As are **The Stranglers**, who will also have their third album, "Black And White," released soon. . . . On his way back from Japan, **Ted Nugent** stops in Honolulu for the first time. The date is May 23, and when the *Gonz* man is back on the continent, he begins a lengthy summer tour. . . . How about a cheer for *AFTRA*, which cancelled plans to hold its June convention in Chicago, because Illinois has not ratified the Equal Rights Amendment.

STREET REED — **Lou Reed's** all over the place these days. During a stop at **Cash Box**, he told interviewer **Leo Sacks** that his latest album, "Street Hassle," "is an enormously commercial album. Believe it or not, I make records to sell records. I can't see any point in making a record if people won't listen to it." Is that really the *Metal Machine Music Man* talking? At any rate, **Reed's** new band features **Don Cherry** on trumpet, and the new album has an uncredited appearance by **Bruce Springsteen**, who shouts out the line, "Tramps like us, Baby, we were born to pay." Now that's owning up, **Bruce**.

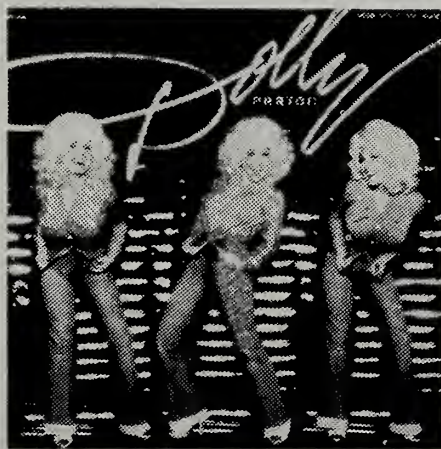
charles paikert

POINTS WEST — **LET IT RIDE** — There were quite a few red faces at the *Beverly Hills Hotel* last week when officials from *Project Interspeak*, an organization whose goal is the protection of sea life, had to admit to hundreds of reporters they had no written commitments from any acts, especially any former **Beatles**, for their proposed May 27-28 benefit concert at the *L.A. Coliseum*. This came at a press conference Wednesday after reports the previous night on a local news show that the concert would see a reunion of the *Beatles* to raise funds to protect whales. Telegrams sent out Tuesday asked members of the press to attend the "luncheon press conference. . . to announce a significant musical and cultural event." It was signed by **George Harrison** and **Rod Stewart**. **Terry Dorn**, the group's spokesman, said *Interspeak* never intended the concert to be a *Beatles* reunion, and added he had written confirmation only from **Stewart**, who is now said to be reconsidering that

(continued on page 18)

On the evening of April 3rd all America will see Dolly perform 'Two Doors Down'

Watch Dolly on the Cher...Special preceding the
Academy Awards on ABC (check your local listings for times.)



Includes the hit singles "Two Doors Down" and "It's All Wrong But It's All Right" - AFL/APS/APK1-2544



FERGUSON ON BANDSTAND — Elektra/Asylum recording artist Jay Ferguson (r) recently performed his current single "Thunder Island" on Dick Clark's "American Bandstand."

Pirates Found Guilty In U.S. District Court

WASHINGTON, D.C. — Defendants Leon H. Wais, 56, and David L. Whetzel, 35, last week were found guilty of copyright infringement and interstate transport of stolen goods by U.S. District Court Judge John L. Green.

The stolen property was over 2,800 pirated tape cassettes of numerous popular songs. The two defendants were arrested last summer in the FBI-D.C. police "Triconn" phony fencing operation here. Pre-sentencing reports will be handed down in four to six weeks.

O'Kelly Isley, one of the Isley Brothers, was a star witness in the proceedings. Isley's role in the trial was to confirm, after the court heard an eight-track tape of "The Pride" by the Brothers, that the tape was not made by his company (T-Neck Records) or by CBS. Isley said he lost \$2 million due to the bootleg operation. That's the amount a licensing agreement would have cost in mid-1977 when the "Go For Your Guns" album containing that single was at its peak popularity.

UCLA Music Business Extension Course Set

LOS ANGELES — The music business course at UCLA Extension will begin March 29 and will be conducted by music business attorney Al Schlesinger. The subject matter will cover opportunities in the music business and take a look at the record and music publishing business from the viewpoint of the recording artist, songwriter, record company, publishing company, personal manager, agent, concert promoter, attorney, accountant, the performing rights societies and the multi-national company.

Guest lecturers will include David Gates of Bread, E/A board chairman Joe Smith, EMI-Screen Gems Music president Lester Sill and Irving Azoff, president of Front Line Management.

New Doucette 45 Out

LOS ANGELES — "Mama Let Him Play" has been released by Mushroom Records as the new single by Doucette from the album of the same name.



OLIVOR IN LOS ANGELES — Columbia recording artist Jane Olivor was treated to a champagne reception in her honor after her recent show at the Dorothy Chandler Pavillion in Los Angeles. Pictured (l-r) are: Myron Roth, vice president business affairs, west coast, CBS Records; Ron Oberman, director of merchandising, west coast, Columbia Records; Jack Craigo, senior vice president of marketing, CBS Records; Phyllis Teitler, Olivor's manager; Jason Darrow, producer; Olivor; Mickey Eichner, vice president, A&R, east coast, Columbia Records; and Chuck Thagard, national promotion director, west coast, Columbia Records.

AFM President Assails Carter Deduction Plan

WASHINGTON, D.C. — The House Ways and Means Committee last week heard American Federation of Musicians president Victor Fuentelba blast a White House proposal calling for the elimination of business deductions on concerts and theatre tickets.

"We are concerned with this proposal, and we are opposed to it because we feel that it will not produce significant revenue for our government, and it will result in the loss of thousands of jobs for our members and for others," Fuentelba testified.

The new AFM president cited the projections of theatre owners and producers that government revenues realized from the proposed measure would be "miniscule."

"This is simply another form of taxation imposed upon the arts," he continued. "History has proved such taxes to be disastrous... the elimination of deductibility for this legitimate business expense is in reality a tax on jobs. It is prejudicial legislation..."

Fuentelba mentioned the typically high unemployment rate among performing artists, and suggested that the proposed law would force even more artists to collect unemployment insurance, and therefore put a further drain on the treasury.

"So-called 'entertainment' has seemed fair game whenever our federal, state, or municipal governments need money... because 'entertainment' on its face appears to imply only discretionary spending. But to the millions who earn their livelihoods in (this field)... their work is not discretionary."

President Carter's overall tax package proposes large-scale deductions for businesses and families, and seeks to replace those funds, at least in part, through the elimination of various "loop-holes." Another Carter proposal that has drawn the ire of the entertainment community is the limiting of business lunch deductions.

Wyoming Enacts Law Against Record Piracy

NEW YORK — Wyoming has become the 49th state to enact an anti-piracy law. Governor Ed Herschler signed legislation on March 9 outlawing the manufacture and sale of pirate and bootleg sound recordings.

The law leaves Vermont as the only state without an anti-piracy statute. The Vermont legislature recently voted to indefinitely postpone action on a piracy bill.

The Wyoming law provides for up to two years imprisonment for the unauthorized duplication of sound recordings and for the manufacture of recordings from live performances without gaining the artist's consent. Chris LeDoux, a country recording artist, was cited by the RIAA for his efforts in securing passage for the Wyoming measure.



HAGAR IN DETROIT — Capitol recording artist Sammy Hagar played Cobo Hall in Detroit recently during his current national tour. Pictured (l-r) are: Craig Lambert, Capitol's promotion manager, Detroit district; Jack Reynolds, Capitol's sales manager, Detroit district; Hagar; and Bob Coy and Jeff Johnson, customer service representatives, Detroit.

Screenengems-EMI Moves Its Offices To New West Coast Headquarters

by Jeff Crossan

LOS ANGELES — Screenengems-EMI Music has moved its headquarters from New York to Los Angeles, consolidating all its departments into one main office for the first time since the publishing company was founded, 15 years ago.

The new offices, located at 6255 Sunset Blvd. in Hollywood, contain the publishing company's professional, copyright, legal, administrative, promotion and business affairs departments, as well as Beechwood/Glenwood Music and a new recording facility, which enables the company to produce its own discs as well as tapes.

Prior to the move, the company maintained three separate offices in Hollywood, as well as offices in New York and Nashville. Most of the administrative work was handled by the New York office which housed the accounting, copyright, professional and legal departments. Both the New York and Nashville offices will remain as professional offices.

Sitting in his new office on the 12th floor of the UCB building, Screenengems-EMI president Lester Sill explained the reasons for the move to Los Angeles.

"The west coast is the place to be now," he said. "New York is still alive, but you have all your studios out here and most of the television production is done here. You're able to contact the producers — both television and movie — as often as you want."

Close To Producers

This proximity to producers is important to Screenengems-EMI, Sill said, "because we were once owned by Columbia Pictures, which gives us an advantage over a number of other publishers because of the experience we have in television and movies."

"The source of income derived from movies and television, even in sync fees, is becoming more and more important

Debby Boone To Sing On 50th Awards

LOS ANGELES — Debby Boone will sing "You Light Up My Life," one of the five nominated songs on the 50th Annual Awards Presentation of the Academy of Motion Picture Arts and Sciences.

because producers often find that they are better off from time to time going out and buying songs that are well known, rather than having someone write them. And if you have a catalog such as ours, with 35,000 songs, it becomes a very lucrative area."

Too Cumbersome

Maintaining separate offices, Sill said, had become "a little too cumbersome."

"We're much more efficient now," he said, "and we will be able to expedite things more quickly. This is the first time we've ever had everything under one roof and I think now we will be able to communicate much more easily. When you have all these departments together they begin to generate ideas that would have been missed before."

Letters To The Editor

Just a note to express my thanks to you for the sentiments expressed in your editorial, "Yesterday And Today" in the March 18 issue. Rarely have I seen that position stated as clearly and succinctly.

As you may know, our entire format philosophy at KNX/FM is based on the points that you made. Records are evaluated on their strengths and weaknesses along with little or no regard for their sales potential. I am in the business of radio, not selling records. While record sales are a fortunate side benefit to what we do, I cannot concern myself with points which are best left to the record companies to worry about.

I feel that most programmers are choking their stations, and their audiences, to death on research. It seems as though a decision cannot be made without reams of computer print-out to support it. In the meantime, many good new albums and singles go begging. In that situation, both the station and its audience are the ultimate losers.

For taking the time and space in **Cash Box** to present this much-needed viewpoint, I thank you and I salute you.

Steve Marshall
Program Director, KNX/FM
National Programming Consultant,
CBS/FM

Artists On The Air

Guest **Fats Domino** will join **Daryl Dragon** and **Toni Tennille** on "The Captain and Tennille In New Orleans" special April 3 on ABC.

"Pat Boone and Family," an ABC special April 8, will feature **Pat Boone**, his wife Shirley and daughters **Cherry, Lindy, Debby** and **Laury**.

On April 3 ABC will air "Cher... special" with guests **Dolly Parton** and **Rod Stewart**. **Jim Stafford** appears on the "Dinah" show on March 27.

Merv Griffin will host musical guests **The Starland Vocal Band** on March 31 and **Chuck Berry** on April 7.

Fabian will guest-host the "American Dream" special next month with guests **Jessie Cutler, Flower** and **Electric Light Orchestra**.

On March 31 **Olivya Newton-John** will host "Midnight Special" with **Waylon Jennings, Leo Sayer, Ike & Tina Turner** and **Kenny Rankin** as guests.

Stephen Bishop is scheduled to appear on a **Natalie Cole** special on CBS on April 27.

DANCE YOUR OFF!



WHA KOO'S LATEST SINGLE "Fabulous Danter"

AB-12354

Fun with feet!
WHA-KOO does it to your ears, too!
Latest single is "Fabulous Danter," from their
smash LP Berkshire. It's edge-of-your-seat
rock 'n' roll. Wonderful for your
ear/foot coordination.

Engineered by Ken Caillat. Produced by Ken Caillat for Big Wha Koo Limited
Ferris A. Ashley, Executive Producer.



AA-1043

ON ABC RECORDS AND GRT TAPES.



RECORDS
ABC DELIVERS

Label Release Announcements

Motown Campaign Set For Smokey

LOS ANGELES — Motown Records is planning a marketing and advertising blitz in support of Smokey Robinson's newest album, "Love Breeze." Major targets for the campaign include Chicago, Atlanta, New York and Los Angeles.

In Los Angeles, a billboard was erected on the Sunset Strip and 300 mini-billboards featuring the LP cover were displayed throughout the city.

The label will be making numerous radio time buys and will purchase ad space in major consumers magazines, weekly newspapers and trade publications. There will also be hundreds of in-store displays on the retail sales level.

Strawb's Lead Jem's New LP Release Roster

PLAINFIELD, N.J. — "Classic Strawbs," a double LP "best of" collection for the group of the same name, leads the list of new releases out on Jem Records.

Other new albums from the label include: "Crossing The Red Sea With" by Adverts; "Street Ballet," by Canadian singer/songwriter Ken Tobias; "Like A Duck To Water," by Mother Mallard's Portable Masterpiece Co.; "Two Old Two Soon" by Pezband; "Come Again" by Derek And Clive (Peter Cook and Dudley Moore); "Schizophrenia" by Mike Batt; "Pretentious" by Gentle Giant; "Breakout" by the Dead End Kids and "Raw Deal" by various artists, including the G.T.s, Psychos, Acme Sewage Co., Sick Things, Zhain, Bloodclots, Users and The Very Good Killjoys.

Newman Sampler Sent

LOS ANGELES — A sampler LP containing 28 songs by Randy Newman has been produced by the publishing firm Interworld Music Group. More than 1,000 copies of the LP, "The Songs Of Randy Newman," are being sent to producers and A&R staffs across the country. Among the tunes included are "Davy The Fat Boy" and "Political Science."

12-Inch 'Dan' Single Out

LOS ANGELES — ABC Records has released a special 12-inch, 33-rpm disc of Steely Dan's new single, "Deacon Blues," to AOR stations across the country. The record is an edited version of the song which appears on "Aja."

Lisa Hartman LP Set

LOS ANGELES — Lisa Hartman, star of the "Tabitha" television series, has recorded an album for Kirshner/CBS Records and has released "Nobody Likes Lovin' More Than I Do" as her debut single.

ABC Signs Agreement For Audiophile Discs

NEW YORK — ABC Records has signed the first licensing agreement with the Mobile Fidelity Sound Lab to create and distribute select audiophile recordings from the ABC catalog.

Under the agreement, the label gives Sound Lab the right to distribute the recordings to audio retailers and record stores that have audiophile sections. Single albums will carry a suggested list price of \$14.95.

Among the records' special characteristics are high premium vinyl, and overseas pressing and plating utilizing a half-speed lacquering process. John Klemmer's "Touch" is the first scheduled release.

Arista Slates Three For Late March Release

NEW YORK — "Atlanta's Burning Down" by Dickey Betts & Great Southern, John Miles' "Zaragon," and the soundtrack LP of "The Fury" compose Arista Records' late March release.

"Atlanta's Burning Down" is Betts' second Arista LP, and features a new band lineup. Miles' LP is his first with Arista, and is produced by Rupert Holmes. "The Fury" soundtrack was written by John Williams, Oscar-nominated twice this year and a multiple Grammy winner.

Garland Jeffreys Album Tops A&M Releases

LOS ANGELES — "One Eyed Jack," the new LP by Garland Jeffreys, topped the list of new albums released by A&M Records recently.

Other new releases included: "You're Okay, I'm Okay" by Billy Swan; "Letta" by Letta Mbulu; "It's Just A Lifetime" by Craig Nuttycomb; "New Day" from Airwaves; "Grand Arrival" by Bryn Haworth; "Wondergarp" by the group of the same name; "Special Delivery" by .38 Special and "Impeckable" by Budgie.

Generation-X Album Release Date Changed

LOS ANGELES — The release date of the new Generation-X LP originally scheduled for March 27 has been changed to March 31 so that two more songs can be included on the Chrysalis album.

Freed LPs On Roulette

LOS ANGELES — Roulette Records is currently promoting two catalog LPs which feature Alan Freed, the disc jockey on whose life the new film "American Hot Wax" is based. The two albums are "Alan Freed's Memory Lane" and "Alan Freed's Top 15."

(continued from page 14)

commitment because he signed only with the understanding certain other major acts would be on the bill. Other names mentioned in the lineup included Fleetwood Mac, Eric Clapton, Rufus and ELO among others. Each of the former Beatles said he was sympathetic with the cause but had no knowledge of and had given no commitments to performing at the proposed concert. Tanya Tucker, actress Pamela Sue Martin and actor Bruce Solomon were the only celebrities at the conference.

MORE HELP FOR DOLPHINS — Olivia Newton-John and Helen Reddy jointly announced they are cancelling their originally scheduled concert tours of Japan in 1978 in protest of the killing of thousands of dolphins there. Olivia had 24 concerts scheduled in the Orient during October 1978 and Helen planned a tour in the fall. Reddy said, "I feel that the only way to properly protest such slaughter in a country which is such a lucrative record and concert market for us is by the cancellation of our tours, even though it could ultimately affect our record sales. We hope that other entertainers who feel as positively as Olivia and I do, will join forces with us." . . . There has been talk recently of a live album from Jerry Lee



MILLER IN STUDIO — Chrysalis recording artist Frankie Miller (l) was in the studio recently with producer Jack Douglas putting the finishing touches on his upcoming album "Double Trouble" which is scheduled for release April 1.

Lewis, possibly to be recorded at the Roxy. Because Jerry Lee is held in such high esteem by many current stars, it has also been mentioned that the instrumental lineup, in addition to Jerry Lee on piano, could include Eric Clapton and Rod Wood on guitars, Mick Fleetwood on drums and perhaps female vocalists Emmylou Harris, Dolly Parton and/or Linda Ronstadt . . . Charlton Heston and Anne Murray will be the guests of talk show host Barth Gimbel in the return of America Tonight, Norman Lear's creation. As expected Barth (Martin Mull) will dominate the conversation, so Heston reportedly won't talk on the segment and Murray won't sing. Mull's new ABC album, "Sex And Violins," is set for mid-April. The new album has a couple of Martin & Martin cuts — a collaboration between Mull and Steve (w-i-i-l-l-d and k-r-r-a-a-z-y guy) Martin.

ROCK AND ROLL RETURNS — Possibly for the first time since the Beatles emerged, the film, television and music industries simultaneously are focusing on rock and roll. While the record industry, naturally, is always concerned with the subject, rock and roll is also the subject of several films currently in various states of completion. And all three television networks have specials about rock history slated for the fall schedules. ABC's special will be entitled "Heroes of Rock And Roll" and will be, according to ABC, the finest filmed moments in rock history and the first complete, in-depth documentary history of rock and roll. It is written, produced and directed by Malcolm Leo and Andrew Solt, with Jack Haley Jr. as executive producer. Celebrities in the rock field will host. NBC's "Echoes of Rock and Roll" will also cover rock music, but may center around the 1960s through such shows as "Shindig" and "Hulabaloo." For CBS, Richard Perry is developing a six-hour mini-series which will be either a docu-drama or straight drama about rock . . . In other rock and roll areas, Bob Seger's tour, postponed because he was finishing work on the new Capitol album, has been rescheduled and will have stops in 13 states. The only bad news is that the new itinerary lists no stops in California, or any state west of Nebraska, for that matter. Sweet will open the shows for Seger.

MORE ALAN/ELVIS ACTION? — Shortly after it was announced Jerry Weintraub was negotiating with Col. Tom Parker for "The Elvis Presley Story," a motion picture based on Elvis Presley's life, **Chet Actis** of ICA Talent submitted a proposal that his client Alan Meyer, of "Alan: A Tribute To Elvis" fame, play the part of the young Elvis Presley and supply the vocals for the accompanying soundtrack. Alan's new show, "Elvis Forever," is set to open at the Aquarius Theatre in Los Angeles May 4 . . . The Crusaders have completed a tour of Japan, which included three headlining dates in Tokyo. Three of the concerts were recorded for a possible live album. Joe Sample, keyboard player in the group, has his own album, "Rainbow Seeker," which is doing well enough that his role on stage with the band is being expanded . . . Dirk Hamilton's first album for Elektra/Asylum, "Meet Me At The Crux," has just been released and Dirk will be supporting it with some out-of-the-ordinary concert venues, including the Sweetwater in Redondo Beach April 2-3 . . . The reunion of the Allman Brothers, we are assured, will happen. It will most likely be, however, for only one album and one tour. The album will probably have a few Allman Brothers songs, a couple by Dickey Betts and his group and a couple of Sea Level tunes, since the group is doing well right now.

SHORT SHOTS — RCA's Fandango was joined in Wally Heider's studio here by Jimmy Hall of Wet Willie, who added some harmonica and vocals for the group's new album, being produced by Nell Portnow . . . Arlo Guthrie has signed to do a cameo singing appearance in Peter Starr Productions' new film "Take It To The Limit." The film, about motorcycles, will feature Guthrie singing his classic "The Motorcycle Song" or as it is affectionately known "I Don't Want A Pickle, Just Want To Ride On My Motorcycle." . . . George Lucas has granted Jerry Weintraub's Management Three exclusive U.S. and Canada performance rights to "The Star Wars Concert" . . . Natalie Cole is completing her first television special for CBS . . . Tony King, executive vice president of Rocket Records, recently was greeted with a singing telegram in honor of his 40th birthday and his 20th year in the business . . . Irving Azoff, president of Front Line Management, was married Sunday, March 26 in Los Angeles to Rochelle Cumsky of the Howard Rose agency . . . Record engineer Bill Schnee, who just won a Grammy for his work on Steely Dan's "Aja" album, was presented by his wife Chris Schnee with an even better gift, March 22, in the form of a daughter, Jessica Danielle . . . Alice Cooper's next album for Warner Bros. will be titled "From The Inside." It is based on his recent experiences recovering from alcoholism on the east coast. Writing lyrics for the album will be Bernie Taupin. Cooper will do the music.

REUNION RUMOR? — Several unconfirmed rumors were flying fast last week when it was reported The Rutles would re-unite for a benefit concert raising funds to fight whales which have been killing tuna fishermen. Confusion arose when Richard Meltzer, rock-critic-turned-punk-rock-star and composer of the first anti-whale song, asked The Rutles individually if they would participate in the concert, which will also feature Meltzer's group, Vom. Before they had a chance to reply, it was announced they would get back together to aid the cause. A press conference in Los Angeles last week was called to clear up the fiasco. Dirk McQuirkly said he is busy on a new album but would take part if his schedule allowed. Barry Wom said he would be happy to emcee the event and Stig O'Hara offered to play "if I don't have to sing." Ron Nasty thumbed his nose at the whole affair . . . Happy April 1.

randy lewis



FOSTER FESTIVITIES — Foster Sylvers celebrated his sixteenth birthday recently in the midst of an engagement at Caesar's Palace in Las Vegas, where the Sylvers were performing with Tom Jones. Shown above as Jones presents Foster with a cake are (l-r): Al Ross, president of Sylro Enterprises; Foster; Pat, Ricky, Leon, Angie and James Sylvers; and Jones.

With five of their CBS-distributed albums at platinum plus,
and "Go for Your Guns" nearing two million,
^{PZ 34432} are you ready for the next phase?

The Isley Brothers will take you there with "Take Me to the Next Phase."
^{ZS8 2272}

The tough, new single that is already making playlist leaps —
and breaking through to more homes than ever before.

"Take Me to the Next Phase" is just the first single from
The Isley Brothers' "Showdown." Watch out. This album is going all the way.
^{JZ 34930} On T-Neck Records and Tapes.

THE NEXT PHASE



THE ISLEY BROTHERS
SHOWDOWN

ZAPPA IN NEW YORK — Frank Zappa — Warner Bros. 2D 2290 — Producer: Frank Zappa — List: 11.98

More than a year ago Frank Zappa and company, which includes the Brecker Brothers and Don Pardo this time out, swept into the Big Apple for seven sellout appearances, the highlights of which have been recorded for posterity on this 2-LP set. Among the most outrageous cuts — remember this is Zappa — are the Satanic dialogue in "Titties & Beer" and "The Illinois Enema Bandit," based on the bandit's true adventures.

EASTER — Patti Smith Group — Arista AB4171 — Producer: Jimmy Iovine — List: 7.98

Maybe the times have finally caught up with Patti Smith. With all the attention focused on punk in the last few months, it can be seen Smith was an important early force behind the style. Here, she has some of her characteristically obtuse poetry as well as some first-rate rockers, the best of which is the Smith-Bruce Springsteen collaboration "Because The Night." "Till Victory" is a fiery power pop piece. Just in time for Easter, this is this week's second most added AOR LP.

CATS UNDER THE STARS — Jerry Garcia Band — Arista AB 4160 — Producer: Jerry Garcia — List: 7.98

The Grateful Dead's Jerry Garcia has come out with his fourth album under his own name, and it's a gem. With writing help from Dead lyricist Robert Hunter and musical aid from Keith and Donna Godchaux among others, Garcia has assembled an invigorating package of songs sure to please Dead-heads and most anyone else who gives it a listen. Garcia's crisp guitar riffs abound — with "Rubin And Cherise" standing out as perhaps the strongest cut.

ONE-EYED JACK — Garland Jeffreys — A&M SP-4681 — Producers: David Spinozza and Garland Jeffreys — List: 7.98

Garland Jeffreys' "Ghost Writer" turned into one of the most popular albums among critics during 1977. With his latest work, it appears he is aiming to spread some of that popularity to a greater number of record buyers. The songs have greater accessibility from the R&B beat, but also contain that emotional edge, as on "Scream In The Night." Support from such luminaries as Dr. John, Phoebe Snow, producer Spinozza and members of stuff adds spice.

MAGIC — The Floaters — ABC AA-1047 — Producers: James Mitchell, Jr. and Marvin Willis — List: 7.98

The second album from this fountain of taste and integrity known as The Floaters continues the record of excellence they established with last year's debut. Practitioners of a distinctive soft Motown/Harold Melvinish funk hybrid, The Floaters score strong plusses on this outing with cuts like the title song, which contains charming flute passages. R&B for the fans of softer soul sounds.

NEW DAY — Airwaves — A&M SP-4689 — Producer: Pat Moran — List: 7.98

Airwaves is a British trio which does not play heavy metal. What we have here is a promising debut offering with tight, yet soaring harmonies and a hook-laden sound which effectively blends mellow moments with power pop savvy. A liberal dose of funk and an occasional full-tilt rocker make this a welcome addition for AOR and pop stations. Best cuts are "Love Stop," "Nobody Is" and "You Are The New Day."

BURNING THE BALLROOM DOWN — Amazing Rhythm Aces — ABC AA-1063 — Producer: Barry Burton — List: 7.98

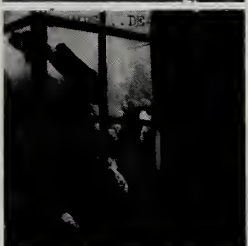
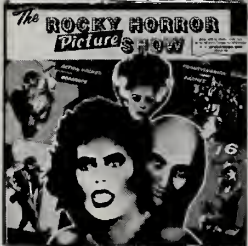
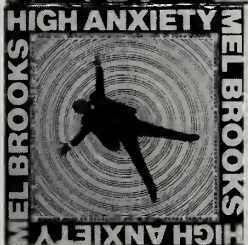
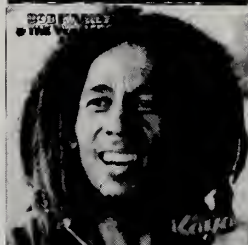
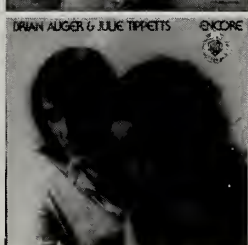
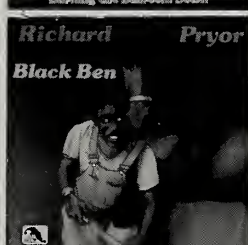
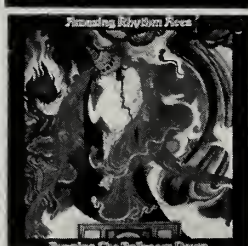
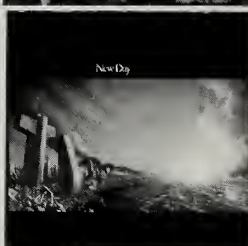
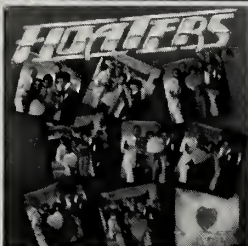
Longtime fans of this six-member band are in for a treat in the form of this release, which should add new members to the ranks of Aces fans. Vocalist Russell Smith wrote or co-wrote eight of the nine tracks, all reflecting the Aces' famed country-rock style. The clean arrangements shine on such tunes as "Out Of Control," "Della's Long Brown Hair" and the title song. "Byrd" Burton's guitar work adds flair.

BLACK BEN THE BLACK SMITH — Richard Pryor — Laff A-200 — Producer: Louis Drozen — List: 7.98

By now almost everybody is aware of Pryor, probably the most outrageous comedian since Lenny Bruce, who takes Don Rickles insult comedy one step further — he makes no apologies. This time out Pryor touches on history, show biz, "Nigroes" and prison in his own inimitable style. As usual he pulls no punches ("God was a junkie"), but some of the cuts could get unedited airplay. Bound to be a big seller.

ENCORE — Brian Auger & Julie Tippetts — Warner Bros. BSK 3153 — Producer: Brian Auger — List: 7.98

Brian Auger and Julie (Driscoll) Tippetts have reunited on this album (their first together since 1969) to create an almost flawless, delightful work. Julie's excellent phrasing and distinctive bluesy-jazz voice meshes perfectly with Auger's incessant organ riffs on Al Jarreau's "Spirit," Jack Bruce's "Rope Ladder To The Moon" and "Don't Let Me Be Misunderstood." This is jazz-rock at its best, as the number of jazz and AOR stations already on the LP proves.



KOOL & THE GANG SPIN THEIR TOP HITS — De-Lite DSR-9507 — Producer: Ronald Bell — List: 7.98

A classy collection of the funky sounds of Kool & The Gang, this LP includes two hit movie soundtrack tunes, "Open Sesame" from "Saturday Night Fever" and "Summer Madness" from "Rocky." A must for all the "Hollywood Swingers" and lovers of good funky rhythms and jazz, this album is going to get a lot of parties jumping in the coming months. Also included is an early funk favorite, "Jungle Boogie."

KAYA — Bob Marley And The Wailers — Island ILPS 9517 — Producers: Bob Marley And The Wailers — List: 7.98

With much of the future commercial success of reggae riding on the new Bob Marley album, it is fortunate that it is probably his most accessible album yet. The production is smoother than usual and while the album's title, the Jamaican word for marijuana, has certain implications, some of the songs contradict that, saying a person can't drift away from reality. He even has a couple of love songs which would be suitable even for MOR playlists, as well as AOR, Top 40 and R&B.

MEL BROOKS' GREATEST HITS FEATURING THE FABULOUS FILM SCORES OF JOHN MORRIS — Asylum 5E-501 — Producers: Varlous — List: 8.95

Mel Brooks' greatest hits? That's right, and it's about time, too. This collection includes some of the funniest songs ever to grace the silver screen, "Springtime For Hitler" from "The Producers" and "I'm Tired" and "Blazing Saddles" from "Blazing Saddles." Side one features songs from Brooks' latest comedy, "High Anxiety." While it's true the Brooks' and Morris' music is no match for the former's comedy, this LP is nonetheless a noteworthy release.

THE ROCKY HORROR PICTURE SHOW — Varlous Artists — Ode Sounds and Visions OSV-21653 — Producer: Richard Hartley — List: 7.98

Producer Lou Adler brought this outrageous show to America, where it was made into a film in 1975. After a slow start, the movie has become a cult favorite, inspiring fans to dress up as their favorite characters to attend the film. Now the movie soundtrack has been released for the first time in America, and should become a cult favorite as well. Featuring science-fiction and perverse sexuality in its spoof of gothic horror films, as well as Meat Loaf as Eddie, this one's a one of a kind.

BRITISH LIONS — RSO RS-1-3032 — Producer: British Lions — List: 7.98

Like a phoenix rising from the ashes of Mott The Hoople arises British Lions, stirred up and ready to go for the throat. With the addition of Medicine Head alumnus John Fiddler, the Lions deliver a knock-out musical punch. Rock riffs threaten to leap off the grooves and devour the listener, but the brave are rewarded with imaginatively constructed hooks on almost every cut. Potential blue collar anthem "Eat The Rich" is one of the cuts that will make many AOR playlists.

DEADLINES — The Strawbs — Arista AB 4172 — Producer: Jeffrey Lesser — List: 7.98

After recording more than a dozen albums, Dave Cousins' Strawbs still change personnel and sounds frequently. This time the angry moodiness has given way to a collection of predominantly piano-based pop ballads. "Joey And Me" and "Time and Life" are two slices of Cousins' ham, as opposed to the rest of the mellow album that features lead guitarist Dave Lambert. With the style shift shown on this LP, the Strawbs should get airplay on AOR, pop and MOR stations.

KEEP THE DOGS AWAY — Thor — Midsong/MCA-2337 — Producers: Ian Guenther and Willl Morrison — List: 6.98

This is hard rock, or maybe muscle rock. You see, Thor is a former Mr. Universe who grew up pumping iron to the beat of Led Zeppelin records. The result is the first rock 'n' roller who can bend steel with his teeth. His stage show — complete with laser animation — reportedly must be seen to be believed. Until the live show comes around, this LP should earn AOR airplay in anticipation of what could be one of the most unique rock shows ever.

IN TIME — Renee Armand — Windsong BXL1-2708 — Producer: Jim Horn — List: 7.98

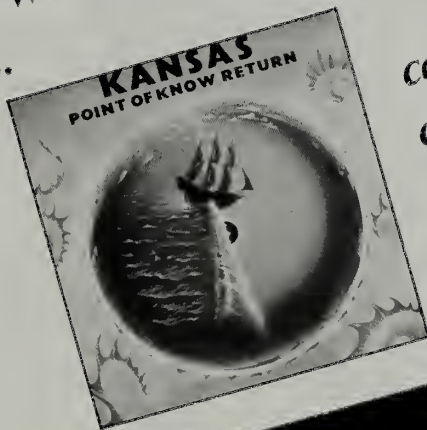
Lovely pop ballads about love and its difficulties and pleasures abound on this album. Producer Horn has gathered an outstanding group of musicians to support this talented singer/songwriter, including himself. Horn's sax solo helps make "(We're) Dancin' In The Dark" a potential Top 40 hit, and the "Suite For 3 Poems" and the title track also are strong. For pop and adult contemporary formats.

HOTEL SHEET — Jack Ashford — Magic Disc MD 116 — Producer: Jack Ashford — List: 7.98

Jack Ashford's "Hotel Sheet" is a new concept in sound for disco. Similar to Stargard's current hit, "Which Way Is Up?," Ashford's title cut moves beyond to show some of the new sounds a piece of plastic can generate. The album also contains a number of funky dance songs and an easy flowing ballad, "Shar," but the star is "Hotel Sheet," which may well become the next rage in discos across the country.

"WIND" STORM. KANSAS STYLE.

The latest Kansas single is really kicking up some dust. Every major station in the country, including WABC, has added "Dust in the Wind." This week, it's soared to 10*
75B 4274



The "Point of Know Return"^{JZ 34929} album is caught in the tempest, too. It's just gone double platinum, joining its illustrious predecessor, "Leftoverture"^{JZ 34224}, on that lofty plateau. Kansas. On the air, from coast to coast. On Kirshner Records and Tapes.



FEATURE PICKS

WINGS (Capitol PRO-8813)
With A Little Luck (3:13) (MPL Communications/ATV Music Corp. — BMI) (McCartney)
 Street action has been fast and furious on this optimistic ditty taken from the new "London Town" album. The lead vocals and harmonies are smooth and soothing. Paul again shows his hook flair. A sure Top 40 climber.



JOHN TRAVOLTA & OLIVIA NEWTON-JOHN (RSO 891)
You're The One That I Want (2:49) (Stigwood/Buffalo/Ensign; Admin. Stigwood/Unichappell — BMI) (J. Farrar)
 Travolta and Newton-John are smashing on this track taken from the "Grease" soundtrack. The bassline is jumpy; the hook is tight. Horns and strings add flourish.



STEELY DAN (ABC 12355)
Deacon Blues (6:40) (ABC/Dunhill Music — BMI) (W. Becker/D. Fagen)
 Gary Katz' production is elegantly simple on this stunning track taken from the "Aja" album. Jazzy guitar licks, excellent lead vocals by Fagen and tasty keyboard touches combine to make this song a strong follow-up to "Peg."



CHIC (Atlantic 3469)
Everybody Dance (3:30) (Cotillion/Kreimers/Chic — BMI) (Edwards, Rodgers)
 The subject matter is the same on this follow-up to "Dance, Dance, Dance." The fine, flashy bass work, double-timing on the high-hat and hand-clapping make the beat infectious. Strings on top. Solid singing. Excellent R&B, pop add.

HEATWAVE (Epic 8-50524)
The Groove Line (4:11) Almo/Tincabell — ASCAP) (R. Temperton)
 Heatwave is one of the hottest new groups around and this track reminiscent of "Boogie Nights" ought to keep the fires burning. With jumpy vocals, nice bass work and dancing beat in the grooves, R&B and Top 40 action is likely.



SEALS & CROFTS (WB 8551)
You're The Love (3:17) (D. Batteau — ASCAP/Dawnbreaker/Oaktree — BMI) (D. Batteau/L. Shelton)
 This track is a skillful blend of disco and pop influences. Strings, a perky beat and Seals & Crofts' distinctive vocal style make this song a likely Top 40 contender. The cascading chorus stands out.



HELEN REDDY (Capitol P-4555)
We'll Sing In The Sunshine (3:34) (Lupercalia — ASCAP) (G. Garnett)
 The production by Kim Fowley on this cover of the Gale Garnett tune is an impeccable blend of harmonica, guitar, string and horn work. The beat is gentle. Helen's voice is squeaky clean. Pop and MOR playlist material.



BLONDIE (Chrysalis 2220)
Denis (2:15) (Bright Tunes — ASCAP) (N. Levenson)
 With this song and its album "Plastic Letters" climbing international charts, 1978 could usher in a breakthrough for this power pop group from Manhattan. The track features recognizable thrashing guitar licks, kick drumming and Deborah's bright vocals.

SINGLES TO WATCH

DEBBY BOONE (WB 8554)
Baby, I'm Yours (2:36) (Blackwood — BMI) (Van McCoy)
 This faithful cover of the tune by Barbara Lewis features a lush arrangement of background singers, strings and a gentle beat. Debby's voice is smooth and complimentary. A likely pop and MOR playlist add.

LISA HARTMAN (Kirshner ZS8 4275)
Nobody Likes Lovin' More Than I Do (3:20) (Warner-Tamerlane/Marsaint — BMI) (A. Toussaint)
 In addition to being an actress ("Tabitha"), Lisa is a good singer and the country feel of this bright tune is well-suited to her voice. The beat is upfront. The arrangement simple. Backing vocals strengthen the hook. Pop potential.

GARY WRIGHT (WB 8548)
Something Very Special (3:38) (High Wave/WB — ASCAP) (G. Wright/J. Quinn)
 Synthesizer work accounts for most of the music on this track taken from the "Touch And Gone" LP. Drums add bottom; chimes add sparkle. Gary's singing is characteristically strong. Good pop playlist add.

RICK DANKO (Arista 0320)
Java Blues (2:46) (Myomy Music — BMI) (R. Danko/B. Charles)
 The Band may be gone but its sound lives on in this single from Danko's new album. Excellent snappy guitar, romping beat and Rick's immediately recognizable vocals make this track dedicated to the coffee shakes a good pop playlist add.

KONGAS (Polydor 14461)
Gimme Some Lovin' (3:39) (Sacem Cerrone/Island — BMI) (S. Winwood/M. Winwood/S. Davis)
 Driving conga and drum work characterize this cover of the classic Davis-Winwood tune. Cerrone's production demands dance floor action. Lead and backing vocals are solid. R&B and pop churner.

PURE PRAIRIE LEAGUE (RCA JH-11260)
Working In The Coal Mine (3:15) (Marsaint — ASCAP) (A. Toussaint)
 This cover version of the Lee Dorsey tune displays tight vocals, well-arranged background instrumentals and the ever-present hook that made this song a hit the first time around. From the forthcoming "Just Fly" album.

CAMEO (Chocolate City/Casablanca CC013)
It's Serious (3:20) (Better Days — BMI) (G. Johnson/L. Blackmon)
 It may be serious but it's all for fun. Taken from the "We All Know Who We Are" album, this predominately instrumental track is chock full of funk — ringing guitars, dancin' beat, dashing horns and crowd sounds.

GENESIS (Atlantic 3474)
Follow You Follow Me (3:19) (Gelring Ltd./Run It Music — BMI) (Rutherford/Banks/Collins)
 An unusual percussion texture, synthesizer work and a gentle beat characterize this single taken from the forthcoming "And Then There Were Three" LP. Collins' singing is airy; the chorus floats.

PARLET (Casablanca NB 919)
Pleasure Principle (4:10) (Rick's/Malbiz — BMI) (G. Clinton/R. Ford/B. Worrell)
 This very danceable tune was co-written and produced by George Clinton of "Dr. Funkenstein" fame. Strong vocals and a solid hook will make this record a good addition to R&B playlists.

THE O'JAYS (Philadelphia Int'l./CBS)
Use Ta Be My Girl (4:02) (Mighty Three Music — BMI) (K. Gamble/L. Huff)
 Taken from the "So Full Of Love" album, this cut has a jazzy Benson-like guitar intro, smooth vocals and harmonies and classy production of strings and horns. Likely R&B and pop chart action.

THE IMPERIALS (Omni/Island OM 5501)
Who's Gonna Love Me (3:40) (All Of A Sudden/Brookside/Ceberg/Piedmont — ASCAP) (A. Davison)
 This first release by the Omni label in conjunction with Island features strong percussion and soprano saxophone passages and a cute and simple lyric. The singing is smooth. Dancing is recommended.

LAWRENCE HILTON-JACOBS (ABC 12351)
Fly Away (To My Wonderland) (3:12) (Dozier/Aandika/Blackwood — BMI) (L. Dozier/M. Jackson)
 This funk ballad taken from Hilton-Jacobs' recent album features a production of strings and horns and intelligent lyric about escaping the doldrums. Hilton-Jacobs and the backing vocalists are fine.

LARRY GATLIN (Monument 45-249)
Night Time Magic (2:31) (First Generation — BMI) (L. Gatlin)
 Gatlin's roots may be country but this single demonstrates his potential pop appeal. The production features sweeping string passages, acoustic guitar work, an arrangement of powerful transitions and Gatlin's strong voice.

BOB JAMES (Tappan Zee/Columbia 3-10715)
Night Crawler (3:31) (B. James & DeShufflin/Wayward — ASCAP) (B. James)
 This jazz/pop instrumental taken from the successful "Heads" album features excellent horn work and arrangement, tasty bassline and sparkling keyboards. Good addition to pop, jazz and R&B playlists.

EMMYLOU HARRIS (WB 8553)
Two More Bottles Of Wine (3:08) (ABC-Dunhill — BMI) (D. McClinton)
 Emmylou has fun on this track taken from the "Quarter Moon In A Ten Cent Town" album. The arrangement straddles country and pop licks. Boogie-woogie piano and wrangling guitar add spice. Not for imbibers only.

"...near perfect."

Rolling Stone




S T A R M A K E R

Just a little number (E-45455)
from BRUCE ROBERTS (7E-1119)
on Elektra.



Produced by Tom Dowd

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NARM Seminar On Advertising Presents Basics, Features Film

by Ken Terry

NEW ORLEANS — The advertising seminar at this year's NARM was viewed, along with the merchandising presentation, as a symbol of the convention's growing sophistication. Integrating a professionally produced film with talks by three experts in the fields of radio, print and TV advertising, the seminar was one of the most informative at the convention.

Don Dempsey, vice president of marketing for Columbia Records, started off the proceedings with some remarks about creative advertising. Pointing out that the industry's advertising practices have been enormously improved over the past 20 years, he also noted that "a true function of advertising is to reduce sales cost by increasing number of units sold."

The film which followed highlighted techniques for advertising in each of the three traditional media, as well as how to plan an effective media mix.

In the segment about newspapers, it was observed that record retail ads placed in college publications will often be more cost-efficient than those placed in dailies. Daily newspapers have a short life and aim for too wide an audience, the narrator noted, whereas college papers zero in on record-buying readers. Alternative publications that focus on the lifestyle of readers in the 14-30 age group, such as *The Village Voice* and *The Boston Phoenix*, were also cited as good places in which to advertise.

Magazines, it was noted, have a longer life than newspapers, but are not the proper medium for advertising that includes price. Some magazines such as *TV Guide* have local editions where a well-placed record ad could be effective.

'Most Exciting Player'

TV was called "the most exciting player in the media mix," because it has the largest audience and the most immediate impact. It was noted that local TV stations are getting better at producing inexpensive spots for retailers, and several interesting examples of this kind of advertising were shown.

Radio, "the most inescapable medium," is still the place where the product is presented in its purest form, the narrator said. For teens, radio is more than entertainment: It's a way of life. College students, too, are heavy radio listeners. It was suggested that retailers carefully study the formats of local radio stations before they advertise with them, and feature recognizable product in their spots.

Other promotional media mentioned in the presentation included billboards, film

shorts shown at local movie houses, and in-store video.

Merchandisers Respond

After the film ended, a panel of record merchandisers discussed individual techniques that have worked for them. On this panel were Buddy Boswell, advertising director of Siebert's Inc.; Joe Bressi, vice president of Camelot Music, Inc.; David Crockett, vice president of Father's and Son's; Richard Greenwald, president of Interstate Record Distributors; Stephen Salsberg, advertising director for Lieberman Enterprises; and Stuart Schwartz, secretary and treasurer of Harmony Hut Stores.

Crockett, speaking on the basis of his experience with Father's and Son's Karma retail chain, supported the use of concert flyers to draw people into stores. He also advocated cross-merchandising records with other kinds of businesses.

Salsberg noted that, since the racks know their own customers best, the manufacturers should allow them to work out media mixes with individual accounts. Similarly, Boswell, pointed out that Siebert's accounts are more attuned to print advertising than are most record advertisers, so that's where most co-op advertising money should go. He added that, in discount stores, the best way to sell records is to lure customers into record departments with eye-catching displays near the door.

Greenwald, whose firm services many accounts in small towns, said that radio ads can be very effective where there is only one strong station in an area. On weekends, he also advertises on the sports pages of local newspapers.

Importance Of Frequency

After the film ended, George Burns of

(continued on page 34)

Hampton's New Label Bows At NARM Meet

NEW ORLEANS — Lionel Hampton launched his new "Who's Who In Jazz" label with a concert at the 1978 NARM Convention.

The concert began with the New Orleans Funeral Marching Band parading through the audience playing "When The Saints Go Marching In." Later, Zoot Sims, Bucky Pizzarelli and Bill Doggett joined Hampton on stage for a jam session. Finally, Al Hirt and his group joined Hamp for a set mixing some old and new jazz tunes.

Bill Titone, Hampton's manager, said the initial Who's Who release consists of 14 LPs from such artists as Woody Herman, Dexter Gordon, Charlie Mingus, Gerry Mulligan and Buddy Rich.

Better Radio, Retail Rapport Needed Stresses NARM Radio Seminar

by Dave Fulton

NEW ORLEANS — Better two-way communication between radio stations and retailers was emphasized at the NARM Radio Seminar chaired by Bob Wilson, publisher of Radio & Records.

Craig Scott, vice president of programming for Plough Broadcasting, and Bob Pittman, program director at WNBC, stressed that retailers do not talk to radio stations enough to find out who is influencing the market.

"Radio stations want to give information, not only receive it," noted Scott. He added, "There is a need for credible information from the stores. We trust, but we never really know."

In his opening remarks, Wilson pointed out that retailers have more in common with radio than with manufacturers because they both use music to attract an audience. "So far our two companion industries have only scratched the surface of what should be a valuable and long-lasting relationship," he said.

Comparing the radio listener-turned-buyer, Pittman said that 30-40% of an AOR audience buys records while AM listeners account for roughly 5%. He also said that

"looking at top AM stations to make buys is not necessarily wise today because of fragmentation in the market."

According to Wilson, a wider spread of demographics among record buyers today means that there are more kinds of records which retailers must stock.

Pittman said his criteria for adding records is that they must "sound like the station" or have some significant impact. He commented further that the initial thrust of top adds on AOR stations is heavy rotation, then a leveling off like other albums on the playlist.

Scott, who works with Lee Abrams, said that records must be from stadium-filling acts (app. 80,000 people) before moving into power rotation.

One problem that Pittman pointed out was the large volume of calls and mail regarding where to buy country records. In local record stores, he said, it was often hard for buyers to find the country section and oftentimes the records available were not the same as on the air. According to Pittman, "Stores in general seem to be uninterested in country product." Scott said that his firm recently opened three stations with a black AOR format in Memphis,

(continued on page 34)

NARM 'Creative Merchandising' Panel Suggests Variety Of Techniques

NEW ORLEANS — "Records and tapes are consumed differently than, say, potatoes or shoes," noted Stan Marshall, vice president of sales for Elektra/Asylum. Speaking as the moderator of a panel on "Creative Merchandising" at the annual NARM Convention last Tuesday, Marshall pointed out that when consumers run out of potatoes and shoes, they simply go back to the store for replenishment. Because record purchases are not made in this way, he asserted, "creative merchandising" that grabs the emotions and fantasies of the customer is indispensable in the record retail business.

"What you're doing is creating a total environment to encourage sales," Marshall said. "Merchandising is more than posters and scotch tape. We need more point-of-purchase display, because it works. And we always need more creativity."

Also participating in the panel discussion were: Cletus Anderson, president of the V.I.P. Records chain; Charles Blacksmith, buyer for Round Up Music Distributors; Adam Somers, director of merchandising for Warner Brothers; Bob Reitman, director of merchandising and advertising for A&M; Bud O'Shea, west coast director of marketing for E/P/A; Arnie Orleans, senior vice president of marketing for 20th Century Fox; and Ron Oberman, west coast director of merchandising for Columbia.

Attractive Displays

All the panelists continuously stressed the theme of "attractive" in-store display.

Oberman pointed to the now-established conclusion that point-of-purchase material is a key factor in sales. Calling it the "silent salesman," Oberman noted that not only does POP keep customers in the stores longer, but also encourages them to purchase more records.

Somers suggested that the best merchandising tool at the grass-roots store level is the album jacket itself, because it is "a visual extension of the musical statement" of the artist. Reitman noted that in his experience, concerts are a prime sales motivator, and added that the best customers tend to be those who have just seen a concert. He mentioned the importance of tying displays and in-store play to local musical attractions.

Another key area that prompted panel discussion was the increasing use of cross-merchandising. Oberman advised retailers

to study some of the display tactics of the giant supermarket chains, including creative arrangements of items and coupon promotions.

Anderson spoke of the importance of programming in-store play just as radio stations do "Proper in-store play creates impulse sales," he asserted. He noted that on records that don't receive radio airplay, in-store exposure can help fill that void.

A number of retailers expressed interest in continued sharing of merchandising ideas, and Marshall said that such merchandising meetings would be a regular feature at NARM's regional seminars.

Scholarships Awarded To Fifteen At NARM

NEW ORLEANS — Fifteen young people received college scholarship awards at the annual NARM Scholarship Award Dinner during last week's convention.

Among the students who received scholarships were: Cynthia Bilous, the Theodore Izenstark Memorial award; Elsa Schoonover, the Elvis Presley Memorial award; Daniel Grindle, the Casablanca Record and Filmworks award; Darby Mulren, the Arnold Berland Memorial award; Michael Taveres, the Henry Hildebrand Memorial award of A&M Records; and Scott Burger, the Leonard Goldenson (ABC Records) award.

Also honored were: Thomas Bennetti, the B'nai B'rith Scholarship of Music and Performing Arts Lodge award; Lori Ninmer, the Jim Croce Memorial award; Janice Nakagami, the Polygram Records Corp. award; Sonia Panchyshn, the Goddard Lieberman Memorial award; Jeanne Palaigos, the CBS Records award; Anna Schoffmann, the Warner Communications award; Craig Kruempel, the Capitol Records award; Patricia Moosbrugger, the Heilicher Family award; and Sean Keelan, the David Knapp Memorial award.

All applicants were either children of regular of associate NARM members, or employees themselves. Each scholarship is \$4,000, or \$1,000 per college year.

The applicants were judged on the basis of academic achievement and financial need by a special scholarship committee. The NARM Board of Directors then approved all choices.



ABC HOSTS JAPANESE REPS — ABC Records hosted a luncheon in Los Angeles last week for three international retail representatives from Japan who were in town with 16 retailers from Japan to observe American marketing and sales at the retail level. Shown (l-r) in the front row are: Miss Arano, interpreter; K. Inoue, management director of All Japan Record Dealers Union; S. Saito, owner and president, Record Tokushin/Music Report/Cash Box Japan, and M. Hori, vice president, Recordgakki Shinpo. Pictured (l-r) in rear are: Elaine Corlett, vice president, international artist development; Steve Diener, ABC Records president; Helen Pine, vice president, international, marketing services; Jay Morganstern, president ABC publishing and vice president and general manager ABC Records international division.

PROMOTION IN MOTION

COMPETITION FOR ARB — Audits & Surveys' new TRAC 7 radio ratings service will begin telephone interviews in the four top radio markets (New York, Chicago, Los Angeles, and Philadelphia) this fall. Within the next 18-20 months, the new syndicated service expects to be operating in the Top 20 national markets.

While TRAC 7 is not seen as an immediate threat to Arbitron, the older service has been taking steps to remedy some problems that might have contributed to the birth of the new competitor.

Theodore Shaker, president of Arbitron, told New York's new daily, *The Trib*, that the firm is trying to remedy the hyping problem by expanding the measurement period from four week sweeps to 12-week sweeps. Arbitron is testing the new system with two 12-week yearly sweeps in New Orleans and Seattle-Tacoma.

Spokesmen for A&S assert that TRAC 7 has several advantages over Arbitron, including the fact that the results of its telephone interviews with respondents will be coded into a computer directly from a Cathode Ray Tube (CRT). This will save the time and expense of transferring the data from printed ARB questionnaires to a computer. In addition, A&S hopes to provide more demographic and product information than is currently provided by Arbitron.

ON THE STREET — Last Tuesday was "Ellen McIlwaine Day" in Atlanta, by order of Mayor Maynard Jackson. The UA artist, whose debut LP was recently released, was appointed an Honorary Lt. Colonel. Atlanta radio stations, in honor of the occasion, gave the McIlwaine disc its first concentrated exposure . . . CBS Records and WMMS in Cleveland literally jumped for joy at the release of Crack The Sky's new album, "Safety In Numbers." A dozen celebrants bailed out over Ohio at 2,700 feet, at a local skydiving school. They included WMMS djs Jeff Kinzbach and Betty Korvan, and some CBS branch personnel. The members of the band were among the 1,000 spectators who watched the intrepid dozen unfurl a banner reading, "With Total Belief in Safety In Numbers, CBS and WMMS Buzzards Have Cracked The Sky . . . Yeow!" . . . WASH-FM in Washington, D.C. will air the 52-hour "History of Rock & Roll" show on April 7 . . . **Mary Lou Webb** has left Arista to become national director of FM promotion for CTI . . . **Joey Perello**, promotion head of Sweet City Records, visits the Big Apple this weekend to ask for his girlfriend's "hand in marriage." Should her old man say no, Joey said he's prepared to take her anyway . . . WWVA will broadcast live auditions for the upcoming Jamoree In The Hills. The 13-week competition will take place at the Jam Session Ballroom in Wheeling, W.Va. The station will air the shows on Saturday nights, following its regular Jamboree U.S.A. program . . . Several changes at Warners in New York.



NOT WIND, NOR SNOW — While heavy snows recently idled many in Milwaukee, the weather did not keep Motown's midwest pop promotion manager, Gregg Dodd from his rounds. Getting around on a snowmobile, Dodd dropped off the new *Fresh and Fantasy Hill* LPs to Bobbie Bean, music director, and Tom Donovan, program director at WLPX. Pictured (l-r) revving to go are: Donovan; Bean; and Dodd.

Kenny Puvogel moves to northeast regional album promotion, and **Michael Symonds**, WB's Boston rep, is now doing northeast regional singles. **Mike Olivieri**, who formerly did both jobs, is now co-managing the Good Rats on Passport . . . **Kris Slocum** left Sire to become director of national promotion and merchandising at Versatile Records, a New York-based jazz label. **Cal Stiles** and **Bob Craig** are doing east and west coast Versatile promotion, respectively . . . **Mel** (Springtime For Hitler) **Brooks** kicks off WABC's "\$500,000 Game" with a few "good words" about NYC. Other scheduled "good word" celebrities include the **Bee Gees**, **Barry Manilow**, **Paul Anka**, and **Ed Koch** . . . Just when we were getting used to tight formats and superhit radio, promotion people are beginning to perceive a shift back to the old days. "I think we're seeing a general move back to personality in radio," says Arista's **Sam Karamanos**, echoing the feelings of other national reps.

