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December 23, 1978

NEWSPAPER

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CASH BOX

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EDITORIAL

Positively Psychological

The state of the economy is like the ultimate rumor. As conversation passes from one to another, the actual situation becomes distorted and in general worse than the reality. Such is the case at the present time in regard to inflation. People keep talking about how bad things are and this in turn helps fuel the inflationary spiral.

While the realities of softer sales and tighter money are facing business today, there appears to be a psychological strain that is perpetuating economic doom.

While the record industry is not recession-proof,

it is safe to say that it is recession-resistant. As discretionary dollars become harder to come by, consumers consciously look for entertainment bargains and records continue to be one of the best entertainment buys.

Retailers have noted that some labels are pushing back January album releases due to the economic situation, but this does not seem to do anything but further the feeling of instability.

If people in the industry prepare for the worst, but react daily on a business-as-usual philosophy, a healthier situation could be achieved.

NEWS HIGHLIGHTS

- Label promotion and marketing strategies examined in part two of homogenization of pop music series (page 7).
- Stan Cornyn will be the keynote speaker at next year's 21st Annual NARM convention (page 7).
- WEA International reports that the company's total sales increased 32% in 1978 (page 7).
- Independent distributors rally behind CTI in wake of Chapter XI filing (page 7).
- Canadian labels becoming less dependent upon U.S. pop music trends (page 43).
- Marvin Gaye's "Here, My Dear" and Hot Chocolate's "Every 1's A Winner" are top Album Picks of the week (page 15).
- Chicago's "No Tell Lover" and Keith Richards' "Run Rudolph Run" are top Singles Picks of the week (page 18).

TOP POP DEBUTS		
SINGLES	47	DO YA THINK I'M SEXY — Rod Stewart — WB
ALBUMS	32	BLONDES HAVE MORE FUN — Rod Stewart — WB

POP SINGLE	LE FREAK Chic Atlantic
R&B SINGLE	LE FREAK Chic Atlantic
COUNTRY SINGLE	BURGERS AND FRIES Charley Pride RCA
JAZZ	REED SEED Grover Washington Jr. Motown



Barbra Streisand

POP ALBUM	BARBRA STREISAND'S GREATEST HITS VOL. 2 Barbra Streisand Columbia
R&B ALBUM	CHAKA Chaka Khan WB
COUNTRY ALBUM	C'EST CHIC Chic Atlantic
DISCO	LE FREAK Chic Atlantic

CASH BOX TOP 100 SINGLES

December 23, 1978

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 LE FREAK	12/16	36 ALIVE AGAIN	12/16	68 LIGHT THE SKY ON FIRE	12/16
2 YOU DON'T BRING ME FLOWERS	1	37 GOT TO BE REAL	23	JEFFERSON STARSHIP	72
3 TOO MUCH HEAVEN	3	38 "I WAS MADE FOR DANCIN'"	52	(Grunt/RCA JB 11426)	4
4 SHARING THE NIGHT TOGETHER	5	39 HERE COMES THE NIGHT	44	69 EASY DRIVER	79
5 MY LIFE	4	40 THE GAMBLER	42	KENNY LOGGINS (Columbia 3-10866)	3
6 I LOVE THE NIGHT LIFE (DISCO ROUND)	7	41 DON'T CRY OUT LOUD	49	70 I BELIEVE YOU	73
7 (OUR LOVE) DON'T THROW IT ALL AWAY	8	42 HOLD ME, TOUCH ME	47	THE CARPENTERS (A&M 2097)	5
8 HOLD THE LINE	10	43 PLEASE COME HOME FOR CHRISTMAS	61	71 YOU'RE REALLY GOT A HOLD ON ME	76
9 Y.M.C.A.	12	44 A MAN I'LL NEVER BE	50	EDDIE MONEY (Columbia 3-10842)	4
10 I JUST WANNA STOP	2	45 HOME AND DRY	58	72 DANCING IN THE CITY	82
11 OOH BABY BABY	14	46 MY BEST FRIEND'S GIRL	48	MARSHALL HAIN (Harvest 4748)	3
12 MACARTHUR PARK	9	47 DO YA THINK I'M SEXY	—	73 I DON'T WANNA LOSE YOU	87
13 PART-TIME LOVE	17	48 DOUBLE VISION	37	DARYL HALL & JOHN OATES (RCA JH-11424)	2
14 STRANGE WAY	11	49 THE DREAM NEVER DIES	54	74 BABY I'M BURNIN'	83
15 PROMISES	18	50 TAKE ME TO THE RIVER	55	DOLLY PARTON (RCA JB-11420)	2
16 SEPTEMBER	25	51 SOMEWHERE IN THE NIGHT	64	75 SHAKE YOUR GROOVE THING	89
17 WE'VE GOT TONITE	22	52 RUN FOR HOME	35	76 LOST IN YOUR LOVE	85
18 HOW YOU GONNA SEE ME NOW	21	53 SOUL MAN	71	JOHN PAUL YOUNG (Scotti Bros./Atlantic SB-405)	3
19 I'M EVERY WOMAN	20	54 ONE LAST KISS	57	77 MILES AWAY	70
20 BICYCLE RACE/FAT BOTTOMED GIRLS	24	55 YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH	60	FOTOMAKER (Atlantic 3531)	5
21 SWEET LIFE	15	56 HOT CHILD IN THE CITY	30	78 CAN YOU FOOL	56
22 EVERY 1'S A WINNER	29	57 YOUR SWEETNESS IS MY WEAKNESS	59	GLEN CAMPBELL (Capitol P-4638)	10
23 INSTANT REPLAY	27	58 LOVE DON'T LIVE HERE ANYMORE	66	79 DON'T WANT TO LIVE WITHOUT IT	51
24 A LITTLE MORE LOVE	31	59 RADIOACTIVE	65	PABLO CRUISE (A&M 2076)	14
25 NEW YORK GROOVE	28	60 YOU THRILL ME	63	80 ANIMAL HOUSE	90
26 TIME PASSAGES	16	61 THE POWER OF GOLD	39	STEPHEN BISHOP (ABC AB-12435)	2
27 FIRE	34	62 YOU NEED A WOMAN TONIGHT	69	81 THERE'LL NEVER BE	46
28 LOTTA LOVE	38	63 DANCIN' SHOES	75	SWITCH (Gordy 7G-159-F)	12
29 HOW MUCH I FEEL	13	64 KISS YOU ALL OVER	32	82 NO TELL LOVER	—
30 CHANGE OF HEART	19	65 SHATTERED	86	CHICAGO (Columbia 3-10879)	1
31 I WILL BE IN LOVE WITH YOU	33	66 READY TO TAKE A CHANCE AGAIN	40	83 YOU NEEDED ME	68
32 SHAKE IT	43	67 BLUE MORNING, BLUE DAY	—	ANNE MURRAY (Capitol 4574)	25
33 STRAIGHT ON	26			84 I WILL SURVIVE	—
34 FOREVER AUTUMN	36			GLORIA GAYNOR (Polydor PD 14508)	1
35 DON'T HOLD BACK	41			85 ONE NATION UNDER A GROOVE	62
				FUNKADELIC (Warner Bros. WBS 8616)	15
				86 MARY JANE	53
				RICK JAMES (Gordy 7G-162F)	7
				87 DANCIN' SHOES	97
				FAITH BAND (Village/Mercury 74037)	2
				88 STORMY	—
				SANTANA (Columbia 3-10873)	1
				89 A LITTLE LOVIN'	91
				THE RAES (A&M 2091)	4
				90 TRANQUILLO (MELT MY HEART)	92
				CARLY SIMON (Elektra E-45544)	3
				91 GET DOWN	93
				GENE CHANDLER (20th Century TC 2386)	3
				92 WHAT YOU WON'T DO FOR LOVE	99
				BOBBY CALDWELL (Clouds/TK CLO 11-A)	2
				93 YOU STEPPED INTO MY LIFE	95
				MELBA MOORE (Epic 8-50600)	2
				94 THE MOMENT IN TIME	100
				ENGELBERT HUMPERDINCK (Epic 8-50632)	2
				95 WHO DO YA LOVE	96
				KC AND THE SUNSHINE BAND (TK-1031-A)	2
				96 GOOD LOVIN'	98
				GRATEFUL DEAD (Arista AS 0383)	2
				97 DANCE (DISCO HEAT)	67
				SYLVESTER (Fantasy 827)	18
				98 TAKE IT ANY WAY YOU WANT IT	—
				THE OUTLAWS (Arista AS 0378)	1
				99 GET OFF	77
				FOXY (Dash/TK 5046)	22
				100 WHENEVER I CALL YOU "FRIEND"	74
				KENNY LOGGINS (Columbia 3-10794)	22

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little (John Farrar/Irving — BMI)	24	Got To Be Real (Butterfly/Bong — BMI/Hudman/Cotaba — ASCAP)	37	My Best Friend's (Lido — BMI)	46	Sweet Life (Web IV — BMI)	21
A Little Lovin' (Perren/Vibes — ASCAP)	89	Here Comes (Beachwood — BMI)	39	My Life (Impulsive/April — ASCAP)	5	Take It (Hustlers — BMI)	88
Alive Again (Make Me Smile — ASCAP)	36	Hold Me (Hudmar — ASCAP)	8	New York Groove (Russell Ballard/April — ASCAP)	25	Take Me (Jec/AI Green — BMI)	50
A Man I'll (Pure Songs — ASCAP)	44	Hold Me, Touch Me (Kiss — ASCAP)	42	No Tell Lover (Com/Street Sense/Polish Prince — ASCAP)	82	The Dream (Obe Mastro/Tamiami/Amin — Welbeck)	49
Animal House (Duchess/Stephen Bishop — BMI)	80	Home And Dry (Hudson Bay — BMI)	45	One Last (Center City — ASCAP)	54	The Gambler (Writers Night — ASCAP)	40
Baby (Velvet Apple — BMI)	40	Hot Child (Beechwood — BMI)	56	One Nation (Malbiz — BMI)	85	The Moment (Silver Blue — ASCAP)	94
Bicycle Race (Queen/Beachwood — BMI)	20	How Much I (Rubicon — BMI)	29	Ooh Baby (Jobete — ASCAP)	11	The Power Of (Hickory Grove — ASCAP)	61
Blue Morning (Somerset/WB — BMI)	67	How You Gonna (Ezra/Jodrell — ASCAP/Candlewood Mountain — BMI)	18	(Our Love) Don't Throw It All (Stigwood/Unichappell — BMI)	7	There'll Never (Jobete — ASCAP)	81
Can You (Royal Oak/Windstar — ASCAP)	78	I Believe In You (Musicways/Flying Addressi — BMI)	70	Part Time (Jodrell/Leeds — ASCAP)	13	Time (DJM/Frabjous/Approxmate)	26
Change Of Heart (Camex — BMI)	30	I Don't (Hot-Cha/Six Continents — BMI)	73	Please Come Home (Fort Knox — BMI)	43	Too Much (Unicel — BMI)	3
Dance (Disco Heat) (Jobete — ASCAP)	97	I Love The (Lowery — BMI)	6	Promises (Narwhal — BMI)	15	Tranquillo (C'est — ASCAP/Country Road — BMI)	90
Dancin' Shoes (Canal — BMI)	87	I Was Made (Michael's/Scot Tone — ASCAP)	38	Radioactive (Kiss — ASCAP)	59	We've Got Tonight (Gear — ASCAP)	17
Dancin' Shoes (Canal — BMI)	63	I Will Be (Morgan Creek/Songs Of Bander-Koppelman — ASCAP)	31	Ready To (Ensign/Kamikazi — BMI)	66	Whatever You Won't (Sherlyn/Lindseyanne — BMI)	92
Dancing (No Licensee — BMI)	72	I Will Survive (Perren-Vibes — ASCAP)	84	Ru... For (Crazy/Chappell — ASCAP)	52	Whenever I Call (Milk Money — ASCAP/Rumanian Pickleworks — BMI)	100
Do Ya Think (Riva/WB/Nite-Stalk — ASCAP)	47	I'm Every Woman (Nick-O-Val — ASCAP)	19	September (Sagfire — BMI/Steelchest — ASCAP)	16	Who Do (Sherlyn/Harrick — BMI)	95
Don't Cry Out (Irving/Woolnough/Jemava/Unichappell/Begonia — BMI)	41	Instant Replay (Silver Steed — BMI)	23	Shake It (Steamed Clam — BMI)	32	Y.M.C.A. (Greenlight — ASCAP)	9
Don't Hold (Kichelle/Jamerson/Cos-K — ASCAP)	35	Kiss You (Chinnichap/Careers — BMI)	64	Shake Your (Perren-Vibes — ASCAP)	75	You Don't Bring (Stonebridge/Threesome — ASCAP)	2
Don't Want (Irving/Pablo Cruise — BMI)	79	Le Freak (Chic — BMI)	1	Sharing (Music Mill/Alan Cartee — ASCAP/BMI)	4	You Need A Woman (ABC Dunhill — BMI)	62
Double Vision (Somerset/Evansongs/WB — ASCAP)	48	Light The Sky (Lunatunes — BMI)	68	Shattered (Colegems-EMI — ASCAP)	65	You Needed (Chappell/Ironside — BMI)	83
Easy Driver (Streamline — BMI)	69	Lost In Your (Edward B. Meeks — BMI)	76	Soul Man (Walden/Birdees — ASCAP)	53	You Stepped (Stigwood/Unichappell — BMI)	93
Every 1's A (Finchley — ASCAP)	22	Lotta Love (Silver Fiddle — BMI)	28	Somewhere (Irving/Randor — BMI)	51	Your Sweetness (Sa-Vette/Six Continent/Rel Nel — BMI)	57
Fat Bottomed (Queen/Beechwood — BMI)	20	Love Don't (May 12th/Warner-Tamerlane — BMI)	58	Straight On (Wal-sal — BMI)	88	You Thrill Me (Chinnichap — BMI)	60
Fire (Bruce Springsteen — ASCAP)	37	MacArthur Park (Canopy — ASCAP)	12	Strange (Steven Stills/Warner Tamerlane/El Suero — BMI)	14	You Took (Edward B. Marks/Neverland/Peg — BMI)	55
Forever Autumn (Duchess — BMI)	24	Mary Jane (Stone Diamond — BMI)	86			You've Really Got (Jobete — ASCAP)	71
Good Lovin' (Hudson — BMI)	96	Miles Away (Fotomaker/Adrian Leighton — BMI)	77				
Get Down (Gaetana/Cachand/Cissi — BMI)	91						
Get Off (Sherlyn/Lindseyanne — BMI)	99						

⊘ = Exceptionally heavy radio activity this week \$ = Exceptionally heavy sales activity this week

TRIBUTE TO A FATHER

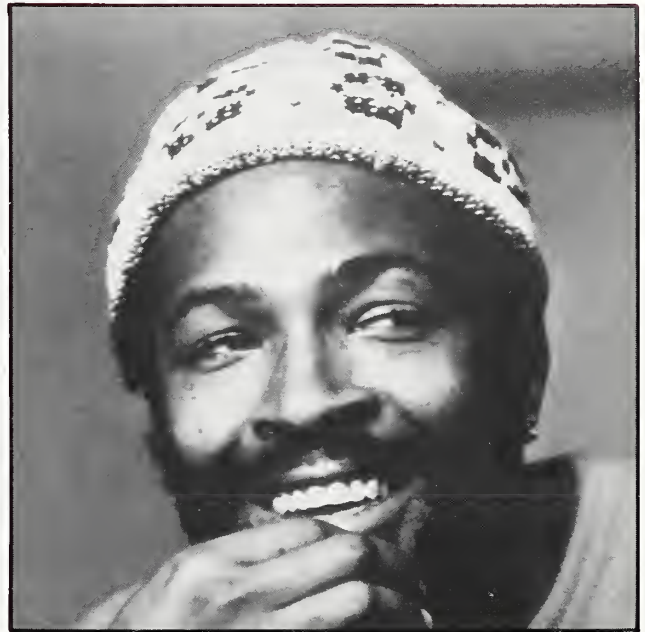
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M-1415F

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Sung by:



Diana Ross



Marvin Gaye



Smokey Robinson



Stevie Wonder

From Motown Records



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LIVINGSTON TAYLOR— 1979'S RISING BULLET

"I WILL BE IN LOVE WITH YOU"

EPIC 8-50604

IT'S UNANIMOUS!



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BILLBOARD
★ 34

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CASH BOX NEWS



MARSHALL TUCKER TO WARNERS — The Marshall Tucker Band has signed an exclusive, world-wide recording contract with Warner Bros. Records. The band, which has garnered seven gold and two platinum albums since its inception in 1972, will release its first Warner Bros. product late in 1979, following completion of contractual obligations to its former label, Capricorn Records. The six member ensemble, Toy Caldwell, lead guitar and vocals, George McCorkle, rhythm guitar, Paul Riddle, drums, Tommy Caldwell, bass and vocals, Jerry Eubanks, flute, saxophone, vocals and percussion, and Doug Grey, lead vocals and percussion, has remained together without personnel changes. Pictured (l-r) at the signing ceremony are: Toy and Tommy Caldwell; McCorkle; Mo Ostin, chairman of Warner Bros.; Grey; Eubanks; Bob Regehr, vice president of artist development and publicity, Warner Bros.; and Riddle.

Stan Cornyn To Address 1979 NARM Convention In Florida

CHERRY HILL, N.J. — Stan Cornyn, executive vice president and director of creative services for Warner Bros. Records, will be the keynote speaker at the 1979 21st annual NARM convention.

Cornyn will give his address on the subject of "The Conflict Between Commercialism and Quality in the Recorded Music Industry" at the opening business session

keynote, according to Joseph A. Cohen, executive vice president of NARM.

Consciousness Raising

"The speech Stan Cornyn made in 1975 at NARM entitled 'The Day Radio Died' has become an industry classic," said Cohen.

(continued on page 15)



Stan Cornyn

Mar. 24 at the Diplomat Hotel in Hollywood, Florida.

Although this is not Cornyn's first speaking engagement at a NARM convention, it is the first time he has been a convention

Streisand 'Hits' #1 LP; Chic Holding Across-The-Board

by Peter Hartz

LOS ANGELES — "Barbra Streisand's Greatest Hits Vol. 2" became the #1 pop album in the nation this week, unseating "52nd Street" by Billy Joel which was the top pop album for the past five weeks. Seven other greatest hits packages by Barry Manilow, Earth, Wind & Fire, Steely Dan, Steve Miller Band, Commodores, Wings and Marshall Tucker Band are charting in the Top 35.

"Le Freak" by Chic continues this week as the #1 single on the pop, R&B and disco charts. The Atlantic album "C'Est Chic" stands at #1 on the Top 75 Black Contemporary Album chart as well as #11 bullet on the Top 100 Pop LP chart. The album has scored #1 retail reports in Boston, Baltimore-Washington, San Antonio and L.A. and is a breakout this week with the

(continued on page 25)

WEA International Sales Up In '78 As Company Expands

LOS ANGELES — WEA International has reported that worldwide sales for 1978 exceeded last year's total by more than 32%. In addition to the sales increase, WEA International continued to expand organizationally this past year, launching new branches in Austria, Hong Kong, Singapore and Malaysia.

"Our (sales) successes this year," company president Nesuhi Ertegun said, "surpassed the goals of a triple-thrusted year-long campaign. Our objectives were: an increase in sales of our English language repertoire (U.S. — U.K. product) by all of our overseas companies; sales increases of 'national' repertoire (self-produced by our individual overseas companies) within their respective markets; sales increases of the 'national' repertoire of any one of our individual companies in the markets of all our other companies."

WEA International's increased sales volume came from its three principal U.S. sources: Warner Bros. Records, Elektra/Asylum Records and Atlantic Records. Linda Ronstadt and Foreigner established themselves in the international superstar category, while strong gains were made for Shaun Cassidy, Rose Royce, Van Halen, Cars, Leif Garrett, Manhattan Transfer, Roberta Flack, AC-DC, and the Trammps.

Organizational Expansion

Besides the company's inauguration of its four new branches, three WEA distribution centers began operations this last July. WEA Benelux opened its new facility near the Dutch-Belgium border, and WEA Italy became self-sufficient when it moved in its own newly constructed office and distribution headquarters in Milan.

WEA Brazil began its own distribution center in Sao Paulo. Sales and marketing for WEA Brazil now operate in Sao Paulo, while its central headquarters remain in Rio de Janeiro.

WEA International and Pioneer Elec-

Multi-Category Music Mktg. A Many-Faceted Endeavor

by Randy Lewis and Jeff Crossan

(This is the second in a three-part series examining the homogenization of pop music, as evidenced by a number of country, R&B, jazz and disco artists who are shifting their musical direction toward a more pop-oriented middle ground. This week's article explores how record companies market this type of music and the problems they encounter at radio and retail. Part three will take a look at how radio and retail are reacting to this phenomenon.)

LOS ANGELES — Not long ago George Benson was known primarily as a jazz guitarist. Similarly, Tanya Tucker was once regarded solely as a country performer.

Both of these artists now share a place in the larger pop spotlight, and the strategies used by their record companies to achieve pop breakthroughs typify how the industry is dealing with homogenized music.

When Benson altered his musical direction on the album "Breezin'" toward a more R&B/pop-oriented sound, the Warner Bros. promotion team took the traditional route by aiming its initial efforts at establishing a single ("This Masquerade") as a hit at one format (R&B). Then, using its R&B base, the label took the record to pop stations and continued working it until it was a hit not only at R&B and pop, but also at AOR, jazz and A/C formats.

On the other hand, for Tanya Tucker's "TNT," which brings her musically into the rock field, MCA has gone out of the box to a variety of formats, in addition to her country stronghold. Her current tour, advertising and publicity campaigns are also aimed at establishing simultaneous cross-the-board exposure.

Case By Case

Although a survey of record companies shows the approaches used by WB and MCA are the two most common paths to marketing music which can fit into more than one musical category, the record executives said each album is considered on an individual basis before they decide on a marketing plan.

Yet most acknowledged that promotion and marketing can't make a record a multi-category hit unless the potential for

(continued on page 15)

CTI Files Ch. XI But Stays Afloat With Indies Help

by Charles Paikert

NEW YORK — CTI Records, Creed Taylor's financially beleaguered jazz record label, filed a Chapter XI petition to reorganize the company under a new federal reform law in U.S. Southern District Court here December 7.

Pending action by the courts, a consortium of independent record distributors, headed by Harry Apostoleris of Alpha distribution in New York, have agreed to keep CTI in business by issuing letters of credit, according to Jerry Wagner, president of CTI.

The letters of credit, Wagner said, "guarantee the company's (CTI's) income on a revolving basis, and it guarantees the production of our product." Other distributors who have agreed to back the revamped label with letters of credit, Wagner said, include Schwartz Brothers in Washington, D.C.; Progress Records in Cleveland; Record Merchandising in Los Angeles; Stan's Record Service in Shreveport, La.; and Pickwick International, headquartered in Minneapolis.

CTI, which ended its distribution arrangement with Motown Records six months ago, plans to repack most of its existing catalog, Wagner stated. The first release under the new label structure, according to Wagner, will be a George Benson album titled "Space." The album which will ship in December, was described by Wagner as a combination of previously released cuts and unreleased material.

Creed Taylor, chairman of CTI, said that

(continued on page 15)



HOT AND PLATINUM — MCA Records presented Olivia Newton-John with a special platinum record for her "Totally Hot" album. The presentation was made while she was in London on the last leg of a world tour. Pictured (l-r) are: Bob Siner, MCA executive vice president; Olivia; John Farrar, producer; and George Osaki, vice president of creative services for the label.

WKTU Takes Big Bite In Big Apple Fall Radio Sweep

by Joey Berlin

NEW YORK — WKTU-FM has moved to the top of the New York radio market in the Oct./Nov. Arbitron ratings, informed sources report. Advance reports indicate the Burkhart/Abrams consulted disco station scored an 11.3 overall average quarter hour rating, well ahead of perennial market leader and Top 40 powerhouse WABC.

Music stations following WKTU and WABC, which garnered a 7.1 average quarter hour, are MOR WOR at 6.4, MOR WRFM at 4.9, country WHN tied with oldies WCBS-FM at 3.4, AOR WPLJ at 3.3, contemporary WBLS at 3.1, beautiful music WPAT at 2.7, beautiful music WPAT-FM and Top 40 WXLO tied at 2.6, adult contemporary WNEW at 2.1 and AOR WNEW-FM at 1.7.

WKTU's success seems to have come largely at the expense of WBLS, which last spring had been right on the heels of WABC and has been referring to itself as the nation's top-rated FM station.

While the fall book clearly illustrates the impact WKTU's disco format has had on the market, industry observers are looking toward the winter and spring sweeps to see if WKTU's numbers hold up. Many are also wondering if WABC's decline is real, which could indicate a swing away from the AM band.

In racking up its impressive lead, WKTU reached an estimated 2.8 million persons.



HANDS FULL OF PLATINUM — Casablanca recording artists Village People received two platinum albums each for their recent albums "Macho Man" and "Cruisin." On hand in front of Casablanca's Hollywood offices are (l-r) in the front row: Glenn Hughes, Village People; Jacques Morali, their producer; Neil Bogart, Casablanca president; Henri Belolo, group's executive producer; and (kneeling) Felipe Rose, Village People. In the back row (l-r) are: Randy Jones, Victor Willis, Village People; Larry Harris, Casablanca senior vice president and managing director; Marc Paul Simon, Casablanca vice president/special projects; Alex Briley and David Hodo, Village People.

Atlantic Launches Disco Campaign; Sanchez And Myzal Directing Effort

NEW YORK — Atlantic Records will launch a major, multi-phase disco promotion campaign beginning in January 1979, and has expanded its disco department by appointing Issy Sanchez as national disco A&R coordinator and Roxy Myzal as associate national disco promotion director.

Sanchez will continue as national direc-

tor of disco promotion, a position he has held since October 1977. His responsibilities now include involvement with all aspects of disco promotion on a national level as well as the production of disco product for Atlantic. Sanchez joined Atlantic in December 1976 as director of disco promotion.

In her new position, Roxy Myzal will be responsible for insuring maximum radio and retail exposure for disco artists and product, working closely with Sanchez. Previously, Myzal was Atlantic New York local promotion manager since July '78, the first woman to hold that position. Myzal began her career in the music business as operations manager of Nightfall Magazine and co-founder/coordinator of the Boston Disco Record Pool.

The theme for the disco campaign, developed by Sanchez, is "You've Never Been Hit So Hard." Artwork incorporating this theme will be used for 2X2's, posters, cubes, T-shirt, and the cover of a 2-LP sampler edited and sequed by Sanchez.

Phase one of the campaign will feature current disco product by Cerrone, Chic, the Fantastic Four, Leif Garrett, Herbie Mann, Montana, and Tasha Thomas. Phase two, set for January, will include albums and

(continued on page 41)

New VPs And Senior VPs are Named In Warners Executive Appointments

LOS ANGELES — Three new vice presidents and three senior vice presidents were named at Warner Bros. Records recently.

The new vice presidents are: Clyde Bakkemo, vice president/director of product management; Carl Scott, vice president/director of artist relations; Tom Ruffino, vice president/director of international operations. New senior vice presidents are: Murray Gitlin, senior vice president/director and treasurer; Ed Rosenblatt, senior vice president/director of sales and promotion and Lenny Waronker, senior vice president/director of A&R.

Bakkemo, who has been with Warner Bros. for 12 years, previously was director of product manager. He also worked in

promotion and A&R and was special assistant to former Warner Bros. president Joe Smith.

Scott, who has been with the label for eight years, previously served as director and assistant director of artist relations and worked with Bob Regehr, vice president/director of artist development and publicity.

Ruffino has been with Warner Bros. for nine years and formerly served as manager of international operations before becoming director of the department in 1971.

Gitlin, who has worked for Warner Bros. for 15 years, previously was vice president and treasurer, as well as controller.

Rosenblatt has been with the label for

(continued on page 41)



Gitlin



Rosenblatt



Waronker



Bakkemo



Scott



Ruffino

Pops Gordy Tribute 45 Scheduled By Motown

LOS ANGELES — "Pops, We Love You," a song written for Pops Gordy Sr., the father of Motown founder Berry Gordy, will be released by Motown as a single Dec. 22. The song, written by Pam Sawyer and Marilyn McLeod, was recorded by Diana Ross, Marvin Gaye, Stevie Wonder and Smokey Robinson and marked the first time that the four artists recorded together. The song was written as a birthday present for Pops Gordy who died Nov. 21.

Island's Nuccio Resigns

NEW YORK — Charles Nuccio last week resigned as president of Island Records in one of several personnel changes at the company. According to a label spokesman, other resignations included those by promotion director Fred Mancuso; his assistant, Kathy Kenyon; and product manager Maxanne Sartori.

The Island spokesman noted that the company plans to announce Nuccio's replacement by the New Year. Nuccio can be reached at (714) 346-5410.

Videodiscs Make Retail Debut In Atlanta Stores

LOS ANGELES — The videodisc made its in-store debut in Atlanta Dec. 15 when MCA Inc. began test-marketing a number of discs on player machines manufactured by Magnavox.

The videodiscs, which included a disc featuring a concert performance by MCA recording artist Elton John, will be test-marketed in Atlanta before distribution to stores across the U.S. begins in 1979, officials of MCA and Magnavox said.

Suggested list price for the video players has been set at \$695, while half-hour and two-hour pre-recorded tapes will sell for \$5.95 and \$15.95, respectively.

MCA's videodisc catalog currently

(continued on page 25)



The recent release of Alice Cooper's album "From The Inside" on Warner Bros. Records marked a major departure from the rock star's past — not so much musically, though, as mentally and physically. The album, which teamed Cooper's songwriting talents with those of lyricist Bernie Taupin, tells the story of Cooper's battle with alcoholism, which caused him to commit himself to a sanitarium.

In a recent **Cash Box** interview, Cooper said, "The LP is not down. I'm not complaining about what happened. Going into the hospital was a great thing for me. Some people find Jesus but I found self-confidence, the self-confidence I had lost to alcoholism."

Musicians appearing on the LP include guitarists Dick Wagner and Steve Lukather, bassists Dee Murray and Leland Sklar and vocalists Kiki Dee, Bill Champlin, Flo & Eddie and Davey Johnstone.

The current single from the album, "How You Gonna See Me Now" is #18 bullet on this week's Top 100 Singles chart, while the LP is currently #100 bullet on the album chart.

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There's only one way to describe Lakeside's smash single...

"It's All The Way Live." YB-11380



Ready, aim, fire!
Lakeside shoots straight for the top with a debut album produced by industry titans Dick Griffey and Leon Sylvers. "Shot of Love," high velocity funk that's right on target.

Produced by Dick Griffey, Leon Sylvers and Lakeside



From the galaxy of the stars
Manufactured and distributed by RCA Records

NEW FACES TO WATCH



Cooper Bros.

Dick and Brian Cooper are the Cooper Brothers, and they form the nucleus of a Canadian band that includes Terry King, Don Bregg, Al Serwa, Glenn Bell and Darryl Alguire. Having established themselves as one of Canada's top bands, the Cooper Brothers have set their sights on the United States with the release of their debut album on Capricorn Records, titled "The Cooper Brothers."

Capricorn and Canada may seem a strange combination but the link makes sense on closer examination, because the Cooper Brothers' trademark is a country-rock sound with the accent on infectious harmonies and crisp instrumentation. In fact, according to the group's leader and songwriter, Dick Cooper, the Ottawa area, where the group is based, is well known as a hotbed of American-flavored country music activity.

The group's main country influences, Cooper states, have come from the music of The Buffalo Springfield; The Burrito Brothers; Crosby, Stills, Nash and Young; and Gram Parsons. And although the group often sounds remarkably like another exponent of the country-rock sound, The Eagles, Cooper insisted that the Cooper Brothers biggest debt to the southern Californians has been "the fact that they broke open AM radio for country-rock."

Dick and Brian established themselves on the Canadian dance and bar circuits in the late sixties, and while Dick received a bachelor's degree in American literature from Ottawa University in 1969, he was later "thrown out" of the University's master's program for missing too many classes because he was on the road with the band. In the early '70s, after going through such names as "What The Cat Dragged In," the band simply became known as the Cooper Brothers, and concentrated on building up a national Canadian audience via the arduous bar band circuit.

By 1974, the band made their first recording, a series of singles produced by Les Emerson, a former member of Canada's renowned rock group, the Five Man Electrical Band. The singles went nowhere, however, and the band went back on the road. Two years later, according to Cooper, various labels began making offers, but the group held out until they got a manager they considered to be "the best manager possible," Alan Katz. Through Katz, Gary Cape, the owner of Kami Productions, heard the group and signed them to a contract. Within three weeks, the group recorded their first album in Toronto, August 1977, but a record company deal had not been signed.

The next six months were spent negotiating, and, Cooper recalls, "we were drawing up a contract with CBS when Capricorn called." The CBS contract never materialized, Cooper said, because "we thought Capricorn was the right label for us. We were impressed by its small town roots, its small roster, and we thought the type of music we played was better suited for them."



Bobby David

Bobby David is not only an up and coming singer/songwriter signed to 20th Century-Fox Records, he is also a corporation.

Artists incorporating to protect their earnings is not new, but David did it while he was still a struggling unknown. Before landing his contract with 20th, David put together a 100-page business prospectus which he pitched to a coal and oil executive (unassociated with the entertainment business) whom he had met a year-and-a-half before. Soon David had a backer and Bobby David International, Inc. was born.

In addition to being a fine upper and mid-range singer, David's prolific songwriting was the key to convincing his angel that he was a good investment. Bobby has had more than 300 songs published, including a couple of #1s on the country charts. His "Devil In The Bottle" went to #1 in 1975 and helped launch T.G. Sheppard's career. Later that year, Charley Pride had a #1 single with David's "Hope You're Feelin' Me (Like I'm Feelin' You)."

"I wrote country songs to survive," explains David, whose debut album is more of a straight pop effort. "I carried 'Devil' around for four years, but when it finally got out it went right to #1. I had been writing and performing wherever I could talk my way on stage for years before I went to Nashville.

"I only went because I met Steve Stills' manager on the road and he told me I had to go to New York, Los Angeles or Nashville if I was serious about the music business."

With his backing and his songwriting track record, David landed his deal with 20th which has resulted in his self-titled debut album. "We cut it one song at a time, using different players and different studios, and I'm really proud of what we came up with. It might take six months or two years, but I believe that this LP is going to make it. I've been writing songs for ten years, but now with the release of this album I feel like I'm almost at the starting gate."

After long years of dues paying, it is clear that David has two gifts beside his songwriting and singing skills. Bobby David has confidence and patience, qualities that he is certain will take him to the top.

"People who flash to the top flash right back to the bottom," says David. "I know I'm going to make it, I just need exposure."

With this kind of attitude, it's no surprise that David is currently on the road promoting his new album. In one recent five-week period he personally visited 82 radio stations in 32 cities to make sure programmers were made aware of his work. Resting on his laurels, which include awards from the Nashville Songwriters Association, ASCAP and SESAC, is just not Bobby David's style.

"Our slogan is WIT — Whatever It Takes," says the principal in Bobby David International, Inc. If determination, an abundance of personal charm and a proven ability to write and sing tender ballads and catchy pop and country tunes is what it takes, this 28-year-old doctor's son should go far.

Warner Execs Predict Fewer Releases, More Promotion

by Jeff Crossan

LOS ANGELES — Fewer records will be released by major labels in the near future to allow more time and money to be spent for promotion and marketing campaigns in support of new product, Bob Krasnow, vice president of talent at Warner Bros. Records, told a luncheon gathering of the Conference of Personal Managers recently.

Addressing the group at the Beverly Hills Hotel, Krasnow likened the increasing number of records released in recent years to the surfeit of movies which he said glutted the film industry in the '40s and '50s.

"The majors are overloaded with product now," Krasnow said. "You're going to see less records from the majors soon with far more promotion."

Cutbacks of new product, Krasnow predicted, "will allow major records to sell eight million copies while fewer marginal records will be coming out."

Closer Look

Stressing that Warner Bros. is an "A&R-oriented company," Krasnow said the label will begin to take a closer look at new records prior to their release. "There will be no more knee-jerk reactions," he said.

Also speaking at the conference was Warner Bros. sales vice president Ed Rosenblatt, who echoed Krasnow's sentiments saying that release cutbacks would

Simon Sues CBS

NEW YORK — Paul Simon has sued CBS Records in State Supreme Court here to terminate his contract with CBS Records. In two separate complaints filed November 28 and 29, Simon charged the company with breach of contract and failure to account for royalties due him.

'Stranded In A Limo'

Simon is contending that after signing with Warner Bros. in February of this year, CBS did not properly promote and distribute his last single, "Stranded in a Limousine," and album, "Greatest Hits Etc." According to the complaint, Simon and CBS entered into an agreement on Feb. 14, 1975, for the artist to deliver a minimum of four albums. The singer still owes the label one more album under the terms of the pact, but has asked the court to relieve him of that obligation.

In a complaint filed earlier this year in the same court, CBS brought suit against Simon, alleging that its license to manufacture "The Paul Simon Songbook" LP (never released in this country) runs for a period of 10 years until Feb. 14, 1985. That action was prompted by a suit brought against CBS in England by Simon in January of this year for copyright infringement.



LOGGINS GETS GOLD WATCH — Columbia Records recently hosted a dinner party in honor of Kenny Loggins, at which Kenny was presented with both gold and platinum LPs for his latest album, "Nightwatch." Pictured at the presentation (l-r) are: Bob Sherwood, vice president, national promotion, Columbia Records; Jack Craig, senior vice president and general manager, Columbia Records; Don Ellis, national vice president, A&R, Columbia Records; Jim Recor, Larson-Recor Management; Loggins' management; Loggins; Eva Loggins, Kenny's wife, Larson-Recor Management; Joe Mansfield, vice president, marketing, Columbia Records.

mean that label execs would have to be more honest with artist managers in their evaluation of upcoming releases.

"It's difficult to sit in a room, listen to a record, tap your foot and close your eyes, while half the time you're thinking, 'Oh, my God.' It's hard to tell a manager that you don't enjoy the record."

'Be More Aggressive'

"We have to be more aggressive," Rosenblatt said. "It's easier to tell the artist to go back into the studio and change some things than to spend the money to put the artist on tour with promotion and marketing support."

Another featured speaker, Sherwin Bash, president of BNB Management told Krasnow and Rosenblatt, "I would rather deliver an album to the record company and hear them say, 'It's not there yet' than to release it before it's ready. Maybe we're not

(continued on page 25)

UA Music Holds National Meetings

LOS ANGELES — Professional staffers, principal executives and various staff and affiliated songwriters from all of the U.S. offices of United Artists Music Publishing convened in Hollywood Dec. 12-14 in the first major get-together under recently appointed president Harold Seider.

The meetings followed the recent policy statement from Andy Albeck, president of United Artists Corporation, revealing that the parent company "views their publishing operation as a key growth area and a division that will be given its full organizational and financial support in a new era of music publishing expansion."

Main Topics

Coordination of Nashville, New York and Los Angeles professional offices, the stepped up exploitation of the various Un-art/U.A. Music and Robbins/Feist/Miller catalogs, related exploitation in the Big 3 Music print operations and the presentation of new movie music scores in closer cooperation with UA's motion picture division were the main themes at the conference. A new writer development push was also noted as a key part of U.A. Music's expansion plan.

The meetings were chaired by Seider and included presentations by the company's recently appointed vice president of Nashville operations, Jimmy Gilmer. Stu Greenberg, general manager of UA Music's New York offices and Peter Pasternak and Suzanne Logan, who recently joined the Los Angeles professional staff, also participated in the meetings.

NO DOUBT ABOUT IT -

THERE'S FIRE IN THE GROOVES

"YOU FOOLED ME" The searing debut album from Grey and Hanks featuring the soon to be released 7 and 12 inch single "Dancin'"

AFL1-3069

Renowned for writing LTD's smash single "Back in Love Again," Grey and Hanks step out with an unmistakable, shake your body 'til daybreakable sound of their own.

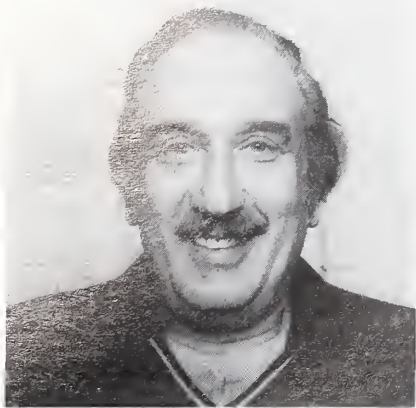
Backed by the horn section of Earth, Wind and Fire, Grey and Hanks put your motor in gear with *the* most danceable new album of the year, "You Fooled Me," smokin' now on RCA Records.



Produced by
Len Ron Hanks and
Zane Grey for Sounds
Like A Winner Productions.
In association with
Sorkin Music Company
Executive Producer Neil Portnow



EXECUTIVES ON THE MOVE



Ed Levine

UA Ups Levine To Vice President, GM Of Blue Note

LOS ANGELES — Ed Levine has been promoted to vice president and general manager of United Artists Records' Blue Note Records jazz label.

Levine has been with the company for six years, serving as national promotion director and general manager of Blue Note. Prior to that he served as national promotion director for several other labels, including Kama Sutra, United Artists and Map City/Delite.

Commenting on Levine's promotion, Artie Mogul, UA co-chairman, said: "The promotion of Eddie Levine comes as a result of his faith in the revival of Blue Note, which began five years ago. Eddie has been a major contributor to the success of the label."

Most recently, Levine was in charge of reactivating the Pacific Jazz Records Classic Series and the issuing of jazz recordings on the Blue Note label, in conjunction with UA's "Blue Note . . . And All That Jazz" program.

UNICEF Sets Concert

NEW YORK — Donna Summer has joined the lineup of performers who will appear on "A Gift of Song — The Music For UNICEF Concert," a 90-minute special from the United Nations General Assembly set for January 10 at 8 pm on NBC-TV. Summer will be joined by John Denver, Rita Coolidge, Elton John, Earth, Wind & Fire, Kris Kristofferson, Rod Stewart, Olivia Newton-John, Abba, Andy Gibb, and the Bee Gees.

The "Music for UNICEF" committee was created earlier this year by the Bee Gees, Robert Stigwood, and David Frost to provide an additional source of income for the Children's organization.

'Sampler' Heralds TK Jazz Campaign

by Alan Sutton

LOS ANGELES — TK Productions last week began mailing 5,500 copies of "The TK Jazz Sampler" to radio stations, distributors and retailers, in a move to emphasize a major thrust behind its jazz roster and artists.

The sampler contains album jackets from each of TK's three jazz labels — Marlin, Wolf and LRC — bound together in spiral form. Albums featured in the package include Eddie Daniels' "Street Wind," Kenny Barron's "Innocence," Ralph McDonald's "The Path," "Phil Upchurch," Jimmy McGriff's "Outside Looking In," Jimmy Ponder's "All Things Beautiful" and Joe Thomas' "Get In The Wind."

Sample Cuts

Additionally, the sampler includes the entire Michael Urbaniak "Ecstasy" album as well as a two-record set with sample cuts from the featured albums.

According to marketing director Linda Fine, the sampler was conceived by TK president Henry Stone, who wanted to showcase the label's burgeoning jazz roster. "People still think of TK as a disco label," she said, "and with the sampler we're trying to show another side of TK."

She said the campaign is being supported with additional ad dollars and in-store merchandising tools.

Emphasize Crossover

Fine went on to emphasize the crossover potential of the jazz release, citing TK's success in promoting R&B and disco acts such as KC & The Sunshine Band, Betty Wright, Peter Brown, Jimmy "Bo" Horne and Bobby Caldwell.

"We have a strong R&B department," she said, "and with that in mind we are not just servicing the sampler to jazz stations. Everything is being filtered through key R&B, college and progressive stations as well."

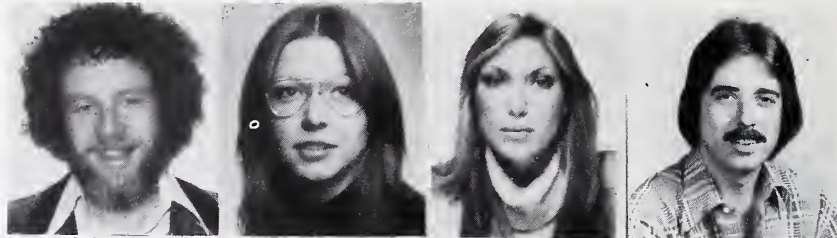
"I think (A&M artist) Chuck Mangione proved the crossover potential of good jazz, and this is the perfect time to expose our diversified jazz roster."

Richards Releases 45

NEW YORK — Rolling Stones Records has rush-released a solo single by Keith Richards of the Rolling Stones — "Run Rudolph Run" b/w "The Harder They Come." "Rudolph" whose release has been timed for the holiday season, is the Christmas rock standard written by Johnny Marks and Marvin Brodie. Both sides of the single by Richards, his first as a solo artist, feature his own arrangement and production.



PLAYER CELEBRATES GOLD — RSO recording group Player recently performed as the second-billed act to headliners Heart at the Inglewood Forum. Following the show, Player was presented with a gold record for its RIAA-certified album, "Danger Zone." Pictured (l-r) backstage are: Peter Beckett of Player; Janis Lundy, RSO executive assistant to the president; Ronn Moss of Player; Michael Dundas, RSO national album promotion director; Al Coury, RSO president; Jason Minkler, RSO promotion; J.C. Crowley of Player; Bob Carpenter, tour keyboard member; John Friesen of Player; and Rich Fitzgerald, RSO vice president of promotion.



Johnson

Scott

Bork

Collins

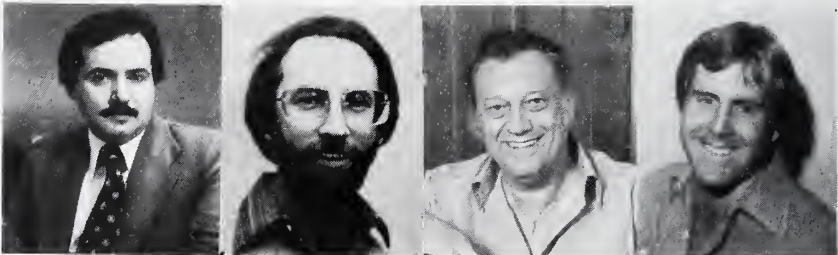
Gregory Elevated At Salsoul — Salsoul Record Corporation has announced the elevation of Chuck Gregory to senior vice president of promotion for Salsoul and its affiliate labels, Gold Mind, Tom n' Jerry, Philly Groove and Bethlehem. He entered the record business as sales and promotion manager for Gimbel Brothers, moved on to Schwartz Brothers, and then joined Columbia Records as promotion manager, where he moved to the west coast as regional promotion manager. He switched to Epic Records as director of west coast A&R.

WBR Appointments Named — Warner Bros. Records announced two new appointments within the creative services department of the label. Pete Johnson has been named creative director of the company, and Peter Whorf assumes the position of executive art director. Prior to this appointment, Johnson was executive director of product management. Additionally, he has worked extensively within WBR's A&R department and had also served as editorial director. He has been with the company for nine years. Before becoming executive art director, Whorf was an assistant for WCI special projects, a post he held for over two years.

Goldsher Upped At E/A — Sherry Goldsher has been named director of the newly-created video and film department of Elektra/Asylum Records. With Elektra/Asylum for three years, she was formerly national artist development coordinator.

Scott Appointed At CBS — CBS Records has announced the appointment of Janice Scott to director, radio and television production, advertising creative services, CBS Records. She joined CBS in the traffic department in 1969. She went to the radio department in 1972 as production assistant. She became the manager of radio productions and in April 1978 acquired the position of assistant director, radio production.

Bork Appointed At Columbia — Columbia Records has announced the appointment of Carol Bork to associate director, east coast tour publicity, Columbia Records. She joined Columbia Records in 1975 as tour publicist, and in 1977 was promoted to manager, tour publicity, the position she has held until her current move.



Polenta

Melancon

Sepe

McNamara

Collins Named At Atlantic — Art Collins has been promoted to associate director of national publicity for Atlantic Records. Prior to this new appointment, he has been publicity manager/Atlantic & Affiliated Labels since April 1978, prior to which he served as east coast publicity manager. He joined Atlantic Records in May 1975 as publicity assistant.

Polenta Named At Infinity — Lou Polenta has been appointed director of accounting at Infinity Records. He joins Infinity after 14 years at CBS Records where he was most recently associate director of marketing analysis. He also served at CBS as financial analyst and as manager of marketing finance. Polenta, who reports directly to Mankoff, will be based at Infinity's New York offices.

Melancon To Chrysalis — Chrysalis Records has announced the appointment of Chuck Melancon as national sales manager. Melancon, who most recently served as district midwest sales manager for MCA Records, had been with MCA for the past eight-and-a-half years, beginning as a sales representative.

Sepe Named — Unlimited Gold Records has named Tony Sepe vice president in charge of production. For three years previously he was production manager and tour coordinator for Barry White Productions, Inc., organizing several global tours for White, Love Unlimited, and the Love Unlimited Orchestra.