WLS Promo Seeks Most Popular Rock Songs

CHICAGO — WLS Music radio here is currently compiling a list of the most popular rock songs from 1955 to the present as judged by the station's listeners. To determine which songs and artists will be inducted into the "Rock Hall of Fame," the

station, through a series of newspaper ads and on-air promos, invited listeners to send in a list of their Top 10 favorite rock songs of the past 23 years. The top 500 most popular songs will then be played on WLS during a special weekend.



TRB HITS NYC — Tom Robinson, lead singer/songwriter/bassist for Harvest's Tom Robinson Band, stopped by the WNEW-FM studios in New York recently for an on-the-air interview with WNEW program director Scott Muni that lasted over an hour. Pictured above at the studio after the interview are (l-r): WNEW music director Tom Morrer; Robinson; Muni; and Irwin Sirotta, Capitol's eastern AOR promotion manager.

KROQ Suspends Paid Ads; New Partners Kick In \$3 Mil.

by Joey Berlin

LOS ANGELES — Major changes in station personnel and management have been announced by KROQ-AM (Burbank) and KROQ-FM (Pasadena), a locally owned 24-hour AM/FM combine. The changes follow arrangements calling for the sale of some of the station's long and short term notes, existing or future stock (via options, warrants and pledges) and partnership interests in the station's licensee companies to Progressive Media Group, Ltd., a newly formed California corporation.

Progressive Media is set to pay outgoing principals, optioners and lenders \$3 million in cash and notes as well as making new lines of credit available to the station. This will enable the station, under the leadership of KROQ founder and general manager Gary Bookasta, to initiate and complete programming, personnel and promotion changes. Most prominent of the changes is the unprecedented suspension of all commercials for a period of at least 60 days, beginning April 1.

The suspension of commercials is a promotional tool being used to launch the station's new lineup, promotions and contests. Besides Bookasta's resumption of an active general manager's role, KROQ will bring in former KROQ, KRLA and KMET programmer Shadoe Stevens as a consultant, through Stevens' Big Bucks production company. Paul Huffsteter, KROQ's music librarian for nearly two years, has been named music director, and will also serve as special assistant/consultant to Bookasta. Huffsteter, along with KROQ dj Rodney Bingenheimer, is credited by many with helping to establish the "new wave" scene in Los Angeles.

Also taking a new post is former chief engineer Darrell Wampler, who is now both engineering and operations director.

On-Air Lineup

Cindy Paulus, who achieved the station's

STATION BREAKS

Bill Garcia is out as PD at **KNUS**, Dallas. How much \$\$\$ will **10Q** offer **Bob Hamilton** of **KRTH** to move across town to program the Storer outlet?? **Steve Scott** moves from **KOMA**, Oklahoma City to **KLIF**, Dallas to do afternoon drive. **Glenn Lambert** now doing 6-10 am at **KSAN**, San Francisco. He had been doing weekends. **Vinny Brown**, MD at **WKND**, Hartford, now doing morning drive at **WAMO**, Pittsburgh.

New AM drive at **WZZP**, Cleveland is **Jack Fitzgerald** (from **WOKY**, Milwaukee). **Craig McKee** is the new sales manager at **WLS**, Chicago. Craig comes to **WLS** from Blair Radio, Minneapolis. **Bob Church** is the new MD at **WORJ**, Orlando. **Mike McCoy** (from **WRAQ**, Asheville) is now 10 am-2 pm at **WANS**, Adnerson. Congratulations to our old friend **Jon Little** who has assumed to PD reins at **WISM**, Madison. Jon has appointed **R.J. Reynolds** to his old MD job.

Jerry Kaye is not handling weekend air chores at **KLOS**, Los Angeles. Jerry was most recently news director at **KROQ**, Los Angeles. New lineup at **WRAP**, Norfolk: **J.D. Jackson**, 6-10 am, PD **Barry Mayo**, 10 am-noon, **Milton Bule**, noon-3, **Frankle Stewart**, 3-7 pm, and **Alvin Reazes**, 7 pm-midnight. **Harris Allen**, former PD and MD at **WRNW**, Westchester, is on the west coast looking for an AOR programming or air gig. Contact him at (213) 787-2642. A

WCOZ Sets Live Show

BOSTON — WCOZ transmitted a live concert from The Rat March 19 as part of its "Boston Beat" series. The Atlantics, a local rock band, are scheduled to perform.

highest ratings ever according to the May-June 1974 Pulse, is returning to KROQ at the 6-10 a.m. slot. Longtime KROQ jock Bob Sala will follow at 10-2 p.m. Jeanne Chappe has had her afternoon drive shift lengthened to 2-7 p.m., and she will be followed by the station's best-known dj, Jimmy Rabbitt, in the 7-12 a.m. shift. Rabbitt, who has many of his own fans as a result of his country-rock band Jimmy Rabbitt & Renegade, will also work Sunday afternoons and will adjust his schedule occasionally to coincide with his concert schedule. New personality Brent Khalen will round out the regular lineup at midnight-6 a.m.

Sundays will feature a variety of regular features, including "Hollywood Night Shift," 7-8 p.m.; Bingenheimer's "Rodney on the Roqs" show, 8-10 p.m.; and the "Young Marquis" hosted by Doc Nemo and friends, 10-midnight.

Promo Plans

New promotion plans to go with the suspension of commercials call for extensive television, billboard and print advertising to publicize the changes and the station's giveaway promotions. The advertising and promotion budgets are estimated at more than a quarter of a million dollars by Bookasta. Prizes will include concert tickets, albums, stereo equipment, clothes and musical outfits. Among the supporters of these promotions are local clothing stores, stereo equipment chains and national corporations.

Bookasta points out that the 60-day commercial-free period may be extended. He also adds that when KROQ returns to commercials they will number only four per hour, at 15 minute intervals, and will never exceed six per hour. "Other stations may be able to outpromote us, or give away more prizes, but they can't touch us when it

(continued on page 41)

special hello to **Carla Dean** at **WKND**, Hartford who is celebrating her first anniversary at the station. Also, a special welcome to PD **Hal Jackson** and **WBSL**, New York, the newest **Cash Box** pop reporting station.

Answer to last week's trivia question: The Alice Cooper Band. This week: Who Played the harpsichord intro to the Yardbirds' single "For Your Love?"

Until Next Week . . .

scott anderson & ken kirkwood



KELLY TO TEN-Q — Machine Gun Kelly has signed on with L.A. station **KTNQ** (Ten-Q). Introducing Kelly (l, foreground) on the air is the **Real Don Steele** (r, foreground).

FM ALBUM CHART

TW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CBLP Chart Pos.	PRIME CUTS
1	3	N	Earth	Jefferson Starship	Grunt	11*	Count On Me, All Nite Long, Love Too Good
2	13	N	Running On Empty	Jackson Browne	Asylum	5	You Love The Thunder, Title
3	2	N	Champagne Jam	ARS	Polydor	63*	Imaginary Lover, Title
4	5	N	Waiting For Columbus	Little Feat	WB	22*	Time Loves A Hero, Feats Don't Fail, Fatman
5	9	N	Excitable Boy	Warren Zevon	Asylum	34*	Werewolves, Johnny Strikes Up, Title
6	17	N	Slowhand	Eric Clapton	RSO	3	Cocaine, Sally, Peaches, The Core
7	10	N	Infinity	Journey	Columbia	31	Lights, Wheel, Winds Of March
8	3	N	Double Fun	Robert Palmer	Island	57*	Every Kinda People, Overwhelm Me, You're Gonna Get
9	25	N	The Stranger	Billy Joel	Columbia	2	Just The Way, Movin' Out
10	24	N	Aja	Steely Dan	ABC	6	Black Cow, Deacon, Home
11	—	N	Son Of A Son Of A Sailor	Jimmy Buffett	ABC	—	Livingston, Saturday, Cheeseburger, Coast, Cowboy
12	8	N	Point Of Know Return	Kansas	Kirshner	8	Dust, Paradox, Title
13	5	N	Van Halen	Van Halen	WB	43*	You Really Got Me, Ice Cream Man, Race With The Devil
14	4	N	Watch	Manfred Mann	WB	83	Circles, Chicago Institute, California, Mighty Quinn
15	18	N	My Aim Is True	Elvis Costello	Columbia	33	Detectives, Miracle Man, Red Shoes, Mystery Dance
16	8	N	Heaven Help The Fool	Bob Weir	Arista	76	Easy To Slip, Bombs Away, Title
17	16	N	The Grand Illusion	Styx	A&M	10	Sail Away, Fooling Yourself, Miss America
18	19	N	Out Of The Blue	ELO	Jet	35	Night In The City, Mr. Blue Sky, Sweet Talkin' Woman
19	25	2,3,4	French Kiss	Bob Welch	Capitol	17*	Ebony Eyes, Hot Love, Mystery
20	20	1,2,3,4	Street Survivors	Lynyrd Skynyrd	MCA	26	That Smell, What's Your Name, Got That Right
21	7	1,3,4,5	Starlight Dancer	Kayak	Janus	111	I Want You, Still My Heart, Irene, Title
22	22	N	Eddie Money	Eddie Money	Columbia	42*	Two Tickets, Hold On, Jealousy
23	15	1	Bat Out Of Hell	Meat Loaf	Epic	51	Paradise, Words, Two Out Of Three, Title
24	18	N	Foot Loose & Fancy Free	Rod Stewart	WB	13	Hot Legs, You're Insane, Only Joking
25	10	1,2	Saturday Night Fever	Various	RSO	1*	Night Fever, If I Can't Have You, Disco Inferno
26	10	1,3,4	Endless Wire	Gordon Lightfoot	WB	27	Circle Is Small, Daylight Katy
27	4	N	Drastic Plastic	Be-Bop Deluxe	Harvest	91*	Panic In The World, Japan, Electric Language
28	20	1,3	News Of The World	Queen	Elektra	9	It's Late, Spread Your Wings, Champions
29	8	1,3,5	Double Live Gonzo	Ted Nugent	Epic	15	Yank Me, Stranglehold, Cat Scratch
30	10	1,3,4	Cats On The Coast	Sea Level	Capricorn	48	You're Secret, Storm Warning
31	2	1,2,3,5	The Rutles	The Rutles	WB	98*	Various
32	2	1,2,4,5	A Song For All Seasons	Renaissance	Sire	114*	Opening Out, Northern Lights, Back Home, Title
33	2	N	Fotomaker	Fotomaker	Atlantic	127*	Where Have You Been, The Other Side, Lose At Love
34	4	1,2,3,4	Fresh Fish Special	Robert Gordon	P. Stock	170	Fire, Red Cadillac, Sea Cruise
35	9	N	Weekend In L.A.	George Benson	WB	7*	On Broadway, Greatest Love
36	—	1,2,3,5	Bring It Back Alive	The Outlaws	Arista	68*	Stick Around, Song For You, Green Grass
37	—	N	Lonewolf	Michael Murphey	Epic	132*	
38	9	1,3	Watermark	Art Garfunkel	Columbia	24	Wonderful World, Crying, Saturday
39	—	N	City To City	Gerry Rafferty	UA	—	Baker Street, Home And Dry, Stealin' Time
40	3	1,3	Head East	Head East	A&M	72*	Open Up The Door, Get Up & Enjoy Yourself

KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY

- NORTHEAST REGION** — WLIR-FM (Long Island), WGRQ-FM (Buffalo), WBAB-FM (Long Island), WRNW-FM (Westchester), WOUR-FM (Utica), WAAL-FM (Binghamton), WMMR-FM (Philadelphia), WYSP-FM (Philadelphia), WIQQ-FM (Philadelphia), WYDD-FM (Pittsburgh), WDVE-FM (Pittsburgh), WSAN-FM (Allentown), WCCC-FM (Hartford), WPLR-FM (New Haven), WBCN-FM (Boston), WCOZ-FM (Boston), WBLM-FM (Maine), WHFS-FM (Washington)
- SOUTHEAST REGION** — WKLS-FM (Atlanta), WINZ-FM (Miami), WAIV-FM (Jacksonville), WORJ-FM (Orlando), WNOR-FM (Norfolk), WQDR-FM (Raleigh/Durham), WRNO-FM (New Orleans), WKDF-FM (Nashville)
- MIDWEST REGION** — WXRT-FM (Chicago), WKQX-FM (Chicago), WJRL-FM (Chicago), WABX-FM (Detroit), WWWW-FM (Detroit), WLAV-FM (Grand Rapids), WMMS-FM (Cleveland), M-105-FM (Cleveland), WLVO-FM (Columbus), WZMF-FM (Milwaukee), KSHE-FM (St. Louis), KADI-FM (St. Louis), KWKI-FM (Kansas City)
- CENTRAL REGION** — KFWD-FM (Dallas), KZEW-FM (Dallas), KLQL-FM (Houston), KNCN-FM (Corpus Christi), KBPI-FM (Denver), KDKB-FM (Phoenix), KRST-FM (Albuquerque)
- WESTERN REGION** — KLOS-FM (Los Angeles), KWST-FM (Los Angeles), KNX-FM (Los Angeles), KNAC-FM (Long Beach), KSJO-FM (San Jose), KOME-FM (San Jose), KSN-FM (San Francisco), KMEL-FM (San Francisco), KZAM-FM (Seattle), KREM-FM (Spokane), KZEL-FM (Eugene), KINK-FM (Portland)

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 NATURE OF BUSINESS _____ PAYMENT ENCLOSED
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 DISTRIBUTOR JUKEBOXES
 RACK JOBBER AMUSEMENT GAMES
 PUBLISHER VENDING MACHINES

OTHER _____



BRIDGEWATER AT KRE-FM — Elektra/Asylum recording artist Dee Dee Bridgewater dropped in at KRE-FM in San Francisco recently for an on-the-air interview in support of her "Just Family" LP. Pictured (l-r) are: Joe Morrow, E/A jazz/fusion regional marketing coordinator/west coast; Bridgewater; Rob Singleton, program director; Bruce Shindler, E/A local promotion representative/San Francisco, and Dr. Don Mizell, E/A jazz/fusion general manager.

MOST ADDED FM LPs



CHARLIE
Lines
Janus
(31 stations)



THE PATTI SMITH GROUP
Easter
Arista
(22 stations)



THE JERRY GARCIA BAND
Cats Under The Stars
Arista
(14 stations)



JIMMY BUFFETT
Son Of A Son Of A Sailor
ABC
(11 stations)



THE STRAWBS
Deadlines
Arista
(11 stations)

WLIR-FM — LONG ISLAND — Denis McNamara/Larry Kleinman
The Jerry Garcia Band
Michael Franks
Charlie
Jimmy Buffett
Frank Zappa
Airwaves
The Patti Smith Group
The Rocky Horror Picture Show (film sndtrk)
Wet Willie (live radio edit)
Carole King (hits)
Bill Buford (imp)
Wings (45)
Henry Gross (45)
Bonnie Tyler (45)
Ronnie Spector (45)
Elvis Costello (imp 45)
WBAB-FM — LONG ISLAND — Bernie Bernard
Charlie
James Vincent
Hot Tuna
The Strawbs
The Patti Smith Group
Loudon Wainwright III
England Dan and John Ford Coley
Brian Auger and Julie Tippetts
Garland Jeffreys
WJKL-FM — CHICAGO — Tom Marker/Wally Lelsering
Charlie
The Strawbs
Bob Marley and The Wailers
George Thorogood and The Destroyers
New Grass Revival
Benny Goodman
Iggy Pop/James Williamson
Gil Goldstein
Richard Torrance
John Kay
Brian Eno
British Lions
American Hot Wax (sndtrk)
Blue Collar (sndtrk)
The Tom Robinson Band (ep)
War (45)
WKQX-FM — CHICAGO — Bob King
British Lions
Mike Finnigan
Walter Egan
Doucette
The Patti Smith Group
Be-Bop Deluxe
The Hounds
WXRT-FM — CHICAGO — Bob Gelms
Ian Dury
Stiffs Live
Charlie
Proctor and Bergman
Jimmy Buffett
Flora Purim
John Kay
Immer Sel — Flemish Harpsichord Music
KNX-FM — LOS ANGELES — Michael Sheehy
England Dan and John Ford Coley
Jimmy Buffett
John Hall
Mike Finnigan
Gerry Rafferty
Group With No Name
Bonnie Tyler (45)
Randy Newman (45)
George Benson (45)
KWST-FM — LOS ANGELES — Paul Sullivan
Charlie
38 Special
Wings (45)
KNAC-FM — LONG BEACH — Bill Clay
The Patti Smith Group
Charlie
Garland Jeffreys
Gale Force
38 Special
Buddie
Wings (45)
Bonnie Tyler (45)
WIOQ-FM — PHILADELPHIA — Helen Leicht
British Lions
Charlie
Garland Jeffreys
Eilen McLiwaime
Gene Cotton
Mike Finnigan
John Hall
The Patti Smith Group
The Jerry Garcia Band
Wings (45)

WMMR-FM — PHILADELPHIA — Jerry Stevens
Country Joe McDonald
Charlie
Jimmy Buffett
Hot Tuna
WYSP-FM — PHILADELPHIA — Stephen Johnson
Jimmy Buffett
Yvonne Elliman
The Patti Smith Group
Wings (45)
WABX-FM — DETROIT — Joe Krause
Charlie
The Rutles
Genesis (45)
KMEL-FM — SAN FRANCISCO — Mark Cooper
Maria Muldaur
Mike Finnigan
The Jerry Garcia Band
Wings (45)
Allen Clarke (45)
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
The Patti Smith Group
John Hall
British Lions
Jimmy Buffett
Allen Toussaint
Mike Finnigan
Root Boy Slim and The Sex Change Band
Elvis Costello (imp)
WHFS-FM — WASHINGTON D.C. — Dave Elstein
Garland Jeffreys
Loudon Wainwright III
The Jerry Garcia Band
The Patti Smith Group
Kris Kristofferson
John Kay
Proctor and Bergman
British Lions
Elen McLiwaime
The Amazing Rhythm Aces
Frank Zappa
Brian Auger and Julie Tippetts
Richard Torrance
American Hot Wax (sndtrk)
WBCN-FM — BOSTON — John Brodey
Garland Jeffreys
Loudon Wainwright III
The Strawbs
Mike Finnigan
Reggae Sampler
WCOZ-FM — BOSTON — Beverly Mire
Jimmy Buffett
The Atlanta Rhythm Section
Wings (45)
The Patti Smith Group
KFWD-FM — DALLAS — Tim Spencer
Brian Auger and Julie Tippetts
Hot Tuna
The Patti Smith Group
The Strawbs
The Jerry Garcia Band
Charlie
Steven T.
Richard Torrance
38 Special
Genesis
KZEW-FM — DALLAS — Mike Hedges
The Patti Smith Group
Garland Jeffreys
LeBlanc and Carr
British Lions
The Strawbs
Mike Finnigan
Hot Tuna
KADI-FM — ST. LOUIS — Pete Parisl
Charlie
The Patti Smith Group
Richard Torrance
Wings (45)
WSHE-FM — ST. LOUIS — Ted Habeck
Charlie
38 Special
Hot Tuna
Thor
WDVE-FM — PITTSBURGH — Marcy Posner
The Godz
The Atlanta Rhythm Section
ELO (45)
Wings (45)
WYDD-FM — PITTSBURGH — Steve Downes/Jack Robinson
Meat Loaf
Van Halen
Head East
Wings (45)
KLOL-FM — HOUSTON — Sandy Mathis/Jackie McCauley

Brian Auger and Julie Tippetts
Charlie
Wings (45)
Genesis (45)
WMMS-FM — CLEVELAND — Kid Leo/John Gorman
The Patti Smith Group
Charlie
Hot Tuna
Gerry Rafferty
British Lions
The Rutles
WKLS-FM — ATLANTA — Keith Allen
Michael Murphey
Robert Palmer
WZMF-FM — MILWAUKEE — Joe Santoro/Joe Benson
Bad Boy
Gerry Rafferty
Flora Purim
The Patti Smith Group
Blondie
Charlie
KBPI-FM — DENVER — Jean Valdez
Andrew Gold
KZAM-FM — SEATTLE — Jon Kertzer
The Strawbs
Charlie
The Jerry Garcia Band
John Hall
Henry Gross
Paul Parrish
Marc Jordan
Brian Auger and Julie Tippetts
Woody Shaw
WINZ-FM — MIAMI — Dave Souza
Dragon
Charlie
James Vincent
Richard Torrance
Manfred Mann's Earth Band
Gerry Rafferty
KWKI-FM — KANSAS CITY — Melissa Levine
Renaissance
Charlie
Doucette
KSJO-FM — SAN JOSE — Paul Wells
The Patti Smith Group
The Jerry Garcia Band
Frank Zappa
British Lions
Charlie
John Kay
Buddie
The Other Side
The Michael Murphey Band
The Sutherland Brothers
Tower Of Power
Richard Torrance
Hot Tuna
Garland Jeffreys
Elvis Costello (imp)
KOME-FM — SAN JOSE — Dana Jang
Ian Dury
George Benson
KDKB-FM — PHOENIX — Hank Cookenboo
Be-Bop Deluxe
The Tubes
Robert Gordon w/ Link Wray
Wings (45)
Bonnie Tyler (45)
Eddie Money (45)
WRNO-FM — NEW ORLEANS — Sam Roberts
Robert Gordon w/Link Wray
Mike Pinera
Chuck Mangione
Waylon Jennings and Willie Nelson
Head East
KINK-FM — PORTLAND — Mike Bailey
John Kay
John Hall
Brian Auger and Julie Tippetts
Maria Muldaur
Rubicon (45)
WLVO-FM — COLUMBUS — Tom Teuber/Steve Runner
George Benson
Charlie
The Patti Smith Group
Walter Egan
The Rutles
Wings (45)
WNOR-FM — NORFOLK — Ron Reger
Charlie
Walter Egan
KZEL-FM — EUGENE — Stan Garrett
British Lions
The Strawbs
38 Special
Smokey Robinson
The Jerry Garcia Band

Proctor and Bergman
The Atlanta Rhythm Section
Charlie
Dirk Hamilton
Brian Auger and Julie Tippetts
Henry Gross
WKDF-FM — NASHVILLE — Jack Crawford
England Dan and John Ford Coley
Walter Egan
Be-Bop Deluxe
Fotomaker
Jimmy Buffett
WCCC-FM — HARTFORD — Bill Nosai
John Hall
Jimmy Buffett
Michael Franks
Maria Muldaur
Renaissance
Elvis Costello (imp)
Wings (45)
Bonnie Tyler (45)
WAIV-FM — JACKSONVILLE — Jamie Brooks/Charlie Brown
38 Special
Charlie
The Curtiss Willis Band (tape)
WSAN-FM — ALLENTOWN — Rick Harvey
The Strawbs
The Patti Smith Group
38 Special
Ellen McLiwaime
The Jerry Garcia Band
Charlie
Walter Egan
Wha-Koo
Tuff Darts
Elvis Costello (imp)
WORJ-FM — ORLANDO — Bill McGathy
Meat Loaf
Head East
Wings (45)
Genesis (45)
Elton John (45)
KCKN-FM — CORPUS CHRISTI — Mando Camina
Jimmy Buffett
Michael Franks
Kris Kristofferson
Nigel Olsson
Jimmie Mack
Renaissance
Charlie
KREM-FM — SPOKANE — Don Adair
Head East
Jimmy Buffett
Fotomaker
Renaissance
Michael Franks
Charlie
The Patti Smith Group
Brian Auger and Julie Tippetts
Hotel (45)
Wings (45)
WGRO-FM — BUFFALO — John Velchoff
The Patti Smith Group
British Lions
Gerry Rafferty
Charlie
Elvis Costello (imp)
WLAV-FM — GRAND RAPIDS — Doc Donovan
Marc Jordan
Lou Reed
Jimmie Mack
John Hall
Michael Franks
38 Special
Maria Muldaur
The Strawbs
The Patti Smith Group
American Hot Wax (sndtrk)
WOUR-FM — UTICA — Tom Starr
Dragon
Marc Jordan
The Rutles
The Patti Smith Group
The Jerry Garcia Band
Joe Sample
Coryell/Catherine
Gerry Rafferty
Bonnie Tyler (45)
The Patti Smith Group (45)
WODR-FM — RALEIGH/DURHAM — Chris Miller
Renaissance
Charlie
Mike Finnigan
John Hall
The Outlaws
Allen Toussaint

REGIONAL PROGRAMMING GUIDE

northeast

WTRY — ALBANY/TROY — JEFF RYAN, MD — PICK: WINGS

1-1 — Barry Manilow. JUMPS: 29 To 24 — Styx, 27 To 18 — Natalie Cole, 21 To 9 — KC & The Sunshine Band, 16 To 12 — David Gates, 8 To 5 — Eric Clapton, Ex To 30 — Flack/Hathaway, Ex To 29 — Parliament, Ex To 28 — E,W&F. ADDS: Wings, Trampms, Chicago, Chuck Mangione, Angel, Sweet

WGUY — BANGOR — MARK LAWRENCE, MD — PICK: BOB WELCH

1-1 — Bee Gees, Fever. JUMPS: 30 To 25 — Atlanta Rhythm Section, 27 To 22 — LeBlanc & Carr, 21 To 16 — Bob Welch, Ex To 30 — Wings, Ex To 29 — Flack/Hathaway, Ex To 28 — Warren Zevon, Ex To 27 — KC & The Sunshine Band. ADDS: Travolta/John

WRKO — BOSTON — RICH WOODWARD, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — Billy Joel, 29 To 24 — England Dan & J.F. Coley, 28 To 22 — Jefferson Starship, 25 To 21 — ELO, 26 To 19 — Natalie Cole, 21 To 16 — Andrew Gold, 20 To 17 — Heatwave, 19 To 15 — Jackson Browne, 14 To 11 — Raydio, 12 To 6 — Yvonne Elliman, 7 To 4 — Bob Welch, Ex To 30 — Player, Ex To 29 — Wings, Ex To 28 — Flack/Hathaway, Ex To 26 — Tavares. ADDS: David Gates, Styx, Atlanta Rhythm Section, Trampms, Wet Willie

WVBF — BOSTON — CHARLIE FERNANDEZ, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 20 To 12 — Raydio, 19 To 13 — Jackson Browne, 17 To 7 — Bob Welch, 16 To 10 — Yvonne Elliman, Ex To 30 — Meat Loaf, Ex To 29 — Heatwave, Ex To 28 — Natalie Cole, Ex To 27 — LeBlanc & Carr, Ex To 26 — ELO, Ex To 21 — Andrew Gold. ADDS: England Dan & J.F. Coley

WICC — BRIDGEPORT — GREG LOEHR, MD — PICK: GEORGE BENSON

1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Andrew Gold, 27 To 23 — Raydio, 25 To 21 — Jefferson Starship, 23 To 18 — Yvonne Elliman, 18 To 14 — Tavares, 13 To 7 — Billy Joel — New, 9 To 5 — Eric Clapton, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Trampms, Ex To 27 — Chuck Mangione, Ex To 20 — Wings. ADDS: George Benson, Dolly Parton, Flack/Hathaway, Warren Zevon

WKBW — BUFFALO — JON SUMMERS, MD — PICK: NONE

1-1 — Barry Manilow. JUMPS: 30 To 26 — Heatwave, 24 To 20 — Styx, 22 To 18 — Carpenters, 17 To 12 — Raydio, 7 To 5 — Paul Davis, Ex To 30 — Jefferson Starship, Ex To 28 — ELO, Ex To 27 — Player, Ex To 23 — Andrew Gold. ADDS: Wings, Bonnie Tyler, Atlanta Rhythm Section, Angel

WDRG — HARTFORD — JIM ENGLISH, MD — PICK: TRAVOLTA/JOHN

1-1 — Andy Gibb. JUMPS: 29 To 22 — Yvonne Elliman, 23 To 14 — Raydio, 22 To 15 — ELO, Ex To 30 — Jefferson Starship, Ex To 29 — England Dan & J.F. Coley, Ex To 28 — Jackson Browne. ADDS: Travolta/John, Natalie Cole, Billy Joel, Wings

WBLI — LONG ISLAND — MIKE SCALZI, MD — PICKS: MATHIS/WILLIAMS

1-1 — Bee Gees — Fever. JUMPS: 31 To 26 — Jefferson Starship, 29 To 24 — David Gates, 28 To 23 — Atlanta Rhythm Section, 26 To 20 — Raydio, 24 To 19 — Andrew Gold, 8 To 2 — Yvonne Elliman. ADDS: Mathis/Williams, Player, Rubicon

WAVZ — NEW HAVEN — CURT HANSON, MD — PICK: NONE

1-1 — Barry Manilow. JUMPS: 36 To 30 — Gordon Lightfoot, 32 To 22 — Mathis/Williams, 30 To 26 — David Gates, 27 To 19 — ELO, 20 To 13 — Styx, 19 To 10 — Trampms, 10 To 6 — Jefferson Starship. ADDS: 28 — George Benson, 27 — Bob Welch

WABC — NEW YORK — SONIA JONES, MD — PICK: NONE

1-1 — Bee Gees — Alive. JUMPS: 29 To 14 — Jay Ferguson, 25 To 10 — Yvonne Elliman, 24 To 19 — Paul Davis, 14 To 11 — Natalie Cole, 7 To 4 — Barry Manilow. ADDS: 39 — David Gates, 36 — Heatwave, 32 — Jackson Browne, 23 — Kansas

99X — NEW YORK — RORY MYZAL, MD — PICK: NONE

1-1 — Bee Gees — Alive. JUMPS: 32 To 20 — Player, 30 To 24 — Bob Welch, 29 To 25 — Paul Davis, 27 To 14 — Natalie Cole, 24 To 20 — Kansas, 23 To 21 — Jay Ferguson, 21 To 17 — Rod Stewart, 19 To 9 — Billy Joel, 17 To 13 — E,W&F, 15 To 8 — Yvonne Elliman. ADDS: 34 — Peter Brown, 33 — Flack/Hathaway, 32 — Billy Joel, 29 — Travolta/John

WFIL — PHILADELPHIA — JAY COOK, PD — PICK: NONE

2-1 — Barry Manilow. JUMPS: 19 To 13 — Kansas, 16 To 12 — Yvonne Elliman, 13 To 7 — England Dan & J.F. Coley, 4 To 2 — Bee Gees — Fever, Ex To 20 — Bee Gees — More. ADDS: Flack/Hathaway, Travolta/John

WIFI — PHILADELPHIA — JEFF ROBINS, MD — PICK: WINGS

1-1 — Bee Gees — Fever. JUMPS: 30 To 22 — Parliament, 29 To 23 — Lou Rawls, 25 To 18 — Raydio, 24 To 17 — Jackson Browne, 23 To 15 — David Gates, 16 To 11 — Natalie Cole, 15 To 10 — Yvonne Elliman, 9 To 6 — Eric Clapton. ADDS: 30 — Wings, 28 — England Dan & J.F. Coley, 27 — Player, 26 — Jefferson Starship, 25 — Flack/Hathaway, 24 — Bee Gees/Tavares

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, MD — PICK: TRAVOLTA/JOHN

1-1 — Bee Gees — Alive. JUMPS: 29 To 24 — Jackson Browne, 28 To 22 — David Gates, 26 To 20 — ELO, 25 To 17 — Tavares, 21 To 16 — Rita Coolidge, 17 To 11 — Raydio, 12 To 7 — Barry Manilow, Ex To 29 — Travolta/John, Ex To 28 — Andrew Gold, Ex To 27 — Styx, Ex To 26 — Lou Rawls, Ex To 25 — Trampms. ADDS: Sweet, Rubicon, Chicago, Flack/Hathaway

WBBF — ROCHESTER — TOM NAST, MD — PICK: WINGS

1-1 — Natalie Cole. JUMPS: 28 To 23 — Jefferson Starship, 19 To 13 — ELO, 14 To 11 — Jackson Browne, 13 To 9 — Barry Manilow, 11 To 6 — Yvonne Elliman. ADDS: Wings, Billy Joel

WTLB — UTICA JIM RIETZ, MD — PICK: TRAVOLTA/JOHN

1-1 — Bee Gees, Fever. JUMPS: 29 To 25 — Andrew Gold, 28 To 19 — Parliament, 26 To 22 — Kiss, 25 To 20 — ELO, 23 To 17 — KC & The Sunshine Band, 21 To 10 — Yvonne Elliman, 20 To 11 — England Dan & J.F. Coley, 13 To 9 — David Gates, 8 To 5 — Raydio, 6 To 3 — Kansas, Ex To 30 — Jefferson Starship, Ex To 29 — Styx, Ex To 28 — Billy Joel. ADDS: Wings, Travolta/John, Dolly Parton

southeast

WANS — ANDERSON — BILL McCOWN, PD — PICK: BONNIE TYLER

1-1 — Eric Clapton. JUMPS: 30 To 26 — Michael Zager, 27 To 22 — Chuck Mangione, 24 To 20 — KC & The Sunshine Band, 23 To 18 — England Dan & J.F. Coley, 21 To 17 — Rubicon, 20 To 16 — Gene Cotton, 18 To 13 — Jackson Browne, 17 To 10 — Yvonne Elliman, 14 To 7 — Flack/Hathaway, 12 To 8 — Bob Welch, 11 To 6 — Parliament, 11 To 6 — Parliament, 8 To 5 — Rod Stewart, Ex To 32 — Styx, Ex To 31 — Warren Zevon, Ex To 30 — Jefferson Starship. ADDS: 29 — Bee Gees — More, Travolta/John, Wings, Steely Dan, Bonnie Tyler

WRFC — ATHENS — KELLY McCOY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 19 To 14 — Rubicon, 15 To 10 — Rod Stewart, 14 To 8 — Atlanta Rhythm Section, 12 To 6 — Andrew Gold, 8 To 5 — Yvonne Elliman, 7 To 4 — Chuck Mangione, Ex To 35 — Barry White, Ex To 34 — Enchantment, Ex To 33 — Bob Weir, Ex To 32 — George Benson. ADDS: Travolta/John, Wings, Bonnie Tyler, Eruption, Hotel

Z-93 — ATLANTA — DALE O'BRIEN, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 20 To 17 — ELO, 19 To 16 — Bob Welch, 18 To 15 — Jay Ferguson, 17 To 13 — ARS, 16 To 12 — Jackson Browne, Ex To 30 — Rubicon, Ex To 29 — Carpenters. ADDS: Travolta/John, George Benson

WQXI — ATLANTA — RHETT WALKER, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 26 To 19 — England Dan & J.F. Coley, 25 To 18 — Parliament, 23 To 17 — ELO, 21 To 16 — Roberta Flack, 13 To 8 — Yvonne Elliman, Ex To 29 — Styx, Ex To 25 — Gene Cotton. ADDS: George Benson, Shaun Cassidy, Rubicon Mathis/Williams, Player

WBBQ — AUGUSTA — BRUCE STEVENS, MD — PICK: TRAVOLTA/JOHN

2-1 — Heatwave. JUMPS: 30 To 24 — Sea Level, 29 To 19 — Warren Zevon, 24 To 18 — Andrew Gold, 22 To 14 — Bob Welch, 19 To 13 — Kansas, 15 To 11 — Yvonne Elliman, Ex To 30 — Rubicon, Ex To 29 — Eddie Money, Ex To 28 — Bob Weir, Ex To 27 — Flack/Hathaway. ADDS: Travolta/John, Trampms, Wings, Steely Dan, Deacon, Elvis Presley — LP

WCAO — BALTIMORE — ALAN SMITH, MD — PICK: WINGS

1-1 — Bee Gees — Fever. JUMPS: 27 To 19 — Flack/Hathaway, 25 To 18 — Player, 22 To 17 — Jackson Browne, 19 To 10 — Yvonne Elliman, 5 To 2 — Raydio, Ex To 30 — Trampms, Ex To 29 — Michael Zager, Ex To 28 — Parliament, Ex To 26 — Rubicon. ADDS: Wings, Travolta/John, Warren Zevon, Chuck Mangione

WERC — BIRMINGHAM — WALT BROWN, MD — PICK: WARREN ZEVON

1-1 — Andy Gibb. JUMPS: 29 To 20 — Hotel, 28 To 17 — Parliament, 26 To 19 — Flack/Hathaway, 15 To 11 — Bob Welch, 12 To 8 — Yvonne Elliman, 11 To 7 — Natalie Cole, 6 To 3 — Kansas, Ex To 31 — Warren Zevon, Ex To 30 — Atlanta Rhythm Section, Ex To 28 — Paul Simon, Ex To 26 — Wet Willie. ADDS: Shaun Cassidy

WKXX-106 — BIRMINGHAM — STEVE DAVIS, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 27 To 22 — Flack/Hathaway, 20 To 15 — Hotel, Ex To 28 — Robert Palmer, Ex To 27 — Jefferson Starship. ADDS: Eddie Money, Wet Willie, Wings, Bill La Bounty, George Benson

WAYS — CHARLOTTE — SCOTT SLADE, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 24 To 14 — Flack/Hathaway, 18 To 10 — Chuck Mangione, 13 To 9 — Jay Ferguson, 15 To 7 — Kansas, 6 To 2 — Natalie Cole, Ex To 31 — Dolly Parton, Ex To 28 — Styx, Ex To 26 — Yvonne Elliman. ADDS: Parliament, Wings

WMFJ — DAYTONA BEACH — JOHN SCOTT, MD — PICK: NONE

2-1 — Cazz. JUMPS: 26 To 20 — Tavares, 35 To 29 — Rod Stewart, 33 To 28 — Atlanta Rhythm Section, 31 To 26 — Starz, 30 To 25 — Alan Clarke, 28 To 22 — Eruption, 27 To 23 — Michael Zager, 25 To 19 — Chuck Mangione, 24 To 20 — Brooklyn Dreams, 22 To 17 — Flack/Hathaway, 21 To 16 — Andrew Gold, 18 To 14 — Mesa, 16 To 12 — Jackson Browne, 13 To 9 — England Dan & J.F. Coley, 12 To 8 — Barry Manilow, 8 To 5 — Lou Rawls, 5 To 2 — Kansas, Ex To 35 — Juice Newton, Ex To 34 — Eddie Money, Ex To 33 — Fotomaker, Ex To 32 — ELO. ADDS: Wings, Warren Zevon, Raydio, Helen Reddy

WFLB — FAYETTEVILLE — LARRY CANNON, MD — PICK: TRAVOLTA/JOHN

1-1 — Barry Manilow. JUMPS: 32 To 27 — Chuck Mangione, 29 To 24 — Barry White, 27 To 23 — Jackson Browne, 21 To 16 — Bob Welch, 20 To 15 — Sweet, 13 To 9 — Kansas, 7 To 4 — Flack/Hathaway, Ex To 35 — George Benson, Ex To 34 — Jefferson Starship, Ex To 33 — Wings. ADDS: Travolta/John, Warren Zevon, Kiss

WSGV — GUNTERVILLE — KERRY JACKSON, MD — PICKS: KARLA BONOFF, STEELY DAN

3-1 — David Gates. JUMPS: 32 To 26 — Jefferson Starship, 30 To 25 — Player, 26 To 21 — Bob Welch, 18 To 15 — Atlanta Rhythm Section, 13 To 10 — Rubicon, Ex To 34 — Warren Zevon, Ex To 33 — Robert Palmer, Ex To 32 — George Benson, Ex To 31 — Eddie Money, Ex To 30 — Wings. ADDS: Dolly Parton, Travolta/John, Barry White

WAPE — JACKSONVILLE — PAUL SEBASTIAN, MD — PICK: WARREN ZEVON

1-1 — Bee Gees — Fever. JUMPS: 21 To 18 — Jackson Browne, 20 To 16 — Trampms, 16 To 11 — Heatwave, 6 To 4 — Barry Manilow. ADDS: Warren Zevon

KAAY — LITTLE ROCK — DAVE HAMILTON, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 20 To 16 — Yvonne Elliman, 18 To 14 — Natalie Cole, 17 To 10 — Bob Welch, 13 To 8 — LeBlanc & Carr. ADDS: 20 — England Dan & J.F. Coley, 19 — ELO, 18 — Jackson Browne, 17 — David Gates

WQAM — MIAMI — DECKY TORREZ, MD — PICK: GEORGE BENSON

1-1 — Bee Gees — Fever. JUMPS: 37 To 33 — David Gates, 31 To 26 — Yvonne Elliman, 32 To 25 — Lou Rawls, 28 To 23 — Trampms, 13 To 9 — Natalie Cole, 11 To 6 — Heatwave. ADDS: 39 — George Benson, 40 — Andrew Gold

Y100 — MIAMI — COLLENE CASSIDY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 28 To 23 — Eric Clapton, 26 To 21 — George Benson, 24 To 18 — Bob Welch, 14 To 10 — Kansas, 11 To 6 — Yvonne Elliman. ADDS: 30 — Wings, 29 — Travolta/John, 26 — David Gates, 24 — Michael Zager

96-X — MIAMI — JACK FORSYTH, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 20 To 16 — Lou Rawls, 17 To 12 — Yvonne Elliman, 12 To 4 — Michael Zager. ADDS: 30 — Wings, 29 — Rubicon, 27 — Jefferson Starship, 26 — George Benson

WLAC — NASHVILLE — EVA WOOD, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 40 To 34 — KC & The Sunshine Band, 39 To 33 — Andrew Gold, 27 To 20 — Gene Cotton, 28 To 18 — Flack/Hathaway, 29 To 17 — Steely Dan, 17 To 12 — Parliament, 15 To 9 — Lou Rawls, 10 To 5 — Raydio. ADDS: Rubicon, Styx, Sweet

WMAK — NASHVILLE — COYOTE McCLOUD, MD — PICK: NONE

3-1 — Bee Gees — Fever. JUMPS: 28 To 21 — Natalie Cole, 23 To 19 — Raydio, 24 To 17 — Jackson Browne, 22 To 18 — Gene Cotton, 20 To 16 — England Dan & J.F. Coley, 18 To 14 — Yvonne Elliman, 13 To 7 — Rod Stewart. ADDS: Wings

BJ105 — ORLANDO — BARRY LONG, MD — PICK: ALAN CLARKE

2-1 — Bee Gees — Fever. JUMPS: 40 To 30 — E,W&F, 39 To 33 — Atlanta Rhythm Section, 38 To 32 — Jefferson Starship, 37 To 31 — Andrew Gold, 31 To 26 — Jackson Browne, 30 To 24 — Tavares, 28 To 23 — Gene Cotton, 24 To 17 — Lou Rawls, 22 To 9 — Sweet, 12 To 6 — LeBlanc & Carr. ADDS: 40 — Alan Clarke, 39 — Yvonne Elliman, 38 — Wings, 37 — Flack/Hathaway, 36 — Travolta/John

WKIX — RALEIGH — RON MCKAY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 28 To 20 — Raydio, 27 To 23 — Jackson Browne, 25 To 16 — Flack/Hathaway, 21 To 17 — Lou Rawls, 17 To 13 — Parliament, 8 To 5 — Kansas, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 27 — Stargard. ADDS: ELO, Chuck Mangione, Billy Joel

Q-94 — RICHMOND — TIM WATTS, MD — PICK: BILLY JOEL

1-1 — Eric Clapton. JUMPS: 27 To 21 — Raydio, 25 To 20 — Yvonne Elliman, 22 To 18 — England Dan & J.F. Coley, 21 To 17 — Natalie Cole, 18 To 14 — David Gates, 15 To 11 — LeBlanc & Carr, 13 To 9 — Abba, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 26 — Parliament

WLEE — RICHMOND — KEN CURTIS, MD — PICK: WINGS

1-1 — Barry Manilow. JUMPS: 30 To 27 — Gene Cotton, 29 To 25 — Dolly Parton, 28 To 22 — George Benson, 24 To 20 — Bee Gees — More, 23 To 18 — England Dan & J.F. Coley, 22 To 15 — Raydio, 21 To 12 — Yvonne Elliman, 18 To 13 — Andrew Gold, 11 To 4 — Natalie Cole. ADDS: 30 — Wings, 28 — Lou Rawls, 24 — ELO, 21 — Flack/Hathaway

WSGA — SAVANNAH — BRADY MCGRAW/JIM LEWIS, CO-MDS — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 24 To 20 — Rod Stewart, 20 To 13 — Parliament, 16 To 11 — Yvonne Elliman. ADDS: Jefferson Starship, Wings, Travolta/John

98-Q — VIDALIA — COWBOY BOB, MD — PICK: PARLIAMENT

1-1 — Bee Gees — Fever. JUMPS: 34 To 28 — E,W&F, 32 To 27 — Warren Zevon, 31 To 26 — Barbara Mandrell, 29 To 23 — Styx, 20 To 16 — Rod Stewart, 19 To 15 — Andrew Gold, 18 To 14 — Yvonne Elliman, 17 To 13 — Sea Level, 16 To 12 — Rubicon, 14 To 10 — Little River Band, 13 To 8 — Bob Welch, Ex To 35 — Eruption, Ex To 34 — Bill LaBounty, Ex To 32 — Eddie Money, Ex To 31 — Jefferson Starship. ADDS: 30 — Parliament, 29 — Bee Gees — More, Dolly Parton, Bob Weir, Barry White

WPGC — WASHINGTON — JIM ELLIOT, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 27 To 22 — England Dan & J.F. Coley, 23 To 15 — Andrew Gold, 22 To 18 — Jackson Browne, 18 To 13 — Bee Gees — More, 14 To 8 — Yvonne Elliman, 7 To 5 — Flack/Hathaway, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 26 — Wings. ADDS: Trampms, Travolta/John

WAIR — WINSTON/SALEM — STEVE NORRIS, MD — PICK: NONE

5-1 — Yvonne Elliman. JUMPS: 39 To 34 — Carpenters, 35 To 29 — Eddie Money, 31 To 28 — E,W&F, 30 To 25 — Chuck Mangione, 28 To 24 — Kiss, 27 To 23 — Hotel, 26 To 22 — Gordon Lightfoot, 25 To 21 — England Dan & J.F. Coley, 24 To 19 — Parliament, 23 To 17 — Moonlighters, 21 To 16 — Sweet, 20 To 15 — Andrew Gold, 19 To 11 — Natalie Cole, 17 To 9 — Flack/Hathaway, 7 To 3 — Commodores, Ex To 40 — Mary MacGregor, Ex To 39 — George Benson, Ex To 38 — Robert Palmer, Ex To 36 — Wings, Ex To 33 — Starz, Ex To 31 — Bob Weir. ADDS: Warren Zevon, Tavares, Billy Joel, Bonnie Tyler, Travolta/John

southwest

Z97 — FT. WORTH — GARY MARK, MD — PICK: NONE

(continued on page 29)

REGIONAL PROGRAMMING GUIDE

(continued from page 26)

1-1 — Bee Gees — Fever. JUMPS: 20 To 14 — David Gates, 15 To 11 — England Dan & J.F. Coley, 9 To 5 — ELO, Ex To 28 — Samantha Sang, Ex To 26 — Linda Ronstadt, Ex To 19 — Andrew Gold

KLIF — DALLAS — NICK ALEXANDER, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Natalie Cole, 22 To 19 — Gene Cotton, 21 To 16 — Yvonne Elliman, 20 To 17 — Jackson Browne, 19 To 16 — David Gates, 18 To 15 — Bob Welch, 16 To 12 — Chuck Mangione, 14 To 10 — Jay Ferguson, 11 To 7 — England Dan & J.F. Coley, 10 To 5 — Kansas, Ex To 30 — Rubicon, Ex To 29 — Jefferson Starship, Ex To 28 — Flack/Hathaway, 27 — Styx. ADDS: Player, Travolta/John, Warren Zevon

KELP — EL PASO — TIM PAGE, MD — PICK: WINGS

2-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Gordon Lightfoot, 23 To 19 — ELO, 22 To 18 — Atlanta Rhythm Section, 21 To 17 — Jackson Browne, 20 To 16 — Bob Welch, 19 To 15 — Enchantment, 17 To 14 — Waylon & Willie, 14 To 5 — England Dan & J.F. Coley, Ex To 24 — Andrew Gold, Ex To 23 — Natalie Cole, Ex To 20 — Yvonne Elliman. ADDS: 25 — Wings, Jefferson Starship, Barry Manilow, Fotomaker

KINT — EL PASO — RICH WOOD, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 29 To 24 — Styx, 22 To 17 — ELO, 20 To 16 — Jackson Browne, 14 To 10 — Bob Welch, 9 To 6 — Kansas, Ex To 28 — Raydio, Ex To 27 — Bee Gees — More. ADDS: 30 — Andrew Gold

KILT — HOUSTON — BILL YOUNG, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 40 To 31 — Bee Gees — More, 38 To 26 — Heatwave, 37 To 28 — Jay Ferguson, 33 To 19 — Bob Welch, 28 To 18 — Warren Zevon, 26 To 20 — Crystal Gayle, 23 To 14 — Rod Stewart, 17 To 11 — Jackson Browne, 11 To 6 — Andrew Gold, 9 To 4 — Barry Manilow, 9 To 4 — Barry Manilow, Ex To 33 — Wings, Ex To 29 — Yvonne Elliman. ADDS: Travolta/John, Gene Cotton, Billy Joel, Chuck Mangione

KRBE — HOUSTON — CLAY GISH, PD — PICK: PETER BROWN

1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — Tavares, 27 To 23 — Warren Zevon, 26 To 23 — England Dan & J.F. Coley, 19 To 16 — Crystal Gayle, 18 To 12 — Rod Stewart, 14 To 11 — Jackson Browne, 11 To 8 — Andrew Gold, 9 To 6 — Barry Manilow. ADDS: 28 — Wings, 26 — Parliament, Peter Brown

WHBO — MEMPHIS — HARRIETTE LAPIDES, MD — PICK: NONE

3-1 — Parliament. JUMPS: 30 To 21 — Yvonne Elliman, 24 To 22 — KC & The Sunshine Band, 21 To 18 — England Dan & J.F. Coley, 20 To 13 — L.T.D., 15 To 12 — Rod Stewart, 13 To 11 — Trammps, 6 To 4 — Eric Clapton, 4 To 2 — Bee Gees — Fever. ADDS: 27 — Ashford & Simpson, Travolta/John, Kansas

WNOE — NEW ORLEANS — MARC SUMMERS, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 36 To 32 — Dolly Parton, 33 To 28 — Andrew Gold, 32 To 29 — Jefferson Starship, 31 To 27 — Bob Welch, 29 To 25 — Eddie Money, 28 To 24 — Jackson Browne, 25 To 22 — Stargard, 21 To 18 — Eric Clapton, 19 To 14 — Yvonne Elliman, 16 To 15 — Kansas, 13 To 9 — Trammps, Ex To 38 — Travis Womack, Ex To 37 — Sea Level. ADDS: Warren Zevon, Odyssey — New, Don Brown, Doucette, Travolta/John

WTIX — NEW ORLEANS — MARTY MAXWELL, MD — PICK: NONE

6-1 — Heatwave. JUMPS: 38 To 31 — Player, 34 To 23 — Flack/Hathaway, 33 To 21 — David Gates, 29 To 19 — Raydio, 23 To 15 — Paul Davis, 17 To 13 — Jackson Browne. ADDS: 40 — Bunny Sigler, 39 — Bonnie Tyler/Juice Newton, 38 — Alan Clarke, 37 — ARS, 36 — Sea Level, 35 — Chuck Mangione, 34 — Rubicon

WKY — OKLAHOMA CITY — SAMMY JONES, MD — PICK: ATLANTA RHYTHM SECTION

1-1 — Bee Gees — Fever. JUMPS: 19 To 15 — David Gates, 13 To 9 — Bob Welch, 11 To 8 — Raydio, 10 To 7 — Kansas, 6 To 2 — Barry Manilow, Ex To 20 — England Dan & J.F. Coley, Ex To 19 — Natalie Cole. ADDS: Atlanta Rhythm Section

KSLQ — ST. LOUIS — SHERRY TOENNIES, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 34 To 30 — Wings, 33 To 29 — Ted Nugent, 32 To 28 — Parliament, 31 To 25 — Lou Rawls, 29 To 19 — Flack/Hathaway, 18 To 14 — Yvonne Elliman, 13 To 5 — David Gates. ADDS: 34 — Warren Zevon, 33 — Journey, 32 — Peter Brown, 31 — Mathis/Williams

KXOK — ST. LOUIS — LOU KIRBY, MD — PICK: NONE

3-1 — Bee Gees — Fever. JUMPS: 33 To 20 — ELO, 32 To 25 — Chuck Mangione, 29 To 22 — Styx, 22 To 11 — Rod Stewart, 8 To 5 — Raydio. ADDS: 35 — Atlanta Rhythm Section, 32 — Andrew Gold, Dolly Parton, Tavares

KEEL — SHREVEPORT — HOWARD CLARK, PD — PICK: NONE

1-1 — Natalie Cole. JUMPS: 17 To 11 — Heatwave, 11 To 5 — Stargard, Ex To 35 — Styx, Ex To 34 — Atlanta Rhythm Section

KAKC — TULSA — DR. DON, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 38 To 33 — Gordon Lightfoot, 36 To 20 — Styx, 34 To 29 — Bee Gees — More, 27 To 20 — Natalie Cole, 25 To 19 — Chuck Mangione, 17 To 12 — Andrew Gold, 16 To 9 — LeBlanc & Carr, 13 To 8 — Bob Welch, 7 To 2 — Yvonne Elliman, Ex To 40 — Warren Zevon, Ex To 39 — Sea Level, Ex To 34 — Jefferson Starship, Ex To 31 — Crystal Gayle. ADDS: Alan Clarke, Wings, Travolta/John, Eddie Money, Wet Willie

midwest

WCUE — AKRON — BOBBY KNIGHT, MD — PICK: WINGS

2-1 — Bee Gees — Fever. JUMPS: 38 To 32 — Trammps, 26 To 20 — Stargard, 7 To 4 — Parliament, 6 To 3 — Barry Manilow, Ex To 40 — Diana Ross, Ex To 39 — Meat Loaf, Ex To 38 — Chuck Mangione. ADDS: Mathis/Williams, Billy Joel, Wings, Hotel, Warren Zevon

KFYR — BISMARCK — DAN BRANNON, MD — PICK: NONE

1-1 — Kansas. JUMPS: 18 To 14 — ELO, 17 To 12 — David Gates, 16 To 10 — Bob Welch, 14 To 7 — England Dan & J.F. Coley, Ex To 20 — Jefferson Starship, Ex To 19 — Yvonne Elliman. ADDS: Dolly Parton, Travolta/John

WLS — CHICAGO — ALAN BURNS, MD — PICK: NONE

1-1 — Bee Gees — Alive. JUMPS: 38 To 31 — Bob Welch, 30 To 19 — Kansas, 20 To 17 — Jay Ferguson, 15 To 9 — Raydio, 9 To 5 — Barry Manilow. ADDS: 32 — Yvonne Elliman

WMET — CHICAGO — DAVE MORGAN, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 30 To 26 — Shaun Cassidy, 27 To 16 — Parliament, 16 To 12 — Stargard. ADDS: 31 — Journey, 30 — Flack/Hathaway, 29 — Styx, 28 — Lou Rawls

Q102 — CINCINNATI — MARK ELLIOT, MD — PICK: JEFFERSON STARSHIP

1-1 — Andy Gibb. JUMPS: 23 To 16 — Yvonne Elliman, 20 To 15 — Andrew Gold, 19 To 12 — Jackson Browne, 12 To 9 — Rod Stewart, 10 To 7 — Barry Manilow, Ex To 28 — Trammps, Ex To 25 — David Gates, Ex To 23 — Eddie Money. ADDS: Travolta/John, Jefferson Starship

WSAI — CINCINNATI — C.C. MATHEWS, MD — PICK: NONE

1-1 — Andy Gibb. JUMPS: 30 To 27 — Rubicon, 29 To 26 — Jefferson Starship, 27 To 20 — Yvonne Elliman, 22 To 18 — Jackson Browne. ADDS: 29 — Eddie Money, 30 — Warren Zevon

WGCL — CLEVELAND — BOB TRAVIS, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 28 To 18 — Kansas, 25 To 15 — Lou Rawls, 23 To 17 — LeBlanc & Carr, 22 To 16 — England Dan & J.F. Coley, 20 To 12 — Andrew Gold, 19 To 11 — Rod Stewart, 17 To 8 — Paul Davis

WZZP — CLEVELAND — BO RAINES, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Kiss, 27 To 22 — Rubicon, 25 To 30 — Styx, 24 To 18 — Rod Stewart, 22 To 17 — Gene Cotton, 20 To 12 — Flack/Hathaway, 19 To 13 — Jackson Browne, 18 To 11 — ELO, 14 To 10 — Yvonne Elliman, 10 To 5 — Kansas, 6 To 3 — Barry Manilow, Ex To 40 — Robert Palmer, Ex To 39 — Angel, Ex To 38 — Brooklyn Dreams, Ex To 37 — Chuck Mangione. ADDS: 36 — Wings, 34 — Warren Zevon, 31 — Mathis/Williams, Travolta/John, Tavares, Jefferson Starship, Gordon Lightfoot

WNCI — COLUMBUS — STEVE EDWARDS, MD — PICK: NONE

1-1 — Andy Gibb. JUMPS: 20 To 12 — Flack/Hathaway, 16 To 10 — Paul Davis, 14 To 9 — Natalie Cole, 9 To 5 — Eric Clapton, Ex To 20 — Atlanta Rhythm Section, Ex To 16 — Yvonne Elliman

CKLW — DETROIT — ROSALIE TROMBLEY, MD — PICK: NONE

1-1 — Samantha Sang. JUMPS: 28 To 15 — Paul Davis, 21 To 10 — Mathis/Williams, 20 To 16 — Chuck Mangione, 17 To 12 — George Benson, 16 To 11 — Bob Welch. ADDS: 30 — Travolta/John, 29 — Wings, David Gates, Trammps

WDRQ — DETROIT — LAURIE DARWIN, MD — PICK: PETER BROWN

1-1 — Bee Gees — Fever. JUMPS: 31 To 26 — Trammps, 30 To 25 — E.W.&F., 27 To 23 — England Dan & J.F. Coley, 24 To 20 — Ted Nugent. ADDS: 32 — Styx, 31 — Mathis/Williams, 30 — Jefferson Starship, 27 — Wings

WDBQ — DUBUQUE — CHUCK BAILEY, MD — PICK: JEFFERSON STARSHIP

4-1 — Bee Gees — Fever. JUMPS: 28 To 16 — Gene Cotton, 24 To 17 — Carpenters, 23 To 18 — Rod Stewart, 20 To 11 — Raydio, 13 To 8 — Yvonne Elliman, 12 To 5 — LeBlanc & Carr, 11 To 3 — Kansas. ADDS: Lobo, Dolly Parton, Natalie Cole, Jefferson Starship

WEBC — DULUTH — BO ELLIOT, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 24 To 20 — Jefferson Starship, 20 To 15 — Andrew Gold, 17 To 13 — England Dan & J.F. Coley, 16 To 8 — Yvonne Elliman, 12 To 4 — David Gates, Ex To 27 — Bee Gees — More, Ex To 23 — Wings, Ex To 18 — Chuck Mangione, Ex To 16 — Gordon Lightfoot. ADDS: Player, Atlanta Rhythm Section, Billy Joel, Bonnie Tyler

Z96 — GRAND RAPIDS — JAY MICHAELS, MD — PICK: WARREN ZEVEON

2-1 — Bee Gees — Fever. JUMPS: 30 To 26 — Raydio, 28 To 18 — Yvonne Elliman, 25 To 20 — Jackson Browne, 21 To 16 — Stargard, 18 To 6 — Parliament, Ex To 20 — Flack/Hathaway, Ex To 24 — Heatwave. ADDS: 30 — Wings, 29 — Gene Cotton, 27 — Andrew Gold

KEIN — GREAT FALLS — JOHN WALTON, MD — PICK: WINGS

1-1 — Eric Clapton. JUMPS: 30 To 25 — Chuck Mangione, 25 To 20 — ELO, 23 To 19 — England Dan & J.F. Coley, 17 To 12 — Jackson Browne, 14 To 8 — Yvonne Elliman, Ex To 30 — Styx, Ex To 29 — Gordon Lightfoot, Ex To 28 — Atlanta Rhythm Section, Ex To 27 — Jefferson Starship. ADDS: Wings, Dolly Parton, Billy Joel, Meat Loaf, Flack/Hathaway

WNDE — INDIANAPOLIS — JEFF LUCIFER, PD — PICK: FLACK/HATHAWAY

1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Styx, 28 To 19 — Yvonne Elliman, 22 To 18 — Heatwave, 17 To 13, Abba, 15 To 11 — Kansas. ADDS: Rod Stewart, Flack/Hathaway, Atlanta Rhythm Section

KBEQ — KANSAS CITY — KIM WELCH, MD — PICK: WINGS

3-1 — Bee Gees — Fever. JUMPS: 28 To 23 — Natalie Cole, 25 To 15 — David Gates, 24 To 10 — KC & The Sunshine Band, 23 To 13 — Andrew Gold, 21 To 16 — ELO. ADDS: 30 — Yvonne Elliman, 29 — Bob Welch, 28 — Wings, Ted Nugent, Warren Zevon, Missouri

WAKY — LOUISVILLE — BOB MOODY, MD — PICK: ERUPTION

7-1 — Barry Manilow. JUMPS: 28 To 23 — Andrew Gold, 27 To 20 — Flack/Hathaway, 26 To 19 — Bob Welch, 23 To 16 — Jackson Browne, 21 To 15 — Kiss, 18 To 5 — Yvonne Elliman. ADDS: Manfred Mann, 28 — KC & The Sunshine Band, 27 — Dolly Parton, 25 — Lou Rawls

WKLO — LOUISVILLE — BO BRADY, MD — PICK: NONE

3-1 — Samantha Sang. JUMPS: 23 To 19 — Yvonne Elliman, 22 To 17 — Jackson Browne, 17 To 12 — Barry Manilow, 9 To 5 — Kansas. ADDS: Eruption, Chuck Mangione, Stargard

KRIB — MASON CITY — BOB SCOTT, PD — PICK: WINGS

3-1 — Eric Clapton. JUMPS: 29 To 23 — Rod Stewart, 27 To 22 — Gordon Lightfoot, 28 To 21 — ELO, 26 To 19 — Gene Cotton, 24 To 18 — Yvonne Elliman, 22 To 16 — England Dan & J.F. Coley, 13 To 7 — Bee Gees — Fever, 9 To 5 — David Gates, 8 To 4 — Barry Manilow, Ex To 29 — KC & The Sunshine Band, Ex To 25 — Lou Rawls, Ex To 24 — Jackson Browne. ADDS: Wings, Player, Dolly Parton, Eddie Money

WOKY — MILWAUKEE — JIM SMITH, MD — PICK: NONE

2-1 — Samantha Sang. JUMPS: 32 To 26 — Flack/Hathaway, 31 To 25 — Lou Rawls, 24 To 18 — Yvonne Elliman, 17 To 12 — Jackson Browne, 12 To 7 — Eric Clapton. ADDS: 35 — England Dan & J.F. Coley, 33 — Raydio, 31 — ELO, 30 — Andrew Gold, 28 — Chuck Mangione, Wings, Travolta/John, Atlanta Rhythm Section, Jefferson Starship

WZUU — MILWAUKEE — CHRIS CURTIS, MD — PICK: WINGS

2-1 — Kansas, 25 To 20 — Atlanta Rhythm Section, 24 To 19 — Rod Stewart, 21 To 18 — Styx, 18 To 14 — Flack/Hathaway, 17 To 13 — Andrew Gold, 12 To 9 — Jackson Browne, 11 To 8 — LeBlanc & Carr, Ex To 25 — Eddie Money, Ex To 24 — Gene Cotton, Ex To 23 — Jefferson Starship, Ex To 22 — Wings

KDWB — MINNEAPOLIS — DAVE THOMPSON, PD — PICK: WINGS

6-1 — Barry Manilow. JUMPS: 30 To 27 — Billy Joel, 25 To 21 — Jefferson Starship, 23 To 17 — Yvonne Elliman, 13 To 9 — David Gates. ADDS: 30 — Wings, 24 — Gordon Lightfoot, 23 — Jackson Browne

KSTP — MINNEAPOLIS — GREG AUSHAN, MD — PICK: BILLY JOEL

2-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Andrew Gold, 24 To 21 — Jackson Browne, 23 To 18 — Chuck Mangione, 20 To 14 — Yvonne Elliman, 17 To 13 — Gordon Lightfoot, 15 To 11 — England Dan & J.F. Coley, 10 To 10 — Bob Welch, 8 To 4 — Barry Manilow, 7 To 3 — Kansas. ADDS: Jefferson Starship, Gene Cotton, Billy Joel

WOW — OMAHA — ROGER DAVIS, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 27 To 22 — Yvonne Elliman, 18 To 10 — England Dan & J.F. Coley, 17 To 12 — Paul Davis, 15 To 9 — David Gates, 7 To 3 — Samantha Sang. ADDS: 27 — Gordon Lightfoot, 15 — Heatwave, Andrew Gold

WIRL — PEORIA — LEE MALCOM, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Jackson Browne, 23 To 19 — Styx, 18 To 14 — Rod Stewart, 17 To 11 — Bob Welch, 10 To 4 — Kansas. ADDS: 30 — Andrew Gold, 28 — Gene Cotton, 27 — Bee Gees — More

13-Q — PITTSBURGH — PATTI SULLIVAN, MD — PICK: JACKSON BROWNE

1-1 — Bee Gees — Alive. JUMPS: 28 To 24 — Rod Stewart, 27 To 22 — Jackson Browne, 24 To 20 — Flack/Hathaway, 22 To 18 — ELO, 23 To 17 — Andrew Gold, 20 To 16 — Raydio, Ex To 27 — Atlanta Rhythm Section. ADDS: 30 — Trammps, 26 — Michael Zager, Styx, Warren Zevon

WPEZ — PITTSBURGH — TOM MORGAN, MD — PICK: WARREN ZEVEON

1-1 — Bee Gees — Alive. JUMPS: 40 To 31 — Wild Cherry, 37 To 29 — Atlanta Rhythm Section, 35 To 26 — Flack/Hathaway, 34 To 25 — Michael Zager, 31 To 27 — Rod Stewart, 30 To 24 — David Gates, 29 To 23 — England Dan & J.F. Coley, 28 To 22 — Bob Welch, 23 To 14 — Yvonne Elliman, 17 To 13 — Lou Rawls, Ex To 40 — Rubicon, Ex To 39 — ELO, Ex To 38 — Trammps, Ex To 36 — Jackson Browne, Ex To 35 — Stargard, Ex To 30 — Andrew Gold. ADDS: Warren Zevon, Tavares, Doucette, Parliament, Jefferson Starship

KKLS — RAPID CITY — MIKE KJAR, MD — PICK: NONE

2-1 — David Gates. JUMPS: 18 To 14 — Kansas, 15 To 11 — Raydio, 6 To 3 — Waylon & Willie, Ex To 25 — Jefferson Starship, Ex To 24 — Jackson Browne. ADDS: Billy Joel, Chuck Mangione, Wings, Bonnie Tyler

WSPT — STEVENS POINT — PAT MARTIN, PD & MD — PICK: STEELY DAN

1-1 — Bob Welch. JUMPS: 29 To 24 — Flack/Hathaway, 25 To 20 — Yvonne Elliman, 13 To 6 — Andrew Gold, 12 To 7 — ELO, Ex To 31 — Warren Zevon, Ex To 29 — Steely Dan — Deacon, Ex To 27 — Billy Joel, Ex To 26 — Dolly Parton. ADDS: Wings, E.W.&F., Travolta/John, Patti Smith Group

KLEO — WICHITA — BOB LAURENCE, MD — PICK: NONE

1-1 — Queen. JUMPS: 29 To 20 — Rubicon, 19 To 13 — ELO. ADDS: 29 — Gene Cotton, 28 — Abba, 25 — Yvonne Elliman

west

KRKE — ALBUQUERQUE — DEBI HINES, MD — PICK: WARREN ZEVEON

1-1 — Bee Gees — Fever. JUMPS: 22 To 11 — Raydio, 21 To 12 — Yvonne Elliman, 20 To 13 — England Dan & J.F. Coley, 14 To 8 — Natalie Cole, 12 To 6 — Chuck Mangione. ADDS: 23 — Gene Cotton, Bonnie Tyler, Warren Zevon

KERN — BAKERSFIELD — PETE SHANNON, MD — PICK: WINGS

1-1 — Bee Gees — Fever. JUMPS: 22 To 19 — Raydio, 20 To 15 — Heatwave, 18 To 12 — David Gates, 14 To 9 — Abba, 13 To 8 — Andrew Gold, 10 To 5 — Bob Welch, Ex To 30 — Stargard, Ex To 29 — Jefferson Starship, Ex To 27 — Styx. ADDS: Wings, Atlanta Rhythm Section, Flack/Hathaway

KAFY — BAKERSFIELD — RICH IRWIN, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 21 To 16 — England Dan & J.F. Coley, 18 To 13 — David Gates, 9 To 4

(continued on page 56)

REGIONAL ACTION

NORTHEAST

- Most Added**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
 3. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
 4. MOVIN' OUT (ANTHONY'S SONG) — Billy Joel — Columbia
- Most Active**
1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
 2. JACK & JILL — Paydio — Arista
 3. COUNT ON ME — Jefferson Starship — Grunt
 4. RUNNING ON EMPTY — Jackson Browne — Asylum

SOUTHEAST

- Most Added**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
 3. ON BROADWAY — George Benson — Warner Brothers
 4. WEREWOLVES OF LONDON — Warren Zevon — Elektra
- Most Active**
1. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
 2. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
 3. FLASHLIGHT — Parliament — Casablanca
 4. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor

SOUTHWEST

- Most Added**
1. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
 2. WEREWOLVES OF LONDON — Warren Zevon — Elektra
 3. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor
 4. (I WILL BE YOUR) SHADOW IN THE STREET — Allan Clarke — Atlantic
- Most Active**
1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
 2. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
 3. WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — England Dan & John Ford Coley — Atlantic
 4. RUNNING ON EMPTY — Jackson Browne — Asylum

MIDWEST

- Most Added**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
 3. COUNT ON ME — Jefferson Starship — Grunt
 4. WEREWOLVES OF LONDON — Warren Zevon — Elektra
- Most Active**
1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
 2. THANK YOU FOR BEING A FRIEND — Andrew Gold — Asylum
 3. SWEET TALKIN' WOMAN — Electric Light Orchestra — United Artists
 4. BEFORE MY HEART FINDS OUT — Gene Cotton — Ariola

WEST

- Most Added**
1. WITH A LITTLE LUCK — Wings — Capitol
 2. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
 3. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
 4. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor
- Most Active**
1. COUNT ON ME — Jefferson Starship — Grunt
 2. WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — England Dan & John Ford Coley — Atlantic
 3. RUNNING ON EMPTY — Jackson Browne — Asylum
 4. FOOLING YOURSELF — Styx — A&M

MOST ADDED RECORDS

1. **WITH A LITTLE LUCK — WINGS — CAPITOL**
CKLW, KDWB, WKBW, Y100, WOKY, WDRQ, WZZP, KBEQ, KRBE, KAKC, WMAK, KERN, KIMN, KTLK, KCPX, KING, KPAM, KTAC, KJRB, KRJ, 10Q, 96X, WIFI, WAYS, WCAO, WLEE, WSGA, Q94, BJ105, WBBQ, WDRQ, WBBF.
2. **YOU'RE THE ONE I WANT — JOHN TRAVOLTA/OLIVIA NEWTON-JOHN — RSO**
WFIL, WPGC, KFRC, KILT, KLIF, CKLW, WHBQ, Z93, Y100, WOKY, WZZP, Q102, KNDE, WNOE, KAKC, KRTH, KPAM, KING, 99X, WCAO, WSGA, Q94, BJ105, WBBQ, WDRQ.
3. **THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY — ATLANTIC**
WFIL, WMET, WNDE, KJR, KTAC, KPAM, KIMN, KERN, 99X, WIFI, WLEE, BJ105, WPRO-FM.
4. **IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR**
WRKO, WKBW, WTI, 96X, KRTH, WOKY, WNDE, KXOK, WKY, KTAC, KPAM, KERN.
5. **WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA**
KFRC, KLIF, WCAO, WAPE, WNOE, KSLQ, 13Q, KBEQ, WPEZ, WZZP, WSAI.
6. **COUNT ON ME — JEFFERSON STARSHIP — GRUNT**
KSTP, WPEZ, Q102, KJRB, WIFI, WSGA, WZZP, WDRQ, WOKY, 96X.
7. **I'M GONNA TAKE CARE OF EVERYTHING — RUBICON — 20TH CENTURY**
WQXI, WLAC, WPRO-FM, KIMN, KCPX, WZUU, WTI, 96X.
8. **MOVIN' OUT (ANTHONY'S SONG) — BILLY JOEL — COLUMBIA**
KILT, KSTP, WZUU, B100, Q94, WDRQ, WBBF.
9. **FEELS SO GOOD — CHUCK MANGIONE — A&M**
KFRC, WTI, WOKY, WKLO, KILT, WCAO, KIMN.
10. **DISCO INFERNO — THE TRAMMPS — ATLANTIC**
WRKO, WPGC, CKLW, 13Q, KNDE, WBBQ.
11. **FOOLING YOURSELF — STYX — A&M**
WRKO, WDRQ, WMET, 13Q, B100, WLAC.
12. **BEFORE MY HEART FINDS OUT — GENE COTTON — ARIOLA**
KILT, KSTP, KJRB, KGW, Q94, KLEO.
13. **GOOD-BYE GIRL — DAVID GATES — ELEKTRA**
WABC, WRKO, KHJ, CKLW, Y100, KIMN.
14. **TOO MUCH, TOO LITTLE, TOO LATE — JOHNNY MATHIS/DENIECE WILLIAMS — COLUMBIA**
WQXI, KGW, KSLQ, WZZP, WDRQ.
15. **ON BROADWAY — GEORGE BENSON — WARNER BROS.**
KILT, WQXI, WQAM, Z93, 96X.
16. **THANK YOU FOR BEING A FRIEND — ANDREW GOLD — ASYLUM**
KXOK, KGW, WQAM, WOW, WOKY.
17. **IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO**
WLS, KBEQ, KLEO, KTLK, BJ105.

RADIO ACTIVE SINGLES

1. **IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO**
WABC 25-10, WFIL 16-12, WRKO 12-6, WPGC 14-8, WQXI 13-8, KLIF 21-18, KFRC 12-9, KILT ex-29, WCAO 19-10, 99X 15-8, WHBQ 30-21, KSLQ 18-14, WIFI 15-10, WNOE 19-14, WPEZ 23-14, KRBE ex-25, WKY 20-16, WSAI 27-20, Q102 23-16, WAKY 18-5, 96X 17-12, WQAM 31-26, WDRQ 29-22, B100 22-14, KCBQ 19-11, KING 24-17, KIMN ex-25, WVBF 16-10, WZZP 14-10, WKLO 23-19, WOKY 24-18, Y100 11-6, KDWB 23-17, KSTP 20-14, WMAK 18-14, WOW 27-22, WAYS ex-26, WNDE 28-19, WBBF 11-6, WLEE 21-12, Q94 25-20, WSGA 16-11, KAKC 7-2, WNCI ex-16.
2. **RUNNING ON EMPTY — JACKSON BROWNE — ASYLUM**
WRKO 19-15, WPGC 22-18, KLIF 20-17, KFRC 28-23, KILT 17-11, WCAO 22-17, Z93 16-12, WPEZ ex-36, WIFI 24-17, KSTP 24-21, 13Q 22-17, WSAI 22-18, Q102 19-12, WZZP 19-13, KRBE 14-11, WNOE 28-24, WTI 17-13, WVBF 19-13, WAKY 23-16, WKLO 22-17, WOKY 17-12, WZUU 12-9, WMAK 24-17, KYA 24-18, KPAM 14-9, KTLK ex-30, KING 13-9, KIMN 27-23, KCBQ 18-14, KNDE 15-9, WAPE 21-18, WPRO-FM 29-24, WDRQ ex-28, WBBF 14-11, BJ105 31-26, KTAC ex-24, KJRB 27-20.
3. **WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — ENGLAND DAN & JOHN FORD COLEY — BIG TREE**
WRKO 29-24, WFIL 13-7, WPGC 27-22, WQXI 26-19, KLIF 11-7, 10Q 23-20, KRBE 26-23, WGCL 22-16, WZZP 25-16, WDRQ 27-23, KSTP 15-11, WHBQ 21-18, WPEZ 29-23, WKY ex-20, WMAK 20-16, B100 16-11, KPAM 25-16, KGW 14-8, KING 20-16, KJR 18-14, KNDE 20-11, WOW 18-10, WDRQ ex-29, KCPX 18-12, KJRB 18-14, WLEE 23-18, Q94 22-18, WSGA 27-22.
4. **THANK YOU FOR BEING A FRIEND — ANDREW GOLD — ASYLUM**
WRKO 21-16, WPGC 23-15, KLIF 29-25, KILT 11-6, WGCL 20-12, WZZP 33-26, WPEZ ex-30, 13Q 23-17, KSTP 25-22, KRBE 11-8, WNOE 33-26, B100 19-13, WKBW ex-23, WLAC 39-33, WVBF ex-21, KBEQ 23-13, WNDE ex-30, Q102 20-15, WZUU 17-13, KIMN 25-20, WBBQ 24-18, WPRO-FM ex-28, WAKY 28-23, KERN 13-8, WLEE 18-13, BJ105 37-31, KAKC 17-12.
6. **THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY — ATLANTIC**
WRKO ex-28, WPGC 7-5, WQXI 21-16, KLIF ex-28, KFRC 21-15, WNOE 39-36, WCAO 27-19, WQAM 40-34, KSLQ 29-19, WZZP 32-26, KRTH 19-13, WZUU 18-14, WAKY 27-20, 13Q 24-20, WPEZ 35-26, WOKY 32-26, WTI 34-23, WLAC 28-18, WAYS 24-14, WBBQ ex-27, KNDE 30-17, KJRB ex-28, KYA ex-12, KAKC 39-28, WSGA 30-24, WNCI 20-12.
6. **COUNT ON ME — JEFFERSON STARSHIP — GRUNT**
WRKO 28-22, WPGC ex-29, KLIF ex-29, KFRC 24-20, KILT ex-40, KDWB 25-21, 10Q ex-29, WNDE 32-29, WSAI 29-26, WMAK ex-30, WZUU ex-23, KYA 22-19, B100 24-17, KPAM 26-18, KIMN ex-29, KGW ex-28, WKBW ex-30, WDRQ ex-30, KNDE 23-18, KTAC ex-26, WBBF 28-23, B105 38-22, KCPX ex-29, KERN ex-29, Q94 ex-29, KAKC ex-34.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary stations around the country.

1. **WITH A LITTLE LUCK — WINGS — CAPITOL**
Adds: WTLB, WTRY, WSPT, KRIB, KEIN, KFMD, KMGK, WCUE, WSGA, WMFJ, WKXX, WRFC, WANS, KRSP, KSLY, KROY. Jumps: WICC ex-20, WGUY ex-30, WAIR ex-36, WSGV ex-30, Z96 ex-30, KELP ex-25, KTFX 39-31.
2. **THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY — ATLANTIC**
Adds: WICC, KEIN, KRSP, KROY, KYNO. Jumps: WBLI ex-29, WTRY ex-30, WGUY ex-29, WCUE 39-25, Z96 ex-28, WSPT 29-24, WANS 14-7, WERC 26-19, WKXX 27-22, WMFJ 22-17, WKIX 25-16, 98Q 32-25, WAIR 17-9, KTFX ex-36.
3. **IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO**
Jumps: WICC 23-18, WTLB 23-10, WBLI 8-2, WANS 17-10, WRFC 8-5, WERC 12-8, WSGA 16-11, 98Q 18-14, KMGK 24-16, KFMD 14-9, WDBQ 13-8, Z96 28-18, KEIN 26-10, KRIB 24-18, WSPT 25-20, KRKE 21-12, 96KX ex-28, KROY 22-15, KELP ex-20.
4. **IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR**
Adds: KROY. Jumps: WRFC 14-8, WERC ex-30, WMFJ 33-28, WSGV 18-15, WKIX ex-30, 98Q 24-17, WGUY 30-25, WICC ex-30, WBLI 28-23, KSLY 30-24, KRSP 25-19, KMGK ex-22, KFMD ex-24, KEIN ex-28, KELP 22-18, KTFX 17-13.
5. **COUNT ON ME — JEFFERSON STARSHIP — GRUNT**
Adds: WSGA, WDBQ, KROY, KELP. Jumps: WICC 25-21, WTLB ex-30, WBLI 31-26, KXXK 23-18, KRSP 22-17, KEIN ex-27, KTFX 26-21, WANS ex-30, WKXX ex-27, WSGV 32-26, WKIX ex-29, 98Q ex-31.
6. **SWEET TALKIN' WOMAN — ELECTRIC LIGHT ORCHESTRA — JET**
Adds: WKIX. Jumps: WTLB 25-20, KYNO 23-17, KROY 29-22, KMGK ex-28, KFMD 15-10, KEIN 25-20, KRIB 28-21, WSPT 12-7, Z97 9-5, KELP 23-19, 98Q 26-21, WMFJ ex-32.
7. **WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA**
Adds: WAIR, WMFJ, WICC, KSLY, KRKE, WCUE. Jumps: WSPT ex-31, WANS ex-31, WERC ex-31, WSGV ex-34, 98Q 33-27, WGUY ex-28, KTFX ex-35.
8. **FEELS SO GOOD — CHUCK MANGIONE — A&M**
Adds: WTRY, WKIX. Jumps: WANS 27-22, WRFC 7-4, WMFJ 25-19, WAIR 30-25, WICC ex-27, WBLI ex-30, KFMD ex-22, KEIN 30-25, KMGK ex-23, KRSP ex-24, KRKE 12-6.
9. **WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — ENGLAND DAN & JOHN FORD COLEY — BIG TREE**
Jumps: WTLB 20-11, KRKE 20-13, KAFY 21-16, 96KX 30-25, KROY 25-21, WDBQ 29-20, KEIN 23-19, KRIB 22-16, Z97 15-11, KELP 14-5, WANS 23-18, WMFJ 13-9, WAIR 25-21.

REGIONAL ALBUM ACTION

Northeast

1. LITTLE FEAT
2. CHUCK MANGIONE
3. ANDY GIBB
4. STARGARD
5. OUTLAWS
6. BOOTSY'S RUBBER BAND
7. WARREN ZEVON
8. SAMANTHA SANG
9. JOHNNY MATHIS
10. EDDIE MONEY

Baltimore Washington

1. BOOTSY'S RUBBER BAND
2. JOHNNY MATHIS
3. LITTLE FEAT
4. ROBERT PALMER
5. ATLANTA RHYTHM SECTION
6. WARREN ZEVON
7. STARGARD
8. AVERAGE WHITE BAND
9. RUTLES
10. ANDY GIBB

Southeast

1. WARREN ZEVON
2. ATLANTA RHYTHM SECTION
3. LITTLE FEAT
4. ANDY GIBB
5. CHUCK MANGIONE
6. SAMANTHA SANG
7. BOOTSY'S RUBBER BAND
8. ROBERT PALMER
9. HEAD EAST
10. OUTLAWS

South Central

1. LITTLE FEAT
2. ROBERT PALMER
3. WARREN ZEVON
4. AVERAGE WHITE BAND
5. BOOTSY'S RUBBER BAND
6. VAN HALEN
7. CHUCK MANGIONE
8. SAMANTHA SANG
9. OUTLAWS
10. STARGARD

Midwest

1. VAN HALEN
2. BOOTSY'S RUBBER BAND
3. OUTLAWS
4. ANDY GIBB
5. CHUCK MANGIONE
6. WARREN ZEVON
7. SAMANTHA SANG
8. EDDIE MONEY
9. LITTLE FEAT
10. ATLANTA RHYTHM SECTION

West/ Northwest

1. WARREN ZEVON
2. VAN HALEN
3. JOURNEY
4. LITTLE FEAT
5. SAMANTHA SANG
6. ROBERT PALMER
7. CAROLE KING
8. BOOTSY'S RUBBER BAND
9. YVONNE ELLIMAN
10. RUTLES

Denver/ Phoenix

1. LITTLE FEAT
2. VAN HALEN
3. CAROLE KING
4. ATLANTA RHYTHM SECTION
5. SAMANTHA SANG
6. AVERAGE WHITE BAND
7. ENGLAND DAN & JOHN FORD COLEY
8. STARGARD
9. BOOTSY'S RUBBER BAND
10. WARREN ZEVON

North Central

1. BARRY MANILOW
2. BEE GEES
3. ANDY GIBB
4. SAMANTHA SANG
5. JEFFERSON STARSHIP
6. YVONNE ELLIMAN
7. KENNY ROGERS
8. LITTLE FEAT
9. BARRY MANILOW (LIVE)
10. CAROLE KING

National Breakouts

- | | |
|-------------------------|---------------------------|
| 1. LITTLE FEAT | 9. ATLANTA RHYTHM SECTION |
| 2. WARREN ZEVON | 10. OUTLAWS |
| 3. BOOTSY'S RUBBER BAND | 11. AVERAGE WHITE BAND |
| 4. VAN HALEN | 12. STARGARD |
| 5. SAMANTHA SANG | 13. EDDIE MONEY |
| 6. ANDY GIBB | 14. CAROLE KING |
| 7. CHUCK MANGIONE | 15. JOHNNY MATHIS |
| 8. ROBERT PALMER | |

TOP TEN ACCOUNT REPORTS

ABC — National 1. "SATURDAY NIGHT FEVER" 2. FLEETWOOD MAC 3. SHAUN CASSIDY — OLD 4. BARRY MANILOW 5. SHAUN CASSIDY — NEW 6. LINDA RONSTADT 7. DEBBY BOONE 8. QUEEN 9. KISS 10. ROD STEWART	1812 — Milwaukee 1. SWEET BOTTOM 2. "SATURDAY NIGHT FEVER" 3. JEFFERSON STARSHIP 4. CHUCK MANGIONE 5. AVERAGE WHITE BAND 6. KANSAS 7. BILLY JOEL 8. ERIC CLAPTON 9. JACKSON BROWNE 10. VAN HALEN	Disc — Cleveland 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. BILLY JOEL 4. ERIC CLAPTON 5. JACKSON BROWNE 6. CUTOUTS — KESTER 7. STEELY DAN 8. KANSAS 9. LYNRYD SKYNYRD 10. ROD STEWART	Licorice Pizza — Los Angeles 1. "SATURDAY NIGHT FEVER" 2. STEELY DAN 3. STYX 4. KANSAS 5. TED NUGENT 6. JACKSON BROWNE 7. BOB WELCH 8. VAN HALEN 9. BILLY JOEL 10. GEORGE BENSON	Cactus — Houston 1. "SATURDAY NIGHT FEVER" 2. GEORGE BENSON 3. RUFUS 4. LITTLE FEAT 5. BILLY JOEL 6. ERIC CLAPTON 7. JACKSON BROWNE 8. JOHNNY MATHIS 9. STEELY DAN 10. AVERAGE WHITE BAND
Sound Warehouse — Dallas 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. ERIC CLAPTON 4. GEORGE BENSON 5. ROD STEWART 6. QUEEN 7. LITTLE FEAT 8. RAYDIO 9. STYX 10. JACKSON BROWNE	Tower — San Francisco 1. "SATURDAY NIGHT FEVER" 2. GEORGE BENSON 3. EARTH, WIND & FIRE 4. BILLY JOEL 5. WARREN ZEVON 6. MICHAEL FRANKS 7. RUFUS 8. JEFFERSON STARSHIP 9. ROBERT PALMER 10. VAN HALEN	United — Miami 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. ERIC CLAPTON 4. JACKSON BROWNE 5. QUEEN 6. BILLY JOEL 7. WAYLON & WILLIE 8. STYX 9. NATALIE COLE 10. BARRY MANILOW — LIVE	Father's & Sun's — Ind. 1. "SATURDAY NIGHT FEVER" 2. JEFFERSON STARSHIP 3. OUTLAWS 4. ERIC CLAPTON 5. KANSAS 6. ATLANTA RHYTHM SECTION 7. AVERAGE WHITE BAND 8. BARRY MANILOW 9. JACKSON BROWNE 10. CAROLE KING — HITS	Waxie Maxie — Wash. D.C. 1. "SATURDAY NIGHT FEVER" 2. GEORGE BENSON 3. ERIC CLAPTON 4. KANSAS 5. RAYDIO 6. ROBERTA FLACK 7. MAZE 8. BARRY MANILOW 9. JEFFERSON STARSHIP 10. CRACK THE SKY
Camelot — National 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. JACKSON BROWNE 4. BILLY JOEL 5. JEFFERSON STARSHIP 6. VAN HALEN 7. ERIC CLAPTON 8. SAMANTHA SANG 9. BOOTSY COLLINS 10. STEELY DAN	Leiberman — Minn. 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. QUEEN 4. ERIC CLAPTON 5. WAYLON & WILLIE 6. ANDY GIBB 7. SHAUN CASSIDY — OLD 8. TED NUGENT 9. KANSAS 10. HEAD EAST	Strawberries — Boston 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. BARRY MANILOW 4. JACKSON BROWNE 5. EARTH, WIND & FIRE 6. ERIC CLAPTON 7. JEFFERSON STARSHIP 8. TED NUGENT 9. AEROSMITH 10. GEORGE BENSON	Korvettes — National 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. GEORGE BENSON 4. BILLY JOEL 5. JACKSON BROWNE 6. STEELY DAN 7. ERIC CLAPTON 8. QUEEN 9. STYX 10. KANSAS	Gary's — Virginia 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. JACKSON BROWNE 4. STEELY DAN 5. STYX 6. ERIC CLAPTON 7. BOB WELCH 8. LYNRYD SKYNYRD 9. BILLY JOEL 10. JEFFERSON STARSHIP
Dan Jay — Denver 1. "SATURDAY NIGHT FEVER" 2. JACKSON BROWNE 3. STEELY DAN 4. QUEEN 5. VAN HALEN 6. AVERAGE WHITE BAND 7. ATLANTA RHYTHM SECTION 8. KANSAS 9. ERIC CLAPTON 10. STEVE MARTIN	Alta — Phoenix 1. "SATURDAY NIGHT FEVER" 2. QUEEN 3. WAYLON & WILLIE 4. BILLY JOEL 5. FLEETWOOD MAC 6. STYX 7. HOD STEWART 8. BARRY MANILOW 9. LINDA RONSTADT 10. KENNY ROGERS — GOLD	P.B. One Stop — St. Louis 1. "SATURDAY NIGHT FEVER" 2. ERIC CLAPTON 3. JACKSON BROWNE 4. BARRY MANILOW 5. GEORGE BENSON 6. ROBERTA FLACK 7. JEFFERSON STARSHIP 8. KANSAS 9. ROD STEWART 10. LITTLE FEAT	Everybody's — Portland 1. "SATURDAY NIGHT FEVER" 2. JACKSON BROWNE 3. ERIC CLAPTON 4. STEELY DAN 5. KANSAS 6. JEFFERSON STARSHIP 7. KARLA BONOFF 8. JOURNEY 9. LITTLE FEAT 10. BILLY JOEL	Mid-America — Chicago 1. "SATURDAY NIGHT FEVER" 2. GEORGE BENSON 3. ENCHANTMENT 4. PARLIAMENT 5. RUFUS 6. BOOTSY COLLINS 7. EARTH, WIND & FIRE 8. PETER BROWN 9. ASHFORD & SIMPSON 10. LOU RAWLS
Richman Bros. — Phila. 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. QUEEN 4. KANSAS 5. STEELY DAN 6. BARRY MANILOW 7. GEORGE BENSON 8. FOREIGNER 9. NATALIE COLE 10. JOHNNY MATHIS	Flipside — Chicago 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. ERIC CLAPTON 4. BARRY MANILOW 5. BOB WELCH 6. KANSAS 7. JOURNEY 8. OUTLAWS 9. JACKSON BROWNE 10. TED NUGENT	Tiger — Detroit 1. GEORGE BENSON 2. RUFUS 3. GROVER WASHINGTON JR. 4. BOOTSY COLLINS 5. NATALIE COLE 6. PARLIAMENT 7. "SATURDAY NIGHT FEVER" 8. ROBERTA FLACK 9. ENCHANTMENT 10. NOEL POINTER	VIP — Los Angeles 1. ENCHANTMENT 2. CHOCOLATE MILK 3. GEORGE BENSON 4. RAYDIO 5. MAZE 6. RUFUS 7. "SATURDAY NIGHT FEVER" 8. BOOTSY COLLINS 9. PARLIAMENT 10. NATALIE COLE	Disc — Texas 1. "SATURDAY NIGHT FEVER" 2. BARRY MANILOW 3. JACKSON BROWNE 4. ERIC CLAPTON 5. LITTLE FEAT 6. BILLY JOEL 7. QUEEN 8. KANSAS 9. VAN HALEN 10. FLEETWOOD MAC
RDM — Memphis 1. "SATURDAY NIGHT FEVER" 2. ERIC CLAPTON 3. JACKSON BROWNE 4. BILLY JOEL 5. QUEEN 6. PARLIAMENT 7. WAYLON & WILLIE 8. BARRY MANILOW 9. ROD STEWART 10. RANDY NEWMAN	DJ's Sound City — Seattle 1. "SATURDAY NIGHT FEVER" 2. RAYDIO 3. BARRY MANILOW 4. ERIC CLAPTON 5. EARTH, WIND & FIRE 6. STEELY DAN 7. STYX 8. ROD STEWART 9. SAMANTHA SANG 10. JACKSON BROWNE	Record Shack — New York 1. "SATURDAY NIGHT FEVER" 2. PARLIAMENT 3. GEORGE BENSON 4. FLACK/HATHAWAY 5. RUFUS 6. ENCHANTMENT 7. CAMEO 8. EARTH, WIND & FIRE 9. WAR 10. STARGARD	Harmony House — Detroit 1. "SATURDAY NIGHT FEVER" 2. GEORGE BENSON 3. BARRY MANILOW 4. ERIC CLAPTON 5. KANSAS 6. JACKSON BROWNE 7. ROD STEWART 8. STYX 9. ROBERTA FLACK 10. TED NUGENT	Harmony House — N.J. 1. "SATURDAY NIGHT FEVER" 2. BILLY JOEL 3. ERIC CLAPTON 4. BARRY MANILOW 5. STEELY DAN 6. JACKSON BROWNE 7. KANSAS 8. STYX 9. ROD STEWART 10. GEORGE BENSON

Cal Jam II

ONTARIO MOTOR SPEEDWAY — The talent lineup for Cal Jam II was awesome, but in the end the star of the show wasn't any of the performers — it was the audience. Crowd estimates ranged between 250,000 and 300,000, but whatever the exact count, the result was a man-made lake of people, flowing inside a giant bowl of mountains and bleachers, enjoying a rock riot of electrified sound unmatched since Cal Jam I four years ago. Many came the night before, avoiding the traffic problems that beset the first Jam, and by the time Richie Lecea came out to warm them up at about 9 a.m. they stretched well over a mile from the stage.

And despite the impediments inherent in such an event — an overpowering sound system (147,000 watts, said to be the most powerful ever assembled for a musical event), poor visibility, crowd control and fickle weather — the music was often memorable as well. Still, the music seemed almost secondary — Cal Jam II was a happening that will be remembered as a day when hundreds of thousands of rock fans camped out on a racetrack infield and created their own world, at least for a day.

After a short opening set by solo acoustic guitarist Richie Lecea, Bob Welch got the headlined entertainment off to a fast start. Welch, formerly with Fleetwood Mac, has maintained a strong similarity to his old band's style. By 10 a.m., when the Jam was scheduled to begin, Welch and his band were already cooking — playing mostly material off his "French Kiss" LP. When Stevie Nicks and Mick Fleetwood came out to help on "Hypnotized," many wondered if the order of the groups was wise. By the time Welch and his guests did "Ebony Eyes," it was clear that Welch's act would be tough to follow.

Dave Mason managed to hold his own, following Welch, running through his outstanding repertoire of songs, mixing oldies like "Feelin' Alright," "World In Changes" and "Gimme Some Lovin'" with newer songs like "Let It Go, Let It Flow" and "We Just Disagree." The set featured Mason's flashy guitar work and Mike Finnigan on keyboards, but lacked a certain spark, possibly due to the early hour (Mason came out around 11 a.m.).

The third major act of the day was Santana, the Jam's only variation from straight-ahead rock 'n' roll. Led by guitar virtuoso Carlos Santana, the group played mostly material off their most recent LP, "Moonflower." The highlights were "She's Not There," "Black Magic Woman" and the group's classic cut off the first Santana album, "Soul Sacrifice." Perhaps more than any other act, Santana suffered from the poor acoustics.

The hard rock began to flow with Heart. Centered around the Wilson sisters, Ann and Nancy, Heart is one of the few hard rock bands to feature women in roles other than vocalist. Ann was vibrant on stage, especially following the relatively non-theatrical acts in the morning. After sampling numbers off their upcoming "Magazine" LP, Heart sizzled with a finale of their hits — "Magic Man," "Barracuda" and "Crazy On You" — a killer sequence.

Ted Nugent was next, although later reports indicated he nearly missed the show. Nugent was big-game hunting in Africa and only arrived in New York Saturday morning. He caught flights to Ontario and arrived two hours before he went on — disappointed that the Federal Aviation Administration denied his request to make his

entrance dangling on a rope from a helicopter. Once on stage, Nugent put on one of the day's best received sets, growling and playing frenetic guitar licks to an enthusiastic audience. He opened with "Cat Scratch Fever," and kept the crowd at a fever pitch through his encore, the day's first.

Bad vibes swept through the crowd after Nugent's set when someone made a booming announcement from the stage that "There has been a death." Of course everyone assumed the fatality was at the Jam, although in fact the announcement was an attempt to notify someone in the audience of a personal tragedy miles away. Still, the wave of negative feelings stayed with the crowd, and rumors of deaths, rapes and stabbings spread quickly. It took several days for a final consensus to emerge affirming the Jam as a remarkably peaceful event, although some incidents were confirmed.

The task of following the change in mood fell on Foreigner, who proved more than equal to the challenge. Opening with "Long, Long Way From Home," the group's hard-driving rock 'n' roll was just what the doctor ordered to return the festive mood to the proceedings. New material followed, the most notable of which was "I'm Hot-blooded." When Foreigner reached back for a hit they came up with "Cold As Ice," which had exactly the opposite reaction to the crowd. There were a quarter of a million people jumping, dancing, writhing and screaming in testimony to the continued mass appeal of rock 'n' roll. By the time they did "Feels Like The First Time," the song seemed to be an anthem for the assembled believers, and it drew one of the event's loudest receptions.

It was well into the evening when Aerosmith came on. The powerhouse rockers were in fine form, as befitted their headliner position on the bill. With a new keyboard player in tow, Aerosmith bulled its way through a crisp set which featured top-notch vocals by Steven Tyler. The performance of "Walk This Way" was stunning, and "Sweet Emotion" provided another high point.

By the time Aerosmith finished, around 10 p.m., a substantial percentage of the audience had gone. They continued to file out through sets by Mahogany Rush and Rubicon, which is the way the promoters planned it. Learning from the last Jam, the less established acts were put on last to assure an even flow of traffic as people left the Speedway. The elimination of traffic problems at the event, coupled with the relative absence of serious injuries and a box-office gross of about \$2.5 million, seems to insure that there won't be another four year wait for Cal Jam III.

joey berlin

Bill Gaither Trio

OPRY HOUSE, NASHVILLE — The Bill Gaither Trio's third annual, spring pilgrimage to the Opry House firmly established this concert as the gospel musical event of the year in Music City. A standing-room-only crowd of 4400 was treated to two full hours of vintage Trio sermonettes and songs.

Led by Bill Gaither's famous mellow baritone wife Gloria and new Trio member Gary McSpadden teamed to deliver a delicate and delightful anthology of Trio favorites and brand-new "classics." The Gaithers' reputation for excellence in live performances was enhanced by the addition of Dan Posthuma's sound production and the acoustic perfection of the Opry

House. In addition, the Trio's nine-piece ensemble, (led by spirited drummer Roger Byrd) and their backup vocal quintet combined for a consummate Gaither praise service.

Gary McSpadden, formerly with The Imperials and most recently associate pastor of the Christian Center Church in Fort Worth, Tex., is an accomplished soloist in his own right. His timbre and timing enrich and expand the Trio's vocal harmony, and McSpadden's stage presence is appropriately both humble and elegant. Particularly moving was McSpadden's interpretation of "More Of You," from their latest Impact album, "Pilgrim's Progress."

Several selections from the new album spotlighted the evening performance. Bill and Gloria Gaither are legendary songwriters and have strengthened that reputation with their most recent compositions (some of which were written in collaboration with Gary S. Paxton and Jim Hill). The audience was particularly moved by Gloria's sensitive rendition of "I'm Not What I Want To Be (But, Thank God, I'm Not What I Was)" and Bill's powerful offering of "I Wish You." On the Trio's uptempo numbers, "The World Didn't Give It To Me (And The World Can't Take It Away)," was best received. A very special and touching performance of "Children Under Construction," by Bill and Gloria's youngest daughter, Amy, personified the Trio's ministry.

Another highlight was a two-song guest set by Don Francisco. His self-penned, "He's Alive," currently at the top of the gospel charts, brought the house down.

In Bill Gaither's own words, "... we are becoming..." This summation of the Trio's purpose is the essence of their popularity and the vital sign of professionals who are serious in their commitment to continual spiritual growth.

hank riddle

Anne Murray Gene Cotton

ROXY, L.A. — Words in a crowd often lose their meaning. Colors pale. Flavors blend. Simple statements never seem enough. However, Anne Murray's recent date restored the meaning, color and flavor to simple words such as 'tasty' and 'pleasant.' The show was a relaxing evening of song.

Anne's voice has the ring of fine crystal. Her notes are clear and well-cut. Although her presence on stage is not engagingly dramatic (despite top hat and trick cane), Murray possesses a comfortable charm. Backed by a group of competent musicians led by Pat Riccio on keyboards, Anne delivered a classy mix of gentle ballads, soft rockers and country-flavored tunes.

"Let's Keep It That Way" is the name of Murray's new album on Capitol Records. The title track is a tender ballad banked with soft pedal steel and piano passages. The lyric which deals with the ease and complications of falling in love with a friend creates a subtle tension which Murray's emotionally rendering skillfully enhanced. "Walk Right Back," the classic Sonny Curtis tune which was a hit for The Everly Brothers was handled in a crisp, bright fashion. Murray called the sensitive love ballad "You Needed Me" her favorite song. The gentle beat tapped out on the rim of the snare drum provided a simple backdrop. Single string acoustic guitar work and mild flute runs rounded out the feeling.

"Snowbird," Murray's first major American hit which in 1970 took her from "Halifax to Hollywood" drew a warm response from the audience.

Ariola recording artist Gene Cotton opened the show with a well-paced set of

easy and moderate rockers, highlighted in particular by material culled from his latest album, "Save The Dance." peter hartz

Dirt Band

DOROTHY CHANDLER PAVILION, L.A. — It's good that the Dirt Band was the first American pop group to tour the Soviet Union — it would be difficult to find a band more representative of the spectrum of musical styles popular in the U.S. The Dirt Band proved this during their recent show in Los Angeles, touching on country, rock, jazz, bluegrass and even gospel at various points in the evening.

The Dirt Band is not only capable of playing in the varied styles, they do them all well. Hank Williams' "Honky Tonkin'" had the sell-out crowd stomping their feet and clapping along the way they would at the Grand Ole Opry. When guitar picker extraordinaire John McKuen broke out his banjo or fiddle the "down home" feeling was contagious. But when "On The Loose With The Blues" was unleashed, it could have been the Eagles on stage rocking out.

Back before they dropped the Nitty Gritty from the Dirt Band, the group was accomplished in the country-bluegrass-rock genre. But they have added a couple of new musicians, most notably horn player Al Garth, who give the band a jazz orientation on many numbers.

But if the music wasn't enough, the Dirt Band had a secret weapon this night. Steve Martin, perhaps the hottest stand-up comic around these days, made a guest appearance for a song about the latest Southern California craze, King Tut. Martin stayed around to pick his banjo and performed a creditable duet with McKuen. This was followed up by the group's big hit, "Mr. Bojangles," and the set concluded with a rousing "Battle Of New Orleans."

But the crowd wasn't satisfied until the Dirt Band returned for an encore, with Martin, opening act Starwood, and Karla Bonoff joining in for a singalong rendition of "Will The Circle Be Unbroken." joey berlin

Hawkwind

BOTTOM LINE, NYC — Hawkwind was one of the first psychedelic rock bands to favor three-chord music over prolonged periods of time. Their obsession with fantasy and science fiction has resulted in several LPs with titles like "A Space Ritual," "In Search Of Space" and "In The Hall Of The Mountain Grill." Having recently been reformed (lead singer Robert Calvert cited their "loss of touch with the modern world"), the band has just released a new album entitled "Quarks, Strangeness And Charm."

Live, as on the new record, the overt spaciness and science fiction themes of old have been replaced by a more direct-sounding rock and roll approach. As Hawkwind's principal lyricist, Calvert presented one of the more interesting images for a lead singer, dressed in what he called his "solicitors' clerk look." He also wore pilot goggles and banded about a set of swords during the show.

The band has certainly changed for the better and is tighter now than ever before. That they're still pioneering songs about radioactivity, atomic mutation, and Copernicus is a credit to their staying power. As an experimental group, however, Hawkwind doesn't quite work for everyone.

leo sacks

GOODBAD&FUNKY

SHOTGUN

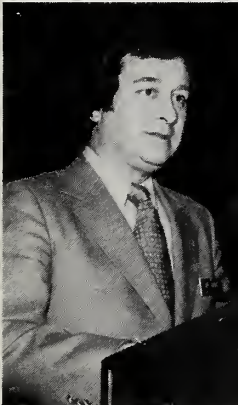


SHOTGUN UNLOADS!

The Good, Bad & Funky
It Will Blow You Away.



RECORDS
ABC DELIVERS



NARM '78 — This year's NARM convention in New Orleans brought out both the business and social sides of the industry execs. Shown (l-r) in the **top row** of photos are: (standing) George Souvall, Alta Distributors; Barrie Bergman, Record Bar; Joe Simone, Progress Record Distributors; John Marmaduke, Western Merchandisers; Earl Kintner, NARM legal counsel; (seated) Jay Jacobs, Knox Record Rack; David Siebert, Sieberts; Dan Heilicher, Pickwick International; Harold Okinow, Lieberman Enterprises; Joyce Bogart and Neil Bogart, president of Casablanca Records; George Souvall, retiring NARM president and Joe Cohen, NARM executive vice president; Cohen; Ann Alexander, senior vice president and general manager of Epic, Portrait and Associated Labels and David Lieberman, chair-

man of Lieberman Enterprises. Pictured (l-r) in the **middle row** of photos are: Steve Diener, president of ABC and Milt Salstone, president of MS Distributors; Cohen and Stanley Gortikov, RIAA president; Bruce Lundvall, CBS Records Division president with his wife Kay and Walter Yetnikoff, CBS Records Group president with his wife June; Cy Leslie, chairman of Pickwick International and Cohen. Pictured (l-r) in the **bottom row** of photos are: Joe Simone, convention chairman; Cohen; Herb Belkin, vice president, operations ABC; Gary Davis, executive vice president at ABC and Diener; Cohen with Marilyn McCoo and Billy Davis, who performed at the convention and Souvall, outgoing NARM president talking to new NARM president John Cohen, Disc Records.

NARM Advertising Seminar Puts Emphasis On The Basics

(continued from page 24)

Burns Media Consultants/Computer Broadcast Services spoke about radio advertising. At any given time, he noted, about 10 percent of the population on average is listening.

Finally, Morris Baumstein of the Young & Rubicam Agency, who supervises the CBS account, delivered a few observations about TV advertising. First, he noted, television should not be used by itself, but in tandem with radio and print advertising. "Television's role is to create reach and impact," he said, while emphasizing the need to go after a target audience.

If properly planned, Baumstein suggested, TV buys can be fairly inexpensive in relation to the number of people reached by the spots. But a few ground rules must be followed, he said. Retailers must make sure that each spot delivers their message. The albums featured must be compatible with one another, and if individual LPs are being promoted, no more than two or three of them should appear in a 30-second spot.

Baumstein also recommended running record ads immediately after televised music shows, and following up artist ap-

pearances on TV with in-store promotions on that artist.

The advertising seminar received good reaction from the members, partly because it was so professionally done. However, Scott Young, vice president of Pickwick and head of its retailing division, said that the presentation was too basic to be useful to the more experienced retailers. Joe Cohen, executive vice president of NARM, agreed that the seminar was perhaps "too basic," but noted that it had been designed for new members and as a primer for regional NARM meetings.

Music Industry Panel Set For B'nai B'rith

NEW YORK — "The Impact of Media Promotion and Publicity in the Music Business" will be explored by a panel at the Music and Performing Arts Lodge of B'nai B'rith on April 3 at 7:30 p.m.

The panelists include Dave Herman of WNEW-FM; J.B. Carmicle of **Cash Box**; Mike Sigman of Record World; Chuck Young of Rolling Stone Magazine; Ed Hatcher of Telehouse; and Dick Gersh of Richard Gersh Associates.

Radio And Retail Rapport Needed

(continued from page 24)

Atlanta and Baltimore. Through his research, he found that blacks wanted to hear music deeper than singles and with little talk. The stations have basically an album rock format with a black base.

In this regard, it was noted that a station like WBLS has a smaller, but loyal listening audience and record sales show up immediately after airplay while it takes a while for sales to follow airplay on a WABC, even though the audience is larger.

The seminar also stressed the importance of having knowledgeable music personnel at store level.

Roadshow To Feature Its Acts On Videotape

NEW YORK — Roadshow Records will produce a 30-minute videocassette featuring performances by Enchantment, Brass Construction, Winners and Eon as a promotional tool for distribution among the company's international licensees. The signing of Eon to an American label is expected shortly. The producers of the program are Fred Dukes and Felicidad of WPIX-TV's "Soul Alive!"

Run It Music Opens New York Offices

NEW YORK — Run It Music, Inc., a subsidiary of Hit & Run Music, has opened in New York.

Dik Fraser has been named president of the New York operation, and will have overall responsibility for publishing, management, and artist development for Hit & Run acts, which include Genesis, Peter Gabriel, Brand X, and Anthony Phillips.

Run It will also seek American and European talent for representation, according to Tony Smith, manager director of Hit & Run.

Working with Fraser will be Walt O'Brien, the director of artist development, and Charlene Colon, administrative assistant.

Run It will be located at 250 West 57th Street, New York 10019.

Carolina Retailers Meet; Plan Annual Workshops

CHARLOTTE, N.C. — Ernie Phipps, of Ernie's Record Shops, recently hosted a workshop for 40 independent Carolina record dealers, who discussed ways to boost sales and profits, and get more attention from major labels.

The Carolina dealers hope to make it an annual event, and are planning a newsletter to keep regional dealers informed on retail developments.

Helen Reddy

SHINING BRIGHTLY

On Her New Single



We'll Sing In The Sunshine (4555)

From Her Forthcoming Album.



Produced by Kim Fowley for
The Entertainment Company
Executive Producer, Charles Koppelman
Management: Jeff Wald

E-Z Play Folios Bring Big Sales

by Jim Armstrong

HOLLYWOOD — In a little over a year and a half, production in the printed music industry has been greatly boosted by the development and acceptance of easy-play song folios for people who can't read music or who may have a sight problem.

The Almo series, called "Rapid Play," represents a prime example of these folios. Designed for play on all instruments, easy-play music features giant notes with the letter name printed in the note itself. Titles include "Carpenters' Greatest Hits," "Super Songs Of The 70s," "Kiss Greatest Hits" and "Frampton Greatest Hits."

Another such series is Charles Hansen's "Liberace Big Note Series," also designed for all instruments. Like the Almo series, the notes have their letter name printed in them. Chord construction is spelled out for each change. The series presently consists of more than 60 folios.

According to Hansen, "The Liberace Deluxe Big Note Songbook" (\$12.95) and "Big Note Encyclopedia" are two of the most successful folios the firm has yet offered. An extensive television campaign by the firm has built an outstanding mail order business with offices in New York and Hollywood.

Big Three's "E-Z Play Music Series" for all C instruments contains some of the best titles available in this type of music folio. Of special interest are a pair of Irving Berlin collections, "The New Mickey Mouse Club Songbook" and a \$14.95 monster entitled simply "The Jumbo Songbook."

Sight And Sound

The first company to indulge in printing easy-play folios was Sight And Sound of Milwaukee. They have published 75 such folios since their first in May of 1972, with more coming soon. Their most successful titles include "Super Hits," "Feelings" and "The Best Of Nashville." Titles for these folios are licensed from such outstanding catalogs as Berlin, Chappell, Big Three, Warner Brothers, Acuff-Rose and Columbia Pictures Publications.

Although many music teachers find these music books hard to accept, they continue to be a great success, bringing simple melodies to millions of non-musicians.

Virginia Rinaldo Dies

VAN NUYS — Virginia Rinaldo, long associated with Hansen Publications, died here of heart failure on March 22. She had been hospitalized with several disorders for the past few weeks. Virginia had been a driving force behind the Hansen Hollywood and Pacific Coast Music organizations for 10 years.

Surviving direct family members include her husband Steve and daughters Candy and Stephanie. Steve is the Hansen Hollywood wholesale manager while Stephanie manages a print department at the Hansen/Splevin complex in Topanga, Calif.

NMPA Series Covers Copyright Statutes

NEW YORK — A series of six special reports covering various copyright regulations has been developed by the National Music Publishers Association, and will be released to NMPA members in the next few days.

The topics covered include "Termination Requirements," "Deposit for Copyright," "Registration of Copyright," "Recordation of Copyright," "Placement of Copyright Notice," and "Renewal of Copyright."

The NMPA reports offer concise descriptions of often-complex laws that took effect on January 1, 1978.

Warner Bros. Tops March Singles Charts

HOLLYWOOD — The month of March has proven to be a great success for Warner Brothers Publications. For three weeks in a row the firm held nine of the Top 10 spots in the **Cash Box** Top 100 Singles chart.

The Bee Gees and RSO placed "Night Fever," "Emotion," "Stayin' Alive," "Thicker Than Water," "How Deep Is Your Love" and "If I Can't Have You" high on the charts. The Bee Gees have scored three number one hits in a row while Andy Gibb and Samantha Sang also scored big. Other Warner Publications artists to hit the Top 10 in March include Barry Manilow, Yvonne Elliman, Eric Clapton, Dan Hill, Paul Davis and Jay Ferguson.