RCA Names McNamara — RCA Records Nashville has announced the appointment of John P. McNamara as manager, regional promotion — RCA Records Nashville. McNamara will be responsible for the promotion of RCA Records Nashville pop product in the midwest and will work from Chicago. He has worked as local sales representative for ABC Records (in Detroit and Buffalo) and as regional promotion manager for pop product in Chicago. Immediately prior to joining RCA, he was pop promotion manager for Mercury Records in Chicago.

Benton Named At Casablanca — Casablanca Records & FilmWorks music publishing division, has announced the appointment of Cheryl Benton as professional manager. She has worked as assistant to Bedell for six months. Previously she worked in the professional department of United Artists Music.



Benton

Kositch

Thompson

Carvello

RCA Taps Bullock — RCA Records has announced the appointment of Patrick W. Bullock as manager, regional promotion — RCA Records Nashville. Bullock will be responsible for the promotion of RCA Records Nashville pop product in the southwest and will work from Dallas. He worked for Big State Distributing from 1970-72 in Dallas. He also served as southwest regional promotion manager for London Records and CTI.

(continued on page 35)

The only thing they have in common is our uncommon support.



JULES AND THE POLAR BEARS/jules and the polar bears have "got no breeding," but people are very fond of their distinctive lyrics and searing instrumentation. right now, they're on a very successful major market tour with peter gabriel. and their album is getting terrific radio and press response.

produced by larry hirsch, stephen hague and jules shear.



THE BLISS BAND/The Bliss Band cordially invites you to dig into their hearty debut, "Dinner with Raoul." Your host is singer/songwriter/keyboard player, Paul Bliss. Aply assisting him is a group of fine session players from mother England. Countless FM stations are already digging in, so the sooner you respond, the better.

Produced by Jeff Baxter.



DANE DONOHUE/Dane Donohue sees right through you. He also sees right through Dane Donohue. That's what his songs are about: what he finds in other people and in himself. He expresses his insights with a voice that captivates. And so captivated were some very renowned musician friends of his that they decided to join him on his debut album.

Produced by Terence Boylan, Jai Winding, Steve Hodge and John Boylan.

At Columbia Records, artist development is our art.



Talisman Records Formed To Break Canadian Acts In U.S.

by Joey Berlin

LOS ANGELES — Talisman Records, a Toronto-based record label, has been formed to exploit the talents of Canadian artists in the U.S. as well as their native land, beginning with 19-year-old chanteuse Lisa Dal Bello. Top executive in the company is David Levine, a Montreal-bred entertainment promoter whose credits include stints with Donna Summer, Lou Rawls and Gloria Gaynor. He also heads his own promotion company, Promark Concepts, which handles masked stuntman The Human Fly.

The label was originated as a vehicle to get Dal Bello released in Canada, with the backing of investors Levine found in the Canadian construction industry. The company has enjoyed success with her "Pretty Girls" in Canada and now is planning a major push for the former MCA artist in the U.S.

Going After the 95

"Canada is only five percent of the North American music audience," explains Levine. "Talisman is going after the other

95 percent in the U.S. with Canadian artists."

Talisman, which plans to sign other Canadian artists and break them in the U.S. if its Dal Bello campaign is successful, will be distributed primarily by Pickwick. London handles the company's Canadian distribution. Levine says Talisman will also hire independent promotion people to work Dal Bello's single and album, both entitled "Pretty Girls."

Other executives in the company are general manager Dave Margau and Yolanda Tasse, vice president of A&R and creative director. Levine's title is vice president of marketing and promotion. In addition to the administrative offices in Toronto, Talisman also has a Los Angeles office where marketing and promotion activities are based.

Levine says Talisman will invest \$150,000 behind the "Pretty Girls" single in the U.S. Among the tactics the company is employing are retail-level contests and \$1 rebates on Dal Bello's album during a four-week period following its release. In addition, there will be radio station contests and giveaways, the hiring of "pretty girls" to deliver records to stations, and possibly a tie-in with a cosmetics company similar to the successful Revlon-Canada drug store promotion that Levine credits with helping break Dal Bello in Canada.

Dal Bello, winner of a Juno Award as best new female vocalist in Canada, is expected to tour the U.S. next spring.

ASF Gala Date Jan. 12

LOS ANGELES — The American Song Festival will announce the International Grand Prize Winners in its 5th annual competition at the ASF Awards Presentation and Disco Gala Jan. 12 in Los Angeles. The event is expected to draw recording artists, record and publishing executives, along with a national cross-section of media representatives.

CBS Albums Cited

NEW YORK — Two Columbia albums have been certified platinum and two have received gold certification. The platinum LP's were "The Best of Earth, Wind, & Fire," and Neil Diamond's "You Don't Bring Me Flowers," which shipped platinum. The gold LPs were "Tanya Tucker's Greatest Hits" and "Toto."

Rush LP Set As Mercury Pic Disc

NEW YORK — Phonogram/Mercury has entered the picture disc sweepstakes by releasing the Rush "Hemispheres" album which features a reproduction of the album cover artwork. The disc will have a limited run of 50,000 and list for 15.98.

There will also be a "No Return" policy for the disc, unusual for this usually fast moving commodity. "We limited the run purposely to maximize its collectibility," commented Harry S. Losk, vice president of national sales for Phonogram/Mercury. "We were even giving consideration to numbering the discs. But the 'no return' policy, along with the limited run was done for two reasons. First, we didn't want to risk cutting into the sales of the black vinyl edition, and more importantly by producing a quantity far below what the market could take, we are enhancing the items collectibility and adding to the group's mystique. As for the 'no return' policy," Losk continued, "this is simply our way of letting the distributors and retailers know that they should order this limited run record judiciously."

"He's Triggered By The Rise Of Their Suburban Eyes."



LET'S FACE IT: THE MAN IS DOIN' IT: The word is that **George Clinton**, the man behind **Parliament**, **Funkadelic**, and the **Brides of Funkenstein** has further plans to broaden his musical empire. George reportedly wants to head his own label, which will initially feature **Gary Shider**, leader singer for the P-Funk crew; **Ray Davis**, bass singer for P-Funk; and **Junie Morrison**, former leader of the Ohio Players. Naturally, most of the major labels are reported bidding for the right to carry this latest division of the Clinton conglomerate. Or should we say funk-glomerate?

MUCH MORE MUSICALS — Original cast albums of Broadway musicals have a reputation as being solid catalog items to have in the racks, but nothing that's going to ship gold. Instant success may elude musicals outside



HANCOCK VISITS LONDON — **Herbie Hancock** flew into London recently and was introduced to two U.K. disc jockeys who had given his first U.K. hit single, "I Thought It Was You," strong support. Pictured (l-r) at an informal lunch hosted by CBS promotions department are: **Hancock**; **Greg Edwards**, *Capital Radio DJ*, and **Dave Lee Travis**, *BBC Radio One DJ*.

block between Broadway and Eighth Avenue is being renovated from a movie house to a legitimate Broadway theatre — with an entrance planned on 43rd St.

NAMES IN THE NEWS — **Asleep At The Wheel** has made some personnel changes, and has also trimmed its line-up down to eight members. Joining the band are **Spencer Starnes** and **Fran Christina**. Another change — the band is now managed by Incoresel Management of Dallas . . . **Leslie McKeown** has left the **Bay City Rollers**, and has been replaced by **Duncan Faure** . . . Birthday Boys: **Greg Allman** 30 on December 8 . . . **Dickie Betts** 35 on December 12 . . . **Tom Dowd** producing their new Allman Brothers Band album in Miami . . . **The Good Rats** have purchased their 1975 album "Tasty" from Warner Brothers and have re-issued it on their own Rat City Records label . . . **Willie Alexander** no longer backed by the **Boom Boom Band** . . . **John Belushi** led a version of "Jailhouse Rock" with **Pablo Cruise** in New Haven . . . **Steve Forbert** plays the Other End December 20 and 21. The young musician has begun to attract much Gotham attention . . . **Janet Oseroff** has left TK. She can now be reached at 203-348-1144 . . . **Cosmo Ohms** strikes again with **Startoon's** latest single on Anamaze Records — "Who's Been Naughty" and "Birthday Heaven." . . . A new band in New York called **VHF** comprised of **Rich Teeter** (ex Dictator), **Bruce Brody** (ex Patti Smith), **Rich Fieger** (ex Lou Reed), and **Donnie Nossov** (ex Genya Ravan).

CLUB NOTES — You know what the "lifeblood of the industry" is, don't you? New artists, of course, as all those ads keep telling you. Sometimes the much vaunted A&R men are hard to find, though, at the clubs where things really have to happen first. But our own **Aaron Fuchs** goes where the music is, be it Madison Square Garden, or Mud, a new club on White St., which is way, way, downtown, below Soho. **Richard Lloyd**, the ex-**Television** guitarist, held forth at Mud recently, backed by a new band including his **Television** cohort **Fred Smith**. The set was much more rocking than Lloyd's **Tom Verlaine** days, Fuchs reports, as he closed with **Elvis Presley's** "Don't Be Cruel" . . . Also in town were the **Romantics** from Detroit at Hurrah's, who drew favorable notices and a crowd of industry admirers, including **Seymour Stein** . . . and finally at Max' Kansas City, there was **The Kool**, a Japanese rock group who have nearly perfected the teachings of chairmen **Berry**, **Lewis**, and other greats of the Classical Rock And Roll School.

MEANWHILE IN MOSCOW — Do Russians like Western music? Hey, is the Pope Polish? Take the case of **Boney M.**, the British disco sensations who recently played in Moscow, and caused quite a stir in the Soviet capitol. Not only did their engagement at the Rossiya Hotel sell out, but scalpers were reported getting up to 150 rubles (that's \$225) a seat. Tickets were in such demand, in fact, that the four reserved for the U.S. Ambassador in Moscow, **Malcolm Toon**, were stolen . . . But who is REALLY big in Russia, you ask? Why, **Dean Reed**, of course. Reed, according to a recent *Time* magazine article, "is more popular than **Frank Sinatra** in the Soviet Union." What's more, the 40 year old country crooner from Denver calls himself an "independent Marxist" while drawing SRO crowds in the U.S.S.R. and selling millions of records there. Not bad for a guy whom the knowledgeable folks at *Time* call "an indifferent performer by American standards and a habitual agitator."

THE NICK APOLLO STORY — **Nick Apollo** looks like he used to be a linebacker for the Giants. But Nick has heeded an even nobler calling — that of a nightclub entertainer. Which ain't easy if you've got a wife and seven children to support in Connecticut. But Nick's been plugging away for twenty years, and he finally formed his own label, **Fan Records**, and brought out his first album — "Can I Depend On You," which contains "The Scungilli Song." No jukebox in an Italian dinery should be without it. Heartburn guaranteed.

FINALLY — **Sid Vicious** is back in New York's Riker's Island jail after being charged with assault. **Todd Smith**, Patti's brother, was at Hurrah's when Sid allegedly slashed his face with a broken beer bottle.



MEYERSTEIN-MAIGRET FETED — **Georges Meyerstein-Maigret** (l), *PolyGram Group vice president and president of PolyGram S.A.*, France is toasted on the occasion of his 50th year in the music business by *PolyGram Group president Coen Solleveld*.

charles paikert



ALMO & IRVING OPENS NEW OFFICE — A new publishing building has been erected to house the staff of Almo & Irving Music (the publishing division of A&M Records). To celebrate the building's completion, a ribbon-cutting ceremony was held by A&M. The new offices will house a staff of over 30 persons, including songwriters' offices and recording facilities. Pictured (l-r) at the ceremony are: Mike Sims, Hollywood Chamber of Commerce; Chuck Kaye, president of Almo/Irving Music; Councilwoman Peggy Stevenson; Herb Alpert, A&M vice chairman; Jerry Moss, A&M chairman; Gil Friesen, A&M president, and Dave Alpert, A&M vice president, operations.

Multi-Category Music Mktg. A Many-Faceted Endeavor

(continued from page 7)

widespread acceptance is already there when the artist and producer deliver it to the label. In fact, virtually all record executives surveyed prefaced discussions with a comment similar to one from Stan Bly, MCA's vice president of promotion:

Music Is The Key

"First of all, everything is in the production of the album. We had a step by step advertising plan behind that album ('TNT') and it worked. But inside the (LP) cover is the real key," Bly said.

Categorization, many artists and producers said, is used primarily by record companies and radio (**Cash Box**, Dec. 16), but most record execs who admitted the existence of labeling were quick to say when labels are used, they are applied to individual releases, not artists.

Where Labels Come From

"It's a circular situation," says Adam

Somers, Warner Bros. director of merchandising. "We categorize records because it appears to us radio stations' playlists are formatted and they seem to play a certain type of record more than others. So when you present a record you think falls within the parameters of that format, you say, 'This is one of your records'. So that's one reality — that radio stations are formatted to a large extent.

"The other thing is the retailer," Somers adds. "He has a certain expectation, too. Their stores are sometimes set up and merchandised in a very old-fashioned way. You walk in and there are signs that say 'rock' and 'country' and 'classical' and 'jazz.' The guy has four designations in his store and none of them may be appropriate. Where do you put Al Jarreau? Is he a male vocalist? A pop singer? A jazz vocalist? An R&B singer? People have expectations which are built up by tradition. They want to put it in a bin somewhere."

Graphics can often be a crucial factor in the success or failure of a merchandising campaign on behalf of an artist whose

(continued on page 40)

Cornyn To Speak At '79 NARM Meet

(continued from page 7)

"It provoked unprecedented research into the adult record and tape market and paved the way for other studies to be used as the basis for marketing decisions. Knowing Cornyn, I am certain his upcoming keynote address will raise the consciousness of every segment of the industry: retailers, wholesalers and manufacturers."

Cornyn entered the music business in the mid-50s after attending Yale Graduate School. Initially, he wrote liner notes for Capitol Records. In 1959, he joined the six-month-old Warner Bros. label where he served as editorial director and later, director of creative services. While maintaining his current position of executive vice president, Cornyn recently resumed his former post with creative services.

CTI Files Chp. XI

(continued from page 7)

the revamped CTI "will return to the jazz field where its success began. I'm the first to admit," Taylor continued, "that we wandered off a bit too far." In the future, Taylor said, CTI will forsake the disco and AOR markets.

In addition, Wagner predicted the "consolidation" of the CTI catalog, which remains intact with the exception of Motown's acquisition of Grover Washington and Horizon's acquisition of Seawind.

Internationally, Wagner said, CTI's multi-licensee network "will continue unchanged." The labels' 23 record licenses will continue to be managed by Overseas Music's John Nathan.

ARTISTS ON THE AIR

Barry Manilow, Natalie Cole and B. T. Express will appear on Don Kirshner's Rock Concert" on Dec. 23. On Dec. 30 the program will feature performances by **John Travolta, Silver Connection, Carol Douglas, Manhattans, Jimmy Walker and Siber, Alto & Mantia.**

Tanya Tucker, Chuck Mangione, Barry Manilow, Rick James and The Village People will perform on "New Year's Rockin' Eve '79" on ABC-TV on Dec. 31.

Louisiana's Le Roux will appear on a repeat segment of "Midnight Special" on Dec. 29. The show will also feature a performance by **Michael Johnson** and will be guest hosted by **Steve Martin.**

On Dec. 30 "American Bandstand" will include a guest appearance by **Chanson.**

Trini Lopez will guest star in a Home Box Office special "Sixties Then and Now" scheduled to tape Dec. 31 at the Coconut Grove nightclub for broadcast in February.

Player has been set to guest star on a syndicated television special, "The King Of The Gypsies Premiere Party."



HERE, MY DEAR — Marvin Gaye — Tamla T354LP2 — Producer: Marvin Gaye — List: None listed

More than two years after Gaye's last studio effort ("I Want You"), this veteran soul singer/composer has issued this impressive two-record set. "Here, My Dear" contains 15 numbers, ranging from the rhythmic single "A Funky Space Reincarnation" to such patented Gaye love ballads as "When Did You Stop Loving Me" and "I Met A Little Girl." Gaye's vocals remain fluid and sexy here, displaying strength and intimacy with both his lower-range and falsetto voices. For R&B, pop and possibly disco formats.



EVERY 1'S A WINNER — Hot Chocolate — Infinity INF 9002 — Producer: Mickie Most — List: 7.98

Boosted by the chart success of its title track single, Hot Chocolate's consistently enjoyable Infinity debut LP should receive the wide exposure it deserves. The quintet as expected ably concocts spirited, infectious R&B/disco tracks, but the group is also capable of performing sensitive, melodic ballads. This album displays healthy doses of each Hot Chocolate style, as witnessed by the synthesized disco of "Put Your Love In Me" as well as top ballads like "Love Is The Answer One More Time."



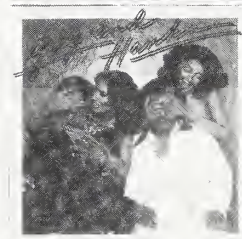
LOVE TRACKS — Gloria Gaynor — Polydor PD-1-6184 — Producers: Dino Fekaris with Freddie Perren — List: 7.98

Already receiving attention due to the single, "I Will Survive," this songstress' new album is a heated, thumping disco workout which spotlights Gaynor's soaring vocal efforts. Six of the LP's eight tracks are solid dancefloor gems which feature crisp rhythm arrangements by Freddie Perren. The two remaining tracks are tender, romantic ballads. Elaborate horn and string charts add a luxurious texture to the album.



NIGHT GROOVES — Blackbyrds — Fantasy F-9570 — Producer: Donald Byrd — List: 7.98

The Blackbyrds' latest effort represents a move by the group towards gaining disco acceptance. "Night Grooves" features several of the Blackbyrds' hit singles, remixed to suit disco audiences. Including the soulful "Walking In Rhythm" plus funky, hard-nosed disco arrangements of "Do It Fluid" and "Gut Level," this album serves both as a greatest hits package and as an exciting disco affair.



YOU FOOLED ME — Grey And Hanks — RCA AFL1-3069 — Producers: Len Ron Hanks and Zane Grey — List: 7.98

With its first RCA album, this songwriting/vocal duo has emerged with a tasty disco/R&B/pop affair which showcases the aggressive vocals of Zane Grey and the twosome's polished, tight-knit arrangements. "You Fooled Me" also features first-rate session assistance from such studio musicians as Chuck Rainey and Eddie "Bongo" Brown, plus the Earth, Wind & Fire horn section. Standout tracks are the title cut, "Way Out To Get In" and "Dancin'."



MIDNIGHT DIAMOND — Dobie Gray — Infinity INF-9001 — Producer: Rick Hall — List: 7.98

Throughout his lengthy career, Dobie Gray has enjoyed only intermittent pop success, but the singer has returned on Infinity with his finest album in years. "Midnight Diamond" contains an equal balance of disco-flavored upbeat numbers and evocatively-sung ballads. Gray's vocals remain in top form here, conveying a warmth and conviction that has made his prior hits such classics.



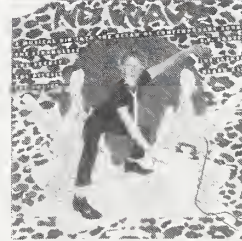
MIND MAGIC — David Oliver — Mercury SRM-1-3747 — Producer: Wayne Henderson — List: 7.98

Oliver's second Mercury album picks and chooses from a full bag of black contemporary influences for a varied and entertaining package. Reggae, funk, soul, and jazz touches abound throughout, and the cool phrasings of Oliver's powerful voice turn tracks like "One Night Man," "I Surrender," and the single "Housewives Are People Too" into strong choices for black contemporary radio. A solid market response this week has resulted in a double debut on both pop and R&B album lists.



LOVE WOUNDS, FLESH WOUNDS — Johnny's Dance Band — Windsong BXL1-2711 — Producers: Tony Bongiovi, Bob Clearmountain and Lance Quinn — List: 7.98

Johnny's Dance Band is four guys rocking out behind one of the better female voices to make it onto wax in some time. The key to the Dance Band's success is highly adept, refreshingly original material. An auspicious new LP from Philadelphia outfit that shuns the R&B image of its home base in favor of melodic, light-to-medium heavy metal. Cuts for AOR/Top 40 are "Wrap Me Up," "Avenue Of Love," and the title track.



NO WAVE — Various Artists — A&M SP 4738 — Producers: Various — List: 7.98

"No Wave" is a 12-song sampler of A&M's various new wave artists. The album contains both previously released material such as "Bring On The Nubiles" and "Nice N' Sleazy" by the Stranglers, plus "Take Me I'm Yours" by U.K. Squeeze. Other bands featured here are the Dickies, the Secret, the Police and Klark Kent, among others. The outlandish cover art for the LP will turn off mainstream rock fans, but "No Wave" is a worthy, colorful introduction to these acts.

Atlantic Announces February Opening For New Jersey Warehouse

NEW YORK — As exclusively reported in *Cash Box* (Sept. 30, 1978), Polygram Distributing Corp.'s new 103,000-square-foot warehouse in Edison, New Jersey, will begin operations sometime in February, 1979, according to Dean White, operations manager for the company. The new distribution center will handle 30% of Polygram's total U.S. volume. All east coast record retailers, except those in Georgia, will be serviced with Polygram product from the Edison facility.

New Denver LP Set

NEW YORK — RCA Records will release John Denver's new self-titled album, in January. Denver wrote six of the 11 songs on the LP, which features performances by James Burton, Hal Blaine, Emory Gordy, Glen Hardin, Jim Horn, and Herb Pedersen. The label has planned a 3-month campaign to promote the LP with heavy emphasis on television advertising.

Chip Taylor To Capitol

LOS ANGELES — Singer/songwriter/guitarist Chip Taylor has signed with Capitol Records and will release his debut album for the label, "Saint Sebastian" in mid-January. The album was co-produced by Taylor and John Palladino.

Field Merchandising Announces First Clients

LOS ANGELES — Gordon Bossin, president of the newly-formed Field Merchandising Inc., has announced that the Entertainment Company and The Bicycle Music Co., are his company's first clients. Bossin also announced that he has hired four of eight representatives that will make up the Field Merchandising Inc. staff.

B-Line Relocates Office

LOS ANGELES — B-Line Productions and B-Line Management have relocated their offices to 9356 Santa Monica Blvd., Beverly Hills, Calif. 90210. The telephone number is (213) 550-7220.

Loretta Lynn Life Story Set For Filming In Feb.

LOS ANGELES — "Coal Miner's Daughter," a film based on the life of Loretta Lynn, starring Sissy Spacek, will begin production for Universal in February. The film will be produced by Bernard Schwartz and directed by Michael Apted from Thomas Rickman's screenplay. Filming will take place in Kentucky and Tennessee, where Lynn spent her youth in poverty.

Karma Opens 2 Stores

NEW YORK — Karma Records, the retail affiliate of Father's & Sun's, Inc., has opened two new stores in Indianapolis, Indiana. The new sites are located on the south and west sides of the city, complementing Karma's already existing north and east side stores. Both stores are free-standing 4,000-square-foot outlets equipped with custom-built mobile audio/video modules.

As part of its grand opening plans, the new Karma stores will be open for 56 consecutive hours beginning Friday, Dec. 22. One dollar discounts off all records and tapes are being offered between midnight and 8 a.m. as part of the celebration.

Work Begins On New ABC Records Office

LOS ANGELES — Preliminary construction has begun on the site for new ABC Records offices near Century City, Calif. The label plans to move from its current Beverly Hills headquarters to the new location around March 1, 1979. ABC's new address will 9911 Pico Blvd.

RPM Studios Open

NEW YORK — Robert Mason has opened RPM Studios at 12 East 12 St. in Manhattan. The site is a full-service 24-track facility. The telephone number is (212) 242-2100.

Weiss Music Ltd. Moves

LOS ANGELES — Larry Weiss Music Ltd. has relocated to 1630 Woods Drive, Los Angeles, Ca. 90069.

LOOKING AHEAD TO THE TOP 100

- DON'T LET ME DOWN** (Rock Steady — ASCAP) PETER CRISS (Casablanca NB 952)
- HAVEN'T STOPPED DANCING YET** (Old "Eye"/Buckwheat — ASCAP) GONZALEZ (Capitol 4647)
- I DON'T KNOW IF IT'S RIGHT** (Six Continents/Mills and Mills — BMI) EVELYN "CHAMPAGNE" KING (RCA PB 11386)
- BAD BRAKES** (Ashtar/Colgems — EMI) CAT STEVENS (A&M 2109-5)
- CALIFORNIA MAN** (Intersong/UA — ASCAP) CHEAP TRICK (Epic 8-50625)
- NOT FADE AWAY** (MPL Communications — BMI) TANYA TUCKER (MCA S45 1999)



CHIC "FREAK" FETE — Chic, whose chart-topping single "Le Freak" has been certified platinum, was honored with a party following their appearance at Boston's Harvard Square Theatre. Pictured are (l-r): Nancy Huang, product manager for Atlantic Records; Bernard Edwards and Alta Anderson of Chic; Sonny Jo White, program director of WILD; Luci Martin, Nile Rodgers, and Tony Thompson of Chic; Roxy Myzal, associate national director of disco promotion for Atlantic Records; and Tony Chalmers, national director of disco promotion and local promotion representative for Atlantic Records.

POINTS WEST — OL' PINK EYES IS BACK — Elton John has come out of retirement from live performances by announcing he will embark on a three or four month tour of Europe beginning in February. It was two years ago when he announced he would no longer do live shows, but perhaps he got the taste for them again after giving impromptu solo shows at the MCA Records east and west coast conventions in October. The only instrumental backing Elton will take on the road will be percussionist **Ray Cooper**. At this point, there is no word of plans for a U.S. tour.

NO MORE CLONE ROCK? — The **Eagles** are just one of a number of west coast/Southern California-based acts profiled in "California Rock, California Sound," by Anthony Fawcett, to be published this month. In the book, he quotes **Don Henley** as saying he is tired of "computer clone-rock . . . androgynous heartless, gutless crap." They will remedy this, they say, with a couple of songs they plan to include on their new album — "Teenage Jail," and "You're Really High, Aren't You." The group members just say they "feel a definite need to bring back real rock 'n' roll."

A.1. ON THE JUKEBOX — While in the U.S. on a tour supporting his new Swan Song album "Tracks On Wax — 4," **Dave Edmunds** talked to *Cash Box* about the album, how his career is entering a new phase and the state of rock 'n' roll in the late 1970s. The man whose albums are regarded as rock 'n' roll classics by many critics and fellow musicians and who has been called the world's finest producer by **Phil Spector**, says he will no longer be producing other groups and is now concentrating all his efforts on Dave Edmunds albums. "I want to do things properly this time. I've had five hits in England, a million seller over here ('I Hear You Knocking'), and a gold album for the 'Stardust' movie soundtrack. But I've never had everything going at the same time. This is the first time I've got an album, a single, a tour, a band (**Rockpile**), a manager (**Jake Riviera**, who also handles **Elvis Costello** and **Nick Lowe**), an agent and have it all at the same time. We're doing it as it should be done." While his past two or three albums were virtually one-man efforts, he has returned to recording with **Rockpile** because he says playing all the instruments, singing all the vocals and producing a record "can get boring." But as one of rock's most highly-regarded producers, he also says he can't understand why it takes some acts five or six months, or sometimes more than a year, to make a record.



RUSHEN IN CHICAGO — While in Chicago for a listening session for her debut Elektra/Asylum release, *Patrice Rushen did a little personal promotion. Pictured above at the session are (l-r): WVON air personality Richard Steele, Rushen and WVON assistant PD Carl Connors.*

"Tracks On Wax," Edmunds says, took less than two weeks to record. "I did 12 five-hour sessions. I don't like working more than five or six hours in the studio. Your judgement starts getting impaired after that. All of this 'going-into-the-studio-for-18-hours,' I think it's false economy. You start losing your marbles and you don't know what you're hearing. I heard of one group spending eight hours trying to get a bass drum sound right. That's horrendous. No one is going to hear the difference, and that's what it all comes down to." Being one of the few artists who has carried the torch of basic rock 'n' roll into the 1970s, Edmunds was asked, in view of the number of records the **Bee Gees** have sold and the phenomenon in our culture disco has created, if he feels disco music is as significant a development in the history of pop music as the birth of rock 'n' roll in the 1950s? "Nothing," he responded, "is as important as the birth of rock 'n' roll. It's always the basic foundation for anything that's going down. Whether it's disco, etc., it all comes back to rock 'n' roll. Rock 'n' roll seems a bit shaky now, and it seems safe to say there are only a couple of real rock 'n' roll bands around right now — **Cheap Trick** and **Rockpile**. But it will come around again. It always does."

AND THEY'RE OFF — Apparently not wanting such a formality as the end of the year to hamper them, *Rolling Stone* and *Crawdaddy* have published their annual lists of "best ofs" for 1978. In the Stone, **The Rolling Stones** were named "artist of the year" and their "Some Girls" LP as "album of the year." (This following the earlier controversy when publisher **Jann Wenner** called down his own writers, in print, for knocking the album upon its release.) "Band of the year" honor goes to **Bruce Springsteen and the E Street Band**. The **Cars** were named "new artist of the year," while **Bob Seger** and **Nicolette Larson** were named "male singer of the year" and "female singer of the year," respectively. "Songwriter of the year" went to **Warren Zevon**, while the **Commodores** took "R&B group of the year" honors and **Willie Nelson** landed the award for "country artist of the year." **Charles Mingus** was selected as "jazz artist of 1978." The **Bee Gees** showed up twice, with "single of the year" ("Stayin' Alive") and as "producers of the year" with **Karl Richardson** and **Alby Galuten**. Without going into great detail, check out the mag's "Platinum Turkey" Awards. . . . Meanwhile, new artists honored in *Crawdaddy's* year-end listing included **Jules and the Polar Bears** in addition to **The Cars**, and Jules' "Got No Breeding" is named one of the best new albums of 1978 in *High Fidelity's* January issue.

CONGRATS — To **Diane** and **Davin Seay** (Warner Bros. west coast publicist) on the birth of their second child, **Isaiah Matthew Seay**, Nov. 19 at Cedars Sinai hospital. Isaiah weighed in at 7 lb. 4 1/2 oz.

YES, THERE IS A KLAATU — To promote its current Capitol album, "Sir Army Suit," pop quartet **Klaatu** has created a three-minute animated film which features as a soundtrack the song "A Routine Day." The film, previewed at a reception at Mr. Chow's restaurant in Beverly Hills, will be made available for promotional screenings at selected record stores, plus possibly to be used as trailers in movie theatres. The Toronto-based group still refuses to reveal its members' individual identities, but indicates that they may embark upon a debut concert tour in the future. . . . RSO is implementing new security measures to further guard against piracy, in light of last week's FBI raids, which netted millions of dollars worth of pirated LPs and tapes. The label has hired private investigators and plainclothesmen to maintain 24-hour surveillance at all labs, pressing plants and distribution points. In addition, the company is trying out special labeling techniques and chemical treatment of album covers to more easily distinguish between genuine and counterfeit product. The measures are going into effect immediately on all upcoming releases, including the **Bee Gees** "Spirits Having Flown" studio LP and the "Moment By Moment" soundtrack. . . . **Marilyn McCoo** & **Billy Davis Jr.** were the guest performers at RKO's luncheon Christmas party last week. RKO hosted the Hollywood Radio & Television Society Annual Christmas party which was held at the Century Plaza Ballroom. **Etta James** also performed, with two members of **Reggie Knighton's** band backing her up.

randy lewis

JAZZ

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
1 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	12/16	22 STREAMLINE LENNY WHITE (Elektra 6E-164)	22 6
2 TOUCHDOWN BOB JAMES (Columbia JC 35594)	13 2	23 SECRET AGENT CHICK COREA (Polydor PD-1-6176)	— 1
3 MR. GONE WEATHER REPORT (Columbia JC 35358)	2 10	24 MANHATTAN SYMPHONIE DEXTER GORDON QUARTET (Columbia JC 35608)	25 7
4 FLAME RONNIE LAWS (United Artists UA-LA881-H)	4 9	25 YOU AIN'T NO FRIEND OF MINE IDRIS MUHAMMAD (Fantasy F-9566)	27 4
5 INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557)	5 7	26 THE BEST OF NORMAN CONNORS & FRIENDS (Buddah/Arista BDS 5716)	30 2
6 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	6 13	27 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD-1-6179)	— 1
7 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	3 9	28 ANOTHER WORLD STAN GETZ (Columbia JG 35513)	31 2
8 THANK YOU FOR . . . F.U.M.L. (FUNKING UP MY LIFE) DONALD BYRD (Elektra 6E-144)	7 7	29 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	21 15
9 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	8 16	30 HEAVY METAL BE-BOP THE BRECKER BROTHERS (Arista AB 4185)	24 12
10 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	9 17	31 STEPPING STONES — LIVE AT THE VILLAGE VANGUARD WOODY SHAW (Columbia JC 35560)	32 6
11 SOFT SPACE THE JEFF LORBER FUSION (Inner City 1056)	11 12	32 THE GREETING MCCOY TYNER (Milestone M-9085)	26 10
12 PAT METHENY GROUP (ECM 1-1114)	10 21	33 WHAT ABOUT YOU STANLEY TURRENTINE (Fantasy F-9563)	28 14
13 WE ALL HAVE A STAR WILTON FELDER (ABC AA-1109)	16 5	34 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	29 27
14 CRY JOHN KLEMMER (ABC AA-1106)	15 6	35 LES McCANN THE MAN (A&M SP 4718)	34 8
15 PATRICE PATRICE RUSHEN (Elektra 6E-160)	14 7	36 LARRY CARLTON (Warner Bros. BSK 3221)	33 20
16 IMAGES CRUSADERS (ABC/Blue Thumb BA 6030)	12 24	37 KOGUN AKIYOSHI/TABACKIN BIG BAND (RCA AFL-1-3019)	38 3
17 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	17 20	38 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	37 47
18 LEGACY RAMSEY LEWIS (Columbia JC 35483)	18 11	39 CHICK, DONALD, WALTER & WOODROW THE WOODY HERMAN BAND (Century CR-1110)	— 1
19 RETURN TO FOREVER LIVE (Columbia C4X 35350)	23 3	40 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	35 25
20 CARNIVAL MAYNARD FERGUSON (Columbia JC 35480)	19 12		
21 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	20 60		



HANDS FULL — Quincy McCoy, national jazz promotion director for the Fantasy labels, literally has his full this holiday season, as the picture above indicates. His biggest item is expected to be the just-released two-record set "In Concert," which includes virtually the entire concert program from the recent Milestone Jazzstars tour featuring McCoy Tyner, Ron Carter and Sonny Rollins.

ON JAZZ

Willis Jackson is headed to Europe again and the Russians are set to get their first taste of "Gator" beginning Feb. 10. Will Communism ever be the same?

An old sidekick of Jackson's, guitarist Bill Jennings, died recently, a victim of cancer.

Dexter Gordon and Woody Shaw, who both copped a couple of honors each in the recent *Down Beat* poll, will headline an all night SuperJam at the Village Vanguard on New Year's Eve.

New Year's Eve is shaping up to be a great jazz evening in other areas as well. The National Public Radio Jazz Alive show has made additional plans beyond those previously announced. The portion from Sandy's Jazz Revival in Beverly, Mass., adds Al Gray and Jimmy Forrest to a lineup that already had Jo Jones and Carrie Smith set. Willis Conover and Felix Grant will host. The San Francisco portion which will feature Freddie Hubbard and Hubert Laws also has Dewey Redman and Don Cherry joining the cast. Leon Thomas and Tony Batten will host from Keystone Korner.

Pianist-composer Eddie Palmieri, aka "Son of Latin God," dropped by the Cash Box west coast office last week to discuss his new Epic album, "Lucumi Macumba Voodoo," and the influence of jazz on his

music. Although he stressed that he is "not a jazz artist," (he calls his music "Afro-Caribbean dance"), Palmieri said: "I am jazz-influenced. I use jazz phrasings and I always have jazz players on my albums because they are the only ones who can execute the complex rhythms and harmonies of my music." Palmieri's new album, for example, was produced by ex-Blood, Sweat and Tears member Bobby Colomby and features many sidemen with solid jazz backgrounds such as Jon Faddis and Steve Khan. According to Palmieri, Charlie Parker, Miles Davis, Thelonius Monk, Gil Evans and McCoy Tyner were among the musicians he used to go hear frequently when he was growing up in Manhattan.

A&M artist Chuck Mangione joins Memorex spokesperson Ella Fitzgerald in the latest TV commercial for Memorex's MRX3 audio cassette line. The 30-second spot shows Chuck and Ella on location at a recording studio where the now-famous Memorex listening test was conducted using a performance, by Mangione and his band, of their hit "Feels So Good." But the commercial contains a twist: For the first time, Ella was called upon to judge whether a performance by the band was actually live or recorded on Memorex tape. Ella

(continued on page 35)

JAZZ ALBUM PICKS

JAZZSTARS IN CONCERT — Ron Carter, Sonny Rollins, McCoy Tyner — Milestone M-55006 — Producer: Orrin Keepnews — List: 9.98

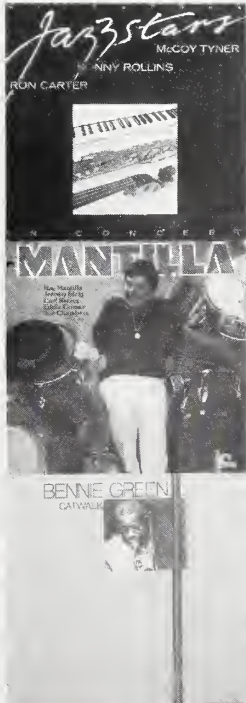
Culled from this year's 20-concert tour which united three true giants of jazz, "In Concert" represents the culmination of the Fantasy Group's extensive marketing campaign in support of its artists. Not only does the excitement-packed two-record set capture the drama of a history making event, but also it shows what can be achieved when a label backs jazz with the type of commitment usually reserved only for rock. In sum, this is the ideal package for a powerful musical statement by Carter, Rollins and Tyner.

MANTILLA — Ray Mantilla — Inner City 1052 — Producer: Jeremy Steig — List: 7.98

Percussionist Mantilla has two things going for him on his debut LP as a leader. First, he has assembled a quartet of seasoned players, led by Jeremy Steig on flute and Eddie Gomez on bass. Secondly, he resisted the temptation to turn the date into a percussion summit session. Most of the material was written by guitarist Carl Ratzert and drummer Joe Chambers and lends itself well to Mantilla's Latin-jazz interpretations.

CATWALK — Benny Green — Bethlehem 6018 — List: 6.98

Jumping small band jazz by trombonist Green who has Jimmy Forrest along to help with the solo load. Ballads and blues dominate the material with "My Foolish Heart" a stand-out ballad. Nice rhythm including Mal Waldron. Bull Ruther and Art Taylor. Green was a trombonist with a big sound and it never sounded better than it does here.



EUBIE — Various Artists — Warner Bros. — Producer: Jerry Wexler — List: 8.98

From the Broadway musical "Eubie," this soundtrack album features many of the songs that made Eubie Blake famous. With the participation of veteran jazz musicians, Jerry Wexler's outstanding production and, of course Blake's fine material, it will be a surprise if this LP does not make a splash in the marketplace. "Lowdown Blues" and "I'm Just Wild About Harry" are the choice cuts.

ICE PICKIN' — Albert Collins — Alligator 4713 — Producer: Bruce Iglaber & Co. — List: 7.98

Albert Collins is the most consistently stimulating bluesman out there and this is his first LP in six years. Collins is most convincing on his Fender Telecaster but he sings well also (dig the T-Bone Walker tune, "Cold, Cold Feeling"). A remarkable LP and one that demands to be heard. Congratulations to all concerned.

STANLEY THE STEAMER — Stan Levey — Bethlehem 6030 — List: 6.98

The title track is a dedication to drummer Levey by tenorman Dexter Gordon who is well featured here along with Conte Candoli, Frank Rosolino and Lou Levy. Bebop standards make up much of the program and all these gents are well versed in that idiom. A thoroughly successful effort.

FEATURE PICKS

CHICAGO (Columbia 3-10879)

No Tell Lover (3:50) (Com Music/Street Sense Music/Polish Prince Music — ASCAP) (L. Loughnane/D. Seraphine/P. Cetera)

Chicago delivers a sultry tale of masked love on this classy pop single from the "Hot Streets" album. The arrangement has synthesized strings, conga embellishments and a fine punctuating horn chart. The singing by Peter Cetera is characteristically immaculate. The harmonies and lead horn work are executed with flair. Top 20 candidate.

**KEITH RICHARDS** (Rolling Stones/Atlantic RS-19311)**Run Rudolph Run** (3:14) (St. Nicholas Music — ASCAP) (M. Brodie/J. Marks)

This hot rock 'n' roll track is the first single from Keith Richards forthcoming solo album which is not expected for several months. Sounding a lot like Chuck Berry, this track is well-suited to those who think Christmas is a rocking time of year. Loose and happy guitar work makes this a pleasure.

**STYX** (A&M 2110)**Sing For The Day** (3:39) (Almo Music/Stylian Songs — ASCAP) (T. Shaw)

This song from the "Pieces Of Eight" album has a bright soaring vocal arrangement and musical backing of acoustic guitars, mandolin, tambourine, moderate beat and excellent synthesizer work. "Blue Collar Man" was a Top 20 record so this track is likely to receive pop consideration.

**GIORGIO MORODER** (Casablanca NB 956)**Chase** (3:38) (Gold Horizon Music — BMI) (G. Moroder)

This theme from the startling movie "Midnight Express" is a powerful instrumental which ought to grab across-the-board attention. Captivating synthesizer work reminiscent of "I Feel Love" and a firm drum beat create an exciting tension. The synthesizer melody line is a fine hook. Unusual effects hold the listener's interest.

MELANIE (Tomato TOM 10007)**Running After Love** (3:58) (April Blackwood/Neighborhood Music — ASCAP) (Melanie)

"Ballroom Streets" is the name of Melanie's forthcoming new album. This first single opens with searching lead guitar lines which part to reveal Melanie's familiar voice. Moderate beat and a mix which favors the drums and vocals makes this perky track suited to Top 40 lists.

**SANTANA** (Columbia 3-10873)**Stormy** (3:45) (Low-Sal Music — BMI) (B. Buie/J.R. Cobb)

Taken from the "Inner Secrets" album, this track is a remake of the song by the Classics Four. A favorite back then, Santana's delicate and inviting version ought to be a favorite with today's Top 40 listeners. Fine vocals, conga backing and soaring guitar lines make this fine for pop spinners looking for a fresh but familiar ballad.

**JOE WALSH** (Elektra/Asylum E-45536)**At The Station** (4:16) (Wow & Flutter Music — ASCAP/Marinara Music — BMI) (J. Walsh/J. Vitale)

Elektra/Asylum flipped Walsh's first single "Over And Over" to reveal this dashing track from the "But Seriously Folks . . ." album. As usual with Walsh releases, the guitar work is of paramount interest along with his idiosyncratic vocals. A series of rhythm changes and fast breaks provide the musical muscle.

**ODYSSEY** (RCA JH-11444)**Lucky Star** (3:37) (Blackwood Music/Randell Music/Featherbed Music — BMI) (S. Linzer/D. Randell)

Taken from the album "Hollywood Party Tonight," this song is a gentle story ballad about a girl born in the backseat of car in a midwestern town who grew up to move to Hollywood. Silky layered vocals and easy, funky rhythm background make this a good R&B, pop add.

SINGLES TO WATCH

FOGHAT (Bearsville/WB PRO-S-780)**Run, Run, Rudolph** (3:22) (Arc Music — BMI) (C. Berry)

Although the credits are confusing, this is the same song that Keith Richards released this week. Foghat's version is slick, with hard driving electric guitars and aggressive vocals. Perky beat and a rocking spirit make this track a game competitor.

DADDY DEWDROP (Inphasion Records/TK 7201)**Nanu, Nanu, (I Want To Get Funky Wich You)** (3:30) (Lynnal Music — BMI) (Lu Janis)

Mork & Mindy fans of the world take note: you now have a theme song. This first outing by the Inphasion label was inspired by the "nanu, nanu" incantations of Robin Williams. Bright and slightly zany, the track has a strong hook and driving rhythmic underpinning. Suited to R&B, pop and disco action.

FIRST CHOICE (Gold Mind/Salsoul G7 4017)**Hold Your Horses** (2:44) (ASCAP) (Poppy/Hurdle/Ricotti/Gosling)

This track has been galloping on the disco charts and for good reason. The beat features steady kick drum and overlapping conga beat. The chorus is very catchy and memorable. Strings, piano and solid lead vocals make this a natural for pop and R&B action.

SAMBA SOUL (RCA JB-11443)**I'm In You** (3:07) (Almo-Framdee — ASCAP) (P. Frampton)

"Do It" is the name of the Samba Soul album and this first single is a remake of the Frampton song. Speeded up to a clipping disco beat with good rhythm guitar work and excellent lead and vocals makes this a strong candidate for pop, R&B and disco attention.

GREGG DIAMOND BIONIC BOOGIE (Polydor PD 14525)**Hot Butterfly** (3:00) (Diamond Touch/Arista Music — ASCAP) (G. Diamond)

This title track from the Bionic Boogie album has an easy swinging pace and soulful arrangement of smooth lead and backing vocals. Interesting percussion texture, piano, strings and horns make this track suited to R&B and pop lists. Wood block beat is reminiscent of Marvin Gaye. Fine synthesizer work.

EDWIN STARR (20th Century TC-2396)**Contact** (3:35) (ATV Music/Zonal Music — BMI) (E. Starr/A.E. Pullan/R. Dickerson)

This song stands at #3 on the disco chart this week preparing for the R&B and pop leap. Handclap beat, conga backing funky keyboards, percolating synthesizer work and a good lyrical hook combine to make the odds good that listeners will want this on R&B stations first.

JAMES BROWN (Polydor PD 14522)**For Goodness Sakes, Look At Those Cakes (Part 1)** (3:22) (Dynatone Music/Belinda Music/Unichappell Music — BMI) (J. Brown/D. Brown)

Few performers have had the longevity of James Brown and now the "Godfather" is back with a new single dedicated to scanning the cakes whether they be musical or anatomical. Funky rhythm backing, horns, and talking-singing make this suitable to R&B play.

BRENDA & HERB (H&L HL-4703)**I Who Have Nothing** (3:37) (Milky Way Music/Trio Music/Cotillion Music — BMI) (Leiber/Stoller/Donida-Mogol)

This remake of Tom Jones' 1970 Hit, set to a disco beat, has a remarkable string arrangement that is offset by synthesizer acrobatics. The even vocals of Brenda and Herb are upfront and commanding. Should have impact on R&B and disco lists.

RAY BARRETTO (Atlantic 3548)**Stargazer** (3:57) (Struggle Music — ASCAP) (J. Richman)

"Can You Feel It" is the name of Barretto's latest album and this track is a dance-oriented track which has plenty of funk and jive. Barretto, formerly a Latin jazz player, has branched into new areas. This track is closer to Clinton. Textures of percussion, congas, bass and synthesizer make this a good R&B, disco add.

JOE TEX (Dial 2800)**Loose Caboose** (3:52) (Tree Pub. — BMI) (J. Tex/G. Thompson)

Joe Tex is an obvious admirer of the smitten style of James Brown and this track has the throaty power of Brown in his younger years. Gospel overtones and funky backing make this a good shot for R&B action.

RAY CHARLES (Atlantic 3549)**Christmas Time** (4:30) (Tangerine Music — BMI) (S. Shepard)

Looking for topical music for the Christmas season? This is the right place to look. Charles released a regular single last week, but this week brings the classic "Christmas Time." A backing of strings and a gentle pace complement Charles' rich and easy singing. A chorus of children make this a natural for MOR, easy listening outfits.

ANGEL (Casablanca NB 903)**Winter Song** (3:46) (White Angel Music/Hudson Bay Music — BMI) (P. Meadows/G. Giuffria/F. DiMino)

The "White Hot" album is more than a year old and this track with different lyrics was released last year as "Christmas Song." Because it's that time of year again, it's back in a revised form. Keyboards, acoustic guitars, easy pacing, good vocals and the California Boys Choir make this a good pop add.

BILL DEAL (Red Lion NR 1106)**It Feels Like Christmas** (3:15) (Red Lion — BMI) (Ragni/Schimmel/Walker)

Bill Deal with Pure Pleasure deliver a subtle funk number on this single. Deal's vocals are not slickly polished but the mood is light and celebratory. Suited to Christmas lists.

JAMES DARREN (RCA PB-11419)**Something Like Nothing Before** (3:59) (Heart's Delight Music/Lar Bar Music — BMI) (B. Crewe/L.R. Brown)

This single from versatile James Darren is a tasty ballad with jazzy guitar touches, strings, fluid rhythm and good lead and breathy backing vocals. Nice sax solo reminiscent of work on Hurricane Smith material. Good pop add.

JOE CASEY & FRESH HEIR (GMI 5743)**I Found A Lady** (3:48) (Win-Place And Show Music — BMI) (J. DiBenedetto)

This romantic ballad from little known label GMI and Joe Casey is worth checking out for MOR and AC formats. This track may also surprise many people with its pop potential. Outspoken string and horn sections, up-front piano and competent singing by Casey make this a good add.