ALMO Pub. Releases Paul Williams Songbook

HOLLYWOOD — Almo Publications has released the long-awaited 368 page "Paul Williams Songbook." This outstanding anthology contains 12 pages of full-color photos plus a 50 page lyric section. Printed in brown ink on tan stock, the leatherette covered anthology contains 76 of Williams' most popular songs. The collection should become an instant top seller and a library standard.

A second publication, "Lookout Farm," is described as "a case study of a small jazz group." This \$9.95 book is actually an educational item, discussing improvisation and compositional overview by each of the group's five members.

Chappell Publishes 'All You Need Is Cash'

NEW YORK — Chappell Music Company is publishing the Neil Innes songs from the NBC-TV special "All You Need Is Cash" starring the Rutles.

Billed as a "queasy-docudrama," "All You Need Is Cash" starred the Rutles in a 90-minute special which traces their rise from Liverpool to international stardom. The comedy film was conceived and written by Monty Python member Eric Idle who also co-directed with Gary Weis and plays several roles including narrator and Rutles bassist Dirk McQuirkly.

Music and lyrics for all the songs in "All You Need Is Cash" were written by Neil Innes who also plays the role of Rutles member Ron Nasty. Another Monty Python alumnus, Innes also wrote the music for the motion picture "Monty Python and the Holy Grail."

Bradley Will Release Billy Joel's 'Turnstyles'

NEW YORK — Bill Radics of Richard Bradley Publications has announced the planned release of the April/Blackwood "Billy Joel: Turnstyles" songbook featuring "Say Goodbye To Hollywood" and "New York State Of Mind."

No Let Up

Joel's "Just The Way You Are" song-sheet has sold 100,000 copies to date with no sign of letting up. The April/Blackwood/Bradley sheet reached the top of the **Cash Box** single sheet music chart in both February and March.

Leonard Distributes Madison Ave. Songbook

NEW YORK — The New York Times Book Company and Hal Leonard Publications are distributing a book of television and radio commercial jingles entitled "Great Songs Of Madison Avenue." Included in the collection are such product jingles as "Brylcreem, A Little Dab'll Do Ya," "Double Your Pleasure," "Old Spice," "I Love Bosco" and that all-time favorite "I'm Chiquita Banana."



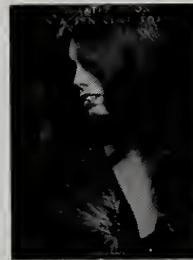
ADDERLEY FAKE BOOK (Hansen)



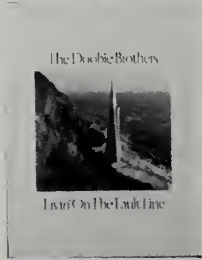
BARRY MANILOW: EVEN NOW (Big Three)



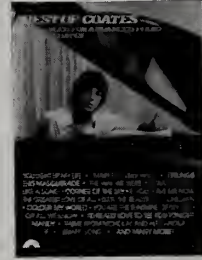
COATES: BEST OF ADV. PA. (Columbia Pictures Pub.)



EMMYLOU HARRIS: QUARTER MOON (Cherry Lane)



DOOBIE BROTHERS: LIVIN' ON THE FAULT LINE (Warner Brothers)



DONNA SUMMER: ONCE UPON A TIME (Almo)

NewBooks

- 1 **ADDERLEY, CANNONBALL: COMPLETE JAZZ FAKE BOOK** (\$7.95) (Hansen)
- 2 **BOZ SCAGGS: DOWN TWO, THEN LEFT** (\$6.95) (April Blackwood/Bradley)
- 3 **COATES, DAN: BEST FOR ADVANCED PIANO** (\$4.95) (Columbia Pics. Pub.)
- 4 **DOOBIE BROTHERS: LIVIN' ON THE FAULT LINE** (\$5.95) (Warner Bros.)
- 5 **HARRIS, EMMYLOU: QUARTER MOON IN A TEN CENT TOWN** (\$5.95) (Cherry Lane)
- 6 **LIGHTFOOT, GORDON: ENDLESS WIRE** (\$6.95) (Warner Bros.)
- 7 **MANILOW, BARRY: EVEN NOW** (Big Three)
- 8 **PUNK ROCK — ROCK AND ROLL — NEW WAVE** (\$5.95) (Almo)
- 9 **PRESLEY, ELVIS: HISTORIC RECORDINGS** (\$5.95) (Creative Concepts)
- 10 **SAYER, LEO: THUNDER IN MY HEART** (\$5.95) (Almo)
- 11 **SESAME STREET: VOLUME I & II COMPLETE** (\$5.95) (Warner Bros.)
- 12 **STAR WARS PICTURE MUSIC BOOK** (\$3.95) (Columbia Pics. Pub.)
- 13 **SUMMER, DONNA: ONCE UPON A TIME** (\$6.95) (Almo)
- 14 **TOP HITS OF 1977** (\$5.95) (Big Three)
- 15 **25 SUPER SHEETS** (\$4.95) (Almo)

TopSellingFolios

- 1 **SATURDAY NIGHT FEVER** (Warner Bros.)
- 2 **BARRY MANILOW: LIVE** (Big Three)
- 3 **YOU LIGHT UP MY LIFE & STAR WARS PLUS 24** (Columbia Pics. Pub.)
- 4 **BILLY JOEL: THE STRANGER** (April Blackwood/Bradley)
- 5 **BEATLES: COMPLETE** (Warner Bros.)
- 6 **LINDA RONSTADT: SONGBOOK VOL. I & II** (Warner Bros.)
- 7 **DAN FOGELBERG: NETHERLANDS** (April Blackwood/Bradley)
- 8 **KISS: ALIVE II** (Almo)
- 9 **STEELY DAN: DOUBLE DELUXE** (Columbia Pics. Pub.)
- 10 **JAMES TAYLOR: J. T.** (Warner Bros.)
- 11 **EAGLES: GREATEST HITS** (Warner Bros.)
- 12 **JOHN DENVER: I WANT TO LIVE** (Cherry Lane)
- 13 **JAMES TAYLOR: ANTHOLOGY** (April Blackwood/Bradley)
- 14 **LED ZEPPELIN: COMPLETE** (Warner Bros.)
- 15 **LIBERACE BIG NOTE SONGBOOK** (Hansen)
- 16 **NEIL DIAMOND: I'M GLAD THERE IS YOU** (Warner Bros.)
- 17 **VERY BEST OF THE SUPERSTARS** (Big Three)
- 18 **JACKSON BROWNE: PRETENDER** (Warner Bros.)
- 19 **LINDA RONSTADT: GREATEST HITS** (Warner Bros.)
- 20 **TOP 100 OF 1977** (Columbia Pics. Pub.)

TopSellingSheetMusic

- 1 **JUST THE WAY YOU ARE** (April Blackwood/Bradley)
- 2 **CAN'T SMILE WITHOUT YOU** (Warner Bros.)
- 3 **YOU LIGHT UP MY LIFE** (Columbia Pics. Pub.)
- 4 **SOMETIMES WHEN WE TOUCH** (Warner Bros.)
- 5 **EMOTION** (Warner Bros.)
- 6 **STAYIN' ALIVE** (Warner Bros.)
- 7 **NIGHT FEVER** (Warner Bros.)
- 8 **DUST IN THE WIND** (Warner Bros.)
- 9 **SEND IN THE CLOWNS** (Plymouth)
- 10 **COME SAIL AWAY** (Almo)
- 11 **HOW DEEP IS YOUR LOVE** (Warner Bros.)
- 12 **GOOD-BYE GIRL** (Warner Bros.)
- 13 **STAR WARS: MAIN TITLE** (Columbia Pics. Pub.)
- 14 **CLOSE ENCOUNTERS** (Columbia Pics. Pub.)
- 15 **(LOVE IS) THICKER THAN WATER** (Warner Bros.)
- 16 **WONDERFUL WORLD** (Columbia Pics. Pub.)
- 17 **SHORT PEOPLE** (Almo)
- 18 **FALLING** (Columbia Pics. Pub.)
- 19 **ALWAYS AND FOREVER** (Almo)
- 20 **EVERGREEN** (Warner Bros.)

RAIN RAIN RAIN RAIN RAIN

RAIN RAIN RAIN RAIN

RAIN RAIN RAIN RAIN RAIN

RAIN RAIN RAIN RAIN

EVERYBODY LOVES A RAIN SONG



*B.J. THOMAS
A NEW ALBUM FOR EVERYONE*

Produced by Chips Moman

MCA RECORDS

"CONGRATULATIONS B.J., FOR YOUR WINNING A GRAMMY"

MCA-3035

RHYTHM AND BLUES

Neighbors Of Watts Sets 10th Anniversary Benefit, April 15

by Carita Spencer

LOS ANGELES — The Neighbors of Watts, a Los Angeles philanthropic organization, will hold its 10th Anniversary Benefit April 15 at the Cocomat Grove in the Ambassador Hotel. The benefit will include cocktails, dinner, dancing, an auction and entertainment to be announced. Donations for the event are \$125 per person and all proceeds will benefit the South Central Community Child Care Center and the Ella Fitzgerald Child Care Center, which are funded by Neighbors of Watts.

According to Sandy Gordon, vice president of future projects for Neighbors of Watts and publicity chairman of the benefit, the organization has cared for hundreds of pre-school youngsters at the two day-care centers in addition to the family day homes over the past 10 years.

"We opened our second center, the Ella Fitzgerald Center, last year," Gordon explained. "It is a unique satellite center in that we have several family day homes in the vicinity that take care of infants and toddlers between the ages of 3-5 months. We provide a nutritional program and we really treat it much more like a teaching situation rather than a baby-sitting situation in the centers as well as in the homes."

Gordon pointed out that only "certified teachers" work at the centers and that the parents in the day homes are under the guidance of the centers and all are licensed by the county. They are paid on a salary basis, as are the teachers at the centers. Additionally, volunteer tutors from Neighbors of Watts are provided for special attention to pre-schoolers.

"Also provided in our program," continued Gordon, "is what we call extended day care. This applies in the case in which children who have entered public/elementary schools can return to the center after regular school has dismissed."

Both the centers and the day homes adhere to pre-established components which include hot breakfast and lunch, rest and play periods and sit-down group education. A registered nurse also attends

to the facilities and Martin Luther King Hospital provides free medical services when needed. Fees for enrolling children in the centers are based on the income of the family and number of dependents. The South Central Center is located at 224 E. 126th St. and the Fitzgerald Center is located in the Watts Industrial Park on Industry Way near the city of Lynwood.

Gordon went on to further describe details of the benefit noting that a signed lithograph by artist Joe Goode would be given to those ticket holders donating \$250 or more. Sally Struthers, Carroll O'Connor, Greg Morris, Lou Gossett and Brock Peters are among the personalities who will be participating in the auction as spotters of bidders. Bob Abell, a professional auctioneer, has also donated his services. The event is set up as a package auction to save time, as several related items are grouped together and bid on as a whole.

Music for dancing will be provided by the George Annis Orchestra and the event is open to the public.

De-Lite, Phonogram Relationship Working

NEW YORK — The release of the new Kool & The Gang album, "Kool & The Gang Spin Their Top Hits" on the De-Lite label, marks the fourth month of the marketing association between the label and Phonogram, Inc./Mercury Records.

The album contains many of the group's biggest singles from 1969 through 1977, including "Open Sesame," which was featured in "Saturday Night Fever," and "Summer Madness," from the film "Rocky." This is the second album released by Kool & The Gang on De-Lite since Phonogram, Inc./Mercury Records began marketing the label in December of 1977.

Additionally, the Kay-Gees, also on De-Lite, have a new single from their "Kilowatt" album entitled "Kilowatt Invasion." The third Crown Heights Affair album on the label, "Dream World," will be released shortly.



TERRELL IN PHILLY — A&M recording artist Jean Terrell performed in Philadelphia recently while on tour to promote her recently released debut solo album "I Had To Fall In Love." Pictured (l-r) at a reception following the show are: Al Edmondson, A&M director of R&B promotion; Terrell; Ronnie Jones, R&B promotion representative for Universal Distributors, and David Vann of WDAS-AM.

THE RHYTHM SECTION

Flautist Bobbi Humphrey met with a number of parents and students from P.S. 50 in Harlem at Jack's Nest soul food restaurant for a lecture and luncheon during Black History Week. In addition to demonstrating and playing her flute, Ms. Humphrey spoke about black music in Africa and the United States. The "down-home" luncheon, on the house, was quite in accordance with the title of Bobbi's latest single on Epic Records, "Homemade Jam," from her upcoming album.

Arista recording artists Eddle Kendricks and Raydio are in the midst of separate U.S. tours. Kendricks, whose "Vintage '78" LP is at the number 26 spot on the R&B chart, will be in his hometown of Detroit, Michigan, March 31-April 2. Meanwhile, fellow Detroit, Ray Parker, Jr. of Raydio will visit the Motor City in May. The group's self-titled album is number 41 on CB's Top 100 Singles chart and number 10 on the R&B chart. The single, "Jack And Jill," which was written, sung, produced, mixed and engineered by Parker (who also played

(continued on page 41)

TOP 75 ALBUMS

	Weeks On Chart	3/25		Weeks On Chart	3/25		
1	WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	1	9	36	SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	38	30
2	SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSC RS 4001)	2	14	37	BIONIC BOOGIE (Polydor PD 1-6123)	37	11
3	BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	3	14	38	HOLD ON NOEL POINTER (United Artists UA-LA848H)	40	6
4	BOOTS? PLAYER OF THE YEAR BOOTS'S RUBBER BAND (Warner Bros. BSK 3093)	4	7	39	THE PATH RALPH MACDONALD (Marlin 2210)	45	5
5	STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	5	8	40	LIVE! THE COMMODORES (Motown M9-894A2)	33	20
6	FUNKENTELECHY VS. THE PLACEBO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	6	17	41	VOYAGER DEXTER WANSEL (Phila. Intl. JZ 34985)	44	4
7	ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	8	18	42	TWO HOT FOR LOVE THP ORCHESTRA (Butterfly FLY 005)	42	12
8	GOLDEN TIME OF DAY MAZE (Capitol ST-11710)	7	9	43	SUPERNATURE CERRONE (Cotillion SD 5202)	43	17
9	THANKFUL NATALIE COLE (Capitol SW 11708)	9	19	44	BRICK (Bang BLP-409)	41	31
10	RAYDIO (Arista AB 4163)	11	9	45	IN FULL BLOOM ROSE ROYCE (Whitfield/WB WH3074)	39	33
11	STARGARD (MCA MCA-2321)	12	5	46	MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	50	3
12	ONCE UPON A DREAM ENCHANTMENT (Roadshow/UA RA-LA811-G)	10	12	47	THE HOUSE OF THE RISING SUN SANTA ESMERALDA 2 (Casablanca NBLP-7088)	48	6
13	REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	16	9	48	YOU LIGHT UP MY LIFE JOHNNY MATHEIS (Columbia JC 35259)	58	2
14	LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	13	16	49	JUST FAMILY DEE DEE BRIDGEWATER (Elektra 6E-119)	55	4
15	WHEN YOU HEAR LOU YOU'VE HEARD IT ALL LOU RAWLS (Phila. Intl./CBS JZ 35036)	14	18	50	LOVE BREEZE SMOKEY ROBINSON (Tamla T7-359R1)	71	3
16	DR. BUZZARD'S ORIGINAL SAVANNAH BAND MEETS KING PENETT (RCA AFL-1-2402)	15	9	51	MY MUSICAL BOUQUET LOVE UNLIMITED ORCHESTRA (20th Century T-554)	51	8
17	FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	17	14	52	ERUPTION (FEATURING PRECIOUS WILSON) (Ariola SW 50033)	54	4
18	SHOUT IT OUT! B.T. EXPRESS Roadshow/Columbia JC 35076)	19	8	53	FUNK IN A MASON JAR HARVEY MASON (Arista AB 4157)	53	7
19	THERE'S NO GOOD IN GOODBYE MANHATTANS (Columbia 35252)	20	6	54	LOVE WILL FIND A WAY PHAROAH SANDERS (Arista AB 4161)	57	3
20	LET ME PARTY WITH YOU BUNNY SIGLER (Gold Mind GZS 7502)	18	10	55	EMOTION SAMANTHA SANG (Private Stock PS 7009)	56	3
21	FLYING HIGH ON YOUR LOVE THE BAR-KAYS (Mercury SRM-1-1181)	21	20	56	AJA STEELY DAN (ABC AA-1006)	61	4
22	WE ALL KNOW WHO WE ARE CAMEO (Chocolate City/Casablanca CCLP 2004)	25	8	57	UP THE YELLOW BRICK ROAD THE SALSOUL ORCHESTRA (Salsoul SA 6500)	59	2
23	CHIC (Atlantic SD 5202)	22	17	58	HALF & HALF VICKI SUE ROBINSON (RCA AFL 1-2294)	52	8
24	LET'S DO IT ROY AYERS (Polydor PD-1-6126)	27	5	59	RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	46	7
25	RIDING HIGH FAZE-O (She SH 740)	31	11	60	ROMEO & JULIET ALEC R. COSTANTINOS AND THE SYNCOPHONIC ORCHESTRA (Casablanca NBLP 7056)	60	6
26	VINTAGE '78 EDDIE KENDRICKS (Arista 4170)	28	6	61	LE SPANK LE PAMPLEMOUSSE (AVI 6032)	35	15
27	GALAXY WAR (MCA 3030)	23	19	62	I HAD TO FALL IN LOVE JEAN TERRELL (A&M SP-4676)	63	3
28	SEND IT ASHFORD & SIMPSON (Warner Brothers BS 3088)	26	26	63	TUXEDO JUNCTION (Butterfly 007)	64	6
29	TOO HOT TO HANDLE HEATWAVE (Epic 34761)	24	36	64	WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	67	4
30	WARMER COMMUNICATIONS AVERAGE WHITE BAND (Atlantic SD 19182)	47	2	65	PLEASURE PRINCIPLE PARLET (Casablanca NBLP 7094)	—	1
31	BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	30	30	66	MASTER FUNK WATSONIAN INSTITUTE (DJM DJLPA-13)	66	3
32	ONCE UPON A TIME... DONNA SUMMER (Casablanca NBLP 7078-2)	29	20	67	BRASS CONSTRUCTION III (United Artists UA-LA755-H)	49	21
33	THE FORCE KOOL & THE GANG (De-Lite DSR-9501)	32	12	68	PIECES BOBBY WCMACK (Columbia JC 35083)	68	3
34	HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-726)	34	9	69	A DANCE FANTASY (INSPIRED BY CLOSE ENCOUNTERS OF THE THIRD KIND) MONTANA (Atlantic SD 19168)	69	2
35	FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6716)	36	29	70	JOURNEY TO THE LIGHT BRAINSTORM (Tabu JZ 35327)	72	2
				71	SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	—	1
				72	I CAN'T GO ON THIS WAY TYRONE DAVIS (Columbia JC 35304)	—	1
				73	THE BELLE ALBUM AL GREEN (Hi/Gream HLP 6004)	73	16
				74	COCOMOTION EL COCO (AVI 6012)	70	25
				75	ELOISE ELOISE LAWS (ABC AB 1022)	74	14

CASH BOX TOP 100 R&B

April 1, 1978

	Weeks On Chart	3/25		Weeks On Chart	3/25		Weeks On Chart	3/25
1 FLASH LIGHT PARLIAMENT (Casablanca NB909)	1	10	34 LE SPANK LE PAMPLEMOUSSE (AVI 154)	25	18	71 CON FUNK SHUNIZEYA CON FUNK SHUN (Mercury 547)	88	3
2 THE CLOSER I GET TO YOU ROBERTA FLACK & DONNY HATHAWAY (Atlantic 3463)	3	8	35 INTIMATE FRIENDS EDDIE KENDRICKS (Tamlia T54290F)	24	11	72 WHY YOU WANNA SEE MY BAD SIDE/DAYLIGHT & DARKNESS SMOKEY ROBINSON (Tamlia/Motown T 54293F)	82	3
3 BOOTZILLA BOOTSYS RUBBER BAND (Warner Bros. WBS 8512)	2	9	36 OCEAN OF THOUGHTS AND DREAMS DRAMATICS (ABC 12331)	46	7	73 YOU ARE, YOU ARE CURTIS MAYFIELD (Curtom/Warner Bros. CMS 0135)	83	2
4 IT'S YOU THAT I NEED ENCHANTMENT (Roadshow/UA 19370)	4	15	37 RUMOUR HAS IT DONNA SUMMER (Casablanca NB 916)	42	6	74 RISKY CHANGES BIONIC BOOGIE (Polydor 14450)	75	8
5 REACHING FOR THE SKY PEABO BRYSON (Capitol 4522)	6	16	38 RIDING HIGH FAZE-O (She SH 8700)	50	6	75 WHERE DID LOVE GO LEROY HUTSON (Curtom CMS 0134)	84	4
6 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10693)	11	6	39 THE PARTY SONG SLAVE (Cotillion 44231)	33	8	76 CAN YOU GET IT (SUZIE CAESAR) MANDRILL (Arista ASO304)	76	9
7 AM I LOSING YOU MANHATTANS (Columbia 3-10674)	7	10	40 GET ON UP (DISCO) TYRONE DAVIS (Columbia 3-10684)	56	6	77 CAUSE YOU'RE MINE NOW R.B. HUDMON (Cotillion/Atlantic 44232)	79	3
8 DON'T COST YOU NOTHING ASHFORD & SIMPSON (Warner Bros. WBS 8514)	9	10	41 BABY COME BACK PLAYER (RSO 879)	29	19	78 YOU ARE THE REASON (I FEEL LIKE DANCING) 5th DIMENSION (Motown M 1437F)	81	4
9 DANCE WITH ME PETER BROWN (Drive 6269)	13	8	42 FIND ME A GIRL THE JACKSONS (Epic 8-50496)	39	15	79 DAN SWIT ME PATTI LABELLE (Epic 8-50510)	89	2
10 LET ME PARTY WITH YOU (PART 1) (PARTY, PARTY, PARTY) BUNNY SIGLER (Gold Mind 4008)	8	15	43 MAKIN' LOVE IS GOOD FOR YOU BROOK BENTON (Olde World OWR-1100)	47	12	80 LOVELY NIGHT FOR DANCING BILL WITHERS (Columbia 3-10702)	93	2
11 FANTASY EARTH, WIND & FIRE (Columbia 3-10688)	16	6	44 EASY COME, EASY GO SPINNERS (Atlantic 3462)	43	8	81 THE GROOVE LINE HEATWAVE (Epic 8-50524)	—	1
12 WORKIN' TOGETHER MAZE FEATURING FRANKIE BEVERLY (Capitol 4531)	10	11	45 OUR LOVE NATALIE COLE (Capitol 4059)	41	21	82 NIGHT FEVER CAROL DOUGLAS (Midsong MCA-40860)	87	5
13 (THEME SONG FROM) WHICH WAY IS UP STARGARD (MCA 40825)	5	19	46 LADY LOVE LOU RAWLS (Phila. Intl./CBS 3634)	35	17	83 SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy F-819-A-S)	—	1
14 L-O-V-E-U BRASS CONSTRUCTION (UA 19266)	14	10	47 BOOGIE SHOES KC & THE SUNSHINE BAND (TK-1025)	57	5	84 STAY RUFUS/CHAKA KHAN (ABC 12349)	—	1
15 NIGHT FEVER BEE GEES (RSO 889)	30	6	48 LET'S HAVE SOME FUN THE BAR-KAYS (Mercury 73967)	38	15	85 TAKE ME TO THE NEXT PHASE (PART 1) THE ISLEY BROTHERS (T-Neck/Epic ZS8-2272)	—	1
16 DO YOU LOVE SOMEBODY LUTHER INGRAM (Koko 728)	18	15	49 I CAN'T STAND THE RAIN ERUPTION (Ariola 7686)	63	7	86 KEEP ON DANCING JOHNNIE TAYLOR (Columbia 3-10709)	—	1
17 NEVER GET ENOUGH OF YOUR LOVE L.T.D. (A&M 2005)	21	7	50 LOVE ME RIGHT DENISE LASALLE (ABC 12312)	44	19	87 IF I CAN'T HAVE YOU YVONNE ELLIMAN (RSO 884)	—	1
18 ALL THE WAY LOVER MILLIE JACKSON (Spring SP 179)	22	11	51 MISS BROADWAY BELLE EPOQUE (Big Tree BT-16109)	61	5	88 WAITING ON LOVE JOHNNY BRISTOL (Atlantic 3421)	91	3
19 STAYIN' ALIVE BEE GEES (RSO 885)	12	12	52 LOVE IS THE BROTHERS JOHNSON (A&M 2015)	62	7	89 EVERYBODY DANCE CHIC (Atlantic 3436)	—	1
20 ALWAYS AND FOREVER HEATWAVE (Epic 50490)	15	16	53 THIS TIME THEY TOLD THE TRUTH Z.Z. HILL (Columbia 3-10680)	58	7	90 I FEEL GOOD AL GREEN (Hi/Cream H-78511)	—	1
21 EMOTION SAMANTHA SANG (Private Stock PS 45, 178)	23	16	54 TRUST ME MILT MATTHEWS (H&L 4692)	60	8	91 LET'S GET FUNKTIFIED BOILING POINT (Bullet BT-05)	96	2
22 LET'S ALL CHANT THE MICHAEL ZAGER BAND (Private Stock PS 184)	27	8	55 FOR YOUR LOVE, LOVE, LOVE JOE SIMON (Spring SP 178)	49	14	92 SITTING ON A POOR MAN'S THRONE BOBBY BLAND (ABC AB-12330)	94	3
23 FREAKY DEAKY ROY AYERS UBIQUITY (Polydor 14451)	26	9	56 IT'S ALL IN YOUR MIND SIDE EFFECT (Fantasy F-818)	67	4	93 THE BEAT GOES ON & ON RIPPLE (Salsoul SZ 2057)	95	4
24 THE GHOST OF LOVE (PART 1) TAVARES (Capitol P-4544)	28	8	57 TRUST YOUR HEART BOBBY WOMACK (Columbia 3-10672)	68	4	94 TOMORROW I MAY NOT FEEL THE SAME GENE CHANDLER (Chi-Sound/UA CH-XW 1168)	99	2
25 JACK AND JILL RAYDIO (Arista ASO 283)	17	20	58 WISHING ON A STAR ROSE ROYCE (Whitfield WHI 8531)	59	6	95 GIRL CALLIN' CHOCOLATE MILK (RCA PB 11222)	—	1
26 SHOUT IT OUT B.T. EXPRESS (Columbia/Roadshow 10649)	20	18	59 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound/TK 1003)	73	3	96 I'M REALLY GONNA MISS YOU BILLY PRESTON (A&M 2012)	97	2
27 LOVE IS ALL YOU NEED HIGH INERGY (Gordy/Motown G-7157F)	34	7	60 TWO HOT FOR LOVE THP ORCHESTRA (Butterfly CM 1206)	66	5	97 BABY I'M THROUGH THE EMOTIONS (Stax STX-3200-A-S)	98	2
28 HEAVEN IS ONLY ONE STEP AWAY THE CONTROLLERS (Juana 3416)	32	8	61 THINK FOR YOURSELF THE TEMPTATIONS (Atlantic 3461)	65	6	98 BLACK WATER GOLD (PART 1) THE SUNSHINE BAND (TK 1026)	—	1
29 AIN'T GONNA HURT NOBODY BRICK (Bang 735)	19	16	62 DANCE DANCE DANCE CHIC (Atlantic 3435)	53	23	99 LOOK UP WITH YOUR MIND LENNY WILLIAMS (ABC 12345)	—	1
30 YOUR LOVE IS GOOD FOR ME DIANA ROSS (Motown M1436F)	36	6	63 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah BDA 592)	71	4	100 IF I HAD MY WAY WALTER JACKSON (Chi-Sound/UA CH-XW 1140)	100	2
31 I COULD HAVE LOVED YOU MOMENTS (Stang ST-5075)	37	8	64 SLICK SUPERCHICK KOOL & THE GANG (De-Lite 1596)	77	5			
32 ON BROADWAY GEORGE BENSON (Warner Bros. WBS 8542)	40	5	65 IT'S SERIOUS CAMEO (Chocolate City/Casablanca CC013)	—	1			
33 BABY, YOU GOT MY NOSE OPEN HAROLD MELVIN & THE BLUE NOTES (ABC 12327)	31	11	66 WE FELL IN LOVE WHILE DANCING BILL BRANDON (Prelude PRL 71102)	74	5			
			67 MS DAVID OLIVER (Mercury 543)	78	3			
			68 OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century TC-2365)	86	2			
			69 I LOVE YOU DONNA SUMMER (Casablanca NB 907)	55	16			
			70 OLD MAN WITH YOUNG IDEAS ANN PEEBLES (Hi H-78509)	80	3			

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

Ain't Gonna (Caliber/Good High — ASCAP)	29	For Your (Razzle Dazzle — BMI)	55	Lovely Night (Golden Withers — BMI)	80	The Closer I Get (Scarab/Ensign — BMI)	2
All The Way (Sherlyn — BMI)	18	Freaky Deaky	23	Love Me (Warner-Tamerlane/Ordona — BMI)	50	The Ghost Of Love (Bull Pen — BMI)	24
Always (Almo/Rondor — ASCAP)	20	Get On Up	40	L-O-V-E-U (Desert Rain/Big Boro — ASCAP)	14	The Groove Line (Almo/Tincabell — ASCAP)	81
Am I Losing (Sumack/Scorpion — BMI)	7	Girl Callin' (Marsaint Music — BMI)	95	Makin' Love (Tennessee Swamp Fox — ASCAP)	43	The One And Only (Famous — ASCAP/ Ensign Music — BMI)	63
Baby Come (Touch Of Gold/Crowbeck/ Stigwood — BMI)	41	Heaven Is Only (Every Knight — BMI)	28	Miss Broadway (Prim Linea SDRM — ASCAP)	51	The Party Song (Spur Tree/Cotillion — BMI)	39
Baby I'm (Pamjokene — BMI)	97	I Feel Good (Al Green/Jec — BMI)	90	Ms (Eie' Corn/Relaxed — BMI)	67	Think For Yourself (Six Strings/Golden Fleece — BMI)	61
Baby You Got (Hal-Mel/New Beginning — BMI)	33	If I Can't Have (Stigwood/Unichappell — BMI)	87	Never Get (Blendingwell — ASCAP)	17	This Time (Two Knight — BMI)	53
Black Water Gold — Part 1 (Su-Ma + Rogan — BMI)	98	If I Had (Gaetana/Jadan — BMI)	100	Night Fever (Stigwood/Unichappell — BMI)	15,82	Tomorrow I (Carleen/Defranz Monique — ASCAP)	94
Boogie Shoes (Shellyti — BMI)	47	I Love You (Rick's/Say Yes — BMI)	69	Ocean Of (Groovesville — BMI/Conquistador — ASCAP)	36	Too Much, Too Little (Homewood House — BMI)	6
Bootzilla (Rubber Band — BMI)	3	I'm Really (Irving/Wep — BMI)	96	On What (Sa-Vette — BMI)	68	Trust Me (Boca Music Inc. — ASCAP)	54
Can You Get (Mandrill — ASCAP)	76	Intimate Friends (GAB — ASCAP)	35	Old Man (Muscle Shoal Sound — BMI)	70	Trust Your Heart (Tracebob/Uniart — BMI/ Jobete — ASCAP)	57
Cause You're (Uniart/Sunshine Rabbitt — BMI)	77	It's All In Your (Relaxed/Happy Birthday — BMI)	56	On Broadway (Screen Gems-EMI — BMI)	32	Two Hot For (Ample Parking — ASCAP)	60
Con Funk Shunizeya (Valie Joe — BMI)	71	It's Serious (Better Days Music — BMI)	65	Our Love (Jay Enterprises/Chappell — ASCAP)	45	Waiting On (Bashka — ASCAP)	88
Dance Across (Sherlyn/Harrick — BMI)	59	It's You That (Desert Moon/Willow Girl — BMI)	4	Reaching For (WB/PB — ASCAP)	5	We Fell In (Songtailors/Dilco/Trumar — BMI)	66
Dance, Dance (Cottlon/Kreimer — BMI)	62	I Can't Stand (Burlington — BMI)	49	Risky Changes (Diamond Touch/Arista — ASCAP)	74	Where Did Love Go (Andrask Music — BMI)	75
Dance With Me (Sherlyn/Decibel — BMI)	9	I Could Have (Unichappell/Begonia/Fedora — BMI)	31	Riding High (Play One/Unichappell — BMI)	38	Which Way (Warner-Tamerlane/May Twelfth/ Dutchess — BMI)	13
Dan Swit Me	79	Jack & Jill (Radiola — ASCAP)	25	Rumour Has It (Ricks/Say Yes — BMI)	37	Why You (Bertrain — ASCAP)	72
Don't Cost (Nick-O-Vai — ASCAP)	8	Keep On Dancing (Groovesville Music — BMI)	86	Shout It (Triple O/Blee/B.T. — BMI)	26	Wishing On A Star (May Twelfth/ Warner-Tamerlane — BMI)	58
Do You Love (Klondike — BMI)	16	Lady Love (Mighty Three — BMI)	46	Sittin' On (Unichappell — BMI/Chappell — ASCAP)	92	Workin' Together (Pecle — BMI)	12
Easy Come (Mighty Three — BMI)	44	Let Me Party (Lucky Three/Henry Suemay — BMI)	34	Slick Superchick (Delightful/Gang — BMI)	64	You Are, You Are	73
Emotion (Barry Gibb/Fiann/Stigwood/ Unichappell — BMI)	21	Let's Get (Web IV/Brown Sugar/Funktified — BMI)	92	Stay (American Broadcasting — ASCAP/ High Seas — BMI)	84	You Are The Reason (Jobete Music — ASCAP)	78
Everybody Dance (Cotillion/Kreimers — BMI)	89	Let's Have (Barkay/Warner-Tamerlane — BMI)	48	Stayin' Alive (Stigwood/Unichappell — BMI)	19	Your Love (Porchester + Sietu — BMI)	30
Fantasy (Saggiifire Music — BMI)	11	Let's Get (Screen Gems-EMI/Traco — BMI)	99	Supernatural Feelings (Blackbyrd — BMI)	83		
Find Me (Mighty Three — BMI)	42	Look Up (Screen Gems-EMI/Traco — BMI)	99	Take Me To The Next (Bovina — ASCAP)	85		
Flash Light (Ricks/Malbiz — BMI)	1	Love Is (Kidada/Goulgris Music — BMI)	52	The Beat Goes On (Lucky Three Music Pub.)	93		
		Love Is All (Jobete — ASCAP)	27				

* Add
(EX) Extra
(LP) LP Cut
(HB) Hitbound
(New) New release by artist with charted record.

WIGO -- ATLANTA -- PAUL CHILDS
#1 -- Flack/Hathaway
*Curtis Mayfield
*Johnny Bristol
*Cameo
*Isaac Hayes
*George Duke
15 To 7 -- Mathis/Williams
25 To 20 -- Peter Brown
HB To 25 -- Rufus
HB To 26 -- Isley Brothers
HB To 27 -- Heatwave
LP Adds: Lonnie Liston Smith, James Brown, Noel Pointer

WSID -- BALTIMORE -- CHUCK REED
Top 20 Singles:
Parliament
Manhattans
George Benson
Millie Jackson
Ashford & Simpson
Mathis/Williams
Flack/Hathaway
Maze
Bunny Sigler
Earth, Wind & Fire
Feter Brown
Bootsy Collins
Faze-O
Peabo Bryson
Gladys Knight
Natalie Cole
Rufus
Heatwave
Rose Royce
Top 10 LPs:
Parliament
Enchantment
Roberta Flack
Natalie Cole
Bee Gees -- Saturday Night Fever
Rufus
George Benson
Peabo Bryson
Maze

WEAA -- BALTIMORE -- KWEISI MFUME
LP Adds: Dee Dee Bridgewater, B&G Rhythm, Jean Tyrell, David Spinazza, Stanley Turrentine, Chick Corea, Leroy Hutson, Dexter Wansel, Ubiquity

WUFO -- BUFFALO -- BRYON PITTS
#1 -- Parliament
*Joneses
*Michael Zager
*Eruption
*Pockets
*Delphonics
*Carol Douglas
*Sunshine Band
*Cameo
10 To 3 -- Bootsy Collins
18 To 6 -- Roy Ayers
19 To 7 -- High Inergy
24 To 8 -- Flack/Hathaway
38 To 19 -- Bionic Boogie
LP Adds: Marlena Shaw, Stanley Turrentine

WGIV -- CHARLOTTE -- MANNY CLARKE
#1 -- Bee Gees -- Alive
*Love Unlimited
*Curtis Mayfield
14 To 5 -- Yvonne Elliman
18 To 7 -- Mathis/Williams
22 To 9 -- Watsonian Institute
25 To 19 -- Barry White
30 To 24 -- Cameo
33 To 28 -- Wild Cherry
35 To 3 -- Samantha Sang
37 To 29 -- Diana Ross
41 To 27 -- Belle Epoque
45 To 36 -- Leroy Hutson
46 To 12 -- Vicki Sue Robinson
48 To 13 -- Heatwave
49 To 43 -- Ai Johnson
50 To 44 -- THP Orchestra
LP Adds: Bill Withers, Billy Preston, Raydio, Larry Bell, Detroit Emeralds, Dee Dee Bridgewater, Dramatics, Chic, Bee Gees -- Fever, Jaisum

WJPC -- CHICAGO -- RICHARD STEELE
#1 -- Bee Gees -- Alive
*Brook Benson
*High Inergy
*Kool & The Gang
*Emotions
*Bootsy Collins
*Mathis/Williams
*Side Effect
*RB Hudmon
16 To 10 -- Peter Brown
18 To 12 -- Belle Epoque
19 To 13 -- Flack/Hathaway
19 To 14 -- Dells
20 To 15 -- Joe Simon
22 To 17 -- Donna Summer -- Old
24 To 16 -- Peabo Bryson
25 To 18 -- Impact
26 To 19 -- Diana Ross
27 To 20 -- Slave
28 To 21 -- L.T.D.
29 To 22 -- Ashford & Simpson
30 To 23 -- Temptations
31 To 24 -- Bunny Sigler
33 To 25 -- Ohio Players
34 To 27 -- Tyrone Davis
Ex To 28 -- Tenderness
LP Adds: Bobby Bland, Pockets, Stanley Turrentine, Jaisum, George Benson, Eddie Kendricks

WCIN -- CINCINNATI -- BOB LONG
#1 -- Parliament
*Isley Brothers
*Al Green
*KC & The Sunshine Band
*Jaisum
*Walter Jackson
17 To 11 -- ZZ Hill
22 To 16 -- JC & The Sunshine Band
23 To 10 -- Bee Gees -- Fever
24 To 9 -- Michael Zager
27 To 23 -- Roy Ayers
29 To 19 -- Moments
31 To 26 -- Jim "Bo" Horn
32 To 25 -- Tyrone Davis
34 To 29 -- Boiling Point
35 To 30 -- Olympio Runners
LP Adds: Spyro Gyra

WJMO -- CLEVELAND -- LYNN TOLLIVER
#1 -- Flack/Hathaway
*Diana Ross
*Heatwave
*Faze-O
*Tyrone Davis
17 To 12 -- Peter Brown
21 To 14 -- Trammps
25 To 6 -- Mathis/Williams
30 To 25 -- Bobby Womack
33 To 15 -- Barry White
LP Adds: Roy Ayers

WVVO -- COLUMBUS -- KEITH WILLIS
#1 -- Bunny Sigler
*Heatwave
*Chic
*Isley Brothers
*Cameo
*Barry White
12 To 6 -- Faze-O
13 To 7 -- Dramatics
17 To 9 -- Mathis/Williams
19 To 10 -- George Benson
16 To 11 -- Billy Preston
18 To 13 -- New Birth
20 To 15 -- Dexter Wanzel
21 To 16 -- Sun
22 To 17 -- Michael Walden
27 To 18 -- Con Funk Shun
24 To 19 -- Kool & The Gang -- Life
25 To 21 -- Leroy Hutson
28 To 23 -- Diana Ross
29 To 24 -- Gladys Knight
30 To 25 -- Michael Zager
33 To 26 -- Bobby Bland
32 To 27 -- Side Effect
35 To 29 -- Tavares
36 To 30 -- Curtis Mayfield
39 To 32 -- Lenny Williams
40 To 35 -- Patti LaBelle

KDKO -- DENVER -- JIM O'BRIEN
#1 -- Samantha Sang

*Lenny White
15 To 8 -- Bee Gees -- Fever
28 To 20 -- Sun
38 To 28 -- Walter Jackson
LP Adds: John Hardy, David Spingozza, Brainstorm, Average White Band

WTLC -- INDIANAPOLIS -- ROGER HOLLOWAY
#1 -- Mathis/Williams
*Isley Brothers
*Bar-Kays
*O'Jays
*Chic
*Tavares
*Curtis Mayfield
7 To 2 -- Controllers
9 To 3 -- Leroy Hutson
10 To 5 -- Peter Brown
15 To 7 -- Millie Jackson
18 To 13 -- Kool & The Gang
22 To 14 -- Cameo
23 To 15 -- Patti LaBelle
26 To 18 -- Con Funk Shun
28 To 19 -- Randy Brown
29 To 21 -- Donna Summer
34 To 20 -- Johnnie Taylor
35 To 23 -- Isaac Hayes
37 To 22 -- Tryone Davis
39 To 32 -- Fuzzy Haskins
40 To 33 -- Chocolate Milk

KPRS -- KANSAS CITY -- DELL RICE
#1 -- BT Express
*Tyrone Davis
*Isley Brothers
*James Brown
*Johnny Taylor
*Bar-Kays
*Santana
*Jaisum
*Boiling Point
*War
Ex To 35 -- Diana Ross
LP Adds: Dexter Wanzel, Hubert Laws, Heatwave, Average White Band, Sun, James Brown

20 To 13 -- Flack/Hathaway
24 To 15 -- Bobby Bland
26 To 16 -- Mathis/Williams
21 To 17 -- L.T.D.
29 To 18 -- Little Milton
23 To 19 -- Wild Cherry
27 To 20 -- Harold Melvin
25 To 21 -- Millie Jackson
30 To 22 -- High Inergy
32 To 23 -- Eddie Kendricks
34 To 24 -- Dexter Wanzel
35 To 25 -- Ann Peebles
33 To 28 -- Luther Ingram
40 To 30 -- Leroy Hutson
37 To 31 -- Diana Ross
LP Adds: Average White Band, Garnett Mimms, Joe Sample, James Brown

WGOK -- MOBILE -- CHRIS TURNER
#1 -- Bootsy Collins
*Heatwave
*Johnny Taylor
*Sam Dees
*Chi Lites
*Chic
*Isley Brothers
*Bar-Kays
*Boiling Point

15 To 10 -- Ashford & Simpson
27 To 19 -- Timmy Thomas
23 To 16 -- Brothers Johnson
30 To 15 -- Bee Gees -- Fever
30 To 15 -- Bee Gees -- Fever
30 To 25 -- Miami
32 To 27 -- Mathis/Williams
33 To 24 -- Faze-O
Ex To 29 -- Barry White
Ex To 30 -- Diana Ross
LP Adds: James Brown, Trama, Leon Heywood, Sal Soul Orchestra, Marleana Shaw, Tryone Davis, Average White Band

WNAT -- NATCHEZ -- HAYNES FORD
#1 -- Parliament
*Con Funk Shun
*Rufus
*Gene Chandler
*THP Orchestra

13 To 8 -- Peter Brown
15 To 10 -- Bee Gees
17 To 13 -- Black Ice
20 To 15 -- George Benson
25 To 19 -- Tyrone Davis
28 To 25 -- L.T.D.
LP Adds: Smokey Robinson

KDIA -- OAKLAND -- KEITH ADAMS
#1 -- George Benson
*THP Orchestra
*James Brown
*Blackbyrds
*Donna Summer
*Jimmy Bo Horne
*Isley Brothers
*Brothers Johnson
LP Adds: THP Orchestra, James Brown

WANT -- RICHMOND -- KIRBY CARMICHAEL
#1 -- Bootsy Collins
*Michael Zager
*MFSB
*Mathis/Williams
*Controllers
*Roy Ayers
*Ripple
*Kool & The Gang
*Pointer Sisters
Hits: Flack/Hathaway, Raydio, Parliament, Manhattans, Brass Construction, Bee Gees -- Fever, Delphonics, Natalie Cole

Extras: Moments, Enchantment, Southroad Connection, Cameo, Peter Brown, Earth, Wind & Fire
KSOL -- SAN FRANCISCO -- J.J. JEFFRIES
#1 -- Bootsy Collins
*Mathis/Williams
*Bee Gees -- Fever
*High Inergy
*Diana Ross
*Dramatics
*Moments
*Tyrone Davis
12 To 4 -- Bunny Sigler
21 To 7 -- Peter Brown
23 To 13 -- Millie Jackson
24 To 16 -- George Benson
LP Adds: Donna Summer, KC & The Sunshine Band, Wild Cherry, Brook Benton, Temptations, Brothers Johnson, Side Effect, Leroy Hutson

WSOK -- SAVANNAH -- SHARON LOVE
#1 -- Flack/Hathaway
*Heatwave
*Yvonne Elliman
*Chic
*Isley Brothers
*Isaac Hayes
*Bar-Kays
*George Duke
*O'Jays
16 To 10 -- Moments
20 To 14 -- Peter Brown
25 To 19 -- Dramatics
LP Adds: Van McCoy, Average White Band, Brainstorm, Hubert Laws

KKSS -- ST. LOUIS -- WALTER SUMNER
#1 -- Enchantment
*Heatwave
*Barry White
*Blackbyrds
*Bill Withers
*Tavares
*Johnny Taylor
Hits: Yvonne Elliman, Patti LaBelle
WANM -- TALLAHASSEE -- JOE BULLARD
#1 -- Flack/Hathaway
*Al Green
*Bill Withers
*Curtis Mayfield
*Chic
*Blackbyrds
*Isaac Hayes
Hits: Bee Gees -- Fever, Billy Preston, Parliament, Tyrone Davis, Peter Brown, Maze, Enchantment, Brass Construction, Peabo Bryson
OK-100 -- WASHINGTON -- JOHN MOEN
#1 -- Parliament/Bee Gees -- Fever
*Isley Brothers
*Heatwave
*Cameo
*David Oliver
Hits: Ashford & Simpson, Faze-O, Bootsy Collins, Mathis/Williams, George Benson, Peter Brown
LP Adds: Bootsy Collins, Raydio, Rufus, George Benson, Dee Dee Bridgewater

MOST ADDED R&B SINGLES

1. **THE GROOVE LINE -- HEATWAVE -- EPIC**
WRBD, WGIV, KKTT, WJMO, KKSS, WVVO, WVOL, WGOK.

2. **IT'S SERIOUS -- CAMEO -- CHOCOLATE CITY**
WUFO, WILD, WANT, WVVO, WVON, WRAP, WDIA.

TAKE ME TO THE NEXT PHASE (PART 1) -- THE ISLEY BROTHERS -- T-NECK
WIGO, KKTT, WVVO, WCIN, WGOK-FM, KDIA, KPRS.

SUPERNATURAL FEELING -- BLACKBYRDS -- FANTASY
WJLB, KKSS, WANM, WSOK, WGOK-FM, KDIA.

3. **STAY -- RUFUS -- ABC**
WIGO, OK-100, KKTT, WNAT, WABQ.

KEEP ON DANCING -- JOHNNIE TAYLOR -- COLUMBIA
WTLC, KKSS, WGOK, KPRS, WDIA.

MOST ADDED R&B LPs

1. **WARMER COMMUNICATIONS -- AVERAGE WHITE BAND -- ATLANTIC**
KPRS, WGOK, WGOK-FM, WRAP, KMJQ, WAWA, KDKO, WGIV, WILD, WUFO.

2. **I CAN'T GO ON THIS WAY -- TYRONE DAVIS -- COLUMBIA**
WDIA, WGOK, WSOK, WVOL, WEDR, WCKO, WRBD.

3. **LET'S DO IT -- ROY AYERS -- POLYDOR**
WEDR, WJMO, WEAA, WWRL.

*Gil Scott Heron
*Wild Cherry
*Earth, Wind & Fire
*War
*Smokey Robinson
11 To 5 -- Dorothy Moore
17 To 8 -- Carol Douglas
18 To 12 -- Edgar Winter
22 To 17 -- Joe Simon
24 To 18 -- Eddie Kendricks
25 To 19 -- KC & The Sunshine Band
26 To 20 -- L.T.D.
30 To 23 -- High Inergy
LP Adds: Cuba Gooding

WGOK-FM -- FAIRHOPE -- CHRIS TURNER
#1 -- Parliament
*Grover Washington Jr.
*War
*Dr. Buzzard
*Blackbyrds
*Isley Brothers
*Bar-Kays
LP Adds: Average White Band, Marlena Shaw, Hubert Laws, Barbara Pennington, Ralph MacDonald

WQMG -- GREENSBORO -- BIG DADDY
#1 -- Bootsy Collins
*Brass Construction
*Peter Brown
*Michael Zager
*Belle Epoque
*Metropolis
12 To 7 -- Evelyn King
18 To 12 -- Earth, Wind & Fire
19 To 14 -- George Benson
24 To 8 -- Delphonics
26 To 16 -- Cameo
Extras: Bobby Womack, Donna Summer, Peabo Bryson

WKND -- HARTFORD -- BOB SCOTT
#1 -- Bootsy Collins
LP Adds: Average White Band, Ubiquity, Vicki Sue Robinson, Love Unlimited, Smokey Robinson, Dee Dee Bridgewater, Village People
KMJQ -- HOUSTON -- JACK PATTERSON
#1 -- Natalie Cole
*David Oliver
*Johnny Bristol
*Moments
*Dramatics
*Brainstorm

Extras: Curtis Mayfield, Eruption
WDIA -- MEMPHIS -- JOHNNIE NEELY
#1 -- Flack/Hathaway
15 To 11 -- George Benson
20 To 18 -- Jacksons
25 To 21 -- Peter Brown
26 To 15 -- Millie Jackson
27 To 22 -- Controllers
28 To 23 -- Faze-O
29 To 20 -- KC & The Sunshine Band
30 To 25 -- Temptations
Ex To 28 -- Eruption
Ex To 27 -- RB Hudmon
Ex To 28 -- THP Orchestra
Ex To 29 -- Cass
Ex To 30 -- Side Effect
LP Adds: Tyrone Davis, Kool & The Gang, Bobby Womack
Extras: Jimmy Bo Horne, Johnny Taylor, Cameo, Donna Summer, Barry White

WEDR -- MIAMI -- JERRY RUSHIAN
#1 -- Parliament
*Sunshine
*Sandy Mercer
*Boiling Point
*James Brown
*Lonnie Smith
*Isaac Hayes
9 To 3 -- Enchantment
11 To 5 -- Slave
LP Adds: Roy Ayers, Tyrone Davis, RB Hudmon, Detroit Emeralds

WAWA -- MILWAUKEE -- LARRY O'JAY
#1 -- Parliament
*Ripple
*Con Funk Shun
*Brook Benton
*Smokey Robinson
*Dramatics
*Milt Mathews
*Bill Brandon
*Side Effect
*George Benson
6 To 4 -- Tyrone Davis
10 To 5 -- Earth, Wind & Fire
12 To 8 -- Impact
17 To 7 -- Moments
19 To 9 -- Peter Brown

THE RHYTHM SECTION

(continued from page 38)

every instrument on the tune), holds the number 8-bullet spot on the Top 100 Singles chart and is currently number 25. R&B.

Natalie Cole is in the process of completing her own television special for CBS-TV, air date will be announced. Additionally, Natalie will be delivering a live album in late April.

"Ever Ready" is the title of the just completed album by Columbia recording artist **Johnnie Taylor**. The effort was produced by **Don Davis** and is scheduled for release next week.

"Golden Time Of Day," the second Capitol album by **Maze Featuring Frankie Beverly**, has received gold record certification from the RIAA for sales in excess of 500,000 copies. "Workin' Together," the single from the LP, will be showcased on the March 30 segment of the popular NBC-TV series "James At 16."

A&M Records will release the new album by **Letta Mbulu** this week simply entitled "Letta." Plans are in the making for an April-May tour featuring Letta, **Hugh Masekela** and **Herb Alpert**. The joint effort by Masekela and Alpert is currently charted at the number 34 spot on the R&B Album chart and number 109 on the Top 100 Album chart.

Patti Austin and **Bill Evans** will perform at the Roxy, April 4-5.

J.R. Bailey, whose latest release is "Love And Conversation" on United Artists, will sing the national anthem at the NBA's New York Knicks and Denver Nuggets game, March 28 at Madison Square Garden.

Leroy Gomez, the American born saxophonist whose international prominence comes as a result of his European recording of the album "Santa Esmeralda," has signed with Backstage Management for representation.

Congratulations to Louis Johnson of **The Brothers Johnson** and wife Valerie upon the arrival of their firstborn son, Kodi Rico Johnson. Kodi debuted at 5:30 a.m. on March 17, weighing 6 lbs. 5 oz. . . Also to **Beverly Giddens** on being named general manager for Kidada Music, Inc. which handles publishing for all entities of Quincy Jones Productions . . . And to **J.J. Johnson**, recently voted the most popular D.J. at KDAY in Los Angeles. A "Sunday Night Fever" disco tribute was given in his honor, March 19 at the Marriott Hotel with a full house of friends in attendance. Music and lighting was provided by Marvell Grigsby's L.S.D. Promotions.

In reference to an item appearing in this column March 18: The Fitzgerald/Hartley Company will be managing **The Brothers Johnson** "in association" with Quincy Jones Productions/Mellow Management, not "exclusively" as it appeared in the statement.

carita spencer

BMI And Colleges Reach Agreement

(continued from page 8)

The basic annual contract fee is 5.5¢ per full-time student, with a minimum of \$60 per institution. This includes graduate and non-graduate students, with part-time student figures converted to full-time equivalents based on federal government guidelines.

The fee covers the use of BMI music by campus broadcasting stations grossing less than \$10,000 annually, and by musical attractions costing under \$1,000. For music attractions costing over \$1,000, the fee will range from \$15 for theatres containing up to 1,500 seats to \$300 for auditoriums seating over 30,000 people.

At schools where the only copyrighted music used is performed by outside music attractions, there will be no blanket student fee. However, these schools will still be required to make per seat payments for public performances, no matter what the talent costs.

ASCAP, according to its counsel, Bernard Korman, has submitted its college contract to the printer, and will be announcing details shortly. Korman said the ASCAP pact was similar to BMI's, with a few small differences regarding radio use.

MCA Reduces Price on 249 LPs

(continued from page 8)

as MCA's previous experiments. Passamano noted, the label will make twice as much on those titles as it did when they were part of the full-line catalog.

Passamano also pointed out that the timing of the new program is excellent, coming as it does in the midst of industry-wide price increases. "Our accounts at NARM were overwhelmed," he said, "because the list price has been consistently going up, and we're lowering ours."

In addition, he said, MCA's midline records should help expand business for some retailers by attracting the casual buyer who only purchases a few albums a year. They will not reduce demand for cutouts, since they are in a higher price range, and they offer approximately the same profit percentage which dealers derive from full-line goods.

Wholesale prices, divided into seven levels, like the rest of MCA's catalog, are competitive with those of CBS' midline series, according to Passamano. When accounts order a certain minimum amount of the midline selections, they will qualify for a six percent discount, as well as extra dating of between 30 and 60 days.



ENCHANTMENT AT KACE — Roadshow/United Artists recording group Enchantment stopped by radio station KACE recently while in Los Angeles for a performance at the Total Experience. Pictured (l-r) are: David Banks of Enchantment; Willie Davis, KACE-FM owner; Enchantment members Miki Clanton, Joe Thomas, Emanuel Johnson and Bobby Green; KACE account executive Jim Blakeley and KACE music director Alonzo Miller.

Looking Ahead

- 101 YANK ME CRANK ME**
(Magicaland Music — ASCAP)
TED NUGENT (Epic 8-50533)
- 102 FLYING WITH BROKEN WINGS (WITHOUT YOU)**
(White Angel Music/Hudson Bay Music — BMI)
ANGEL (NB 914 AS)
- 103 TURN UP THE MUSIC**
(The Nine Music/Big Bang Music ASCAP)
SAMMY HAGAR (Capitol P-4550)
- 104 ALL THE WAY LOVER**
(Sherlyn — BMI)
MILLIE JACKSON (Spring SP179)
- 105 IT'S A HEARTACHE**
(Pi-Gem Music — BMI)
JUICE NEWTON (Capitol P-4552)
- 106 I WANT YOU TO BE MINE**
(Heavy Music — BMI)
KAYAK (Janus J-274)
- 107 DO YOU WANNA DANCE**
(Clockus Music — BMI)
RAMONES (Sire 1017)
- 108 ISN'T IT ALWAYS LOVE**
(Sky Harbor Music — BMI)
KARLA BONOFF (Columbia 3-10710)
- 109 NUMBER ONE**
(Novalene Music — BMI)
ELOISE LAWS (ABC 12341)
- 110 BECAUSE THE NIGHT**
(Ramrod Music)
PATTI SMITH GROUP (Arista 0318)

KROQ Suspends Paid Commercials

(continued from page 29)

comes to the ratio of commercials to music."

Somewhat Stifled

Bookasta indicates that his lender/credit relations before the Progressive Media deal, which was finalized March 16 in the offices of attorney H. David Schmerin, had caused his influence and planning for KROQ to be somewhat stifled. But now he says the new arrangements give him the company backing and capital necessary to carry out his plans.

A key to the new structure is the cooperation of the station's longtime principal lender, Kenneth Roberts, a concert promoter and personal manager. Roberts, who has agreed to remain active on the station's board of directors, recently acquired a block of station stock which will be assumed by Progressive Media, pending FCC approval.

Progressive Media

Prominent in the Progressive Media organization, along with Bookasta and attorney Schmerin, is Adel Nasrallah, a.k.a. Ed Nash, a financier and owner of L.A.'s Starwood as well as other nightspots. KROQ's other licensee/principals include Dr. Manuel de J. Castillo, Kathleen Coldewey and E.H. Bookasta.

Management III Gets 'Star Wars' Rights

NEW YORK — The exclusive U.S. and Canadian symphony orchestra performance rights to "The Star Wars Concert" have been granted to Jerry Weintraub's Management Three. The rights, assigned by the film's writer-director, George Lucas, and 20th Century-Fox, include the use of the "Star Wars" advertising logo and the performing rights to the suite composed by John Williams. Weintraub will present the "Star Wars" multimedia concerts in association with Concerts West and Kevin Hunter.

New Promo Firm Opens

LOS ANGELES — The Rick & Nick Show, a new firm handling total concept promotion, marketing, management and production, has established offices at 8481 Brier Dr. here. Partners in the new enterprise are Rick Williams, former marketing director for Shadybrook and Sound Bird Records, and art designer Nick Charles.

New Radio Ratings Service Debuts

(continued from page 8)

Audits & Surveys intends to get TRAC 7 underway in the four largest markets immediately after Labor Day this year. Fourth quarter reports will be made available after New Year's 1979. The company then wants to expand into markets five through 10 in the first quarter of 1979 and move into the second 10 markets as soon as possible after that, although the system does not depend on expanding in size order and some markets may be entered out of sequence depending on demand.

"The announcement of our service's existence was made before a lot of the details were ironed out so we could work without trying to operate under a blanket of secrecy," notes Zeltner, who first got involved with the project as an RAB consultant. "Now that the announcement has been made, we have to get our act together on the selling presentation. That's next on the agenda."



TOASTING STYX — ICM has re-signed A&M recording artists Styx for exclusive representation. Pictured at the signing in New York are standing (l-r): James Young of Styx; Shelly Schultz of ICM; Derek Sutton, the group's manager; Tommy Shaw of Styx; Terry Rhodes of ICM; Marsha Vlasic of ICM; and Chuck Panozzo of Styx. Seated (l-r) are: John Panozzo and Dennis DeYoung of the band.

Benson Company Announces Promo Push For New Gaither Trio Album

NASHVILLE — The Benson Company has begun a major promotional campaign for "Pilgrim's Progress," by the Bill Gaither Trio.

Advertising plans call for a 50-market radio buy tagged to retail, rack and gospel distributor accounts coordinated with Gaither's spring tour. Four-color print ads were purchased in all major secular and Christian trade publications during February, with full-page consumer ads slated to begin in March. Merchandising includes a 12 x 24 bincard, wall posters, floor dumps and a special concert program being tagged to local accounts in tour markets.

First Single

The first single called "I Will Praise Him," written by Bill Gaither, was shipped to Christian radio stations in February as **Gospel Singers Perform During Prayer Breakfast**

WASHINGTON, D.C. — The Blackwood Brothers gospel group and evangelist-singer Jerry Wayne Bernard performed here recently at the 26th annual Presidential Prayer Breakfast. It was the first time gospel singers have been invited to appear at the breakfast — music in previous years has been limited to choirs.

The breakfast was presided over by Senator James Allen of Alabama. Also present were President Carter, Senator Lugar of Indiana; Congressman Bedell of Iowa; Governor Judge of Montana; former Senator Harold Hughes of Iowa; Max Cleland, Administrator of Veterans Affairs; Congresswoman Barbara Jordan of Texas; Judge John Sirica; and General Louis H. Wilson, Commandant of the United States Marine Corps.

Included in the 3500 in attendance were officials from all branches of the government, many foreign dignitaries and religious leaders.

James Blackwood of the Blackwood Brothers Quartet stated their songs included "How Great Thou Art," "The Lord's Prayer," and their current song, "Learning To Lean."

Yvonne Alaniz Named At Maranatha Music

LOS ANGELES — Yvonne Alaniz has been named manager, tour coordination, for Maranatha Music. She will report to Dave Swaney, director of creative services.

Assisting touring musicians and promoters of their concerts with media coverage, Miss Alaniz will also notify retailers and distributors of personal appearances of Maranatha's recording ministers.

Miss Alaniz has been with Maranatha Music for two years. Most recently, she booked personal appearances for the concert arm of the company.

According to Matt Steinhauer, airplay promotions manager for The Benson Company.

Plans are also underway to develop a radio documentary about Bill Gaither — his life, his growth as a Christian, the development of his group, etc. Distribution to key gospel radio markets should begin by late spring.

Publicity plans included the shipment of the album to every major trade and consumer publication interested in the album as well as cover stories and feature articles in several major magazines.

The Gaithers have been recording for Impact Records, a division of The Benson Company, since the early '60s. They've released 21 albums for the label.



GOSPEL RADIO SEMINAR — Derrick Johnson (l) and Cynthia Clawson discuss plans for the 6th Gospel Radio Seminar with Jim Black, chairman of the event. Johnson will be one of the speakers at the seminar, which is slated for May 5 and 6, and Clawson will perform at the gala banquet and showcase.

Gospel Songwriter Contest Slated

NASHVILLE — A gospel song writing contest sponsored by Broadman Press will offer prizes of \$500, \$300, and \$200 to winners who submit the best unpublished songs before Aug. 31, 1978.

Don Butler, executive director of the Gospel Music Association, will be one of the judges, along with W.F. Myers, vice president of SESAC. Mark Blankenship, Broadman Press music editor, will be responsible for screening all entries.

Entries must be sent to the Broadman Gospel Song Competition, Nashville, Tenn. 37234, no later than Aug. 31, 1978. Winners will be announced in October 1978.

All entrants must send a tape recording of their song, plus a lead sheet with the melody, words and chords. Previously published materials are not acceptable.

Broadman Press will copyright and publish the winning songs, and Broadman retains first refusal rights to the publication of all songs submitted.

A self-addressed, stamped envelope should be included for the return of material not accepted.



WENDELL BURTON SIGNS — Actor Wendell Burton, who starred opposite Liza Minelli in "The Sterile Cuckoo," has released his debut album on Lamb & Lion Records. Burton wrote the music for the album, which is simply titled "Wendell." Pictured above at a reception in Pat Boone's office are (l-r): Dan Collins, producer; Doug Corbin, vice president of Lamb & Lion; Burton; Steve Back, sales representative for Word, Inc., which distributes Lamb & Lion; Cy Jackson, regional sales rep for Word; and Boone.

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	3/25
1 LIVE AT CARNEGIE HALL JAMES CLEVELAND (Savoy 7014)	1	30
2 WHEN JESUS COMES SARA JORDAN POWELL (Savoy 14465)	3	12
3 FIRST LADY SHIRLEY CAESAR (Roadshow RS 744R)	4	36
4 TONIGHT'S THE NIGHT GOSPEL KEYNOTES (Nashboro 7181)	5	28
5 NOW AND FOREVER THE PILGRIM JUBILEE SINGERS (Nashboro 7181)	10	8
6 HAPPY IN JESUS MACEO WOODS (Savoy 14463)	6	10
7 THE COMFORTER EDWIN HAWKINS SINGERS (Birthright BRS 4020)	7	26
8 JOY REV. BRUNSON & THE THOMPSON COMM. CHURCH CHOIR (Creed 3078)	8	32
9 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5705)	2	38
10 MAMA PRAYED FOR ME SENSATIONAL WILLIAMS BROS. (Savoy 14462)	17	4
11 IT'S ALRIGHT NOW JESSIE DIXON (Light 5719)	11	10
12 RIDE THE SHIP TO ZION GOSPEL KEYNOTES (Nashboro 7172)	14	38
13 I'M GOING TO SIT DOWN ERNEST FRANKLIN (Jewel 0128)	13	8
14 PRaise I J.C. WHITE (Savoy 14467)	15	6
15 DON'T MAKE WAR HARRISON JOHNSON (Creed 3080)	16	6
16 THIS IS ANOTHER DAY ANDRAE CROUCH & THE DISCIPLES (Light 5683)	9	38
17 LIVE AND DIRECT THE MIGHTY CLOUDS OF JOY (Peacock 1038)	—	2
18 SPECIAL APPEARANCE ISAAC DOUGLAS (Creed 3081)	—	2
19 SEE YOU IN THE RAPTURE SENSATIONAL NIGHTINGALES (Peacock 59227)	19	38
20 FROM AUGUSTA WITH LOVE SWANEE QUINTET (Creed 3077)	20	38

Inspirational

	Weeks On Chart	3/25
1 MIRROR EVIE TOURNOUIST (Word WST 8735)	1	38
2 HOME WHERE I BELONG B.J. THOMAS (Myrrh 6571)	2	38
3 GENTLE MOMENTS EVIE TOURNOUIST (Word WST 8714)	3	38
4 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow 1015)	4	38
5 COME ON RING THOSE BELLS EVIE TOURNOUIST (Word WST 8770)	5	12
6 PRaise II THE MARANATHA SINGERS (Marantha HS 028)	6	38
7 THIS IS NOT A DREAM PAM MARK (Asian ARS 1003)	8	26
8 ALLELUIA THE BILL GAITHER TRIO (Impact R3408)	9	38
9 THIS IS ANOTHER DAY ANDRAE CROUCH (Light 5683)	16	4
10 VINTAGE GOSPEL THE FLORIDA BOYS (Canaan CAX 9818)	10	10
11 THE SUN'S COMING UP THE REX NELSON SINGERS (Canaan CAX 9823)	11	10
12 JESTER IN THE KINGS COURT MIKE WARNKE (Myrrh 6569)	12	8
13 LIVE IN CHATTANOOGA THE KINGSMEN (Heartwarming R-3477)	13	6
14 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	14	34
15 HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	—	2
16 LIVE! THE VERY BEST OF THE HAPPY GOODMAN FAMILY (Canaan CAX 9812/2)	17	14
17 ON HEAVEN'S BRIGHT SHORE THE INSPIRATIONS (Canaan 9814)	20	4
18 LIVE FROM NASHVILLE JIMMY SWAGGART (Jim 126)	18	26
19 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	—	2
20 THE GROUP THAT GOD BUILT THE HENSONS (Calvary STAV-5142)	7	10

Gospel Reviews



DOGWOOD — *Out In The Open* — Lamb & Lion LL-1035 — **Producer: Chris Christian** — **List: 6.98**

Dogwood's third album, "Out In The Open," is the vehicle which should carry Steve Chapman and Ron Elder to national prominence. These West Virginians play 12-string music and sing three-part harmony and Chris Christian produces miracles. Terry Talbot's "Taking Me Higher" flies like the Eagles, and "Snuggles" sighs like a country couple in love. "Remember The Rebels" (the story of Shadrach, Meshack and Abednego) kicks off with a rhythmic intro as hot as Nebuchadnezzar's fire. Now that Dogwood is "Out In The Open," aficionados of organic gospel will find the springtime fragrance irresistible.



MYRTLE HALL — *Thank You, Lord* — Word WST-8752 — **Producer: Kurt Kaiser** — **List: 6.98**

Myrtle Hall is an extraordinarily talented vocalist and she is a veteran of many Billy Graham crusades and her own concert programs. Her training at Juilliard, plus being an artist-in-residence at King's College in New York, has allowed her to build a repertoire covering the musical spectrum from Mozart and Beethoven to the contemporary, including many spirituals enhanced by her Carolina heritage. "Thank You, Lord" is a magnificent showcase of Hall's artistry. Kurt Kaiser's production is complimentary and tasteful — the professional touch to a classic classical gospel album.

COUNTRY

TOP 50 ALBUMS

	Weeks On Chart		Weeks On Chart
1 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2686)	1 8	25 HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	— 1
2 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA 835-H)	2 9	26 OUT OF MY HEAD AND BACK IN MY BED LORETTA LYNN (MCA 2330)	30 2
3 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	4 23	27 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	— 1
4 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA LA 771-G)	5 52	28 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA APL 1-2477)	19 30
5 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	3 8	29 BEST OF JERRY LEE LEWIS VOL. II (Mercury SRM-1-5006)	20 8
6 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7 27	30 GREATEST HITS GEORGE JONES AND TAMMY WYNETTE (Epic KE 34716)	22 16
7 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	8 23	31 LINDA RONSTADT'S GREATEST HITS (Asylum 6E-106)	28 66
8 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1719)	9 27	32 MY FAREWELL TO ELVIS MERLE HAGGARD (MCA 2314)	34 20
9 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	11 15	33 KENNY ROGERS (United Artists UA LA 689-G)	35 52
10 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	14 29	34 CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	39 84
11 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	6 19	35 MIDNIGHT WIND CHARLIE DANIELS BAND (Epic PE 34885)	36 3
12 ENDLESS WIRE GORDON LIGHTFOOT (Warner Bros. BSK-3149)	13 6	36 EASTER ISLAND KRIS KRISTOFFERSON (Columbia JZ 35310)	— 1
13 DAYTIME FRIENDS KENNY ROGERS (UA LA 754-G)	15 33	37 FREE SAILIN' HOYT AXTON (MCA-2319)	38 7
14 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST-11732)	17 8	38 SOFT LIGHTS AND HARD COUNTRY MUSIC MOE BANDY (Columbia KC 35288)	— 1
15 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	18 30	39 BEST OF DOLLY PARTON (RCA APL 1-1117)	43 2
16 ELEVEN WINNERS MERLE HAGGARD (Capitol ST-11745)	16 7	40 TANYA TUCKER'S GREATEST HITS (MCA-3032)	— 1
17 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	24 46	41 COUNTRY BOY DON WILLIAMS (ABC/Dot 2088)	41 25
18 GEORGIA KEEPS PULLIN' ON MY RING CONWAY TWITTY (MCA 2328)	12 8	42 HOW GREAT THOU ART ELVIS PRESLEY (RCA LSP 3758)	42 20
19 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	21 65	43 LOVES UPS AND DOWNS BARBARA MANDRELL (ABC DO-2098)	31 9
20 ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	10 21	44 I WANT TO LIVE JOHN DENVER (RCA AFL 1-2521)	23 18
21 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA APL 1-2478)	27 3	45 THE FIRST TIME BILLY "CRASH" CRADDOCK (ABC DO-2097)	32 9
22 DON'T LET ME TOUCH YOU MARTY ROBBINS (Columbia KC 35040)	25 14	46 YOU LIGHT UP MY LIFE DEBBY BOONE (Warner/Curb BS-3118)	46 21
23 SHAME ON ME DONNA FARGO (Warner Bros. BS-3099)	29 20	47 OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA 3028)	33 20
24 LOVES TROUBLED WATERS MEL TILLIS (MCA 2288)	26 20	48 THE RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	37 36
		49 T.G. T.G. SHEPPARD (Warner Bros. BSK 3133)	40 4
		50 COUNTRY MEMORIES JERRY LEE LEWIS (Mercury SRM 15004)	44 17

9th Country Radio Seminar Termed The 'Most Successful'

by Bob Campbell

NASHVILLE — The application of modern technology and research to country radio was the main focus of the 9th annual Country Radio Seminar, held March 17-18 at the Airport Hilton Inn here. The event drew a record 390-plus registrants, and agenda chairman Terry Wood, operations manager of WONE in Dayton, Ohio, termed the seminar "the most successful in its nine-year history."

Indeed, nearly every one of the 15 sessions concentrated on improving the accuracy of determining the wants and desires of the listening audience. Representatives of Arbitron and Pulse, the two most prominent survey organizations, presided over highly technical sessions which explained methodology in radio market research. Motivational dynamics, audience research, promotions, merchandising, sales, news, engineering and new technological advances and equipment were among topics discussed during the two days.

Seminar Theme

With "The Future Of Our Country" as the 1978 theme, the seminar opened early the first day with an audio-visual presentation dealing with the origins of present day value judgments, and how radio programmers can apply that knowledge to modern country radio. Titled "Where You Are, Is Where You Were When . . .", the one-hour videotalk was presented by Morris Massey.

The seminar then moved into concurrent sessions which lasted until late in the afternoon. That night, a "rap room" was opened in which general topics of discussion were open to participants.

Among the more controversial topics discussed during the seminar were passive, call-out research and the advent of

Owens Taken To Court

LOS ANGELES — A trial date of June 1 has been set by the Los Angeles Superior Court for a suit filed in February, 1975, by songwriter/producer Dusty Rhodes. The charges, in excess of \$500,000, are against Buck Owens, Bluebook Music, BMI and Capitol Records.

Rhodes, a former vice president of Buck Owens Productions and Bluebook Music, is asking for an accounting of the percentage due him by the defendants according to a contract signed by Owens in 1968. Owens is also charged with contractual interference.

AM stereo (Will it be too expensive, how much tonal quality will be lost and will there be a loss in signal strength from the radio station?)

Eric Small of Eric Small and Associates introduced a new piece of equipment which generated interest called a Telesis. The Telesis has been designed for larger market stations which have gone combo, meaning the station's disc jockey will not only operate the board, but will take care of

(continued on page 49)



'ROAST' BENEFITS NSAI — Maggie Cavender, executive secretary of The Nashville Songwriter's Association International, accepts a \$10,000 check from proceeds of the March 12 "Rose Roast" held here. Pictured above are (l-r): Wesley Rose, president of Acuff-Rose Publishing; Ms. Cavender; and Bob Jennings, NSAI president.

Country Stars Of Yesteryear Shine In 'That's Country'

NASHVILLE — "That's Country," a full-length, color film featuring 50 country and western stars in footage shot nearly 25 years ago on the stage of The Grand Ole Opry, premiered here March 16 and brought into sharp focus the tremendous changes affecting country music in the last few years.

Sponsored by The Federation of International Country Air Personalities (FICAP), the movie preview included a champagne buffet which was attended by an invitation-only audience of press, music executives, country entertainers and air personalities. Hosted by Lorne Greene, the film spotlight's historic performances by Marty Robbins, Chet Atkins, Ray Price, Kitty

(continued on page 48)



WARNER BROS. BENEFITS NARAS — Warner Bros. Records hosted a special showcase benefit for NARAS March 14 at the Possum Holler Club in Nashville. Showcase guests and performers included Margo Smith, Rex Allen, Jr., Ray Stevens, Con Hunley and Pal Rakes. Pictured above at the Possum Holler are (l-r): Rakes; Jim Sharp, Cash Box director of



Nashville operations; Smith, Allen; Tim Williams of Cash Box, and Stevens; and Robin Rothman, general manager of Warner Bros. Burbank, Calif. office; Hunley, Stevens; Rakes; Smith; Dale Turner, radio WDKA music director; DJ Jones of WDKA; and Warner Bros. producer Norro Wilson, who emceed the NARAS benefit.

CASH BOX TOP 100 COUNTRY

April 1, 1978

	Weeks On Chart	3/25 Chart		Weeks On Chart	3/25 Chart		Weeks On Chart	3/25 Chart
1 READY FOR THE TIMES TO GET BETTER CRYSTAL GAYLE (United Artists UA-XW 1136)	4	8	32 DO YOU KNOW YOU ARE MY SUNSHINE THE STATLER BROTHERS (Mercury 55022)	47	3	67 THAT LUCKY OLD SUN NAT STUCKEY (MCA-40855)	73	4
2 WALK RIGHT BACK ANNE MURRAY (Capitol P-4527)	2	11	33 YOU ARE THE SUNSHINE OF MY LIFE MARTY MITCHELL (MC 5005F)	37	7	65 IF YOU DON'T WANT TO LOVE HER JERRY NAYLOR (MC 5004F)	39	9
3 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA PB-11201)	7	8	34 AT THE END OF A RAINBOW JERRY WALLACE (BMA/WIG-8-006)	40	7	69 YES MA'AM TOMMY OVERSTREET (ABC/Dot DO 17737)	41	11
4 IT DON'T FEEL LIKE SINNIN' TO ME THE KENDALLS (Ovation OV 1106)	8	8	35 SOFT LIGHTS AND HARD COUNTRY MUSIC MOE BANDY (Columbia 3-10671)	13	10	70 PROUD LADY BOB LUMAN (Polydor PD 14454)	49	7
5 A LOVER'S QUESTION JACKY WARD (Mercury 55018)	6	9	36 IF YOU CAN TOUCH HER AT ALL WILLIE NELSON (RCA PB-11235)	64	3	71 LONG GONE BLUES CATES SISTERS (Caprice CA-2047)	77	3
6 HEARTS ON FIRE EDDIE RABBITT (Elektra E-45461)	11	7	37 BABY IT'S YOU JANIE FRICKE (Columbia 3-10895)	43	5	72 COLORADO COOL-AID JOHNNY PAYCHECK (Epic 8-50469)	51	7
7 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS AND DOTTIE WEST (United Artists UA-XW1137)	10	7	38 THIS IS THE LOVE SONNY JAMES (Columbia 3-10703)	62	3	73 RUNNIND KIND MERLE HAGGARD (Capitol P-4525)	54	13
8 RETURN TO ME MARTY ROBBINS (Columbia 3-10673)	9	10	39 WHISKEY TRIP GARY STEWART (RCA PB-11224)	45	4	74 NOW YOU SEE 'EM, NOW YOU DON'T ROY HEAD (ABC AB-12346)	—	1
9 I CHEATED ON A GOOD WOMAN'S LOVE BILLY "CRASH" CRADDOCK (Capitol P-4545)	12	9	40 UNCHAINED MELODY/SOFTLY, AS I LEAVE YOU ELVIS PRESLEY (RCA PB-11212)	68	2	75 A SWEET LOVE SONG THE WORLD CAN SING DALE McBRIDE (Con Brio 131)	78	3
10 MAMAS DON'T LET YOUR BABIES GROW UP TO BE COWBOYS WAYLON JENNINGS & WILLIE NELSON (RCA PB-1198)	3	11	41 LOVIN' YOU BABY CONNIE SMITH (Monument 45-241)	44	6	76 TEARDROPS IN MY TEQUILA PAUL CRAFT (RCA PB 11211)	79	4
11 I'VE GOT A WINNER IN YOU DON WILLIAMS (ABC AB-12332)	14	7	42 LOVING HERE AND LIVING THERE AND LYING IN BETWEEN FARON YOUNG (Mercury 55019)	46	6	77 EASY BARRY KAYE (MCA 40868)	80	4
12 BUCKET TO THE SOUTH AVA BARBER (Ranwood P-1083)	19	10	43 LAY DOWN SALLY ERIC CLAPTON (RSO 886)	71	3	78 YOU ASKED ME TO BILLY JOE SHAVER (Capricorn CPS-0286)	81	5
13 SHE CAN PUT HER SHOES UNDER MY BED (ANYTIME) JOHNNY DUNCAN (Columbia 3-10694)	27	4	44 I'LL BE THERE (WHEN YOU GET LONELY) DAVID ROGERS (Republic 015)	48	6	79 LOVE SOMEBODY TO DEATH ED BRUCE (Epic 8-50503)	55	9
14 THE GRANDEST LADY OF THEM ALL CONWAY TWITTY (MCA-40857)	16	7	45 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic 8-50517)	50	3	80 SLOW AND EASY RANDY BARLOW (Republic REP-017)	—	1
15 I WOULD LIKE TO SEE YOU AGAIN JOHNNY CASH (Columbia 3-10681)	17	8	46 BORN TO BE WITH YOU SANDY POSEY (Warner Bros. WBS 8540)	61	4	81 CASH ON THE BARRELHEAD RONNIE SESSIONS (MCA-40875)	85	2
16 IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON (RCA PB-11240)	30	3	47 RED HOT MEMORY KENNY DALE (Capitol P-4528)	20	11	82 CAIN'T SHAKE YOU OFF MY MIND BOBBY WAYNE LOFTIS (Charta CH 119)	82	5
17 MAYBE BABY SUSIE ALLANSON (Warner/Curb WBS-8534)	22	5	48 RIGHT OR WRONG MARY K. MILLER (Inergi I-306)	53	5	83 DIVERS DO IT DEEPER DAVID ALLAN COE (Columbia 3-10701)	88	2
18 DON'T EVERY SAY GOOD-BYE T.G. SHEPPARD (Warner/Curb WBS 8525)	21	7	49 IF YOU'RE LOOKING FOR A FOOL FREDDY FENDER (ABC AB-12339)	57	4	84 WIPE YOU FROM MY EYES KIND EDWARD IV AND THE KNIGHTS (Soundwaves SW-4563)	91	4
19 WE BELIEVE IN HAPPY ENDINGS JOHNNY RODRIGUEZ (Mercury 55020)	24	6	50 GEORGIA ON MY MIND WILLIE NELSON (Columbia 3-10704)	75	2	85 JUST OUT OF REACH MACK WHITE (Commercial CDC-00033)	90	2
20 STARTING ALL OVER AGAIN DON GIBSON (ABC Hickory AH-54024)	23	8	51 FREE REX ALLEN JR. (Warner Bros. WBS-8541)	65	2	86 ONLY THE BEST GEORGE HAMILTON IV (ABC AB 12342)	92	2
21 SWEET, SWEET SMILE CARPENTERS (A&M 2008)	26	7	52 THIS TIME JOHNNY LEE (GRT-144)	59	6	87 YOU'RE NOT FREE AND I'M NOT EASY ARLEEN HARDEN (Elektra E-45463)	—	1
22 TWO DOORS DOWN ZELLA LEHR (RCA PB 11174)	5	14	53 HANG ON FEELIN' RED STEAGALL (ABC AB-12337)	58	5	88 MEMORIES ARE MADE OF THIS TOMMY O'DAY (Nu Tray/WIG-NT-919)	—	1
23 CRY, CRY DARLING CON HUNLEY (Warner Bros. WBS 8520)	25	10	54 POOR, POOR PITIFUL ME LINDA RONSTADT (Elektra E-45462)	52	7	89 THE REAL THING JEAN SHEPARD (Scorpion/GRT-157)	—	1
24 I'LL NEVER BE FREE JIM ED BROWN/HELEN CORNELIUS (RCA PB-11220)	35	5	55 YOU'RE THE ONLY GOOD THING (THAT'S HAPPENED TO ME) JIM REEVES (RCA PG-11187)	28	9	90 LET ME BE YOUR BABY CHARLY McCLAIN (Epic 8-50525)	—	1
25 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA 40869)	38	3	56 FOUR LITTLE LETTERS STELLA PARTON (Elektra E-45468)	76	2	91 GONE TO ALABAMA MICKEY NEWBURY (ABC/Hickory AH-5402)	95	2
26 THE POWER OF POSITIVE DRINKIN' MICKEY GILLEY (Playboy ZS8 5826)	42	3	57 RUNAWAY NARVEL FELTS (ABC AB-12338)	67	3	92 PUT ME OUT OF MY MEMORY JOHNNY BUSH (Gusto SD-165)	93	2
27 DO I LOVE YOU (YES IN EVERY WAY) DONNA FARGO (Warner Bros. WBS 8509)	1	14	58 MAYBE I SHOULD'VE BEEN LISTENIN' RAYBURN ANTHONY (Polydor PD 14457)	72	3	93 NEVER GOING BACK AGAIN MAC WISEMAN (Churchill CR 7706)	—	1
28 HERE IN LOVE DOTTSY (RCA PB-11203)	34	8	59 I'M GONNA LOVE YOU ANYWAY CRISTY LANE (LS/GRT-156)	86	2	94 LOVE CAN MAKE THE CHILDREN SING BILLY STACK (Caprice CA-2045)	94	4
29 EVERYBODY LOVES A RAIN SONG B.J. THOMAS (MCA 40854)	29	9	60 DON'T STOP THE MUSIC (YOU'RE PLAYING MY SONG) LITTLE DAVID WILKINS (Playboy ZS8-5825)	63	5	95 DON'T THINK TWICE, IT'S ALL RIGHT STEVE YOUNG (RCA PB-11233)	96	3
30 LOVE IS A WORD DICKEY LEE (RCA PB 11191)	32	9	61 LAY DOWN SALLY RED SOVINE (Gusto SD 180)	66	4	96 COLINDA (DANCER PETITE) EDDY RAVEN (Monument 45-245)	—	1
31 COME ON IN JERRY LEE LEWIS (Mercury 55021)	36	4	62 WOMAN TO WOMAN BARBARA MANDRELL (ABC/Dot DO-17736)	15	15	97 OLD GLORY C.W. McCALL (Polydor PD 14458)	99	3
			63 I LOVE YOU, I LOVE YOU, I LOVE YOU RONNIE McDOWELL (Scorpion/GRT 149)	18	16	98 COME ON IN BOBBY HOOD (Plantation PL 169)	—	1
			64 SWEET LOVE FEELINGS JERRY REED (RCA PB-11232)	70	3	99 CLOSE ENCOUNTERS OF THE CHEATIN' KIND SHERRI WILLIAMS (Mercury 55023)	100	2
			65 IF I HAD A CHEATING HEART MEL STREET (Polydor PD 14448)	31	12	100 I'M YOUR LOVER (I'M YOUR FRIEND) SHERRY BRYCE (Pilot PR 45102)	—	1
			66 IT STARTED ALL OVER AGAIN VERN COSDIN (Elektra E-45411)	33	11			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Lover's Question (The Time Square/Eden/Unichappell — BMI)	5	Four Little Letters (Deb Dave/Briarpatch — BMI)	58	Love Is A (Sterling/Street — ASCAP)	30	Someone Loves You Honey (Music City — ASCAP)	3
A Sweet (Wiljex — ASCAP)	75	Georgia On My (Peer International — BMI)	50	Love Somebody (Tree — BMI)	79	Starting All Over (Musole Shoals Sound — BMI)	20
At The End (Criterion — BMI)	34	Gone To Alabama (Milene — ASCAP)	91	Loving Here (Chappell/Full Swing — ASCAP)	42	Sweet Love (Vector — BMI)	64
Baby It's You (Sawgrass Music Pub. — BMI)	37	Hang On (Screen Gems-EMI/Tree Pub. — BMI)	53	Lovin' You Baby (Dancr Music, Inc. — BMI)	41	Sweet, Sweet (Sterling/Addison Street — ASCAP)	21
Born To Be With You (Edwin H. Morris — ASCAP)	46	Hearts On Fire (Briarpatch/Deb Dave — BMI)	6	Mamas Don't Let (Tree/Sugarplum — BMI)	10	Teardrops In My Tequila (Black Sheep — BMI)	76
Bucket To (Beechwood/Dickerson — BMI)	12	Here In Love (Pi-Gem Music Inc. — BMI)	28	Maybe Baby (McCartney Music Inc. — BMI)	17	That Lucky Old (Robbins Music Corp. — ASCAP)	67
Cain't Shake You (Mr. Mort/Music Craftshop — ASCAP)	82	I Cheated On (Oni'sown — BMI)	9	Maybe I (Screen Gems-EMI — BMI)	58	The GranDEST Lady (Music City Music — ASCAP)	14
Cash On The (Acuff-Rose — BMI)	61	If I Had A (Maplehill/Vogue — BMI)	65	Memories Are (Monticlar — BMI)	88	The Power (Singletree — BMI)	26
Close Encounters (Chappell — ASCAP/Tri-Chappell — SESAC)	99	If You Can (Resaca — BMI)	36	Never Going Back (Gentoo/New Sound — BMI)	93	The Real Thing (Brim — SESAC)	89
Colinda (Acuff-Rose — BMI/Milene — ASCAP)	96	If You Don't (ABC/Dunhill — BMI)	68	No, No (Hall Clement/Maple Hill/Vogue — BMI)	51	This Is The (Bobby Goldsboro — ASCAP/House of Gold — BMI)	38
Colorado Cool-Aid (Partner/Julap — BMI)	72	If You're Looking (Crazy Cajun — BMI)	49	Old Glory (American Gramophone — SESAC)	74	This Time (Tree Pub. Co. — BMI)	52
Come On (Prize/Starcast — ASCAP)	95	I'll Be There (Golden West Melodies — BMI)	44	Only The Best (United Artists/Sorrell — ASCAP)	86	Two Doors Down (Owepar — BMI)	22
Come On In (Tree — BMI)	31	I'll Never (Music of The Times/Valando — ASCAP)	24	Poor, Poor (Warner-Tamertane/Dark Room — BMI)	54	Unchained Melody (Frank — ASOAP)	40
Cry, Cry, Darling (Acuff-Rose — BMI)	23	I Love You (Brim — SESAC)	63	Proud Lady (Tree — BMI)	70	Walk Right (Warner-Tamertane — BMI)	2
Divers Do It (Warner-Tamertane — BMI)	83	I'm Always (ATV/Shade Tree — BMI)	25	Put Me Out (Power Play — BMI)	92	We Believe In (Hall Clement Music Pub. — BMI)	19
Do I Love ... (Spanka — ASCAP)	27	I'm Gonna Love (Ahab — BMI)	59	Ready For Times To Get Better (Aunt Polly — BMI)	1	Whiskey Trip (Screen Gems-EMI/Rose Bridge — BMI)	39
Do You (American Cowboy — BMI)	32	I'm Your (Boxer — BMI)	100	Red Hot Memory (Publicare — ASCAP)	47	Wipe You From My Eyes (Phono/Big Crush — SESAC)	84
Don't Ever Say (Lowball — ASCAP)	18	It Don't Feel Like Sinnin' (Tree — BMI)	4	Red Wine (Algee — BMI)	45	Woman To Woman (East Memphis — BMI)	62
Don't Stop (Forrest Hills — BMI)	60	It's All Wrong (Veivet Apple — BMI)	16	Return To Me (Southern — ASCAP)	8	Yes Ma'am (Tree Pub. — BMI)	69
Don't Think (Warner Bros. — ASCAP)	95	It Started (Garpax — ASCAP/Keysey — SESAC)	66	Right Or Wrong (Combine Music — BMI)	48	You Are The (Jobete/Blackbull — ASCAP)	33
Easy (Jobete Music — ASCAP)	77	I've Got A Winner (Maplehill/Vogue — BMI)	11	Runaway (Mole Hole/Belinda — BMI)	57	You Asked Me To (Baron — BMI)	78
Everybody Loves (Screen Gems-EMI/Baby Chick/Stratton House — BMI)	29	I Would Like To See You Again (Gee-Whiz — BMI)	15	Shunning Kind (Shade Tree Music — BMI)	73	You're Not Free (Music City — ASCAP/Combine — BMI)	87
Every Time Two (UA — ASCAP/Window — BMI)	7	Just Out Of (Four Star — BMI)	85	The Can Put (Dandy Dittys Un'd — ASCAP/Super Songs Un'd — BMI)	13	You're The Only (Golden West — BMI)	55
		Lay Down (Stigwood/Unichappell — BMI)	43, 61	Slow And Easy (Frebar/Taylor Made — BMI)	80		
		Let Me Be (Music City — ASCAP)	90	Soft Lights (Acuff-Rose — BMI)	35		
		Long Gone (Sabai — ASCAP)	71				
		Love Can Make (Sound — ASCAP)	94				

Who else could go from a tour with Leo Kottke to a tour with Willie Nelson to a tour with Andrew Gold?

Only a special kind of talent could thrill audiences who came to hear Leo Kottke...or Willie Nelson...or Andrew Gold.

A talent that Katy Moffatt is becoming famous for.

Don't miss the uncategorically fine Katy Moffatt album, "Kissin' in the California Sun," including "Up on the Roof," her new single. And if you get a chance to see Katy with Andrew Gold this month, do it.



Currently on tour with Andrew Gold:

3/28-3/29	Boarding House	San Francisco, Calif.
3/31-4/1	Paradise Ballroom	Boston, Mass.
4/3-4/4	Bijou	Philadelphia, Penn.
4/10	Exit In	Nashville, Tenn.
4/13	Seton Hall	South Orange, N.J.
4/14-4/15	Bottom Line	New York, N.Y.
4/17	Agora Club	Cleveland, Ohio
4/18	Bogarts	Cincinnati, Ohio
4/19		Minneapolis, Minn.
4/21-4/22	Roxy	Los Angeles, Calif.
4/25	Back Door	San Diego, Calif.

Further dates to be announced.



Katy Moffatt, on Columbia Records and Tapes.

45 / REVIEWS / LP

CHARLIE RICH (United Artists UA-X1193-Y)

Puttin' In Overtime At Home (2:43) (Ben Peters Music — BMI) (B. Peters)

No bases are left untouched for this single: new label, new career push, new producer (Larry Butler) and a highly commercial song, written by Ben Peters. The last ingredient needed is airplay.

JOHN WESLEY RYLES (ABC AB-12348)

Easy (3:15) (Narvel The Marvel Music — BMI) (Terry Skinner)

This will be another in the string of chart singles for Ryles. John is totally into this song and the production is blended perfectly.

LARRY GATLIN (Monument 45-249)

Night Time Magic (2:31) (First Generation Music — BMI) (Larry Gatlin)

Gatlin will test the loyalty of country music directors with this almost over produced release. The full bodied sound and a vocal range which only Gatlin can attain should convince programmers he is simply a great artist.

BOBBY BARE (Columbia 3-10690)

Too Many Nights Alone (3:05) (DedDave Music/Evil Eye Music — BMI) (S. Silverstein/E. Stevens)

The much awaited debut single for Bobby Bare on Columbia should disappoint no one. Good lyric content and that clear yet mournful Bare sound make this a sure add at many stations.

DAVE & SUGAR (RCA PB-11251)

Gotta' Quit Lookin' At You Baby (2:15) (Jack and Bill Music Co. — ASCAP) (Jerry Foster/Bill Rice)

More of the trio's stage presence comes through on this single than on any previous releases. Easy to remember lyrics and easy to follow rhythm.

EMMYLOU HARRIS (Warner Bros. WBS-8553)

Two More Bottles Of Wine (3:08) (ABC-Dunhill Music Inc. — BMI) (Delbert McClinton)

Flavors of a country Janis Joplin are sewn throughout this cut, but Emmylou's loyal country programmers are apt to overlook that and test their market.

RANDY BARLOW (Republic REP-017)

Slow And Easy (3:17) (Frebar Music/Taylor Made Music — BMI) (F. Kelly/B. Muir)

Randy's first release for Republic appears to be his best effort to date. Good vocal work and strong production.

TOMMY JENNINGS (Monument 45-248)

Don't You Think It's Time (3:16) (Dixie Queen Music/Haystack Music — ASCAP/Dawnbreaker Music — BMI) (Billy Lee Morris/Harold Shedd/Mitch Johnson)

Tommy has help from brother Waylon on this session and the single has the sound that is dominating the country airways today. Should definitely be tested in all markets.

ROY HEAD (ABC AB-12346)

Now You See 'Em Now You Don't (3:29) (Tree Pub. — BMI) (Sterling Wipple)

Sterling Wipple has laid out lyrically the heartaches of a broken marriage and Roy Head relates those lyrics in a superb manner. Should chart well since Head is just off a good chart record, "Come To Me."

HUGH MOFFATT (Mercury 55024)

The Gambler (3:16) (Writer's Night Music — ASCAP) (Don Schlitz)

Everyone seems to agree that this song is a chart record for someone. And it appears that this version has the most potential, although the writer Don Schlitz (Crazy Mamas Records) and Charlie Tango (Gusto Records) both do an admirable job on their singles.

Singles To Watch

DAVID HOUSTON (Gusto SD184)

No Tell Motel (3:12) (Power Play Music — BMI) (Robert Jenkins/Larry Shell)

JIM CHESNUT (ABC-Hickory AH 54027)

The Ninth Of September (3:25) (Milene Music Inc. — ASCAP) (Steve Collom)

BOBBY BORCHERS (Playboy ZS8 5827)

I Like Ladies In Long Black Dresses (2:36) (Chappell Music — ASCAP) (R. Bourke)

MARY KAY PLACE (Columbia 3-10707)

Don't Make Love (To A Country Music Singer) (3:20) (Music City Music — ASCAP) (D. Thomas/B. Morrison)

EDDY RAVEN (Monument 45-245)

Colinda (Dancer Petite) (2:40) (Acuff-Rose Inc. — BMI) (Fred Foster/Eddy Raven)

CHARLY McCLAIN (Epic 8-50525)

Let Me Be Your Baby (2:51) (Music City Music — ASCAP) J. McRae/B. Morrison)

RANDY GURLEY (ABC AB-12347)

Let Me Be The One (2:56) (Goldline Music Inc. — ASCAP) (Jimbeau Hinson)

BEVERLY HECKEL (RCA PB-11237)

Borrowing (2:51) (Purple Cow Music — ASCAP) (Paulie Hartford)

THE CHARLIE DANIELS BAND (Epic 8-50516)

Maria Teresa (3:33) (Hat Band Music — BMI) (C. Daniels/T. DiGregorio)

LEE MORRIS (Louisiana Hayride WIG-781)

No Sunshine In Atlanta (2:59) (Dixie Queen Pub./Haystack Pub. — ASCAP)

THE WICHITA LINEMEN (Linemen NR-9292)

Halfway Out Of My Mind (2:13) (Donnie-Do-Dad Music — BMI) (J. Sisk/R. Harris/G. Stevens/C. Hendricks)

SASKIA & SERGE (ABC-Hickory AH-54028)

You're A Dream (3:05) (Acuff-Rose Publ. — BMI) (R.P. Schaap/G.A.M. Schaap/V.D. Berg)



KENNY ROGERS AND DOTTIE WEST — **Every Time Two Fools Collide** — United Artists UA-LA861-H 0798 — **Producer: Larry Rogers** — **List: 7.98**

From the attractive jacket down to the tight, graceful harmonies of Dottie West and Kenny Rogers, this duet album has "winner" stamped all over it. Rogers and Ms. West bring that rare quality of magic to their vocals which surely will shoot them into the top ranks of country duet teams. This album and the title song, "Every Time Two Fools Collide," stand a tall chance of picking up a pile of honors in the coming year's various awards shows.



MICKEY NEWBURY — **His Eye Is On The Sparrow** — ABC/Hickory HA-44011 — **Producers: Ronnie Gant and Bobby Bare** — **List: 6.98**

A poet and pure disciple of lyrical imagery is Mickey Newbury. Almost secondary to his masterful songwriting, Newbury's voice is second to none in its clarity, husky strength and expressive range. This album is superb, and each song is representative of the finest writing on the musical market today. "His Eye Is On The Sparrow" is the only tune not written by Newbury. Radio programmers can take their pick here because there is not a bad choice for either AM or FM playlists.



JIMMY BUFFETT — **Son Of A Son Of A Sailor** — ABC AA-1046 — **Producer: Norbert Putnam** — **List: 7.98**

To begin with, a tremendous amount of creative energy by Jimmy Buffett and associates has been channelled into his new album jacket — the most comprehensive, attractive cover seen in a great while. And the sunburnt, salt-sprayed music on the inside reflects that same care and creativity. Buffett's slightly bent mind simmers at its own speed, and his songwriting perceptions take the back roads into a world of colorful characters and wacky observations on the state of American culture. All in all, a brilliant album by a truly talented artist.



EDDIE RABBITT — **Variations** — Elektra/Asylum 6E-127 — **Producer: David Malloy** — **List: 7.98**

Eddie Rabbitt has an extra plus going for him because he and co-writer Even Stevens consistently produce quality country-pop songs. And Rabbitt's vocals improve with each new release. This album is interesting in the respect that Rabbitt has recorded "Kentucky Rain" for the first time (a Rabbitt-penned song which was a 1970 hit for Elvis Presley), and he has included a warm tribute to his Irish heritage. Rabbitt's father also plays fiddle on "Song Of Ireland." Rabbitt's current single, "Heart's On Fire," leads off the record.



FREDDIE HART — **Only You** — Capitol ST-11724 — **Producer: Steve Stone** — **List: 6.98**

Freddie Hart sings for lovers on his new album. Recorded in Hollywood, Ca., this record carries a somewhat more pop flavor than Hart fans may be accustomed to. But rest assured, Hart is a dyed-in-the-wool country singer who puts his heart and soul into a lyric. There is a strong supply of AM country material here. "So Good, So Rare, So Fine," "And Then Some" and the classic "Only You" round out a fine album.



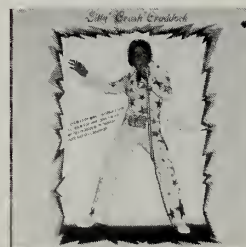
STELLA PARTON — **Elektra/Asylum 6E-126** — **Producers: Jim and David Malloy** — **List: 7.98**

For sure, Stella Parton can stand on her own without any help from sister Dolly. Her confidence has visibly grown on each record, and Stella can work effectively with any kind of material. However, Dolly and her whole family contributed their help on the hand-clapping "Down To Earth." But all that is only icing on the cake for this well-produced album. "Wishing Well" and "Four Little Letters" are also excellent cuts.



JERRY REED — **Sweet Love Feelings** — RCA APL1-2764 — **Producers: Jerry Reed and Chip Young** — **List: 6.98**

Even though Jerry Reed has turned a great deal of his talent and energy to movies in the past couple of years, this album proves he can still pick and sing with the best when he sets his mind to the task at hand. Alternating between ballads and up-tempo, country rockers, Reed turns in a well-balanced package. "Reverend Joe Henry," "You Know What" (with daughter Seidina) and the beautiful "(I Love You) What Can I Say" highlight this album.



BILLY "CRASH" CRADDOCK — **Capitol ST-11758** — **Producer: Daie Morriss** — **List: 6.98**

On this first album for Capitol, Billy "Crash" Craddock offers up a mixed platter of ballads and rockabilly songs. Starting with his current single, "I Cheated On A Good Woman's Love," Craddock moves into "Jailhouse Rock" and keeps rocking for the whole first side of the album. Side two is reserved for the slower, moody ballads which "Crash" handles so well. He covers two or three well-known songs, but he adds his own touch, particularly on "Say You'll Stay Until Tomorrow."

Charlie

**IT IS WITH GREAT PRIDE
THAT UNITED ARTISTS RECORDS
ANNOUNCES ITS FIRST
CHARLIE RICH RELEASE.**



**"PUTTIN' IN OVERTIME AT HOME."
THE SINGLE FROM THE FORTHCOMING ALBUM,
"I STILL BELIEVE IN LOVE."
THE FIRST CHARLIE RICH MUSIC
ON UNITED ARTISTS RECORDS.**



PRODUCED BY LARRY BUTLER

Unknown Writer Don Schlitz Comes Up A Winner With 'The Gambler'

by Bob Campbell

NASHVILLE — Within 17 days, "The Gambler," an unknown song by writer Don Schlitz, has leaped into the spotlight with three cover releases and a cut on Bobby Bare's first CBS album.

Although Schlitz has lived here five years, "The Gambler" is the first song he has written which has been recorded and released. Recently, seven artists have recorded the song.

Gusto Records released Charlie Tango's version March 10. Schlitz followed on March 16 with his version on the Crazy Mama's Label. And for his first release on Mercury Records, Hugh Moffitt's version shipped March 23. "Bare," including "The Gambler," shipped March 27. This album is Bare's first release since he moved from RCA to CBS.

In the can waiting for a release date are versions by J.J. Cale (Shelter), Mac Wiseman (CMH) and Tennessee Pulleybone (negotiating for record contract and formerly with RCA).

Philosophic Story

Published under Writers Night Music (ASCAP), "The Gambler" tells a philosophical story through the eyes of a roving gambler. The chorus of the song uses

gambling logic as a metaphor for approaching the problems of life:

You got to know when to hold 'em . . . know when to fold 'em/know when to walk away . . . know when to run/and you never count your money while sitting at the table/there'll be time enough for countin' when the dealing is done.

A soft-spoken unassuming man, Schlitz said the death of his father inspired the song.

Father's Inspiration

"There is a long story behind this song," said Schlitz, a native of Durham, N.C. "My father had died the previous spring (Schlitz wrote "The Gambler" in August, 1976), and he was the most incredible man I have ever known. I can't say enough good things about him. After that happened I wasn't writing much, but all at once the song came pouring out of me and I guess in a way the gambler represented my father. Writing that was almost like automatic typing. I wrote almost the whole song in about 10 minutes. But it took another six weeks to get the last verse right."

Schlitz added, "It has taken five years to get to this point, but now I am getting more interest in my other songs."

Country Stars Of Yester Year Shine

(continued from page 43)

Wells, Ernest Tubb, Roy Acuff, Webb Pierce, Minnie Pearl, and includes the only color footage ever taken of the late Jim Reeves.

25 years ago, Grand Ole Opry membership was vital to the careers of country artists, so this footage represents the cream of country performances during the early and middle '50s. A lack of pretense and a sense of enjoyment for what they were doing is the singular impression of these film clips. It was a simpler time, and the aura of these Grand Ole Opry performances serves as an accurate reflection of this blossoming period in the history of country music.

The early color footage and sound were bright and clear because of some unusual technical work. The original footage was shot in standard-screen film, but it has been converted here to wide-screen Panavision which has never been done before for a feature length film. In addition, the sound track has been re-cut so that both monaural and four-track stereo prints were produced.

A special feature of this film, which should open in movie houses in the near future, is a mixture of old and new performances by many of these country stars. A special filmed concert was held here last summer which brought many of the old artists back together for the first time in years. In "That's Country," some segments include old and new footage juxtaposed together in which an artist sings the same song — only 25 years apart.

More than 70 songs are included in this Canadian-produced film. Highlights are Jim Reeves's "Bimbo," "Making Believe" by Kitty Wells, "Walking The Floor Over You" by Ernest Tubb and "Maybellene" by Marty Robbins. Directed by Clarke Da Prato, "That's Country" also shows a rare film clip of George D. Hay, the founding father of The Grand Ole Opry.

Other performers featured in the hour and 50-minute film are Ferlin Husky, Faron Young, Bill Monroe And The Blue Grass Boys, Grandpa Jones, The Wilburn Brothers, June Carter, Red Sovine, Carl Smith, "Little" Jimmy Dickens, "The Drifting Cowboys" and Floyd Cramer.

The Country Column

Playboy artist **Mickey Gilley** has had a busy month . . . after headlining the Houston Rodeo in the Astrodome with **Crystal Gayle**, Gilley completed dates in the midwest, then flew on to Canada for more personal appearances. The recording studio Gilley built adjacent to his club was utilized recently by **Merle Haggard**. Haggard recorded his March 9 concert at Gilley's Club and then went next door to the studio after the show and worked on more tapes until 5 a.m.

Phonogram/Mercury's **Johnny Rodriguez** has been inked in for a guest appearance at the 11th Annual Fan Club Organization Show June 7 during Fan Fair Week in Nashville. Other featured performers already announced include the **Oak Ridge Bosy**, **Loretta Lynn**, **Kenny Dale** and **George Kent**.



Mickey Gilley

Larry Gatlin is winging his way to Europe for appearances at country music festivals being held in Sweden and Wembley, England. While in London, the Monument artist hopes to spend a little time in the studio with producer **Fred Foster**.

Also in Europe this month is ABC's **Tommy Overstreet**, headlining concerts in Germany, Italy and Spain. This marks his eighth European trip.

Ladies' Home Journal was so pleased with its March fashion layout spotlighting **Crystal Gayle** that she is being included in its special "Guide to the '78 Woman" issue due out on newsstands the end of May. Also in the works is an April cover story on Crystal by People Magazine. In-between, the United Artists recording star will make a rare New York club appearance April 11-12 at the Bottom Line.

Six **Glen Campbell** specials have been added to the series of programs recently acquired by International Home Entertainment, Inc. for exclusive airing on cable television systems. Other shows already purchased feature **Charlie Rich**, **Anne Murray** and **Charley Pride**.

"The Gambler" will be **Hugh Moffatt's** first release on Mercury Records. The newly-signed artist is the brother of Columbia's **Katy Moffatt**.

Talk about inflation! Monument's **Tommy Cash** won a lottery recently at his local food store and found his grand prize was — 75¢ in cash!

Congratulations to Mercury recording artist **Lawanda Lindsey** and her husband **Billy Smith**. They are the proud parents of a son, **Trevor Shane**, born March 4.

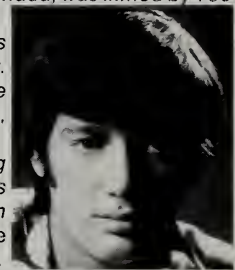
When does **Freddy Fender** ever sleep? During the first week of March, the ABC artist made appearances on "The Tonight Show" with **Bill Cosby**, "The Jim Nabors Show," "The Rock 'n' Roll Sports Classic" and "Dinah." He then sold out both nights at the Palomino Club and made a number of personal visits to L.A. area radio stations.

MCA singer **Conway Twitty's** February concert in Edmonton, Canada, was filmed by Tee Vee Records for an upcoming television special.

The **Statler Brothers** have been breaking attendance and sales records everywhere they play during their current 1978 tour. Tickets for the Mercury recording artists' April 8 concert in the 7000-seat Louisville Garden were completely sold out in 12 days, the fastest country advance sale in the auditorium's history.

Ronnie McDowell, who gathered a million-seller with "The King Is Gone," a tribute to the late **Elvis Presley**, has just finished his latest single on Scorpion Records and is winding up work on an album due out in early April. McDowell's single is titled "Here Comes The Reason I Live," and was penned for him by Ben Peters.

Nashville's Soundshop producer **Byron Warner** will make his cinema debut co-starring with **Jerry Reed** in a forthcoming film called "Good Ole Boys." Warner will play the part of **Billy Brisco**, "Nashville's biggest music publisher," while Reed portrays a struggling songwriter-musician.



Ronnie McDowell

kip kirby



Durham

Canady

WSM Announces Mgmt. Promotions

NASHVILLE — Two promotions have been announced by WSM, Inc. naming Grand Ole Opry manager Hal Durham as WSM vice president and general manager for the Opry, and Ray Canady, director of marketing for Opryland U.S.A. and the Grand Ole Opry, as second vice president with WSM.

"These two promotions are justified recognition for these two men and their role in the continuing popularity of Opryland U.S.A. and the Grand Ole Opry," said WSM president "Bud" Wendell. "Hal has been with WSM for 14 years and is an expert in our broadcasting and programming operations. And Ray has been directing our marketing effort since the very early days of the park."

Durham joined WSM in 1964 as a staff announcer for the radio station and worked in several positions in announcing and program management before becoming manager of the Grand Ole Opry in 1974. He had previously worked with WATE in Knoxville, WSB in Atlanta and WBMC in McMinnville in staff announcing and program management.

Canady has been with WSM since 1972. He joined the company as marketing director for Opryland U.S.A. entertainment park and later expanded those duties to include the Grand Ole Opry. He was formerly vice president of Fitzgerald Advertising in New Orleans and, prior to that, worked as director of consumer advertising at Reynolds Metals Company in Richmond, Va.

Both Durham and Canady will continue their respective positions as Grand Ole Opry general manager and director of marketing for Opryland and the Grand Ole Opry while serving in their newly appointed posts with WSM, Inc.



COUNTRY SHOW TAPED IN MICHIGAN — Hosted by United Artists' **Kenny Rogers** and **Dottie West**, over 100 country entertainers appeared recently on "The World's Largest Indoor Country Music Show" in Pontiac, Mich., which was taped for an NBC Television Special to be aired April 5. Over 58,000 people attended this show at The Silverdome. Pictured above are (l-r): **Duane Allen** and **Joe Bonsall** of The Oak Ridge Boys; **Ms. West**; **Rogers**; and **Bill Gordon** and **Richard Sterban** of the Oak Ridge Boys. **Kenny Rogers's** latest album "Ten Years Of Gold" is currently #2 on the **Cash Box** Country Album chart.



Ernie Woolsey

Ninth Annual Country Radio Seminar Held In Nashville Termed A Success

(continued from page 43)

the transmitter at the same time. This system will eliminate DJ worries about the transmitter and is capable of carrying messages to a DJ on schedule. According to Small, the Telesis can remind the DJ to renew his FCC license, and can self-correct nearly any problem concerned with transmitting.

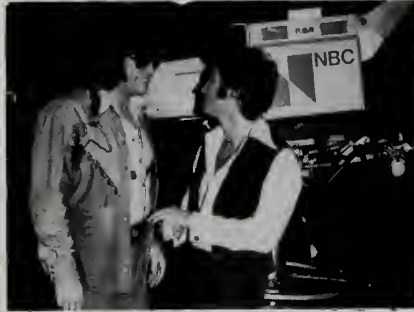
Questionnaires

Questionnaires on the effectiveness of each session were passed out and collected for evaluation. All data will be taken into consideration by the agenda committee for next year's seminar. The Country Radio Seminar, a non-profit organization, also reported that receipts for the 1978 seminar were 30 percent above the previous year's. After operating costs, revenue from the seminar is used for college scholarships in the field of mass communications. Currently the seminar has several students attending colleges and universities under its scholarship program.