RADIO NEWS

AIR PLAY

HERE COMES THE ESF — Following the release of a study showing a larger than expected margin for error in Arbitron's cume ratings, Arbitron is concentrating its efforts on securing early endorsement of the Expanded Sample Frame (ESF) in 10 major markets. The Arbitron-NAB study concluded that increasing sample sizes is the best way to improve the rating company's accuracy. The ESF will bring 20-50 percent of the households previously excluded into the sample frame and will allow Arbitron to bring its demographic breakdown of diaries more in line with the actual population estimates for a given market.

The 10 markets being pressed by Arbitron for early endorsement of the ESF (cutoff date is Jan. 1) include Atlanta, Baltimore, Boston, Dallas-Ft. Worth, Denver, Detroit, Houston, Minneapolis-St. Paul, Pittsburgh and Seattle-Tacoma. Eight markets, New York, Los Angeles, Chicago, San Francisco, Philadelphia, Washington, D.C., St. Louis and San Diego, are already using ESF in the Oct./Nov. sweep. Arbitron plans to institute ESF in the top 30 markets next year and gradually increase its use until all markets are covered by the spring book in 1982.

NEWS FROM SYRACUSE — A group of young concert promoters at Syracuse University have produced a series of shows this year that would make a major market promoter proud, including **Kenny Loggins** and **Player**, **Little Feat** and **Fuller-Kaz Band** and most recently **George Benson** and **Sea Level**. And the students know how to use radio to promote their shows, as they proved in getting four area stations to participate in a "Weekend In L.A." contest. After getting Warner Bros. and American Airlines to sponsor the promotion, the promoters had a weekend in L.A. prize that was advertised 10 times daily on **WOUR**, **WVBR**, **WOCR** and new comer **WAQX**. A proud Syracuse University Concert Board called both the contest and concert total successes.

STATION TO STATION — **WYFE** in Rockford, Illinois (**Y-95**) instituted the Burkhardt-Abrams superstars format in mid-November . . . **Bruce Springsteen's** Dec. 15 concert



from the soon to be defunct Winterland Theatre was broadcast live over **KSAN/San Francisco** . . . **KSAN** is also slated to feature the **Blues Brothers** in a recorded live broadcast Dec. 24 . . . **KMPC's Dick Whittinghill**, set to celebrate his 28th anniversary at the Southern California A/C giant soon, recently became the first DJ ever to be honored with his own star on Hollywood's Walk of Fame. Whittinghill became the 1701st entertainer so honored, with his star located between those for **Gene Autry**, owner of **KMPC's** parent company Golden West Broadcasters, and **David Niven** . . . DJ/comedian **Richard Belzer**, **Eddie Money** and **Richard T. Bear** were presented in **WNBC's** "Holiday Concert" at the Felt Forum in New York Dec. 12. The concert was on behalf of the Marine Corp.'s annual "Toys For Tots"

Christmas drive to provide toys for needy youngsters. Instead of cash admission, those attending the show were required solely to bring a new, unwrapped toy to gain entrance . . . Soft rocker **KNX-FM/Los Angeles'** hour-long documentary "The Days of Lines and Noses," examining the phenomenon of cocaine use, has received a Golden Mike award from the Radio-Television News Association of Southern California . . . **Kenny Loggins** visited **KRMG/Tulsa** while in town for a performance recently. While doing an on-air interview with MD **Don Bishop**, Loggins heard the remixed version of his current single, "Easy Driver," for the first time . . . **WMMR** welcomed **Hall & Oates** to Philadelphia recently with a clothes collection drive aimed at those going to the duo's Tower Theatre show. Everything went to the Salvation Army . . . **WMMR** also joined with Warner Films recently to take 100 listeners to a private screening of "Superman."

CLASH WARS — New Wave rockers **The Clash** are stirring things up in Austin. Inner Sanctum Records, which has been seeing a lot of action on the band's new album "Give 'Em Enough Rope," has run co-op spot ads with Epic Records on **KLBJ-FM** featuring the Clash album ending with the tag line, "And you'll never hear this record on this radio station." Meanwhile, crosstown competitor **KHFI (K98)** plays The Clash and ends their songs with a DJ reminding listeners which is the only station in town playing the album.

LATE FLASH — Last week **KLBJ** broke down and played two songs by **The Clash** on its "New Wave Revue."

NEW JOBS — **Tom Plant** has been named vice president and eastern sales manager for the ABC Radio network. Plant succeeds **Louis Severine**, newly-named vice president and director of sales, and will report to Severine. Plant joined ABC in 1973 as an account executive with flagship station **WABC/New York**. Former **KIIS-AM/Los Angeles** night personality **Bruce Phillip Miller** has taken over the afternoon drive slot for **KIIS-FM** . . . **Tommy Saunders** is now doing the late morning shift at **KSFO/San Francisco** . . . **Eric Heckman**, GM at Superstars station **WLOB-FM/Portland, Me.**, has also assumed the MD duties . . . Another new MD is **Don Perry** of **WTRY/Troy, N.Y.** . . . **Betsy Bucken** has joined **WPIX-FM/New York** in the newly-created post of director of advertising and promotion. Bucken had been with RKO Radio and was most recently director of advertising and promotion for **WXLO-FM (99X)** crosstown . . . Former **KYSN/Colorado Springs PD Marc McCoy** has joined Drake-Chenault as a national programming consultant . . . Also at Drake-Chenault, **Ann Bloebaum (aka Weston)** is a new special features division account executive. She'll be marketing "The History of Rock & Roll," "The Golden Years," "Elvis: A 3-Hour Special" and other feature programming. **WBBF/Rochester** is seeking a major market morning man who is warm, friendly and funny (who isn't?). Tapes and resumes to 95/BBF Selection Committee, 850 Midtown Tower, Rochester, N.Y. 14604 . . . The 7-midnight shift is open at **WTRY/Troy, N.Y.** Tapes, resumes and last ARBs to PD **Dan Martin**, 1054 Troy/Schenectady Road, Latham, N.Y. 12110.

MORE JOBS — **WLRS-FM/Louisville** has promoted morning DJ/production director **Mick Dolan** to program manager. He replaces **Austin Vali**, who has moved on to a station in Honolulu.

ODDS & ENDS — Audio Stimulation is offering a new **Wolfman Jack** syndicated series called "Wolfman Jack's Disco Party," a three-hour program of disco dance music . . . **John Wetherbee**, music and research director of **WFYR-FM/Chicago**, has announced his impending marriage to **Diana Williams**. The date is set for March 31.

joey berlin

Radio Profits Up 37.8% In '77 On Revenues Of \$2.27 Billion

WASHINGTON, D.C. — Total radio revenues for 1977 were \$2.27 billion, up 12.6% from 1976's record tally, according to industry figures released by the FCC last week. Profits rose 37.8% in 1977 after nearly doubling the year before, with pretax earnings jumping from \$178 million to \$246 million. Total expenses were up only 10.2%, to just over \$2 billion.

For the first time in five years, the seven national networks (Mutual, NBC, CBS and the four ABC networks) showed a profit. The \$25.3 million profit on revenues of \$84.5 million compares with a loss of \$5 million last year. As usual, network owned and operated stations did very well, increasing profits 24.3% to \$19 million on earnings of more than \$98 million.

Revenues for 4,274 other AM and AM-FM stations reached \$1.66 billion, up 7.8% from the previous year. Profits rose 8.8% to \$160 million as two-thirds of the stations reported a profit for the year.

FM Profits

The first year in which the nation's FM stations showed an overall profit was 1976 and the trend carried into 1977. FM stations, including those with sister AMs but reporting separately to the FCC, enjoyed revenues of almost \$429 million, which translated into almost \$42 million in profits.

According to the FCC report, advertisers spent \$2.51 billion on radio in 1977, a 12.8% increase over the year before. Network advertising rose 28% to \$118 million. \$521 million went for national and regional spot advertising (an increase of 5.3%) and local advertising increased 14.2% to \$1.87

NAB Com. Scores FCC Refund Plan

WASHINGTON, D.C. — The NAB Medium Market Radio Committee has criticized the FCC's plan for returning license fees due broadcasters as unfair to small and medium market stations. The FCC has determined that broadcasters who paid \$323 or less per year in annual fees will not receive a refund because this figure covers \$223 for commission hearings and an additional \$100 for all other costs. This means many small and medium market stations will receive no refund of the illegally assessed annual fees.

Members of the NAB Medium Market Committee are chairman Arnold Lerner, president of WLLH-WSSH/Lowell, Mass.; Ron Blue, VP/GM of KRMG/Tulsa; Fredric Danz, president of Sterling Recreation Organization, Bellevue, Wash.; Elliott Franks III, GM of WOIC/Columbia, S.C.; Michael Lareau, VP/GM of WOOD/Grand Rapids and Jack Miller, GM of KCOL/Ft. Collins, Colo.

L.A.-Long Beach #1

In 1976, the Los Angeles-Long Beach market passed New York as the leading market in terms of profits for AM and AM-FM stations, and in 1977 L.A.-Long Beach took over the top spot in revenues as well. Following L.A. and New York in revenues last year were Chicago (which was #2 in profits), San Francisco-Oakland, Washington, D.C., Philadelphia, Detroit, Boston, Dallas-Ft. Worth and Minneapolis-St. Paul.

On the FM side, the top 10 markets are L.A.-Long Beach, New York, Chicago, Philadelphia, Detroit, Washington, Dallas-Ft. Worth, Cleveland, Houston and Boston.

The FCC also reported on the number of people employed in radio. A total of 70,584 people worked in radio last year, with 843 employed by the networks and 1,563 employed by their O&Os.

NAB Asks FCC To Overturn Decision In Minnesota Case

WASHINGTON, D.C. — The NAB has asked the FCC to reconsider its recent decision requiring a station that does not include program-length time in its format to accept programs for political candidates. It also criticized the FCC for substituting its judgement for the licensee's in determining program costs.

Last month, the Commission required contemporary country station WKKQ in Hibbing, Minn., to sell five minutes of program time to a candidate and also maintained that the fee set by the station for such a program was too high. The station had been carrying the candidate's spot announcements, but refused to sell five-minute spots because it does not make such spots available to any commercial advertisers and because its format would be disrupted. The Commission went on to call the \$80 rate the station charged for the program "unreasonable."

In its filing, the NAB agreed with FCC Commissioner Robert E. Lee's dissenting statement that the decision leads the FCC "further down the road toward intrusive regulation of access and rates for political advertising. The NAB also cited Commissioner Margita White's opinion.

"The majority's statement that 'this is not to say that the Commission is fixing rates' is pious nonsense," said White. "The majority not only shifts the burden from the complainant having to show the licensee unreasonable, to the licensee to justify its rate. It creates an arbitrary and capricious standard which robs the licensee of considerable discretion."



COMMODORES AT KYA — Motown recording artists the Commodores recently stopped by KYA in San Francisco to deliver their new "Greatest Hits" album. Pictured are (l-r): Lionel Richie and Milan Williams of the Commodores; Carol Ford of KYA; Rick Scott, KYA music director; Walter Orange of the Commodores; and Larry Tolin of Motown Records.

TOP FM ROTATION

	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	9	52nd Street	Billy Joel	Columbia	2	Big Shot, My Life, Title
2	3	4	Jazz	Queen	Elektra	9*	Fat Bottomed, Bicycle, Leaving Home, Don't Stop
3	2	6	Backless	Eric Clapton	RSO	7*	Promises, Lucy, Tulsa Time, Roll It
4	6	7	Toto	Toto	Columbia	20*	Hold The Line
5	4	13	Time Passages	Al Stewart	Arista	26	Valentina, All Seasons, Timeless, Title
6	—	1	Blondes Have More Fun	Rod Stewart	WB	32*	Do Ya Think, Attractive, Shadows Of Love, Title
7	—	1	Minute By Minute	Doobie Bros.	WB	52*	Sweet Feelin', Here To Love, Steamer, Title
8	8	4	Shakedown Street	Grateful Dead	Arista	41*	Good Lovin', Need A Miracle, Title
9	5	12	Living In The U.S.A.	Linda Ronstadt	Asylum	12	Old To Dream, Alison, Ooh Baby
10	9	13	Pieces Of Eight	Styx	A&M	15	White Hope, Message, Blue Collar, Title
11	20	3	Nicolette	Nicolette Larson	WB	81*	Lotta Love
12	—	1	Briefcase Full Of Blues	Blues Bros.	Atlantic	45*	Soul Man, Messin', "B" Movie, Rubber Biscuit
13	7	8	Elan	Firefall	Atlantic	21	Strange Way, Get Back, Winds Of Change
14	10	16	Twin Sons . . .	Fogelberg/Weisberg	Epic	43	Alley, Nocturne, Gold, Tell Me
15	12	11	Comes A Time	Neil Young	Reprise	38	Go In Back, Look Out, Human, Motorcycle
16	—	1	Back To Earth	Cat Stevens	A&M	84*	Bad Brakes, Randy, Last Love Song
17	11	13	Dog & Butterfly	Heart	Portrait	31*	Cook, Hi Jinx, Straight On, Title, Mistral Wind
18	16	17	Who Are You	The Who	MCA	53	Light, New Song, Music Must, Guitar, 905, Title
19	23	4	Sanctuary	J. Geils Band	EMI	88*	I Could Hurt, Last Kiss, Wild Man
20	22	26	Double Vision	Foreigner	Atlantic	8	Hot Blooded, Title, Blue Day, Children
21	29	3	Dire Straits	Dire Straits	WB	166*	Sultans Of Swing
22	26	3	Love Beach	ELP	Atlantic	61*	All I Want, For You, Title
23	19	7	Weekend Warriors	Ted Nugent	Epic	16	Need You Bad, Title
24	13	11	Wavelength	Van Morrison	WB	51	Natalia, Santa Fe, Title, Checkin'
25	25	2	Energy	Pointer Sisters	Planet	155*	Fire
26	24	2	Legend	Poco	ABC	92'	Boomerang, Title
27	—	1	Stealin' Home	Ian Matthews	Mushroom	111	Shake It
28	14	9	Inner Secrets	Santana	Columbia	79	Dealer, Well All Right, Stormy, Wham!
29	15	11	Hot Streets	Chicago	Columbia	46	Alive, No Tell Lover, Love Was New, Title
30	17	11	Brother To Brother	Gino Vannelli	A&M	23	I Just Wanna Stop, River Must Flow, Evil Eye, Title

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Rod Stewart, Doobie Bros.
HOTS: Queen, Outlaws, Billy Joel, Pointer Sisters, Grateful Dead, Dire Straits, Richard T. Bear, J. Geils Band, Eric Clapton, ELP, Molly Hatchet, Al Stewart, Toto

WSAN-FM — ALLENTOWN — KEVIN GRAFF

ADDS: Hot Chocolate, Eagles (45), Dire Straits, Poco, Talking Heads, Todd Rundgren
HOTS: Nicolette Larson, Billy Joel, Lindisfarne, Doobie Bros., Cat Stevens, Eric Clapton, Blues Bros., Rod Stewart

KYTX-FM — AMARILLO — MAX MILLER

ADDS: Jean-Michel Jarre, Road Map, Rod Stewart, Doobie Bros.
HOTS: Queen, Rod Stewart, Blues Bros., Heart, Toto, ELP, Firefall, Neil Young, Billy Joel, Eric Clapton, Nicolette Larson, Ted Nugent, Poco, Steely Dan (45), Cars (45), Rolling Stones (45), Bob Seger (45)

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Sad Cafe, Dire Straits, Robert Johnson
HOTS: Queen, Toto, Boston, Chicago, Linda Ronstadt, Firefall, Billy Joel, Elton John, Fogelberg/Weisberg, Al Stewart, Nicolette Larson, Alice Cooper, Eric Clapton

WKLS-FM — ATLANTA — DEBBIE GARNER

ADDS: Aerosmith, Baby Grand, FM, Cindy Bullens, Cat Stevens, Peter Tosh (45), Hall & Qates (45), "The Chase" ("Midnight Express" soundtrack 45)
HOTS: Billy Joel, Eric Clapton, Al Stewart, Toto, Rod Stewart, Doobie Bros., Styx, Queen, Foreigner, Linda Ronstadt, Poco, Boston, Heart

WAAL-FM — BINGHAMTON — SCOTT MICHAELS

ADDS: Doobie Bros., Rod Stewart, Bliss Band, Dire Straits
HOTS: Billy Joel, Neil Young, Eric Clapton, ELP, Queen, Boston, Grateful Dead, Cat Stevens, Toto, Gino Vannelli, Doobie Bros., Rod Stewart

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Rod Stewart, Cat Stevens, Creme/Godley, Doobie Bros., Dan Hartman, Gloria Gaynor, Hot Chocolate
HOTS: Rod Stewart, Southside Johnny, Ultravox, Blues Bros., J. Geils Band, Cindy Bullens, Grateful Dead, James Montgomery, "Kiss," Dire Straits

WGRQ-FM — BUFFALO — JOHN VELCHOFF

ADDS: Doobie Bros., Rod Stewart, Ian Matthews, Olivia Newton-John (45)
HOTS: Billy Joel, Styx, Rush, Bob Seger, Queen, Steve Martin, Foreigner, Blues Bros., Eric Clapton, Aerosmith, Molly Hatchet, Ted Nugent, Ace Frehley, Fogelberg/Weisberg, Firefall, Alice Cooper, Pointer Sisters, Linda Ronstadt, Al Stewart

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Albert Collins, Creme/Godley, Rod Stewart, Doobie Bros.
HOTS: Dire Straits, Bob Marley, Elvin Bishop, Steve Forbert, J. Geils Band, George Thorogood, Terry Garthwaite, Hawklords (imp), Jerry Jeff Walker, Dr. John, Rory Gallagher, Robert Johnson, Queen, Devo, FM, Matrix, David Sancious, Neil Larsen, Heron/Jackson, Chic Corea

WKQX-FM — CHICAGO — BOB KING

ADDS: Dire Straits, Pat Travers, Bob Seger (45)
HOTS: Who, Billy Joel, Styx, Doobie Bros., ELP, Grateful Dead, Al Stewart, Yes, Rod Stewart

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Rod Stewart, Blues Bros., Doobie Bros., Phil Manzanera, Camel (imp)
HOTS: Queen, Eric Clapton, Rolling Stones, Van Morrison, Grateful Dead, ELP, Doors, Fogelberg/Weisberg, Al Stewart, Todd Rundgren, Cars, Billy Joel, Gino Vannelli, Who, Ted Nugent, 10cc, Styx, Devo, Bruce Springsteen, Linda Ronstadt

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Rachel Sweet (imp)
HOTS: Billy Joel, Todd Rundgren, Heart, Toto, Rod Stewart, Queen, Cars, Southside Johnny, Eric Clapton, J. Geils Band

WLWQ-FM — COLUMBUS — STEVE RUNNER

ADDS: Blues Bros., Cat Stevens
HOTS: Billy Joel, Foreigner, AC/DC, Styx, Toto, Linda Ronstadt, Queen, Fogelberg/Weisberg, Rush, Firefall, Ted Nugent, Gino Vannelli, Al Stewart, Aerosmith, Heart, Eric Clapton, Rod Stewart, Doobie Bros., Chicago

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Johnny's Dance Band, Elvin Bishop, Flint
HOTS: Billy Joel, Eric Clapton, Queen, Gino Vannelli, Toto, Styx, Doobie Bros., Firefall, Pointer Sisters, Blues Bros., Fogelberg/Weisberg, Van Morrison, Cat Stevens, Linda Ronstadt, Rod Stewart, Foreigner

KZEW-FM — DALLAS — MARK CHRISTOPHER

ADDS: Dobie Gray, Dane Donohue
HOTS: Cat Stevens, Rod Stewart, Eric Clapton, Blues Bros., Billy Joel, Elton John, Al Stewart, Heart, Queen, Linda Ronstadt

KFML-AM — DENVER — LARRY BRUCE/KEN KOHL

ADDS: Melissa Manchester, Rod Stewart, Richard Pryor, Steve Forbert, Doobie Bros., Dane Donohue, Kansas
HOTS: Fogelberg/Weisberg, Billy Joel, Van Morrison, Eric Clapton, Firefall, Toto, Neil Young, Poco, Al Stewart, Ian Matthews, Nicolette Larson

WABX-FM — DETROIT — JOE KRAUSE

ADDS: Dire Straits, Poco
HOTS: Cars, Billy Joel, Styx, Queen, Toto, J. Geils Band, Aerosmith, Chicago

KZEL-FM — EUGENE — STAN GARRETT/CHRIS KOVARICK

ADDS: Doobie Bros., Rod Stewart, Glen Campbell, Dobie Gray, Hot Chocolate, Dan McCafferty, Guy Clark, Al Green, Olivia Newton-John, Patrick Moraz
HOTS: Boston, Dire Straits, Toto, Grateful Dead, Neil Young, Eric Clapton, Firefall, Nicolette Larson, Bob James, Outlaws

WLAV-FM — GRAND RAPIDS — DOC DONOVAN

ADDS: Rod Stewart, Doobie Bros., Mitch Ryder, Tilt, Phil Manzanera
HOTS: Styx, Foreigner, Aerosmith, Queen, Eagles (45), Gino Vannelli, Toto, Linda Ronstadt, Billy Joel, Ted Nugent, Chicago, Eric Clapton, Talking Heads, Alice Cooper, Lindisfarne, Al Stewart, Blues Bros.

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Jefferson Starship (45)
HOTS: Billy Joel, Linda Ronstadt, Al Stewart, Styx, Toto, Neil Young, Eric Clapton, Fogelberg/Weisberg, Chicago, Nicolette Larson, Grateful Dead, Queen, 10cc, Outlaws, Van Morrison, Blues Bros., Doobie Bros., Rod Stewart, Southside Johnny, Ian Matthews

KL0L-FM — HOUSTON — SANDY MATHIS

ADDS: Al Jarreau, Jean-Michel Jarre, Chick Corea, Robin Banks
HOTS: Blues Bros., Rod Stewart, Cat Stevens, Steve Forbert, George Thorogood, Pointer Sisters, Doobie Bros., Queen, Poco, Billy Joel

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Doors, Phil Manzanera, Chic Corea, Rush, Blondie (45), Foghat (45), George Carlin (45)
HOTS: Billy Joel, Grateful Dead, Cars, Toto, Queen, J. Geils Band, Rod Stewart, Van Morrison, Doobie Bros., Foreigner, Nicolette Larson, Boston, Eric Clapton, Blend, Cat Stevens, Who, Dire Straits, Outlaws, Heart, Al Stewart

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

ADDS: Sad Cafe, Foghat (45), Melanie (45), Rolling Stones (45 B side)
HOTS: Queen, Rod Stewart, Doobie Bros., Toto, Who, Bob Seger, Blues Bros., Billy Joel, Heart, Styx

#1 Most Added



ROD STEWART
Blondes Have More Fun
Warner Bros.

#2 Most Added



THE DOOBIE BROTHERS
Minute By Minute
Warner Bros.

#3 Most Added



CAT STEVENS
Back To Earth
A&M

#4 Most Added



BLUES BROTHERS
Suitcase Full Of Blues
Atlantic

#5 Most Added



PHIL MANZANERA
K-Scope
Polydor

#6 Most Added



DIRE STRAITS
Dire Straits
Warner Bros.

#1 Most Added
ROD STEWART —
Blondes Have More Fun —
Warner Bros.

ADDED THIS WEEK —
WNOR, WJKL, WLAV,
KRST, WGRQ, KZEL,
KADI, WXRT, KFML,
ZETA-7, KYTX, WOUR,
WRNO, WBCN, WAAL

HISTORY TO DATE —
KWST, KMEL, WABX,
WIOQ, KSJO, KREM,
WAAF, WBLM, KEZY,
WYFE, WBAB, WNEW,
WRNW, KWKI, WYSP,
KINK, WQXM, WYDD,
WLVQ, KNAC, KSN,
WHFS, WZMF, KKTJ,
KZEW, KNX, KLLO,
WKQX, WLIR, KTXQ

#2 Most Added
THE DOOBIE
BROTHERS — *Minute By*
Minute — Warner Bros.
ADDED THIS WEEK —
WNOR, WJKL, WLAV,

WAAL, KRST, WGRQ,
KZEL, KADI, WXRT,
KFML, ZETA-7, KYTX,
WBCN, WOUR, WRNO
HISTORY TO DATE —
KTXQ, KWST, KMEL,
KSHE, WABX, WIOQ,
KSJO, KREM, WAAF,
WBLM, KEZY, WYFE,
WBAB, WNEW, WRNW,
KWKI, WYSP, KINK,
WQXM, WYDD, WLVQ,
KNAC, KSN, WHFS,
WZMF, WKLS, KOME,
KKTJ, KZEW, KNX, KLLO,
WKQX, WLIR

#3 Most Added
CAT STEVENS — *Back*
To Earth — A&M
ADDED THIS WEEK —
KFML, WNOR, WLVQ,
WQXM, KSN, WHFS,
WBCN, WOUR, WRNO,
WKLS

HISTORY TO DATE —
KWST, KSHE, WABX,
WIOQ, KSJO, WAAF,

WBLM, WLAV, KWKI,
WYSP, KINK, WAAL,
WYDD, KNAC, KADI,
WMMS, KKTJ, KYTX,
KNX, WKQX, ZETA-7,
WXRT, WZMF, KTXQ,
WNEW, WBAB, WLIR,
KZEW

#4 Most Added
BLUES BROTHERS —
Briefcase Full Of Blues —
Atlantic

ADDED THIS WEEK —
KWST, KMEL, WLVQ,
WYSP, WYDD, KADI,
WXRT, WOUR, KOME

HISTORY TO DATE —
WNOR, WJKL, KTXQ,
KSHE, WABX, WIOQ,
KSJO, KREM, WAAF,
WBLM, WYFE, WLAV,
WNEW, KWKI, WQXM,
WAAL, KNAC, WGRQ,
KSN, WHFS, KZEL,
WMMS, KKTJ, KFML,
KYTX, WBCN, C-101,
ZETA-7, WLIR, KZEW,
WBAB

#5 Most Added
PHIL MANZANERA — *K-*
Scope — Polydor

ADDED THIS WEEK —
WIOQ, WBLM, WLAV,
WXRT, WLIR, WOUR

HISTORY TO DATE —
WJKL, WNEW, KWKI,
KSN, KZEL, WBCN,
KLLO, KSJO, WBAB

#6 Most Added
DIRE STRAITS — *Dire*
Straits — Warner Bros.

ADDED THIS WEEK —
WABX, KEZY, WAAL,
WSAN, WKQX

HISTORY TO DATE —
WJKL, KSHE, KREM,
WLVQ, C-101, WXRT,
WAAF, WLAV, KADI,
KYTX, KOME, ZETA-7,
KNAC, WYSP, KZEL,
WKLS, WNOR, WBLM,
WYDD, KFML, WIOQ,
WNRW, KRST, KSN,
KZEW, WBCN, WLIR,
WOUR, KSJO, KZAM,

WBAB, KKTJ
#7 Most Added
CHICK COREA — *Secret*
Agent — Polydor

ADDED THIS WEEK —
KINK, WBLM, KREM,
KLLO, WLIR

HISTORY TO DATE —
WJKL, KWKI, KFML,
WXRT, WLAV, KRST,
WHFS, KZAM, WOUR

#8 Most Added
JEAN-MICHEL JARRE —
Equinoxe — Polydor

ADDED THIS WEEK —
KREM, KLLO, KYTX,
WLIR, WOUR

HISTORY TO DATE —
KWKI, WZMF, KZEL,
KADI, WXRT, WIOQ,
KRST, KZAM, KINK

#9 Most Added
THE DOORS — *An*
American Dream —
Elektra

ADDED THIS WEEK —
KSHE, WBLM, WYSP,

KREM
HISTORY TO DATE —
WJKL, WLAV, WHFS,
WZMF, KZEL, KOME,
KFML, KZEW, WBCN,
ZETA-7, KSJO, WIOQ,
WBAB, KWKI, WAAL,
WMMS, KSN, C-101,
WLIR, WOUR, KLLO,
WXRT, KKTJ

#10 Most Added
GRATEFUL DEAD —
Shakedown Street —
Arista

ADDED THIS WEEK —
KWST, WYDD, KADI

HISTORY TO DATE —
WNOR, KTXQ, WLVQ,
WBLM, KYTX, WMMS,
KINK, KOME, WRNO,
WKLS, KREM, KSHE,
KMEL, WJKL, KMET,
KSN, WRCN, WOUR,
WXRT, KFML, KZAM,
KNAC, WYSP, WHFS,
KRST, WIOQ, WLIR, C-
101, KLLO, WBAB, WZMF,
KSJO

FM STATION REPORTS — NEW ADDS/HOT ROTATION

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: None
HOTS: Doobie Bros., Grateful Dead, Cat Stevens, Who, Billy Joel, Rod Stewart, Eric Clapton, Cindy Bullens, Toto, Rolling Stones, FM, Dire Straits, Todd Rundgren, ELP, Al Stewart, Poco, Queen, Alice Cooper, Doors, Lindisfarne

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

ADDS: "Nat'l Lampoon" (hits), Waylon Jennings, Patrice Rushen, Chick Corea, Cheech & Chong, Jean-Michel Jarre, Phil Manzanera, Patrick Moraz, Clash, Faith Band (45)
HOTS: Doobie Bros., Grateful Dead, Blues Bros., Steve Forbert, Rolling Stones, Billy Joel, Neil Young, Queen, George Thorogood, Todd Rundgren, Toto, Eric Clapton, Rod Stewart, Peter Gabriel, Cars, Who, Hall & Oates, Stephen Stills, Steely Dan, Marshall Tucker

KNX-FM — LOS ANGELES — MICHAEL SHEEHY

ADDS: Cooper Bros., (45), Frankie Miller (45), Faith Band (45)
HOTS: Al Stewart, Rod Stewart, Poco, Eric Carmen, Doobie Bros., Cat Stevens, Nicolette Larson, Linda Ronstadt, Kiki Dee, Ian Matthews, Billy Joel, Pointer Sisters, Cliff Richard, Pages, Elton John, Fogelberg/Weisberg, Sad Cafe, Toto, Firefall

KWST-FM — LOS ANGELES — PAM MAY

ADDS: Blues Bros., Grateful Dead
HOTS: Rod Stewart, Queen, Ted Nugent, Neil Young, Eric Clapton, Van Morrison, Billy Joel, Elton John, Al Stewart, Alice Cooper, Pointer Sisters, Talking Heads, Lindisfarne, Ian Matthews

WRNO-FM — NEW ORLEANS — SAM ROBERTS

ADDS: Rod Stewart, Doobie Bros., Cat Stevens, Alice Cooper
HOTS: Rolling Stones, Who, Queen, Eric Clapton, Santa, Linda Ronstadt, Billy Joel, Al Stewart, Toto, Styx, Grate'ul Dead, Ian Matthews, Firefall, Elton John, Foreigner, Boston

WNOR-FM — NORFOLK — RON REGER

ADDS: Rod Stewart, Doobie Bros., Cat Stevens, Eagles (45)
HOTS: Billy Joel, Firefall, Linda Ronstadt, Fogelberg/Weisberg, Styx, Gino Vannelli, Foreigner, Eric Clapton, Queen, Al Stewart, Heart, Toto, Nicolette Larson

ZETA-7 — ORLANDO — GARY BROWN

ADDS: J. Geils Band, Rod Stewart, FM, Doobie Bros., Eagles (45)
HOTS: Cat Stevens, Grateful Dead, Santana, Billy Joel, Toto, Queen, Kansas, Eric Clapton, Dire Straits

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Phil Manzanera, Hot Chocolate
HOTS: Grateful Dead, Billy Joel, Heart, Rolling Stones, Cat Stevens, Al Stewart, Poco, Cars, Queen, Toto, Who, Foreigner, Johnny's Dance Band, Steve Forbert, ELP, Eric Clapton, King Of Hearts, 10cc, Santana, Pointer Sisters

WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON

ADDS: Blues Bros., Doors
HOTS: Rod Stewart, Doobie Bros., Cat Stevens, Eric Clapton, Billy Joel, Queen, Foreigner, Linda Ronstadt, Styx, Yes, Boston

WYDD-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON

ADDS: Grateful Dead, Blues Bros.
HOTS: Billy Joel, Neil Young, Ted Nugent, Van Morrison, Eric Clapton, Queen, Toto, Firefall, Rod Stewart, Ian Matthews, Al Stewart, Pointer Sisters, Talking Heads, Heart, Steely Dan, Lindisfarne

KINK-FM — PORTLAND — LESLIE SARNOFF

ADDS: Chick Corea, Nigel Olson (45)
HOTS: Elton John, Eric Clapton, Doobie Bros., Al Stewart, Linda Ronstadt, Billy Joel, Jesse Colin Young, Bob James, Sea Level, Neil Young, Toto, Joan Armatrading, Fogelberg/Weisberg, Cat Stevens, Jean-Michel Jarre, Nicolette Larson, Grateful Dead, Richard Wright, Gino Vannelli

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Molly Hatchet, Peter Tosh, Tantrum

HOTS: Billy Joel, Toto, Firefall, Al Stewart, Fogelberg/Weisberg, Alice Cooper, Linda Ronstadt, Chicago, AC/DC, Queen, Cheap Trick (radio edit), Steely Dan, Eric Clapton, Nicolette Larson, Blues Bros., Styx, Doobie Bros., Heart, Rod Stewart, Ted Nugent

KADI-FM — ST. LOUIS — PETER PARISI

ADDS: Blues Bros., Grateful Dead, Tanya Tucker, Doobie Bros., Rod Stewart
HOTS: Toto, Santana, Eric Clapton, Billy Joel, Styx, Nicolette Larson, Ian Matthews, J. Geils Band, Queen, Neil Young, Gino Vannelli, Rush

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: Doors, Jerry Jeff Walker
HOTS: Rod Stewart, Queen, Toto, Doobie Bros., Boston, Yes, Trevor Rabin, Stillwater, Who, ELP, Eric Clapton, Bandit, Ted Nugent

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Cat Stevens, Blues Bros., Poco
HOTS: Billy Joel, Linda Ronstadt, Queen, Grateful Dead, Rod Stewart, Van Morrison, Santana, Doobie Bros., Eric Clapton, Al Stewart, Ted Nugent, Nicolette Larson, Jesse Colin Young, Elton John, Chicago

KSAN-FM — SAN FRANCISCO — KATE INGRAM

ADDS: Brand X, Heptone Tones, Len Lenovich (imp), "No Wave," Pages, Son Seals, Cat Stevens, Johnny Thunders (imp), Flying Lizards (45)
HOTS: Joan Armatrading, Blondie, Cars, Doobie Bros., Bryan Ferry, J. Geils Band, Grateful Dead, Hall & Oates, Queen, Ramones, Rolling Stones, Southside Johnny, Talking Heads, 10cc, Who

KOME-FM — SAN JOSE — DANA JANG

ADDS: Blues Bros., Dr. John, James Montgomery, Peter Tosh
HOTS: Aerosmith, Blondie, Chicago, Eric Clapton, Bryan Ferry, Firefall, Fogelberg/Weisberg, Grateful Dead, Heart, Billy Joel, Kansas, Nicolette Larson, Van Morrison, Queen, Linda Ronstadt, Santana, Al Stewart, Styx, George Thorogood, Toto, Who, Neil Young

KSJO-FM — SAN JOSE — PAUL WELLS

ADDS: Bob Marley, "No Wave," Wreckless Eric (imp), Mickey Jupp (imp)
HOTS: Grateful Dead, Outlaws, AC/DC, Todd Rundgren, Tyla Gang, Aerosmith, Santana, Queen, J. Geils Band, Robert Johnson, Kansas, George Thorogood, Eric Clapton, Dire Straits, Jerry Jeff Walker, Rod Stewart

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: Molly Hatchet, Alice Cooper, Jean-Michel Jarre, Chick Corea, Doors, Tom Waits
HOTS: Queen, Neil Young, Stephen Stills, Eric Clapton, Styx, Foreigner, Santana, Linda Ronstadt, Poco, Billy Joel, Al Stewart, ELP, J. Geils Band, Grateful Dead

WQXM-FM — TAMPA — NEAL MIRSKY

ADDS: Cat Stevens, Sad Cafe, Eagles (45)
HOTS: Linda Ronstadt, Billy Joel, Queen, Fogelberg/Weisberg, Al Stewart, Styx, Steve Martin

WOUR-FM — UTICA — TOM STARR

ADDS: Doobie Bros., Rod Stewart, Blues Bros., Cat Stevens, Clash, Phil Manzanera, Chick Corea, Jean-Michel Jarre, Eagles (45), Robert Gordon (45), Triumph (45), Frankie Miller (45), Pirates (45), Elton John (45), Rolling Stones (45)
HOTS: George Thorogood, Billy Joel, Sad Cafe, Pointer Sisters, Toto, Dire Straits, Neil Young, FM, Queen, Tanya Tucker, Ian Matthews, Nicolette Larson, Cindy Bullens, Steve Forbert, Eric Clapton, ELP, Bandit

WHFS-FM — WASHINGTON — DAVE EINSTEIN

ADDS: Cat Stevens, Brian Eno, Albert Collins, Pacific Steel Co., Robert Gordon (45)
HOTS: George Thorogood, Peter Tosh, Tom Waits, Grateful Dead, Dire Straits, J. Geils Band, Joan Armatrading, Jerry Jeff Walker, Bob Marley, Blues Bros., Rod Stewart, Robert Johnson, Cooder Browne, Crazy Horse, Guy Clark, Doors, Jesse Colin Young, Spirit, Rachel Sweet (imp), Doobie Bros.

REGIONAL PROGRAMMING GUIDE

NORTHEAST

WTRY — ALBANY — DON PERRY, PD

2-1 — B. Joel. JUMPS: 30 To 25 — C. Khan, 26 To 21 — N. Larson, 25 To 20 — B. Seger, 20 To 16 — Earth, Wind & Fire, 13 To 10 — Bee Gees, 9 To 7 — Village People, 12 To 3 — Chic, Ex To 30 — D. Hartman, Ex To 29 — I. Matthews, Ex To 27 — C. Khan. ADDS: R. Stewart, Hot Chocolate, L. Garrett, B. Manilow.

WRKO — BOSTON — RICH WOODWARD, MD

1-1 — Chic. JUMPS: 30 To 26 — P. Davis, 29 To 24 — L. Ronstadt, 28 To 23 — Earth, Wind & Fire, 21 To 18 — B. Seger, 18 To 15 — E. Clapton, 22 To 14 — Toto, 13 To 10 — G. Vannelli, 9 To 5 — Bee Gees, Ex To 30 — I. Matthews, Ex To 29 — Olivia Newton-John, Ex To 28 — J. Geils, Ex To 27 — Queen. ADDS: Blues Brothers, N. Larson.

F105 — BOSTON — CHARLIE FERNANDEZ, MD

1-1 — Chic. JUMPS: 23 To 20 — L. Ronstadt, 22 To 19 — B. Seger, 20 To 17 — E. Clapton, 24 To 16 — Toto, 18 To 14 — Firefall, 16 To 12 — A. Gibb, 12 To 9 — Bee Gees, 9 To 7 — D. Hartman, 6 To 4 — B. Joel, 10 To 2 — Village People, Ex To 26 — A. Frehley, Ex To 25 — C. Khan. ADDS: Hot Chocolate.

WKBW — BUFFALO — JON SUMMERS, MD

1-1 — B. Joel. JUMPS: 28 To 23 — A. Cooper, 29 To 19 — A. Gibb, 26 To 18 — Pointer Sisters, 24 To 15 — Meat Loaf, 16 To 13 — L. Garrett, 15 To 11 — Queen, 13 To 9 — Bee Gees, 9 To 5 — Chic, 7 To 4 — A. Frehley, Ex To 30 — Outlaws, Ex To 28 — Olivia Newton-John, Ex To 26 — Firefall, Ex To 24 — N. Larson. ADDS: Faith Band, G. Rafferty, B. Manilow, Foreigner.

WDRC — HARTFORD — JIM ENGLISH, MD

1-1 — Chic. JUMPS: 27 To 24 — Weisberg/Fogelberg, 19 To 14 — D. Hartman, 17 To 13 — Queen, 14 To 10 — L. Ronstadt, 15 To 9 — Toto, 10 To 3 — Bee Gees, Ex To 30 — P. Davis, Ex To 29 — N. Larson. ADDS: L. Garrett, Blues Brothers.

WBLL — LONG ISLAND — BILL TERRY, MD

2-1 — Chic. JUMPS: 18 To 15 — Earth, Wind & Fire, 23 To 14 — C. Khan, 17 To 13 — A. Cooper, 20 To 10 — Toto, 11 To 7 — D. Hartman, Ex To 30 — Eagles, Ex To 23 — B. Seger, Ex To 22 — C. Lynn. ADDS: M. Manchester, Foreigner, Faith Band, C. Stevens, Cars, Chicago.

WABC — NEW YORK — SONIA JONES, MD

2-1 — Chic. JUMPS: 41 To 25 — L. Ronstadt, 24 To 20 — Toto, 31 To 16 — A. Gibb, 13 To 10 — Bee Gees, 18 To 9 — A. Stewart, 9 To 4 — Dr. Hook. ADDS: Earth, Wind & Fire, E. John, P. Davis.

99X — NEW YORK — BOBBY RICH, PD

3-1 — B. Joel. JUMPS: 30 To 27 — Hot Chocolate, 29 To 25 — Pointer Sisters, 25 To 22 — C. Khan, 26 To 21 — Earth, Wind & Fire, 21 To 18 — L. Ronstadt, 22 To 17 — Toto, 19 To 15 — Dr. Hook, 16 To 10 — Bee Gees, 15 To 9 — Queen, 10 To 6 — Village People, 7 To 2 — Chic. ADDS: 30 — I. Matthews, 29 — B. Seger, 28 — C. Lynn.

WBLS — NEW YORK — HAL JACKSON, PD — #1 — G. CHANDLER

HOTS: Third World, T. Thomas, E.C. King, Funkadelic. ADDS: Grey & Hanks, Fantastic Four, E. Starr, R. Stewart, Herbie Mann.

WFIL — PHILADELPHIA — GERRY DEFRANCISCO, MD

1-1 — Barbra/Neil. JUMPS: 23 To 18 — D. Hartman, 20 To 17 — L. Ronstadt, 13 To 10 — Village People, 12 To 9 — Bee Gees, Ex To 22 — B. Seger, Ex To 21 — Firefall, Ex To 20 — N. Larson, Ex To 19 — B. Manilow. ADDS: N. Diamond, Pointer Sisters, I. Matthews.

WIFI — PHILADELPHIA — JEFF ROBBINS, MD

1-1 — Barbra/Neil. JUMPS: 30 To 25 — E. Clapton, 29 To 23 — A. Frehley, 26 To 22 — Queen, 28 To 21 — B. Seger, 24 To 20 — C. Khan, 19 To 11 — L. Garrett, 17 To 9 — Village People, 13 To 8 — Toto, 10 To 6 — Bee Gees, Ex To 29 — Pointer Sisters, Ex To 24 — L. Taylor. ADDS: 30 — Earth, Wind & Fire, C. Lynn, Olivia Newton-John, Hot Chocolate, N. Larson.

JB105 — PROVIDENCE — TODD CHASE, PD

1-1 — Chic. JUMPS: 37 To 25 — Blues Brothers, 39 To 23 — B. Manilow, 8 To 5 — Toto, Ex To 39 — Rolling Stones. ADDS: 40 — Chicago, 38 — G. Gaynor, E. Humperdinck, Sylvester.

WPRO FM — PROVIDENCE — ALAN EDWARDS, MD

1-1 — Chic. JUMPS: 25 To 22 — The Blend, 24 To 20 — E. Clapton, 14 To 10 — Bee Gees, 12 To 9 — Fogelberg/Weisberg, 11 To 7 — Queen, 8 To 5 — B. Joel, 7 To 4 — D. Hartman, 6 To 3 — Toto, 4 To 2 — Barbra/Neil, Ex To 26 — S. Bishop, Ex To 25 — N. Larson, Ex To 24 — B. Manilow, Ex To 23 — Olivia Newton-John. ADDS: G. Rafferty, R. Stewart, C. Lynn, Gonzalez.

WBBF — ROCHESTER — TOM NAST, MD

2-1 — Barbra/Neil. JUMPS: 32 To 28 — I. Matthews, 29 To 24 — E. Carmen, 30 To 23 — A. Frehley, 27 To 21 — Lindisfarne, 20 To 15 — E. John, 15 To 11 — A. Bridges, 14 To 10 — Village People, 12 To 5 — Chic, 6 To 2 — Bee Gees, Ex To 35 — D. Parton, Ex To 34 — Rolling Stones, Ex To 32 — Earth, Wind & Fire, Ex To 29 — B. Seger. ADDS: R. Stewart, A. Bridges, E. Clapton, Eagles.

WTLB — UTICA — JIM REITZ, MD

2-1 — Chic. JUMPS: 30 To 24 — I. Matthews, 28 To 22 — B. Seger, 27 To 21 — A. Frehley, 26 To 20 — C. Khan, 25 To 18 — D. Hartman, 22 To 17 — Hot Chocolate, 23 To 16 — E. Clapton, 24 To 15 — Earth, Wind & Fire, 17 To 13 — L. Ronstadt, 12 To 7 — Bee Gees, 8 To 4 — Toto, 6 To 3 — B. Joel, — Ex To 30 — N. Larson, Ex To 28 — Queen, Ex To 27 — A. Cooper, Ex To 25 — Olivia Newton-John. ADDS: R. Stewart, B. Manilow.

SOUTHEAST

WANS — ANDERSON — BILL McCOWN, PD

1-1 — Chic. JUMPS: 34 To 31 — M. Manchester, 33 To 28 — N. Olson, 30 To 27 — L. Taylor, 28 To 25 — Chanson, 32 To 24 — Eagles, 25 To 21 — M. Hain, 26 To 20 — N. Larson, 24 To 17 — Talking Heads, 23 To 16 — I. Matthews, 19 To 13 — Earth, Wind & Fire, 20 To 12 — Pointer Sisters, 12 To 9 — Queen, 15 To 8 — L. Ronstadt, 8 To 6 — B. Seger, 6 To 4 — B. Joel, 7 To 3 — Hot Chocolate, Ex To 34 — G. Rafferty, Ex To 33 — O. Newton-John, Ex To 32 — R. Stewart, Ex To 19 — C. Lynn. ADDS: Rose Royce, Foreigner, Chicago, Blues Bros., G. Simmons.

WAGQ — ATHENS — BRADY MCGRAW, PD

1-1 — Chic. JUMPS: 29 To 26 — G. Rafferty, 30 To 25 — C. Khan, 28 To 24 — I. Matthews, 27 To 23 — N. Larson, 26 To 21 — A. Frehley, 25 To 21 — O. Newton-John, 23 To 19 — R. James, 22 To 18 — Toto, 21 To 15 — Queen, 20 To 12 — L. Ronstadt, 15 To 8 — Earth, Wind & Fire, 13 To 6 — Pointer Sisters, 7 To 5 — K. Rogers, Ex To 30 — L. Taylor, Ex To 29 — B. White, Ex To 28 — B. Manilow, Ex To 27 — Eagles. ADDS: R. Stewart, C. Lynn, Foreigner, Blues Bros.

WRFC — ATHENS — GARY KIRK, MD

1-1 — Chic. JUMPS: 29 To 25 — I. Matthews, 27 To 24 — L. Taylor, 28 To 23 — C. Lynn, 26 To 22 — N. Larson, 24 To 20 — Queen, 22 To 18 — Hot Chocolate, 21 To 17 — O. Newton-John, 18 To 15 — Pointer Sisters, 17 To 14 — B. Seger, 15 To 12 — Toto, 14 To 9 — Earth, Wind & Fire, 12 To 8 — Village People, 9 To 7 — E. John, 10 To 6 — L. Ronstadt, 8 To 4 — E. Clapton, 7 To 3 — Bee Gees, Ex To 30 — Hall & Oates, Ex To 29 — B. Manilow, Ex To 27 — Rose Royce, Ex To 26 — K. Rogers. ADDS: R. Stewart, Y. Elliman, Chanson.

Z93 — ATLANTA — DALE O'BRIEN, MD

10-1 — Chic. JUMPS: 30 To 22 — R. Stewart, 28 To 20 — N. Olson, 23 To 15 — O. Newton-John, 16 To 9 — Village People, 7 To 5 — Earth, Wind & Fire, 9 To 4 — Pointer Sisters, Ex To 30 — C. Lynn, Ex To 29 — K. Rogers, Ex To 28 — B. Manilow, ADDS: Boston, I. Matthews.

WQXI — ATLANTA — J.J. JACKSON, MD

1-1 — B. Joel. JUMPS: 29 To 25 — C. Lynn, 28 To 24 — Eagles, 26 To 23 — D. Hartman, 25 To 20 — O. Newton-John, 22 To 19 — E. John, 24 To 18 — Hot Chocolate, 19 To 16 — L. Ronstadt, 13 To 10 — N. Larson, 12 To 9 — A. Gibb, 10 To 7 — Earth, Wind & Fire, 11 To 5 — Pointer Sisters, 8 To 4 — Village People, 5 To 3 — Chic, Ex To 29 — N. Olson, Ex To 28 — B. White, Ex To 27 — K. Rogers, Ex To 22 — R. Stewart. ADDS: Blues Bros., Chanson, B. Manilow.