The annual "New Faces Show," which signals the end of the seminar, was attended by over 600 music industry figures. The show features new talent who are generally unknown by broadcasting personnel. This year's lineup included CBS's Janie Fricke, Elektra/Asylum's Vern Gosdin, Warner Brothers' Con Hunley, Con Brio's Don King, RCA's Zella Lehr, Scorpion's Ronnie McDowell, Door Knob's Peggy Sue, MCA's Kenny Starr and Capitol's Gene Watson.

Preliminary plans are already underway for the 1979 seminar, scheduled for next March. Bob Young, operations manager of KIKK in Houston, Tex., has been elected agenda chairman, and Roy Wunsch,

promotion and sales, Epic and Associated Labels, Nashville, has been elected record industry committee chairman for next year's seminar.



MIDNIGHT MILSAP — RCA recording artist Ronnie Milsap recently hosted NBC-TV's "Midnight Special." On the show Milsap sang a duet with fellow country artist Larry Gatlin. Pictured above are (l-r): Milsap and Gatlin.

EMI And Tree Sign

NASHVILLE — Tree International has signed an agreement for worldwide representation with EMI in London, England, according to Jack Stapp, chairman and chief executive officer of Tree International.

The agreement links the Tree International complex with EMI for foreign representation of the Tree catalog around the world. Since the formation of Tree International, the company has maintained its own affiliated offices in foreign countries. Under the new representation agreement, which will become effective July 1, EMI will represent Tree in almost every country of the world including the U.S.S.R.

Tanya Tucker Joins In Seal Clubbing Protest

LOS ANGELES — MCA recording artist Tanya Tucker has joined the Animal Protection Institute (API) in its drive to halt the Canadian seal hunts by charging that the Canadian government is trying to mislead the international press and public into believing that the seal clubbing protests have lost their punch.

Tucker, an honorary national chairperson of the drive to enlist young people in the Save The Seals Campaign, flew to Canada's Magdalen Islands recently to participate in the protests.

"They were making it impossible for me and almost everyone to get into the hunting areas to see what actually is happening," she said. "The film team with us was told they'd be jailed if they went out onto the ice. They used threats of jail, impounding helicopters and creating preposterous costs for animal rights groups as a way of heading off the protest. And they're not fooling anybody except maybe the reporters who listen to them."

As part of her vocal protest, Tucker has recorded a new song about the seal clubbing entitled "Save Me," which she will sing on "The First Annual Rock & Roll Sports Classic" special on NBC on May 5.

"The idea seems to be," said Tanya, "for the Canadian government to restrict the API who are there as peaceful persuaders and to block off the Greenpeace people who are trying to actively intervene between the clubber and the seal; to keep everybody as out of sight as possible so they can say to reporters, 'Look how peaceful it is.'"

Woolsey Named To Country Post

NASHVILLE — Ernie Woolsey has been named national country promotion director for ABC Records' Nashville operation.

"We are pleased to have a person of such extensive experience and credibility for this position, ABC Nashville president Jim Fogelberg said. "Ernie brings with him not only familiarity with our artists and product, but also quite a bit of savvy and ingenuity."

Woolsey's career in the record business includes stints with the promo departments of the Decca and WEA labels. He served as southwest regional pop promotion man for ABC prior to joining the ABC country operation initially as promotion director in 1972. He left ABC in 1975 to direct promotion for 20th Century Records, but returned at ABC in 1977.

In his new position, Woolsey said he plans to expand the audiences of several ABC artists. "We feel we have several acts with very broad potential," he explained. "During the coming year we're going to push these acts in all directions while strengthening their position in the country market."



Rick Jacques

Born and raised in Nashville, Tennessee, at the encouragement of friends in the entertainment industry, Rick has become serious about his music and his first record release, on the Caprice Label features two of the many songs he has written.

Caprice Records

FIRST RELEASE

SONGMAN

CA-2046

I first heard Rick Jacques sing on a tape, and I remembered thinking that he has a strong, appealing and magnetic voice. As a writer and as a singer-performer, I think he has a bright future. Now two new songs written by Rick are on his first record; I hope you enjoy his talent the way I do. Good Luck, Rick!

Ronnie Milsap

Rick is one of my closest friends and I feel his future as a writer and recording artist is unlimited. His first release is excellent and I wish him all the success he so richly deserves.

Sonny James

This is a remarkable first performance. I think we'll hear a lot from Rick Jacques

Danny Davis

For Promotional Copies
DON HOWSER/CHARLIE DICK
(800) 251-1618

COUNTRY RADIO

THE COUNTRY MIKE

For those of you who missed the Country Radio Seminar last week — it was probably the biggest and best organized seminar to date. One of the most interesting sessions was entitled "What You Are Now Is Where You Were Then." This session featured a videotape presentation by a professor from Denver discussing at what point an individual's permanent values are formed. Another excellent session featured **Bill Engle** from Arbitron and **Peter Roslow** from Pulse. They explained how they compiled their surveys, with a question and answer session afterward. Other highlights of the CRS included the Friday night rap room session and Saturday night's New Faces Banquet And Show. Needless to say, the seminar was very enlightening and those of you who missed it this year should put it on your calendar for next year as an important event.



Harry Newman

We have more information this week on that new country station in the Atlanta market. WXAP has been a jazz gospel station for the past several years, and will be changing to country on April 3. The former music director has left the station, and the new PD will be **Dan Dunnigan**, formerly at WYZE/Atlanta and XERB/Los Angeles. The country lineup at the station looks like this: **Jay Beatie** 6-10; **Dan Dunnigan** 10-3; and **Jonathan Stone** 3-7. The station is currently daytime only. If you need music information, call Dunnigan at 404-875-7777.

JOCK PROFILE . . . The man who claims to be "the most heard jock in the world" is alive and well working in Los Angeles at KLAC.

Harry Newman, who jocks the 3-7 time slot, also has a daily radio show on Armed Forces Radio. In addition, Newman is heard on Filmways Radio's syndicated "Country Format" for automated stations and Filmways' "Country Concert" series. Newman is also a very active candidate for most of the radio and television voice-over commercials produced in the Los Angeles area. He began his radio career in New Orleans in 1957. After a stint in the service, Newman worked all over the country at rock and jazz stations. In 1967, he went to KBBQ/Burbank to work as a country jock. Newman started at Metromedia's KLAC in 1970.

Here's the new lineup at KVOO/Tulsa: **Jack Fox** 5-9 a.m.; **MD Billy Parker** moves from the all-night slot to a 9-noon slot; **Garry Kemp** noon-3; **PD Jay Jones** 3-6; **Larry Smith** 6-11; and **Dick Buchanan** 11-5 a.m.

WIRE/Indianapolis recently raised almost \$500 for Muscular Dystrophy by taking bids on who would get to hit WIRE jock **Ken Speck** in the face with a pie. Speaking of WIRE, earlier this year, the station held its own Country Music Awards Show, complete with artist acceptance speeches, background noises and audience applause. The show was held in the theatre of the mind, but so many listeners thought it was real, that they called in and asked where the show was taking place. It was an excellent program and WIRE plans to do it again next year.

WGYV/Greenville, Alabama has just changed from MOR to a country format and would like to improve its record service. **Leland Tracy** is the MD and he can be contacted at (205) 382-5459. Send records to: WGYV, P.O. Box 585, 36037.

Steve Haage, MD at WHUM/Redding, Pennsylvania, is in the same trouble. He needs better record service from most of the major labels. Send the product to: Metro Berk Broadcast Center, P.O. Box 1657, 19603.

Johnnie Jobe, MD and pm jock at WSHO/New Orleans, was on the "Hee Haw" show last week as a winner of the CMA's Country Music Month promotion last October.

The new PD at WGMA/Hollywood, Florida is **Ed Couzens**, who is also the morning jock. **Chris Shawn** is the new MD, and **Ray Flynn** is the new 7-midnight jock. Shawn will take music calls from 9-2:30 p.m., Monday through Friday.

KENR/Houston may be instrumental in getting the Houston police chief to allow his police officers to wear cowboy boots. Recently the chief cracked down on the officers wearing boots, so KENR got into the act and took a survey of its listeners' opinions on the subject. The vote was an overwhelming 94% in favor of allowing boots. The chief says they'll "take another look at this situation."

WVOJ/Jacksonville is looking for an afternoon jock since **Larry Nobels** has left the station to jock at WMC/Memphis.

Applications for booths at the 1978 Fan Fare Convention are pouring into the CMA office already. There is limited booth space this year so if you want one here's the person to contact: **Cindy Rose**, Fan Fare Coordinator, 7 Music Circle North, Nashville, Tennessee 37203, or call (615) 244-2840.

That's all the good news from Music City U.S.A.

country mike



DALE AT THE PALOMINO — Capitol country recording artist **Kenny Dale** recently played the Palomino Club in North Hollywood in support of his "Red Hot Memory" album. Pictured backstage (l-r) are: **T.R. "Tom" Drummond**, Dale's manager; **Rupert Perry**, vice president of A&R, Capitol; **Dale**; **Ed Keeley**, national country promotion manager; **Don Zimmermann**, president and chief operating officer; and **Vince Cosgrave**, director of country A&R marketing.

MOST ADDED COUNTRY SINGLES

- GEORGIA ON MY MIND — WILLIE NELSON — COLUMBIA**
WKDA, KHAK, WDAF, WWOK, WWVA, KFDI, WHN, WUNI, KRAK, KGBS, KCKC, WSHO, KRMD, WPLO, WCMS, KGA, WINN, WNRS, KSON.
- UNCHAINED MELODY/SOFTLY AS I LEAVE YOU — ELVIS PRESLEY — RCA**
KVOO, KXOL, WTSO, KKYX, WSHO, WSLC, WCMS, KGA, KJJJ, WIRE, WVOJ, KYNN, KLAJ, KD JW, WNRS, WL OL, KSSS.
- DO YOU KNOW YOU ARE MY SUNSHINE — THE STATLER BROTHERS — MERCURY**
KCKN, WSDS, WXOX, WDEE, KCUB, WUNI, WJJD, KRMD, WUBE, WMC, WINN, WMNI, KSSS, KHEY, KNUZ, KXLR.
- THIS IS THE LOVE — SONNY JAMES — COLUMBIA**
WSDS, KHAK, WXOX, WWVA, KCUB, WUNI, WTSO, KGBS, KRMD, WAME, KYNN, KUZJ, KLAJ, WMNI, KLAC.
- THE POWER OF POSITIVE DRINKIN' — MICKEY GILLEY — PLAYBOY**
WIL, WSDS, KWMT, WXOX, WDEE, WUNI, KWJJ, WMC, KERE, KSSS, KNUZ, KLAC, KXLR.
- NOW YOU SEE 'EM, NOW YOU DON'T — ROY HEAD — ABC**
KXOL, WPNX, KFTN, KENR, KIKK, WCMS, WIRE, WVOJ, KERE, KLAJ, KD JW, WNRS, KSON.
- BORN TO BE WITH YOU — SANDY POSEY — WARNER BROS.**
KHAK, WAXX, KWMT, WWOK, WXOX, WWVA, KWJJ, KIKK, WAME, WPIK, KJJJ.
- LAY DOWN SALLY — ERIC CLAPTON — RSO**
KAHK, WWOK, WXOX, WWVA, WJJD, KMPS, WSHO, WHOO, WINN, WVOJ, WMAQ.
- FOUR LITTLE LETTERS — STELLA PARTON — ELEKTRA**
WKDA, KVOO, WWVA, KEBC, WTSO, WBAP, KRAK, KIKK, KGA, KJJJ, WVOJ.
- SLOW AND EASY — RANDY BARLOW — REPUBLIC**
WKDA, WAXX, KFDI, WPNX, KEBC, WTSO, KKYX, KRMD, WSLC, WCMS, WL OL.

MOST ACTIVE COUNTRY SINGLES

- IT'S ALL WRONG, BUT IT'S ALL RIGHT — DOLLY PARTON — RCA**
KSON 44-36, WYDE 34-25, KSSS ex-23, WL OL 34-28, KNEW 37-31, WMNI ex-39, KD JW 41-30, KLAJ ex-29, KUZJ 37-32, KYNN ex-27, WIRE ex-35, KJJJ 39-34, WINN 19-12, WPIK 40-34, KGA ex-29, WAME ex-28, WHOO ex-36, WPLO 28-19, WUBE 36-28, WWOL 32-22, KRMD ex-32, KIKK 36-24, KLAC 49-41, KGBS 36-27, KRAK ex-44, WBAP 41-31, KWJJ ex-39, KMPS ex-27, KENR 35-18, WTSO 36-23, KCUB ex-39, KFDI ex-50, WWVA ex-31, WWOK 21-12, WDAF ex-19, KWMT ex-33, KCKN 29-11, WAXX ex-36.
- SHE CAN PUT HER SHOES UNDER MY BED (ANYTIME) — JOHNNY DUNCAN — COLUMBIA**
KNEW ex-38, KD JW 49-40, KLAJ ex-37, WBAM 34-29, KYNN 29-21, WSLR 40-35, KJJJ 37-31, WPIK 27-18, WMC ex-27, KGA ex-30, WCMS 39-25, WUBE 28-21, WWOL 38-31, KRMD 38-33, KIKK ex-38, WSHO 17-12, KKYX ex-40, KLAC 53-43, KAYO ex-27, KGBS 35-26, WBAP 37-27, KWJJ ex-40, KMPS ex-29, KENR 39-30, KFTN ex-34, WPNX ex-40, KFDI 50-40, WWVA ex-40, KWMT 39-31, WAXX ex-38, KHAK 40-30, WSDS 43-34.
- HEARTS ON FIRE — EDDIE RABBITT — ELEKTRA**
KNUZ 21-7, KSON 18-9, KSSS 14-9, WL OL 13-7, KNEW 19-12, WMNI 26-18, WNRS 28-22, KUZJ 25-20, KYNN 10-5, WIRE 25-19, KJJJ 25-19, KGA 15-10, WCMS 34-24, WHK 32-20, WUBE 19-14, KRAK 26-20, WBAP 16-7, KWJJ 17-12, KENR 16-7, WHN 22-16, WPNX 21-14, KCUB 22-13, KFDI 25-17, KXLR 11-5, WWVA 13-5, WWOK 18-13, WDAF 22-11, KWMT 18-10, WAXX 17-11, WSDS 18-13, KCKN 14-7.
- MAYBE BABY — SUSIE ALLANSON — WARNER/CURB**
KSON 26-21, WYDE 32-22, WL OL 33-25, KNEW ex-40, KD JW 29-19, KLAJ 28-19, KYNN 35-22, WSLR ex-38, WIRE ex-40, KJJJ ex-40, WPIK 33-20, KGA 30-25, WCMS 38-28, WUBE 40-33, WWOL 36-26, KRMD ex-30, KOYN 27-15, KLAC 47-39, KGBS 30-20, KRAK ex-49, KWJJ ex-36, KMPS ex-26, WKDA ex-30, KCUB 37-23, KFDI 40-34, KXLR 32-21, WWVA 32-24, KWMT 37-29, WAXX ex-33, WSDS 30-18, KCKN ex-27.

WWVA To Broadcast Jamboree 'Star Quest'

WHEELING, W.V. — Jamboree U.S.A. is looking for tomorrow's country star in a 13-week competition scheduled to begin April 1. F. Glenn Reeves, executive producer of Jamboree U.S.A., says the contestants will compete during a live show over 50,000 watt WWVA radio every Saturday night immediately following Jamboree U.S.A.

"We have been overwhelmed with the tremendous quality of tapes we have received from aspiring entertainers," Reeves explains. "We felt that by combining the 45 years of live country music tradition of Jamboree U.S.A. with our powerful 50,000 watt WWVA radio signal, we can offer the country audience a sneak preview of tomorrow's great attractions, today."

The winner will appear on Jamboree In The Hills '78, the country music festival scheduled July 15-16 with some of the top

stars in country music.

"The 'Star Quest' winner will also receive a recording session and a personal appearance contract on Jamboree U.S.A.," adds Reeves.



COUNTRY CORN — Roy Clark (l) is pictured above with country radio personality **Johnnie Jobe** in the cornfield set during a recent filming of the television program "Hee Haw."

Grammy Award Winner
1976-1977

"PIG"



PIG IN A POKE

A new album from the Country Instrumentalist of the Year.
He can tell a story with the touch of a keyboard.
Hargus "Pig" Robbins. On Elektra records and tapes.

Produced by Hargus "Pig" Robbins

Elektra/Asylum Country. We deliver, always have.

COIN MACHINE

The Road Salesman: Key Link Between Operator & Distrib

by Frank Manners

CHICAGO — The road salesman — one of the most common, most ambivalent and most neglected members of the coin machine industry — is often the only contact an operator has with his distributor. What's it like to be a road salesman?

Like a boy scout, the salesman first must be prepared. Before he even goes on the road, he does his homework. He spreads out a map and plots customer appointments for maximum coverage. Then he arms himself with brochures, price lists, and account sheets. His dictum — Know your customer, know your equipment.

Anywhere from 5 a.m. to 8 a.m., he saddles his company car and hits the super highways. If he misses the operator in the morning, he misses him for the whole day. Once an operator starts his rounds, you need a four-star bloodhound to find him. Most appointments take place in the op's office, but it is not uncommon for a salesman to meet him at a local tavern. One fast stepping operator told a salesman if he wanted to talk, to get in the car, and the salesman delivered his spiel while spending the day on the route.

Appointments in the operator's office can be harrowing for a salesman, especially on his introductory visit. One operator likes to test the neophyte's endurance and strength of character by making him fidget two hours in his waiting room and then sending him away with no sale. The relationship between an operator and salesman usually, but not always, progresses from this initial indifference to acceptance and sometimes friendship. A salesman notices certain signs that denote this acceptance — for example, if the operator allows him to enter the sanctum sanctorum of his cash counting room. One operator may be cordial to a salesman, but unless he invites him to dine on his boat, he does not embrace him as an equal.

Once the salesman gets an audience, he has one primary objective — to sell. The bargaining is more intensive on the road. At

home, the operator calls you and hence is receptive to a sale, but in his own fair he adopts a "convince me" attitude. Each salesman has his own concept of how to sell. The glad hand hustler puts on a smile, says, "Hello, how are you, give me an order, farewell, good-bye." Minimal interaction. In and out. On the other hand, Atilla The Hun radiates aggression. He gets the sale, gets the money and gets a black eye. He will unscrupulously telephone you at 3 a.m. to collect a past due bill. The customer may yield to his pressure once or twice, but gingerly avoids future contretemps. Sir Lunchalot the elbow bender operates conversely. He lavishly wines and dines the customer, weakening his resistance through a convivial ambience. Who can say no in the midst of a good meal.

These types fall short of the platonic ideal, the model salesman. His most important characteristic — honesty. Ask any salesman. If he promises the customer that

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Georgia Legislature Passes Freeplay Bill

MACON, GA. — In early March, a bill to decriminalize free plays on pinball machines in the state of Georgia had passed both the house (150 to 1) and the senate (36 to 9) and was awaiting the governor's signature.

The bill was initially introduced by representatives Tom Taggart and Bobby Hill of Savannah, in behalf of the Georgia Amusement and Music Operators Assn., whose entire membership had vigorously campaigned for passage.

Announcing the bill's passage, GAMOA's secretary Lee Martin acknowledged the efforts of association members who solicited the support of their respective legislators and the individual contributions of George Iocovozzi, who worked very hard in the campaign, and Rufus King, Washington attorney representing D. Gottlieb & Co., who provided extensive documentary material.

Williams Electronics Introduces New 'Lucky Seven' Solid-State Pingame

CHICAGO — Currently in full production at the Williams Electronics, Inc. factory is the firm's newly introduced solid-state pinball machine called "Lucky Seven." An innovative feature of the machine which distinguishes it from any other pingame on the market, according to Williams, is the high scoring lineup of three colorful spinning reel symbols on the playfield. The reel symbols provide scoring opportunities of up to 30,000 points as well as double bonus, extra ball and special.

The Lucky Seven playfield has numerous other distinctive scoring features to attract player interest. There are four top rollovers, a right spinner lane and left and right drop targets. Also, three center targets which activate the reel symbols, two left advance targets to advance score by 1,000 points and left and right bottom rollovers to advance bonus, score 1,000 and light the spinning lane for 100 points.

"The exciting playfield features, highlighted by the reel symbols, create a lot of action as well as play and replay opportunities," stated Williams' president Michael Stroll. "Combined with the colorful backglass and playfield, 'Lucky Seven' will spark high player participation everywhere. Our test reports reveal that the game will produce very big returns."

Williams' recommended pricing for Lucky Seven is 25 cents, three-ball play.



'Lucky Seven'

The new machine is the factory's second solid-state pingame. "Hot Tip" marked the company's debut in the solid-state arena and this initial model, as Stroll pointed out, was very successfully received by the trade.

Operators are invited to view the new machine which is currently on display in Williams' distributor showrooms across the country.



Television cameras roll during the finals of the first annual Maryland 8-Ball Tournament.

Winners Announced In First Annual Maryland Coin-Op 8-Ball Tournament

BALTIMORE — Tom Vanover of Baltimore was the Class "A" Division winner of the first annual Maryland coin-operated 8-Ball Tournament, which concluded Jan. 8 at the downtown Hilton Hotel here. The U.S. Billiards-sanctioned event was sponsored by the Maryland Coin Operators Pool Table group under the direction of Sefco Distributing Co., Inc.

The tournament attracted widespread media attention in the Baltimore area. Television stations WBAL and WMAR covered the finals along with the Baltimore Sun and News American newspapers.

According to Mark McCleskey, Sefco district sales manager and tournament chairman, "We have proven to the Maryland operators that tournaments can

be promoted successfully with minimal cost. Locations reported that on tournament nights overall business was up 75 to 150 percent."

Three finalists qualified from each of the 56 participating locations. Cash prizes were awarded totaling \$2400, in addition to 448 two-piece Hustler cue sticks with carrying case.

Murray Rosenthal of Pasadena won the Class "C" Division honors.

The participating operator companies included: Rossville Vending, Madison Vending, Cadillac Amusement, Columbia Vending, United Automatic Sales, Downes Music Co., V&V Vending, Todd Amusement and Cigarette, Executive Vending Co. and Ridenour Coin.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 UNCHAINED MELODY/SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCA PB-11212)
- 2 COUNT ON ME JEFFERSON STARSHIP (Grunt JH-11196)
- 3 MOVIN' OUT BILLY JOEL (Columbia 3-10708)
- 4 DO YOU BELIEVE IN MAGIC SHAUN CASSIDY (Warner Bros. 8533)
- 5 IMAGINARY LOVER ATLANTA RHYTHM SECTION (Polydor 14459)
- 6 WITH A LITTLE LUCK WINGS (Capitol 4559)
- 7 STRANDED IN A LIMOUSINE PAUL SIMON (Columbia 3-10711)
- 8 BALTIMORE RANDY NEWMAN (Warner Bros. 8550)
- 9 TWO OUT OF THREE AIN'T BAD MEAT LOAF (Epic 8-50513)
- 10 DEACON BLUES STEELY DAN (ABC 12353)

TOP NEW COUNTRY SINGLES

- 1 SHE CAN PUT HER SHOES UNDER MY BED ANYTIME JOHNNY DUNCAN (Columbia 3-10694)
- 2 IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON (RCA PB 11240)
- 3 IF YOU CAN TOUCH HER AT ALL WILLIE NELSON (RCA PB 11235)
- 4 DIVERS DO IT DEEPER DAVID ALLAN COE (Columbia 3-10701)
- 5 THIS IS THE LOVE SONNY JAMES (Columbia 3-10703)
- 6 DO YOU KNOW YOU ARE MY SUNSHINE THE STATLER BROS. (Mercury 55022)
- 7 UNCHAINED MELODY/SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCA PB-11212)
- 8 NO, NO, NO (I'D RATHER BE FREE) REX ALLEN JR. (Warner Bros. 8541)
- 9 GEORGIA ON MY MIND WILLIE NELSON (Columbia 3-10704)
- 10 BABY IT'S YOU JANIE FRICKE (Columbia 3-10695)

TOP NEW R&B SINGLES

- 1 ON BROADWAY GEORGE BENSON (Warner Bros. 8542)
- 2 OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century 2365)
- 3 DAN SWIT ME PATTI LABELLE (Epic 8-50510)
- 4 LOVELY NIGHT FOR DANCING BILL WITHERS (Columbia 3-10702)
- 5 EVERYBODY DANCE CHIC (Atlantic 3469)
- 6 SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy 819)
- 7 YOU ARE, YOU ARE CURTIS MAYFIELD (Curtom 0135)
- 8 I FEEL GOOD AL GREEN (Hi/Cream 78511)
- 9 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah 592)
- 10 HEY SENORITA WAR (MCA 40883)

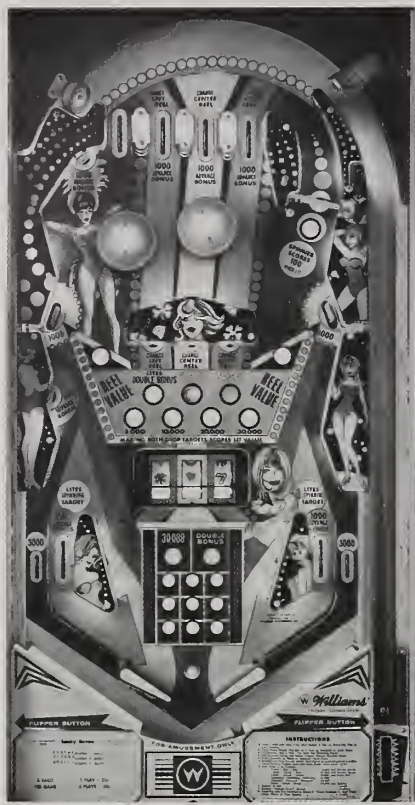
TOP NEW MOR SINGLES

- 1 NO ONE GAVE ME LOVE TOM JONES (Epic 8-50506)
- 2 I'VE NEVER BEEN TO ME MARY MACGREGOR (Ariola 7677)
- 3 THE LAST OF THE ROMANTICS ENGELBERT HUMPERDINCK (Epic 8-50526)
- 4 ONE LAST TIME AL MARTINO (Capitol 4551)
- 5 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS (Columbia 3-10693)

WILLIAMS® "LUCKY SEVEN"

THE NEWEST SOLID STATE 4 PLAYER





SOLID STATE "LUCKY SEVEN" - - - A Distinctive Pinball Experience From Williams

"Lucky Seven" is Williams Electronics' new, exciting, SOLID STATE four-player game with a super-designed playfield and action-packed features.

Pinball wizards and novices worldwide, young and old, quickly will discover the thrill of playing "Lucky Seven."

With a playfield that's a visual delight, "Lucky Seven" invites and entices player participation . . . top and bottom roll overs, drop advance targets, match center targets, spinning lanes, and more . . . "Lucky Seven" is the only game on the market to feature a lineup of three, colorful spinning Reel Symbols on the playfield.

Free-wheeling action, big scoring opportunities for bonus and double bonus points, extra ball and an industry-leading check system all are part of this great, new game from Williams.

We're With You Every Step Of The Way

The WILLIAMS Pledge . . .

Williams' tradition for excellence is built on 30-plus years of pinball design and manufacturing leadership. Williams games continue to be trend setters and are backed by the latest innovations in production, game design, testing and service training to assure reliability and high profits for operators.



Williams' manufacturing expertise and techniques are unparalleled. Williams continues to build each game from the ground up and the process has been honed to perfection through experience, ingenuity and the dedication and hard work of every Williams employee.

Quality control (left) of every part and component in a Williams game is guaranteed through use of sophisticated testing equipment and techniques by highly-skilled experts. Each part of the machine is double-checked to ensure every game leaving the factory is dependable and provides long, trouble-free use.

In addition to this quality manufacturing, Williams, through its special service repair schools, introduces distributors and operators to the latest methods in servicing any component of a pinball game. The program—designed to enable those in the field to perform quick and easy service—is another example of Williams' commitment to pinball excellence.



Williams
ELECTRONICS, INC.

3401 North California Avenue/Chicago, Illinois 60618
Cable Address: WILCOIN CHICAGO

Available For Immediate Delivery Through Your
Williams Distributor.

COIN MACHINE

Gottlieb Playfield Simulator Isolates Service Problems

CHICAGO — D. Gottlieb & Co. has announced a new Playboard Simulator (pictured below), which is currently available for delivery to the factory's network of distributors.

The Gottlieb Playboard Simulator is the "first generation of test equipment for Gottlieb electronic pinball games," according to the company, and it is capable of checking the entire electronic system in the solid-state pinball machines. Explaining the unit's function, the factory stressed that by isolating the playboard or the front door from the rest of the system any malfunction can, in turn, be isolated. The fixture can determine whether a problem exists in the electronic or the electrical-electromechanical section of the game.



'Playboard Simulator'

The simulator is compact and lightweight. It has a functional carrying handle, and is supplied a simple step by step instruction manual. Further information may be obtained by contacting the Gottlieb factory at 165 W. Lake Street in Northlake, Illinois 60164.

Bally Announces Record 1977 Sales, Earnings Results

CHICAGO — Bally Manufacturing Corp. posted its best earnings in 1977 on all-time high revenues. The company also reported record per share earnings.

Net earnings for the year ended Dec. 31, 1977 increased 59% to \$19.4 million, or \$1.62 per share, up from \$12.2 million, or \$1.04 per share, in 1976.

Revenues in 1977 were \$244.9 million, up 18% from \$207.2 million a year earlier.

Fourth quarter earnings increased 92% to a record \$5.53 million, or 45 cents per share, on 33% higher revenues of \$63.7 million.

All per share data have been adjusted to reflect the two-for-one stock distribution on Feb. 28, 1977, and 1976 figures have been restated to reflect a pooling of interests acquisition consummated in Nov. 1977.

President Comments

According to Bally president William T. O'Donnell, "The record results were achieved, moreover, while Bally was allocating considerable capital and management resources to the development of new products and activities which will be important to the future growth of Bally.

"For 1977," O'Donnell continued, "Bally experienced record revenues and earnings in its flipper pinball division where it achieved a dominant position in the industry by virtue of its highly successful introduction of electronic flipper pinball machines. Other Bally divisions, especially the slot machine and Aladdin's Castle divisions, also experienced excellent gains relative to year earlier levels.

"Most importantly," concluded O'Donnell, "the outlook for 1978 appears to reflect a continuation of the high level of business activity which Bally experienced in 1977."



Les Morgenstern

Mirco Appoints Les Morgenstern

PHOENIX — Les Morgenstern, formerly product manager for Motorola Semiconductor Group, has joined Mirco, Inc. as materials manager. He is a veteran of more than 18 years in the electronics field and, in his new position, will be responsible for purchasing, production control, material control and personnel supervision for Mirco.

Morgenstern was with Motorola for 11 years and during this period served in a variety of capacities including product manager, product marketer and engineering manager. Prior to this, he held positions at Westinghouse Molecular Electronics division in Baltimore and ITT Semiconductors and Intel Corporation of Palo Alto, California.

He is a graduate of Georgia Tech and holds a B.S. degree in physics. He also attended Arizona State University and participated in several training programs offered by Motorola.

The Road Salesman: Key Link Between Operators & Distrib

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he will correct his bill, issue him a credit, follow up on a parts order, and he fails, then the customer loses faith in him. The salesman first sells himself, proves his integrity in the eyes of a wary operator. Sometimes the customer will challenge him with requests such as: get me a part I've had on order for three weeks or have my logic boards repaired and returned in 24 hours. If the salesman succeeds, he lays the cornerstone of trust. And it requires many blocks to build a durable foundation. Honesty cannot be put on and pulled off like a clean shirt and tie.

Model Salesman

A corollary to selling yourself is selling your company and its good will. The model salesman demonstrates to the operator that his distributor offers the best equipment and services, that once the sale is made the operator will not be shunted into the outer darkness but will be treated considerably. Some salesmen tend to underestimate their country customers and neglect them, take advantage of them, because they are isolated in the boondocks. Many of these operators are highly diversified big businessmen, owning real estate, restaurants, and amusement parks; and even if he has nothing else going for him, the road salesman has to give the operator six points for home court advantage.

Whether the salesman sells or not, after his meetings he often suffers the post appointments lonely-in-a-strange-town-hotel-blues. Knows no one. Eats alone. You can only drink so much, see so many movies, or read so much of the Gideon Bible before boredom strikes. The situation

virtually throws him into the arms of the operator, his only acquaintance. At times, lasting friendships develop from this gloomy loneliness. The salesman will dine with the customer, but many will not tavern hop. Getting drunk and out of control in an unfamiliar bar invariably leads to trouble. Other salesmen combat the idleness and tedium by working. They analyze their previous contacts, write sales reports, and devise future strategies. One week out and they are homeward bound, already thinking about the next trip.

Some people envy the outside salesman, the freedom of the open road, the company car, and expense account. They overlook the long, lonely hours, nose-to-nose selling, and the feeling of being a stranger in a strange land. However, if the road man makes a sale or makes a friend, all's well.

Pinball Game Of Today Requires Skill, Not Luck

CHICAGO — The pinball machine of today requires skill more often than luck on the part of the player, according to Steve Kordek, director of design at Williams Electronics, Inc.

In a recent newspaper article, appearing in the Chicago Tribune, Kordek said, "What really makes a game tough is the degree of skill versus luck that it takes to win. Basically, games that were made 10 years ago were about 50-50. Today it's between 70 and 80 percent skill.

"Some people would like the games to be 100 percent skill," he added, "but you

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AMOA SEMINAR — The 6th annual AMOA Seminar was conducted by Notre Dame University March 3 and 4 at Chicago's O'Hare Hilton. The program was coordinated by Dr. Gerry Sequin of the university's faculty and individual sessions were led by faculty members Dr. John Malone, Dr. James F. Filgas and Dr. Chris Anderson. Each student received a certificate at the conclusion of the series. Pictured in the top row of photos are (l-r): Sequin; Mrs. Diana Krupp of Amuse-o-matic Inc., Fort Dodge, Iowa; Penny

Levin, attorney for Dream Machine, Inc., Boston, Mass.; AMOA president Don Van Brackel; and participants at one of the sessions. Shown in the bottom row of photos are (l-r): Van Brackel; Don Anderson of A&A Amusement Co., Inc., Portland, Ore.; Mr. and Mrs. John Stockdale of D&R Music & Vending, Bozeman, Mont.; Manley Lawson of Lawson Music Co., Winter Haven, Fla.; Joe Ringo of Wallace Distributing Co., Mineral Wells, Tex.; Sequin; Van Brackel; Dock Ringo of Wallace Distributing; and Anderson.

COIN MACHINE

CHICAGO CHATTER

The local IAAPA office has released a set of tentative dates — November 16-18 — for the association's 1978 Trade Show, which is being held at the Georgia World Congress Center in Atlanta. Bear in mind, however, that these are not definite, as yet.

A FULL CAMERA CREW from NBC-TV was at work for something like six hours at the Rock-Ola Mfg. Corp. plant, shooting extensive footage for viewing on an upcoming segment of the popular "Bubblegum Digest" television show. The object being to capture the various stages of production, assembly, testing, et al in the making of a jukebox — and this they did, concentrating their entire effort on the factory area. The multitude of colorful wires used in the interior of the jukebox, the sophisticated electronic test equipment recently developed by Rock-Ola, the rigorous final testing of each model and the various advance stages of production simply amazed the cameramen and the reporters as well. They were also very impressed by the units produced for the foreign market which contain full instructions spelled out in the various foreign languages. All of this was captured on film and will be scheduled for upcoming viewing on this very popular television show — and promises to be both enlightening and entertaining. Watch your TV listings for date and time.

OVERALL SALES ARE decidedly on the upswing at National Coin, as we learned from **Carl Schmitt**. Since mid-February the distrib has been experiencing a nice upsurge in business. Carl said the current NSM phonograph line has been very much in the spotlight and he anticipates this situation will continue to prevail since customers are showing more and more interest in these new models. The combination of approaching spring and vastly improved weather conditions make for a much brighter business forecast in the days to come.

SORRY TO LEARN of the death of **Marshall McKee**, founder of McKee Distg. in Portland, Oregon. McKee, who was in semi-retirement due to illness, died on March 11. Funeral services were held on March 15 and many coinbiz people from the midwest, as well as other areas of the country, were present to pay their respects. Marshall's son, Lon, has been managing the business. We extend our condolences to the McKee family.

ATTENTION PHONO OPS: "It's A Heartache" by **Bonnie Tyler** on RCA has "jukebox hit" written all over it, according to **Gus Tartol** of Singer One Stop For Ops. The record crosses all sound barriers, he said, and is a natural for just about every type of location, be it pop or country or what have you. Give it a listen.

1978 State Association Calendar

Mar. 31-Apr. 1: Music Operators of Michigan; annual conv.; Michigan Inn; Southfield, MI.

Apr. 7-9: Florida Amusement Merchandising Assn.; annual conv.; Marriott Olympic Villas; Orlando, FL.

April 14-16: Wisconsin Music Merchants Assn.; annual conv.; Playboy Club; Lake Geneva, WI.

May 19-21: New York Music & Amusement Assn.; annual conv.; Stevensville Country Club; Swan Lake, NY.

June 2-3: Ohio Music & Amusement Association; annual conv.; The Columbus Hilton Inn; Columbus, OH.

June 8-10: Music Operators of Texas; annual conv.; La Quinta Royale; Corpus Christi, TX.

June 16-18: Illinois Coin Machine Operators Assn.; annual conv.; Playboy Club; Lake Geneva, WI.

July 21-22: Montana Coin Machine Operators Assn.; annual conv.; Fairmont Hot Springs Resort, near Butte, MT.

Sept. 15-17: No. Carolina Coin Operators Assn.; annual conv.; Sheraton Center; Charlotte, NC.

Sept. 22-23: Amusement & Music Operators of Virginia; annual conv.; John Marshall Hotel; Richmond, VA.

Atari Marketing Its New 'Sky Raider' Single Player Video Jet Combat Game

SUNNYVALE — In "Sky Raider," the new single-player video game from Atari, the player becomes a combat pilot with full capability for controlling a jet and releasing missiles over a bombing run. Realistic steering controls allow for maneuverability of both the speed and direction of the aircraft as it attacks such targets as oil tanks, electrical towers, bridges, buildings and enemy aircraft.

For added challenge, some of the targets are more difficult to hit and points are determined accordingly, ranging from 350 points for hitting an electrical tower to 800 points for the enemy aircraft. High score is displayed on the screen to intensify player interest. Optional extended time can be set at two different levels for 60, 80, 100 or 120 seconds game time.

The game's cosmetics and cabinetry are striking and it offers three-dimensional visual effects as well as explosive and realistic sound accompanying play. It is constructed of Atari's Durastress tested solid-state system, for durability and long life on location. To prevent damage in transit, Sky Raider models are shipped in a new stress tested container.

Other features include the easy-access self-test switch, located inside the coin door, for simplified troubleshooting and checking of circuitry, switches and controls. The remost volume control is also located just inside the coin door for easy adjustment to the location's needs.

Atari distributors are currently displaying the new models.



'Sky Raider'

EASTERN FLASHES

Although the calendar tells us spring has officially arrived, the new season has not, as yet, brought with it any noticeable increase in business, judging from the opinions expressed by the various distribs we spoke with this past week. Things are a little slow and, as one distributor put it, there's little or no activity with used equipment. Part of the blame, as some stated, must be attributed to the wave of bad weather, but there's optimism that the situation will reverse itself as the new season progresses.

WURLITZER'S C.B. ROSS has been traveling back and forth from No. Tonawanda to DeKalb, Illinois in preparation for his upcoming relocation to DeKalb, which he hopes to have finalized by mid-April. As we all know, the Wurlitzer organization is headquartered in quite a sizeable and impressive complex out there. C.B. told us he recently put his house up for sale and will be hunting for a DeKalb residence just as soon as he can arrange for Mrs. Ross to accompany him.

AT PRESSTIME LAST WEEK Robert Jones Int'l.—Dedham was hosting a three-day Gottlieb school at Ben White's — and total attendance was expected to top the 300 mark. Subsequent schools are on the planning board, including a Bally session sometime in April and a Williams school. Solid-state pins have been the most popular sellers out there, as we learned from **Bob Le Blanc**. He said the Midway "Clowns" cocktail table is newly arrived in sample form and the distrib's currently filling orders for the outstanding Cinematronics "Space Wars." Bob also had high praise for the Ramtek "M-79," which sold extremely well in both the large and small versions — and should rank among Ramtek's biggest sellers of the year.

SOLID-STATE PINS are also in the spotlight at Royal Dist.-Cinncy, along with NSM phonographs, according to **Jerry Grotjan**. He said Midway's "Clowns" and Exidy's "Circus" are among the most in demand uprights at Royal — and the distrib's been enjoying success with the Playmatic "Space Gambler." On the service school scene, Jerry noted that a Gottlieb and a Playmatic school are planned for the near future. Parts sales are way up, he added, which is evidence that ops are holding on to their older equipment.

CALIFORNIA CLIPPINGS

While Exidy's "Circus" is still going strong, look for the firm to introduce a new game, "Trapeze," in May. That's the latest from sales exec **Hal Watner**, who noted further that Exidy is currently "refining and cleaning up" Trapeze, which should be ready for national testing shortly. As has also been the case recently with vice president of sales **Paul Jacobs**, Watner has been traveling extensively in order to meet with distributors and tell the Exidy story. According to Watner, distributors are "looking for more original pieces from video manufacturers" and reeling from the effects of bad weather that has delayed spring season buying in many parts of the country.

MEADOWS GAMES recently hosted a sneak preview for selected distributors of two new games at its Sunnyvale factory. Marketing director **Lila Zinter** described the new equipment as "a new twist, completely different from anything before," adding that the pieces are tentatively slated for release next month. In sum, she said, "Things are going quite well. We're still shipping '3-D Bowling' and have received good earnings reports on 'Inferno.'" Like many west coast-based manufacturers, Lila will soon be heading for Florida to attend the annual FAMA show in Orlando, April 7-9.

A UNIQUE DOUBLE PLAYFIELD layout highlights the newest electronic flipper from Atari, "Middle Earth." Once the ball is put into play, the player chooses from two sets of flippers, one to play the top section and one to play the bottom. Additionally, each section has a bank of drop targets for scoring, bonus and special features. In all, Middle Earth has 38 special scoring, bonus and bonus advance lights to challenge the player on each ball.

Gottlieb Appoints Brady Distributing Pinball Game Of Today Requires Skill, Not Luck

CHICAGO — Brady Distributing Company of Charlotte, North Carolina, has been appointed a direct Gottlieb distributor, according to an announcement by Marshall Caras, Gottlieb's vice president of marketing.

Commenting on the appointment, Caras said, "Brady Distributing Company was founded in 1944 and is one of the best distributorships I have ever dealt with. Their systems and sophistication, their personnel, and their parts and service facilities are second to none in the industry." Brady president Jon Brady is particularly proud of his service department and considers it "a keystone" and "the very heart of our business."

The timing of the appointment, Caras noted, is especially "propitious since it coincides with the release of 'Sinbad,' the greatest game of all times.

"We feel very strongly that as a direct factory distributor, Jon Brady and his organization will be a great asset to the Gottlieb family of distributors and we know that Jon is particularly pleased," Caras concluded.

Other members of the Brady team include Blair Norris, vice president, and Jim Frye, sales manager. The distributor has a full staff of salesmen who call on customers for games, music and vending in North and South Carolina.

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can't do that or you'd lose too many customers. The secret of a good game is how long you can keep the ball going. You don't want it to be so long that one player hogs the machine."

Observe Players

Kordek also told the Tribune that "it's practically a prerequisite" for a designer to go out and observe the games as they are being played to get the feel of what people are playing. He added that he personally judges a game's appeal right at the start. "I don't want to play a game three or four times before it grows on me." If this would be the case in an arcade, the customer would just move on to the next machine, he explained.

The article also quoted "Pinball!" author Roger Sharpe, who praised the Williams games as "usually fast, with open playfields that require quickness."

The article noted that many in the pinball industry consider theme and complementary artwork to be every bit as important to the success of a game as the playfield action. The backglass gets the customer to insert the first quarter, the Tribune stated, and the playfield keeps him feeding the machine.

CLASSIFIEDS

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$148 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

COIN MACHINES WANTED

WANT Seeburg AY 160, DS 160, LPC-1, LPC-480, Electra, Fleetwood, SS 160, LS-1, LS-2. We pay cash and pick up our truck unpacked. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

WE ARE ALWAYS INTERESTED in new and used pinballs, billiard tables, bingos, guns, arcade, kiddie rides, all makes, all models. Quote F.O.B. to: SUN MONG CO., LTD., Sun Mong House, 1st Floor, 50-56 Mongkok Road, Kowloon, Hong Kong.

WANTED: Will pay cash for old slot machines, pinballs and jukeboxes, pre WW II, working or not. Mail description to Si Redd, Box 6418, Reno, NV 89513.

COIN MACHINES FOR SALE

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

FOR SALE: Keeney Red Arrow, Keeney Twin Dragon, Bally Deluxe Gold Cup, Bally Super Jumbo (export only). UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

FOR SALE: All beautifully shopped, ready for location. Buy any 5 pieces, we pay freight — USA only. Recel — Fortune \$495, Lady Luck \$675, Critterium \$675; Bally — Bow & Arrow \$650, Nite Rider \$725, Road Runner \$1125, Air Aces \$565, Flip Flop \$625, Hang Glider \$795; Williams — Space Mission \$725, Road Champ \$1345, World Series \$425, Space Odyssey \$625, Grand Prix \$625, Strato Flite \$495, Hot Tip \$1075, Aztec \$725, Argosy \$975, Liberty Bell \$725; Stern — Stampede \$695, Pinball \$895; C.C. — Big League (digital) \$495, Twin Rifle \$295, Sky Battle \$295, TwinSkeet \$395; Allied — Rapid Fire \$295, F 114 \$695, Crackshot \$475, Ramtek M-79 \$1475; Midway — Guided Missile \$1345, Checkmate (cocktail) \$495, Pirate Gun \$395, Baseball (cocktail) \$875, Desert Gun \$1235; Meadows — 4 in 1 \$645, Film Flam \$395; Sega — Tracer \$925, Interceptor \$495, Sky Battle \$475, Cowboy \$495, Super Strait \$725, Bullet Mark \$895; Fun Games — Bi Plane (cocktail) \$550, Bi Plane (upright) \$575, Tankers \$495, Tank \$675; Gottlieb — Far Out \$525, Super Spin \$725; Nintendo — Wild Gunman \$3500; Playmatic — Prospector \$725, Fairy \$395; Exidy — Score \$845; PSE — Bazooka \$875; World Series (wall game) \$495. Flipper games as low as \$275 each — as is — guaranteed complete — volume basis only (lots of 10 or more). AMUSEMENT SERVICES COMPANY, INC., 1950 Howell Mill Road, N.W. (P.O. Box 19755-Station N) Atlanta, Georgia 30325. Telephone (404) 351-0414.

FOR SALE: Wurlitzer #3410, \$200; #3400, \$250; #2500, \$300, Rock-Ola \$426, \$175, Seeburg #480, \$200, Midway Dune Buggy, Sea Raider, Whirley Bird; G.C. Motorcycle, Stunt Pilot, Bally Semi, \$100 each. Unscramble and Pro Quizmaster, \$50 each. Vulcan Football, \$100; Lotta Fun converted to Barrel O' Fun, \$1200. Also Barrel O' Fun and Shoot A Line. GUERRINI'S VENDING, INC., 1211 W. 4th St., Lewistown, PA 17044.

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

SALES: 400 assorted Gottlieb, Bally, Williams flippers, '70-'76, Bingos, Bally, Stockmarket, Tickertape, Wallstreet, Mysticgate. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

FOR SALE: We have in stock a great quantity of 5-year-old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove, France telex 350018.

FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chips and stock markets. Also Sweet Shawnee, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots and Mt. Climbers. Antique slots for California area. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queens, Bikini, New Sweet Shawnee, New Twin Knight Used Uprights, New Big Three blackglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

BUY a spare Trapshoot transmitter, \$39.95 each, or buy two and we'll send one receiver unit free. Call Dave, HANSON DISTRIBUTING CO., (612) 884-6604.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-B-2, 1765, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 226-7565

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg DS 160 and Model R. D&L DISTR. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

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

FOR SALE: Jacks Open \$545, Big Hit \$610, Gridon, \$825, Jungle Queen \$875, Vulcan \$950, Strange World (call), Target Alpha \$665, Night Rider (E.M.) \$795, Night Rider (S.S.) \$1095, Kick Off \$745, Quarterback \$725, Wizard \$765, Hot Tip (E.M.) \$850, Hot Tip (S.S.) \$1095, World Series \$365, Speakeasy \$775, New World \$395, Fairy \$295, Rio \$865, Thunderbolt \$725, F-114 \$725, Daytona 500 \$850, Chase \$1095, Super Shifter (as is) \$125, Top Gun \$675, Guided Missile \$1050, Air Attack (as is) \$150, Gun Fight \$175, Pinball \$790, Drag Race \$1150, Outlaw \$410, LeMans \$975, Atarians (S.S.) \$875, Pool Shark \$825, Starship 1 \$1175, Domino \$695, Night Driver \$1045, Old Time Basketball \$575, Robot Bowl \$1075, Circus \$1095, Meadows Lanes \$775, Bombs Away \$395, Lazer Command \$575, Cobra Gunship \$575, TV Basketball \$325, Hustle \$795, Sandy Pony \$245, Kiddie Boat \$245, Junkyard \$695, Penny Bowl \$625, U.S. Marshall (twin) \$445, Bimbo The Clown \$350. Many old "brand new" backboard glasses (write or call), NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel.: (504) 529-7321.

FOR SALE: Seeburg 100S Impeccables, 8 Jet @ \$395, 30 Golden Jet @ \$454, 25 Marauder @ \$606, 58 Carnival @ \$757. Write to S.A. UNIBOX, Rue de Dinant, 16, 4800 Veriers, Belgium.

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfr. available, immediate delivery call for lists. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending. Cigarettes, candy, cold drink. National Smoke-shop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motocope Candy Shoppe Grabber, Western Sweepstakes — Make offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, NY 13615.

FOR SALE: Completely reconditioned: Bally — 2 Air Aces (4-pl.) \$650, 1 Champ (4-pl.) \$525, Bow & Arrow (4-pl.) \$695, 1 Flicker (2-pl.) \$595; Gottlieb — 1 "300" (4-pl.) \$695; Williams — 1 Pat Hand (4-pl.) \$695; Midway — 1 Leader, 1 Racer, 1 Wheels, 1 Maze, 1 Playtime, 1 Twin Pirate, call or write. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, Pa 16512. Phone (814) 452-3207.

Electronic Test Equipment: Books & Home Study Courses. Immediate delivery on B&K oscilloscopes, digital multimeters, transistor checkers & power supplies.

E&L Instruments debugs & training aids for home study including the Digi-Designer, the Innovator Series & MMD-1 microprocessor system. Call for free catalog & prices. BankAmericard & Master Charge accepted. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call toll free in U.S.A. 1-800-325-8997 (in Missouri) call 1-800-392-7747.

FOR SALE: Bally's Bingo "Bally Ball," new 10 units and used 9 units, prices negotiable. OVERSEAS LIAISON & TRADING, LTD., 1-20, Tsukiji 4-chome, Chuo-ku, Tokyo 104, Japan. Telex: J25362.

FOR SALE: Seeburg Cs jukeboxes. Gottlieb: Target Alpha, Abra Ca Dabra, Spin Out, Atlantis. Williams: Stratoflight, Triple Strike, El Dorado, Super Star. Bally: Hokus Pokus, Capt. Fantastic. D&L DISTRIBUTING CO., INC., 6691 Allentown Blvd., Harrisburg, Pa. 17112. (717) 545-4264.

FOR SALE: 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10c each, over 1000, 9c each. Watling 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games and Ticker Tapes. Late pinballs and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

EMPLOYMENT SERVICE

SCHOOL FOR GAMES AND MUSIC, one to three week course. Phonos — video, electro-mech, and logic flippers. By schematics! CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Oklahoma 73066. Telephone: (405) 769-5343.

RECORD COMPANY needs salesperson. Experience preferred, but will accept other sales experience. Great opportunity in the entertainment industry! (High commission). (213) 461-2945.

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

WANTED: Bingo mechanics with juke, flipper, and/or video experience. Top wages, apartment, air fare. Write letter, send resume, don't call. SHELTON MUSIC CO., P.O. Box 803, Agana, Guam 96910.

BMI SONGWRITER-COMPOSER who has written for Tavares, Righteous Bros., Grass Roots and others now auditioning soulful keyboard players for composing-collaborating. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649.

WANTED: Route mechanic, three to five years' experience in music — games — cigarette machines with forty-year-old company. Salary open. Send resume to FLORIDA MUSIC COMPANY, 418 Park Place, West Palm Beach, Florida 33401.

SERVICE SCHOOL FOR GAMES AND MUSIC. Ten-week night course teaches practical theory, schematics. \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

LEGAL

IF YOU NEED A LAWYER call L. ROB WERNER, Attorney (213) 469-7047, 462-7227, UCB Building, 6255 Sunset Blvd. 20th Floor, Hollywood, Calif. 90028. — Personal service for your legal needs. — Special arrangements made to meet the demanding needs of the industry.

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DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio; only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, put-downs, trivia, breaks, and lots more, free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637.

DEEJAYS! Top comedy writers offering total humor service. Monthly gag letters, monologues, deejay specials and more. PLUS — individual CUSTOM GAGS just for you! Satisfied clients around the world agree it's the best. FREE information. PETER PATTER, P.O. Box 402-C, Pinedale, CA 93650.

SERVICES COIN MACHINE

ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 10C or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

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HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 In 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

SPREAD THE WORD! A whole new series of audience grabbers available on tape. TRUE GOOD MUSIC. These 271 GOOD PROGRAMMERS will make your station sound fantastic. Write THE MUSIC DIRECTOR PROGRAMMING SERVICE, Box 103, Indian Orchard, Mass. 01151. (413) 783-4626.

FOR SALE: The Music Industry Series by attorney Walter Hurst. Record Industry book \$25. Publishers Office Manual \$25. Copyright \$10. Music/Record Business and Law \$10. How To Be A Music Publisher \$10. SEVEN ARTS PRESS, INC., Box 649, Hollywood, CA 90028.

LEADING RECORD AND TAPE DISTRIBUTORS of all labels. Will sell current & cut-out merchandise, accessories & blank tapes at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (212) 895-3930. Telex 126851 Canstripe Free.

WANT: 45s/ALL TYPES 1955-1976 (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call Martin Cerr/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028.

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WRITERS — PRODUCERS — PERFORMERS: Hollywood-based record & publishing company is seeking original material & masters. Please mail bio, photo, tape to: MAHOAGAN RECORDS, INC., 6565 Sunset Blvd. #525, Hollywood, Calif. 90028. (213) 466-4373.

WANT RECORDS & TAPES, 45s AND LPs, surplus retailers, overstock cut-outs, etc. Call or write Harry Warner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086.

ATTENTION PRODUCERS AND ARTISTS: Nationally distributed record company with strong promotion seeks masters and material for immediate release. Send tapes. GREAT-PHILLY RECORDS, 1405 Locust St., Suite 1815, Philadelphia, PA 19102. (215) 546-5684.

FREE CATALOG — COMPLETE ONE STOP: Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tenn. 37203, or call (615) 242-2023.

FOR SALE: 5,000 jukebox 45s. 100 different \$8.50; foreign \$13. Choose Rock, Disco, Polka, Country. AL'S 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

OPERATORS — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

RARE RECORD SHOPS AND FINDER. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPDARO, NEW YORK.