WCAO — BALTIMORE — SCOTT RICHARDS, MD

2-1 — Chic. JUMPS: 28 To 24 — Chanson, 30 To 23 — A. Frehley, 29 To 22 — O. Newton-John, 24 To 18 — E. John, 19 To 14 — L. Ronstadt, 20 To 13 — N. Larson, 15 To 12 — Chaka Khan, 25 To 11 — Pointer Sisters, 17 To 8 — B. Seger, 8 To 5 — Toto, Ex To 30 — G. Rafferty, Ex To 29 — I. Matthews, Ex To 28 — Eagles, Ex To 27 — Hot Chocolate, Ex To 26 — Hall & Oates. ADDS: L. Garrett, B. Manilow, R. Stewart.

WERC — BIRMINGHAM — WALT BROWN, MD

6-1 — Chic. JUMPS: 25 To 21 — L. Garrett, 24 To 20 — Blues Bros., 23 To 16 — Toto, 18 To 15 — Hot

Chocolate, 16 To 13 — D. Parton, 14 To 9 — O. Newton-John, 12 To 6 — B. Seger. ADDS: K. Rogers, Rod Stewart, Chaka Khan, Cooper Bros.

WKXX-FM — BIRMINGHAM — STEVE DAVIS, MD

3-1 — B. Joel. JUMPS: 30 To 27 — G. Rafferty, 29 To 26 — L. Taylor, 28 To 24 — I. Matthews, 27 To 23 — D. Hartman, 26 To 22 — Rolling Stones, 23 To 20 — Talking Heads, 24 To 19 — O. Newton-John, 22 To 18 — N. Larson, 25 To 17 — Pointer Sisters, 19 To 15 — Queen, 20 To 14 — Hot Chocolate, 17 To 13 — A. Cooper, 18 To 12 — Earth, Wind & Fire, 16 To 10 — B. Seger, 11 To 8 — L. Ronstadt, 13 To 6 — Bee Gees, 9 To 3 — Toto, Ex To 30 — Exile, Ex To 29 — Blues Bros., Ex To 28 — Foreigner. ADDS: Pages, Rose Royce, Hall & Oates.

WAYS — CHARLOTTE — SCOTT SLADE, PD

1-1 — Chic. JUMPS: 29 To 24 — Captain & Tennille, 28 To 23 — O. Newton-John, 26 To 22 — Queen, 23 To 20 — K. Rogers, 20 To 14 — N. Larson, 24 To 12 — Pointer Sisters, 17 To 11 — Earth, Wind & Fire, 11 To 9 — L. Ronstadt, 9 To 7 — A. Gibb, 12 To 6 — Toto, Ex To 30 — I. Matthews, Ex To 27 — Eagles. ADDS: 28 — C. Lynn, R. Stewart, Peaches & Herb.

WGSV — GUNTERSVILLE — TIM LOGAN, MD

1-1 — Barbra/Neil. JUMPS: 32 To 29 — Captain & Tennille, 33 To 28 — C. Lynn, 31 To 26 — N. Olson, 34 To 25 — I. Matthews, 30 To 24 — Hall & Oates, 29 To 23 — Eagles, 26 To 22 — G. Rafferty, 26 To 21 — P. Criss, 27 To 20 — O. Newton-John, 24 To 19 — Pointer Sisters, 22 To 17 — M. Manchester, 23 To 16 — N. Larson, 21 To 15 — B. Seger, 19 To 14 — Earth, Wind & Fire, 17 To 12 — Toto, 15 To 10 — L. Taylor, 6 To 4 — Bee Gees, 12 To 3 — Chic, Ex To 33 — B. Manilow, Ex To 32 — K. Loggins, Ex To 31 — Rose Royce, Ex To 30 — L. Garrett, Ex To 27 — A. Frehley.

WAPE — JACKSONVILLE — PAUL SEBASTION, PD

1-1 — Barbra/Neil. JUMPS: 28 To 25 — Toto, 29 To 24 — C. Lynn, 27 To 23 — K. Rogers, 25 To 22 — Pointer Sisters, 26 To 21 — Peaches & Herb, 23 To 20 — E. Clapton, 22 To 19 — O. Newton-John, 21 To 18 — Chanson, 20 To 17 — Cooper Bros., 17 To 14 — G. Chandler, 19 To 13 — Earth, Wind & Fire, 15 To 12 — Bee Gees, 14 To 2 — B. Joel, Ex To 30 — Rose Royce, Ex To 29 — Captain & Tennille, Ex To 28 — A. Frehley, Ex To 27 — Hall & Oates, Ex To 26 — N. Larson. ADDS: R. Stewart, G. Gaynor, I. Matthews, G. Rafferty, Sylvester.

WRJZ — KNOXVILLE — MARK THOMPSON, MD

1-1 — Chic. JUMPS: 30 To 26 — C. Simon, 28 To 24 — O. Newton-John, 25 To 21 — Earth, Wind & Fire, 23 To 20 — A. Cooper, 29 To 19 — C. Lynn, 26 To 16 — Eagles, 20 To 14 — Hot Chocolate, 18 To 12 — B. Seger, 16 To 10 — C. Khan, 15 To 8 — Village People, Ex To 30 — A. Frehley, Ex To 29 — N. Larson. ADDS: I. Matthews, R. Stewart, K. Rogers, Chanson.

KAAY — LITTLE ROCK — C. DAVID HAMILTON, PD/MD

1-1 — Dr. Hook. JUMPS: 19 To 14 — A. Gibb, 16 To 12 — L. Ronstadt, 14 To 11 — G. Campbell, 23 To 10 — Chic, 9 To 7 — Bee Gees, Ex To 25 — E. Clapton, Ex To 24 — Toto, Ex To 15 — Village People. ADDS: N. Larson, Eagles.

WFOM — MARIETTA — MIKE DURRETT, PD

1-1 — Chic. JUMPS: 27 To 24 — Chanson, 26 To 23 — L. Taylor, 23 To 20 — N. Larson, 22 To 19 — O. Newton-John, 21 To 16 — Earth, Wind & Fire, 18 To 14 — Hot Chocolate, 16 To 13 — D. Hartman, 13 To 10 — B. Seger, 17 To 9 — Pointer Sisters, 11 To 8 — E. Clapton, 12 To 7 — L. Ronstadt, 9 To 6 — C. Khan, Ex To 30 — B. Manilow, Ex To 28 — L. Garrett, Ex To 25 — C. Lynn. ADDS: R. Stewart, Hall & Oates, Blues Bros., Exile.

Y-100 — MIAMI — COLEEN CASSIDY, MD

1-1 — Chic. JUMPS: 29 To 26 — C. Khan, 28 To 25 — A. Frehley, 27 To 24 — J. Buffett, 25 To 22 — K.C. & Sunshine Band, 30 To 21 — B. Joel, 26 To 20 — Pointer Sisters, 24 To 19 — Chanson, 22 To 17 — E. Carmen, 16 To 10 — Dr. Hook, 14 To 9 — Earth, Wind & Fire, 13 To 8 — Jacksons, 8 To 6 — A. Bridges, 4 To 2 — Bee Gees, Ex To 23 — Toto. ADDS: 30 — G. McCrae, 29 — Eagles, 28 — C. Lynn, J.P. Young.

96X — MIAMI — LOU MEYER, MD

1-1 — Chic. JUMPS: 37 To 33 — R. Laws, 35 To 32 — M. Moore, 34 To 31 — Peaches & Herb, 33 To 29 — I. Matthews, 36 To 28 — O. Newton-John, 29 To 24 — E. Carmen, 31 To 23 — Pointer Sisters, 24 To 21 — Firefall, 23 To 20 — B. Seger, 25 To 19 — C. Khan, 21 To 17 — A. Frehley, 22 To 15 — L. Ronstadt, 18 To 13 — B. Joel, 19 To 12 — C. Lynn, 14 To 11 — L. Garrett, 12 To 9 — Chanson, 11 To 5 — Earth, Wind & Fire, 6 To 4 — Ambrosia. ADDS: 37 — Eagles, 36 — Hot Chocolate, 35 — Blues Bros., 34 — R. Stewart, 27 — Rose Royce.

WHHY — MONTGOMERY — RICH THOMAS, MD

1-1 — Chic. JUMPS: 30 To 26 — O. Newton-John, 28 To 25 — L. Taylor, 24 To 23 — D. Parton, 27 To 21 — C. Khan, 24 To 20 — Hot Chocolate, 25 To 19 — B. Seger, 20 To 16 — Earth, Wind & Fire, 18 To 14 — A. Cooper, 22 To 12 — Pointer Sisters, 14 To 11 — D. Hartman, 16 To 10 — K. Rogers, 13 To 9 — N. Larson, 11 To 6 — Toto, 7 To 4 — Bee Gees, 5 To 3 — B. Joel, Ex To 30 — L. Garrett, Ex To 29 — A. Frehley, Ex To 28 — G. Campbell, Ex To 27 — Queen, Ex To 24 — C. Lynn. ADDS: Chicago, N. Olson, G. Rafferty, Rod Stewart.

WLAC — NASHVILLE — EVE WOOD, MD

1-1 — Chic. JUMPS: 38 To 33 — Peaches & Herb, 35 To 27 — Toto, 33 To 26 — Pointer Sisters, 37 To 25 — C. Lynn, 27 To 24 — O. Newton-John, 26 To 22 — Earth, Wind & Fire, 29 To 21 — E. Clapton, 22 To 19 — B. Seger, 23 To 18 — Bee Gees, 21 To 17 — Hot Chocolate, 19 To 16 — A. Cooper, 17 To 12 — B. Joel, 14 To 11 — L. Ronstadt, 10 To 4 — Switch, 5 To 2 — Bee Gees, Ex To 40 — I. Matthews, Ex To 39 — L. Garrett, Ex To 37 — G. Gaynor, Ex To 36 — N. Olson, Ex To 35 — N. Larson. ADDS: Eagles, G. Rafferty, R. Stewart.

WWKS — NASHVILLE — STEVE DENTON, MD

2-1 — Chic. JUMPS: 30 To 25 — E. Clapton, 29 To 24 — N. Larson, 28 To 23 — C. Lynn, 27 To 22 — I. Matthews, 25 To 21 — Hot Chocolate, 26 To 19 — Pointer Sisters, 24 To 18 — A. Frehley, 20 To 15 — Queen, 17 To 12 — O. Newton-John, 15 To 11 — Earth, Wind & Fire, 12 To 10 — Toto, 14 To 9 — L. Ronstadt, 10 To 8 — A. Gibb, 8 To 5 — B. Joel, Ex To 30 — Blues Bros., Ex To 29 — B. Manilow. ADDS: Chicago, R. Stewart, D. Hartman, L. Garrett, G. Simmons, Foreigner.

BJ105 — ORLANDO — TERRY LONG, MD

2-1 — Toto. JUMPS: 40 To 35 — O. Newton-John, 39 To 34 — E. Clapton, 35 To 31 — N. Olson, 32 To 27 — Boston, 28 To 25 — A. Cooper, 29 To 24 — Meat Loaf, 27 To 23 — L. Ronstadt, 25 To 22 — E. John, 26 To 21 — B. Seger, 24 To 19 — Earth, Wind & Fire, 15 To 12 — Hot Chocolate, 21 To 11 — Chic, 13 To 10 — Captain & Tennille, 19 To 9 — B. Joel, 12 To 8 — Jacksons, 10 To 7 — Village People, 5 To 3 — Bee Gees. ADDS: 40 — R. Stewart, 39 — N. Larson, 38 — Rolling Stones, D. Parton, Peaches & Herb, Foreigner, G. Simmons.

WKIX — RELEIGH — RON MCKAY, MD

1-1 — Chic. JUMPS: 30 To 27 — L. Taylor, 29 To 26 — M. MacGregor, 28 To 23 — M. Moore, 27 To 20 — L. Garrett, 26 To 18 — B. White, 19 To 16 — Firefall, 18 To 10 — Switch, 17 To 9 — Toto, 13 To 8 — Earth, Wind & Fire, 9 To 4 — Bee Gees, Ex To 28 — C. Lynn. ADDS: Santana, M. Hain, N. Olson, Faith Band, M. Johnson, Hall & Oates, G. Rafferty, Blues Bros., Peaches & Herb, Chanson.

WLEE — RICHMOND — KEN CURTIS, MD

1-1 — Chic. JUMPS: 30 To 25 — R. Stewart, 26 To 20 — O. Newton-John, 23 To 19 — 24 To 18 — K. Rogers, 20 To 17 — L. Ronstadt, 21 To 16 — B. Seger, 19 To 15 — Queen, 17 To 14 — E. Clapton, 28 To 13 — Pointer Sisters, 12 To 10 — Fogelberg/Weisberg, 11 To 9 — P. Davis, 7 To 5 — Earth, Wind & Fire. ADDS: 30 — D. Hartman, 27 — B. Manilow, 21 — Hot Chocolate.

WGA — SAVANNAH — JIM LEWIS, MD

1-1 — Chic. JUMPS: 30 To 27 — B. Manilow, 29 To 24 — Rose Royce, 26 To 22 — R. Stewart, 22 To 19 — E. Clapton, 24 To 18 — N. Larson, 20 To 16 — D. Hartman, 21 To 14 — Eagles, 17 To 13 — Hot Chocolate, 16 To 12 — Pointer Sisters, 14 To 9 — L. Ronstadt, 18 To 8 — Toto, 7 To 4 — Earth, Wind & Fire. ADDS: 31 — G. Gaynor, 30 — G. Rafferty, 29 — C. Lynn.

WAIR — WINSTON/SALEM — STEVE NORRIS, MD

1-1 — Chic. JUMPS: 35 To 31 — N. Larson, 37 To 30 — A. Frehley, 31 To 27 — Earth, Wind & Fire, 32 To 25 — Pointer Sisters, 27 To 21 — Eagles, 21 To 18 — L. Ronstadt, 20 To 16 — Queen, 19 To 15 — A. Cooper, 8 To 6 — Hot Chocolate, 11 To 4 — Toto, Ex To 33 — D. Hartman. ADDS: G. Rafferty, C. Lynn, Faith Band, N. Olson, Peaches & Herb.

SOUTHWEST

Z-97 — DALLAS — GARY MACK, PD/MD

1-1 — B. Joel. JUMPS: 21 To 18 — Firefall, 20 To 16 — S. Bishop, 17 To 14 — A. Stewart, 15 To 10 — G. Vannelli, 13 To 9 — Chicago, 9 To 7 — Barbra/Neil, 8 To 6 — Heart. ADDS: 22 — Ross/Jackson.

KLIF — DALLAS — HARRY NELSON, MD

2-1 — Dr. Hook. JUMPS: 40 To 34 — L. Taylor, 38 To 32 — N. Larson, 36 To 31 — I. Matthews, 33 To 30 — Pointer Sisters, 37 To 27 — Blues Brothers, 32 To 26 — Earth, Wind & Fire, 28 To 25 — Exile, 29 To 19 —

REGIONAL PROGRAMMING GUIDE

Olivia Newton-John, 21 To 17 — E. John, 23 To 15 — K. Rogers, 20 To 13 — Heart, 17 To 12 — A. Gibb, 16 To 10 — E. Carmen, 14 To 7 — A. Cooper, 13 To 6 — Toto, 7 To 4 — L. Ronstadt, 5 To 3 — B. Joel, Ex To 39 — Hot Chocolate, Ex To 37 — Eagles, Ex To 35 — B. Manilow. ADDS: 40 — N. Olsen, 38 — G. Rafferty, R. Stewart.

KINT — EL PASO — JHANIE KAYE, MD

1-1 — Barbra/Neil. JUMPS: 16 To 12 — Toto, 14 To 9 — L. Ronstadt, Ex To 30 — Chicago, Ex To 28 — A. Cooper, Ex To 25 — Earth, Wind & Fire. ADDS: Eagles, C. Lynn, Cerrone, B. Seger, Olivia Newton-John.

KILT — HOUSTON — BILL YOUNG, PD/MD

1-1 — Chic. JUMPS: 39 To 34 — Rose Royce, 40 To 30 — Earth, Wind & Fire, 33 To 24 — E. John, 37 To 21 — Eagles, 27 To 18 — Village People, 24 To 17 — B. Seger, 23 To 13 — Toto, 20 To 12 — L. Ronstadt, 15 To 10 — A. Gibb, 16 To 7 — Pointer Sisters, 6 To 4 — C. Lynn, Ex To 40 — N. Larson, Ex To 39 — G. Rafferty, Ex To 38 — Blues Brothers. ADDS: 31 — Peaches & Herb.

WHBQ — MEMPHIS — HARRIETT LAPIDES, MD

1-1 — Chic. JUMPS: 24 To 20 — Pointer Sisters, 19 To 15 — Village People, 15 To 11 — B. White, 9 To 7 — Earth, Wind & Fire, Ex To 30 — R. Stewart, Ex To 29 — Firefall, Ex To 26 — Toto. ADDS: E. Clapton, Chanson, S. Bishop.

WNOE — NEW ORLEANS — NICK BAZOO, MD

3-1 — A. Cooper. JUMPS: 30 To 27 — G. Rafferty, 29 To 26 — N. Larson, 27 To 24 — E. Carmen, 26 To 22 — B. Seger, 24 To 20 — E. Money, 21 To 19 — P. Davis, 20 To 17 — G. Simmons, 15 To 13 — Queen, 16 To 12 — Firefall, 13 To 10 — Bee Gees, 9 To 6 — Dr. Hook, 8 To 4 — Chic, Ex To 30 — L. Taylor, Ex To 28 — Meat Loaf, Ex To 25 — Pointer Sisters. ADDS: C. Lynn, Toto, R. Stewart.

WTIX — NEW ORLEANS — TERRY YOUNG, MD

1-1 — Chic. JUMPS: 40 To 32 — I. Matthews, 39 To 31 — M. Manchester, 37 To 30 — Hot Chocolate, 35 To 29 — Talking Heads, 34 To 28 — Queen, 32 To 27 — Carpenters, 38 To 26 — Olivia Newton-John, 33 To 25 — E. Clapton, 31 To 24 — K. Rogers, 30 To 23 — E. John, 28 To 22 — L. Taylor, 36 To 21 — Toto, 25 To 20 — A. Frehley, 26 To 17 — B. Seger, 24 To 16 — D. Hartman, 23 To 15 — L. Ronstadt, 22 To 12 — L. Garrett, 15 To 11 — Firefall, 18 To 9 — A. Stewart, 10 To 7 — A. Bridges, 9 To 6 — Bee Gees, 8 To 5 — B. Joel, Ex To 40 — Chanson, Ex To 28 — S. Bishop, Ex To 37 — Meat Loaf, Ex To 36 — G. Rafferty, Ex To 35 — N. Larson, Ex To 34 — Pointer Sisters. ADDS: 39 — Foreigner, 33 — Earth, Wind & Fire, C. Lynn, Cooper Brothers, Peaches & Herb, G. Simmons, Blues Brothers.

WKY — OKLAHOMA CITY — SANDY JONES, MD

1-1 — Barbra/Neil. JUMPS: 19 To 14 — L. Ronstadt, 14 To 4 — Chic, 9 To 3 — Bee Gees, 5 To 2 — B. Joel, Ex To 20 — Olivia Newton-John, Ex To 15 — Earth, Wind & Fire. ADDS: B. Seger, I. Matthews.

KSLQ — ST. LOUIS — PHIL IRONS, MD

1-1 — Barbra/Neil. JUMPS: 28 To 25 — Earth, Wind & Fire, 23 To 16 — B. Seger, 18 To 15 — Pointer Sisters, 17 To 14 — G. Vannelli, 16 To 13 — A. Stewart, 12 To 9 — Queen, 10 To 6 — Bee Gees, 7 To 5 — A. Bridges. ADDS: 34 — Meat Loaf, 33 — N. Larson, 32 — Olivia Newton-John, 31 — L. Ronstadt.

KEEL — SHREVEPORT — RANDY DAVIS, MD

3-1 — A. Gibb. JUMPS: 29 To 26 — B. Seger, 28 To 25 — E. Clapton, 27 To 23 — A. Cooper, 26 To 22 — Olivia Newton-John, 25 To 21 — Toto, 24 To 19 — Earth, Wind & Fire, 20 To 17 — E. John, 22 To 14 — Hot Chocolate, 16 To 10 — Village People, 14 To 9 — B. Joel, 10 To 8 — Chic, 9 To 7 — Bee Gees, 8 To 6 — L. Ronstadt, 6 To 4 — P. Davis. ADDS: 27 — A. Frehley.

KAKC — TULSA — MIKE MCCARTHY, MD

4-1 — B. Joel. JUMPS: 27 To 24 — I. Matthews, 24 To 21 — Pointer Sisters, 22 To 19 — L. Taylor, 21 To 18 — Earth, Wind & Fire, 12 To 10 — E. John, 11 To 3 — Chic, Ex To 38 — B. Cummings, Ex To 37 — K. Rogers, Ex To 36 — J.P. Young, Ex To 35 — Carpenters. ADDS: Rose Royce, Hot Chocolate, P. Stanley, A. Green, Exile.

MIDWEST

WINW — CANTON — LINDA LONDON, MD

1-1 — Chic. JUMPS: 31 To 28 — Hot Chocolate, 30 To 24 — Queen, 33 To 23 — Earth, Wind & Fire, 25 To 21 — E. John, 23 To 20 — C. Khan, 26 To 19 — L. Garrett, 20 To 16 — A. Cooper, 14 To 10 — L. Ronstadt, 13 To 9 — Bee Gees, 12 To 6 — B. Joel, Ex To 35 — Blues Bros., Ex To 34 — G. Rafferty, Ex To 33 — E. Clapton, Ex To 29 — K. Rogers, Ex To 26 — B. Seger. ADDS: B. Manilow, O. Newton-John.

WLS — CHICAGO — ALAN BURNS, MD

2-1 — Barbra/Neil. JUMPS: 21 To 17 — Chicago, 22 To 16 — A. Stewart, 17 To 10 — Village People, 13 To 6 — Bee Gees, 12 To 5 — B. Joel, 9 To 4 — Chic. ADDS: 22 — A. Bridges, 19 — Dr. Hook.

WMET — CHICAGO — BOBBY CHRISTIAN, MD

1-1 — B. Joel. JUMPS: 31 To 27 — R. Stewart, 27 To 24 — Eagles, 25 To 20 — Foreigner, 23 To 19 — B. Joel (LP), 20 To 16 — Toto, 18 To 14 — K. Loggins, 11 To 9 — Heart. ADDS: 32 — I. Matthews, 31 — B. Seger, 30 — Boston.

Q102 — CINCINNATI — MARK ELLIOT, MD

8-1 — Bee Gees. JUMPS: 37 To 34 — Foreigner, 36 To 33 — Rolling Stones, 35 To 32 — Cars, 32 To 29 — Village People, 29 To 26 — O. Newton-John, 18 To 11 — Chic, 13 To 10 — Toto, 11 To 9 — A. Frehley, 10 To 7 — Queen. ADDS: 37 — K. Loggins, 36 — I. Matthews, 35 — N. Larson.

WGCL — CLEVELAND — JEFF GERBER, MD

1-1 — Chic. JUMPS: 30 To 25 — P. Davis, 28 To 24 — E. John, 26 To 20 — L. Garrett, 18 To 12 — L. Ronstadt, 15 To 10 — A. Frehley, 12 To 9 — Cars, 9 To 5 — Bee Gees, Ex To 30 — J. Geils, Ex To 27 — I. Matthews, Ex To 23 — B. Seger. ADDS: 29 — M. Manchester, 22 — Musique, O. Newton-John, Boston.

WZZP — CLEVELAND — TOM JEFFRIES, MD

1-1 — B. Joel. JUMPS: 33 To 30 — Cooper Bros., 32 To 26 — D. Hartman, 34 To 25 — G. Simmons, 30 To 24 — I. Matthews, 27 To 23 — J. Geils, 25 To 22 — P. Davis, 26 To 19 — A. Cooper, 24 To 18 — C. Khan, 29 To 17 — O. Newton-John, 18 To 13 — Earth, Wind & Fire, 8 To 6 — Toto, 6 To 3 — Chic, 4 To 2 — Bee Gees, Ex To 35 — M. Manchester, Ex To 33 — Rose Royce, Ex To 32 — N. Larson, Ex To 31 — Blues Bros., Ex To 28 — E. Clapton. ADDS: Captain & Tennille, Chicago, M. Hain, Peaches & Herb, Pointer Sisters, R. Stewart, Rolling Stones.

WNCI — COLUMBUS — STEVE EDWARDS, MD

2-1 — Chic. JUMPS: 17 To 14 — Firefall, 12 To 10 — Fogelberg/Weisberg, 14 To 7 — Toto, 7 To 5 — Dr. Hook, 13 To 6 — B. Joel, 6 To 3 — Bee Gees, Ex To 20 — Village People, Ex To 15 — Earth, Wind & Fire. ADDS: C. Lynn, Hot Chocolate, E. Clapton.

92X — COLUMBUS — MIKE PERKINS, MD

1-1 — Chic. JUMPS: 40 To 36 — N. Larson, 39 To 35 — Pointer Sisters, 35 To 30 — E. Clapton, 38 To 25 — M. Manchester, 30 To 24 — Heart, 34 To 23 — O. Newton-John, 33 To 21 — Hot Chocolate, 37 To 19 — D. Hartman, 22 To 18 — E. Carmen, 24 To 17 — Switch, 21 To 14 — C. Khan, 16 To 13 — A. Bridges, 15 To 11 — P. Davis, 20 To 10 — Earth, Wind & Fire, 11 To 9 — Dr. Hook, 8 To 6 — Village People. ADDS: 40 — Rolling Stones, 39 — B. Manilow, 38 — G. Rafferty, 37 — C. Lynn, Eagles.

KIOA — DES MOINES — GARY STEVENS, PD/MD

1-1 — Barbra/Neil. JUMPS: 24 To 20 — E. John, 19 To 14 — P. Davis, 18 To 12 — Toto, 14 To 11 — A. Gibb, 20 To 10 — Firefall, 16 To 4 — Village People, 11 To 2 — Bee Gees. ADDS: 25 — A. Cooper, 24 — N. Larson, 21 — Chic.

CKLW — DETROIT — ROSALIE TROMBLEY, MD

1-1 — Chic. JUMPS: 27 To 24 — P. Davis, 21 To 16 — Queen, 22 To 14 — Dr. Hook, 12 To 10 — B. Seger, 10 To 6 — Bee Gees, Ex To 30 — Hot Chocolate, Ex To 29 — O. Newton-John, Ex To 20 — E.C. King. ADDS: 23 — Rolling Stones, I. Matthews.

WDRO — DETROIT — CHARITA DORAM, MD

1-1 — Chic. JUMPS: 34 To 31 — Pointer Sisters, 33 To 30 — C. Lynn, 31 To 28 — Chanson, 29 To 26 — Bee Gees, 28 To 24 — E. Carmen, 26 To 23 — Earth, Wind & Fire, 23 To 20 — Cars, 22 To 19 — Dr. Hook, 21 To 17 — A. Gibb, 20 To 15 — Barbra/Neil, 17 To 14 — Firefall, 16 To 13 — Fogelberg/Weisberg, 15 To 12 — B. Seger, 19 To 9 — A. Bridges, 12 To 8 — Toto, 9 To 7 — A. Stewart, 11 To 6 — A. Cooper, 10 To 5 — B. Joel, 8 To 4 — Rose Royce, 5 To 3 — C. Khan. ADDS: 35 — N. Gilder, 34 — J. Geils, 33 — N. Larson.

KFMD — DUBUQUE — STEVE SESTERHENN, MD

2-1 — B. Joel. JUMPS: 24 To 21 — I. Matthews, 22 To 18 — Village People, 16 To 10 — A. Bridges, 20 To 7 — Chic, 10 To 4 — Bee Gees, Ex To 24 — Pointer Sisters, Ex To 23 — N. Larson, Ex To 22 — Hot Chocolate. ADDS: Hall & Oates, G. Rafferty, Eagles, Blues Brothers.

WDBQ — DUBUQUE — CHUCK BAILEY, PD/MD

1-1 — Barbra/Neil. JUMPS: 29 To 23 — B. Seger, 30 To 22 — Chic, 24 To 17 — L. Garrett, 22 To 15 — Bee Gees, 12 To 8 — E. Carmen, 16 To 7 — Village People, 10 To 6 — B. Joel, Ex To 30 — I. Matthews, Ex To 29 — Hot Chocolate, Ex To 28 — Queen, Ex To 27 — O. Newton-John. ADDS: J. Geils, G. Rafferty.

WEBC — DULUTH — STEVE OLIVER, MD

1-1 — Barbra/Neil. JUMPS: 29 To 26 — Earth, Wind & Fire, 25 To 21 — O. Newton-John, 23 To 19 — Toto, 18 To 15 — E. John, 17 To 14 — A. Cooper, 16 To 13 — Heart, 20 To 11 — L. Ronstadt, 15 To 10 — Village People, 14 To 9 — P. Davis, 10 To 8 — E. Clapton, 7 To 4 — Chic, 5 To 2 — Bee Gees, Ex To 29 — Hot Chocolate, Ex To 23 — Pointer Sisters. ADDS: 30 — R. Stewart, L. Taylor, Eagles, B. Manilow.

Z-96 — GRAND RAPIDS — JAY MICHAELS, MD

4-1 — Chic. JUMPS: 30 To 26 — A. Cooper, 28 To 25 — O. Newton-John, 25 To 16 — A. Bridges, 20 To 15 — B. Seger, 15 To 12 — L. Ronstadt, 16 To 10 — Firefall, 18 To 8 — Toto, 12 To 7 — A. Gibb, 7 To 5 — B. Joel, 6 To 4 — Bee Gees, Ex To 30 — I. Matthews, Ex To 28 — C. Khan, Ex To 22 — Earth, Wind & Fire. ADDS: R. Stewart, Rolling Stones, Blues Bros.

WIFE — INDIANAPOLIS — JERRY STEELE, MD

1-1 — Chic. JUMPS: 31 To 28 — M. Manchester, 32 To 27 — Pointer Sisters, 30 To 26 — Earth, Wind & Fire, 29 To 25 — Talking Heads, 14 To 9 — L. Garrett, 11 To 7 — A. Stewart, 9 To 5 — Bee Gees, Ex To 35 — Boston, Ex To 34 — Chanson, Ex To 32 — G. Rafferty, Ex To 31 — B. Manilow, Ex To 29 — Faith Band. ADDS: Outlaws, S. Bishop.

WHB — KANSAS CITY — DON BERNS, MD

1-1 — Barbra/Neil. JUMPS: 37 To 32 — Boston, 33 To 30 — G. Rafferty, 35 To 28 — K. Rogers, 30 To 26 — O. Newton-John, 28 To 25 — I. Matthews, 31 To 23 — Blues Bros., 24 To 21 — Earth, Wind & Fire, 23 To 19 — B. Seger, 29 To 18 — Meat Loaf, 18 To 12 — A. Bridges, 11 To 8 — A. Frehley, 13 To 7 — Toto, 12 To 6 — Queen, 14 To 5 — Chic, 7 To 4 — Bee Gees, Ex To 34 — E. Clapton. ADDS: 40 — L. Garrett, 39 — Pointer Sisters, 38 — R. Stewart, 33 — Hot Chocolate.

WKLO — LOUISVILLE — GARY MAJOR, MD

1-1 — Barbra/Neil. JUMPS: 29 To 26 — R. Coolidge, 27 To 24 — L. Taylor, 26 To 23 — P. Anka, 25 To 22 — Lindisfarne, 24 To 21 — B. Seger, 28 To 17 — L. Ronstadt, 21 To 15 — E. John, 22 To 13 — A. Cooper, 18 To 12 — Village People, 15 To 11 — A. Stewart, 17 To 10 — B. Joel, 19 To 9 — A. Gibb, 14 To 8 — Bee Gees, 9 To 7 — Firefall, Ex To 30 — B. Manilow, Ex To 29 — Hot Chocolate, Ex To 28 — E. Clapton, Ex To 27 — N. Larson. ADDS: Chicago, I. Matthews, Chic, K. Loggins.

WISM — MADISON — JON LITTLE, PD

6-1 — B. Joel. JUMPS: 30 To 27 — K. Loggins, 29 To 25 — N. Larson, 28 To 23 — Queen, 25 To 22 — E. Clapton, 26 To 21 — Giorgio, 23 To 19 — Hot Chocolate, 20 To 17 — A. Cooper, 21 To 16 — B. Seger, 19 To 13 — Village People, 13 To 9 — Toto, 12 To 7 — Chic, 8 To 6 — Firefall, 9 To 2 — Bee Gees, Ex To 30 — I. Matthews, Ex To 29 — O. Newton-John, Ex To 28 — Earth, Wind & Fire. ADDS: Cheap Trick, A. Frehley, B. Manilow, R. Stewart.

KRIB — MASON CITY — BOB SCOTT, PD

11-1 — Barbra/Neil. JUMPS: 30 To 26 — L. Ronstadt, 27 To 24 — Earth, Wind & Fire, 26 To 22 — A. Frehley, 23 To 16 — Toto, 19 To 15 — B. Seger, 17 To 12 — E. John, 14 To 11 — Bee Gees, 22 To 10 — Chic, 13 To 8 — B. Joel, 12 To 6 — Village People, 9 To 5 — Firefall, 6 To 4 — A. Bridges, 5 To 3 — A. Gibb, Ex To 30 — I. Matthews, Ex To 29 — Pointer Sisters, Ex To 28 — Hot Chocolate, Ex To 25 — C. Khan. ADDS: Eagles, D. Hartman, Hall & Oates, L. Taylor, J. Hayward.

WOKY — MILWAUKEE — JEFF RYDER, PD

1-1 — B. Joel. JUMPS: 29 To 25 — K.C. & Sunshine Band, 25 To 21 — N. Gilder, 24 To 18 — Firefall, 20 To 9 — Bee Gees, 18 To 7 — Chic, 10 To 4 — Toto, 5 To 3 — Barbra/Neil. ADDS: L. Ronstadt.

WZUU — MILWAUKEE — CHRIS CURTIS, PD

1-1 — Toto. JUMPS: 22 To 19 — P. Davis, 21 To 18 — Fogelberg/Weisberg, 19 To 16 — E. Clapton, 20 To 14 — B. Seger, 16 To 13 — Queen, 17 To 10 — N. Larson, 9 To 3 — Bee Gees, Ex To 22 — G. Rafferty, Ex To 21 — Hot Chocolate, Ex To 20 — R. Stewart, Ex To 15 — Chic. ADDS: I. Matthews, Pointer Sisters, N. Olson.

KDWB — MINNEAPOLIS — DAVE THOMPSON, PD

1-1 — Barbra/Neil. JUMPS: 28 To 23 — Rolling Stones, 26 To 20 — N. Larson, 20 To 17 — J. Hayward, 23 To 16 — M. Manchester, 17 To 14 — G. Cotton, 15 To 10 — E. Clapton, 12 To 9 — B. Seger, 7 To 4 — Bee Gees, 4 To 2 — A. Stewart. ADDS: 29 — A. Cooper, 26 — Pointer Sisters, 21 — L. Ronstadt.

KSTP — MINNEAPOLIS — GREG AUSHAN, MD

1-1 — Barbra/Neil. JUMPS: 29 To 25 — O. Newton-John, 27 To 24 — K. Rogers, 28 To 23 — E. Clapton, 23 To 20 — Pointer Sisters, 22 To 16 — N. Larson, 18 To 15 — A. Cooper, 14 To 11 — L. Ronstadt, 13 To 9 — A. Bridges, 11 To 8 — P. Davis, 9 To 6 — B. Seger, 5 To 2 — Bee Gees.

WOW — OMAHA — ROGER DAVIS, MD

1-1 — Barbra/Neil. JUMPS: 30 To 26 — Earth, Wind & Fire, 29 To 25 — E. Carmen, 28 To 20 — Hot Chocolate, 21 To 17 — Queen, 25 To 13 — L. Ronstadt, 18 To 12 — E. John, 11 To 5 — Toto, 12 To 4 — Chic, Ex To 30 — A. Frehley, Ex To 29 — O. Newton-John, Ex To 28 — B. Seger. ADDS: Chicago, D. Hartman, Eagles.

WPEZ — PITTSBURGH — MARK FRITZGES, MD

1-1 — Barbra/Neil. JUMPS: 22 To 18 — E. Clapton, 23 To 17 — E. John, 20 To 15 — B. Seger, 15 To 13 — L. Ronstadt, 13 To 8 — Toto, 8 To 3 — B. Joel, 7 To 2 — Bee Gees, Ex To 24 — I. Matthews, Ex To 21 — O. Newton-John, Ex To 16 — Earth, Wind & Fire. ADDS: Pointer Sisters, N. Larson, Boston, Blues Bros., Chicago.

WSPT — STEVENS POINT — PAT MARTIN, PD/MD

2-1 — Toto. JUMPS: 30 To 26 — Pointer Sisters, 27 To 23 — I. Matthews, 29 To 22 — Blues Bros., 26 To 21 — N. Larson, 28 To 20 — O. Newton-John, 24 To 19 — Earth, Wind & Fire, 23 To 18 — Queen, 20 To 16 — Hot Chocolate, 18 To 12 — B. Seger, 16 To 11 — A. Frehley, 15 To 9 — L. Garrett, 12 To 8 — L. Ronstadt, 11 To 6 — Bee Gees, 9 To 4 — Village People, Ex To 30 — G. Rafferty, Ex To 29 — Eagles, Ex To 28 — Poco, Ex To 25 — J. Geils. ADDS: R. Stewart, Foreigner.

WPGC — WASHINGTON, D.C. — JIM ELLIOT, MD

1-1 — Chic. JUMPS: 29 To 26 — O. Newton-John, 30 To 25 — Pointer Sisters, 28 To 24 — C. Lynn, 26 To 22 — E. Clapton, 24 To 19 — Rose Royce, 22 To 14 — N. Larson, 16 To 11 — B. Seger, 18 To 9 — L. Ronstadt, 7 To 5 — Earth, Wind & Fire, Ex To 30 — I. Matthews, Ex To 29 — R. Stewart. ADDS: Hot Chocolate, Rolling Stones.

WKWK — WHEELING — JIM ROBERTS, MD

1-1 — Barbra/Neil. JUMPS: 32 To 24 — L. Garrett, 26 To 23 — Earth, Wind & Fire, 25 To 21 — N. Larson, 23 To 20 — E. Clapton, 18 To 10 — Chic, 21 To 6 — L. Ronstadt, 22 To 5 — B. Seger, 9 To 4 — B. Joel, 7 To 3 — Bee Gees. ADDS: 40 — M. Manchester, 39 — N. Olson, 37 — B. Manilow, 24 — Eagles, G. Rafferty, Rolling Stones, L. Taylor, C. Lynn, R. Stewart.

KLEO — WICHITA — BOB LAURENCE, MD

1-1 — Chic. JUMPS: 29 To 24 — Hot Chocolate, 25 To 17 — Earth, Wind & Fire, 21 To 16 — E. John, 22 To 14 — Santana, 17 To 10 — B. Seger, 23 To 9 — L. Ronstadt, 15 To 8 — N. Larson, 9 To 3 — K. Rogers. ADDS: 30 — L. Garrett, 28 — O. Newton-John, 26 — A. Cooper, 23 — Pointer Sisters.

WEST

KRKE — ALBUQUERQUE — CHRIS CAREY, PD

1-1 — B. Joel. JUMPS: 26 To 23 — I. Matthews, 25 To 20 — Olivia Newton-John, 22 To 18 — E. Clapton, 22 To 17 — Earth, Wind & Fire, 21 To 14 — Village People, 17 To 13 — A. Cooper, 16 To 11 — B. Seger, 15 To 10 — Firefall, 12 To 8 — L. Ronstadt, 13 To 7 — Toto, 8 To 5 — A. Gibb, 7 To 4 — Chic, Ex To 25 — Eagles. ADDS: 30 — R. Stewart, 29 — B. Manilow.

KERN — BAKERSFIELD — PETE SHANNON, MD

1-1 — Barbra/Neil. JUMPS: 30 To 27 — A. Cooper, 28 To 24 — Olivia Newton-John, 29 To 21 — Cars, 26 To 20 — E. Clapton, 25 To 19 — Heart, 22 To 18 — E. Carmen, 23 To 17 — L. Ronstadt, 21 To 16 — Village People, 19 To 15 — A. Gibb, 17 To 14 — P. Davis, 20 To 13 — Toto, 15 To 12 — B. Seger, 16 To 11 — B. Joel, 14 To 10 — Bee Gees, 11 To 9 — G. Vannelli, 10 To 6 — A. Stewart, Ex To 30 — Queen, Ex To 29 — Cooper Brothers, Ex To 28 — G. Rafferty, Ex To 26 — Blues Brothers, Ex To 22 — N. Larson. ADDS: Eagles, E. Money, B. Manilow, Georgia.

KTLK — DENVER — PAULA MATTHEWS, MD

4-1 — Bee Gees. JUMPS: 35 To 29 — I. Matthews, 34 To 28 — D. Hartman, 33 To 27 — Pointer Sisters, 32 To 26 — L. Taylor, 31 To 24 — N. Larson, 30 To 23 — O. Newton-John, 28 To 22 — Queen, 27 To 21 — E. Clapton, 26 To 20 — B. Seger, 25 To 19 — C. Khan, 23 To 18 — A. Cooper, 22 To 17 — E. John, 21 To 15 — Earth, Wind & Fire, 15 To 9 — Chic, 6 To 3 — B. Joel, Ex To 35 — B. Manilow, Ex To 34 — Raes, Ex To 33 — Exile, Ex To 32 — D. Parton, Ex To 31 — Chanson, Ex To 30 — C. Lynn. ADDS: G. Rafferty, K.

(continued on page 25)

POP RADIO

ANALYSIS

REGIONAL ACTION

EAST

- Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. LOTTA LOVE — Nicolette Larson — Warner Bros.
 3. SOUL MAN — Blues Brothers — Atlantic
 4. EVERY 1'S A WINNER — Hot Chocolate — Infinity

- Most Active 1. TOO MUCH HEAVEN — Bee Gees — RSO
 2. HOLD THE LINE — Toto — Columbia
 3. OOH BABY BABY — Linda Ronstadt — Asylum
 4. PROMISES — Eric Clapton — RSO

SOUTHEAST

- Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. SOUL MAN — Blues Brothers — Atlantic
 3. HOME AND DRY — Gerry Rafferty — UA
 4. SHAKE YOUR GROOVE THING — Peaches & Herb — Polydor

- Most Active 1. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia
 2. A LITTLE MORE LOVE — Olivia Newton-John — MCA
 3. FIRE — Pointer Sisters — Planet
 4. HOLD THE LINE — Toto — Columbia

SOUTHWEST

- Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. GOT TO BE REAL — Cheryl Lynn — Columbia
 3. RADIOACTIVE — Gene Simmons — Casablanca
 4. SHAKE IT — Ian Matthews — Mushroom

- Most Active 1. SEPTEMBER — Earth, Wind & Fire — Columbia
 2. WE'VE GOT TONITE — Bob Seger — Capitol
 3. FIRE — Pointer Sisters — Planet
 4. OOH BABY BABY — Linda Ronstadt — Asylum

MIDWEST

- Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. PLEASE COME HOME FOR CHRISTMAS — Eagles — Asylum
 3. FIRE — Pointer Sisters — Planet
 4. SHAKE IT — Ian Matthews — Mushroom

- Most Active 1. TOO MUCH HEAVEN — Bee Gees — RSO
 2. WE'VE GOT TONITE — Bob Seger — Capitol
 3. SEPTEMBER — Earth, Wind & Fire — Columbia
 4. HOLD THE LINE — Toto — Columbia

WEST

- Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
 2. DANCIN' SHOES — Nigel Olson — Bang
 3. PROMISES — Eric Clapton — RSO
 4. PLEASE COME HOME FOR CHRISTMAS — Eagles — Asylum

- Most Active 1. SEPTEMBER — Earth, Wind & Fire — Columbia
 2. LE FREAK — Chic — Atlantic
 3. LOTTA LOVE — Nicolette Larson — Warner Bros.
 4. WE'VE GOT TONITE — Bob Seger — Capitol

MOST ADDED RECORDS

- DO YA THINK I'M SEXY — ROD STEWART — WARNER BROS.**
WANS, WAVZ, KOPA, WGUY, Q94, KROY, WBLI, KTLK, KJR, KJRB, JB105, WBBQ, WLEE, WSGA, KRBE, WZUU, CKLW, KBEQ, KTAC, KSLQ, KFRC, WHBQ, WQXI, WMET, Z-93, WPGC, WTRY, WTLB, KRKE, KASH, WRFC, WGSV, WEBC, WSPT, Z-96, V-97, WAGQ, KSLY, KRSP, WFOM, KYNO, WRVZ, WWKS, WKWK, WHHY, WCAO, WISM, WAYS, KPAM, WBBF, WLAC, WZZP, B-100, WAPE, WNOE, KCPX, KLIF, BJ105, 96X, KING, KRTH, WERC, WSGN, WPRO-FM, WHB.
- SOUL MAN — BLUES BROS. — ATLANTIC**
KOPA, WANS, WKIX, KFMD, Z-96, WAGQ, KSLY, WFOM, WTI, Q94, KTAC, WDRC, WPEZ, WBBQ, 96X, WQXI, 99X, KYA, WRKO.
- PLEASE COME HOME FOR CHRISTMAS — EAGLES — ASYLUM**
WBBF, WOW, WLAC, KBEQ, Y100, 92X, KERN, 96X, KRTH, WTLB, KOPA, KINT, KAAY, KFMD, WEBC, KRIB, KENO, V-97, WKWK.
- SOMEWHERE IN THE NIGHT — BARRY MANILOW — ARISTA**
WTRY, WTLB, KRKE, KOPA, WEBC, WINW, WKWK, WCAO, WLEE, WISM, Q94, KCBQ, 92X, KERN, WQXI, WSGN, WKBW.
- SHAKE IT — IAN MATTHEWS — MUSHROOM**
WKY, 10Q, WFIL, WKLO, WAPE, KBEQ, Q102, Z93, KILT, 99X, WRJZ, KFRC, WZUU, WSGN, CKLW, WMET.
- HOME & DRY — GERRY RAFFERTY — UNITED ARTISTS**
WKIX, WAIR, KFMD, WDBQ, KENO, KYNO, WKWK, WHHY, WLAC, WAPE, KLIF, WSGA, KTLK, 92X, WPRO-FM, WKBW.
- GOT TO BE REAL — CHERYL LYNN — COLUMBIA**
WTIX, WNCI, WAYS, Y-100, WNOE, WSGA, 92X, 99X, WPRO-FM, WTLB, KINT, WAIR, WAGQ, KYNO, WKWK.
- DANCIN' SHOES — NIGEL OLSON — BANG**
WKIX, WAIR, WKWK, WHHY, KCPX, KLIF, KTLK, KGW, KING, KRTH, WZUU.
- BLUE MORNING, BLUE DAY — FOREIGNER — ATLANTIC**
WANS, WSPT, KENO, V-97, WAGQ, WBLI, WTI, KJR, BJ105, WKBW.
- FIRE — POINTER SISTERS — PLANET**
WFIL, WZZP, WPEZ, KDWB, KHJ, WZUU, KLEO, WHB, KYNO.
- NO TELL LOVER — CHICAGO — COLUMBIA**
WANS, WWKS, BJ105, KGW, WHHY, WKLO, WZZP, KTLK, WPEZ.
- SHATTERED — ROLLING STONES — ROLLING STONES**
WZZP, B100, BJ105, 92X, WPGC, CKLW, Z-96, KYNO, WKWK.
- SHAKE YOUR GROOVE THING — PEACHES & HERB — POLYDOR**
WKIX, WAIR, V-97, WTI, WAYS, WZZP, BJ105, WBBQ, KILT.

RADIO ACTIVE SINGLES

- SEPTEMBER — EARTH, WIND & FIRE — COLUMBIA**
WHHY 20-16, WCAO 16-10, WKY Ex-15, WLEE 7-5, WISM Ex-28, Q94 12-8, WNCI Ex-15, 10Q 18-15, WAYS 17-11, KPAM 25-17, KJR 6-4, WBBF Ex-32, KTAC 17-14, WLAC 26-22, WZZP 18-13, WAPE 19-13, KBEQ 29-25, Y-100 14-9, KCPX 19-9, KLIF 32-26, WSGA 7-4, KTLK 21-15, BJ105 24-19, KIMN 28-20, WPEZ Ex-16, 92X 20-10, KING 14-8, Z93 7-5, 96X 11-5, KAKC 21-18, WZZD 17-14, WHBQ 9-7, KEEL 24-19, KILT 40-30, WQXI 10-7, 99X 26-21, WRKO 28-23, KRTH 13-10, KHJ 23-13, KFRC 5-3, KYA 14-7, KLEO 25-17, WKXX 18-12, WDRQ 26-23, WPGC 7-5, WHB 24-21.
- TOO MUCH HEAVEN — BEE GEES — RSO**
F 105 12-9, WHHY 7-4, WKY 9-3, WTI 9-6, WISM 9-2, WNCI 6-3, KIOA 11-2, KPAM 10-4, KJRB 15-9, WBBF 6-2, WFIL 12-9, WABC 13-10, KTAC 15-12, WLAC 5-2, WKLO 14-8, WZZP 4-2, WDRC 10-3, WAPE 15-12, Q 102 8-1, WLS 13-6, Y100 4-2, WNDE 13-10, BJ105 5-3, KIMN 7-1, WPEZ 7-2, WOKY 20-9, KGW 8-4, KERN 14-10, WRKO 9-5, KEEL 9-7, 99X 16-10, WFI 10-6, KRTH 7-3, KHJ 6-2, WKXX 13-6, WSGN 10-3, WPRO-FM 14-10, WDRQ 29-26, WZUU 9-3, CKLW 10-6, WHB 7-4, WGCL 9-5, KSTP 5-2, WKBW 13-9.
- WE'VE GOT TONITE — BOB SEGER — CAPITOL**
F 105 22-19, WHHY 25-19, WCAO 17-8, WLEE 21-16, WTI 26-17, WISM 21-16, 10Q 21-16, KPAM 20-13, KJR 19-15, WFIL Ex-22, KTAC Ex-27, WOW Ex-28, WLAC 22-19, WKLO 24-21, WNDE 26-22, KLIF 30-21, KTLK 26-20, KSLQ 23-16, BJ105 26-21, 13Q Ex-23, WPEZ 20-15, KING 18-15, KERN 15-12, 96X 23-20, KEEL 29-26, KILT 24-17, WRKO 21-18, WFI 28-24, KHJ 24-20, KFRC 26-22, KLEO 17-10, WERC 12-6, WKXX 16-10, WSGN 17-14, WDRQ 15-12, WZUU 20-14, WPGC 16-11, CKLW 12-10, WHB 23-19, WGCL Ex-23, KSTP 9-6.
- HOLD THE LINE — TOTO — COLUMBIA**
F 105 24-16, WHHY 11-6, WCAO 8-5, WLEE 23-19, WTI 36-21, WISM 13-9, Q 94 24-21, WNCI 14-7, KIOA 18-12, WAYS 12-6, WABC 24-20, KTAC 26-20, WOW 11-5, WZZP 8-6, WDRC 15-9, WAPE 28-25, KBEQ 7-4, Q102 13-10, Y100 Ex-23, KLIF 13-6, WSGA 18-8, KIMN 22-17, WPEZ 13-8, WOKY 10-4, JB105 8-5, KERN 20-13, WHBQ Ex-26, KEEL 25-21, KILT 23-13, 99X 22-17, WRKO 22-14, WFI 13-8, WERC 23-16, WKXX 9-3, WSGN 21-18, WPRO-FM 6-3, WDRQ 6-3, WHB 13-7, WMET 20-16.
- A LITTLE MORE LOVE — OLIVIA NEWTON-JOHN — MCA**
WHHY 30-26, WCAO 29-22, WKY Ex-20, WLEE 26-20, WTI 38-26, WISM Ex-29, Q 94 26-23, 10Q 27-23, WAYS 28-23, KJRB 24-21, KTAC 29-22, WOW Ex-29, WLAC 24-20, WZZP 29-17, WAPE 22-19, KBEQ 27-23, Q102 29-26, KCPX 17-13, KLIF 29-19, KTLK 30-23, 13Q 27-21, WPEZ Ex-21, KING 25-18, KERN 28-24, WBBQ Ex-29, Z93 23-15, 96X 36-28, KEEL 26-22, WQXI 25-20, WRKO Ex-29, WERC 14-9, WKXX 24-19, WSGN 25-20, WPRO-FM Ex-23, WPGC 29-26, CKLW Ex-29, WHB 30-26, KSTP 29-25, WKBW Ex-28.

SECONDARY RADIO ACTIVE

- SEPTEMBER — EARTH, WIND & FIRE — COLUMBIA**
WTRY 20-16, WTLB 24-15, KRKE 20-17, KENO 29-24, KOPA 15-9, KINT Ex-25, WANS 19-13, V97 30-19, WRFC 14-9, WKIX 13-8, WAIR 31-27, WGSV 19-14, WAGQ 15-8, WEBC 29-26, KRIB 27-24, WSPT 24-19, Z96 Ex-22, WINW 33-23, KSLY 17-10, WFOM 21-16, WIFE 30-26, KRSP 16-9, KYNO 22-17, WBLI 18-15, WRJZ 25-21, WWKS 15-11, WKWK 26-23.
- OOH BABY BABY — LINDA RONSTADT — ASYLUM**
WTLB 17-13, KRKE 12-8, KASH 19-15, KENO 23-19, KOPA 18-13, KINT 14-9, WANS 15-8, WRFC 10-6, WAIR 21-18, KAAY 16-12, WGSV 20-12, WEBC 20-11, KRIB 30-26, WSPT 12-8, Z96 15-12, WINW 14-10, KRSP 9-6, WFOM 12-7, KYNO 8-5, WRJZ 17-9, WKWK 21-6, WWKS 14-9.
- TOO MUCH HEAVEN — BEE GEES — RSO**
KFMD 10-4, WTRY 13-10, WTLB 12-7, KENO 12-10, WRFC 7-3, WKIX 9-4, KAAY 9-7, WGSV 6-4, WEBC 5-2, KRIB 14-11, WSPT 11-6, Z96 6-4, WDBQ 22-15, WINW 13-9, KSLY 19-15, KRSP 13-4, WIFE 9-5, KYNO 10-7, WKWK 7-3.
- HOLD THE LINE — TOTO — COLUMBIA**
WTLB 8-4, KRKE 13-7, KASH 3-1, KINT 16-12, V97 6-4, WRFC 15-12, WKIX 17-9, WAIR 11-4, KAAY Ex-24, WGSV 17-12, WAGQ 22-18, WEBC 23-19, KRIB 23-16, Z96 18-8, KRSP 7-3, KYNO 12-8, WBLI 20-10, WWKS 12-10.
- WE'VE GOT TONIGHT — BOB SEGER — CAPITOL**
WTRY 25-20, WTLB 28-22, KRKE 16-11, KENO 21-18, WANS 8-6, WRFC 17-14, WGSV 21-15, KRIB 19-15, WSPT 18-12, Z96 20-15, WDBQ 29-23, WINW Ex-26, KSLY 11-8, KRSP 18-14, WFOM 13-10, WBLI Ex-23, WRJZ 18-12, WKWK 22-5.
- EVERY 1'S A WINNER — HOT CHOCOLATE — INFINITY**
KFMD Ex-22, WTLB 22-17, KASH 21-17, WANS 7-3, V97 24-21, WRFC 22-18, WAIR 8-6, WEBC Ex-29, KRIB Ex-28, WSPT 20-16, WDBQ Ex-29, WINW 31-28, KSLY Ex-29, KRSP 23-16, WFOM 18-14, WRJZ 20-14, WWKS 25-21.
- SHAKE IT — IAN MATTHEWS — MUSHROOM**
KFMD 24-21, WTRY Ex-29, WTLB 30-24, KRKE 26-23, KASH 20-14, KENO 28-25, KOPA Ex-29, WANS 23-16, WRFC 29-25, WGSV 34-25, WAGQ 28-24, KRIB Ex-30, WSPT 27-23, Z96 Ex-30, WDBQ Ex-30, KRSP 26-21, WWKS 27-22.



DESMOND CHILD AND ROUGE — Capitol Records recently signed Desmond Child and Rouge and will release the group's self-titled debut album in January. Pictured (l-r) are: (standing) Rupert Perry, Capitol's vice president of A&R; band members Myriam Valle and Desmond Child; Roy Ericson, president of Starlight management, Inc. and the group's co-manager; band members Maria Vidal and Diana Grasselli; Richard Landis, west coast director of talent acquisition and Mitchell Schoenbaum, east coast director of talent acquisition; (kneeling) Irwin Sirota, New York AOR promotion manager and Matthew Mark, co-manager.

Streisand 'Hits' #1 LP; Chic Remains Top R&B, Disco, Pop

(continued from page 7)

major racks. "C'est Chic" was also cited as the #1 album at 60-70% of R&B accounts.

Flower Power

Streisand recently scored a #1 single on the Top 100 Singles chart with "You Don't Bring Me Flowers," a duet recording with Neil Diamond. Diamond renamed his album in keeping with the popularity of the Columbia duet. After debuting last week at #68 bullet, the Diamond album leaped to #19 bullet this week. Due to strong sales response, the single "You Don't Bring Me Flowers" moved upward again to #2 after dropping to #3 the week before.

While Billy Joel garnered 21 #1 reports at retail accounts as opposed to 20 for Streisand, "Barbra Streisand's Greatest Hits" was considerably stronger on the major rack level in addition to gaining #1 reports in the east which is Joel's strongest region.

Blondes Have More Fun

"Blondes Have More Fun" by Rod Stewart is this week's highest debuting album, entering the chart at #32 bullet. The disco flavored "Do Ya Think I'm Sexy?" debuted on the Top 100 Singles chart at #47 bullet. A disco remix by New York DJ Jim Burgess will be released within several weeks. It will be one of the first pieces of product to be worked by the new Warner Bros. disco department run by Ray Caviano.

The Stewart album after less than a week on the street has achieved Top 10 sales reports in Seattle, New York, Milwaukee, Los Angeles, Philadelphia, Baltimore, Den-

Videodiscs Make Their Retail Debut

(continued from page 8)

features 200 titles including films such as "Saturday Night Fever," "Jaws," "Animal House" and "Deliverance."

Called the Magnavision Videodisc System, the machines will attach to any home TV receiver and are designed to provide an alternative to home video tape recorders. The videodisc player, however cannot be used for recording.

Kenneth L. Ingram, Magnavox senior vice president of sales and marketing, said Atlanta was picked to test-market the systems because of its high concentration of color TV sets and its high number of retail outlets and upper income families.

ver and Indianapolis.

Another significant debut was "Briefcase Full Of Blues" by the Blues Brothers (aka John Belushi and Dan Aykroyd of "Saturday Night Live" fame) which entered the chart at #45 bullet. The tongue-in-cheek remake of the classic "Soul Man" is a #53 bullet after three weeks on the singles chart.

Atlantic initially shipped under 100,000 units of "Briefcase Full Of Blues" and a majority of retail accounts contacted were sold-out. An Atlantic spokesman expected the label to be caught up with the demand by this week. Showing most strength on the east and west coasts, the LP gained #1 retail reports in Baltimore, Indianapolis and Dallas with Top 5 reports from Houston, Denver, Seattle and L.A.

Fever Climbs

Interestingly, the gift-buying mood of Christmas has caused the RSO soundtrack "Saturday Night Fever" to regain its bullet (#45) after weeks of gentle slide. The LP has been on the chart for 55 weeks.

WB Execs Predict Fewer Releases, More Promotion

(continued from page 10)

honest enough with each other."

Bunt Singles

Although cutbacks are expected, Rosenblatt said Warner Bros. would continue to support new acts which had not yet established themselves with a hit record.

"Even though we can sell eight million copies of Fleetwood Mac in the U.S. alone," Rosenblatt said, "we are still happy with some records that only sell 300,000. If there are a lot of home runs to be hit, there are also a lot of bunt singles. Sometimes it's really great to hit that single and get that man on base."

During a question-and-answer session the subject of demonstration tapes was broached by one manager who said he was unsure whether record companies listen closely to tapes by unknown acts, because he had never received a descriptive letter from label execs stating why the tape was rejected.

Responding to the complaint, Krasnow said, "Every tape is listened to properly but we can't critique everything that comes across our desks. That's not in the offing."

REGIONAL PROGRAMMING GUIDE

(continued from page 23)

Loggins, Player, N. Olson, Captain & Tennille, Chicago, Hall & Oates, J.P. Young.

KIMN — DENVER — ED GREENE, MD

7-1 — Bee Gees. JUMPS: 29 To 26 — E. Clapton, 28 To 20 — Earth, Wind & Fire, 22 To 17 — Toto, 20 To 16 — A. Cooper, 16 To 13 — Firefall, 13 To 9 — P. Davis, 6 To 3 — A. Gibb. ADDS: Chic.

KASH — EUGENE — BILL DUDLEY, PD/MD

3-1 — Toto. JUMPS: 27 To 21 — Pointer Sisters, 24 To 19 — P. Stanley, 21 To 17 — Hot Chocolate, 19 To 15 — L. Ronstadt, 20 To 14 — I. Matthews, 17 To 12 — N. Larson, 16 To 11 — A. Cooper, 13 To 10 — E. Carmen, 22 To 8 — Chic, 7 To 5 — E. Clapton, Ex To 30 — P. Criss, Ex To 28 — M. Manchester. ADDS: Hall & Oates, R. Stewart, M. Hain.

KYNO — FRESNO — CHRIS VAN CAMP, MD

1-1 — Barbra/Neil. JUMPS: 30 To 27 — Queen, 27 To 23 — K. Rogers, 25 To 20 — B. Joel, 22 To 17 — Earth, Wind & Fire, 17 To 14 — Village People, 20 To 12 — Chic, 14 To 10 — R. James, 12 To 8 — Toto, 10 To 7 — Bee Gees, 8 To 5 — L. Ronstadt, 6 To 4 — G. Vannelli, 5 To 3 — A. Gibb, 4 To 2 — Dr. Hook, Ex To 24 — Jacksons. ADDS: Rose Royce, R. Stewart, G. Gaynor, Rolling Stones, C. Lynn, Chanson, G. Rafferty, Pointer Sisters, E. Clapton.

KENO — LAS VEGAS — STEVE SOMMERS, MD

9-1 — Chic. JUMPS: 28 To 25 — I. Matthews, 29 To 24 — Earth, Wind & Fire, 26 To 22 — Boston, 25 To 21 — Fogelberg/Weisberg, 23 To 19 — L. Ronstadt, 21 To 18 — B. Seger, 20 To 17 — P. Davis, 16 To 13 — Barbra/Neil, 15 To 11 — B. Joel, 12 To 10 — Bee Gees, Ex To 29 — Chanson, Ex To 27 — Olivia Newton-John. ADDS: 30 — Foreigner, 28 — G. Rafferty, C. Stevens, Eagles, E. Clapton, K. Loggins.

KRTH — LOS ANGELES — BOB HAMILTON, PD/MD

1-1 — Barbra/Neil. JUMPS: 28 To 25 — Blues Brothers, 29 To 24 — B. Manilow, 27 To 22 — I. Matthews, 25 To 22 — E. Clapton, 24 To 21 — E. Money, 26 To 20 — N. Larson, 21 To 17 — C. Lynn, 13 To 10 — Earth, Wind & Fire, 11 To 7 — L. Ronstadt, 7 To 3 — Bee Gees, Ex To 29 — Rolling Stones. ADDS: 30 — Olivia Newton-John, 27 — R. Stewart, 26 — Eagles, N. Olson.

KHJ — LOS ANGELES — STEVE CASEY, MD

1-1 — Barbra/Neil. JUMPS: 30 To 27 — Eagles, 29 To 24 — N. Larson, 26 To 23 — Fogelberg/Weisberg, 25 To 22 — Heart, 27 To 21 — Firefall, 24 To 20 — B. Seger, 22 To 18 — Queen, 22 To 13 — Earth, Wind & Fire, 14 To 11 — B. Joel, 13 To 10 — L. Ronstadt, 12 To 4 — Chic. ADDS: 30 — Pointer Sisters, 29 — E. Clapton.

KTNQ — LOS ANGELES — GARY GREENBERG & CONNIE SINGER, Co-MDs

2-1 — D. Summer. JUMPS: 27 To 23 — Olivia Newton-John, 23 To 20 — Heart, 21 To 16 — B. Seger, 18 To 15 — Earth, Wind & Fire, 17 To 13 — A. Bridges, 13 To 10 — B. Joel, 9 To 7 — Chic, Ex To 24 — N. Larson. ADDS: 28 — I. Matthews, G. Simmons, Queen.

KOPA — PHOENIX — STEVE RIVERS, PD/MD

1-1 — Chic. JUMPS: 29 To 24 — C. Lynn, 30 To 22 — E. Clapton, 25 To 21 — M. Manchester, 19 To 15 — N. Larson, 18 To 13 — L. Ronstadt, 17 To 12 — A. Gibb, 15 To 9 — Earth, Wind & Fire, 8 To 4 — Village People, Ex To 30 — C. Stevens, Ex To 29 — I. Matthews, Ex To 28 — N. Olson, Ex To 27 — Pointer Sisters, Ex To 26 — R. Stewart, Ex To 25 — Olivia Newton-John. ADDS: Blues Brothers, Eagles, B. Manilow, Chanson.

KGW — PORTLAND — TERRY DANNER, MD

1-1 — B. Joel. JUMPS: 20 To 16 — N. Larson, 17 To 14 — L. Taylor, 9 To 7 — Firefall, 10 To 5 — A. Gibb, 8 To 4 — Bee Gees. ADDS: Chicago, N. Olson.

KPAM — PORTLAND — MICHAEL O'BRIAN, PD/MD

1-1 — Barbra/Neil. JUMPS: 30 To 27 — Queen, 29 To 26 — I. Matthews, 28 To 25 — L. Taylor, 22 To 18 — E. Clapton, 25 To 17 — Earth, Wind & Fire, 20 To 13 — B. Seger, 15 To 12 — L. Ronstadt, 13 To 9 — Village People, 11 To 6 — Chic, 10 To 4 — Bee Gees, 5 To 2 — B. Joel, Ex To 30 — A. Frehley, Ex To 29 — Pointer Sisters. ADDS: D. Hartman, R. Stewart.

KCPX — SALT LAKE — GARY WALDRON, PD/MD

1-1 — Barbra/Neil. JUMPS: 32 To 29 — Toto, 29 To 26 — B. Seger, 27 To 24 — N. Larson, 26 To 23 — Pointer Sisters, 25 To 22 — I. Matthews, 24 To 21 — Captain & Tennille, 20 To 16 — B. Manilow, 18 To 14 — A. Cooper, 17 To 13 — Olivia Newton-John, 19 To 9 — Earth, Wind & Fire, 10 To 8 — A. Stewart, 14 To 7 — Hot Chocolate, Ex To 30 — Eagles. ADDS: E. Clapton, R. Stewart, G. Sutton, N. Olson.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

1-1 — Barbra/Neil. JUMPS: 27 To 22 — Olivia Newton-John, 26 To 21 — I. Matthews, 25 To 18 — N. Larson, 21 To 17 — Queen, 23 To 16 — Hot Chocolate, 18 To 14 — B. Seger, 17 To 11 — Chic, 14 To 8 — A. Cooper, 9 To 6 — L. Ronstadt, 13 To 4 — Bee Gees, 7 To 3 — Toto, Ex To 29 — A. Frehley, Ex To 28 — L. Taylor, Ex To 27 — Eagles, Ex To 26 — Pointer Sisters, Ex To 25 — G. Rafferty. ADDS: R. Stewart, Styx.

B100 — SAN DIEGO — C.C. McCARTNEY, PD

1-1 — Heart. JUMPS: 25 To 22 — P. Stanley, 23 To 19 — E. Money, 19 To 15 — E. Clapton, 16 To 13 — Boston, 15 To 11 — L. Ronstadt, 13 To 10 — L. Taylor, 11 To 9 — W. Egan, 7 To 5 — A. Stewart, Ex To 25 — Grateful Dead, Ex To 23 — Lindisfarne, Ex To 21 — K. Loggins. ADDS: R. Stewart, Rolling Stones.

KCBQ — SAN DIEGO — NINA GOMEZ, MD

1-1 — Barbra/Neil. JUMPS: 33 To 30 — D. Hartman, 31 To 28 — Talking Heads, 30 To 27 — K. Loggins, 29 To 26 — Queen, 28 To 25 — C. Khan, 27 To 24 — Hot Chocolate, 26 To 23 — I. Matthews, 24 To 21 — Pointer Sisters, 22 To 19 — B. Seger, 21 To 18 — Boston, 20 To 17 — A. Frehley, 19 To 16 — Cars, 18 To 15 — Pablo Cruise, 17 To 14 — R. James, 16 To 12 — Rolling Stones, 15 To 11 — A. Bridges, 9 To 7 — Chic. ADDS: 35 — Olivia Newton-John, 34 — B. Manilow, 33 — N. Larson, 32 — E. Clapton.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Chic. JUMPS: 28 To 24 — N. Larson, 26 To 22 — B. Seger, 22 To 18 — P. Davis, 17 To 13 — A. Bridges, 19 To 12 — A. Stewart, 9 To 7 — Ambrosia, 8 To 6 — B. Joel, 5 To 3 — Earth, Wind & Fire, Ex To 29 — Exile, Ex To 28 — G. Rafferty, Ex To 27 — R. Stewart, Ex To 23 — C. Lynn. ADDS: I. Matthews, B. Caldwell.

KYA — SAN FRANCISCO — RICK SCOTT, MD

1-1 — Toto. JUMPS: 20 To 13 — B. Joel, 17 To 12 — Chic, 14 To 7 — Earth, Wind & Fire, 8 To 6 — Ambrosia, 10 To 5 — L. Ronstadt, 5 To 3 — Chicago, Ex To 24 — Santana, Ex To 22 — V. Morrison, Ex To 20 — E. Clapton. ADDS: A. Cooper, Bee Gees, Blues Brothers.

KSLY — SAN LUIS OBISPO — JOHN TOBIN, PD/MD

3-1 — Cars. JUMPS: 32 To 28 — T. Tucker, 30 To 26 — L. Taylor, 28 To 25 — R. Johnson, 27 To 24 — R. Palmer, 31 To 23 — Chic, 26 To 20 — Lindisfarne, 23 To 19 — Kingfish, 25 To 18 — G. Rafferty, 22 To 17 — A. Cooper, 19 To 15 — Bee Gees, 24 To 14 — Heart, 21 To 13 — Hall & Oates, 16 To 11 — J. Browne, 17 To 10 — Earth, Wind & Fire, 11 To 8 — B. Seger, 15 To 7 — Pointer Sisters, 14 To 6 — Steely Dan, 8 To 5 — N. Larson, 6 To 3 — B. Joel, Ex To 32 — J. Geils, Ex To 31 — Meat Loaf, Ex To 30 — Gypsy, Ex To 29 — Hot Chocolate, Ex To 27 — Eagles, Ex To 21 — A. Bridges. ADDS: R. Stewart, D. Hartman, Santana, Blues Brothers, Dire Straits.

KJR — SEATTLE — TRACY MITCHELL, MD

10-1 — Chic. JUMPS: 25 To 20 — A. Frehley, 22 To 18 — Olivia Newton-John, 21 To 17 — N. Larson, 19 To 15 — B. Seger, 18 To 13 — L. Ronstadt, 15 To 12 — Firefall, 11 To 7 — Hot Chocolate, 6 To 4 — Earth, Wind & Fire, Ex To 25 — G. Rafferty, Ex To 24 — A. Gibb, Ex To 22 — R. Stewart, Ex To 19 — Pointer Sisters. ADDS: Talking Heads, Sad Cafe, Foreigner, M. Manchester.

KING — SEATTLE — TOM MCKAY, MD

2-1 — B. Joel. JUMPS: 24 To 20 — Pointer Sisters, 25 To 18 — Olivia Newton-John, 19 To 16 — J. Hayward, 18 To 15 — B. Seger, 20 To 14 — Hot Chocolate, 14 To 8 — Earth, Wind & Fire, 13 To 5 — Chic, Ex To 25 — I. Matthews, Ex To 22 — N. Larson. ADDS: N. Diamond, R. Stewart, D. Hartman, N. Olson.

KJRB — SPOKANE — TOM HUTYLER, MD

1-1 — Village People. JUMPS: 29 To 25 — Eagles, 28 To 24 — Pointer Sisters, 26 To 22 — A. Frehley, 24 To 21 — Olivia Newton-John, 22 To 16 — N. Larson, 16 To 11 — Hot Chocolate, 15 To 9 — Bee Gees, 9 To 7 — J. Hayward, 18 To 4 — Chic, Ex To 30 — R. Stewart, Ex To 28 — G. Rafferty, Ex To 27 — B. Manilow, Ex To 26 — N. Olson. ADDS: K. Rogers, M. Manchester.

KTAC — TACOMA — BRUCE CANNON, MD

2-1 — Heart. JUMPS: 28 To 24 — N. Larson, 30 To 23 — E. Clapton, 29 To 22 — Olivia Newton-John, 27 To 21 — Hot Chocolate, 26 To 20 — Toto, 22 To 19 — Firefall, 17 To 14 — Earth, Wind & Fire, 15 To 12 — Bee Gees, 16 To 10 — Village People, 19 To 9 — Chic, 11 To 8 — A. Gibb, 10 To 7 — Dr. Hook, 6 To 4 — C. Gayle, 4 To 3 — B. Joel, 3 To 2 — Foreigner, Ex To 28 — I. Matthews, Ex To 27 — B. Seger, Ex To 26 — Pointer Sisters. ADDS: Blues Brothers, D. Hartman.

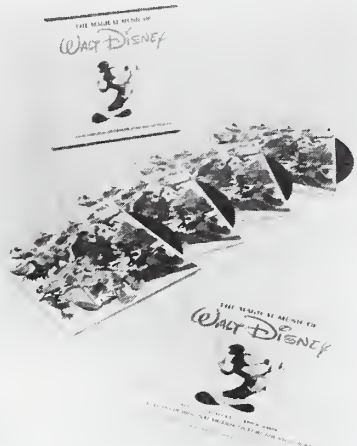
MERCHANDISING

Ovation Mounts Campaign For Disney Record Package

by Alan Sutton

LOS ANGELES — Ovation Records founder and president Dick Schory says the biggest obstacle in getting dealers committed to his recently released four-record anthology, "The Magical Music Of Walt Disney," was not its \$24.95 price tag.

Rather, notes Schory, who spent nearly three years completing the project in con-



major marketing campaign by Ovation. Merchandising aids include dummy jacks, counter cards, Mickey T-shirts, display posters and a special "I Grew Up On Mickey Mouse" single. Plans also call for national and local consumer ads in conjunction with radio buys keyed to Mickey's 50th birthday promotional tie-ins.

Ovation has lined up key radio stations in major markets to participate in a national promotion that began Nov. 13 and will continue through early December. In addition to the Disney package, the label is supplying Mickey buttons, pictures and the "I Grew Up On Mickey Mouse" single as prizes for the station promotion.

Rafferty Contest Winners Selected

LOS ANGELES — The winners of the Gerry Rafferty "City Planning" album display contest, sponsored by United Artists Records, have been announced. The merchandising contest was divided into three categories (A, B and C) with the first prize winners in each category winning Betamax television recorders. Second and third prize winners received 19-inch Sony color televisions and Panasonic Trans-oceanic radios, respectively.

Camelot Wins Award

First prize in category "A" went to Yvonne Tymcio of Camelot Music outlet in Canton, Ohio. First prize winner in category "B" was Rick Mittelstadt of 1812 Overture store in Milwaukee. Mike Lowther, Tower Records in Mountain View, Cal., was the category "C" winner. Other winners included Deborah Harris, Genie Fishel, Rebecca Jones, Patty Lee Simpson, Gary Kulla, Kevin Johnson and Lori Fancher.

Clapton LP \$8.98

LOS ANGELES — RSO Records will raise the list price of Eric Clapton's "Backless" album from \$7.98 to \$8.98 effective Jan. 1, 1979. The album, which has already been certified platinum, is the only LP the label is assigning an \$8.98 list price at this time. No decision has been made as to what price the new Bee Gees album will carry when it is released next year.

Merchandising Aids

The four-record set is the subject of a



RONSTADT PIC DISCS — 150,000 copies of picture discs of Linda Ronstadt's "Living In the U.S.A." album were pressed recently for direct retail sale at \$15.98 per copy. The picture discs were the first E/A has pressed for direct retail sale. Pictured (l-r) are: Ben Bartel, Wherehouse; Stan Marshall, Elektra/Asylum vice president of sales; Jay Bolton, E/A west coast regional sales manager and Lee Hartstone, Wherehouse.

SINGLES BREAKOUTS

Peaches — National
CAMEO
ALICE COOPER
EAGLES
NICOLETTE LARSON
OLIVIA NEWTON-JOHN
PEACHES & HERB
POINTER SISTERS
TASHA THOMAS
JOHNNY GUITAR WATSON
Harmony House — New Jersey

THE BLEND
BLUES BROTHERS
COOPER BROTHERS
BARRY MANILOW
PEACHES & HERB
ROLLING STONES
GENE SIMMONS
Popular Tunes — Memphis
ADC BAND
BLUES BROS.
PEABO BRYSON
VERNON BURCH
JERRY BUTLER
GENE CHANDLER
ALICE COOPER
EAGLES
AL GREEN
ISAAC HAYES
NICOLETTE LARSON
KENNY LOGGINS
PARLIAMENT
GERRY RAFFERTY
Sounds Unlimited — Chicago
DISCO FAIRYLAND
"DUST UP YOUR NOSE" — Larry
Rand
FOREIGNER
LEIF GARRETT
KENNY LOGGINS
ROD STEWART
TOTO

Licorice Pizza — Los Angeles
MELISSA MANCHESTER
ROSE ROYCE
STYX
Harmony Hut — Washington
LEIF GARRETT

CHERYL LYNN
BARRY MANILOW
LIVINGSTON TAYLOR
United — Miami
EAGLES
EARTH, WIND & FIRE
TOTO

P.B. One Stop — St. Louis
ACE FREHLEY
MEAT LOAF

Tower Records — Sacramento
ACE FREHLEY
MUSIQUE
GERRY RAFFERTY
Camelot — National
ADC BAND
GLEN CAMPBELL
ERIC CLAPTON
EAGLES
J. GEILS
HOT CHOCOLATE
KINSMAN DAZZ
POINTER SISTERS
ROSE ROYCE
BOB SEGER

Bee Gee — Albany
ACE FREHLEY
HALL & OATES
JEFFERSON STARSHIP
POINTER SISTERS
BOB SEGER

Cactus — Houston
DON WILLIAMS
GIL SCOTT-HERON

Father's & Sun's — Indianapolis
FAITH BAND
FOTOMAKER
FOREIGNER
HOT CHOCOLATE
IAN MATTHEWS
PLAYER

POINTER SISTERS
QUEEN
GERRY RAFFERTY
ROLLING STONES
D.J.'s Sound City — Seattle
BLUES BROTHERS

MARSHALL HAIN
CHAKA KHAN
GERRY RAFFERTY
SYLVESTER

Record World T.S.S. — New York
BLUES BROTHERS
EAGLES
GLORIA GAYNOR
JUSTIN HAYWARD
NICOLETTE LARSON
OLIVIA NEWTON-JOHN
GENE SIMMONS

Tape City — New Orleans
ERIC CLAPTON
OLIVIA NEWTON-JOHN
LINDA RONSTADT
TOTO

Harmony House — Detroit
BLUES BROTHERS
PAUL DAVIS

All Record Service — Oakland
BLUES BROTHERS
ROLLING STONES
TALKING HEADS

Pickwick — National
ACE FREHLEY
CRYSTAL GAYLE
J. GEILS BAND
CHERYL LYNN

Sound Warehouse — San Antonio
EAGLES
GREY & HANKS
KENNY LOGGINS
BONNIE POINTER
THE THREE DEGREES

Radio Doctors — Milwaukee
EARTH, WIND & FIRE
J. GEILS BAND
KENNY LOGGINS
GERRY RAFFERTY
ROLLING STONES

Alta — Phoenix
NICOLETTE LARSON
IAN MATTHEWS
Zebra — Austin
J. GEILS BAND
JEFFERSON STARSHIP

ALBUM BREAKOUTS

Handleman — National
CHIC
NEIL DIAMOND
EARTH, WIND & FIRE
NICK GILDER
BARRY MANILOW
STEVE MILLER
OLIVIA NEWTON-JOHN
QUEEN
BARBRA STREISAND
WINGS

Record Theatre — Cleveland
DOOBIE BROTHERS
LORD OF THE RINGS
CAT STEVENS
WINGS

Tower — Seattle
BLUES BROTHERS
DOOBIE BROTHERS
JEAN MICHEL JARRE
PHIL MANZANERA
RICHARD PRYOR
CAT STEVENS
ROD STEWART

Sam Goody — New York
ALICIA BRIDGES
DOOBIE BROTHERS
STEVE MILLER
MELBA MOORE
ROD STEWART
TOTO
WINGS

Port O Call — Nashville
DOOBIE BROTHERS
EMERSON LAKE & PALMER
Harmony House — Detroit
DOOBIE BROTHERS
ROD STEWART
AC/DC
BLUES BROTHERS
BOB MARLEY
JIM MORRISON
ROD STEWART

Harvard Coop — Boston
BLUES BROTHERS
CAT STEVENS
TOTO

Pickwick — National
CHIC
ALICE COOPER
NEIL DIAMOND
EMERSON LAKE & PALMER
GRATEFUL DEAD
BOB JAMES
PARLIAMENT
ELVIS PRESLEY
KENNY ROGERS
JOHN TRAVOLTA
TANYA TUCKER
UP IN SMOKE
GINO VANNELLI
WINGS

United — Miami
BARRY MANILOW
STEVE MARTIN
BARBRA STREISAND
National Record Mart — Pittsburgh

ERIC CLAPTON
COMMODORES
NEIL DIAMOND
EMERSON LAKE & PALMER
BARRY MANILOW
PARLIAMENT
KENNY ROGERS
BARBRA STREISAND
TOTO

Independent — Denver
GENE CHANDLER
DOOBIE BROTHERS
BONNIE POINTER
SAD CAFE
ROD STEWART

Soul Shack — Washington
FAT LARRY'S BAND
AL GREEN
GREY & HANKS
KINSMAN DAZZ
DAVID OLIVER
JOE SIMON
T-CONNECTION

Oz — Atlanta
BLUES BROTHERS
NORMAN CONNORS
GRATEFUL DEAD
CAT STEVENS
ROD STEWART

Radio Doctors — Milwaukee
BAR-KAYS (MERC.)
BLUES BROTHERS
CHICK COREA
DOOBIE BROTHERS
JEAN MICHEL JARRE
LE PAMPLEMOUSSE
MIDNIGHT EXPRESS
JOE SIMON
CAT STEVENS
ROD STEWART

Music Millennium — Portland
AC/DC
ANGIE BOFILL
BILL EVANS
GODLEY/CREME
JEAN MICHEL JARRE
ROBERT JOHNSON

Korvettes — National
BLUES BROTHERS
COMMODORES
NEIL DIAMOND
EMERSON LAKE & PALMER
GRATEFUL DEAD
STEVE MILLER
MELBA MOORE
PARLIAMENT
CAT STEVENS
TOTO

Jerry's — Philadelphia
BOB MARLEY
ROD STEWART
Disc — Texas
AC/DC
BLUES BROTHERS
NEIL DIAMOND
J. GEILS BAND
PARLIAMENT

POINTER SISTERS
TODD RUNDGREN
SAD CAFE
CAT STEVENS
ROD STEWART

Father's & Sun's — Indianapolis
BAR-KAYS (MERC.)
BLUES BROTHERS
GENE CHANDLER
DANE DONAHUE
DOOBIE BROTHERS
J. GEILS BAND
MOLLY HATCHETT
POINTER SISTERS
TODD RUNDGREN
SOUTHSIDE JOHNNY
CAT STEVENS
ROD STEWART

Tower Records — Los Angeles
CLASH
DOOBIE BROTHERS
BOB JAMES
ROD STEWART

Bee Gee — Albany
EARTH, WIND & FIRE
GRATEFUL DEAD
J. GEILS BAND
BARRY MANILOW
QUEEN

Record Dept. Merch — Memphis
NEIL DIAMOND
QUEEN
TOTO
NEIL DIAMOND
TODD RUNDGREN

Camelot — National
JOE
NEIL DIAMOND
J. GEILS BAND
CHERYL LYNN
BARRY MANILOW
QUEEN
KENNY ROGERS
TODD RUNDGREN
ROD STEWART
BARBRA STREISAND

Circles — Phoenix
BLACKBYRDS
BLUES BROTHERS
RICHARD PRYOR

Disco Mat — New York
BLUES BROTHERS
CREME/GODLEY
NEIL DIAMOND
DIRE STRAITS
DOOBIE BROTHERS
PHIL MANZANERA
PARLIAMENT
CAT STEVENS
ROD STEWART
WATERSHIP DOWN

Wilcox — Oklahoma City
BLUES BROTHERS
BARRY MANILOW
CAT STEVENS
ROD STEWART

TOP SINGLE BREAKOUT OF THE WEEK

PLEASE COME HOME FOR CHRISTMAS — EAGLES — ASYLUM

TOP ALBUM BREAKOUT OF THE WEEK

BLONDES HAVE MORE FUN — ROD STEWART — WARNER BROS.

Real Estate Millionaire Deffet Takes Plunge Into Record Biz

by Joey Berlin

LOS ANGELES — "If you're certain one artist will be a winner, you should concentrate your efforts on the one artist," says George Deffet, owner and chief executive of GRR Music, a new record label based in Columbus, Ohio. "So we're putting all our eggs in one basket." While this approach of breaking into the record business is unusual, what is really unique about GRR is the fact that Deffet is also the artist his company is banking on. A former real estate developer, the 46-year-old Deffet is now taking his shot in the music business.

"It is unusual for an individual to have creative, administrative and financial capabilities to form his own label," concedes Deffet. "But I've always loved to sing, I love to write and I love to perform. I just happen to have the capability to try it. I don't want to look back and wonder what might have been."

Challenge

The challenge of entering the highly competitive music business with little prior experience at the age 46 is great, but for Deffet, a self-made millionaire and father of eight, the challenge is stimulating.

"Challenges are very important, they keep you alert," says Deffet. "And very few businesses require the effort that athletics and show biz demand."

While his confidence in his own abilities is apparently boundless, Deffet realizes there are many areas of the music business that he doesn't know. So he has brought in Al DeLory as GRR's staff producer and A&R director. De Lory is best known for his work as producer for such artists as Glen

Campbell, Wayne Newton and The Lettermen.

Promotion Director Too

Deffet had a deal with First American Records which fell through last winter. For the past year, he has master-minded his own promotional campaign, at one point servicing 776 stations with his album and since then regularly doing follow-up calls. He and De Lory have also done numerous radio, newspaper and magazine interviews. "I prefer to spend my own time, and Al's, doing promotion because it's our necks that are on the line," explains Deffet. "If you want something done, do it yourself."

The promotional effort has the record being played on some 500 stations, now, according to Deffet's estimates. His single, "European Nights," is being reported in a number of tip sheets and five syndicators are using his songs.

Two Years Later

Two years after deciding to close up his business and take a plunge into show biz, Deffet pronounces himself pleased with his progress thus far.

"I'm happy with the way things are going," says Deffet. "If we continue on our current course we'll have a very successful album. In fact, I'm looking forward to recording my next LP."

GRR Music is located at 4900 Reed Road, Columbus, Ohio 43220.

New Valli 45 Slated

LOS ANGELES — "My Fancy Dancer," Frankie Valli's new Warner/Curb single, has been scheduled for release Dec. 27.



TOGA-TIME AT CASH BOX — The Cash Box L.A. office got a taste of Greek living (a la "Animal House") when members of ABC Records and Alpha Delta Pi sorority from UCLA got together to hand-deliver copies of the newly-released title track single from the soundtrack album, "Animal House." The single was written and performed by ABC artist Stephen Bishop. Pictured (l-r) are: Sue Wilson of UCLA; Dino Barbis, director of field administration and special projects, ABC; Marianne Pease, UCLA; George Albert, president and publisher, Cash Box; Connie Brajkovich, UCLA; Dave Fulton, editor in chief, Cash Box; Marvin Deane, national director of trade liaison, ABC; and Peter Starr, national director of publicity, ABC.

MJA Denies Filing Incomplete, Misleading

LOS ANGELES — Marvin Josephson Associates (MJA) denied last week that its Securities Exchange Commission filing relating to the purchase of some Harcourt Brace Jovanovich common stock was incomplete or misleading.

MJA, whose main subsidiary is International Creative Management, made the assertion in a formal answer filed in New York Supreme Court. It is in the process of purchasing 375,000 shares, or 8.6 percent, of Harcourt Brace's common stock.

REO Garners Platinum

NEW YORK — Epic artists REO Speedwagon received a platinum certification for their LP "You Get What You Pay For," while Johnny Paycheck's "Take This Job And Shove It" LP, also on Epic, was certified gold.

Buffett LP Goes Gold

LOS ANGELES — "You Had To Be There," ABC recording artist Jimmy Buffett's live two-record set, has been certified gold by the RIAA.

Merry Christmas

from **BURL IVES** and the staff of

MONKEY JOE

ENTERPRISES, INC.

ANOTHER  PROPERTY

NEXT YEAR...

Watch for our 60-Minute Animated TV Special...

THE CHRISTMAS LEGEND OF MONKEY JOE

Narrated by Burl Ives
and

The Double Record Soundtrack Album

written and produced by Dallas Corey

executive producer Jack d'Antignac

GOSPEL



ANDRAE CROUCH CELEBRATES — More than 200 gospel editors, performers and Light Record executives gathered in Los Angeles recently to celebrate Andrae Crouch's 10th year with the label. Crouch also closed Los Angeles' Greek Theater's 1978 season that same day with his performance. Shown at a reception are (l-r): (standing) Crouch; Johnny and Lynn Mann; the Rev. James Cleveland; (sitting) Gentry McCreary, Light Records director of radio promotion; and Danniebell.

GMA Appoints Louise Camp As Hall Of Fame Fundraiser

NASHVILLE — Gospel Music Association executive director Don Butler has announced that Louise (Mrs. Wofford B.) Camp, singer, farmer and businesswoman, has accepted the national chairmanship of a committee to raise \$2 million to fund construction of a Gospel Music Hall of Fame, Research Library and Museum.

Located in Nashville directly across the street from the Country Music Hall of Fame, the gospel organization will house a gospel music library, chapel, theater and museum and will include display areas memorializing the inductees. The international headquarters of the GMA will also be housed in the Gospel Music Hall of Fame. The proposed hall of fame will be located on 77,595 square feet of property. Building plans have been approved from Jova, Daniels & Busby of Atlanta, Ga., and contract negotiations are underway with Culbertston Construction Co. of Nashville.

Executive Committee

As chairperson, Camp will head a campaign executive committee composed of some of the country's leading proponents of religious music. The committee includes John T. Benson III, chairman of the board of the Benson Co. of Nashville; Jarrell McCracken, president of Word, Inc.; Pat Zondervan, chairman of the board of Zondervan Publishing Co.; George Beverly Sea, singer and author long associated with the Billy Graham Evangelistic Association; Ralph Carmichael, composer, arranger and president of Lixicon Music and Light Records; Frances Preston, vice president of SESAC, Inc. and newly-elected president of the GMA; and William J. Reynolds, director of the church music department of

Calvary Label Adds New Music Row Branch

NASHVILLE — Calvary Records, with its home base in Fresno, Ca., has expanded its operation here by purchasing a new office building near music row. Located at 412 8th Ave. So., the building will be utilized for billings and radio promotions.

According to Calvary president Nelson H. Parkerson, "the company has experienced tremendous growth over the past two years, and our new Nashville facilities will allow us room for further expansion."

Calvary's artists roster includes The Hinsons, Johnny Cook, the Galileans, The Eastmen, The Telestials, and The Singing Goffs. Ronnie Drake will serve as executive director of Calvary's Nashville office.

the Southern Baptist Sunday School Board.

A native of Winston-Salem, N.C., Camp has pursued music as a career and a vocation while farming in South Carolina for 52 years and being involved in banking and agribusiness interests. She received her Bachelor of Arts Degree in Music from Limestone College in South Carolina and did postgraduate study at Converse College in Spartanburg, S.C.

Camp studied voice with Metropolitan Opera coaches in New York City and pursued an active career from the 1930s through the '50s. Camp is secretary of W.B. Camp and Sons Agribusiness Co., director of the Band of Tranton, S.C., co-founder of the Trenton Development Corporation and member of the National Association of Bank Women and the Farm Bureau of South Carolina and California.

Christian Meet Attracts 8,000

INDIANAPOLIS, Ind. — More than 8,000 people gathered here recently for three days of interaction in concerts, conferences and worship services for the fourth annual "Praisegathering."

Highlights of the convention included a convocation address by British journalist Malcolm Muggeridge, individual conference meetings and four afternoon and three evening concerts.

The evening concerts included Ronn Huff and Indianapolis Orchestra, Richard Roberts and World Action Singers, Cynthia Clawson, Olivet Nazarene College Orpheus Choir and Anderson College Men's Choir, Doug Oldham, Dallas Holm and Praise and The Cruse Family. The afternoon concerts featured Andrus/Blackwood & Co., Bridge, Cathedral Quartet, Clawson, Don Francisco, Eternity, Farrell & Farrell, Honeytree, J.J. Lee, Larnell Harris, Sharalee, and The Cruse Family.

Twenty-five Christian authors, educators and publishers, including former pro-basketball player and memory expert Jerry Lucas, and Earlham College author and theologian Dr. Elton Trueblood, comprised the staff for the 62 separate conferences.

The convention has been organized by Grammy Award-winning gospel music composer and publisher Bill Gaither in cooperation with The Benson Co. in Nashville.

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	12/9
1 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1	8
2 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	6	14
3 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	3	6
4 FROM THE HEART SHIRLEY CAESAR (Hob HBL 501B)	2	14
5 I'LL KEEP ON HOLDING ON MYRNA SUMMERS (Savoy 14483)	5	20
6 (IS THERE ANY HOPE FOR) TOMORROW JAMES CLEVELAND AND THE CHARLES FOLD SINGERS VOL. 3 (Savoy 7020)	7	38
7 FOR THE WRONG I'VE DONE WILLIE BANKS & THE MESSENGERS (HSE 1521)	17	4
8 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light 5717)	4	24
9 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5686)	11	76
10 WHEN JESUS COMES SARA JORDON POWELL (Savoy 14465)	12	50
11 HOW FAR IS HEAVEN REV. JULIUS CHEEKS (Savoy 14486)	14	6
12 REUNION!!!! REV. JAMES CLEVELAND & ALBERTINA WALKER (Savoy 14502)	—	2
13 JACKSON SOUTHERNAIRES (Malaco 4357)	—	2
14 TONIGHT'S THE NIGHT GOSPEL KEYNOTES (Nashboro 7187)	8	66
15 DONALD VAILS CHORALEERS (Savoy 7019)	9	34
16 MAMA PRAYED FOR ME SENSATIONAL WILLIAMS BROS. (Savoy 14462)	10	42
17 DWELL IN ME REV. MACEO WOODS & THE CHRISTIAN TABERNACLE CHOIR (Savoy 14501)	—	2
18 DR. JESUS THE SWANEE QUINTET (Creed 3088)	18	4
19 LIVE DOROTHY NORWOOD (LA DCP 1915)	13	16
20 LOVE AT CARNEGIE HALL JAMES CLEVELAND (Savoy 7014)	15	68

Inspirational

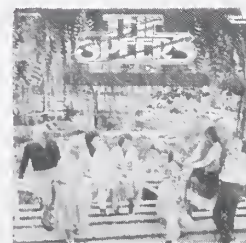
	Weeks On Chart	12/9
1 HAPPY MAN B.J. THOMAS (Myrrh MSB 6593)	2	16
2 MIRROR EVIE TOURNOUIST (Word WST 8735)	1	76
3 HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	10	76
4 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	17	4
5 THE VERY BEST OF THE VERY BEST THE BILL GAITHER TRIO (Word WSB 8804)	12	6
6 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow 1015)	3	76
7 A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS EVIE TOURNOUIST (Word WST 8745)	5	36
8 COSMIC COWBOY BARRY MCGUIRE (Sparrow SPR 1023)	7	10
9 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow 1020)	8	32
10 SOMEWHERE LISTENIN' JIMMY SWAGGART (Jim 128)	4	6
11 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	—	2
12 FORGIVEN DON FRANCISCO (New Pax NP 33042)	—	2
13 TELL 'EM AGAIN DALLAS HOLM & PRIDE (Greentree R 3480)	6	8
14 LOOKING FOR YOU INSPIRATIONS (Canaan 9838)	13	6
15 MUSIC MACHINE CANDLE (Birdwind BDWG 2004)	14	40
16 COME ON RING THOSE BELLS EVIE TOURNOUIST (Word WST 8770)	—	2
17 AWAITING YOUR REPLY RESURRECTION BAND (Starsong SSR 0011)	15	8
18 HEY DOC MIKE WARNKE (Myrrh MSA 6599)	18	4
19 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light 5717)	9	18
20 GENTLE MOMENTS EVIE TOURNOUIST (Word WST 8714)	11	76

REVIEWS



DOUG OLDHAM — "Doug Sings Gaither" — Impact: 2R3529 — Producer: Bob MacKenzie — List: 9.98.