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Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

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Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

(continued from page 12)

REGIONAL PROGRAMMING GUIDE

(continued from page 29)

— Bob Welch, Ex To 21 — Bee Gees — More

KTLK — DENVER — RANDY JAY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 18 To 13 — Barry Manilow, Ex To 30 — Jackson Browne, Ex To 29 — Styx. ADDS: Wings, Yvonne Elliman, Randy Edelman, Eddie Money

KIMN — DENVER, ED GREENE, MD — PICK: WINGS

1-1 — Bee Gees — Fever. JUMPS: 28 To 24 — Raydio, 27 To 23 — Jackson Browne, 26 To 22 — Styx, 25 To 20 — Andrew Gold, 5 To 3 — Paul Davis, Ex To 29 — Jefferson Starship, Ex To 25 — Yvonne Elliman. ADDS: 30 — Chuck Mangione, 27 — David Gates, Rubicon, Flack/Hathaway, Wings

96KX — DENVER — JACK REGAN, MD — PICK: NONE

4-1 — Bee Gees — Fever. JUMPS: 30 To 25 — England Dan & J.F. Coley, 28 To 21 — Gene Cotton, 27 To 22 — David Gates, 23 To 18 — Jefferson Starship. ADDS: 28 — Yvonne Elliman

KRTH — LOS ANGELES — BOB HAMILTON — PD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Dolly Parton, 23 To 20 — Flack/Hathaway, 13 To 10 — Raydio, 14 To 9 — Kansas, 11 To 8 — David Gates, 10 To 6 — Bob Welch. ADDS: 26 — Travolta/John, 25 — Atlanta Rhythm Section

KHJ — LOS ANGELES — STEVE CASEY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Kansas, 27 To 24 — Bee Gees — More, 24 To 19 — Jay Ferguson, 23 To 20 — England Dan & J.F. Coley, 18 To 16 — Bob Welch, 17 To 14 — LeBlanc & Carr, 15 To 12 — Little River Band, 11 To 9 — Eric Clapton, 9 To 5 — Barry Manilow. ADDS: 28 — David Gates

10-Q — LOS ANGELES — KEN BISSIRI, MD — PICK: YVONNE ELLIMAN

1-1 — Bee Gees — Fever. JUMPS: 29 To 26 — Atlanta Rhythm Section, 27 To 24 — Jefferson Starship, 24 To 18 — Jay Ferguson, Ex To 30 — Tramps, Ex To 29 — Jefferson Starship. ADDS: Bee Gees — More, Wings

KGW — PORTLAND — TERRY DANNER, MD — PICK: MATHIS/WILLIAMS

3-1 — Barry Manilow. JUMPS: 27 To 23 — Lou Rawls, 22 To 17 — Gordon Lightfoot, 20 To 16 — Boz Scaggs, 17 To 9 — David Gates, 15 To 7 — Bob Welch, 7 To 3 — Bee Gees — Fever, 5 To 2 — Kansas, Ex To 29 — Styx, Ex To 28 — Jefferson Starship, Ex To 27 — Chuck Mangione. ADDS: Mathis/Williams, ELO, Andrew Gold, Gene Cotton

KPAM — PORTLAND — MICHAEL O'BRIAN, MD — PICK: NONE

2-1 — Barry Manilow. JUMPS: 27 To 22 — Lou Rawls, 26 To 18 — Jefferson Starship, 24 To 17 — ELO, 25 To 16 — England Dan & J.F. Coley, 17 To 10 — David Gates, 14 To 9 — Jackson Browne, Ex To 29 — E,W&F, Ex To 28 — Rubicon, Ex To 23 — Chuck Mangione. ADDS: 30 — Atlanta Rhythm Section, Bonnie Tyler, Flack/Hathaway, Sweet, Wings, Travolta/John

KNDE — SACRAMENTO — JEFF HUNTER, MD — PICK: NONE

1-1 — Bee Gees — Alive. JUMPS: 30 To 17 — Flack/Hathaway, 29 To 16 — Parliament, 23 To 18 — Jefferson Starship, 19 To 12 — Rod Stewart, 20 To 11 — England Dan & J.F. Coley, 15 To 9 — Jackson Browne, 5 To 3 — Heatwave. ADDS: 30 — Dolly Parton, 28 — Rufus, Bob Wier, Travolta/John, Steely Dan, Tramps

KROY — SACRAMENTO — CHRIS MITCHELL, MD — PICK: NONE

2-1 — Bee Gees — Fever. JUMPS: 29 To 22 — ELO, 28 To 20 — Raydio, 25 To 21 — England Dan & J.F. Coley, 24 To 16 — Bob Welch, 23 To 17 — Jackson Browne, 22 To 15 — Yvonne Elliman, Ex To 29 — KC & The Sunshine Band, Ex To 28 — Eddie Money, Ex To 27 — David Gates. ADDS: Jefferson Starship, Lou Rawls, Flack/Hathaway, Wings, Styx, Atlanta Rhythm Section

KCPX — SALT LAKE CITY — GARY WALDRON, PD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 20 To 15 — Styx, 19 To 14 — Gene Cotton, 18 To 12 — England Dan & J.F. Coley, Ex To 30 — Chuck Mangione, Ex To 28 — Billy Joel. ADDS: Wings, Wet Willie, Rubicon

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD — PICK: BILLY JOEL

1-1 — Bee Gees — Fever. JUMPS: 27 To 21 — Styx, 26 To 20 — Atlanta Rhythm Section, 25 To 19 — Gordon Lightfoot, 23 To 18 — Jackson Browne, 22 To 17 — Jefferson Starship, 19 To 15 — E,W&F, Ex To 25 — Natalie Cole, Ex To 24 — Chuck Mangione, Ex To 23 — Player. ADDS: Wings, Flack/Hathaway, Billy Joel, Rubicon

B100 — SAN DIEGO — GENE KNIGHT, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 25 To 20 — Kiss, 24 To 17 — Jefferson Starship, 22 To 14 — Yvonne Elliman, 21 To 16 — Bee Gees — More, 19 To 13 — Andrew Gold, 16 To 11 — England Dan & J.F. Coley, 15 To 10 — Raydio. ADDS: 28 — Billy Joel, 25 — Styx

KCBQ — SAN DIEGO — NINA GOMEZ, MD — PICK: BONNIE TYLER

2-1 — Bee Gees — Fever. JUMPS: 26 To 23 — Gene Cotton, 25 To 20 — E,W&F, 23 To 18 — Parliament, 19 To 11 — Yvonne Elliman, 18 To 14 — Jackson Browne, 12 To 7 — Barry Manilow, 11 To 5 — Kansas, 10 To 3 — Eric Clapton, 9 To 4 — Heatwave. ADDS: Natalie Cole, 32 — Stargard

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD — PICK: NONE

1-1 — Samantha Sang. JUMPS: 29 To 22 — George Benson, 27 To 19 — Bee Gees/Tavarez, 24 To 20 — Jefferson Starship, 21 To 15 — Flack/Hathaway, 20 To 17 — Bob Welch, 16 To 14 — Natalie Cole, 14 To 12 — Eddie Money, 13 To 10 — Kansas, 12 To 9 — Yvonne Elliman, 9 To 7 — Raydio, 6 To 4 — Barry Manilow, Ex To 28 — Tramps, Ex To 25 — David Gates. ADDS: Chuck Mangione, Wet Willie, Journey, Warren Zevon, Travolta/John

KYA — SAN FRANCISCO — STEVE JORDAN, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 22 To 19 — Jefferson Starship, 24 To 18 — Jackson Browne, 23 To 13 — Natalie Cole, Ex To 12 — Flack/Hathaway, Ex To 9 — Eric Clapton

KSLY — SAN LUIS OBISPO — JOHN TOBIN, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Atlanta Rhythm Section, 29 To 24 — Sweet, 27 To 22 — Robert Palmer, 26 To 20 — Jefferson Starship, 19 To 8 — Heatwave, 15 To 10 — Styx, 11 To 6 — Bob Welch, Ex To 30 — Shaun Cassidy, Ex To 28 — Stargard, Ex To 27 — Bee Gees — More. ADDS: Parliament, Doucette, Steely Dan, Wings, Tramps, Travolta/John, Michael Zager, Warren Zevon, Patti Smith, E,W&F, Rubicon

KJR — SEATTLE — TRACY MITCHELL, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 25 To 21 — Styx, 24 To 19 — Raydio, 21 To 17 — ELO, 18 To 14 — England Dan & J.F. Coley, Ex To 25 — Billy Joel, Ex To 24 — Gene Cotton. ADDS: Gordon Lightfoot, Wings, Flack/Hathaway, Karla Bonoff

KING — SEATTLE — ROB CONRAD, MD — PICK: NONE

4-1 — Kansas. JUMPS: 25 To 21 — Heatwave, 24 To 17 — Yvonne Elliman, 20 To 16 — England Dan & J.F. Coley, 13 To 9 — Jackson Browne, 6 To 3 — Barry Manilow, Ex To 25 — Rubicon, Ex To 24 — Steely Dan, Ex To 22 — Chuck Mangione, Ex To 20 — ELO. ADDS: Bee Gees — More, LP, Wings, Wings, Kenny Loggins, Travolta/John

KJRB — SPOKANE — TOM HUTYLER, MD — PICKS: WINGS

1-1 — Bee Gees — Fever. JUMPS: 29 To 24 — Atlanta Rhythm Section, 27 To 20 — Jackson Browne, 22 To 17 — E,W&F, 21 To 12 — Styx, 18 To 14 — England Dan & J.F. Coley, 13 To 6 — Kansas, 10 To 5 — David Gates, 8 To 3 — Jay Ferguson, Ex To 28 — Flack/Hathaway, Ex To 26 — Sweet, Ex To 25 — Raydio. ADDS: Gene Cotton, Jefferson Starship, Wings

KTAC — TACOMA — BRUCE CONNOR, MD — PICK: NONE

2-1 — Samantha Sang. JUMPS: Ex To 26 — Jefferson Starship, Ex To 25 — Styx, Ex To 24 — Jackson Browne. ADDS: Bee Gees — More, E,W&F, Atlanta Rhythm Section, Flack/Hathaway, Wings

'Street Player' Is Gold

NEW YORK — "Street Player," Rufus And Chaka Khan's sixth ABC album, has been certified gold by the RIAA.

Heatwave Gets Gold

NEW YORK — Epic recording group Heatwave's single, "Always And Forever," has been certified gold by the RIAA.



Schiff



Strong



Lucas



Goldman

Schiff Named at ICS — Robert Schiff has been named the president of west coast operations of Integrated Computer Services, Inc. Prior to joining ICS, he was based in New York and served as an industry marketing manager of a data processing company. ICS, 11 years old, is the only data processing firm in the country which specializes in services to the record industry. Schiff will maintain his offices at ICS, 1017 N. La Cienega Blvd., Suite 307, Los Angeles, (213) 659-8540.

Calloway To Ariola — Ariola Records has announced the appointment of Walt Calloway as field promotion director for Ariola Records. Prior to joining Ariola, he held the position of local promotion man for Atlantic Records in San Francisco. He also spent 10 years working at Warner Brothers as artist relations director.

Strong To A&M — A&M Records has announced that Beverly Strong has been appointed artist development television coordinator, with special responsibility for all television liaison for the label. She joined A&M in January 1977, and comes to artist development from the publicity department.

Lucas Appointed At CBS Records — CBS Records has announced the appointment of Gary Lucas as copywriter, creative services. Before joining CBS Records he was the Far Eastern export manager for the Eiton Corporation and was based for two years in Taipei, Taiwan, where he also wrote and produced free-lance advertising and led a popular rock band.

Magid Promoted by S&R — Solters & Roskin Inc. have announced that Beverly Magid has been named head of the music department of their west coast office. She joined the public relations firm in 1974 as an account executive.

Padgett Appointed At CBS Records — CBS Records has announced the appointment of Karen Padgett as assistant to the regional coordinator for the northeast region. She joined CBS Records in 1975 as promotion secretary for the New York branch. Her most recent position was executive secretary for the director of national sales/artist development, CBS Records.

Changes At Entertainment Company — The Entertainment Company Music Group has announced that Susan Goldman, formerly administrator of publishing for the Entertainment Company, has been named assistant to the executive vice president. Joanne Boris has been named administrator of publishing for the Entertainment Company. She was formerly with Overseas Music, where she held the title of assistant international music representative.



Boris



Giddens



Palmer



Sitcher

Giddens To Kidada — Beverly Giddens has just been named general manager for Kidada Music, Inc. Prior to her association with Kidada Music, Inc. she was with A&M Records in their international and publicity departments.

Martin To MCA — Marcus Martin has joined MCA Records as R&B local promotion manager. He will be located in the Philadelphia branch. Prior to joining MCA Records, he was with Universal Distributors in Philadelphia.

Darst Appointed At Columbia — CBS Records has announced the appointment of Dusty Darst as local promotion manager for the Columbia label in the Cincinnati marketing area. He joined CBS Records in 1972. After serving as single record coordinator for the Dallas area, he was appointed local promotion manager in Memphis where he handled Columbia and E/P/A product.

Cohen To Joel — Billy Joel Tours, Inc. announced the appointment of Steve Cohen as director of Billy Joel Tours, Inc. He has been working with Billy Joel for 3½ years as the lighting designer, in addition to his responsibilities as production manager.

TWM Ups McCall — TWM Management Services, LTD. has announced that Lyndsy McCall has been appointed to director of special projects. She will continue as a liaison between the business, management, music and television departments of TWM.

Appointments At AGI — AGI, Inc., designer and manufacturer of record jackets, announces several recent appointments. Jim Palmer has been appointed west coast sales manager, music packaging. Gary Sitcher has been appointed east coast sales manager, music packaging. Bob Heimall, formerly art director of Elektra Records and Arista Records, has joined AGI as art director — east.

Theis To RSO — The Robert Stigwood Group, Ltd. has announced the appointment of Jeanne Theis as executive in charge of promotion and publicity for RSO Films. She joins RSO from New York Magazine Company, Inc., where she was executive assistant to the president. Prior to that, she spent three years with Rolling Stone Magazine where she was promotion director.

Zukoski Joins Headliners — Paul Zukoski has joined Headliners Talent Agency Inc. as an agent. He comes to Headliners from Charisma Booking Associates in Washington, D.C.

Millman Joins Press Office — The Press Office, Ltd. has appointed Bryna Millman senior account executive for the company. Prior to her joining The Press Office, she worked for Rogers & Cowan, Inc. in the corporated division and for over seven years, she was an account executive at Solters & Roskin.

Two Promoted At Halsey — The Jim Halsey Company, Tulsa, has recently announced its promotion of Miss Kathryn Dickerson as assistant public relations director for the artists' management firm. Based in the Tulsa office, she has been with the Halsey agency since May 1976. Prior to this position, she worked for the Burden Companies, Atlantic-Gulf, Tulsa, until her employment by Halsey. Charles D. Hailey has been promoted to the position of operations manager within the Jim Halsey Company.

LATIN

Mexico

LP NACIONAL

- 1 **HOMBRE**
NAPOLEON (Raff RS 9040)
- 2 **JOSE JOSE**
(Ariola LAN-0467)
- 3 **DOS TARDES DE ME VIDA**
RIGOR TOVAR (Melody MEL-178)
- 4 **MI BARRIO**
SONORA SANTANERA (Caytronics DCS-820)
- 5 **LA MUERTE DE UN GALLERO**
VICENTE FERNANDEZ (Caytronics DCS-816)
- 6 **CON MARIACHI**
JUAN GABRIEL (RCA MKS-266)
- 7 **PAJARILLO**
NAPOLEON (Raff RS-9035)
- 8 **DILE**
FERNANDO ALLENDE (Orfeon LP 164-5052)
- 9 **FESTIVAL OTI 77**
(Telvisa MILS-4300)
- 10 **QUIERO ABRASARTE TANTO**
MARCO ANTONIO MUNIZ (RCA MKS-1945)

SINGLES

- 1 **HOMBRE**
NAPOLEON (Raff)
- 2 **SON TUS PERJUMENES MUJER**
LOS ALVARADO
- 3 **MARIA JOSE**
JUAN GABRIEL (RCA)
- 4 **PAJARILLO**
NAPOLEON (Raff)
- 5 **SIEMPRE EN MI MENTE**
JUAN GABRIEL (RCA)
- 6 **ERES TODA UNA MUJER**
RAUL VALE (Melody)
- 7 **AMOR SINCERO**
RIGO TOVAR (Melody)
- 8 **GAVILAN O PALOMA**
JOSE JOSE (Ariola)
- 9 **TE VAS, TE VAS**
SONORISIMA SIGUARAY (Yuriko)
- 10 **MEJOR ME VOY**
CHELO (Musart)

LP INTERNACIONAL

- 1 **I REMEMBER YESTERDAY**
DONNA SUMMER (RCA-4280)
- 2 **RASGOS**
CAMILO SESTO (Ariola LA-044)
- 3 **GUERRA DE ESTRELLAS**
MECO (RCA MILS-4300)
- 4 **TARDE**
ROCIO BURCAL (Ariola LA-058)
- 5 **ERES MI MUNDO**
HELEN REDDY (Capitol/EMI SLEM 726)
- 6 **BAKER MA**
BONEY M (RCA MILS-4298)
- 7 **DON'T STOP BELIEVIN'**
OLIVIA NEWTON-JOHN (Capitol/EMI SLEM 721)
- 8 **ROBERTO CARLOS**
(Discos CBS DCS-835)
- 9 **DESNUDATE**
MIGUEL GALLARDO (Capitol/EMI SLOM 10210)
- 10 **PABLO ABRAIRA**
(Melody Mi 8005)

SINGLES

- 1 **TARDE**
ROCIO DURCAL (Ariola)
- 2 **MA BAKER**
BONEY M (RCA)
- 3 **SI TU TE VAS**
CAMILO SESTO (Ariola)
- 4 **ERES TODA UNA MUJER**
ALBERT HAMMOND (Discos CBS)
- 5 **GUERRA DE ESTRELLAS**
MECO (RCA)
- 6 **SON TUS PERJUMENES MUJER**
CARLOS MEJIA GODOY (CBS)
- 7 **LINDA**
MIGUEL BOSE (CBS)
- 8 **TEMA DE ABISMO**
DONNA SUMMER (Gamma)
- 9 **ERES MI MUNDO**
HELEN REDDY (Capitol/EMI)
- 10 **SOY TODO PARA TI**
ANDY GIBB (Polydor)
Courtesy of Fono-Tip in Mexico

SINGLES TO WATCH

- LALOMIE WASHBURN** (Parachute RR-508AS)
Caliente Un Amor (3:35) (Skydiver Music — ASCAP) (L. Washburn/F. Caper)
- LUIS ENRIQUE MEJIA** (Indica 20)
Fellz Libertad (4:46) (Carlos Mejia Godoy)
- BENITEZ** (Vaya V-5143)
You Make Me Feel (3:58) (Fania Publ. — BMI) (E. Benitez)
- MENDIGO REY** (Microfon MS-4549)
Aldo Monges (Pampa Music) (Aldo Monges)
- OSCAR D'LEON** (Top Hits THS-454)
Sientate Ahi (Sandy Omar Gonzalez)
- DIMENSION LATINA** (Top Hits THS-452)
Como Canto Yo (D.R.)
- SONIA AMILSA** (CBS-11813-A)
Pidema (3:53) (CBS INC) (Carlos Calderon)
- GRETTA** (Discos-CBS S.A. 43298)
Ojitos Llenos De Llanto (Graciela Arango de Tobon)
- JOVENES DEL HIERRO** (Jaguar-7031)
Salao Pero Sabroso (Jose W. Gomez)
- SONORA SANTANERA** (CBS 7935)
Domingos En La Capitol (2:42) (Mundo Mus. Mex.) (Homero Aguilar)
- MARIA GABRIELA** (Epic SC-71625)
Siento Que Me Estoy Enamorando (2:30) (CBS Mexico) (Humberto Luis L)
- TITO BAUCHE** (CBS 7932)
Pachito E'Che (2:45) (Peer Inter. Co. U.S.A. — EMMI) (Alex Tovar)
- MARIA ANTONIA** (CBS S.A. Columbia 43317)
Por Esos Celos (Miguel Fernando S.)
- TRIO ALMA DE AMERICA** (CBS 11853)
Sabor A MI (2:45) (CBS INC) (Alvaro Carrillo)
- BANDA MACHO** (CBS Mexico CM-333)
Este Amor Que Esta Dentro (3:16) (Kenny Nolan/Marcos Duque M.)

LATIN BEAT

Vocalist and all-around musician **Mon Rivera** passed away on March 12, 1978 in his Manhattan home of a heart attack at age 53. He will be buried in Mayaguez, P.R.

A native of Mayaguez, Puerto Rico, Mon Rivera led his own band in 1962 where he established the first all trombone and rhythm section band called "Trombanga." He was known as the "Rey del Travalengua" (the king of the tongue twisters), and began his music career singing at age 16. His father was also a songwriter and most of Mon's first recordings hold his father's compositions.

Mon Rivera played clarinet, guitar, and piano and was one of the few songwriters who could incorporate the melody, lyrics and arrangements to a tune.

In Puerto Rico, he was well-known as a ball player. He received many offers to go into the major leagues but refused in order to dedicate himself to the music. He was signed to Vaya Records in 1974 and after his collaborations with **Willie Colon** in 1975 on the Fania LP "There Goes The Neighborhood," Mon Rivera was once again spotlighted in the public's eye. He was a master of Puerto Rican typical music (bomba y Plena), and revered by many young musicians. He was born **Efain Rivera Castillo**, but was known as Mon Rivera professionally.

Before his untimely death Mon Rivera was working on his last LP for Vaya Records, which is being produced by **Johnny Pacheco**. The LP should be out shortly.

Guitarist **Eddie Benitez** and his Latin/rock group known as **Nebula** have just blown into N.Y. from L.A. where Benitez and his group have been enjoying a comfortable and profitable stay since the release in 1976 of their debut LP on Fania Records, "Night Life," produced by **Louie Ramirez**. At this time, Eddie Benitez and his sound were strongly compared to that of Santana's post Woodstock era.

Now Eddie Benitez reports that his group has married with the L.A. based band, "Malo" (formerly featuring the guitar of **Carlos Santana's** brother, **Jorge**) featuring the wailingly mellow guitar of Eddie Benitez who also doubles on timbales with **Chepito Areas**, original Santana member. The new

union was christened "**Malo & Benitez.**"

In the meantime, Vaya Records has just released the second Benitez & Nebula LP, entitled "Essence Of Life."

Angel Luis Silva, popularly known as "**Melon**," is no newcomer to salsa. In fact, if one goes through the musical files, it will be discovered that Melon, at one time teamed with Lobo, was the exponent of the popular standard, "Amalia Batista." The team of **Lobo Y Melon** were the first salsa interpreters on the west coast. They reached impeccable heights and traveled the world over with their brand of salsa.

Melon is now on his own. He is the first Mexican salsero to join hands with the largest east coast label in salsa, Fania Records. Melon's crystal clear tenor reverberates the swing, rhythm and feeling of his Caribbean sister. Teamed with Dominican born **Johnny Pacheco**, their new LP on Fania Records, "Llego Melon," is a tribute to international Latin brotherhood. Produced by the renowned Pacheco, "Llego Melon" holds laid-back, mellow interpretations dedicated to Puerto Rico and Mexico.

ray terrace



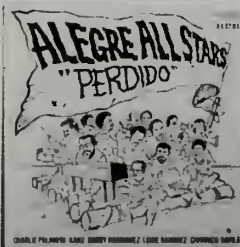
SALSA'S FIRST LADY — Celia Cruz, la guarachera del mundo and salsa's first lady of song, was recently re-signed to Vaya Records by president of Fania Records, Jerry Masucci, for an exclusive five year contract at a recording rate of two LPs per annum.

Latin Picks



TAMBO — Tito Puente — Arcano DKL1-3174 — Producer: Joe Conzo

Blaring trumpets, swinging saxes, melodic flutes and driving percussive sounds make "Tambo" one of the most colorful albums that Tito Puente has ever recorded. Contributing their impressive musical credentials are the combined talents of a veritable "Who's Who" in the field of music: Doc Severinsen (of Johnny Carson fame), Patato, Bernie Glow, Ray Barretto, and Jose Mangual Sr., just to name a few. In "Tambo" one will recognize the many talents to Tito Puente. Besides being a master percussionist, Tito is also a top arranger and composer. "Tambo" could serve as a living text on these sounds at their best, with Tito Puente, a legend in his own time, as a teacher.



PERDIDO — Alegre All Stars — ASLP 6010 — Producer: Al Santiago

The New Alegre All Stars have finally released a new LP after 17 years of only re-issues. Al Santiago puts a beautiful album together in "Perdido" featuring all-stars Bobby Rodriguez, Louie Ramirez, Ray Maldonado, Jose Madera and Charlie Palmieri, who leads the group. All cuts are excellent.



TOP PERCUSSION — Tito Puente — Arcano DKL1-3175 — Producer: Joe Conzo

"Top Percussion" is just what the title says: a percussion album of great authenticity, under the direction of master percussionist, arranger, composer, bandleader and king of Latin music, Tito Puente. In this album, Tito has assembled some of the greatest Latin percussionists, instrumentalists, and vocalists this country has ever seen. Percussionists Mongo Santamaria, Willie Bobo, Julito Collazo and Marcelino Guerra.



WILLIE AT THE WHISKY — MCA recording artist Willie Alexander was greeted backstage by label execs following his recent show at the Whisky in Los Angeles. Shown (l-r) are: Lindy Getz, MCA Los Angeles promotion manager; Jeff Scheible, MCA vice president of sales; Paul Lambert, MCA national singles promotion director, and Alexander.

Krasilovsky To Teach Music Business Course

NEW YORK — The Institute of Audio Research has announced a new course addition to its training program in multi-track recording technology. The seminar, called "This Business of Music," will be open to the professional community as well as the student. William Krasilovsky will present the course on Monday evenings for seven weeks June 19-August 7.

Some of the topics to be covered include business affairs, problems of recording studios, and international aspects of publishing and copyrighting. Krasilovsky, a former trustee of the Copyright Society of the United States and a former attorney for Warner Brothers Music Companies, is the co-author of the standard reference book, "This Business Of Music."

Mel Brooks Seeks High Profile For New Album

LOS ANGELES — Producer Mel Brooks will visit radio stations in New York, Chicago, Philadelphia, Boston and Houston March 27-31 to do interviews on the air in support of his new Elektra/Asylum LP "Mel Brooks' Greatest Hits Featuring The Fabulous Film Scores Of John Morris."

Jon Peters Signs Tyler

LOS ANGELES — Tyler, a midwestern rock group, has been signed by the Jon Peters Organization for Columbia Records and will release its first single for the label in May.



RAYDIO V.I.P. — Arista Records recording artists Raydio were recently the focus of a contest at V.I.P. record shops in Los Angeles. Pictured in the store are (l-r): Dean McDougall, local Arista marketing manager; Ray Parker, Jr. of Raydio; Margaree Johnson, winner of an \$800 stereo system; Doug Wilkins, local R&B marketing rep for the label; Yolanda Johnson, daughter of Margaree; and Stuart Grant, local marketing coordinator for Arista.

Arista Kicks Off Video Showcase

NEW YORK — Arista Records recently launched a video taped traveling showcase of its talent that was screened in a dozen cities following its premiere in New York last month.

The program, called The Arista Video Spectacular, previewed the label's upcoming releases and spotlighted recent television appearances by their pop artists. Among those presented with cuts from their forthcoming LPs were Patti Smith, Ian Dury, The Strawbs, John Miles, and Kevin Lamb. Other artists previewed were Dickey Betts, The Outlaws, Jerry Garcia, and Loudon Wainwright.

Retailers Attend

The screenings brought together retailers, distributors, and radio programmers in Philadelphia, Atlanta, Cleveland, Detroit, San Francisco, Boston, Chicago, Miami, Los Angeles, Dallas, Seattle and Minneapolis.

NMPA Member Roll Climbs With Six Adds

NEW YORK — Six new members have joined the National Music Publishers Association since January 1, 1978.

They are: Buttermiik Sky Music Publishing Corp; Claridge Music; Limax Music Inc.; Garrett Music Enterprises, Inc.; Julep Publishing Co.; and Silkie Music Publishers.

These additions bring the total NMPA membership to 155 companies, including most pop publishers, as well as some educational and religious publishing firms.

SESAC Adds Two

NEW YORK — Casso Music Publishing Company and American Cases Music Publishing Co., Inc. have been added to the SESAC roster. Casso is headed by Norman Granz, the innovator of the "Jazz at the Philharmonic" series. American Cases is owned by Larry Shayne, who headed Famous Music Publishing for many years.

M.S. Gets Ovation Line

LOS ANGELES — Ovation Records and M.S. Distributing have entered a distribution agreement whereby M.S. Distributing will handle the label in the state of California.

WCI Ups Dividend

NEW YORK — Warner Communications Inc. recently increased its quarterly common stock dividend from 20¢ to 25¢ per share. The new dividend is payable on May 16 to shareholders of record on April 14.



LEIF COMPLETES TOUR — After a 12-day promotional tour of Australia, Atlantic recording artist Leif Garrett received a gold plaque signifying Australian sales of over 20,000 units for his debut LP. Pictured at the presentation are (l-r): Paul Turner, WEA Records' managing director; Stan Moress, Garrett's manager; Garrett; and Peter Ikin, WEA product marketing manager.

WCI Survey Dispels Myths

(continued from page 7)

their lifetime while 53% had done so within the 12 months prior to the interview.

WCI's report also indicates that a few "current buyers" account for a majority of record and tape sales. In fact, 50% of total dollars spent on prerecorded music is spent by only 15% of current buyers. Further, 90% of dollars spent is done so by only 57% of current buyers.

Most buyers who said they had purchased a record or prerecorded tape within the last 12 months also said they bought more last year than in the previous year. While purchases of LPs and 45 rpm singles remained almost the same, 35% said they bought more 8-track tapes (vs. 20% who bought less). Cassettes showed the biggest gain with 40% of buyers saying they bought more last year than the previous year, compared to 16% who purchased fewer than last year.

But the majority are still LP buyers, shown in the survey as 43% of current buyers who said they bought at least one LP during the year. Among other configurations, 19% bought at least one single, 22% bought an 8-track tape and 9% purchased at least one cassette during the 12 months prior to the interview.

Increase In Cassettes

"There could be a significant increase in tape buying in the coming years and the cassette market could eventually outgrow the 8-track market, since the increase in cassette buying is coming primarily from the better-educated, higher-income segments of the population," the report said.

In the breakdown for race and sex, the survey showed white males account for 43% of both the current U.S. population and of current buyers, while they account for 42% of total dollars spent on prerecorded music.

White females comprise 46% of the population and of current buyers, but represent only 42% of total dollar purchases. Black males, on the other hand, represent 5% of the population and of current buyers, but account for 10% of total dollar purchases. Black females account for 6% in each category: population, current buyers and total dollar purchases.

The report also states, "Some of the most important data to come out of this study . . . indicates that the prerecorded music industry has nothing to fear from shifting demographics in the U.S. population. Assuming that buying patterns remain relatively stable, the years through 1985 should be years of increasing growth for the industry.

"It should be recalled," the survey continues, "that the major demographic shifts between now and 1985 will be a decrease in the number of 10-19 year-olds, more than offset by a significant increase in the 25-44 year-olds (with the 20-24 year-old age group increasing nominally)."

The growth will continue, WCI predicts, because 10-19 year-olds (decreasing as a group) account for 23% of dollar purchases

while 25-44 year-olds (increasing as a group) account for 38% of total dollar purchases.

Marital Status

Marital status was also covered in the report, showing that those who are married (52% of the population over the age of 10) account for 48% of total dollar purchases, while those never married (32% of the population) make 38% of record purchases.

Sales are fairly equally distributed through various regions of the country, although buyers in Pacific states (Washington, Idaho, Utah, Arizona, Nevada, Oregon and California) comprise 17% of the population and make 22% of total dollar purchases. Residents of New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut) account for 4% of total dollar purchases, but they comprise only 5% of the population.

Family Income

In regard to family income, it is shown in the survey those with incomes which exceed \$15,000 annually make up 31% of the population but account for 41% of total dollar purchases.

Those with incomes of less than \$15,000 make up 69% of the total U.S. population over 10 years of age but account for 59% of dollar purchases.

Educational levels were also considered by WCI's survey. Those whose education level was high school or below comprise 72% of the population while accounting for only 57% of total dollar purchases. (The report said this low buying rate can be partially explained by the fact that many of the people in the lower reaches of these educational categories are in the 10-14 age group.)

Those who have had some college or gone to graduate or professional schools (28% of the population over 10) make 43% of total dollar purchases.

Music itself was divided into several categories and WCI found 36% of all current buyers say they buy rock music most often and that these buyers account for 36% of the total dollar market.

"This does not imply," the report states, "that 36% of all prerecorded music sales are rock records or tapes; it states that people who buy rock music most often spend 36% of the total amount of money spent on prerecorded music."

Record Stores Preferred

Most buyers purchase prerecorded music in record stores as opposed to discount stores, department stores or other outlets, according to WCI. It also stated, "People who listen to 11 or more hours of music per week (on the radio) are more likely to buy prerecorded music than those who listen to 10 hours or less."

The survey was coordinated by Michael Kapp, president, Warner special products, and Dr. Martin Fishbein, professor of psychology and research professor, Institute of Communications Research, University of Illinois.

JAZZ

TOP 40 ALBUMS

	Weeks On Chart			Weeks On Chart	
	3/25	Charl		3/25	Charl
1 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	1	9	21 EASY LIVING SONNY ROLLINS (Milestone M-9080)	23	9
2 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kudu KUX-3637 MZ)	2	15	22 MULTIPLICATION ERIC GALE (Columbia JC 34938)	14	16
3 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	3	8	23 RUBY, RUBY GATO BARBIERI (A&M SP 4655)	19	24
4 HOLD ON NOEL POINTER (United Artists UA-LA 848H)	4	8	24 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	—	1
5 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	5	22	25 HAVANA CANDY PATTI AUSTIN (CTI 7-5006)	24	20
6 THE PATH RALPH MACDONALD (Marlin 2210)	7	6	26 TIGHTROPE STEVE KAHN (Columbia JC 34857)	21	18
7 LET'S DO IT ROY AYERS (Polydor PD-1-6126)	10	5	27 SKY ISLANDS CALDERA (Capitol 11658)	27	31
8 FUNK IN A MASON JAR HARVEY MASON (Arista AB 4157)	9	7	28 STARBOOTY UBIQUITY (Elektra/Asylum 6E-120)	32	3
9 HEADS BOB JAMES (Columbia/Tappan Zee JC 34896)	6	19	29 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	31	8
10 TEQUILA MOCKINGBIRD RAMSEY LEWIS (Columbia JC 35018)	8	17	30 BLOW IT OUT TOM SCOTT (Ode/Epic PE 34966)	26	30
11 HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-728)	11	7	31 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	—	1
12 THE MAD HATTER CHICK COREA (Polydor PD-1-6130)	16	4	32 WHERE GO THE BOATS JOHN HANDY (Warner Bros. BSK 3170)	—	1
13 ACTION BLACKBYRDS (Fantasy F-9535)	13	26	33 ONE OF A KIND DAVE GRUSIN (Polydor PD-1-6118)	30	16
14 WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	20	4	34 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WB 2BZ 3052)	36	39
15 LOVE WILL FIND A WAY PHAROAH SANDERS (Arista AB 4161)	18	5	35 WAVES TERJE RYPDAL (ECM 1-1110)	37	2
16 WINDOW OF A CHILD SEAWIND (CTI 7-5007)	15	13	36 SPINOZZA DAVID SPINOZZA (A&M SP 4677)	—	1
17 ENIGMATIC OCEAN JEAN-LUC PONTY (Atlantic SD 19110)	17	28	37 REACH FOR IT GEORGE DUKE (Epic JE-34883)	29	21
18 INNER VOICES MCCOY TYNER (Milestone M-9079)	12	14	38 FRIENDS AND STRANGERS RONNIE LAWS (UA BNLA 730)	38	17
19 JUST FAMILY DEE DEE BRIDGEWATER (Elektra 6E-119)	25	4	39 FREE AS THE WIND THE CRUSADERS (Blue Thumb/ABC BT-6029)	39	44
20 LENNY WHITE PRESENTS THE ADVENTURES OF ASTRAL PIRATES (Elektra 6E-121)	22	4	40 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	34	59



LAWS AT THE PAVILLION — Columbia recording artist Hubert Laws was congratulated at a reception in his honor after his recent performance at the Dorothy Chandler Pavillion. Pictured (l-r) are: Dr. George Butler, vice president jazz & progressive music, CBS Records; Laws and Vernon Slaughter, director, jazz & progressive music marketing, CBS.

Jazz Series Pilot Taped At CBS, L.A.

LOS ANGELES — "Stars of Jazz — Nostalgia & New Sounds," a proposed new television series showcasing mainstream as well as younger jazz artists, taped its pilot Feb. 19 at CBS-TV studios here.

The first one-hour program was hosted by Bobby Troup and featured performances by Hadley Caliman, Sarah Vaughan, the Billy May Band and the Teddy Buckner Band.

According to executive producer Charles Allen, negotiations are now underway for a series sponsor.

The series is produced by James Carlton Baker and directed by Mark Massair. Music coordinator is Don Bagely, in conjunction with consultant Bobby Knight. Associated producers and talent consultants are jazz critics Leonard Feather and Harvey Siders.

At press time, no air date had been set.

ON JAZZ

Inner City, which has been locking up a number of fine European jazz lines for release in the U.S. (SteepleChase and Enja among them), has just concluded a deal to license the French Black & Blue label. Black & Blue is a unique label reflecting the French interest in major black mainstream artists. Among the artists who have appeared on the label are Earl Hines, Illinois Jacquet, Jay McShann, Eddie Vinson, T-Bone Walker, Helen Humes, Arnett Cobb, Lionel Hampton, Teddy Wilson, Sweets Edison, Buddy Tate and Lockjaw Davis. Product should begin appearing in April, and the releases may be on Inner City or its sister label, Classic Jazz. Nice going, Irv Kratika.

Lionel Hampton is keeping a busy schedule these days. He finished a week at Dangerfield's in New York last week and recently appeared at the Boston Globe Jazz Festival. All this on top of his unique 12-volume "Who's Who Of Jazz" which is just getting into the stores.

Delmark will be issuing three blues albums on its subsidiary label, Pearl. They are: "Windy City Boogie" by J.T. Brown; "Bricks In My Pillow" by Robert Nighthawk and "Memphis Slim USA." All material was taken from the United States catalog recently acquired by Delmark.

The direct-to-disc boom of big band recordings continues to roll. The latest entry is by Bill Berry's L.A.-based crew with an

album entitled "For Duke" on the Real Time label.

Veteran pianist Red Garland played his first major New York gig in many years at The Village Vanguard last week. Red will be featured in two upcoming Galaxy sets: One is a quintet date, while the other will be a supertrio with Ron Carter and Philly Joe Jones.

George Russell, famed jazz composer, returns to the New York scene for four Monday nights in April at the Village Vanguard. Russell will front a 15-piece band made up of New York players.

The latest news from CBS reveals that Miles Davis has been back in the recording studio for the first time in several years. He'll play keyboards and trumpet on the new recordings.

Four new Inner City LPs have arrived. They are "Waterfall Rainbow" by David Friesen; "One Upmanship" by Mal Waldron; Duke's Delight" by Duke Jordan with Charlie Hodge and Richard Williams; and a new recording by Eddie Jefferson with arrangements by Slide Hampton titled, "The Main Man."

Charles Mingus has been nominated for a German Academy award in the modern jazz category. Final balloting will take place on April 12. The jury consists of press, radio and TV journalists. The album nominated was "Three Or Four Shades Of Blue" on Atlantic.

bob porter

JAZZ ALBUM PICKS

PEG LEG — Ron Carter — Milestone M-9082 — Producer: Ron Carter — List: 7.98

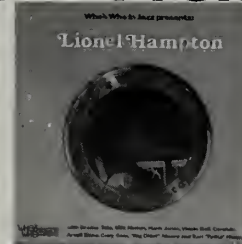
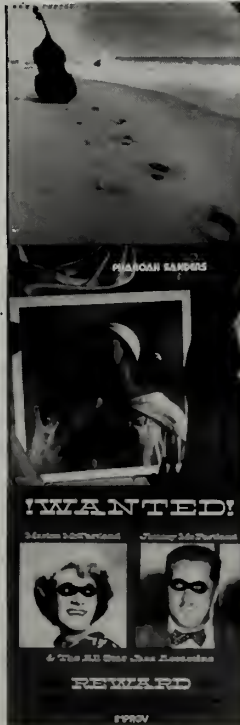
Carter continues his explorations into the outer reaches of the acoustic bass. Sub-titled "Ron Carter with Woodwinds," this LP features instrumentation usually associated with classical music, such as piccolo, oboe and bassoon. Also noteworthy is the frequent use of melodic counterpoint, with bassist Buster Williams keeping time beneath Carter's piccolo bass improvisations. Four of the six tunes are originals, including the title track.

LOVE WILL FIND A WAY — Pharoah Sanders — Arista AB 4161 — Producer: Norman Connors — List: 7.98

On his first Arista album, Sanders is more concerned with the conventional use of the saxophone as a melodic tool. He eschews the extended atonal runs in the upper register that have long been his calling card, instead relying on his considerable technical virtuosity and lyrical sense. Slick production by Norman Connors, vocals by Phyllis Hyman and pop-disco material like Marvin Gaye's "Got To Give It Up" should greatly expand his audience.

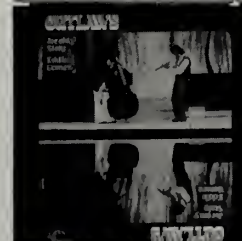
WANTED — Jimmy & Marion McPartland — Improv 7122 — Producer: Steven Lapa — List: 7.98

This is a live session done last spring in Buffalo which features a wide variety of music. Ms. McPartland has a sparkling trio outing for herself and provides discreet accompaniment for Herb Hall's clarinet and the two-tenor combination of Buddy Tate and a dynamic Spider Martin. Side two presents trumpeter Jimmy in a pair of dixie items before an all-out group assault on "Undecided." High quality blowing and excellent recorded sound.



WHO'S WHO IN JAZZ PRESENTS: LIONEL HAMPTON — Who's Who In Jazz WWLP 21008 — Producer: Lionel Hampton — List: 7.98

Well into his fourth decade as a performer, famed vibist Hampton decided to assemble an array of great jazz figures in a relaxed setting and let them swing. The result, as this album clearly shows, is a series of memorable recordings that focuses on some of the most durable improvisors in jazz. Of particular significance in this big band setting are the zesty solos of guitarist Vinnie Bell and, of course, Hampton.



OUTLAWS — Jeremy Steig & Eddie Gomez — Inner City 3015 — Producers: Steig & Gomez — List: 7.98

Strong duo performances here. And of course this is not the Steig of his more commercially oriented CTI album, nor is this the Gomez one might expect to hear after his long stay with Bill Evans. The music is four stretched out originals and Miles Davis' "Nardis." The set was recorded live in Germany and the results will be especially appreciated by flautists, bassists or fans of creative duo playing.



EARL HINES IN NEW ORLEANS — Chiaroscuro 200 — Producer: Hank O'Neal — List: 7.98

Hines, alone, in a recording studio in New Orleans. Seven songs ranging in length from four plus to almost eight minutes in length. All are performed with elegance and swing reminding one, again, that nobody in jazz has played as well for so long as Earl Hines. Although Hines has become one of the most prolific recording artists of recent years, this is one of his best and should not be missed.

INTERNATIONAL

WEA Names Ewing MD Of Two New Far East Operations

LOS ANGELES — WEA International has embarked upon a company expansion in the Far East. Beginning July 1, 1978, two new companies will start operations: WEA Hong Kong and WEA Singapore.

Following his return from a tour of the Pacific, Nesuhi Ertegun, president of WEA International, named Paul Ewing as managing director of both companies. In addition, Ewing will supervise a new regional organization that will encompass WEA activities in Taiwan, the Philippines, Malaysia and Indonesia.



Pictured (l-r) are: Phil Rose, executive vice president, WEA International; Ewing; and Ertegun.

Commenting on the expansion, Ertegun stated: "Our new moves in the Pacific follow a steady WEA pattern of growth around the

globe. The potential of the Far East market, and WEA's increase in this market, are staggering. Already, we have established a very positive position in Japan with the Warner-Pioneer Corp. Now our sales and image require new and separate WEA entities in Hong Kong and Singapore, and further development and coordination of WEA in the various island nations.

"We have found the best man to direct the operation. Paul Ewing knows the area and the record business and we anticipate some very significant strides."

Until his new WEA appointment, Ewing was director and general manager for EMI in South East Asia. (He was brought to EMI by Keith Bruce, who is now the managing director of the WEA company in Japan.) Prior to that, Ewing was active in the retail record business in the United Kingdom.

Ewing has been active in the signing and recording of many Asian artists, including the New Topnotes, whose current single, "Freddy," is doing well in Italy on WEA's Atlantic label.

BPI Report Says 75 Mil. Pounds Lost To Home Taping

LONDON — In a report jointly commissioned by the British Phonographic Institute and the Mechanical Copyright Protection Society, it has been estimated that the record industry is losing 75 million pounds a year through people taping music at home. This information has been researched by the Annan Impey Morrish research company since last September.

Law requires in England that persons who have facilities for home taping must obtain a license from the MCPS if they wish to record music from radio or records to cover the artists' royalty payments. Although this license is easily obtainable and inexpensive, not many people actually obtain one despite the fact that this omission renders them liable to prosecution. However, due to the enormity of the problem and the difficulty of detecting illicit recording, enforcement is a dilemma.

The record industry has been working on the problem for some time. Many ideas have been suggested, including charging a royalty fee on all cassettes and blank tapes sold. BPI director general Geoffrey Bridge stated that BPI are currently working on a spoiler signal that would be impossible to erase, but he added that research into this was at an early stage of development. The MCPS and BPI have submitted the report to the Department of Trade.

International Executives On The Move

It has been announced that **Martin Wyatt**, assistant managing director of Anchor, and **Charlie Crane**, head of Anchor publishing division, are to leave the company to form their own record label. As yet there is no announcement on the new venture. Martin Wyatt has had a 17 year working relationship with Anchor managing director Ian Raffini.

WEA Music of Canada, Ltd., has named **Roger Desjardins** to the newly created post of artist relations manager. He was previously eastern region promotion supervisor. Located at head office in Toronto, Roger will be responsible for developing and directing artist relations activity on a national basis.

John Hearne has been named manager of international orders and services for Warner Bros. Records. In his new capacity, Hearne will be responsible for supplying production materials and finished product to all Warner licensees and affiliates. Hearne, who is based in the company's Burbank home office, comes to Warners from WEA Music of Canada, Ltd. in Toronto where he served in various merchandising and marketing capacities for five and a half years. Most recently he was Elektra/Atlantic/Asylum label manager, working closely with both the marketing and promotion departments in coordinating new release programs.

Where In The World . . .

On May 6, Capitol recording artists **Dr. Hook** will begin an extensive two-month tour of the Far East, beginning in Auckland, N.Z. and ending June 7-13 in Japan.

WEA Intl. Posts 1st Qtr. Record

NEW YORK — WEA International posted a new sales high for the first quarter of the current fiscal year, ended February 28. Nesuhi Ertegun, president of WEA International, said sales rose 47% over the first three months of the prior fiscal year.

The total dollar increase, however, includes the sales of the two new WEA companies in Belgium and Austria, which were not in operation a year ago.

Major Gains

Among the major percentage sales gains posted by WEA International companies were: Brazil, up 108%; United Kingdom, up 42%; Germany, up 54%; France, up 43%; Australia, up 35% and Canada, up 28%. In addition, the South African WEA operation posted a gain of 42%, Italian WEA sales increased 24%, Holland sales rose 13%, and New Zealand sales were up 93%.

Warner-Pioneer in Japan also posted a 66% first quarter sales gain, Ertegun said.

Radar Records Expands

LONDON — Recently formed Radar Records is expanding its organization and moving into larger offices in London's Parker Street. Tim Read has been named to the post of head of marketing. Read was formerly label manager at United Artists. Radar acts include Elvis Costello, Iggy Pop, James Williamson and Nick Lowe. New staff appointments and signings are to be announced by the firm shortly.



CONGRATULATIONS, KATE — To celebrate the #1 United Kingdom chart status and gold certification of "Wuthering Heights," the debut single from young EMI Records recording artist Kate Bush (whose product is distributed in North America on the Harvest label by Capitol), EMI Records execs hosted a champagne reception for her in London just before she embarked on a European promotional tour. "Wuthering Heights" is taken from Ms. Bush's debut LP, "The Kick Inside," which has just been certified silver in the U.K. and which has just been released on Harvest in America. Pictured (l-r) at the reception are: Peter Lyster-Todd, Ms. Bush's manager; Ramon Lopez, EMI Records' managing director; Bush; James Tyrell, EMI Records' director of finance and administration; Leslie Hill, EMI Records' director of group music; and Bob Mercer, EMI Records' managing director for the group repertoire division.

CBS Records International Increases Number Of Artists Touring Abroad

NEW YORK — CBS Records International has announced a number of their artists are currently touring abroad and still more will visit and perform in foreign countries in the next few months. In addition, more CBS artists are traveling abroad for advance promotional work in anticipation of their scheduled concert dates.

Alan Lanier and Donald Roeser of Blue Oyster Cult recently returned from a whirlwind week of press, television and radio interviews throughout England and the continent. The Cult will begin their European concert tour in April, their second European tour after a three year hiatus.

Kris Kristofferson is currently on an advance promotional tour throughout Europe. Kris, who will perform with wife, Rita Coolidge (the two recently completed a duet album on A&M in addition to Kris' recent Columbia release, "Easter Island"), has already filmed Star Parade, a rock television program in Germany, in addition to the numerous press interviews. The Kristofferson/Coolidge tour, scheduled to commence with a concert in the U.K. on April 13, will encompass Austria, Switzerland, Germany, Paris, the Netherlands, Denmark, Norway and Sweden.

Billy Joel

Billy Joel, whose latest album, "The Stranger," has been well received in the U.K. and on the continent, began his current tour with a performance in Amsterdam on March 5. The tour will take him to Belgium, Germany, the U.K. (where his concerts are already sold-out and where he will be seen by British television audiences on the Old Grey Whistle Test) after which Billy will perform dates in Australia and Japan.

More Americans

Australia and Japan are booking more and more American artists and CBS Records International is in the forefront of these Japanese and Australian concert tours. CBS Records artist Boz Scaggs recently completed a highly successful American concert tour only to leave for another tour, this time of Australia and Japan. The Beach Boys toured Australia Feb. 25-March 19.

Bob Dylan is still another CBS artist currently in the midst of his Japanese and

Australian tour. There are plans to record a live album during his Tokyo concerts (for Japanese release). Even the long silent Dylan held press conferences with U.S. based foreign correspondents in anticipation of this major Far East and Australian performances (Dylan's last performance in Tokyo was on March 8, followed by four weeks in Australia beginning on March 11, 1978.) Herbie Hancock and Chick Corea recently returned from Europe and Japan. Ted Nugent is scheduled to perform three concerts in Japan during the month of May.

Kansas, has just begun its first European concert tour with another CBS group, Cheap Trick. In addition to the Kansas tour dates, Cheap Trick has added 5 concert dates in Japan.

Billy Cobham

Other CBS Records International artists scheduled for concert tours abroad included Billy Cobham in Japan (Billy will provide six days of drum clinics and then four performance dates in Japan during April); Bob James' summer tour of Japan; Johnny Mathis, who is booked for two weeks at the Olympia in Paris; the O'Jays, four weeks of European concert dates during March; Johnny Cash, three weeks throughout Germany, Switzerland and Austria; Larry Gatlin, Moe Bandy, Charlie McCoy, Marty Robbins, Barbara Fairchild, Jody Miller and the numerous other country artists scheduled to perform at the annual three day country music festival held at Wembley Stadium in London, U.K.

Jo Jo Zep Product Set For Int'l. Release

SYDNEY — Product from the Melbourne rock band, Jo Jo Zep And The Falcons, will soon be released in Europe and England. John Kerr, manager of EMI Records Australian A&R department, announced forthcoming releases of product in Germany, Holland, Spain, Sweden, Finland and England. Negotiations are continuing in other countries.

On the home front, Jo Jo Zep And The Falcons have just released the first 12" EP record by an Australian band. The EP contains five of the band's best tunes recorded live, and is a limited edition pressing of only 5,000 copies.

INTERNATIONAL

Direction Records Celebrates 1st Year, MIDEM Results

by Kirk LaPointe

TORONTO — Canadian independent label Direction Records celebrated its first year of business recently at MIDEM in France. During its first year of existence the company has established itself on the Canadian market as a viable independent firm and has shown signs of being an emerging international music force.

As a result of its activities at MIDEM in 1977 and 1978, Direction has concluded international deals for its artists. At home, the label has signed several successful new artists, and has achieved promising results, particularly in the disco field.

Distributed nationally by Polydor Records, Direction in its first year won the Independent Label Of The Year award at the recent Canadian Record Pool ceremonies in Montreal.

The label has licensing deals internationally with RCA (in France, Holland, Belgium, Australia, New Zealand and Luxembourg), Bellaphon Records (in Germany, Austria and Switzerland), Bonis Discos (in Central America), Discos Columbia (in Spain), Discorp (in the Philippines), RIFI Records (in Italy), Rossil Records (in Portugal) and Tape Car (in Brazil).

Beyond their international licensing agreements, Direction has concluded individual artist deals with firms abroad. CBS Records has concluded individual artist deals with firms abroad. CBS Records has picked up product by Eclipse in the United Kingdom. The label recently concluded a worldwide deal for the successful satellite rock band, which will see the album released by Casablanca in the United States, Germany, Austria, Japan and Switzerland.

In addition to the CBS U.K. deal, a similar arrangement has been concluded with CBS affiliates in Iran and Israel. The Eclipse album will also be released simultaneously in France, Holland, Belgium, Australia, New Zealand, Brazil, Spain, Italy, the Philippines and throughout Scandinavia.

First Composers, Bart Enter Into Agreement

LOS ANGELES — Carlin Music recently announced in London the formation of The First Composers Company, a joint venture with former TV director David Japp. The First Composers Company has been set up to manage composers working in films and television.

First Composers has entered into a reciprocal arrangement with the Los Angeles-based Bart Associates, whereby First Composers will represent the American company's clients in Europe. Among those who will be added to First Composers' client list under this agreement are: Henry Mancini, Leslie Bricusse, Elmer Bernstein, Bill Conti, Don Black, Michel Legrand, Hal David, Francis Lai, Leonard Rosenman, and Alan and Marilyn Bergman.

London Records Signs Paley And Thorney

MONTREAL — London Records of Canada has announced the signing of Winnipeg-based recording artists Ron Paley and Tim Thorney. The deals were finalized by Alice Koury, vice president of London, and Jim Rouse of Neptune Productions.

Both Paley's album, "Boxton," and Thorney's "Thorney's Latest Album" have been available on custom pressings to Winnipeg consumers for the past four months. Paley is a jazz-oriented performer, while Thorney is a rock artist. Their London albums will be available shortly.



HANCOCK RECEIVES AWARD — Following his highly acclaimed concert with Chick Corea, Herbie Hancock received an "Academi du Jazz" award for his VSOP album from Maurice Culaz, president of the academy.

Russ Curry Named Marketing Manager Of A&M Europe

PARIS — Marcus Bicknell, managing director A&M Records Europe, has announced the appointment of Russ Curry to the post of marketing manager Europe. Curry will move to Paris and take up his new position during April.

Curry is currently Mercury marketing manager Europe with Phonogram Ltd. in London where he is responsible for marketing and development in the U.K. and throughout Europe for Phonogram's U.S.A. artists and for various aspects of Phonogram's development, marketing and A&R policies. Artists in whose careers Russ has recently been closely involved include 10cc, Status Quo, Thin Lizzy, Graham



Pictured (l-r) are: Bicknell; Curry; Hubert; and Jack Losmann, international marketing director A&M Records.

Parker and Rush. He has previously been international exploitation manager with Phonogram and was with Polydor international in Hamburg in key management posts between 1970 and 1973. Russ, who speaks German and French, graduated from the University of Kent at Canterbury in his native England in 1970 with a BA Honours degree in politics and sociology.

Russ completes the lineup of key executives in A&M Records European headquarters at 35 Avenue Franklin D. Roosevelt in Paris and will be responsible in continental Europe for developing key release and concert tour support marketing and exploitation of back-catalog through retails, club and other outlets (by coordination with CBS' marketing staff in the 12 countries covered by A&M/CBS license arrangement).

In welcoming Russ to A&M, Marcus Bicknell and David Hubert (vice president international A&M Records Inc. Hollywood) commented, "Our patient 15 months search throughout the world for a person with working knowledge of the continental record market, international development and marketing of English and American popular music artists has turned up trumps. Russ will from day one be a tremendous motivation for all of A&M personnel in Europe and will be tremendously useful to CBS' operational and international staff in formulating their own A&M marketing plans."

Construction Begins On CRI's Manufacturing Complex

NEW YORK — CBS Records International has announced that construction of the new disc manufacturing complex for CBS Records, at Rabans Lane, Aylesbury, Buckinghamshire in England, was given a champagne launch on Thursday, March 9, 1978 by Calvin C. Berlin, commercial counsellor at the United States Embassy in London.

Believed to be the largest purpose designed record manufacturing complex to be built in Europe since World War II, the development reflects the confidence placed by CBS Inc., the company's U.S. parent, in the British economy and in the company's growth potential in Britain.

16-Acre Site

Before an invited audience, which included the chairperson of Aylesbury Vale District Council, Mrs. E. Embleton, other

local dignitaries, senior CBS executives from the U.K. and U.S.A., representatives of the design and construction team, and building operatives, Berlin climbed onto a piling rig and expertly dealt a number of hammer blows to one of the first of 400 piles to be driven home in the 16-acre site.

Consolidate

According to George Ridnell, managing director of CBS Manufacturing, the CBS Records complex will consolidate half a dozen separate locations presently occupied by the company in the Aylesbury area, one of the largest in the area. The new 200,000 sq. ft. CBS Records complex will provide the most modern manufacturing plant, with the latest automatic presses, as well as a sleeve store and administrative offices.

Brazilian News

Fagner, the CBS exclusive Brazilian singer, is now in the U.S.A. recording with his countryman **Airto Moreira** some of his compositions. He also got in touch with **James Taylor** in order to do some covers in Portuguese.

Elis Regina — one of the popular Phonogram artists — is now appearing at the Ginastico Theatre in the show "Transversal Do Tempo" and the two big hits are the songs "Romaria" by Renato Teixeira and "Deus Lhe Pague" by Chico Buarque. Police twice had to pull her backstage in fear of a riot by the screaming crowd of 2,000.