When one of the most prodigious talents in Gospel music lends his gift to the works of that genre's best contemporary composers the net result is pretty much predetermined. And no one interprets Bill and Gloria Gaither's songs (other than their own trio) better than Doug Oldham. This two-record set, 20 songs in all (six co-written with Gary Paxton), is definitive Doug Oldham. He combines two decades of experimenting with one of the great voices of all time in his versions of Gaither classics such as, "It Is Finished," "The Church Triumphant," "I Wish You," "I'm Not What I Want To Be," "Because He Lives," and "The World Didn't Give It to Me."



THE SPEERS — "Promises To Keep" — Heartwarming: R3526 — Producers: Not Listed — List: 6.98

One of the eminent families in gospel music, the Speers are an institution with fans of multiple harmonies. Their music is produced in a little more modern package now but not to the extent that their classic old-time harmonies are obscured. And they have turned their ear to contemporary works such as Larry Gatlin's "Alleluia," (arranged with an effective interlude and reprise) and Neil Sedaka's "Love Is Spreading All Over The World." Other outstanding cuts are: "No Longer A Stranger," "Closer To You," and "God Is Able." "Promises To Keep," promises to keep The Speers' star one of first magnitude.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart	12/16		Weeks On Chart	12/16
1	1	10	39	9	9
I'VE ALWAYS BEEN CRAZY			FALL IN LOVE WITH ME		
WAYLON JENNINGS			RANDY BARLOW (Republic RLP-6023)		
(RCA AFL 1-2979)			40	7	7
2	2	13	DAVID A. COE'S		
EXPRESSIONS			GREATEST HITS		
DON WILLIAMS (ABC AY 1069)			(Columbia KC-35627)		
3	3	46	41	6	6
LET'S KEEP IT THAT WAY			JOHNNY DUNCAN		
ANNE MURRAY (Capitol ST 11739)			GREATEST HITS		
4	4	34	(Columbia KC 35828)		
STARDUST			42	11	11
WILLIE NELSON			TURNING UP AND		
(Columbia JC 353605)			TURNING ON		
5	5	10	BILLY "CRASH" CRADDOCK		
MOODS			(Capitol SW 1153)		
BARBARA MANDRELL (ABC AY-1088)			43	45	45
6	6	19	WAYLON & WILLIE		
HEARTBREAKER			WAYLON JENNINGS & WILLIE		
DOLLY PARTON (RCA AFL 1-2797)			NELSON (RCA AFL 1-2696)		
7	13	4	44	3	3
WILLIE AND FAMILY LIVE			GONE GUY		
WILLIE NELSON			JOHNNY CASH (Columbia KC-35646)		
(Columbia KC2-35642)			45	8	8
8	9	4	GREATEST HITS		
TNT			THE MARSHALL TUCKER BAND		
TANYA TUCKER (MCA MCA-3066)			(Capricorn CPN-0214)		
9	8	11	46	5	5
BURGERS AND FRIES			LOVE GOT IN THE WAY		
CHARLEY PRIDE (RCA APL 1-2983)			FREDDY WELLER		
10	10	26	(Columbia KC 35658)		
WHEN I DREAM			47	5	5
CRYSTAL GAYLE			LET ME BE YOUR BABY		
(United Artists UA-LA 858-H)			CHARLY MCCLAIN (Epic KE 36648)		
11	11	7	48	3	3
LARRY GATLIN'S			OLD FLAMES CAN'T HOLD		
GREATEST HITS			A CANDLE TO YOU		
(Monument MG-7628)			JOE SUN (Ovation 1734)		
12	12	4	49	37	37
PROFILE/BEST OF			OLD FASHIONED LOVE		
EMMYLOU HARRIS			THE KENDALLS (Ovation OV 1733)		
(Warner Bros. BSK-3528)			50	10	10
13	7	11	HEAVEN'S JUST A SIN		
LIVING IN THE USA			AWAY		
LINDA RONSTADT (Asylum 6E-155)			THE KENDALLS (Ovation OV 1715)		
14	15	4	51	37	37
A LEGENDARY			ENTERTAINERS . . . ON		
PERFORMER: VOLUME 3			AND OFF THE RECORD		
ELVIS PRESLEY (RCA CPL 1-3082)			THE STATLER BROTHERS		
15	16	7	(Mercury ARM 1-5007)		
CONWAY			52	61	61
ROSE COLORED GLASSES			HERE YOU COME AGAIN		
JOHN CONLEE (ABC-AY-1105)			DOLLY PARTON (RCA APL 1-2544)		
17	17	13	53	7	7
TEAR TIME			TAMMY WYNETTE'S		
DAVE & SUGAR (RCA APL 1-2861)			GREATEST HITS, VOL. IV		
18	24	3	(Epic KE-35630)		
THE GAMBLER			54	25	25
KENNY ROGERS			WOMANHOOD		
(United Artists UA-LA 934-H)			TAMMY WYNETTE (Epic KE-35442)		
19	19	7	55	6	6
JOHNNY PAYCHECK'S			JOE STAMPLEY		
GREATEST HITS, VOL. II			GREATEST HITS		
(Epic KE-35623)			(Epic KE 35627)		
20	14	38	56	6	6
VARIATIONS			SLEEPER WHEREVER I		
EDDIE RABBITT (Elektra 6E-127)			FALL		
21	59	2	BOBBY BARE (Columbia KC 35645)		
CHRISTMAS CARD			57	2	2
THE STATLER BROS.			ELVIS' CHRISTMAS		
(Mercury SRM1-5012)			ALBUM		
22	22	23	ELVIS PRESLEY (Camden CAS-2428)		
ONLY ONE LOVE IN MY			58	5	5
LIFE			VOLUNTEER JAM III & IV		
RONNIE MILSAP (RCA APL 1-2780)			THE CHARLIE DANIELS BAND		
23	23	7	(Epic E2-35368)		
PLEASURE & PAIN			59	17	17
DR. HOOK (Capitol SW-11859)			RED WINE AND BLUE		
24	25	4	MEMORIES		
BASIC			JOE STAMPLEY (Epic KE 35443)		
GLEN CAMPBELL (Capitol SW-11722)			60	5	5
25	29	3	THERE'LL BE NO		
TOTALLY HOT			TEARDROPS TONIGHT		
OLIVIA NEWTON-JOHN			WILLIE NELSON		
(MCA MCA-3067)			(United Artists LA 930-H)		
26	26	6	61	11	11
PLACES I'VE DONE TIME			DARK-EYED LADY		
TOM T. HALL (RCA APL 1-3018)			DONNA FARGO (WB BSK-3191)		
27	31	53	62	12	12
THE BEST OF THE			THE OUTLAWS		
STATLER BROTHERS			VARIOUS ARTISTS (RCA APL 1-1321)		
(Mercury SRM 1-1037)			63	60	60
28	21	10	Y'ALL COME BACK		
ELVIS — A CANADIAN			SALOON		
TRIBUTE			OAK RIDGE BOYS (ABC/Dot DO 2093)		
ELVIS PRESLEY (RCA KKL 1-7065)			64	12	12
29	33	47	REDHEADED STRANGER		
TEN YEARS OF GOLD			WILLIE NELSON (Columbia KC 33482)		
KENNY ROGERS			65	9	9
(United Artists UA-LA 835-H)			BEST OF DOLLY PARTON		
30	30	7	(RCA APL 1-1117)		
MARTY ROBBINS'			66	2	2
GREATEST HITS, VOL. IV			GUY CLARK		
(Columbia KC-35629)			(Warner Bros. BSK-3241)		
31	20	23	67	10	10
LOVE OR SOMETHING LIKE			LOVE ME WITH ALL YOUR		
IT			HEART		
KENNY ROGERS			JOHNNY RODRIGUEZ		
(United Artists UA-LA 903-H)			(Mercury SRM 1-5011)		
32	32	39	68	2	2
EVERY TIME TWO FOOLS			COUNTRY CHRISTMAS		
COLLIDE			LORETTA LYNN (MCA-15022)		
KENNY ROGERS & DOTTIE WEST			69	1	1
(United Artists UA-LA 864-H)			FELIZ NAVIDAD		
33	38	5	FREDDY FENDER (ABC DO-2101)		
ARMED AND CRAZY			70	20	20
JOHNNY PAYCHECK (Epic KE 35444)			I'M ALWAYS ON A		
34	34	6	MOUNTAIN WHEN I FALL		
CLASSIC RICH VOL. 2			MERLE HAGGARD (MCA 2376)		
CHARLIE RICH (Epic KE-35624)			71	15	15
35	35	3	REFLECTIONS		
YOU HAD TO BE THERE			GENE WATSON (Capitol SW 11805)		
JIMMY BUFFETT (ABC AK-1008)			72	10	10
36	36	11	COLLISION COURSE		
LOVE IS WHAT LIFE'S ALL			ASLEEP AT THE WHEEL		
ABOUT			(Capitol SW 11725)		
MOE BANDY (Columbia KC-35524)			73	8	8
37	37	28	LINDA RONSTADT'S		
ROOM SERVICE			GREATEST HITS		
OAK RIDGE BOYS (ABC AY 1065)			(Asylum 6E-106)		
38	66	10	74	10	10
THAT'S THE WAY A			FACE OF A FIGHTER		
COWBOY ROCKS AND			WILLIE NELSON (Lone Star LS 4602)		
ROLLS			75	10	10
JESSI COLTER (Capitol ST-11883)			LOVE IS JUST A GAME		
			LARRY GATLIN (Monument MG 7616)		

Cedarwood Marks 25th Year As Leading Music Publisher

by Bob Campbell and Al Cunniff

NASHVILLE — Cedarwood Publishing Co., Inc., one of Nashville's oldest country publishing houses and a Broadcast Music Inc. affiliate, celebrates 25 years of operation this month.

Since the late Jim Denny formed the company in the early '50s, Cedarwood has grown to include an established catalog of some 5,000 songs. The company has collected 67 BMI Awards, two Grammy Awards and has arranged sub-publishing agreements in 19 foreign countries.

The early writing staff of Cedarwood can be considered country music legends in their own right. Webb Pierce, Carl Smith, Wayne Walker, Danny Dill, Mel Tillis, Carl Perkins, Marijohn Wilkins and John Loder milk have lined the shelves of Cedarwood with some of the classic country songs of all time. Included in the Cedarwood catalog are "Are You Sincere," "Waterloo," "Tobacco Road," "Daddy Sang Bass," "P.T. 109," "Teddy Bear," "Long Black Veil," "I Ain't Never," "In The Jailhouse Now," and "Slowly." Also owned by Cedarwood are Tillis' classic "Detroit City" and "Ruby, Don't Take Your Love To Town," which current Cedarwood president Bill Denny estimates "are the top two songs in our catalog."

With its strong catalog and a storied reputation, Cedarwood could well rest on its past success. But Bill Denny, son of Jim Denny who died in 1963 of cancer, is aiming Cedarwood toward the future. Denny is concerned with the development of Cedarwood in several areas: the jingle market, mining the Cedarwood catalog, acquiring new writer/artists, expanding foreign markets and moving into the business of motion picture music.

Jingle Division

"We have a division we started this year called the jingle division, and we are going after the production of radio commercials and television jingles on a national basis," said Denny, who has directed Cedarwood since 1963 and is the current national president of NARAS. "We have had some success in the jingles field and we are trying to build on that. With our writers and a 16-track studio, this area is a natural for us. Of course, the essence of being a publisher is to keep turning over the catalog. We are taking new interest in seeking activity in this area. Once it is a hit, a song will come back again. That is the value of a copyright."

With sub-publishing agreements already established in many foreign countries, Denny expects new gains in those areas and remarked that "foreign markets have



Bill Denny

the greatest opportunity now than in any time in the past."

In addition to signing new writer/artists, Denny is establishing contacts in the movie industry and video field. And Denny said negotiations are complete in which one of Cedarwood's songs will be featured in an upcoming movie, along with the writer of the song.

"The story of the song will serve as the basis of the movie," said Denny, who once managed Columbia Records' first recording studio in Nashville. "And the music will be recorded here in Nashville. The movie people are still in negotiations with other phases of the movie, so I can't say much more about the song or the writer, but it will be a feature movie. Within 60 days, full announcements will probably be made."

"I am also watching with great interest the role that publishers will play in the development of video packages," Denny added. "I think the music publisher has a great opportunity here in a brand-new market area. Suppose a home video cassette is a tape of an artist performing his album? All of a sudden this gets to be a very significant income for the publisher. The rates will be higher because the total cost of the package will be higher. It is a new source of income that doesn't even exist yet."

Denny History

Born in 1911, Jim Denny moved to Nashville at the age of 11 with little money, but he supported himself, his mother and a younger brother by selling newspapers and delivering telegrams. Denny began working in the mailroom of the National Life and Accident Insurance Co. which owned WSM Radio and sponsored The Grand Ole Opry. He attended night school, took correspondence courses and studied accounting, developing a strong business sense which

(continued on page 32)

3M Planning To Use Nashville Music

NASHVILLE — The 3M Company of St. Paul, Minn. held a luncheon/reception here last week at the Hyatt-Regency Hotel in which the company announced the inclusion of country music as a major part of its background music sound systems.

For some time the 3M Company has offered many types of music in its "Canata" music cartridge system, but the reception signaled the formal beginning of 3M's involvement with Nashville's music industry.

Don Conlin, director of the 3M background music program, said at the luncheon that country music is now becoming an obvious priority music for use in offices and stores.

"There is a growing demand for country music as background business music," Conlin said. "Even without vocals, country music is used as background music from factories to ski resorts. Background music, virtually an untapped source of revenue for Nashville's music publishers, gives them an

opportunity to activate copyrights on standard material as well as new original material."

"Over the years, 3M has paid out millions of dollars to music publishers and copyright owners," Conlin added. "Now we want to meet the worldwide demand for country music as background music."

Produced and custom recorded here by Nashville arrangers and artists using music by Nashville publishers, the initial "Nashville Mode" cartridge tape offered by 3M includes 340 selections of country music. The 3M music program is coordinated by Odyssey Productions of Nashville and includes such songs as "Blue Eyes Crying In The Rain," "Ruby, Don't Take Your Love To Town," "Orange Blossom Special," "Your Cheatin' Heart," "Help Me Make It Through The Night," "Here You Come Again," "Green, Green Grass Of Home," "Wabash Cannonball" and "Jolene."

CASH BOX TOP 100 COUNTRY

December 23, 1978

	Weeks On Chart	12/16		Weeks On Chart	12/16		Weeks On Chart	12/16
1 BURGERS AND FRIES CHARLEY PRIDE (RCA PB-11391)	2	10	33 I JUST CAN'T STAY MARRIED TO YOU CRISTY LANE (LS LS-169)	37	5	66 BEST FRIENDS MAKE THE WORST ENEMIES DAVID HOUSTON (Elektra E-45552)	78	3
2 TULSA TIME DON WILLIAMS (ABC AB-12425)	3	8	34 BACK ON MY MIND AGAIN/SANTA BARBARA RONNIE MILSAP (RCA PB-11421)	58	2	67 THE OTHER SIDE OF JEANNIE CHUCK POLLARD (MCA 40965)	67	8
3 DON'T YOU THINK THIS OUTLAW BIT'S DONE GOT OUT OF HAND WAYLON JENNINGS (RCA PB-11390)	4	9	35 MABELLENE GEORGE JONES/JOHNNY PAYCHECK (Epic 8-50647)	41	2	68 IT'LL BE HER JOHNNY CASH (Columbia 3-10855)	69	5
4 ALL OF ME WILLIE NELSON (Columbia 3-10834)	5	10	36 HOW DEEP IN LOVE AM I? JOHNNY RUSSELL (Mercury 55045)	42	6	69 TEXAS ME & YOU ASLEEP AT THE WHEEL (Capitol P-4659)	74	4
5 ON MY KNEES CHARLIE RICH (WITH JANIE FRICKE) (Epic 8-50616)	1	12	37 MR. JONES BIG AL DOWNING (Warner Bros. WBS 8716)	49	4	70 HOW I LOVE YOU IN THE MORNING PEGGY SUE (Door Knob DK-8-079)	80	6
6 LADY LAY DOWN JOHN CONLEE (ABC AB-12420)	8	8	38 THE GIRL AT THE END OF THE BAR JOHN ANDERSON (Warner Bros. WBS 8705)	43	6	71 LOVE AIN'T MADE FOR FOOLS JOHN WESLEY RYLES (ABC AB-12432)	81	2
7 DO YOU EVER FOOL AROUND JOE STAMPLEY (Epic 8-50626)	9	10	39 YOU WERE WORTH WAITING FOR DON KING (Con Brio CBK 142)	44	6	72 ANY DAY NOW DON GIBSON (Hickory AH-54039)	82	2
8 RHYTHM OF THE RAIN JACKY WARD (Mercury 55047)	10	12	40 HAPPY TOGETHER T.G. SHEPPARD (Warner/Curb WBS-8721)	60	2	73 NATURAL LOVE O.B. McCLINTON (Epic 8-50620)	77	6
9 YOUR LOVE HAD TAKEN ME THAT HIGH CONWAY TWITTY (MCA 40963)	14	7	41 THE SOFTEST TOUCH IN TOWN BOBBY G. RICE (Republic REP 031)	46	8	74 TONIGHT SHE'S GONNA LOVE ME RAZZY BAILEY (RCA PB-11446)	—	1
10 I'VE DONE ENOUGH DYIN' TODAY LARRY GATLIN (Monument 45-270)	13	7	42 BACK TO THE LOVE SUSIE ALLANSON (Warner/Curb WBS 8686)	15	8	75 THE GIVER PAUL SCHMUCKER (Star Fox SF-378-11)	85	4
11 THE BULL AND THE BEAVER MERLE HAGGARD/LEONA WILLIAMS (MCA 40962)	11	8	43 MAYBE YOU SHOULD'VE BEEN LISTENING JESSI COLTER (Capitol P-4641)	45	9	76 LOVE SURVIVED ROY HEAD (ABC AB-12418)	51	8
12 WE'VE COME A LONG WAY BABY LORETTA LYNN (MCA 40954)	12	8	44 THE GAMBLER KENNY ROGERS (United Artists UA-X1250)	7	9	77 YOU DON'T BRING ME FLOWERS BARBRA STREISAND/NEIL DIAMOND (Columbia 3 10840)	79	4
13 BABY I'M BURNIN'/I REALLY GOT THE FEELING DOLLY PARTON (RCA 11420)	16	4	45 I'M GONNA FEED 'EM NOW/OLE SLEW FOOT PORTER WAGONER (RCA PB-11411)	47	5	78 IT'S MY PARTY SHERRY BRANE (Oak Records Oak 1031)	89	4
14 WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR CRYSTAL GAYLE (United Artists)	19	4	46 REST YOUR LOVE ON ME BEE GEES (RSO RS-913)	57	5	79 STORMY WEATHER STELLA PARTON (Elektra E-45533)	53	11
15 PLEASE DON'T PLAY A LOVE SONG MARTY ROBBINS (Columbia 3-10821)	17	8	47 STONE WALL (AROUND YOUR HEART) GARY STEWART (RCA PB-11416)	52	5	80 DO YOU WANNA MAKE LOVE BUCK OWENS (Warner Bros. WBS-8701)	—	1
16 THE OFFICIAL HISTORIAN ON SHIRLEY JEAN BERRELL STATLER BROTHERS (Mercury 55048)	23	6	48 OLD FLAME, NEW FIRE HANK WILLIAMS, JR. (Warner Bros. WBS 8715)	50	5	81 PLAY ME A MEMORY ZELLA LEHR (RCA PB-11433)	—	1
17 AS LONG AS I CAN WAKE UP IN YOUR ARMS KENNY O'DELL (Capricorn CPS 0309)	20	8	49 FOOLED AROUND AND FELL IN LOVE MUNDO EARWOOD (GMC 105)	54	4	82 EYES BIG AS DALLAS WYNN STEWART (Win Records WI-126)	—	1
18 HIGH AND DRY JOE SUN (Ovation OV-1117)	21	8	50 CAN YOU FOOL GLEN CAMPBELL (Capitol P-4584)	18	13	83 DRIFTING LOVERS CHARLIE McCOY (Monument 45-272)	83	4
19 FEET RAY PRICE (Monument 45-267)	22	9	51 THE JEALOUS KIND/LOVE ME AGAIN RITA COOLIDGE (A&M 2090)	55	8	84 OOH BABY BABY LINDA RONSTADT (Asylum E-45546)	84	3
20 TEXAS (WHEN I DIE) TANYA TUCKER (MCA S45-1800)	26	5	52 GET BACK TO LOVIN' ME JIM CHESNUT (Hickory AH-54038)	56	7	85 A BEAUTIFUL SONG LEE DRESSER (Capitol P-4613)	86	4
21 DOUBLE S BILL ANDERSON (MCA 40964)	24	7	53 BUILDING MEMORIES SONNY JAMES (Columbia 3-10852)	62	4	86 ONE IN A MILLION NATE HARVELL (Republic REP 033)	87	4
22 GIMME BACK MY BLUES JERRY REED (RCA PB-11407)	25	7	54 ALIBIS JOHNNY RODRIGUEZ (Mercury 55050)	68	3	87 ANGELINE ED BRUCE (Epic 8-50645)	88	3
23 FRIEND, LOVER, WIFE JOHNNY PAYCHECK (Epic 8-505621)	6	10	55 FALL IN LOVE WITH ME TONIGHT RANDY BARLOW (Republic REP-034)	65	3	88 THE FOOL STRIKES AGAIN CHARLIE RICH (United Artist UA-X1269)	—	1
24 IT'S TIME WE TALK THINGS OVER REX ALLEN JR. (Warner Bros. WBS 8697)	32	5	56 IF EVERYONE HAD SOMEONE LIKE YOU EDDY ARNOLD (RCA PB-11422)	70	3	89 SWEET LIFE PAUL DAVIS (Bang B-738)	90	2
25 COME ON IN OAK RIDGE BOYS (ABC AB-12434)	35	3	57 POISON LOVE GAIL DAVIES (Lifesong ZS8-1777)	29	10	90 BETTER THAN NOW DEWAYNE ORENDER (Volunteer SVO-102)	91	3
26 LOVE GOT IN THE WAY FREDDY WELLER (Columbia 3-10837)	28	10	58 THEN YOU'LL REMEMBER STERLING WHIPPLE (Warner Bros. WBS 8632)	27	12	91 THE MORE I GET THE MORE I WANT BECKY HOBBS (Mercury 55049)	92	4
27 LOVIN' ON BELLAMY BROTHERS (Warner/Curb WBS 8692)	30	6	59 GOING, GOING, GONE MARY K. MILLER (Inergi I-311)	72	2	92 PLEASIN' MY WOMAN BILLY PARKER (SCR SC-162)	94	2
28 THE SONG WE MADE LOVE TO MICKEY GILLEY (Epic 8-50631)	31	6	60 REACHING OUT TO HOLD YOU DOTTIE WEST (United Artists UA-X-125-Y)	66	4	93 HURT AS BIG AS TEXAS RANDY CORNOR (Cherry CS-783)	93	2
29 EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Elektra E-45554)	71	2	61 SLEEPTIGHT, GOODNIGHT MAN BOBBY BARE (Columbia 3-10831)	38	12	94 JUST STAY WITH ME TERRI HOLLOWELL (Con Brio CBK 144)	97	2
30 PLAYIN' HARD TO GET JANIE FRICKE (Columbia 3-10849)	33	8	62 SAVE THE LAST DANCE FOR ME JERRY LEE LEWIS (Sun SI-1139)	73	2	95 NO WAY AROUND IT (IT'S LOVE) BILLY SWAN (A&M 2103)	95	4
31 YOU DON'T BRING ME FLOWERS JIM ED BROWN/HELEN CORNELIUS (RCA PB-11435)	34	4	63 TWO LONELY PEOPLE MOE BANDY (Columbia 3-10820)	40	15	96 ME TOUCHIN' YOU LINDA NAILLE (Ridgeway R-00178)	96	3
32 LOVE AIN'T GONNA WAIT FOR US BILLIE JO SPEARS (United Artists UA-X-1251-Y)	39	7	64 JUST OUT OF REACH LARRY G. HUDSON (Lone Star 702)	48	13	97 MY FAVORITE SIN STONEWALL JACKSON (Little Darlin' LD 7806)	99	2
			65 WHISKEY RIVER WILLIE NELSON (Columbia 3-10877)	—	1	98 I HEARD A SONG TODAY TOMMY O'DAY (Nu-Trayl NT-926)	98	2
						99 THERE'LL BE NO TEARDROPS TONIGHT WILLIE NELSON (United Artists UA-X-1254-Y)	76	7
						100 SOMEBODY'S GONNA DO IT TONIGHT R.C. BANNON (Columbia 3-10847)	63	8

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Beautiful Song (Starship/Galleon — ASCAP) ... 85	Gimme Back (Sleepy Hollow — ASCAP) ... 22	Me Touchin' You (Owepaw — BMI) ... 96	The Bull And (Shade Tree — BMI) ... 11
Alibis (Tree — BMI) ... 54	Going, Going, Gone (Frank And Nancy Music — BMI) ... 59	Mr. Jones (Al Gallico/Metaphor — BMI) ... 37	The Fool Strikes (Al Gallico/Algee — BMI) ... 88
All Of Me (Bourne/Marlone — ASCAP) ... 4	Happy Together (Chardon Music — BMI) ... 40	My Favorite Sin (Dream City Music — BMI) ... 97	The Gambler (Writers Night — ASCAP) ... 44
Angeline (Newkeys — BMI) ... 87	High And Dry (Tree Pub. — BMI) ... 18	Natural Love (Bobby Goldsboro — ASCAP) ... 73	The Girl At The (Al Gallico — BMI/Cypress — ASCAP) ... 38
Any Day Now (Intersong Music — ASCAP) ... 72	How Deep In Love Am I? (Hall-Clement — BMI) ... 36	No Way Around It (Combine — BMI) ... 95	The Giver (Troy Shondell — SESAC) ... 75
As Long As (House Of Gold/Hungry Mountain — BMI) ... 17	How I Love (Lodestar — SESAC) ... 70	Ole Slew Foot (Scope — BMI) ... 45	The Jealous (Irving/ARC — BMI) ... 51
Baby I'm Burning (Velvet Apple — BMI) ... 13	Hurt As Big As Texas (Publicare — ASCAP) ... 93	On My Knees (Hi Lo Music — BMI) ... 5	The More I Get (Al Gallico/Galleon — ASCAP) ... 91
Back On My Mind Again (Chess — ASCAP) ... 34	I Heard A Song Today (Nu-Trayl — ASCAP) ... 98	One In A Million (Frebar/Singletree — BMI) ... 86	The Official Historian On Shirley Jean (Am. Cowboy — BMI) ... 16
Back To The Love (House Of Gold — BMI) ... 42	I Just Can't Stay (Chappell — ASCAP/TRI Chappell — SESAC) ... 33	Ooh Baby Baby (Jobete — ASCAP) ... 84	The Other Side (Paukie/Pollaver — BMI) ... 67
Best Friends Make (Bobby Goldsboro — ASCAP) ... 68	I Really Got The (Velvet Apple — BMI) ... 13	Play Me A Memory (United Artists — ASCAP) ... 81	The Softest Touch In Town (WUB — ASCAP) ... 41
Better Now Than (Bowling Green — BMI) ... 90	If Everyone (House Of Gold — BMI) ... 56	Playin' Hard To Get (Bobby Goldsboro — ASCAP) ... 30	The Song We Made Love To (April/Widmont — ASCAP) ... 28
Building Memories (Marson — BMI) ... 53	I'm Gonna Feed (Four Star — BMI) ... 45	Please Don't Play (Algee — BMI) ... 15	Then You'll Remember (Tree — BMI) ... 58
Burgers And Fries (Pi-Gem — BMI) ... 1	It'll Be Her (Baron/Hat Band — BMI) ... 68	Pleasin' My Woman (Music City — ASCAP) ... 92	There'll Be No (Fred Rose — BMI) ... 99
Can You Fool (Royal Oak/Windstar — ASCAP) ... 50	It's My Party (Arch — ASCAP) ... 78	Poison Love (Unichappell — BMI) ... 57	Tonight She's Gonna (House Of Gold — BMI) ... 74
Come On In (Beechwood/Window — BMI) ... 25	It's Time We (Boxer — BMI) ... 24	Reaching Out To Hold (ATV/Music Garden) ... 60	Tulsa Time (Bibo Music — ASCAP) ... 2
Don't You Think (Waylon Jennings — BMI) ... 3	I've Done Enough (First Generation — BMI) ... 10	Rest Your Love On Me (Stigwood — BMI) ... 46	Two Lonely (Milene — ASCAP) ... 63
Do You Ever (Rogan/Mullet — BMI) ... 7	Just Out Of (4-Star — BMI) ... 64	Rhythm Of The Rain (Warner-Tamerlane — BMI) ... 8	We've Come A Long Way (Twitty Bird — BMI) ... 12
Do You Wanna (American Broadcasting — ASCAP) ... 80	Just Stay With Me (Wiljex Pub. — ASCAP) ... 94	Santa Barbara (Chess/Music/Casa David — ASCAP) ... 34	Whiskey River (Willie Nelson — BMI) ... 65
Double S (Stallion/Tree — BMI) ... 21	Lady Lay Down (Tree Pub. — BMI) ... 6	Save The Last Dance (Trio/Belinda — BMI) ... 62	Why Have You Left (Mother Tongue — ASCAP) ... 14
Every Which Way (Peso/Warner Tamerlane/Malkyle — BMI) ... 29	Love Ain't Gonna (Blackwood/Ben Peters — BMI) ... 32	Sleep Tight, Good Night Man (Bobby Goldsboro Music — ASCAP) ... 61	You Don't Bring (Stonebridge/Threesome — ASCAP) ... 31
Eyes Big As Dallas (Big Swing — BMI) ... 82	Love Ain't Made For Fools (Hall-Clement — BMI) ... 41	Somebody's Gonna Do It (Ben Peters — BMI) ... 100	You Don't Bring (Stonebridge/Threesome — ASCAP) ... 77
Fall In Love (Frebar — BMI) ... 55	Love Got In The (Young World/Spooner Oldham — BMI) ... 26	Stone Wall (Around Your Heart) (Cedarwood — BMI) ... 47	You Were Worth Waiting For (Wiljex — ASCAP) ... 39
Feet (Blackwood/Fullnes — BMI) ... 19	Love Me Again (Almo — ASCAP) ... 51	Stormy Weather (Longmanor/Chrysalis — BMI) ... 79	Your Love Had (Twitty Bird — BMI) ... 8
Feel Around And Fell (Music West Of The Pecos — BMI) ... 43	Love Survived (Jack & Bill — ASCAP) ... 76	Sweet Life (Web IV — BMI) ... 89	
Friend, Lover, Wife (Algee — BMI) ... 29	Lovin' On (Ben Peters — BMI) ... 27	Texas Me & You (Asleep At The Wheel/Paw Paw — BMI) ... 69	
Get Back To (Milene — ASCAP) ... 52	Mabellene (Arc — BMI) ... 35	Texas (When I Die) (Tree/Sugarplum — BMI) ... 20	
	Maybe You (Screen Gems/EMI — BMI) ... 43		

We've Got The Holidays Wrapped!

**Dolly
Parton**
"Baby
I'm Burnin'
PB-11420



**Jim Ed
& Helen**
"You Don't
Bring Me
Flowers"
PB-11435



Eddy Arnold
"If Everyone Had Someone Like You"
PB-11422



Ronnie Milsap
"Back On My Mind Again"
PB-11421

**THE ENTIRE RCA STAFF WISHES YOU
"SEASONS GREETINGS" AND THE
HAPPIEST OF NEW YEARS!**



COUNTRY RADIO

THE COUNTRY MIKE

BOB GRAYSON GOES TO WHOO — Former PD at WAME/Charlotte, Bob Grayson has been hired to do the mid-day shift at WHOO/Orlando. Grayson left last week due to impending changes at WAME. As reported several weeks ago, Mission Broadcasting has sold WAME, pending FCC approval, to gospel singing artist Jimmy Swaggart. Indications are that the station will probably change to a gospel music format. In the meantime, Ed Robinson will be acting PD during the interim period between now and the time the new owners take over. Robinson, who owns Success Training Services, was the PD at WAME from 1967 to 1976. Robinson says that the station is in a "lame duck situation" but feels confident about the station's performance during its last weeks as a country station. Robinson says "If we're going out and down . . . we want to do it in the best way possible." WAME has been a Cash Box country reporting station for many years.



Tom Miller

It may not be too long before a lot of radio folk are looking for jobs . . . the ARB's will be out for most of the country in the next few weeks. This column offers space to those looking for new employees . . . or former employees looking for new jobs. Send the details to Cash Box . . . 21 Music Circle East . . . Nashville, Tennessee . . . 37203.

PROGRAM DIRECTOR PROFILE — Tom Miller has been with WVVVA/Wheeling off and on for the past five years. Miller, who is originally from Kentucky, started his radio career as PD at WEIR/Wirtion, West Virginia, in 1967. He later went on to become the station's general manager. Miller began doing mid-days at WVVVA in 1973 . . . then left in '75 to program WCAW in Charleston. Miller came back to WVVVA as PD in 1976.

COMBINED COMMUNICATIONS PROMOTES BILL JOHNSON — On a recent visit to Detroit, Combined Communications radio division president John Bayless, announced the promotion of Bill Johnson to president and general manager of WDFE/Detroit. Johnson had been vice president and general manager. Johnson is not only a 20-plus year veteran of the broadcasting industry, but as an interesting sidenote, Johnson used to "bust" tax returns for a Treasury Department. Congratulations to Johnson on his new position and for the inroads he is making with WDFE in the Detroit market.

KIKK/Houston sponsored a Christmas dance at Gilley's Club last week, with proceeds going to provide Christmas dinners for more than a thousand less fortunate Houston area families. John Conlee headlined the show, with Mickey Gilley making a special guest appearance. Others playing the KIKK Christmas dance included Johnny Lee, Mondo Erwood and Randy Corner.

Frank Schneider has just been named news director at KERE/Denver. Schneider has been in KERE's news department since June, 1977. Previous to that, Schneider was with KDN/Denver.

Epic recording artist Charly McClain and WHK/Cleveland music director Terry Stevens went out on the town recently with two WHK contest winners to coincide with Charly's first Cleveland appearance. Stevens got himself and Charly a date on his "afternoon affair." Stevens "afternoon affair" tries to match Cleveland single guys and gals for dates. He has had 37 marriages result from his matchmaking.

Jay Stevens and Keith James from WEEA/Pittsburgh will be driving in a WEEP-sponsored demolition derby to promote the station.

RUMOR HAS IT — That Bill Mortimer has left KUCB/Tucson . . . more details next week, week.

THE YEAR WINDS DOWN — Almost everyone is beginning to breath a sigh of relief now that 1978 is coming to a close. Christmas records are beginning to take the place of their new records, at least for the next couple of weeks. Many programmers will be "freezing" their charts for a week or so, due to the Christmas season. Cash Box will not be making chart calls next week.

CASH BOX wishes all of you a Merry Christmas and a successful new year. country mike

Cedarwood Marks 25th Year

(continued from page 29)

helped him move higher in the insurance company. He soon began working backstage at the Opry. Eventually, Denny was named manager of the Opry and chief of the Artists' Service Bureau, which handled 3,000 yearly personal appearance bookings of Opry acts.

In late 1953, Denny established Cedarwood and the Jim Denny Artist

Bureau, which booked immediately many of the Grand Ole Opry acts. The first Cedarwood song recorded was "Say, Big Boy," by Goldie Hill. By 1956, Denny had left WSM to work full-time with his own company.

In the '50s, the Denny complex flourished. Webb Pierce, who along with Carl Smith, co-owned Cedarwood, scored with the company's first #1 record in July of 1953 with "It's Been So Long." A second Cedarwood, Driftwood, was also formed which was co-owned by Smith and Denny. And a small ASCAP company, Denny Music, was owned solely by Denny. Denny and Pierce later became co-owners of three radio stations in Georgia. After a few years, Denny purchased Smith's interest in Driftwood and the company merged with Cedarwood. Also, offices eventually opened in London, Eng. and Berlin, Germany. The company also purchased several small catalogs.

After Denny's death in August of 1963, Denny's estate sold Pierce its share of the radio stations, and bought Pierce's share of Cedarwood. The business was then purchased by Lucky Moeller, who had managed it while Denny was alive. In 1966, Jim Denny was voted into the Country Music Association's Hall of Fame.

Cancer Diagnosed

When Bill Denny was in his second year

(continued on page 34)



JIM DENNY DISCUSSES BOOKINGS — Jim Denny, the late founder of Cedarwood Publishing Co. and the Jim Denny Artist Bureau, goes over a booking agreement with the late Jim Reeves. Reeves is shown on the left. Denny is in the middle and Reeves' manager Herb Stucher is on the right.

MOST ADDED COUNTRY SINGLES

- 1. EVERY WHICH WAY BUT LOOSE** — EDDIE RABBITT — ELEKTRA
WMS, WYDE, WJWL, WSLR, KJJJ, KERE, WEMP, WGTO, KRAK, KSOP, KLAK, KLZ, WHOO, WAME, KVOO, KSSS, WJRB, KRAM, KFTN, KIKX, WKMF, WRRD, WBAM, KMPs, WDAF, KRMD, WTM, WPX, WAXX, KLAC, FM-97, WMPs, WHK, WJJD, WPLD, KIKK, WTQO, KWOC, WXCL, KBQB, KGA, WKDA, KOYN, WSLC, KZMP, KNEW, KJWJ, WOQT, KENR, WFAI, KLLS, WSDS, KYNN, WIRE, KWMT
- 2. BACK ON MY MIND AGAIN/SANTA BARBARA** — RONNIE MILLSPAY — RC-
WYDE, WSLR, KERE, KSOP, KLZ, WHOO, WAME, KVOO, KFDD, WJRN, KSON, WDAF, KRMD, WTM, WPX, KLAC, FM-97, WBAW, WJJD, WDDO, XKOL, KNEW, WSLC
- 3. HAPPY TOGETHER** — T.G. SHEPPARD — WARNER/CURB
WYDE, KERE, WGTQ, WSLR, KJJJ, KERE, WEMP, WGTO, KRAK, WKMF, WRRD, KMPs, KRMD, WPX, WMPs, WDDO, XKOL, WIRE, WSLC, KGA, KBBO, WXCL, KWMT
- 4. TONIGHT SHE'S GONNA LOVE ME** — RAZZY BAILEY — RCA
KERE, WAME, KSSS, KEBC, KFTN, KIKX, WBAM, KMPs, WUBE, KUCB, WPLD, KXLR, WFAI, KWKH, WMC, WVOJ, KKYX, KGA, KVOO, KTTS, KEET, WOOT
- 5. WHISKEY RIVER** — WILLIE NELSON — COLUMBIA
WYDE, WVVA, KJJJ, WEMP, KLZ, WDEE, WNSR, KLIC, KMPs, KLAC, KNOE, WPLD, WSHO, CKCN, KOKL, KHEY, WYDS, WOQT, KTTS, KBCT

MOST ACTIVE COUNTRY SINGLES

- 1. WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR** — CRYSTAL GAYLE — UNITED ARTISTS
WWOL 37-30, WSLR 30-23, KJJJ 29-21, KERE 42-31, KSOP 36-29, KLAK x-35, WSLN 16-11, KRAK x-28, WHOO 37-32, WAME x-21, KSSS x-26, WJRB 37-31, KEBC 38-38, KFDI 41-38, KFTN 28-16, WKMF ex-28, WMNI 38-33, WNRs 31-26, KOLU ex-47, KLIC ex-39, WBAM 37-30, WDAF 28-22, KRMD ex-35, WPX 30-24, WIL 36-28, WAXX 37-24, FM-97 32-27, KUCB 38-29, KNOE 35-30, WMPs 30-25, WHK 25-15, KCKN 30-21, KIKK 38-18, KXOL 35-26, WYDE 26-20, WEMP 16-11, WGTQ 30-20, WEEP 22-13, WHN ex-17, WCGMs 42-34, WMAQ 23-15, WBAW ex-42, WJJD ex-28, WTQO 40-34, WMC ex-23, KNEW 37-32, KJWJ ex-38, WOQT 29-23, KENR 39-12, WFAI 33-24, KYNN 32-19, WIRE 42-31, KHEY 31-20
- 2. BABY I'M BURNIN'/REALLY GOT THE FEELING** — DOLLY PARTON — RCA
WWOL 30-21, WSLR 25-20, KJJJ 25-19, KERE 28-22, KSOP 31-22, KRAK 41-24, WSLN ex-22, KRAK 30-19, KLZ 30-20, WHOO 24-19, KSSS 29-22, WJRB 39-30, KFDI ex-48, KFTN 29-17, KIKX ex-35, WMNI 23-18, WNRs 30-28, WBAM 34-25, WDAF 29-21, KRMD 28-22, WPX 38-29, WIL 25-19, KLAC 37-28, FM-97 28-23, KUCB 37-26, KNOE 23-16, WMPs 25-16, WHK 20-12, KCKN 22-14, KIKK 33-22, XKOL 30-22, WDDO ex-34, WYDE 28-22, WEMP 12-7, WGTQ 36-27, WEEP 23-15, WBAW ex-40, WJJD ex-30, WTQO 38-27, KZIF 47, WMC ex-24, KWKH 28-22, KJWJ 31-25, KENR 34-21, KLLL 44-34, KYNN 28-18, WIRE 28-18
- 3. YOUR LOVE HAD TAKEN ME THAT HIGH** — CONWAY TWITTY — MCA
WWOL 21-16, WSLR 21-15, KERE 26-17, KSOP 25-16, KRAK 23-11, WSLN 27-21, KOKE 21-13, KLAK 23-15, KLZ 35-27, WHOO 23-18, WAME 24-15, KSSS 19-14, KFTN 13-6, KIKX 28-20, WMNI 18-13, WNRs 20-12, KLIC 24-19, WBAM 17-10, KSON 26-18, WDAF 14-9, WTM 25-20, WPX 29-23, WIL 17-11, KLAC 34-25, KUCB 26-14, KNOE 16-11, WMPs ex-20, KIKK 36-15, WMC 24-19, WDDO 29-18, WYDE 23-16, WCGMs 20-10, WTQO 39-13, KXLR 9-4, XKOL 21-14, KJWJ 31-22, KENR 25-20, KLLL 42-33, WSDS 34-28, WIRE 29-20, KHEY 35-24
- 4. THE OFFICIAL HISTORIAN ON SHIRLEY JEAN BERRELL** — STATLER BROTHERS — MERCURY
WWOL 28-23, WVVA 21-16, WSLR ex-27, KJJJ 18-13, KERE ex-49, KSOP 34-27, KOKE 30-23, KLAK ex-28, KLZ 38-31, WHOO 38-33, WAME ex-25, KSSS ex-24, KRMD 34-28, KRAM 18-12, KFTN 23-13, KIKX ex-36, WBAM ex-34, WDAF ex-27, KFDI 40-32, WTM 35-30, WPX ex-36, WAXX 27-19, KLAC 47-42, FUJ 37 41-36, KUCB 39-33, KNOE 28-21, WHK 37-32, KCKN 21-20, KXOL 39-32, WDDO 39-21, WEMP 19-14, WGTQ 49-40, WMC 20-10, WJWJ ex-36, KENR 40-33, WFAI 36-28, WIL 13-23, WSDS 29-22, KYNN ex-25, WIRE 41-32, KHEY 38-28



CHARLY PERFORMS ON THE JAMBOREE — Epic recording artist Charly McClain was in Wheeling recently to do the Saturday night Jamboree. Four WVVA listeners won dinner with Charly as part of a joint promotional effort between WVVA, Jamboree U.S.A., and Epic Records. Pictured after the show (l-r) are: Tom Miller, program director of WVVA; Mr. & Mrs. Michael Smith, Charly McClain, Mr. & Mrs. John Davis, and WVVA air personality Bill Berg.

Happy Holidays to everyone who helped make the Grand Ole Opry's 53rd birthday party a success!



Season's Greetings and thanks for making the Grand Ole Opry's 53rd Birthday the Best Ever. You came from 9 different countries with your time, your talent and your enthusiasm, and we couldn't have done it without you.

When the birthday cake was gone and everyone had left, we stopped to count: *890 of you were deejays, music directors and radio personnel. *452 of you were from the publishing industry, public relations, recording companies, ASCAP, BMI, SESAC, CMA and British CMA. *550 of you were musicians, recording artists and songwriters. *674 of you were promoters, agents, managers, music shop owners, night club owners, and related

professionals. Plus hundreds more from the Country Music industry.

And for five days Music City, USA, more than lived up to its name, as we had entertainment by Ronnie Milsap, Barbara Mandrell, Roy Acuff, George Jones, Dottie West, Bill Monroe, Ernest Tubb, Jim & Jesse, Marty Robbins, Porter Wagoner and countless other Opry performers. Grand Ole Opry entertainers won their share of CMA Awards, too! Grandpa Jones was elected to the Country Music Hall of Fame and Dolly Parton was named Entertainer of the Year. Ronnie Milsap accepted the Album of the Year Award for his "Almost Like a Song." Don Williams was Male Vocalist of the Year, Dottie West won as part of the Vocal Duo of the Year. And Barbara Mandrell, Hank Snow, Larry Gatlin, Jim Ed Brown and Loretta Lynn were all nominees.

You made the Opry proud! And we're proud of the contribution you all made to the Opry Trust Fund, which received half of each registration fee. Since it was incorporated in 1965, the Opry Trust Fund has given more than \$611,740.88 to country musicians and their families in times of need or emergencies. And the recipients do not have to be Opry members. The Opry Trust Fund exemplifies how we of the Country Music industry help each other overcome obstacles and get through financial and emotional crises.

Thank you for coming, and thank you for giving your time and your support. You made the Grand Ole Opry's 53rd Birthday Party a real cause for celebration. May you have a wonderful holiday season and a delightful New Year!

Grand Ole Opry®

An entertainment property of The National Life and Accident Insurance Company

COUNTRY

THE COUNTRY COLUMN

REVIEWS

Columbia's **Willie Nelson** will open his first annual "Lone Star Christmas Revue" Dec. 18-23 at the Austin Opry House in Austin, Tx. Willie plans to appear each of the six nights using artists on his own Lone Star Label to open the shows. Lone Star artists who will appear include the "Cooder Browne" Band, **The Geezinslaw Brothers**, comedian **Don Bowman**, **Ray Wylie Hubbard**, **Steve Fromholz** and **Jeannie Seely**, who recently signed with the label. Some special guests are promised and may include **Leon Russell**, **Waylon Jennings** and **Kris Kristofferson** and **Rita Coolidge**. Willie says Austin is the launching pad for his recent success, and he feels the concerts will be a Christmas present for people in the area.

In addition, Nelson is concluding work on his first major motion picture in which he co-stars with **Robert Redford** and **Jane Fonda**. The picture is called, "The Electric Horseman" and Willie plays a straight role with no singing.



Willie Nelson

New ABC artist **Jerry Fuller**, a veteran songwriter and producer, recently celebrated his first single release, "Salt On The Wound," with a party for 200 guests at his Los Angeles home. The old "Knickerbockers" band reunited for the evening and performed for the assembled guests. Fuller has written more than 850 songs during his career. Some of his well-known tunes include "Travelin' Man," "Young World," and "It's Up To You" by **Rick Nelson**. The "Union Gap" also recorded "Young Girl," "Lady Willpower" and "Over You," all written by Fuller.

Epic's **Barbara Fairchild** will hit the road for a few dates right after the new year. Barbara will be in Lehigh Acres, Fla. on Jan. 5, and then she will head to Oklahoma for three shows. Barbara will appear at the Tulsa Civic Center, Jan. 12, at the Hutchins Memorial Auditorium in Ponca City on the 13th, and she will play the Community Building in Skiatook on Jan. 16. **Minnie Pearl** will join Barbara at her show in Florida.

Monument's **Ray Price**, whose single, "Feet," rides the **Cash Box Country Singles'** chart at #19 this week, is vacationing in his native Texas.

Epic's **Tammy Wynette** will appear with the Oklahoma City Symphony, Jan. 6, and she will then head for Colorado for four nights. Tammy will appear Jan. 7-8 at the Studio in the Rockies in Vail, and she will play Rick's American Cafe in Aspen on Jan. 9-10.

ABC's **Freddy Fender** and entertainer **George "Goober" Lindsey** will co-headline a two-week engagement Jan. 17-30 at the Silverbird Hotel and Casino in Las Vegas, Nev. "We needed an explosive act to play our refurbished Continental Theatre, and now we are thrilled at having two," said **Jack Melvin**, general manager of advertising and public relations for the Silverbird.

Epic's **Joe Stampley** recently headlined a benefit concert for the victims of a tornado that nearly destroyed Bossier City, La. on Dec. 5. The concert was held at the Gold Dome on the Centenary College Campus in nearby Shreveport. "Radio stations KWKH and KRMD and the jaycees from Bossier City and Shreveport did a fantastic job putting this show together," said concert producer **Chet Kendrick**. The tornado killed four people and injured more than 200. Ninety-nine businesses were destroyed, and damage has been estimated at more than \$100 million. **President Carter** declares Bossier City a national disaster area.

Christmas is right on our doorstep, and a few RCA artists have related some of their favorite Christmas memories.

When **Dolly Parton** was 10 years old, her father brought in a good tobacco crop and finally could afford the family's first string of Christmas tree lights. "They were the kind of lights that were long and pointy and bubbled up when you plugged them in," Dolly said. Up to that year, Dolly's mother had never owned a wedding ring because her father was too poor. But on this Christmas, Dolly's father had bought a ring for his wife, and he told the children the ring was hidden on the Christmas tree. Dolly recalls how she and her brothers and sisters spent hours trying to find the ring. However, Dolly's father had unscrewed one of the lights and slipped the band under it.

RCA's **Jim Ed Brown** said the most special Christmas gift he ever got was when he was five or six-years-old. "My daddy made me a bean shooter from a cedar shingle off the smokehouse, and the rubber of an old inner tube. We were very poor, and that was really something to me."

Like many country artists, **Charley Pride** was very poor when he was growing up. Fruit was a treat for him then, but he said his kids are a little more particular. "Everytime I eat pecans, apples or oranges, they remind me of Christmas because that is the only time we got them," Charley related. "I always remember how we would go out in the woods and get 'em. We would take a brick and some bailing wire and make us what we called a "goodie picker." Last year, Charley's son, Kraig, wanted a 280-Z sports car, but Pride led his son to believe he would not get the car. "I kinda sneaked off and got it. I pulled it out while he was sleeping. When we got up to open our presents, I asked him if he would go out to my car and get a package out of the seat. When he opened the door, he saw the car sitting in front of the house."

United Talent general manager **Jimmy Jay** has announced the signing of the **Bellamy Brothers** to an exclusive booking agreement. Jay said the signing of the Warner Bros. act will initiate a new division of United Talent which will concentrate on country/pop bookings. The Bellamy Brothers were welcomed to Nashville last week with a reception at the United Talent offices prior to their appearance at the Exit/In.

MCA's **Loretta Lynn** and **Conway Twitty** have been booked to perform for the 47th Annual Livestock Show and Rodeo in Houston, Tx. this winter. Twitty will perform on Feb. 26 and Loretta will appear March 1. The Houston show is the largest livestock and rodeo show in the nation and will take place in the cavernous Astrodome beginning Feb. 21.

ABC's **Barbara Mandrell** will be seen on television in the coming weeks. She is captured dribbling a basketball with the Harlem Globetrotters for an ABC Wide World of Sports Special to be telecast in January, and she has taped a "Command Performance" for an upcoming network telecast. And recently Barbara took part in the "Christmas Special From The Grand Ole Opry," which was broadcast Dec. 13. Barbara has also been interviewed for a feature article in **Cosmopolitan** Magazine. Barbara and her family will spend the Christmas holidays skiing at their condominium in Aspen, Colo.

Ron Chancey is now producing ABC's **Roy Head**. And ABC's **John Conlee** can be seen performing in a January ABC-TV movie, "The Girls In The Office."

bob campbell

CHARLIE RICH (United Artist UA-X1269)

The Fool Strikes Again (3:33) (Al Gallico Music/Algee Music Corp. — BMI) (S. Davis/M. Sherrill/G. Cobb)

Just off a #1 record on the **Cash Box** country charts, Charlie should receive many adds at radio on this release which not only offers good piano work, but an exceptional arrangement by Bill Justis.

NARVEL FELTS (ABC AB12441)

Everlasting Love (2:37) (Rising Sons Music — BMI) (Buzz Cason/Mac Gayden)

With ABC mailing acetates to many stations, the company is receiving positive vibes and many promises of adding this single within the next few weeks. Possibly the best production work by Johnny Morris to date, but the Louise Mandrell single could prove challenging.

LOUISE MANDRELL (Epic 8-50651)

Everlasting Love (2:52) (Rising Sons Music — BMI) (Buzz Cason/Mac Gayden)

Produced by Buddy Killen, this is Louise Mandrell's best single yet — good production, smooth sound and commercial arrangement. However, Epic Records must pull airplay from stations which have always favored Narvel Felts. Accounts should monitor chart activity on both singles closely.

GLENN SUTTON (Mercury 55052)

The Football Card (3:59) (Flagship Music — BMI) (Glenn Sutton)

With the football playoffs at hand, this novelty record could get good rotation at radio and should be watched by one-stops. Although this single could have a short life, if watched closely, it could be profitable.

Cedarwood Marks 25th Year

(continued from page 32)

as manager of Columbia Records' recording studio, he received a call from his father asking him to go to work for Cedarwood. The elder Denny had learned he had cancer. Bill Denny described the unpleasant circumstances of that period of time.

Changing of The Guard

"My father was operated on for a stomach ailment, and they discovered he had cancer," said Denny. "He called me in the spring following his operation and asked me to come over. I had worked with him before, and now I came in as a manager. I took over in June, and my father died the following August.

"When I first took over in 1963, it was very tough," Denny added. "There were a lot of personal relationships that had developed between my father and other people in the

Woodland Buys 32-Track Neve Co.

NASHVILLE — Woodland Sound Studios president Glen Snoddy has announced the signing of a contract with Neve Co. for delivery of a 32-track console.

"We expect delivery will take place within a short while," Snoddy said. "We have been working with Neve for some time to adapt their 8078 console to our needs. This has meant that our engineering staff has worked out a system with the Neve engineers so the patch field will be constructed at Woodland, and the main console will be delivered with mating connectors. This will give us unusual capabilities with regards to patching."

The 8078 Neve is the largest console constructed by the company and is capable of 40 inputs and 32 tracks with VCA faders, grouping and complete automation. Prior to this order, only Caribou Ranch Studios in Colorado and Village Recorders in Los Angeles have been equipped with the 8078 Neve.

Snoddy invites any type of act or artist to use the Woodland Studios.

"We want the industry to know that Woodland has the capability to handle any type of session, not merely country," Snoddy said. "Already, the Neve console we have installed in our Studio B has attracted such non-country artists as Neil Young, Kansas (At Woodland the group recorded the first platinum rock album which was ever recorded in Nashville.), Michael Murphy, Katy Moffatt and Charlie Daniels."

With the purchase of the 8078 Neve, Woodland is also revamping the decor and lighting of its Studio A.

business that affected the business. Dad and Lucky were very close friends. But that relationship was not as close with me because I was new on the scene. So we sold our interest in the talent agency to him."

Denny and his brother, John, who is professional manager of Cedarwood, described their father as tough, but concerned with his employees.

"I am sure he was known as a tough, hard individual," Bill Denny said. "But he was one hundred percent for you if you got in trouble. He was always there. But he was a real hard dealer, the tough-image type."

"Daddy took from the industry, but he put back too," added John Denny. "He helped folks. If a picker had a wreck or if his house burned down, Daddy would help him. You don't see that today."

Bill and Jim Denny have more than filled their father's shoes because Cedarwood today is a bustling, active organization. Current writers include Zack Van Arsdale, who wrote "I'll Find It Where I Can" for Jerry Lee Lewis, Lee Morris, DeWayne Orender, Dale Royal, Fred Burch, Willie Fong Young, Ramona Redd, Mitchell Torok, Michael Heeney, Linda Easterling, Jim Hayner, Jack S. Schneider, Duke Faglier, Claude Southall and Alan Porter.

The current Cedarwood staff is composed of Dollie Denny, wife of Jim Denny and office manager; O.V. (Curley) Rhodes, promotion director; Mary Claire Rhodes, promotion assistant; Jim Hayner, publishing manager; Pat Higdon, director of creative services and studio manager; Michael Heeney, studio assistant and head of the jingle division; and Barney Evans, assistant studio manager.



JIM DENNY ACCEPTS MUSIC AWARD — The late Jim Denny, founder of Cedarwood Publishing and a member of the Country Music Hall of Fame, is pictured accepting an award from promoter Charlie Lamb. Shown in the photo which was taken in the '50s are (l-r): Bill Denny, son of Jim Denny and current Cedarwood president; Denny; and Lamb.

EXECUTIVES ON THE MOVE

(continued from page 12)



Bradley **Heyer** **Pino** **Benson**

Warner Names Reps — Warner Bros. Records has announced the appointment of four regional disco representatives, whose responsibilities will include the promotion of all disco product resulting from the recently inaugurated Warner/RFC pact. The team will be headed by national disco promotion director for Warner/RFC, Craig Kostich. Reporting to Kostich will be midwest regional disco representative Jim Thompson, Joe Carvello, northeast and southern regional disco representative, Wes Bradley, west coast regional disco representative and New York disco promotion representative Rita Heyer. Prior to his Warner/RFC appointment, Kostich was national promotion director for Far Out Management and national disco coordinator for Provocative Promotions, a Los Angeles based concern. Thompson was formerly vice president of Dogs of War Disco Jocks Association (a disco record pool) as well as operating his own promotion agency in the Chicago area. Carvello was a coordinator for the Boston Record Pool and a disco DJ for four years in the Boston area. Bradley was formerly involved in promotion for both the southern California and Bay Area Disco DJ Association, and a San Francisco based disco DJ. Heyer, prior to her appointment, worked in disco promotion for Warner Bros. Records as well as in the label's New York City publicity office.

Pino Named At RCA — Jorge Alberto Pino has been appointed manager, international product development at RCA Records. He joined the RCA organization in 1974 as a salesman for RCA Brazil, for whom he subsequently became a regional sales manager and did promotion as well. He came to the United States in May 1977 as an RCA Records International trainee, working in sales, promotion and marketing on the east coast. Early in 1978, he was appointed to the position of international marketing specialist.

Benson And Rothstein Promoted At Capitol — Ken Benson and Dave Rothstein have been appointed to new positions within Capitol's promotion department. Benson has been named national AOR promotion coordinator. Replacing Benson as western AOR coordinator is Dave Rothstein. Prior to his new appointment, Rothstein served as Capitol's promotion manager for the Denver area, a position he held since joining the label in 1975. Benson joined Capitol Records in 1974 as a promotion manager in the Detroit area. He was named western AOR coordinator in 1976, a position he held until his present promotion.

ABC Appoints Wilder — ABC Records has announced the promotion of Lee Wilder to manager of artist relations and publicity, ABC Records International. She joined ABC Records in August 1978 after serving as the international publicity coordinator for A&M Records. She is currently coordinating the first "Country Gala" at the upcoming Midem festival.

Carroll And West Named At Capitol — Bob Carroll and Paul West have been appointed to new posts at Capitol Records, Inc. Carroll has been named assistant studio manager at Capitol's Hollywood Tower. Replacing Carroll as Warner Brothers quality control manager at Capitol's Los Angeles plant is Paul West. Carroll joined Capitol's electronic development group in 1976. Prior to that time he owned and operated an audio and design business. West comes to Capitol's Los Angeles operation after two years as a duplicating supervisor in the tape department at Capitol's Winchester facility.

Lowell To Image — Image Marketing & Media, Los Angeles, has announced the appointment of Howard Lowell as marketing consultant and director of special projects. Lowell most recently served as editor of *Record Retail Report* and prior to that as chart director of *Cash Box*.

ATV Appoints Azzoli — ATV Music Canada has announced the appointment of Val Azzoli as professional manager, ATV Music Canada.

Helder To Zamoiski — The Zamoiski Co. announced the appointment of Joyce Helder to manager of record distribution and administration. Prior to this promotion, she served as administrative manager of the record and tape division.

Holtz To Clark — Clark Transfer has announced the appointment of Susan Holtz as tour coordinator for their Clark West Division. She has formerly been associated with Casablanca Records, Carole Bayer Sager, Peter Allen and Melissa Manchester. Her new offices are located at 1900 Ave. of the Stars #2525. She can be reached at (213) 277-3685.

ON JAZZ

(continued from page 17)

listened, then admitted, "You got me!", to the delight of Mangione and his band.

Tomato Records has issued an LP entitled "Earthquake Island" by trumpet player **Jon Hassell**. The LP combines elements of jazz and Indian music.

Helen Humes held over at The Jazz Emporium through Dec. 23. **Teruo Nakamura & The Rising Sun** are in for New Year's.

New from Xabado: **Charles McPherson** ("New Horizons"), **Frank Butler** ("The Steeper"), **Barry Harris** ("Plays Barry Harris") and **Sam Jones** ("Changes & Things").

The latest from Inner City includes **Ernie Krivda** ("The Alchemist") and **Hubert Eaves** ("Esoteric Funk").

Cornell Dupree's second Versatile LP is titled "Shadow Dancin'" and was arranged by **Mario Sprouse**. Alto man **Hank Crawford** is a special guest and the set consists of contemporary pop tunes.

bob porter



BOYS WILL BE HEROES — Following its debut at the Whiskey in Hollywood, Hero visited Tower Records in Hollywood, where store manager Bob Delaney made sure at least group member Scott Phares stayed around for a while. Pictured standing above are (l-r): Jeff Jones, Neil Citron, and Mark Houle of Hero; and Chris Baca of 20th Century-Fox Records. Seated are Phares (l) and Delaney.

TALENT

Olivia Newton-John

RAINBOW THEATER, LONDON — Although Olivia Newton-John had firmly established herself as a major talent in the U.K. before moving to California several years ago, she returned this time as a major international star. The Rainbow, though a standard rock venue, is not considered by most to be a place befitting a major star. However on this occasion, the extravagant kitsch '50s decor of the Rainbow lent itself well to Newton-John's added "Grease" ethos.

Olivia Newton-John fronted a seven piece backing band and a female harmony trio — set amongst a clean classic white stage set, illuminated from behind with alternating rainbow shade lighting. She presented herself to a capacity London audience on the final night of her U.K. tour with a demure, utterly charming presence, which never faltered throughout the entire evening. Her audience, a diverse cross-section ranging from children to grandparents interspersed by the occasional new-waver, were all eager to receive a sample of the new "Totally Hot" Olivia live. Their enthusiasm was at a high pitch from start to end and never waned.

Newton-John delivered a range of songs from her prolific repertoire with a relaxed and assured stance. Included were such numbers as "If Not For You," "Banks Of The Ohio," "If You Love Me Let Me Know," and her latest single from the "Totally Hot" album, "A Little More Love." Her movements were lithe and well-synchronized with the easy blend of country/west coast/soft rock/ballad right up to the first "Grease" song of the evening, "Hopelessly Devoted To You."

Dressed in skin tight black pants and a silver top, Newton-John could have easily convinced the audience that she had just stepped off the last scene in "Grease" minutes before, as she geared up to peak her act. The girl next door had lost her shyness and naivety as she called Labi Sifre to join her on stage to sing the movie duet "You're The One That I Want," delivered flawlessly with an extended duration to an ecstatic audience. This young artist certainly proved that stardom for her is natural, enjoyable and totally fulfilling.

nick underwood

out all the lead vocals while prancing about like a lioness patrolling her territory. This night her singing was in top form, alternately reproducing the sound of Heart's million-selling albums and reaching for, and holding, an impressive string of high and mid-range notes.

But sister Nancy's contributions, though more subtle, are just as important to the group's success. Her acoustic and rhythm guitar play provide much of the texture that sets Heart apart from run-of-the-mill rock bands and her vocal harmonies give the band its lusty, yet feminine sound. Her solo, exploding into "Crazy On You," was the musical highlight of the evening.

There were many other high points, though, as one might expect from a group with Heart's track record. Hits like "Barracuda" and "Magic Man" sent the crowd into hysterics, and more recent hits "Heartless" and "Straight On" showed that Heart's early hits were no fluke.

Of course the Wilsons must share the credit for Heart's success with the rest of the band, who for the most part are content to concentrate on the music while the women hold the audience's attention. The exception is Roger Fisher, whose leaps about the stage like a guitar-playing Mexican jumping bean. Mike Derosier is one of rock's best drummers, and Steve Fossen on bass and Howard Leese on keyboards and guitar also keep Heart throbbing.

joey berlin

Burton Cummings

THE ROXY, L.A. — Burton Cummings is a man blessed with stellar qualities other entertainers can only wish they possessed. He is handsome, plays white grand pianos, has a marvelous voice, and has a very appealing personality. With his recent appearance at the Roxy, it is apparent that his solo career, based on these qualities, has now come of age. Cummings' performance was marked by a smoothness that testifies to his many years of experience as well as by a contagious enthusiasm that alludes to the continuing thrill of finding himself centerstage.

Another one of Burton Cummings' talents in evidence at the Roxy was his ability to use other people's talent. A performer with less self-confidence might worry about being blown off the stage by the musicians who make up the Burton Cummings Band. Those men include James Phillips, who did outstanding work on synthesizer and electric keyboards, particularly on "Dream of a Child." There was also fiddler and vocalist Henry Small, whose work on the duets made a fine counterpart to Cummings' lead work. The music was definitely spit and polish rock 'n' roll and the bass (Ian Gardiner) and drums (Ace Holleran) carried it well. Finally, a rakish Jack Daniels was laying down the heavy lead licks on guitar.

The quantity of new material comprising the set surprised even his record company and it is further tribute to a man who refuses to rely on previous work as the mainstay for his current act. There was no clue who Burton Cummings used to be lead singer for until the encore, "No Time." **janet bridgers**

Heart

THE FORUM, L.A. — Heart, led by sisters Ann and Nancy Wilson, has three things going for it. It is one of the few rock bands prominently featuring women in more than just a token vocalist role; it is capable of producing fiery rock 'n' roll on a par with any band; and it has enjoyed an unending string of high-energy Top 40 hits. And Heart employed all three of these elements in totally captivating the sell-out crowd at its first Forum gig as a headliner.

Dark-haired Ann Wilson is the centerpiece of Heart's stage presentation, belting

ON STAGE

DISCO

DISCO BREAKS

OILING THE CORPORATE WHEELS — Ray Caviano was in Burbank last week for the first meeting of his regional staff. Housed in temporary quarters between sales and promotion in the Warner Bros. building, Caviano discussed his regional promotion strategy: "Local personalities and a sense of style are the keys to our plans. The days of one figurehead handling the entire country are over. I think all the major labels will follow our lead within the new year and move to the regional specialists concept." Caviano has divided the nation in regions with **Joe Carvello** handling Boston, Philadelphia, Pittsburgh, Baltimore-Washington, Atlanta, New Orleans, Miami, Tampa and the Carolinas. New York will be treated as a separate region with **Rita Heyer** and **Craig Kostich**, national promotion director, based in the city. **Wes Bradley** will handle Houston, Dallas, Phoenix, L.A., San Francisco, Seattle and Portland. **Jim Thompson** will work Cleveland, Detroit, Minneapolis, Chicago, Kansas City, St. Louis and that region. More reps are expected in the future. "I'll take a regional hit," says Caviano, "we are going to attack the secondary markets. Now that disco is exploding in the midwest and California there is more than New York. I took 'Plato's Retreat' by Joe Thomas into the Top 10 on disco charts without New York, San Francisco and L.A."



DJ Angelo Solar

Caviano rhetorically asked the pressing question, "How can any major record company now say that they don't have a disco department?" Ray cited involving the Warner Bros. corporate structure in his efforts as an important early priority. To achieve "disco sensitivity" within the corporate structure, the regional staff will communicate with branch personnel as well as engaging the R&B staff headed by **Tom Draper** and the pop promotion department. Caviano intends to follow his records from the clubs and stores to the radio. First product from the new Warner Bros. department will be a re-service of the 12" by **Third World**, a **Jim Burgess** remix of **Nicolette Larson's** "Lotta Love" and a **Boney M** 12" "Dancing In The Streets." While extolling the recent explosion of disco radio, Caviano also said that DJs are the backbone of the disco industry.

NAMES IN THE NEWS — **Rusty Garner**, touted L.A. DJ who spins at Rascals, has been named west coast disco coordinator for MK Dance Productions. Rusty also celebrated his 24th birthday last week. . . . **Randy Sills**, formerly of Ariola, is now west coast disco coordinator for Roadshow International. The label is closing its L.A. office but Randy will work out of the Franklin Towers in Hollywood. In addition to working on the Wonderland Band album, Randy says that he is opening a private club in L.A. Details to come. He is also producing an album of his own. . . . **David Rodriguez** has been named director of national disco promotion at Salsoul. He was previously with Butterfly in retail promotion on the west coast. . . . **Caril Mitro** is the new assistant coordinator of the Boston Record Pool. She will

REVIEWS

GREY AND HANKS — You Fooled Me — RCA AFL1-3069 — LP — 7.98

Grey and Hanks scored a #1 song a while ago by writing "Back In Love Again" for L.T.D. This time out, the talented writers have come up with a dashing debut album. The title track received some disco interest and charted well R&B. The album lives up to the promise of that single. "Dancin'" on the second side could be of strong disco interest. Catchy bass synthesizer, piano and clavinet lines by Hanks and work by Eddie "Bongo" Brown are joined by funky lead vocals by Grey and silky backing vocals compliments of Lorraine Johnson and a host of other friends. Down and dirty rhythm break and good ticking guitar work by Paul Flaherty make it hot. Much of the album can be played straight out-of-the-box but "Closer To Something Real" is another track of immediate interest. The rhythm section is a funky machine, Joel Brandon offers flute licks. Also check out "Gotta Put Something In."

RADIO DISCO HIGHLIGHTS

WBOS — BOSTON — JANE DUNKLEE

HOT ROTATION:
Le Freak — Chic — Atlantic
Take That To The Bank — Shalamar — Solar
You Stepped Into My Life — Melba Moore — Epic
One Nation Under A Groove — Funkadelic — Warner Bros.
I'm Every Woman — Chaka Khan — Warner Bros.
Shake Your Groove Thing — Peaches & Herb — Polydor
Y.M.C.A. — Village People — Casablanca
Plug Me To Death — Erotic Drum Band — Prism
A Little Lovin' (Keeps The Doctor Away) — The Raes — A&M
Chains — Bionic Boogie — Polydor

HIT BOUND:
Got To Be Real — Cheryl Lynn — Columbia
Countdown/This Is It — Dan Hartman — Blue Sky
Souvenirs — Voyage — Marlin/TK
Love & Desire — Arpeggio — Polydor
I Want To Fall In Love — Dolly Parton — RCA
At Midnight — T-Connection — Dash/TK

WLYT-FM — CLEVELAND — FREDDIE JAMES

HOT ROTATION:
C'est Chic — Chic — Atlantic (LP)
Cruisin' — Village People — Casablanca (LP)
MacArthur Park — Donna Summer — Casablanca
The Golden Touch — Cerrone — Cotillion (LP)
Giving Up, Giving In/The Runner — Three Degrees — Ariola (LP)
Ain't That Enough For You — John Davis — Sam
I Was Made For Dancing/Feel The Need —

Leif Garrett — Atlantic (LP) Sinner Man — Sarah Dash — Sinner Man — Kirshner
I Love The Night Life (Disco Round) — Alicia Bridges — Polydor
Instant Replay — Dan Hartman — Blue Sky
HIT BOUND:
Hot Butterfly — Bionic Boogie — Polydor (LP)
Baise Moi (Kiss Me) — Pam Todd — Channel Doin' The Best I Can — Bettye LaVette — West End
Dance — Paradise Express — Fantasy
What You Gave Me — Diana Ross — Motown
Midnight Madness — Denise McCann — Butterfly
Lemon — Lemon — Prelude (LP)
Bring On The Boys/Baby You Ain't Nothin' — Karen Young — West End

KXYZ — HOUSTON — BART TAYLOR
HOT ROTATION:
Le Freak — Chic — Atlantic
Shake Your Groove Thing — Peaches & Herb — Polydor
Je Suis Music — Cerrone — Cotillion
A Little Lovin' (Keeps The Doctor Away) — The Raes — A&M
Cruisin' — Village People — Casablanca (LP)
I Will Survive — Gloria Gaynor — Polydor
My Claim To Fame — James Wells — AVI
Giving Up, Giving In — Three Degrees — Ariola
Contact — Edwin Starr — 20th Century
Doin' The Best I Can — Bettye LaVette — West End

HIT BOUND:
If There's Love — Amant — TK
Love & Desire/Runaway — Arpeggio — Polydor
Dance — Paradise Express — Fantasy
Keep On Dancing — Gary's Gang — Sam

TOP 30 DISCO

	Weeks On Chart		Weeks On Chart
	12/16		12/16
1 LE FREAK★ CHIC (Atlantic — 12")	1	15 YOU STEPPED INTO MY LIFE★ MELBA MOORE (Epic — 12")	14
2 SHAKE YOUR GROOVE THING PEACHES & HERB (Polydor — 12")	2	16 I WILL SURVIVE★ GLORIA GAYNOR (Polydor — 12")	20
3 CONTACT EDWIN STARR (20th Century — 12")	4	17 TENDER IS THE NIGHT THP ORCHESTRA (Butterfly — LP)	17
4 A LITTLE LOVIN' (KEEPS THE DOCTOR AWAY) THE RAES (A&M — LP)	5	18 IF THERE'S LOVE★ AMANT (TK — 12")	19
5 CERRONE IV CERRONE (Cotillion — LP)	3	19 I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor — 12")	8
6 Y.M.C.A. ★ VILLAGE PEOPLE (Casablanca — 12" Remix)	9	20 AIN'T THAT ENOUGH FOR YOU★ JOHN DAVIS & THE MONSTER ORCH. (Sam — LP/12")	18
7 FLY AWAY (ALL CUTS) VOYAGE (Marlin/TK)	13	21 BRING ON THE BOYS/BABY YOU AIN'T NOTHING WITHOUT ME★ KAREN YOUNG (Westend — 12")	23
8 MY CLAIM TO FAME/TRUE LOVE IS MY DESTINY JAMES WELLS (AVI — LP)	7	22 NEW DIMENSIONS THREE DEGREES (Ariola — LP)	21
9 SHOOT ME WITH YOUR LOVE★ TASHA THOMAS (Atlantic — 12")	11	23 COUNTDOWN/THIS IS IT DAN HARTMAN (Blue Sky — 12")	25
10 MAC ARTHUR PARK SUITE DONNA SUMMER (Casablanca — LP)	6	24 DANCE★ PARADISE EXPRESS (Fantasy — 12")	29
11 CHAINS/CREAM ALWAYS RISES BIONIC BOOGIE (Polydor — LP)	10	25 BLAME IT ON THE BOOGIE★ JACKSONS — (Epic 12")	28
12 DOIN' THE BEST THAT I CAN★ BETTYE LAVETTE (West End — 12" Remix)	12	26 GOT TO BE REAL★ CHERYL LYNN (Columbia — LP/12")	—
13 HOLD YOUR HORSES★ FIRST CHOICE (Salsoul — 12")	15	27 LET THE MUSIC PLAY ARPEGGIO (Polydor — LP)	—
14 FEED THE FLAME/I'M LEARNING TO DANCE ALL OVER AGAIN LORRAINE JOHNSON (Prelude — LP)	16	28 SINNER MAN★ SARA DASH (Kirshner — LP/12")	22
		29 GET DOWN GENE CHANDLER (20th Century — 12")	26
		30 WORKIN' & SLAVIN'★ MIDNIGHT RHYTHM (Atlantic — 12")	24

Compiled from audience response as reported from top Disco programming artists.

★12" available for sale

PROGRAMMERS PICKS

	MUST SPIN	CAN'T MISS
Peter Lewicki Chicago	Contact Edwin Starr — 20th Cent.	Love And Desire Arpeggio — Polydor
Richie Kaczor New York	I Will Survive Gloria Gaynor — Polydor	Romance Romance — Barclay
Bill Sandor Pittsburgh	Soul Bones Trammps — Atlantic	Disco Extravaganza G.B. Experience — Atlantic
Mike Lewis Los Angeles	Contact Edwin Starr — 20th Cent.	Fly Away Voyage — Marlin/TK
Tommy Quinn New Orleans	This Is The House Pattie Brooks — Casablanca	Disco Extravaganza G.B. Experience — Atlantic
Marty Ross Detroit	I Will Survive Gloria Gaynor — Polydor	Kiss Me Again Dinosaur — Warner Bros.
Mark Rosenbaum Washington, D.C.	Shake Your Groove Thing Peaches & Herb — Polydor	I haven't Stopped Dancing Yet Gonzales — Capitol
Bacho Manquar New York	Happy People Martin Ford — Mountain	Care D.D. Sound — Baby/Polydor
Frank Lembo Philadelphia	Keep On Dancin' Gary's Gang — SAM	Dancin' Grey & Hanks — RCA
Michael Newman Omaha	Romance Romance — Barclay	Groove Me Trammps — Atlantic
Danny Krivit New York	Contact Edwin Starr — 20th Cent.	I Will Survive Gloria Gaynor — Polydor
Gary Tighe San Francisco	I Will Survive Gloria Gaynor — Polydor	Fly Me On The Wings Celi Bee — APA
Paul Curtis Seattle	Shake Your Groove Thing Peaches & Herb — Polydor	Hold Your Horses First Choice — Salsoul
George Cadenas Key West	Fly Away Voyage — Marlin/TK	Soul Bones Trammps — Atlantic
Bill Stooke Boston	Disco Extravaganza G.B. Experience — Atlantic	Comin' On Strong Caroline Crawford — Mercury

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 C'EST CHIC CHIC (Atlantic SD 19209)	12/16	38 TOGETHERNESS L.T.D. (A&M SP 4705)	12/16
2 THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)	3 5	39 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	37 28
3 CHAKA CHAKA KHAN (Warner Bros. BSK 3245)	2 4	40 NOTHING SAYS I LOVE YOU LIKE I LOVE YOU JERRY BUTLER (Phila. Int'l./Columbia JZ 35510)	41 33
4 LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)	1 8	41 LIGHT OF LIFE BAR-KAYS (Mercury SRM-1-3732)	44 8
5 CHERYL LYNN (Columbia JC 35486)	4 15	42 SUMMERTIME GROOVE BOHANNON (Mercury SRM 1-3728)	53 2
6 THE MAN BARRY WHITE (20th Century T-571)	8 8	43 MOTHER FACTOR MOTHER'S FINEST (Epic JE 35546)	38 27
7 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	5 11	44 LOU RAWLS LIVE (Phila. Int'l. PZ2-35517)	43 14
8 MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	6 18	45 HOT! PEACHES & HERB (Polydor PD-1-6172)	40 6
9 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	15 3	46 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	47 5
10 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. BSK 3209)	9 16	47 GIANT JOHNNY GUITAR WATSON (DJM/Phonogram DJM 19)	45 25
11 CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	7 13	48 INSTANT REPLAY DAN HARTMAN (Blue Sky JZ 35641)	36 10
12 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	10 11	49 "WANTED LIVE IN CONCERT" RICHARD PRYOR (Warner Bros. 2BSK 3364)	49 3
13 SWITCH (Gordy/Motown G6-980R1)	12 16	50 QUAZAR (Arista AB 4187)	59 2
14 REED SEED GROVER WASHINGTON JR. (Motown M7-019R1)	11 19	51 DISCO GARDENS SHALAMAR (Solar/RCA BXL 1-2895)	42 9
15 BROTHER TO BROTHER GINO VANNELLI (A&M SP 4722)	13 12	52 TOUCHDOWN BOB JAMES (Columbia JC 35594)	52 7
16 FLAME RONNIE LAWS (United Artists UA-LA-861-H)	14 10	53 JOURNEY TO ADDIS THIRD WORLD (Island ILPS 9554)	56 2
17 FOR THE SAKE OF LOVE ISAAC HAYES (Polydor PD 1-6164)	16 12	54 ALICIA BRIDGES (Polydor PD 1-6158)	55 4
18 COMMODORES' GREATEST HITS (Motown M7-012R1)	17 7	55 "NEW WORLDS" MANDRILL (Arista AB 4195)	54 8
19 BLAM! BROTHERS JOHNSON (A&M SP 4714)	19 7	56 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	60 5
20 GET DOWN GENE CHANDLER (Chi-Sound/20th T-578)	18 21	57 THE GOLDEN TOUCH CERRONE IV (Cotillion/Atlantic SD 5208)	50 25
21 STEP II SYLVESTER (Fantasy F-9556)	27 6	58 THE ADVENTURES OF CAPTAIN SKY CAPTAIN SKY (AVI-6042)	51 8
22 CHANSON (Ariola SW 50039)	20 25	59 BEST OF NORMAN CONNORS & FRIENDS (Buddah/Arista BDS 5716)	62 2
23 MELBA MELBA MOORE (Epic JE 35507)	22 18	60 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD-1-6179)	64 2
24 CROSSWINDS PEABO BRYSON (Capitol ST-11875)	26 7	61 GET OFF FOXY (TK/Dash 30005)	— 1
25 FUNK OR WALK THE BRIDES OF FUNKENSTEIN (Atlantic SD 19201)	27 6	62 YOU SEND ME ROY AYERS (Polydor PD 16159)	58 26
26 UGLY EGO CAMEO (Chocolate City/Casablanca CCLP 2006)	32 4	63 BONNIE POINTER (Motown M7-911R1)	57 20
27 BOBBY CALDWELL (Clouds/TK 8804)	21 10	64 SHOT OF LOVE LAKESIDE (Solar/RCA BXL 1-2937)	— 1
28 MONEY TALKS THE BAR-KAYS (Stax/Fantasy STX 4106)	25 11	65 TRUTH N' TIME AL GREEN (Hi HLP 6009)	68 3
29 KEEP ON JUMPIN' MUSIOUE (Prelude PRL 12158)	39 10	66 ENERGY POINTER SISTERS (Planet P-1)	— 1
30 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l. JZ 35095)	30 5	67 WELCOME TO MY ROOM RANDY BROWN (Parachute/Casablanca RRLP 9005)	69 4
31 DESTINY THE JACKSONS (Epic JE35552)	48 3	68 KINSMAN DAZZ (20th Century T-574)	48 15
32 LONG STROKE ADC BAND (Cotillion/Atlantic SD 5210)	24 17	69 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	— 1
33 BRASS CONSTRUCTION IV (United Artists UA-LA916-H)	23 28	70 MIND MAGIC DAVID OLIVER (Mercury SRM-1-3747)	66 18
34 BETTY WRIGHT LIVE (Alston 4408)	31 5	71 A TASTE OF HONEY (Capitol ST 11754)	— 1
35 COME AND GET IT RICK JAMES (Gordy G-7-98RA)	46 3	72 "SMOKIN' " SMOKEY ROBINSON (Motown T9-363A2)	61 30
36 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	33 5	73 HOUSE OF LOVE CANDISTATON (Warner Bros. BSK 3207)	73 2
37 THE WIZ (MCA 2-14000)	28 27	74 WHAT YOU WAITIN' FOR STARGARD (MCA 3064)	70 23
	29 31	75 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	65 7
	34 10		74 16
	35 12		

Motown Releases Gaye's 1st Studio Album In Two Years

Cookie Amerson

LOS ANGELES — Marvin Gaye's first studio album in more than two years, "Here, My Dear," will be released this week. "A Funky Space Reincarnation" will be the single and is scheduled to be released Dec. 28.

Coinciding with the release of the album is a massive consumer/trade advertising campaign, which will begin with radio time buys. After the first of the year, Motown will add television and print buys.

The marketing/merchandising game plan will also include flyers and posters which will feature the double LP cover opened to its full length. The Gaye campaign will also utilize in-store video film clips. The film will showcase Gaye performing a song from the album while portions of the film clip will also go into the making of the TV spots. Although the campaign will spotlight the new LP, the entire Gaye catalog will be brought back into focus.

Retail Aspect

Noting that in some parts of the country retailers have been experiencing a lull in

sales, Miller London, national singles sales manager at Motown said, "Since Marvin has not had a studio LP out for some time, the interest at the retail level is at a high point. Some dealers even expressed a feeling that it would be instrumental in some areas in bringing people into the stores."

Timely Release

"Since Christmas is the highest sales time for the record industry the release of this album is very timely," added Danny Davis, vice president of promotion for Motown. "We knew the LP was coming, but not quite this soon. When we received the LP we rushed it to the pressers, and decided we would envelope it with a massive campaign."

"The rush release of this LP will not be the only surprise that will be related to this campaign," says Derek Church, vice president of creative services. "The specifics of the campaign are still in their formative stages, and will be filled with several surprises."



HENDERSON GETS GOLD — Arista/Buddah recording artist, Michael Henderson was recently presented with his first gold LP. Pictured are (l-r) Bob Gaitsers, R&B regional promotion Arista; Larkin Arnold, senior vice president Arista; Henderson; Michael Lippman, vice president/Arista and Jim Blevins local R&B promotion Arista.

THE RHYTHM SECTION

NEW BENSON — George Benson's upcoming album is slated to be released early February. Benson wrote three tunes on the LP entitled "Living Inside Your Love," which will be a double-LP set.

DRINK THE THREE DEGREES — Several clubs are picking up on the Three Degrees drink that was concocted at a disco club in Pittsburgh during the trio's recent tour. Now, Ariola Records has produced Three Degrees napkins and matches, along with a myriad of other disco merchandising paraphernalia.

CHANGES — Bill Travis, formerly the music director at WDIA in Memphis, has joined KMJQ in Houston, and will be doing the 10 am to 2 pm airshift.

OK 100 FINED — OK 100 in Washington, D.C. was fined for violation of the FCC contest rules. The commission charged the station for two contests that were aired from Dec. 1977 to Feb. 1978. Specifically, the FCC charged that: (a) the announcements for its "Thousand Dollar Dial Contest" were false, misleading and deceptive, in as much as the on air promotional statements noted that the entire "Washington area" was included in the contest, but in fact some suburban areas were never called; (b) announcements for the station's "Black Book Contest" did not disclose the nature or value of the actual prizes because the prizes were not described; and (c) the names listed in the "Black Book Contest" were not used in the Thousand Dollar Contest as was explained over the air to the listeners.

FARRAH-CHERYL NOW KELLEE — Shadybrook recording artist Kellee Patterson is following the same pattern as Farrah Fawcett, Cheryl Tiegs and Cheryl Ladd by having a poster, T-shirt and fan club campaign launched. Pro-arts Inc. has contracted for Patterson to do the campaign early '79. Patterson's upcoming LP has been marked for a February release, and will be entitled "All The Things You Are."

RAWLS IS DEALING — Lou Rawls has concluded an agreement with the Las Vegas Hilton Hotel to appear in 1979 for a minimum of six weeks at the hotel. The Hilton has already set up two dates from Jan. 26 to Feb. 12 and Aug. 7-20.

PUSH EXCEL-A-THON AWARDS — Rev. Jesse Jackson's Operation PUSH is getting together with "Midnight Special" producer Burt Sugarman to stage a major awards program called "Excel-A-Thon Weekend." The awards will be primarily geared to blacks who have made valuable contributions in various fields. The show has tentatively been set for March 10 and 11. Personalities who have so far committed themselves are Henry

(continued on page 40)

CASH BOX TOP 100

December 23, 1978

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 LE FREAK CHIC (Atlantic 3519)	12/16	34 NEVER HAD A LOVE LIKE THIS BEFORE TAVARES (Capitol 4658)	12/16	69 GET UP BRASS CONSTRUCTION (United Artists UA-X1262-Y)	12/16
2 GOT TO BE REAL CHERYL LYNN (Columbia 3-10808)	2	35 GANGSTER OF LOVE JOHNNY GUITAR WATSON (DJM/Phonogram DJMS 1101)	43	70 BEYOND THE CLOUDS QUARTZ (Marlin/TK 3328)	73
3 SEPTEMBER EARTH, WIND & FIRE (ARC/Columbia 3-10854)	4	36 NOW THAT WE FOUND LOVE THIRD WORLD (Island/Warner Bros. IS 8663)	37	71 WHAT'S YOUR SIGN GIRL? MR. DANNY PEARSON (Unlimited Gold/Columbia ZS8 1400)	76
4 I'M EVERY WOMAN CHAKA KHAN (Warner Bros. WBS 8663)	3	37 LOVE VIBRATION JOE SIMON (Spring/Polydor SP 190)	44	72 LET'S DANCE TOGETHER WILTON FELDER (ABC AB-12433)	85
5 LOVE DON'T LIVE HERE ANY MORE ROSE ROYCE (Whitfield/Warner Bros. WHI 8712)	3	38 I WANNA MAKE LOVE TO YOU RANDY BROWN (Parachute/Casablanca RR 517)	45	73 MR. FIX-IT JEFFREE (MCA-40955)	87
6 GET DOWN GENE CHANDLER (20th Century TC 2386)	6	39 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. WBS 8710)	8	74 DIG A LITTLE DEEPER LATTIMORE (Glades TK 1750)	79
7 I DON'T KNOW IF IT'S RIGHT EVELYN "CHAMPAGNE" KING (RCA PB 11386)	10	40 TOO MUCH HEAVEN BEE GEES (RSO 913)	10	75 LOVE IS VERNON BURCH (Chocolate City/Casablanca 015)	80
8 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618)	8	41 UNLOCK YOUR MIND THE STAPLES (Warner Bros. WBS 8669)	15	76 EVERYBODY'S DANCIN' KOOL & THE GANG (De-Lite/Phonogram DE-910)	86
9 LONG STROKE ADC BAND (Cotillion/Atlantic 44243)	12	42 DANCE (DISCO HEAT) SYLVESTER (Fantasy F-827)	4	77 HONEST I DO LOVE YOU CANDI STATON (Warner Bros. WBS 8691)	78
10 YOUR SWEETNESS IS MY WEAKNESS BARRY WHITE (20th Century TC 2380)	11	43 GIVING UP, GIVING IN THE THREE DEGREES (Ariola 7721)	10	78 I MIGHT AS WELL FORGET ABOUT LOVING YOU KINSMAN DAZZ (20th Century TC-2390)	89
11 WHAT YOU WON'T DO FOR LOVE BOBBY CALDWELL (Clouds/TK 11)	7	44 BLAME IT ON THE BOOGIE THE JACKSONS (Epic 8-50595)	16	79 LOVE IS HERE RONNIE LAWS (United Artists UA-X1264-Y)	88
12 TAKE THAT TO THE BANK SHALAMAR (Solar/RCA JH 11379)	15	45 (OLIVIA) LOST AND TURNED OUT THE WHISPERS (Solar/RCA JH 11353)	10	80 JE SUIS MUSIC CERRONE (Cotillion/Atlantic 4244)	84
13 MARY JANE RICK JAMES (Motown G7-162)	13	46 TONIGHT'S THE NIGHT BETTY WRIGHT (TK/Alston 3740)	11	81 I'LL DANCE BAR-KAYS (Mercury 74039)	—
14 Y.M.C.A. VILLAGE PEOPLE (Casablanca NB 945)	9	47 SO EASY CON FUNK SHUN (Mercury 74024)	12	82 YOU CAN DO IT DOBIE GRAY (Infinity INF-50,003)	—
15 AQUA BOOGIE PARLIAMENT (Casablanca NB 950)	8	48 "H.E.L.P." FOUR TOPS (ABC-1242)	17	83 OH HONEY DELEGATION (Shadybrook SB-1048)	—
16 WE BOTH DESERVE EACH OTHER'S LOVE L.T.D. (A&M 2095)	25	49 LOVE CHANGES MOTHER'S FINEST (Epic 8-50641)	5	84 YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER (Fantasy F-846-A-M)	—
17 (I'M JUST THINKING ABOUT) COOLING OUT JERRY BUTLER (Phila. Int'l./Columbia ZS8-3656)	20	50 AIN'T WE FUNKIN NOW THE BROTHERS JOHNSON (A&M 2098)	8	85 SOMEWHERE IN MY LIFETIME PHYLLIS HYMAN (Arista AS 0380)	—
18 ANGEL DUST GIL SCOTT-HERON (Arista AS 0366)	6	51 ONLY YOU TEDDY PENDERGRASS (Phila. Int'l./CBS ZS8-3657)	11	86 SHOOT ME (WITH YOUR LOVE) TASHA THOMAS (Atlantic 3542)	—
19 YOU STEPPED INTO MY LIFE MELBA MOORE (Epic 8-50600)	18	52 IT'S ALL THE WAY LIVE LAKESIDE (Solar/RCA JH-11380)	13	87 TOO LATE MANDRILL (Arista AS 0375)	—
20 IN THE BUSH MUSIQUE (Prelude PRL 71110)	22	53 "HOW DO YOU DO" AL HUDSON & THE SOUL PARTNERS (ABC AB 12424)	6	88 LOOSE CABOOSE JOE TEX (Dial/TK 2800)	—
21 SHAKE YOUR GROOVE THING PEACHES & HERB (Polydor PD 14514)	16	54 WONDER WORM CAPTAIN SKY (AVI 225-S)	17	89 FOR GOODNESS SALES, LOOK AT THOSE CAKES JAMES BROWN (Polydor PD 14522)	—
22 DON'T HOLD BACK CHANSON (Ariola 7717)	9	55 "LOVE TO BURN" O.C. SMITH (Shadybrook/Janus SB 1045)	26	90 HANG IT UP PATRICE RUSHEN (Elektra E-45549-A)	—
23 THERE'LL NEVER BE YOU SWITCH (Gordy 7G 159-F)	12	56 HOLY GHOST THE BAR-KAYS (Stax/Fantasy STX-3216-A-S)	14	91 MY LOVE AIN'T NEVER BEEN THIS STRONG 7th WONDER (Parachute/Casablanca RR 519)	—
24 I'M SO INTO YOU PEABO BRYSON (Capitol 4656)	14	57 STAR CRUISER GREGG DIAMOND (Marlin/TK 3329)	22	92 OFF KATHY BARNES (Republic REP-032A)	—
25 MAC ARTHUR PARK DONNA SUMMER (Casablanca NB 939)	14	58 EVER READY LOVE THE TEMPTATIONS (Atlantic 3538)	6	93 GLAD I GOTCHA BABY BEVERLY AND DUANE (Ariola 7728)	—
26 "MIDNIGHT GIRL" LENNY WILLIAMS (ABC AB 12423)	19	59 HAPPY FOR LOVE POCKETS (Columbia 3-10859)	9	94 YOURS AND YOURS ALONE ESTHER WILLIAMS (Friends & Co. FDJ 130)	—
27 "FREE ME FROM MY FREEDOM/TIE ME TO A TREE (HANDCUFF ME)" BONNIE POINTER (Motown M1451F)	28	60 LIVIN' IT UP (FRIDAY NIGHT) BELL & JAMES (A&M 2069)	9	95 I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PS 14483)	—
28 INSTANT REPLAY DAN HARTMAN (Blue Sky/CBS ZS3-2772)	9	61 ZEKE THE FREAK ISAAC HAYES (Polydor PD 14521)	28	96 EASE ON DOWN THE ROAD DIANA ROSS & MICHAEL JACKSON (MCA 40947)	—
29 IN THE NIGHT-TIME MICHAEL HENDERSON (Buddah/Arista BDA 600)	28	62 INSANE CAMEO (Chocolate City/Casablanca CC 016)	9	97 I GOT MY MIND MADE UP (YOU CAN GET IT GIRL) INSTANT FUNK (Salsoul/RCA S7 2078)	—
30 EVERY 1'S A WINNER HOT CHOCOLATE (Infinity INF-50 002)	32	63 THINKIN' ABOUT IT TOO AL JARREAU (Warner Bros. WBS 8677)	10	98 THE REAPER THE CONTROLLERS (Juana/TK 3419)	—
31 DISCO TO GO THE BRIDES OF FUNKENSTEIN (Atlantic 3498)	32	64 BUSTIN' LOOSE PART 1 CHUCK BROWN & THE SOUL SEARCHERS (Source/MCA SOR-40967)	32	99 ALL MY LOVE D.J. ROGERS (Columbia 3-10836)	—
32 FUNK N' ROLL (DANCIN' IN THE FUNKSHINE) OUAZAR (Arista AS 0349)	34	65 CHANGE ZULEMA (Le Joint/London 5N-34001)	34	100 BEFORE THE RAIN LEE OSKAR (Elektra E-45538)	—
33 I JUST WANNA STOP GINO VANNELLI (A&M 2072-S)	29	66 KEEP IT COMIN' ATLANTIC STARR (A&M 2101-S)	9		
	36	67 I'M COMING HOME AGAIN GLADYS KNIGHT (Buddah/Arista BDA 601)	7		
	14	68 GOOD THANG FAZE-O (She/Atlantic SH 8701)	4		
	16		5		

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

Ain't We (Yellow Brick Road/Kodi — ASCAP/ Kidada — BMI) 50	Good Thang (Match — BMI) 68	Je Suis Music (MTB—SESAC) 80	Shake Your Groove (Perren-Vibes — ASCAP) 21
All My Love (Circle R — ASCAP) 99	Got To Be (Butterfly/Gong — BMI/Hudman/ Cotaba — ASCAP) 2	Keep It (Friday's Child — BMI) 66	Shout Me (Velocity — BMI) 86
Angel Dust (Brouhaha — ASCAP) 18	Hang It (Baby Fingers — ASCAP) 90	Le Freak (Chic — BMI) 1	So Easy (Val-Le-Joe — BMI) 47
Aqua (Rubberband — BMI) 15	Happy For Love (Verdangel/Patmos — BMI) 59	Let's Dance (Four Knights — BMI) 72	Somewhere (Mid-America/Whee — ASCAP) 85
Before . . . Rain (Far Out/Ikke-Bad — ASCAP) 100	H.E.L.P. (Six Strings/Dajoye/Ensign — BMI) 48	Living It Up (Mighty Three — BMI) 60	Star Cruiser (Arista/Diamond Touch — ASCAP) 57
Beyond 70	Holy Ghost (East Memphis — BMI) 56	Long Stroke (Woodson's/Bus — BMI) 9	Take That (Rosey — ASCAP) 12
Blame It On (Almo Music — ASCAP) 44	Honest I Do (Da Anni — ASCAP) 77	Loose Caboose (Tree — BMI) 88	The Reaper (Every-Knight — BMI) 98
Bustin' Loose (Nouveau/Accent — BMI) 64	How Do (Perks — BMI) 53	Love Changes (Alexscar — BMI) 49	There'll Never (Jobete — ASCAP) 23
Change (Double Joint/Zu-Greece — BMI) 65	I Don't Know (Six Continents/Mills and Mills — BMI) 7	Love Don't (May 12th/Warner-Tamerlane — BMI) 5	Tonight's (Aljarreau/Desperate — BMI) 63
Dance (Jobete — ASCAP) 42	I Got My Mind (Lucky Three/Henry Suemay — BMI) 97	Love Is (Sand B/Rick's — BMI) 75	Too Late (Mandrill — ASCAP/Blackwood/Tauvir — BMI) 87
Dig A Little (Sherlyn — BMI) 74	I Just (Ross/Vannelli) 33	Love Is Here (At Home/Fizz — ASCAP) 79	Too Much (Unicef — BMI) 40
Disco To Go (Rubberband — BMI) 31	I'll Dance (Bar-Kays/Warner Tamerlane — BMI) 81	Love To (Screen Gems/EMI — BMI/Bobby Goldsboro — ASCAP) 55	Unlock Your (Temporary-Secular — BMI) 41
Don't Hold (Kichelle/Jamersonian/Cos-K — ASCAP) 22	I Love (Lowery — BMI) 95	Love Vibration (Possie/TiRandazz — BMI) 37	We Both (Almo/McRorscod — ASCAP/Irving/McDotsbov — BMI) 16
Ease On (Fox Fantare — BMI) 96	I'm Every (E.M.P./Times Square — BMI) 67	Mac Arthur (Canopy — ASCAP) 25	What's Your 71
Ever Ready (Good Life — BMI/J.P. Everett — ASCAP) 58	I'm Just (Nick-O-Val — ASCAP) 4	Mary (Stone Diamond — BMI) 13	What You (Warner-Tamerlane/May 12th — BMI) 11
Everybody's Dancing (Delightful/Gang — BMI) 76	I Might Forget (Combine/Resaca — BMI) 78	Midnight Girl (Spec-O-Lite/Traco/Jobete — BMI) 26	Wonder (Thom Thom — ASCAP/Upper Level — BMI) 54
Every 1's (Finchley — ASCAP) 30	I'm Just (Mighty Three — BMI/Fountain — ASCAP) 17	Mr. Fix-It (Dr. Rock — BMI) 73	Y.M.C.A. (Greenlight — ASCAP) 14
For Goodness (Dynatone/Belinda/Unichappell — BMI) 89	I'm So Into (WB/Peabo — ASCAP) 24	My Love Ain't (Muscle Shoals — BMI) 91	You Can (American Dream/Bien/Top Of The Town/Edie Sands — ASCAP) 82
Free Me (Jobete — ASCAP/Stone Diamond — BMI) 27	In The Bush (Pat Music Div./Leeds Music Corp./Phylmar — ASCAP) 20	Never Had A Love (Medad/Irving — BMI) 34	You Make Me Feel (Bee Keeper/Tipsy) — ASCAP) 84
Funk 'N' Roll (Jumpshot — BMI) 32	In The Nighttime (Electrocord — ASCAP/Intense — BMI) 29	Now That (Mighty Three — BMI) 36	Unlocked Your (Stigwood/Unichappell — BMI) 19
Gangster (Lynnal — BMI) 35	I Wanna (Irving — BMI) 38	Off (Stevenson — ASCAP) 92	You Stepped (Stigwood/Unichappell — BMI) 19
Get Down (Gaetana/Cachand/Cissi — BMI) 6	Is It Still (Nick-O-Val — ASCAP) 39	(Olivia) Lost (Spectrum VII — ASCAP) 45	Yours And Yours (Damit — BMI) 94
Get Up (Desert Rain/BigBoro — ASCAP) 69	It's All (Spectrum VII — ASCAP) 52	One Nation (Malbiz — BMI) 8	Your Sweetness (Sa-Vette/Six Continent/Rel Nel — BMI) 10
Giving Up (Heath Levy/April — ASCAP) 43		Only You (Mighty Three — BMI) 51	Zeke The Freak (Afro — BMI) 61
Glad I Gotcha (Woodson's/Hatress/Us-Arabella — BMI) 93		September (Saggifire — BMI, Steelchest — ASCAP, Irving/Charleville — BMI) 3	

BLACK CONTEMPORARY

MOST ADDED SINGLES

- I'LL DANCE — BARKAYS — MERCURY**
WBMX, WWIN, WYLD, WJPC, KATZ, WVOL, WAMO, WANT, WXVI.
- OH HONEY — DELEGATION — SHADYBROOK**
WMBM, WYBC, WYLD, WDAS, WAMO, WGPR-FM, WABQ, WLOU, WXEL-FM.
- SOMEWHERE IN MY LIFETIME — PHYLLIS HYMAN — ARISTA**
WLTH, WYBC, WDAS, KMJQ, KATZ, WTLC, WAMO, WABQ.
- SHOOT ME (WITH YOUR LOVE) — TASHA THOMAS — ATLANTIC**
WIGO, WWRL, WWIN, WGIV, WWDW, WANT.
- EVER READY LOVE — THE TEMPTATIONS — ATLANTIC**
WLTH, WJLB, WTLC, WNJR, WVKO, WLOU.
- YOU MAKE ME FEEL (MIGHTY REAL) — SYLVESTER — FANTASY**
KKSS, WWIN, WAMO, KOKY, WXEL-FM.
- LOVE VIBRATION — JOE SIMON — SPRING**
WIGO, WWRL, WYLD, WAMO, WABQ.
- ZEKE THE FREAK — ISAAC HAYES — POLYDOR**
WDAS, WVOL, WAMO, WAOK, WGOK.
- "H.E.L.P." — FOUR TOPS — ABC**
WMBM, WLTH, WWRL, KPRS, WAWA.