"Brazilian Pop Music Monument" is really one of the most important releases of this year. It was produced by **Mauricio Quadrio** (EMI/Odeon) and is divided in two parts: The first has 6 LPs under the title "The Pioneers" presenting the first Brazilian recording artists: **Pattapio Silva, Bahiano, Mario Pinheiro, Eduardo Das Neves, Cadete** and 15 more. The second part has 4 albums presenting the "History Of Rio De Janeiro Carnival" from 1915 to 1965, the most creative period of local Carnival. The artists are: **Carmen Miranda, Noel Rosa, Ary Barroso, Chico Alves, Dalva De Oliveira** and others.

Pedrinho Mattar (RGE/Fermata) is releasing his first LP. This wonderful Brazilian pianist is presenting in his album the most requested songs of his live shows

with his trio. The LP is going to be released in various territories. Born in Sao Paulo, Pedrinho is the Brazilian Liberace.

The Brazilian economy is at the moment experiencing some troubles, but according to reliable sources, from 1976 to 1977 the sales of the recording industry had a dramatic increase of 57%. Total sales upped almost \$130 million.

The LP "The Brazilian Sound Of Sarah Vaughan" is being released simultaneously in Brazil, Europe and U.S.A., next April through RCA branches. This album was recorded here in Rio de Janeiro and has the participation of 2 important singers/composers: **Dorival Caymmi** and **Milton Nascimento**.

Tim Maia, composer and interpreter, one of the pioneers of "Brazilian soul music," after some years as his own independent record producer, has signed a long-term contract with the new local WEA company.

Island Inks Greensleeves

LONDON — Reggae label Greensleeves has signed a pressing and distributing deal with Island Records. First releases under the new pact will be "Still Alive" by Dr. Alimantado and "War" by Wailing Soul. Greensleeves label was formed last year by record shop owner Chris Sedgewick, as an extension of his shop and mail order business.



STAR WARS GOLD — On his recent visit to Australia, Jack Hakim, international vice president of 20th Century-Fox Records, was presented with a gold award by Festival Records to represent the success of the "Star Wars" album in Australia. Pictured (l-r) are: Gill Robert, national public relations manager; Meryl Gross, national product manager; Hakim; Barry Peacher, national promotions manager.

Cooperation Key To NARM Success

(Continued from page 7)

system. Otherwise, from ensuing errors, we all suffer, including the music listener."

At the A&R level, Davis said, the industry penchant for bigness has also taken its toll, because "more and more power and money is being concentrated in the hands of fewer and fewer. Give someone an executive title and the dollars to spend, and creative feel isn't necessary." He added that lawyers and managers are having "a field day" by playing one giant company off against another in their scramble to sign top-selling artists.

Ballroom On The Titanic

The other prophet of doom at the convention was Elektra recording artist Harry Chapin, who spoke at Sunday's luncheon. Chapin said that the music industry tends to serve up junk food for the masses, "creating diversions in the ballroom of the Titanic while there are icebergs outside." He urged a greater degree of social responsibility on the part of both record companies and artists. If everyone doesn't do their part in the fight against hunger and injustice, suggested Chapin, the whole society will fall apart, and so will the record industry.

Chapin, who has himself donated much money and time to worthy causes, asked the convention to honor Pete Seeger at next year's NARM. "To the extent that this industry has a positive point," he said, "it comes from people like Pete, yet he is still somewhat persona non grata in the business (due to his blacklisting during the McCarthy era)."

Artist Development

Another major convention speech was delivered by Jack Craigo, vice president of marketing for CBS Records, between the radio and merchandising seminars. Craigo's subject was artist development, and he discussed the importance of radio in creating awareness of new product.

He noted that, while playlists on many stations have become tighter, "music radio is in the business of selling time on the basis of share of audience or offering a desirable target audience. The programming of recording artists is the means of generating audience quantity and quality. Music radio is into our artists and their talent."

At the same time, Craigo pointed out, "It has become easier for consumers to buy records and tapes" due to the retail explosion. Speaking on behalf of the manufacturers' advisory committee of NARM, he suggested several ways for retailers to support the labels' artist development programs.

Craigo urged retailers to consult radio tip sheets, especially for information about black or AOR records. He observed that when AOR programs an artist, national radio spots are bought, and that customer advertising dollars usually follow. In addition, he suggested that dealers stock albums right from the moment when they begin receiving air play.

Craigo closed his remarks by emphasizing the need for continuing artist development. He noted that multi-platinum

superstars require time to work on their albums, and "while we are waiting for the superstar to deliver the five to seven-million-unit releases, our business will have to be supported at the cash registers by new and developing artist who will intrigue, excite and activate the consumer. . ."

Pricing Hurts

Beneath the placid surface of discussions about artist development, merchandising and advertising, the issue of pricing was still very real, although the conventioners were discouraged from mentioning it in public. As in past years, Earl Kintner, NARM's attorney, advised the members several times to forego all such discussions when more than two people were present.

Nevertheless, there were many private dialogues about the effect that wholesale price changes by several manufacturers may have on the industry. Some dealers again voiced the complaint that they were being forced to act as sub-distributors in order to qualify for price discounts. And, as **Cash Box** noted a few weeks ago, there were rumblings about retail prices going up in the near future.

Asked how consumers would react to a new price hike on top of the increases that have gone into effect in the past year, one retailer responded, "There's got to be a way to educate the consumer as to why there's a variance in price." However, he admitted that "with that piece of vinyl, you're dealing with an image problem."

George Levy, president of Sam Goody, said he believed that the problem would be resolved by increasing the list price again. By the end of next year, he said, "we'll have an \$8.98 industry."

At the same time, though, other retailers manifested their concern about the present pricing situation. During the regular membership's annual meeting, for instance, the wife of a mall retailer asked Kintner if it would be legal for dealers to approach their suppliers en masse about pricing policies. When Kintner explained that such an action would be illegal because it could be construed as price-fixing, Ernest Leiner of Record World stood up and said that "the problem is not the fixing of prices, but the unfixing of prices."

Later on at the same meeting, another dealer asked, "How is it that in the past couple of months so many manufacturers have raised their wholesale prices?" Kintner replied that this was not proof of any collusion by the manufacturers.

The board members who co-chaired the meeting tried to steer the discussion away from pricing, arguing that talking about the matter with one another would be fruitless and would only injure NARM. However, the subject was changed with difficulty.

Herb Dorfman of Bee Gee Records & Tapes, a rack jobber based in upstate New York, asked Joe Cohen what NARM was doing to discourage discount chains from following the example of J.C. Penney, which last year reduced its commitment to records. Cohen replied that NARM has asked the racks and distributors to bring



ELY'S LAST STOP — MCA recording artist Joe Ely recently completed a three night stand at NYC's *Other End* before embarking on a major European tour. Featured (l-r) are: Paul Colby of the *Other End*; Max the Dog; Barry Goodman of MCA's NY promotion staff; Ely; George Lee, MCA vice president of east coast operations; and Sammy Vargas of MCA's NY promotion staff.

representatives of their accounts to NARM's regional meetings, but that only three companies had taken advantage of his offer. In return, Dorfman noted that the racks have a hard time convincing home-office personnel of their accounts to travel to attend a NARM regional.

Many of the rack jobbers still feel that they're getting a raw deal from the record industry. Merrill Rose of Surplus Records and Tapes, a cutout wholesaler, said that the racks used to be the "fair-haired boys" of the business, but that today, the preference has shifted to the expanding retail chains. Even with their functional discounts, he noted, racks still cannot service their accounts for a low enough price to make them competitive with specialty retailers.

Everybody's Protest

A copy of a letter from two Portland merchandisers to record manufacturers was submitted to the regular membership meeting, but Kintner would not allow it to be read aloud. Nevertheless, Tom Keenan of Everybody's Records, principal author of the letter, passed copies of it around to most of the convention attendees.

The letter stated that, as of April 1, Everybody's and Downpour Distributing, Ltd., would return defectives freight collect and would require the manufacturers to send back return authorizations within 30 days of receipt, among other things.

In an interview with **Cash Box**, Keenan complained that the percentage of defective records had risen "a couple of percentage points" within the last two years. He said that he would submit a proposal about quality control to NARM's recently reconstituted retail advisory committee. Calling present quality control "non-existent," Keenan said he expected some kind of compromise between dealers and labels, including a liberalized policy on freight charges.

John Cohen, NARM's new president, saw no problem with the retail advisory committee considering Keenan's proposal. He also stated that, if the other committee members supported Keenan, they would conduct a "dialogue" with the manufacturers. "We have to work out compromises," he said.

Cohen's Views

While he is the first pure retailer to become NARM's president, Cohen stressed the importance of industry unity. "NARM must continue being a forum for the industry," he remarked. He also emphasized the fact that all segments of the business evidenced "tremendous cooperation — the finest I've ever seen" at this year's convention.

Cohen said he had selected some of the members of this year's retail advisory committee. Richard Bullock will be the chairman, and Lee Hartstone, Scott Young, Paul David, and David Burke will also be on the committee. Members of the rack jobber and distributor advisory committees have not yet been named.

Besides Cohen, the other NARM directors who were installed at the convention

are: George Souvall (outgoing president); John Marmaduke (secretary); Joe Simone (treasurer); Barry Bergman (vice president); Daniel Heilicher; Jay Jacobs; David Siebert; and Harold Okinow. David Lieberman retired from the board this year in accordance with new selection rules.

The recipient of the Rack Jobber of the Year award, presented by James Tyrrell, vice president of marketing for E/P/A, was Lieberman Enterprises. Camelot Music won the Retailer of the Year award, which was presented by Walter Leo, vice president of sales for Capitol.

Entertainment at the convention was provided by the Dukes Of Dixieland, Marilyn McCoo And Billy Davis, Jr., Harry Chapin, Jane Olivor, The Jacksons, Lionel Hampton, Al Hirt, Dolly Parton, Anthony Newley, and Donna Summer. In addition, Biograph Records presented Dejan's Olympia Brass Band on Tuesday in the French Market exhibit area.

Audio-Visual Presentations

Six manufacturers made audio-visual presentations at the NARM convention in rooms that held about 50 people. The presenters were Casablanca Record & FilmWorks, CBS Records, Motown Record Corp., Polygram Distribution, Inc., RCA Records and WEA Corp.

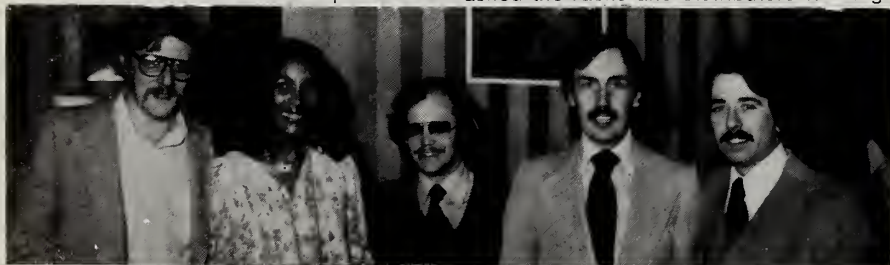
The films were shown one level above the area where seminars were being held, and many label executives could be seen in and around the presentation rooms. This openness contrasted with what Joe Cohen called the syndrome of "smokey suites" in which manufacturers used to hold court at past NARMs.

Exhibitors

On the main convention floor, an entire hall was filled with booths set up by 81 exhibitors. Among the record companies represented there were Biograph Records, Flying Fish Records, GRT/Janus Records, Gusto Records, London Records, MCA Records, Peter Pan Industries, Request Records, Salsoul/Caytronics, Sesame Street Records, and Springboard International Records. Standing out among a plethora of other firms of various types were Crystal Clear, the first direct-to-disc company to take a NARM booth, and Televak Corp., which is currently marketing a national in-store videotape network.

Factors Gets Injunction In 'Star Wars' Case

LONDON — Factors Etc., Inc., on behalf of itself and 20th Century-Fox, recently was granted an interlocutory injunction in the High Court of Justice, Chancery Division against Taylorscope Ltd. for infringement of the "Star Wars" copyright. Factors had alleged that Taylorscope had been illegally selling buttons and badges depicting "Star Wars" images, thus violating the Factors license which granted them international rights to sell "Star Wars" merchandise. The High Court has enjoined Taylorscope from selling or offering for sale any item which utilizes art work from or associated with "Star Wars."



DISCO TIME IN BOSTON — Atlantic recording artists the Trammps, Chic, and Cerrone, were among the big winners at the third annual *Nightfall Magazine* Disco Awards held recently in Boston. The ceremonies also honored the best local disco deejay, and best local disco promotion man, among other people. Pictured at the event are (l-r): Stu Ginsburg, national publicity director for Atlantic; Simo Doe, national director of press and information for Atlantic special markets; Perry Cooper, director of artist relations for the label; J.B. Carmickle, east coast general manager of **Cash Box**; and Art Collins, east coast publicity manager for Atlantic.

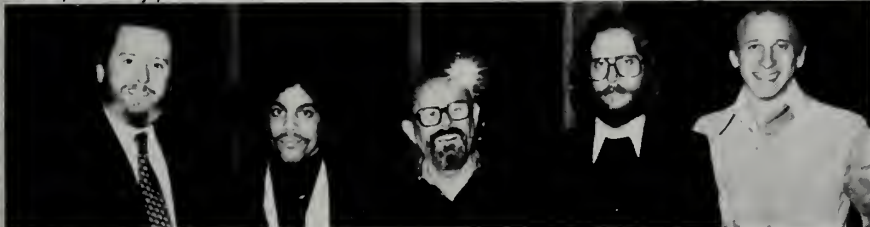
Artist/Label Signings



CHARLES JACKSON SIGNS — Singer/songwriter Charles Jackson recently signed with Capitol Records and will release his debut LP for the label in May. Pictured (l-r) are: Larkin Arnold, CRI vice president, soul -ivision; Don Zimmermann, president and chief operating officer, CRI; Jackson; Marvin Yancy, producer, and Arnie Holland, manager, business affairs, CRI.



DAVID FATHEAD NEWMAN SIGNS — Reed player David "Fathead" Newman recently signed with Prestige Records and has released his first LP for the label, "Concrete Jungle." Pictured (l-r) are: Orrin Keepnews, Fantasy vice president of jazz A&R; Newman; Ralph Kaffel, Fantasy president, and William Fischer, co-producer and arranger.



PRINCE SIGNS — Prince, a 17-year-old multi-instrumentalist, composer, producer and singer from Minneapolis, has signed with Warner Bros. Records and will release his debut LP "For You" in April. Pictured (l-r) are: Russ Thyret, vice president and director of promotion; Prince; Mo Ostin, Warner Bros. board chairman and president; Owen Husney, manager, and Barry Gross, Warner Bros. product manager.

Haayen Approaches Job Cautiously

(continued from page 7)

With what he believes to be top flight management in other Polydor departments, Haayen considers this task "vitaly important." Although he would offer no names, he said that well-known promotion veterans would be in the running.

Haayen's background in the industry began in the Netherlands where he broke into the record business as an architectural student working at the Polydor B.V. warehouse. In the following years, he became involved in production with groups like Golden Earring, culminating 13 years later, almost to the day, when he ascended to the presidency.

Not surprisingly, Haayen's background in A&R and production will be an integral part of his new duties. He noted that the role of Lou Simon, executive vice president and general manager, would continue to be in general management of Polydor's day-to-day business.

Already, the Haayen regime has produced two major artist signings in Kenny Nolan and an English group, U.K. He added that more signings would be announced in the near future.

'Quality'

"Quality, not quantity" will be the emphasis of the Polydor artist roster according to the executive. Haayen emphasized that the key to any artist or producer agreement would be the ability of Polydor to follow through on any commitment made. A diversity of musical styles will continue to be reflected in the roster, he stated.

"I like to have personal relationships with the artists so I doubt that the number will be huge," Haayen pointed out. He said that an assessment of the current acts on the label is underway. As far as other major artists

signing to the label, he wryly noted that "success attracts success."

Haayen believes that his creative background is advantageous in hearing and judging product in addition to dealing with producers. "I know what it's like to shed blood in the studio."

Haayen lauded Irwin Steinberg, chairman of Polydor Inc. among his other various titles, for being responsible for the company's growth so far. He said that he will "lean on him" when needed.

One of the problems that the Polygram Group has had in conquering the American market, Haayen said, has been adapting to the American ways in exposing and marketing product. He added that this problem works in reverse for domestic-based companies with international divisions like WEA and CBS.

For example, Haayen explained that in Holland, not only is American, French, British and German product important, but also the local records are significant factors in the market. This is not the case in the U.S. as the system works differently, Haayen said.

He added that the European radio industry consists of only one or two stations within a country while the American market is flooded with competitive radio stations.

"I want to get our people together to grow into success because one person does not do it alone," Haayen said. "It's important to create a team."

As far as pressures, Haayen feels that time is the major one, adding that "people don't allow enough time to develop thoughts and policy."

What kind of profile can the industry expect from the new president? "My profile will be as high as my success."

Progress On Bar Coding At NARM Shows Dealers' Clout

(continued from page 7)

reality, he said, many problems must be resolved in such areas as computer systems, warehouse controls, packaging and artist relations.

Position Shift

Dennis called the CBS and WEA initiatives a "major step" toward the eventual introduction of bar coding in the record industry. Earlier in the convention, however, he had indicated that, while Warners was "investigating" bar coding, the label had reservations about its practicality.

Among the reasons for this attitude, Dennis said, were doubts about the cost efficiency of using a bar coding system and technical problems related to packaging. He also noted that Warners wasn't sure merchandisers would take advantage of a bar coding system if it were available to them.

At the general meeting of regular NARM members on Saturday, Joe Cohen and David Lieberman, president of Lieberman Enterprises, both mentioned the need for merchandisers to let the record companies know how they felt about bar coding. Lieberman further noted that the sequential bar code numbers that had been reserved for the record industry would be given to other businesses if the labels didn't act soon.

A little while later, George Souvall, president of Alta Distributors and the outgoing NARM president, asked for a show of hands from the pure retailers present. "How many of you have considered using bar coding in your own companies?" he asked, and most of the retailers raised their hands again.

Bar Coding Seminar

The retailers gave more signs of their interest in the UPC system at a bar coding seminar on Sunday. According to panelist William Robertson, director of management information services for Capitol Records, the most encouraging of these signs was the large attendance. Last year's seminar, he recalled, had attracted only a handful of people.

The meeting's chairman, Dr. Shelley Harrison of Symbol Technologies, enumerated the various cost savings that could be achieved through the use of bar coding. He cited the elimination of error, reduced labor costs, decreased shrinkage and improvement of product mix as by-products of the computerized bar coding system. He added that electronic scanners, which currently cost between \$3,500 and \$8,000, are becoming less expensive.

Panelist Harold Okinow, vice president of Lieberman Enterprises, predicted that national EDP firms would begin to specialize in selling computer services to smaller chains that can't afford their own.

But the retailers seemed less concerned about the price of equipment than about the efficiency of the proposed system. They

Peters Releases Five LPs By French Artists

NEW YORK — Peters International, Inc., announced the release of five records by French artists of international appeal: Edith Piaf, Gilbert Becaud, Charles Aznavour, Enrico Macias and Georges Moustaki. Repertoire for each was selected on the basis of familiarity to American audiences. The recordings are entitled "l'essentiel Edith Piaf," "l'essentiel Gilbert Becaud," "l'essentiel Charles Aznavour," "l'essentiel Enrico Macias" and "Georges Moustaki — Mon Ile De France."

No Dice Tour Slated

LOS ANGELES — Capitol rock group No Dice will begin their debut tour of the U.S. April 3.

wanted to be able to use the scanner to electronically "read" prices, as much to control shrinkage as to avoid the chore of pasting price stickers on albums.

Use List Price

While it is illegal for manufacturers to include retail prices in bar codes, some dealers pointed out that encoding list prices in the bar code's five-digit trailer would accomplish their purpose. Scanners could then be set with a mark-down factor, reflecting either the shelf or the sale price that corresponded with a particular list price.

In private conversation, George Levy, president of Sam Goody, said he favored this approach. He denied that there was anything illegal about including list prices in bar codes, and noted that some manufacturers currently indicate list price in their album codes. He added that artist relations should not be a big obstacle to the introduction of bar coding, since most artists will probably go along with the system once they realize it can financially benefit them.

Levy said a scanner without its own mini-computer costs about \$4,400, or only twice the cost of a traditional cash register. Computers to digest the data for inventory control purposes, he suggested, could be stationed in a chain's central office. Echoing Okinow, he added that mom and pop stores could be serviced by independent EDP firms.

Joe Simone of Progress Record Distributors, chairman of the 1978 NARM Convention Committee, observed that bar coding would even help those who couldn't afford to buy scanners. Bar coding, he said, would result in more visible numbers on record and tape packages. Also, he noted, universal numbering should improve the efficiency of any inventory control system.

Noel Gimble of Sounds Unlimited, a cutout dealer, felt that, while smaller dealers could save money with better accounting practices, they were afraid to invest money in untried things. But this was certainly not true of many dealers at the convention. For example, Ted Maxymof and Curt Eddy of the four-store Record Hole chain in San Antonio said they were ready to invest in the necessary equipment whenever the industry adopts bar coding. They have even designed an inventory control system that can serve as a basis for one based on bar coding.

WEA Reacts

How did WEA react to the enthusiasm of its accounts about the UPC system? "It's sort of a rush," commented Stan Marshall, vice president of sales for Elektra/Asylum. "All of a sudden everything is beginning to mesh." He added that, although the "press of the convention" had encouraged WEA to focus on the issue, "it was something we were already thinking about. We've always sensed that it was eventually going to happen, and we've been pursuing it."

'Moon Boots' Released On New Salsoul Label

NEW YORK — Salsoul Records has released "Moon Boots" by ORS on their new Tom 'n' Jerry label. The single, which was originally produced by Anthony Moon, has been re-produced and mixed for a 7" single release. ORS is short for Orlando Riva Sound, a six-man group of avant-garde musicians from England and Germany.

Sylvers Tour Scheduled

LOS ANGELES — Capitol recording artists The Sylvers will begin an 18-city tour on April 11 with Tom Jones. The tour, which begins with a performance at the IMA Auditorium in Flint, Michigan, will continue through April 30.

CHARTING POP!



**BOTH
SPACE SPECTACULARS
on 1LP**

STOCK UP NOW!

LONDON
RECORDS & TAPES

CASH BOX TOP 100 ALBUMS

April 1, 1978

	Weeks On 3/25 Chart	Weeks On 3/25 Chart	Weeks On 3/25 Chart
1 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	12.98 1	18	
2 THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98 2	24	
3 SLOWHAND ERIC CLAPTON (RSO RS-1-3030)	7.98 3	18	
4 EVEN NOW BARRY MANILOW (Arista AB 4164)	7.98 6	6	
5 RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E-113)	7.98 4	14	
6 AJA STEELY DAN (ABC AB-1006)	7.98 5	25	
7 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB3139)	12.98 9	9	
8 POINT OF KNOW RETURN KANSAS (Kirshner/Epic JZ 34929)	7.98 8	24	
9 NEWS OF THE WORLD QUEEN (Elektra 6E-112)	7.98 7	19	
10 THE GRAND ILLUSION STYX (A&M SP4637)	7.98 10	36	
11 EARTH JEFFERSON STARSHIP (Grunt/RCA BXL1-2515)	7.98 20	3	
12 BLUE LIGHTS IN THE BASEMENT ROBERTA FLACK (Atlantic SD 19149)	7.98 14	15	
13 FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	7.98 13	20	
14 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98 12	57	
15 DOUBLE LIVE GONZO TED NUGENT (Epic KE2-35069)	11.98 11	8	
16 STREET PLAYER RUFUS AND CHAKA KHAN (ABC AA-1049)	7.98 19	8	
17 FRENCH KISS BOB WELCH (Capitol SW 11663)	7.98 21	24	
18 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98 17	29	
19 HERE AT LAST ... BEE GEES ... LIVE (RSO 2-3901)	11.98 22	44	
20 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	7.98 16	18	
21 WAYLON & WILLIE WAYLON ZENNINGS & WILLIE NELSON (RCA AFL-1-2686)	7.98 18	9	
22 WAITING FOR COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	9.98 29	5	
23 BOOTSY? PLAYER OF THE YEAR BOOTSY'S RUBBER BAND (Warner Bros. BSK 3093)	7.98 28	7	
24 WATERMARK ART GARFUNKEL (Columbia JC 34975)	7.98 15	10	
25 THANKFUL NATALIE COLE (Capitol SW 11708)	7.98 26	17	
26 STREET SURVIVORS LYNYRD SKYNYRD (MCA 3029)	7.98 23	22	
27 ENDLESS WIRE GORDON LIGHTFOOT (Warner Bros. BSK 3149)	7.98 25	10	
28 LONGER FUSE DAN HILL (20th Century T-547)	7.98 24	16	
29 FLOWING RIVERS ANDY GIBB (RSO RS-1-3019)	7.98 35	41	
30 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA835-H)	7.98 32	11	
31 INFINITY JOURNEY (Columbia JC34912)	7.98 34	9	
32 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	7.98 36	24	
33 MY AIM IS TRUE ELVIS COSTELLO (Columbia JC 35037)	7.98 33	19	
34 EXCITABLE BOY WARREN ZEVON (Asylum 6E-118)	7.98 41	7	
35 OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jet/United Artists JTLA-823-L2)	11.98 31	19	
36 GOLDEN TIME OF DAY MAZE FEATURING FRANKIE BEVERLY (Capitol ST-11710)	7.98 27	9	
37 THE ALBUM ABBA (Atlantic SD 19164)	7.98 40	8	
38 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSK 3141)	7.98 30	10	
39 LIVE BARRY MANILOW (Arista AB 8500)	11.98 43	44	
40 EMOTION SAMANTHA SANG (Private Stock PS7009)	7.98 52	6	
41 RAYDIO (Arista AB 4163)	7.98 46	9	
42 EDDIE MONEY (Columbia PC 34909)	6.98 48	22	
43 VAN HALEN (Warner Bros. BSK 3075)	7.98 53	6	
44 FOREIGNER (Atlantic SC 18215)	7.98 47	54	
45 FUNKENTELECHY VS. THE PLACEBO SYNDROME PARLIAMENT (Casablanca NBLP 7084)	7.98 45	16	
46 STARGARD (MCA MCA-2321)	7.98 59	5	
47 ALIVE II KISS (Casablanca NBLP 7076-2)	11.98 39	29	
48 CATS ON THE COAST SEA LEVEL (Capricorn CPN 0198)	7.98 42	11	
49 CLOSE ENCOUNTERS OF THE THIRD KIND ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL9500)	7.98 38	14	
50 I'M GLAD YOU'RE HERE WITH ME TONIGHT NEIL DIAMOND (Columbia JC 34900)	7.98 44	14	
51 BAT OUT OF HELL MEAT LOAF (Cleve. Intl./Epic PE 34974)	6.98 55	22	
52 LIVE AT THE BIJOU GROVER WASHINGTON JR. (Kuku KUX-3637MZ)	7.98 37	15	
53 TOO HOT TO HANDLE HEATWAVE (Epic PE-34761)	6.98 56	36	
54 SHAUN CASSIDY (Warner/Curb BS 3067)	6.98 49	42	
55 BOOK OF DREAMS STEVE MILLER BAND (Capitol SO-11630)	7.98 54	45	
56 LIVE! THE COMMODORES (Motown M9-894A-2)	7.98 51	21	
57 DOUBLE FUN ROBERT PALMER (Island ILPS 9476)	7.98 101	3	
58 DOWN TWO THEN LEFT BOZ SCAGGS (Columbia JC 34729)	7.98 50	18	
59 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	6.98 58	23	
60 ALL THIS AND HEAVEN TOO ANDREW GOLD (Asylum 6E-116)	7.98 73	7	
61 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	7.98 63	12	
62 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	7.98 67	7	
63 CHAMPAGNE JAM ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	7.98 —	1	
64 WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL LOU RAWLS (Phila. Intl./CBS JZ 35036)	7.98 68	18	
65 PLAYER (RSO/Polydor RS-1-3026)	7.98 61	22	
66 THE STORY OF STAR WARS (20th Century-Fox T-350)	7.98 66	17	
67 CHIC (Atlantic SD 5202)	7.98 64	16	
68 BRING IT BACK ALIVE THE OUTLAWS (Arista AL 8300)	7.98 106	3	
69 NIGHT FLIGHT YVONNE ELLIMAN (RSO RS-1-3031)	7.98 81	5	
70 HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98 71	67	
71 LITTLE CRIMINALS RANDY NEWMAN (Warner Bros. BSK 3079)	7.98 57	25	
72 HEAD EAST (A&M SP-4680)	7.98 84	5	
73 WHAT DO YOU WANT FROM LIVE THE TUBES (A&M SP-6003)	9.98 77	6	
74 PLASTIC LETTERS BLONDIE (Chrysalis CHR 1166)	7.98 80	6	
75 BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3126)	7.98 75	29	
76 HEAVEN HELP THE FOOL BOB WEIR (Arista AB 4155)	7.98 72	9	
77 WARMER COMMUNICATIONS AVERAGE WHITE BAND (Atlantic SD 19162)	7.98 112	2	
78 PUTTING IT STRAIGHT PAT TRAVERS (Polydor PD-1-6121)	7.98 78	16	
79 LET'S DO IT ROY AYERS (Polydor PD-1-6126)	7.98 90	5	
80 STAR WARS ORIGINAL SOUNDTRACK (20th Century 2T-541)	9.98 69	41	
81 SINGER OF SONGS/TELLER OF TALES PAUL DAVIS (Bang BLP-410)	6.98 87	11	
82 ANYTIME ... ANYWHERE RITA COOLIDGE (A&M SP 4616)	7.98 60	52	
83 WATCH MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3157)	7.98 88	5	
84 YOU LIGHT UP MY LIFE DEBBY BOONE (Warner/Curb BS-3118)	6.98 82	22	
85 ONCE UPON A DREAM ENCHANTMENT (Roadshow/UA LA811-G)	6.98 79	10	
86 BOSTON (Epic JE 34188)	7.98 83	82	
87 GREATEST HITS, ETC. PAUL SIMON (Columbia JC 35032)	7.98 65	19	
88 DRAW THE LINE AEROSMITH (Columbia JC 34856)	7.98 76	15	
89 HER GREATEST HITS CAROLE KING (Ode JE 34967)	7.98 —	1	
90 THE PATH RALPH MacDONALD (Marlin TK 2210)	7.98 95	6	
91 DRASTIC PLASTIC BE-BOP DELUXE (Harvest SW-11750)	7.98 102	5	
92 THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98 92	107	
93 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 11729)	7.98 96	8	
94 LEIF GARRETT (Atlantic SD 19152)	7.98 89	15	
95 YOU LIGHT UP MY LIFE JOHNNY MATHIS (Columbia JC 35259)	7.98 119	2	
96 THE HOUSE OF THE RISING SUN SANTA ESPERANZA 2 (Casablanca NBLP-7088)	7.98 98	7	
97 ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	13.98 94	23	
98 THE RUTLES (Warner Bros. HS 3151)	8.98 126	3	
99 OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA-3028)	7.98 86	23	
100 ZUBIN MEHTA CONDUCTS SUITES FROM STAR WARS AND CLOSE ENCOUNTERS OF THE THIRD KIND L.A. PHILHARMONIC ORCHESTRA (London ZM 1001)	7.98 100	6	

Cash Box Top Albums/101 to 200

April 1, 1978

	Weeks On Chart	3/25		Weeks On Chart	3/25		Weeks On Chart	3/25
101 THUNDER ISLAND JAY FERGUSON (Asylum 7E-1115)	6.98	104	133 PASTICHE MANHATTAN TRANSFER (Atlantic SD 19163)	7.98	115	168 NOT SHY WALTER EGAN (Columbia JC 35077)	7.98	176
102 ONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7078-2)	11.98	85	134 FLEETWOOD MAC (Warner Bros. MSK 2281)	7.98	132	169 MIDNIGHT LIGHT LeBLANC & CARR (Big Tree/Atlantic BT 89521)	7.98	175
103 DR. BUZZARD'S ORIGINAL SAVANNAH BAND MEETS KING PENETT (RCA AFL-1-2402)	7.98	62	135 AMERICAN HOT WAX VARIOUS ARTISTS (A&M SP 6500)	11.98	—	170 FRESH FISH SPECIAL ROBERT GORDON w/LINK WRAY (Private Stock PS 7008)	7.98	174
104 KARLA BONOFF (Columbia PC34672)	6.98	91	136 MENAGERIE BILL WITHERS (Columbia JC 34903)	7.98	108	171 THIS ONE'S FOR YOU BARRY MANILOW (Arista AB 4090)	7.98	178
105 SOME THINGS DON'T COME EASY ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 76006)	7.98	—	137 I, ROBOT THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	120	172 FEELIN' BITCHY MILLIE JACKSON (Spring/Polydor SP-1-6715)	6.98	163
106 LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	99	138 WHITE HOT ANGEL (Casablanca NBLP 7085)	7.98	133	173 TUXEDO JUNCTION (Butterfly FLY007)	7.98	179
107 THERE'S NO GOOD IN GOODBYE MANHATTANS (Columbia JC 35252)	7.98	111	139 GREATEST HITS LINDA RONSTADT (Asylum 6E-106)	7.98	137	174 SOUTHERN WINDS MARIA MULDAUR (Warner Bros. BSK 3162)	7.98	182
108 DIAMANTINA COCKTAIL LITTLE RIVER BAND (Capitol SW 11645)	7.98	113	140 PART 3 KC & THE SUNSHINE BAND (TK 605)	7.98	145	175 STREET HASSLE LOU REED (Arista AB4169)	7.98	—
109 HERB ALPERT & HUGH MASEKELA (Horizon/A&M SP-728)	7.98	70	141 MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	7.98	129	176 LOVE BREEZE SMOKEY ROBINSON (Tamla T7-359R1)	7.98	185
110 WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	7.98	121	142 MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	7.98	160	177 JUST FAMILY DEE DEE BRIDGEWATER (Elektra 6E-119)	7.98	183
111 STARLIGHT DANCER KAYAK (Janus JSX7034)	7.98	116	143 HOLD ON NOEL POINTER (United Artists LA848H)	7.98	147	178 MAMA LET HIM PLAY DOUCETTE (Mushroom MRS 5009)	7.98	184
112 GALAXY WAR (MCA-3030)	7.98	74	144 FLYING HIGH ON YOUR LOVE BAR-KAYS (Mercury SRM-1-1181)	6.98	135	179 BLACK & WHITE MIKE FINNIGAN (Columbia JC 35258)	7.98	—
113 EASTER ISLAND KRIS KRISTOFFERSON (Monument/Columbia JZ 35310)	7.98	124	145 OPEN FIRE RONNIE MONTOSE (Warner Bros. BSK 3134)	7.98	114	180 HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	7.98	186
114 A SONG FOR ALL SEASONS RENAISSANCE (Sire SRK 6049)	7.98	131	146 ZAPPA IN NEW YORK FRANK ZAPPA (Discreet/W.B.S. 2D 2290)	7.98	—	181 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists LA 771G)	7.98	177
115 THE MAD HATTER CHICK COREA (Polydor PD-16130)	7.98	118	147 MOONFLOWER SANTANA (Columbia C2-34914)	9.98	138	182 BROKEN HEART THE BABYS (WBS/Chrysalis CHR 1150)	7.98	150
116 ELTON JOHN'S GREATEST HITS VOL. II (MCA MCA-3027)	7.98	105	148 GEORGE THOROGOOD & THE DESTROYERS (Rouner 3013)	6.98	122	183 ATTENTION SHOPPERS STARZ (Capitol ST-11730)	7.98	148
117 RIDING HIGH FAZE-O (She/Atlantic SH740)	6.98	117	149 LOVE SONGS THE BEATLES (Capitol SKBL-11711)	11.98	141	184 LENNY WHITE PRESENTS THE ADVENTURES OF ASTRAL PIRATES (Elektra 6E-121)	7.98	190
118 LIVE FRANK MARINO & MAHOGANY RUSH (Columbia JC 35257)	7.98	130	150 DON'T LET ME BE MISUNDERSTOOD SANTA ESPERANZA/LEROY GOMEZ (Casablanca NBLP 7080)	7.98	139	185 RUBICON (20th Century T-552)	6.98	—
119 SEND IT ASHFORD & SIMPSON (Warner Bros. BS 3088)	6.98	123	151 BREEZIN' GEORGE BENSON (Warner Bros. BSK 3111)	7.98	152	186 JOURNEY TO THE LIGHT BRAINSTORM (Tabu/CBS JZ 35327)	7.98	194
120 I WANT TO LIVE JOHN DENVER (RCA AFL 1-2521)	7.98	103	152 LEVEL HEADED SWEET (Capitol SKAO-11744)	7.98	153	187 ROMEO AND JULIET ALEC COSTANDINOS AND THE SYNCOPHONIC ORCHESTRA (Casablanca NBLP 7086)	7.98	192
121 VOYAGER DEXTER WANSEL (Phila. Intl. JX 34985)	7.98	134	153 STAINED CLASS JUDAS PRIEST (Columbia JC 35296)	7.98	168	188 SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340C2)	13.98	187
122 SHOUT! B.T. EXPRESS (Roadshow/Columbia JC35078)	7.98	97	154 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	7.98	154	189 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	7.98	—
123 JT JAMES TAYLOR (Columbia JC 34811)	7.98	109	155 WE ALL KNOW WHO WE ARE CAMEO (Chocolate City/Casablanca CCLP-2004)	7.98	127	190 SILK DEGREES BOZ SCAGGS (Columbia JC 33920)	7.98	188
124 ENCOUNTERS OF EVERY KIND MECO (Millennium MNLP 8004)	7.98	110	156 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	7.98	191	191 BARRY WHITE SINGS FOR SOMEONE YOU LOVE (20th Century T-543)	7.98	157
125 DON JUAN'S RECKLESS DAUGHTER JONI MITCHELL (Asylum BB 701)	12.98	107	157 LET ME PARTY WITH YOU BUNNY SIGLER (Gold Mind GZS 7502)	7.98	162	192 DUO-GLIDE SANFORD/TOWNSFOND BAND (Warner Bros. BS 3081)	6.98	158
126 BURCHFIELD NINES MICHAEL FRANKS (Warner Bros. BSK 3167)	7.98	143	158 IN FULL BLOOM ROSE ROYCE (Whitfield WH-3074)	6.98	146	193 LOVE WILL FIND A WAY PHAROAH SANDER (Arista AB4161)	7.98	—
127 FOTOMAKER (Atlantic SD 19165)	7.98	156	159 SECRETS CON FUNK SHUN (Mercury SRM-1-1180)	7.98	144	194 NIGHT MOVES BOB SEGER (Capitol ST 1157)	6.98	195
128 ALIENS HORSLIPS (DJM DJLPA-16)	6.98	93	160 STREET ACTION BTO (Mercury SRM 1-3713)	7.98	140	195 WINNING COMBINATION DANNY & MARIE (Polydor PD 16127)	7.98	151
129 TOM PETTY AND THE HEARTBREAKERS (Shelter/ABC SRL 52006)	6.98	125	161 DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	164	196 I LOVE MY MUSIC WILD CHERRY (Sweet City/Epic JE 35011)	7.98	155
130 SAFETY IN NUMBERS CRACK THE SKY (Lifelong JZ35041)	7.98	136	162 VINTAGE '78 EDDIE KENDRICKS (Arista AB4170)	7.98	167	197 HALF AND HALF VICKI SUE ROBINSON (RCA AFL-1-2294)	7.98	159
131 BRICK (Bang BLP-409)	7.98	128	163 GOIN' BANANAS SIDE EFFECT (Fantasy F-9537)	7.98	170	198 MEL BROOKS' GREATEST HITS FEATURING THE FABULOUS FILM SCORES OF JOHN MORRIS (Asylum 5E-501)	7.98	—
132 LONEWOLF MICHAEL MURPHEY (Epic JE 35013)	7.98	149	164 ERUPTION FEATURING PRECIOUS WILSON (Ariola SW 50033)	7.98	—	199 IT HAPPENED ONE BITE DICK HICKS (Warner Bros. BSK 3158)	7.98	180
			165 STRIKER (Arista AB4157)	7.98	171	200 ODYSSEY (RCA APL 12477)	7.98	142
			166 ACTION BLACKBYRDS (Fantasy F-9535)	7.98	161			
			167 SPINOZZA DAVE SPINOZZA (A&M SP-4677)	7.98	172			

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	37	Clapton, Eric	3	Garfunkel, Art	24	MacDonald, Ralph	90	Pointer, Noel	143	Stewart, Rod	13
Aerosmith	88	Cole, Natalie	25	Garrett, Leif	94	Mahogany Rush	118	Presley, Elvis	97, 141, 180	Story Of Star Wars	66
Alpert/Masekela	109	Commodores	56	Gayle, Crystal	181	Mangione, Chuck	32	Queen	9	Striker	165
Angel	138	Con Funk Shun	159	Gibb, Andy	29	Manhattans	107	Rawls, Lou	84	Styx	10
Ashford & Simpson	119	Coolidge, Rita	82	Gold, Andrew	60	Manhattan Transfer	133	Raydio	41	Summer, Donna	102
Atlanta Rhythm Section	63	Corea, Chick	115	Gordon/Wray	170	Manilow, Barry	4, 39, 171	Reed, Lou	175	Sweet	152
Average White Band	77	Costandinos, Alec	187	Harris, Emmylou	38	Mann, Manfred	83	Renaissance	114	Taylor, James	123
Ayers, Roy	79	Costello, Elvis	33	Head East	72	Martin, Steve	106	Robinson, Smokey	176	Thorogood, George	148
Babys, The	182	Crack The Sky	130	Heart	181	Mathis, Johnny	95	Robinson, Vicki Sue	197	Travers, Pat	78
Bar-Kays	144	Davis, Paul	81	Heatwave	53	Maze	36	Rogers, Kenny	30	Tubes	73
Beatles, The	149	Denver, John	120	Hicks, Dan	199	Meat Loaf	51	Ronstadt, Linda	18, 139	Turrentine, Stanley	110
Be-Bop Deluxe	91	Deodato	189	Hill, Dan	28	Meco	124	Rose Royce	158	Tuxedo Junction	173
Bee Gees	19	Diamond, Neil	50	Horslips	128	Mehta, Zubin	100	Rubicon	185	Van Halen	43
Benson, George	7, 151	Dr. Buzzard's Savannah Band	103	Jefferson Starship	172	Miller, Steve	55	Rufus	18	Village People	142
Blackbyrds	166	Doucette	178	Jennings/Nelson	21	Mitchell, Joni	125	Ruties	98	Wansel, Dexter	121
Blondie	74	Eagles	70, 92	Joel, Billy	2	Money, Eddie	42	Sample, Joe	62	War	112
Bonoff, Karla	104	Earth, Wind & Fire	20	Journey	31	Montrose, Ronnie	145	Sanders, Pharoah	193	Washington, Grover	52
Boone, Debby	84	Egan, Walter	168	Kiss	89	Muldaur, Maria	174	Sanford/Townsend	192	Weir, Bob	76
Bootsy's Rubber Band	23	Electric Light Orch.	65	Knox	153	Murphey, Michael	132	Santa, Samantha	40	Welch, Bob	17
Boston	86	Elliman, Yvonne	39	Kansas	8	Newman, Randy	71	Santa Esmeralda/Leroy Gomez	96, 150	White, Barry	191
Brainstorm	186	Elton John	116	Kayak	111	Newton-John, Olivia	99	Santana	147	White, Lenny	184
Brick	131	Enchantment	85	KC & The Sunshine Band	140	Nugent, Ted	15	Scaggs, Boz	58, 190	Wild Cherry	196
Bridgewater, Dee Dee	177	England Dan/J.F. Coley	105	Kendricks, Eddie	162	Odyssey	200	Sea Level	48	Withers, Bill	136
Brooks, Mel	198	Eruption	164	King, Carole	89	Osmonds	195	Seger, Bob	194	Wonder, Stevie	188
Brown, Peter	61	Faze-O	117	Kiss	47	Outlaws	68	Seger, Bob	194	Zappa, Frank	146
Browne, Jackson	5	Ferguson, Jay	101	Kristofferson, Kris	113	Palmer, Robert	57	Side Effect	163	Zevon, Warren	34
Bryson, Peabo	93	Finnegan, Mike	179	Laws, Hubert	156	Parliament	45	Sigler, Bunny	157	SOUNDTRACKS	
B.T. Express	122	Flack, Roberta	12	LeBlanc & Carr	169	Parsons, Alan	137	Simon, Paul	87	American Hot Wax	135
BTO	160	Fleetwood Mac	14, 134	Lightfoot, Gordon	27	Parton, Dolly	53	Spinozza, David	167	Close Encounters	
Cameo	155	Foreigner	44	Little Feat	22	Paycheck, Johnny	154	Stargard	46	Of The Third Kind	49
Cassidy, Shaun	54, 75	Fotomaker	127	Little River Band	108	Petty, Tom	129	Stearz	183	Saturday Night Fever	1
Chic	67	Franks, Michael	126	Lynyrd Skynyrd	26	Player	65	Steady Dan	6	Star Wars	80

INTERNATIONAL

Japan

TOP TEN 45s

- 1 **Canada Kara No Tegami** — Masaaki Hirao/Yooko Hatanaka — Victor Musical Ind.
- 2 **UFO** — Pink Lady — Victor Musical Industries
- 3 **Samuray** — Kenji Sawada — Polydor
- 4 **Otomezakyu** — Momeo Yamaguchi — CBS/Sony
- 5 **Fuyuga Kurumaweni** — Kamifuusen — CBS/Sony
- 6 **Mayoyimichi** — Machiko Watanabe — CBS/Sony
- 7 **Fuyuno Inazuma** — Alice — Toshiba/EMI
- 8 **Enka Chanchakachan** — Masaaki Hirano — Teichiku
- 9 **Wakareuta** — Miyuki Nakajima — Canyon
- 10 **Anta No Ballade** — Masanori Sera & Twist — Canyon

TOP TEN LPs

- 1 **Pink Lady Best Hit Album** — Victor Musical Industries
- 2 **Omoikiri Kizana Jlnseyi** — Kenji Sawada — Polydor
- 3 **Alice V** — Toshiba/EMI
- 4 **Early Collection/B.C.R.** — Toshiba/EMI
- 5 **Arigatoo** — Miyuki Nakajima — Canyon
- 6 **High Figh Blend** — High Figh Set — Toshiba/EMI
- 7 **Kazamidori** — Masashi Sada — Warner/Pioneer
- 8 **Danryu** — Sayuri Ishikawa Best 14 — Columbia
- 9 **Watashi No Kowega Kikowemasuka** — Miyuki Nakajima — Canyon
- 10 **Greatest Hits** — Olivia Newton-John Best Collection — Toshiba/EMI

Brazil

TOP TEN 45s

- 1 **Zodiacs** — Roberta Kelly — RGE/Fermata
- 2 **We Are The Champions** — Queen — Odeon
- 3 **Quarto De Mansao** — Paulo De Paula — RGE/Fermata
- 4 **Mais Uma Vez** — Marizinha — Odeon
- 5 **Love So Right** — Bee Gees — Phonogram
- 6 **Don't Let Me Be Misunderstood** — Santa Esmeralda/Leroy Gomez — Phonogram
- 7 **Meu Primeiro Amor** — Jose Augusto — Odeon
- 8 **A Noite Vai Chegar** — Lady Zu — Phonogram
- 9 **O Cio Da Terra** — Milton E Chico — Phonogram
- 10 **Amante Latino** — Sidney Magal — Phonogram

TOP TEN LPs

- 1 **Roberto Carlos** — CBS
- 2 **Sem Lenco, Sem Documento (Int.)** — Various — Som Livre
- 3 **Music Master** — Various — K-Tel
- 4 **Passaro Da Manha** — Maria Bethania — Phonogram
- 5 **High Life** — Various — Phonogram
- 6 **Excelsior A Maquina Do Som Vol. 6** — Various — Som Livre
- 7 **Volta Ao Mundo Em 16 Musicas** — Various — Som Livre
- 8 **Perigosa** — As Freneticas — WEA
- 9 **Ti Voglio Bene** — Various — Som Livre
- 10 **Bravo II** — Various — Som Livre

— BRPA

France

TOP TEN 45s

- 1 **Mull Of Kintyre** — Wings — EMI/Pathe Marconi
- 2 **Ca Plane Pour Moi** — Plastic Bertrand — Vogue
- 3 **Pense A Moi** — Eric Charden — Discodis
- 4 **Magnollas For Ever** — Claude Francois — Fleche
- 5 **Dans Les Yeux D'Emille** — Joe Dassin — CBS
- 6 **How Deep Is Your Love** — Bee Gees — Polydor
- 7 **L'Enfant Des Cathedrales** — Gerard Lenorman — CBS
- 8 **Amor, Amor** — Rod McKuen — Ibach/Discodis
- 9 **J'AI Oublie De Vivre** — Johnny Hallyday — Phonogram
- 10 **Le Vin Me Saoule** — Nicolas Peyrac — EMI/Pathe Marconi

TOP TEN LPs

- 1 **La Java De Broadway** — Michel Sardou — Trema/RCA
- 2 **News Of The World** — Queen — EMI/Pathe Marconi
- 3 **Tarentelle** — Yves Duteil — EMI/Pathe Marconi
- 4 **Jamais Content** — Alain Souchon — RCA
- 5 **Supernature** — Cerrone — WEA
- 6 **Bande Originale Du Film: "Hotel De La Plage"** — Mort Shuman — Phonogram
- 7 **Running In The City** — Space — Vogue
- 8 **La Petite Ecriture Grise** — Marie-Paule Belle — Polydor
- 9 **Oui-Dire** — Raymond Devos — Phonogram
- 10 **Brel** — Jacques Brel — Barclay

— Europe 1

Canada

TOP TEN 45s

- 1 **Stayin' Alive** — Bee Gees — RSO
- 2 **Girl's School/Mull Of Kintyre** — Paul McCartney & Wings — Capitol
- 3 **Emotion** — Samantha Sang — Private Stock
- 4 **We Are The Champions** — Queen — Elektra
- 5 **Love Is Thicker Than Water** — Andy Gibb — Polydor
- 6 **Short People** — Randy Newman — Warner Bros.
- 7 **Just The Way You Are** — Billy Joel — CBS
- 8 **Wonderful World** — Garfunkel, Etc. — CBS
- 9 **You're In My Heart** — Rod Stewart — Warner Bros.
- 10 **You Light Up My Life** — Debby Boone — Warner Bros.

TOP TEN LPs

- 1 **Saturday Night Fever** — Various — RSO
- 2 **News Of The World** — Queen — Elektra
- 3 **Bat Out Of Hell** — Meat Loaf — Epic
- 4 **Rumours** — Fleetwood Mac — Warner Bros.
- 5 **The Stranger** — Billy Joel — CBS
- 6 **Endless Wire** — Gordon Lightfoot — Warner Bros.
- 7 **Foot Loose & Fancy Free** — Rod Stewart — Warner Bros.
- 8 **The Album** — Abba — Atlantic
- 9 **Simple Dreams** — Linda Ronstadt — Asylum
- 10 **The Grand Illusion** — Styx — A&M

— CRIA

Great Britain

TOP TEN 45s

- 1 **Wuthering Heights** — Kate Bush — EMI
- 2 **Take A Chance On Me** — Abba — Epic
- 3 **Come Back My Love** — Darts — Magnet
- 4 **Denls** — Blondie — Chrysalis
- 5 **Baker Street** — Gerry Rafferty — UA
- 6 **Wishing On A Star** — Rose Royce — Warner Bros.
- 7 **Stayin' Alive** — Bee Gees — RSO
- 8 **Mr. Blue Sky** — Electric Light Orchestra — Jet
- 9 **I Can't Stand The Rain** — Eruption — Atlantic
- 10 **Matchstalk Men & Matchstalk Cats & Dogs** — Brian & Michael — Pye

TOP TEN LPs

- 1 **The Album** — Abba — Epic
- 2 **20 Golden Greats** — Buddy Holly & The Crickets — MCA
- 3 **Reflections** — Andy Williams — CBS
- 4 **Variations** — Andrew Lloyd Webber — MCA
- 5 **Rumours** — Fleetwood Mac — Warner Bros.
- 6 **Boogie Nights** — Various — Ronco
- 7 **Out Of The Blue** — Electric Light Orchestra — Jet
- 8 **Foot Loose & Fancy Free** — Rod Stewart — Riva
- 9 **The Kick Inside** — Kate Bush — EMI
- 10 **Darts** — Magnet

Argentina

TOP TEN 45s

- 1 **Hipocresia** — Aldo Y Los Pasteles Verdes — Microfon
- 2 **Si Me Dejas No Vale** — Julio Iglesias — CBS
- 3 **Morena De 15 Anos** — Adolfo — TK
- 4 **El Ganador** — Manolo Galvan — Microfon
- 5 **Nadie Lo Hace Mejor** — Carly Simon — Music Hall
- 6 **Cara De Gitana** — Daniel Magal — CBS
- 7 **Hombre Trabajador** — James Taylor — CBS
- 8 **Ma Baker** — Boney M. — RCA
- 9 **Estamos Todos Solos** — Rita Coolidge — EMI
- 10 **Amlgo** — Roberto Carlos — CBS

TOP TEN LPs

- 1 **Rockollection** — Laurent Voulzy — RCA
- 2 **Los Exitos Del Amor** — Selection — Microfon
- 3 **Ruidos En Espanol** — Selection — Philips
- 4 **En Castellano** — Demis Roussos — Philips
- 5 **Amos En Venta** — Boney M. — RCA
- 6 **En Castellano** — Roberto Carlos — CBS
- 7 **Festival De Exitos 78** — Selection — CBS
- 8 **Impactos Populares** — Selection — TK
- 9 **Santa Esmeralda & Leroy Gomez** — Philips
- 10 **Cantanino** — Selection — CBS

Australia

TOP TWENTY-FIVE 45s

- 1 **It's A Heartache** — Bonnie Tyler — RCA
- 2 **Mull Of Kintyre/Girls School** — Wings — Capitol
- 3 **Surfln' USA** — Leif Garrett — Atlantic
- 4 **Emotion** — Samantha Sang — Private Stock
- 5 **How Deep Is Your Love** — Bee Gees — RSO
- 6 **Blue Bayou** — Linda Ronstadt — Asylum
- 7 **Needles And Pins** — Smokie — Rak
- 8 **Nobody Does It Better** — Carly Simon — Elektra
- 9 **Isn't It Time** — The Babys — Chrysalis
- 10 **Here You Come Again** — Dolly Parton — RCA
- 11 **Don't Let Me Be Misunderstood** — Santa Esmeralda/Leroy Gomez — Philips
- 12 **2-4-6-8 Motorway** — Tom Robinson Band — EMI
- 13 **Take A Chance On Me** — Abba — RCA
- 14 **Short People** — Randy Newman — Warner Bros.
- 15 **Baby Come Back** — Player — Philips
- 16 **You Light Up My Life** — Debby Boone — Warner Bros.
- 17 **Black Betty** — Ram Jam — Epic
- 18 **Yes Sir I Can Boogie** — Baccara — RCA
- 19 **Don't It Make My Brown Eyes Blue** — Crystal Gayle — UA
- 20 **Uptown Festival** — Shalamar — RCA
- 21 **Sometimes When We Touch** — Dan Hill — Interfusion
- 22 **Bad Boy For Love** — Rose Tattoo — Albert
- 23 **The Crunch** — The Rah Band — RCA
- 24 **You** — Marcia Hines — Miracle
- 25 **We Are The Champlons/We Will Rock You** — Queen — Elektra

TOP TWENTY-FIVE LPs

- 1 **Simple Dreams** — Linda Ronstadt — Asylum
- 2 **Rumours** — Fleetwood Mac — Warner Bros.
- 3 **Out Of The Blue** — Electric Light Orchestra — UA
- 4 **Abba — The Album** — RCA
- 5 **Down Two Then Left** — Boz Scaggs — CBS
- 6 **Leif Garrett** — Atlantic
- 7 **Foot Loose & Fancy Free** — Rod Stewart — Warner Bros.
- 8 **Running On Empty** — Jackson Browne — Asylum
- 9 **Silk Degrees** — Boz Scaggs — CBS
- 10 **A New World Record** — Electric Light Orchestra — UA
- 11 **I'm Glad You're Here With Me Tonight** — Neil Diamond — CBS
- 12 **Saturday Night Fever** — Soundtrack — RSO
- 13 **Live And Let Live** — 10cc — Mercury
- 14 **Heroes** — David Bowie — RCA
- 15 **Don't Let Me Be Misunderstood** — Santa Esmeralda/Leroy Gomez — Philips
- 16 **Weekend In L.A.** — George Benson — Warner Bros.
- 17 **Moonflower** — Santana — CBS
- 18 **Paradise** — Stars — Mushroom
- 19 **Marcia Hines Live Across Australia** — Miracle
- 20 **Olivia Newton-John's Greatest Hits Vol. 2** — Interfusion
- 21 **The Stranger** — Billy Joel — CBS
- 22 **Linda Ronstadt's Greatest Hits** — Asylum
- 23 **News Of The World** — Queen — Elektra
- 24 **Runnng Free** — Dragon — Portrait
- 25 **Decade** — Neil Young — Reprise

— The Kent Music Report

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