MOST ADDED ALBUMS

- MIND MAGIC — DAVID OLIVER — MERCURY**
WQMG, WWDW, WJPC, WVOL, WTLC, KOKY, WYBC, WORL, WUFO, WXEL-FM.
- LIGHT OF LIFE — BARKAYS — MERCURY**
WQMG, WGOK, KACE, WTLC, WUFO, WBMX, WAOK.
- B.Y.O.F. (BRING YOUR OWN FUNK) — WESTBOUND**
KOKY, WRAP, WUFO, WILD, WOL, WLOU.

SELECTED ALBUM CUTS

MIND MAGIC — DAVID OLIVER — MERCURY
I Wanna Write You A Love Song, I Surrender

YOU FOOLED ME — GREY & HANKS — RCA
Dancin', "Way Out To Get In"

SWEET MAGIC — DO YOU HAVE ANY? — LE PAMPLEMOUSSE — AVI
Sweet Magic, Do You Have Any?

TAKE A LOOK AT THOSE CAKES — JAMES BROWN — POLYDOR
For Goodness Sakes, Look At Those Cakes, Someone To Talk To

T-CONNECTION — DASH
Saturday Night, Love Supreme, Funknection

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — CHARLES GREEN, MD — #1 — CHIC
JUMPS: 20 To 14 — L. Williams, 16 To 8 — E.C. King, 15 To 5 — J. Butler, 13 To 2 — EWF. ADDS: B. Pointer, J. Simon, Peaches & Herb, Brides Of Funkenstein, N. Connors, T. Thomas. LP ADDS: P. Bryson, Temptations, W. Hutch, A. Hudson.

WWIN — BALTIMORE — DON BROOKS, PD
HOTS: C. Khan, ADC Band, P. Bryson, Quartz, Rose Royce, E.C. King, Parliament, C. Lynn, Chic, T-Connection. LP ADDS: Bar-Kays, Cameo, G. Diamond, D. Hartman, Sylvester, Three Degrees, Village People, T. Thomas. LP ADDS: T-Connection.

WILD — BOSTON — SONNY JOE WHITE, PD — #1 — CHIC
JUMPS: 37 To 33 — T. Thomas, 38 To 34 — J. Simon, 36 To 29 — Quartz, 35 To 28 — LTD, 31 To 27 — E.C. King, 32 To 26 — Hot Chocolate, 29 To 25 — Bee Gees, 28 To 24 — Raes, 27 To 23 — Zulema. ADDS: B. Pointer, Parliament, B. Wood, Seventh Wonder, Dobie Gray. LP ADDS: Mandrill, Fantastic Four, Parliament, Chic, Bar-Kays, R. Ayers.

WUFO — BUFFALO — BYRON PITTS, PD
HOTS: Slave, Taste Of Honey, Lakeside, Bohannon, T. Thomas, P. Bryson, E.C. King, Musique, Tavares, C. Crawford. ADDS: C. Crawford, Bohannon, Sweet Cream, V. Reed, Faze-O. LP ADDS: Side Effect, T-Connection, Fantastic Four, Bar-Kays, D. Oliver.

WGIV — CHARLOTTE — LEE MICHAELS, PD
HOTS: C. Lynn, R. Brown, P. Bryson, Atlantic Starr, Rose Royce, Bell & James, Peaches & Herb, Chic, Controllers, EWF, B. Caldwell, Third World, Tavares, D. Hartman, M. Henderson, D.J. Rogers, G. Chandler, Parliament, K. Barrow, M. Moore, Bar-Kays, Temptations, V. Burch, N. Jean, Chanson. ADDS: Bee Gees, S. Dash, L. Ronstadt, Captain Sky, T. Thomas, Joe Tex. LP ADDS: Kinsman Dazz.

WJPC — CHICAGO — SONDRRA ROBERTS, MD — #1 — G. CHANDLER
JUMPS: 21 To 11 — Whispers, 19 To 10 — Musique, 16 To 9 — EWF, 13 To 5 — Chic, 12 To 4 — ADC Band. ADDS: E.C. King, Bar-Kays, D.J. Rogers, A. Gibb, Stargard, B. Lyle, Eastbound Expressway. LP ADDS: D. Oliver.

WBMX — CHICAGO — JAMES ALEXANDER, MD
HOTS: Chic, ADC Band, Whispers, Funkadelic, E.C. King, Brides Of Funkenstein, C. Khan, L. Williams, J. Butler, G.S. Heron. ADDS: E. Starr, Jeffree, Bar-Kays. LP ADDS: Four Tops, Bar-Kays, Bob James.

WCIN — CINCINNATI — BOB LONG, PD
HOTS: Chic, C. Lynn, E.C. King, L. Williams, L. Rawls, G. Chandler, P. Bryson, Parliament, C. Khan. ADDS: Three Degrees, Mother's Finest, K. Barnes, Captain Sky, Bar-Kays. LP ADDS: R. Ayers/W Henderson.

WJMO — CLEVELAND — LYNN TOLLIVER, PD — #1 — CHIC
JUMPS: 39 To 34 — C. Staton, 38 To 32 — Third World, 40 To 29 — Mandrill, 27 To 23 — Tavares, 28 To 18 — G. Chandler, 30 To 12 — Temptations, 14 To 10 — E.C. King, 18 To 8 — Staples, 11 To 7 — Bee Gees, 36 To 6 — Parliament, 8 To 5 — EWF. ADDS: Hot Chocolate, Third World, W. Felder. LP ADDS: R. Laws, W. Felder, R. Pryor.

WJLB — DETROIT — TOM COLLINS, PD — #1 — C. KHAN
JUMPS: 47 To 33 — Four Tops, 38 To 32 — Third World, 40 To 29 — Lattimore, 39 To 27 — J. Simon, 32 To 24 — B. Caldwell, 29 To 24 — Hot Chocolate, 26 To 21 — B. Pointer, 19 To 14 — EWF, 16 To 11 — Musique, 15 To 10 — LTD, HB To 40 — Broadway, HB To 39 — G. Knight, HB To 38 — R. Laws, HB To 36 — M. Jackson, HB To 35 — Parliament. ADDS: Mother's Finest, R. Laws, G. Knight, Broadway, Bohannon, D. Gray, Kinsman Dazz, D. Moore, Temptations. LP ADDS: ADC Band.

KMJQ — HOUSTON — PAM WELLES, MD — #1 — CHIC
JUMPS: 40 To 30 — Valentine Bros., 31 To 28 — Shalamar, 32 To 25 — Emotions, 25 To 21 — H. Kenney, 24 To 20 — Jacksons, 35 To 17 — P. Bryson, 26 To 13 — Musique, 12 To 10 — G. Chandler, 38 To 7 — EWF, 10 To 6 — Chanson, 11 To 5 — Peaches & Herb, Ex To 39 — Raes, Ex To 38 — McCoo/Davis, Ex To 37 — B. Sigler, Ex To 36 — T. Thomas. ADDS: Pointer Sisters, G. Washington, MFSB, P. Hyman, G. Johnson, El Coco, Atlantic Starr, G. Diamond. LP ADDS: A. Bofill, Woody Herman Band, Le Pamplemousse, M. Brown.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, MD
HOTS: ADC Band, P. Bryson, Chic, Sweet Cream. ADDS: Cameo, Bee Gees, D. Hartman, G. Washington, Third World, P. Hyman, Temptations, Mandrill, Trampms. LP ADDS: D. Oliver, Bar-Kays, Mandrill, Stargard.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — RICK JAMES
HOTS: 33 To 23 — Tavares, 28 To 18 — C. Lynn, 19 To 16 — V. Burch, 9 To 3 — Village People. ADDS: Parliament, Kool & The Gang, Four Tops, G.B. Experience, Ayers/Henderson, Chic. LP ADDS: D. Ross, Side Effect, Parliament.

KKTT — LOS ANGELES — WALT LOVE, PD — #1 — CHIC
HOTS: 25 To 17 — Shalamar, 23 To 18 — Parliament, 22 To 14 — Lakeside, 18 To 2 — G.S. Heron, 10 To 4 — EWF. ADDS: Beverly & Duane, Quazar. LP ADDS: Mother's Finest, Gonzalez, V. Reed, Kinsman Dazz, Le Pamplemousse.

KACE — LOS ANGELES — ALONZO MILLER, PD
HOTS: 32 To 14 — L. Ronstadt, 28 To 19 — P. Rushen, 27 To 13 — R. Laws, 26 To 12 — A. Jarreau. ADDS: J. Handy, Bar-Kays, Chic, Side Effect, Double Exposure, D. McCann.

KDAY — LOS ANGELES — STEVE WOODS, PD
HOTS: E.C. King, C. Lynn, Switch, EWF, Fatback Band, LTD, Chic, Brides Of Funkenstein, L. Oskar, G. Chandler. ADDS: Tavares.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — EARTH, WIND & FIRE
JUMPS: 39 To 29 — Kool & The Gang, 36 To 27 — Voltage Brothers, 33 To 26 — P. Rushen, 30 To 18 — I. Hayes, 29 To 17 — Cameo, 28 To 16 — Parliament, 19 To 2 — Bar-Kays, 17 To 3 — P. Bryson, 13 To 4 — Ashford/Simpson, 12 To 5 — Grey & Hanks. ADDS: G. Knight, Delegation, Hot Chocolate, Third World, J. Santana, J. Tex. LP ADDS: Fantastic Four.

WDIA — MEMPHIS — #1 — CHIC
HOTS: 40 To 23 — J. Simon, 29 To 22 — Parliament, 28 To 20 — Ashford/Simpson, 20 To 16 — ADC Band, 19 To 14 — P. Bryson, 10 To 5 — C. Lynn, Ex To 24 — Bar-Kays. ADDS: Peaches & Herb. LP ADDS: P. Bryson.

WMBM — MIAMI — CLEO SEARS, MD — #1 — RICK JAMES
HOTS: 40 To 25 — Controllers, 33 To 27 — D. Pearson, 30 To 23 — EWF, 27 To 12 — Bar-Kays, 26 To 21 — L. Williams, 22 To 18 — E.C. King, 20 To 15 — Brides Of Funkenstein, 15 To 7 — C. Lynn, 8 To 5 — C. Khan, 5 To 2 — Chic, Ex To 39 — Letta Mbulu. ADDS: Four Tops, G. Gaynor, Ayers/Henderson, J. Brown, S. Hilton, Delegation, Lowrell, Kinsman Dazz.

WVOL — NASHVILLE — DAVID LOMBARD, MD — #1 — SWITCH
JUMPS: 35 To 26 — Ashford/Simpson, 32 To 28 — C. Jackson, 28 To 18 — B. Wright, 25 To 20 — Parliament, 21 To 15 — P. Bryson, 17 To 13 — EWF. ADDS: Bar-Kays, B. Pointer, A. Gibb, I. Hayes. LP ADDS: D. Oliver, Brass Construction, B. Summers.

WXEL-FM — NEW ORLEANS — REG HENRY, MD — #1 — CHIC
JUMPS: 34 To 30 — Controllers, 33 To 28 — C. Brown, 30 To 26 — M. Henderson, 21 To 17 — Ashford/Simpson, 14 To 8 — J. Butler, 12 To 4 — A. Jarreau, 8 To 3 — ConFunkShun. ADDS: C.B. Overton, Sylvester, Delegation. LP ADDS: Parliament, D. Oliver.

WYLD — NEW ORLEANS — TRAVIS SMITH, MD — #1 — C. LYNN
JUMPS: 30 To 23 — Three Degrees, 29 To 15 — P. Bryson, 28 To 16 — J.G. Watson, 27 To 21 — B. Pointer, 26 To 18 — E.C. King, 24 To 12 — L. Williams, 23 To 13 — Chanson, 22 To 11 — M. Henderson, 21 To 14 — ADC Band, 20 To 10 — G. Chandler, 19 To 9 — EWF, 14 To 7 — LTD, 8 To 2 — Chic. ADDS: Parliament, Bar-Kays, M. Moore, Hot Chocolate, Village People, J. Simon, Mother's Finest, J. Santana.

WWRL — NEW YORK — LINDA HAYNES, MD
HOTS: Ashford/Simpson, Bee Gees, Beverly & Duane, G. Chandler, Chic, EWF, R. James, M. Moore, Peaches & Herb, Tavares. ADDS: P. Rushen, J. Simon, Atlantic Starr, Four Tops, Futures, Taste Of Honey, Sylvers, T. Thomas.

WRAP — NORFOLK — ALVIN REEVES, MD
HOTS: E.C. King, G.S. Heron, S. Robinson, EWF, R. Laws, P. Bryson, Norfolk, Pockets, Mother's Finest, Parliament, B. Caldwell, Tavares, Lakeside, C. Brown & The Soul Searchers. ADDS: Bell & James, Taste Of Honey, Three Degrees, Instant Funk, L. Holloway, A. Hudson, D. Hartman, G. Gaynor, Iamai. LP ADDS: Peaches & Herb, Fantastic Four, J. Cheeks, Grey & Hanks, G. Diamond.

KDIA — OAKLAND — JERRY BOULDING, PD
HOTS: B. Caldwell, Chic, C. Khan, G. Vannelli, B. White, J.G. Watson, Peaches & Herb, E.C. King, J. Butler, ADC Band, EWF, Parliament, Brides Of Funkenstein. ADDS: M. Moore, Quartz. LP ADDS: J. Simon, Third World.

WORL — ORLANDO — STEVE CRUMBLEY, PD — #1 — CHIC
HOTS: 31 To 22 — J. Simon, 30 To 21 — Mother's Finest, 24 To 12 — M. Moore, 22 To 16 — B. Pointer, 21 To 13 — P. Bryson, 19 To 7 — ADC Band, 18 To 5 — Bee Gees, 13 To 6 — EWF, 10 To 3 — Bar-Kays, Ex To 32 — Peaches & Herb, Ex To 31 — Ashford/Simpson, Ex To 30 — I. Hayes. ADDS: Kinsman Dazz, Tom Mitchell, C. Brown & Soul Searchers, Crown Heights Affair. LP ADDS: D. Oliver, Bar-Kays, Parliament, Side Effect, Richard Pryor, Jacksons, Chic.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD
JUMPS: C. Garrison, 30 To 23 — E.C. King, 29 To 22 — A. Jarreau, 28 To 19 — Tavares, 27 To 18 — Brothers Johnson, 25 To 14 — Parliament, 24 To 21 — Three Degrees, 23 To 20 — R. Brown, 22 To 15 — M. Henderson, 21 To 16 — G.S. Heron, 20 To 13 — Futures, 18 To 12 — J. Simon, 17 To 9 — Third World, 16 To 8 — Shalamar, 14 To 10 — LTD, 11 To 6 — Peaches & Herb, 10 To 7 — EWF, 9 To 4 — G. Chandler, 8 To 5 — Rose Royce. ADDS: Ashford/Simpson, G. Gaynor, Brass Construction, C. Crawford, Atlantic Starr, I. Hayes, R. Laws, Delegation, Trampms, J.G. Watson, Sylvester, D. Harris, P. Hyman, Controllers. LP ADDS: Grey & Hanks, L. Johnson, Gary & The Gang, Captain Sky, Jacksons.

WAMO — PITTSBURGH — EDDIE EDWARDS, PD — #1 — CHAKA KHAN
JUMPS: 40 To 33 — D. Byrd, 37 To 30 — Kool & The Gang, 36 To 28 — Peaches & Herb, 35 To 26 — B. Caldwell, 16 To 13 — Parliament, 14 To 10 — Crackin', 12 To 9 — O.C. Smith, 11 To 8 — Musique. ADDS: Bar-Kays, G. Chandler, J. Simon, Sylvester, I. Hayes, Valentine Brothers, Delegation. EXTRA: Phyllis Hyman. LP ADDS: J. Castor, T-Connection.

KSOL — SAN FRANCISCO — J.J. JEFFRIES, PD — #1 — CHERYL LYNN
HOTS: 24 To 15 — M. Moore, 23 To 8 — G. Chandler, 18 To 12 — LTD, 13 To 9 — G.S. Heron. ADDS: Ashford/Simpson, P. Bryson, D. Hartman, Bee Gees. LP ADDS: Tavares, Mother's Finest, Four Tops, Faze-O, Three Degrees.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — WHISPERS
JUMPS: 29 To 14 — Lattimore, 27 To 16 — Bar-Kays. ADDS: J. Tex, Bar-Kays, Dobie Gray, Shalamar, J. Butler, D. Moore, P. Hyman, P. Rushen, Free Life, V. Reed, Lakeside. LP ADDS: M. Henderson, Bar-Kays, Bohannon, Brothers Johnson, Ashford/Simpson, C. Crawford.

KKSS — ST. LOUIS — WALT SUMMER, MD
HOTS: Village People, O.C. Smith, D. Hartman, Chic, G. Chandler, EWF. ADDS: Beverly & Duane, Sylvester, L. Horne. LP ADDS: Ayers/Henderson, G. Diamond, E. Starr.

OK100 — WASHINGTON, D.C. — JOHN MOEN, MD
HOTS: Chic, C. Brown & Soul Searchers, C. Lynn, EWF, Lakeside, Parliament. ADDS: P. Bryson, Tavares.

WOL — WASHINGTON, D.C. — DON MAC, PD — #1 — MOTHER'S FINEST
HOTS: Soul Searchers, Parliament, D. Hartman. ADDS: D.J. Rogers, J. Tex, D. Pearson, KC & Sunshine Band. LP ADDS: T-Connection, J. Brown, W. Felder, Grey & Hanks, Fantastic Four, D. Simmons.

Multi-Category Music Mktg. A Many-Faceted Endeavor

(continued from page 15)

musical base is changing, the execs said.

Cover Graphics

In Dolly Parton's case, Joe Galante, RCA's vice president of marketing said, "The first thing we did (after her sound started changing) was to change the cover graphics. The first album we did that on was 'New Harvest, First Gathering.' It was a change in direction, but it was still Dolly on the cover. And obviously our display materials changed when the cover graphics changed."

Likewise, the cover of Tanya Tucker's "TNT" is a radical departure from that of any previous LP she has released, a move which was made so there would be no doubt that she was making a break from the past.

"There was no particular class of person they were reaching for," Bly says of the

leather suit and a crazy new-fangled guitar."

The technique of taking a potential across-the-board hit beyond the boundaries of an artist's past acceptance often lies in reacting to the market place once a record is out as much as it does in pre-release planning.

Miller London, national singles sales manager at Motown Records, pointed to Rick James' recent success in the pop market as an example.

Area Of Strength

"With the first Rick James album, we started out R&B, which is our strength, with major emphasis on radio," London says. "Once we started getting top chart action, then we approached the major racks, who often don't respond until the marketplace responds and they start seeing chart movement. Then it's easier for them to start

"Everything is in the production of the album. We had a step by step advertising plan behind (Tanya Tucker's 'TNT') and it worked. But inside the (LP) cover is the real key."

—Stan Bly, MCA VP promotion

"TNT" cover, "it was just mass appeal artwork. And I think it has worked very well."

Columbia, however, used a different approach for Bobby Bare's recent "Sleeper Wherever I Fall" LP cover, which in a country setting, pictures Bare sitting on a wooden bench wearing a cowboy hat and boots. The music, on the other hand, strays from Bare's previous country story-telling style with a more full-bodied production of pop-based material.

Image Conscious

"What we consciously tried to do," says Roy Wunsch, director of marketing for CBS/Nashville, "was not to make a dramatic departure from Bobby's base of acceptance, which was a country-formatted sound."

"We didn't want to radically remove him from that like Tanya Tucker's 'TNT,' which I think is a great cover, but it is a radical departure from what you would think of as her base," Wunsch says. "We consciously tried to do that, but at the same time, and what was even more important, is that's really Bobby on the cover. He looks like that, he dresses like that, it's his lifestyle, it's totally Bobby. And when you see Bobby Bare on stage, that's what you're going to see. You're not going to see a guy in a flashy

merchandising your product in a crossover vein.

"Once it starts crossing over, then you go full-fledged with advertising in major publications, both consumer and industry," London says.

"Now with the next Rick James album we are going to treat it as we would a Commodores album, because he's had that exposure to the white audience as well as the black audience," London says. "We will have a major campaign going on an artist like that, after he has broken."

But, London cautioned, once an artist starts gaining popularity outside his previous base of acceptance, it's important to follow that up right away with more product. What happens so often is once you get that toe in the door, if you don't follow it up, next time you are starting all over."

Retail Placement

Product placement in retail locations is also a major concern of merchandising staff who don't want to see artists pigeon-holed. They must convince dealers that their artist's new sound warrants a place in the pop section as well as the section in which the artists' product was previously stocked, be it R&B, jazz, country or disco.



THE OTHER END FETES BIRD — Columbia recording artist Tony Bird recently performed at New York's The Other End. Pictured backstage are (l-r): Herb Gart, manager; Bruce Lundvall, president of CBS Records division; Paul Colby of The Other End; Bill Preston, assistant to the president of CBS Records division; and Arma Andon, vice president of artist development for Columbia Records.

"We had a very difficult time getting retailers to take Crystal Gayle out of the country bins," says Larry Cohen, United Artists vice president of merchandising.

"We asked them to take a certain amount of her single 'Don't It Make My Brown Eyes Blue' and put it in country and take a much larger stack of albums and put them next to a pop act. At the time it was Linda Ronstadt."

"In Cleveland, in particular," Cohen continues, "we noticed in the malls that when the customer came in and picked up a Linda Ronstadt album, he would also pick up a Crystal Gayle album. When the album is stacked, it not only gives the consumer a greater awareness, but also confidence because it is right there next to Ronstadt. We found we were selling three times as many copies when she was exposed in the

"It's dangerous," says Harry Losk, vice president of sales and marketing for Phonogram/Mercury and its distributed labels, "for, let's say, an R&B artist to go into the studio and try to cut a pop hit, because he may alienate his base."

"And there have been situations where some R&B stations will say, 'That's too pop for us' and the pop stations will argue 'That's too R&B for us,'" Losk says.

"So he gets himself into the middle where he's in never-never land. Some artists are successful at cutting crossover hits, but most aren't," he says.

Stick To Their Strength

"Our philosophy is that an artist should do what he is strongest at. If he catches something which can move across then he has the full force of all of our power and

"Our philosophy is that an artist should do what he is strongest at. If he catches something that can move across, then he has the full force of all our (marketing) power to back that up."

— Harry Losk, Phonogram/Mercury VP sales/marketing

pop area. And this was before the single became a huge hit."

But retailers are usually cooperative in most cases, says Elektra/Asylum's vice president of marketing and sales Stan Marshall, "because they are as anxious to sell a lot of records as we are."

"If you come in with Donny and Marie and ask a retailer to put it in the classical bin because there is a little fugue in the song, you might run into a lot of resistance," Marshall adds. "But if you are getting pop play, there is usually no reluctance at retail."

Why Not All?

So why don't record companies encourage all of their artists to attempt to produce mass appeal records?

everything else to try to do that," Losk says.

But when it comes down to the bottom line, what's the best way to convince radio, retail and consumers that an artist should no longer be pigeon-holed in one musical category?

Most agreed the answer lies in listening to the music. Roy Wunsch said in the advertising campaign for Bare's album they concentrated on encouraging the reader just to listen to the record. "We would probably even use those words, 'All we ask is that you listen.'"

Tanya Tucker's producer Jerry Goldstein added, "We have probably changed more people's minds by playing them the record than anything else."

Drake-Chenault Format Adds Three

LOS ANGELES — Three stations went on the air with Drake-Chenault formats in November, bringing the total of stations consulted by the Canoga Park syndicator to 260. KHAT-FM/Lincoln, Neb. and

KANE/New Iberia, La. are airing adult contemporary format Contempo 300. WVVV-FM/Blacksburg, Va. is now using Top 40 format XT-40.

THE RHYTHM SECTION

(continued from page 37)

Winkler, Ed Asner, Charlton Heston, Kirk Douglas and Frankie Crocker.

MERRY CHRISTMAS SHOW FOR WVON WVON's annual Christmas show, held this past week, proved to be a big success, doubling monies raised the previous year. The show featured performances by **The ADC Band, Rose Royce, Faze-O, George Duke and Mothers Finest.**

GORDY POLISHES POINTER — Berry Gordy was recently in the studio overseeing the completion of **Bonnie Pointer's** new album. An informed source said Gordy implied that his son **Terry Gordy** would shortly assume a recording career.

SCM IS BACK — **Sir Charles Matthews**, who is currently in the studio putting the finishing touches on a new album on the **Village Choir**, has also reactivated his SCM label. The label will have a release with the Village Choir in early January.

cookie amerson



ARIOLA LANDS CHOPPER — Ariola Records has signed Los Angeles-based group Chopper to the label, and will release its first album early in 1979. Pictured with the group's logo are (l-r): Scott Shannon, senior vice president of Ariola; Tim O'Brien, Ariola A&R director; Howard Stark, executive vice president of Ariola; Brad Seip of Chopper; Jay Lasker, president of Ariola; and Gary Link, Peter Bouch, George Lulegian and Kim Bullard of Chopper.

DISCO BREAKS

(continued from page 35)

help **George Borden**. **Frank Edwards** has been named a local regional rep for Casablanca in the Washington-Baltimore area. This marks an important move for Casablanca in that the label will test the necessity and effectiveness of regional reps. Edwards used to spin at the Fox Trap in D.C. He will now monitor pools, stores, stations and DJs to keep the label abreast of developments in the market. At this point, Casablanca does not service **Sundance** of Seemingly Better Prod. . . **Jeff Baugh** is a recent new addition to the staff of Tom Hayden & Assoc. He used to spin at Club Swamp in the Hamptons. He will be based in L.A. . . Reportedly, **Paul Dougan**, noted for his spinning at Trocadero in San Francisco and Studio One in L.A., is in New York and about to land a position with a label. . . DJ **Angelo Solar** who spins in Atlanta at Back Street is in this week's Disco Breaks spotlight. Solar recently hosted a bash in honor of **Sylvester**. Send in your photos, DJs.

DEEJAY SHUFFLE — **Phil Alexion** of the Cockring in N.Y.C. has been invited by **Doug Bennett** to guest spin at the Monster in Key West, Florida. **Jim Burgess** made his trip to the sunshine four weeks ago and **Howard Merrit** will entertain at the "winter Fire Island" Dec. 22-29. **Bob Eckenwiler** who spins at 13 Buttons in Ft. Lauderdale likes the lousy weather (and the hip crowd) so he guested at the Cockring last Friday. . . **Kevin Burke**, who spun at the Tea Dance on Fire Island, is the new addition to the DJ staff at 12 West. He also works in the Casablanca mailroom. . . **Dee Smith** of the Mirage in Houston is moving to spin at 3011 in Lynchburg, Virginia. . . **Frank Collins**, DJ at Numbers in Houston, is off for better weather to spin a short gig at Marlin Beach Hotel in Ft. Lauderdale.

POOL NEWS — The **Boston Record Pool** meeting hosted by **George Borden** was well attended by member DJs and various label reps. The pool will add 25 new members in January in addition to moving to new larger quarters in Kenmore Square and outing a pool magazine which will include club, store and radio lists. The new feedback sheets now being used by the pool give on the flipside a breakdown of radio and store action. Are you going deaf? **I SAID**. . . Approximately 75 members of the BRP underwent hearing tests last week as part of a study being conducted by the Massachusetts Eye and Ear Clinic. Early diagnosis of hearing problems are crucial to saving the tubes, so DJs ask your pool heads if mass tests can be arranged. . . **Jim Knapp**, head of the **Tampa Bay pool**, reports that the pool is expanding to 50 members and adding an Orlando satellite in January. The director will be named shortly. The pool is also now servicing three radio stations with product and getting feedback in return. Stations WRBQ, WOKF and Y-95 all have disco shows but have received spotty label service, so the pool is taking up the slack. Knapp also reports that he and several other area DJs (**Thom Vann**, **Bobby Stoner**) have been playing an acetate of "Climb Climb," a hot new cut from the **Midnight Rhythm LP**. . . **Frank Batista**, a DJ at 13 Buttons in Miami who was voted south Florida's #1 DJ by *David Magazine*, has joined the **Florida Record Pool**. . . The **Long Island Record Pool** recently held a "toga party" at Uncle Sam's on the island.

NO FEEDBACK NO RECORDS — **Norm Gardner** of Fantasy reports that he has cut off **Howard Metz** and the **Dallas/Ft. Worth Disco Assn.** due to poor feedback. More cuts are planned for January unless feedback from other pools improves. Norm also reports that he has added eight new names to his pool list, including **N.E. Disco Deejay Assn.** in Boston, **Associated Promotions** in the Bronx, **Sherlock Record Pool** in Greensboro, N.C., **Yorkshire Entertainment** in Minneapolis, **Virginia Disco Assn.** in Virginia Beach, **Wisconsin Disco Active** in Madison and the **2001 disco chain**. Fantasy now services 41 pools.

MIXING SUGGESTIONS — **Billy Smith** of London has sent out a letter with compatible song mixes for **Zulema's** "Change." With the help of **Casey Holt** and **Cosmo Wyatt** in Boston, **Richie Kaczor** in N.Y. and **Tim Rivers** in San Francisco, Smith cited songs which would provide easy entry and exit from "Change" such as (exits) "Ain't That Enough For You," "Instant Replay," "Macho Man" by Village People, "Hold Your Horses" etc. Smith says he will continue to offer mix suggestions on future records which present difficulties. By the way, the track is 132 BMP. . . **Dewane Dixon** of the **Inter Metro pool** in N.Y. reports that mixing problems were a topic of discussion at a recent pool meeting. It seems many jocks share a common problem: how to slow down or speed up the tempo of the evening in a smooth manner. Dewane suggested finding the "hidden beat" of the record such as the conga pattern and mixing to that rather than the faster drum beat. The transition will be coherent and pacing will not be a problem.

PRODUCT IN THE MAIL — Product flow has slowed down considerably as Christmas approaches, however there are some new releases to note. MCA is releasing next week a commercial 12" of **Van McCoy's** "Patrolers Theme." The track was remixed by **John Luongo** who has also been busy remixing the **Jacksons'** "Shake Your Body Down To The Ground," which is coming next week on Epic. John added syndrums and brake drums to the track (what?) yes, that's right, it seems brake drums from cars make nice percussion sounds. Also from the Luongo factory is a restructured 12" of "Shine On Silver Moon" by **McCoo & Davis** which ought to be out this week. . . The new **Rick James LP**, "Bustin' Out Of L Seven," will be released by Motown during the last week of December. Hot cuts are "High On Your Love" suite and "Fool On The Street." **Marvin Gaye's** latest LP "Here My Dear" came out last week. The LP is mellow Marvin. "A Funky Space Reincarnation" has disco potential. . . Mango Records, an Island custom label not involved in the Warner Bros. distribution deal, is releasing Dec. 18 the new **Roundtree LP**. . . RCA is contemplating rushing for late in the month a 12" of "Dancin'" a hot track on the new **Grey & Hanks LP**. . . Quality Records in Canada is outing next week LPs by **D.D. Sound** "Cafe," **Rouge's** "Eloise Concerto" and "Soccer" by the group of the same name. . . TK is supposedly releasing in late December the 12" "At Midnight" by **T-Connection**, remixed by **Cory Wade**. The **Amant LP** is also on the way.

PARTIES AND SHORT TAKES — **Fleming** in N.Y.C. celebrated its fifth anniversary last week with a little cake for the membership. **Howard Merrit**, who is in his third season with the club, was the evening's DJ. . . A "Let It Snow" party is being held Dec. 23 at the **Galleria Design Center** in San Francisco. **Pattie Brooks** will attend the private party hosted by Conceptual Entertainment. **Marty Blecman** will spin. . . The opening date of **Electric Circus** in N.Y.C. is in doubt due to liquor license dilemmas. As a result, the **Three Degrees** have scheduled an appearance at **Les Mouches** Dec. 19. However, if Circus gets going, it is likely the trio will jump over for an appearance. . . **Carolyn Dernier** (remember "Hold Me, Touch Me") is hosting a men's beauty contest at the new club **La Folie** in Montreal. (It used to be the Playboy club.) Finals will be held Dec. 20. . . **David Todd** of RCA spun at the Atlantic Records party at New York New York last week. He will also be house jock of the **Heat** which is scheduled officially open Dec. 23. A sneak preview was held last week at the new Manhattan club.

HOT FLASHES — **Ian Schragger**, part-owner of **Studio 54** in N.Y.C. was busted last Thursday by IRS officials who reportedly discovered five ounces of cocaine in the club's books. . . **WKTU** scored a whopping 11.3 average quarter hour rating in the Oct./Nov. Arbitron book to become N.Y.'s #1 station. **WABC** scored 7.1 **WBLS** trailed with a 3.1.

peter hartz



DISCO LISTENING — CBS Records recently hosted a listening party for Blue Sky recording artist Dan Hartman's new LP, "Instant Replay." Pictured at the reception (l-r) are: Frank Mooney, vice president of marketing and branch distribution for CBS Records; Don Dempsey, senior vice president and general manager for E/P/A; Steve Paul, president of Blue Sky; Tony Martell, vice president and general manager for the CBS Associated Label; Paul Smith senior vice president and general manager of marketing for CBS Records; and Ron Piccolo, vice president of marketing, northeast, CBS Records.

WB Appoints VPs

(continued from page 8)

eight years. Prior to his appointment he was vice president/director of sales and promotion.

Warner joined the Warner Bros. staff in 1966 and previously served as vice president/director of A&R, and director of A&R.

Announcing the appointments, Mo Ostin, Warner Bros. Records chairman said, "The collected experience and expertise represented by these six individuals cannot be matched anywhere within this industry. We have looked to these men, depending on their insights and abilities much during the past decade. We are confident that in their new positions, each of them will be able to contribute even more fully to the continued growth and prominence of Warner Bros. in the future."

Visa Sets Releases

NEW YORK — Visa Records release schedule for December consists of "Black Noise" by the Canadian trio FM, "Gerry Rafferty," a compilation of sides recorded during 1969-1978; and "Greatest Hits of The National Lampoon."

Atlantic Disco Push

(continued from page 8)

disco-discs by the George Bussy Experience, Joy Fleming, Herbie Mann, Midnight Rhythm, Sister Sledge, Tasha Thomas, Narada Michael Walden and the Wonder Band. Phase three of the campaign, in February '79, will support albums by Broadway, Carlis Munro, Marilyn Scott, Mike Theodore, the Tramps, and possible LPs by Mick Jackson and Margie Joseph, and an ABBA discodisc.

Sanchez told **Cash Box** that Boris Midney, of U.S.A. — European Connection has also been signed to Atlantic as an artist but that, "unlike the announcements of other labels you may have heard recently, we are not overly concerned with finding new artists. We're loaded with talented artists already."

George Etkin To Retire

SECAUCUS, N.J. — Metromedia, Inc. has announced that George Etkin, secretary of the corporation and associate general counsel, will retire on Dec. 24 after 18 years with the company. Etkin, one of the pioneers of television broadcasting, will continue to work with the company as a consultant.



LEE HOLDRIDGE JOINS ASCAP — Lee Holdridge, composer of the score to the upcoming RSO film, "Moment by Moment," has joined ASCAP. RSO has just released Yvonne Elliman's single of the title song from the film, written by Holdridge with lyrics by Molly Ann Leiken. Pictured (l-r) are: Stan Milander of Bart Associates, Holdridge's agent; Holdridge, (seated) Michael Gorfaine, ASCAP membership representative; Bernie Gudvi, Holdridge's business manager; and Todd Brabec, ASCAP west coast director of business affairs.

LATIN BEAT

A plan to revitalize Puerto Rico's musician's union, decimated recently by lay-offs due to persistent inflation and a decline in the tourist trade, is receiving top priority from newly-elected union chief **Angel Nater**.

No single group of workers has been losing so much ground in recent years as the island's musicians. But spurred by Nater's new leadership, the Puerto Rico Musician's Federation will seek to reclaim some of the jobs lost by its members.

Focus of the rejuvenating campaign led by 44-year-old Nater will be the hotel, television and advertising industries here which have consistently decreased musician employment.

Through a tough negotiating stance, Nater intends to increase the established minimums in hotel contracts, insist that television stations use more live rather than canned music, and pressure local advertising agencies to produce their jingles domestically.

Nater, whose election deposed the 16-year administration of **Abraham Pena** in an upset victory, says some 125 musicians' jobs have been lost in island hotels since May 1977.

Nater concedes that the blame here falls on the recession and the decline of the island's tourism industry. "As with everything," he comments, "The first thing that's cut during a recession is entertainment."

Nater says hotels are now employing only the established minimum number of musicians, composed for the most part of duos, trios or quintets.

The only two exceptions are the San Juan Hotel and the Caribe Hilton with orchestras of 40 and 30 members respectively.

In light of this, Nater says the federation is considering asking for a raise in these established minimums when the next contract negotiations take place this year.

More immediate pressure will be placed on local television stations which, according to Nater, have all but eliminated jobs for musicians by their practice of using canned instead of live music.

Nater says the number of musicians employed directly by stations has plummeted from a former high of about 200 to approximately 35 today.

The only people in the TV industry hiring musicians are independent producers, and even they try to get by with as few as possible, Nater claims.

Nater is committed to reversing this practice which will constitute a major issue in upcoming negotiations with the various island TV managements.

If results are not forthcoming through the talks, Nater says he will have no qualms in paralyzing all TV musical activity.

Another practice costing jobs to the island's musicians is the common advertising agency practice of producing jingles outside of the island.

Nater's dynamic stance on behalf of the federation's membership is apparently earning him rank-and-file support.

He claims that some 1,200 members who had disaffiliated themselves from the union during the past Pena reign have returned to the fold, bringing total membership to 3,200.

Also helping to revive sagging interest is Nater's push for various internal reforms which were promised in his campaign.

He is currently establishing a fund to bring special self-employment programs to island musicians, and has formed autonomous committees to deal with problems of federation members located outside of San Juan.

In addition, Nater is meeting with the island's 78 mayors to encourage the hiring of musicians for the numerous "fiestas patronales," or patron saint celebrations, which are held year-round.

He also wants to organize a Puerto Rican extravaganza to be shown at the island's hotels so that tourists may acquire an appreciation for Puerto Rico's music and traditions.

Latin music has come a long way in this country and one of the major contributors to its growth is **Federico Pagani**. El Gran Federico is recognized as the Father of Latin promotion. Federico is responsible for removing ethnic barriers at entertainment places which solely catered to Americans. Whenever a theatre, nightclub or ballroom was financially anemic, Federico supplied a Salsa transfusion. For over forty years he has created employment and exposure for musicians and artists.

Federico was born in San Juan, Puerto Rico on January 12, 1907 and came to New York in September of 1925. At this time jazz was the rage with people like **Duke Ellington, Cab Calloway, Lew Leslie** and **Louie Armstrong** burning the night club scene. The only Latin band in New York at the time was **Vicente Sigler's**.

After years of changing jobs Federico started working for band leader **Augusto Coen** in 1935 as his bandboy for only 50 cents a night but he kept his ears and eyes open and learned the dance hall business. He listened to all Coen's negotiations with club owners, read all the contracts Coen asked him to file with the musician's union and asked hundreds of questions. At the same time he learned the rudiments of clave and rhythm from **Noro Morales**, Coen's pianist. After one year with Coen, Federico left to form his own band, "**Los Happy Boys**." Two years later he formed another group called "**La Guerilla**."

In 1940, he gave up the musician's role to promote Latin music wherever there was a large room and a bandstand. Through the financially difficult years of World War II Federico came up with the outrageous gimmicks to attract people to dance halls and theaters like flies to sugar.

His wild contest attracted capacity crowds to the Park Palace, Golden Casino, Hunts Point Palace and Odd Fellow's Temple. Some of the promotional gimmicks included The Peg Pants, The Loudest Shirt, The Best Looking Shoes, and many other zany things.

Toward the end of 1947, he became the promoter of the Palladium, and there he influenced the music more than ever by bringing some of the finest Latin acts to the now famous ballroom.

Although many of Federico's promotions were successful, he is not a wealthy man. Today he lives in a modest apartment in the South Bronx. He is still active in promotion and his life.

Because of Federico Pagani hundreds of musicians are making a living. When history of Latin music in New York is written, the name of Federico Pagani will be mentioned, time and time again.

ray terrace

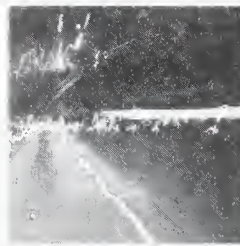
TOP 20 ALBUMS

CHICAGO SALSA

CHICAGO POP

- | | |
|--|--|
| 1 HOMENAJE A BENNY
TITO PUENTE (Tico 1425) | 1 TE JURO QUE NUNCA VOLVERE
LUPITA D'ALESSIO (Orfeon 021) |
| 2 LOUIS RAMIREZ Y SU AMIGOS
LOUIE RAMIREZ (Cotique 1096) | 2 A PENSAR DE TODAS
VICENTE FERNANDEZ (CBS 850) |
| 3 LA COMEDIA
HECTOR LAVOE (Fania 522) | 3 DERRUMBES
SALVADORS (Arriba 3005) |
| 4 SPANISH FEVER
FANIA ALL STARS (Columbia C135336) | 4 NUMERO 8
LOS TIGERES DEL NORTE (Fama 564) |
| 5 EDDIE PALMIERI
(Epic JE-35523) | 5 SOLA
LISSETTE (Coco 148) |
| 6 CHARANGA 76 EN EL 78
CHARANGA 76 (TR 139X) | 6 VIVAN LOS MOJADES
LOS TIGRES DEL NORTE (Fama 551) |
| 7 NEW YORK CITY SALSA
ORQUESTA BROADWAY (Coco 141) | 7 LEO DAN
(Caytronics 1504) |
| 8 ONLY THEY COULD HAVE MADE THIS ALBUM
CELIA CRUZ/WILLIE COLON (Vaya 66) | 8 LA VOZ RANCHERA
CHELO (Musart 10638) |
| 9 OSCAR DE LA SALSA
OSCAR DE LEON (Top Hits 2025) | 9 SERENATA SIN LUNA
LOS ANGELES NEGROS (International 925) |
| 10 SALSA MAYOR
(Velvet 8011) | 10 AMIGO
ROBERTO CARLOS (Caytronics 1505) |
| 11 INCONQUISTABLE
DIMENSION LATINA (TH-2040) | 11 RASGOS
CAMILO SESTO (Pronto 1025) |
| 12 EN LAS VEGAS
EL GRAN COMBO (EGC 015) | 12 CON MARIACHI
CHELO (Musart 10585) |
| 13 LA PRIMERISIMA
TOMMY OLIVENCIA (Inca 1061) | 13 CAMARON PELAO
LOS POLIFA CETICOS (Latin Int. 5025) |
| 14 SALSA DISCO FEVER
VARIOUS ARTISTS (Coco 152X) | 14 BESITOS
LOS HUMILDES (Fama 560) |
| 15 THE ARTIST
JOHNNY PACHECO (Fania 503) | 15 CANTA A JUAN GABRIEL
ROCIO DURCAL (Pronto 1031) |
| 16 TREMENDA DIMENSION
DIMENSION LATINA (Velvet 8012) | 16 EL AMOR
JULIO IGLESIAS (Alhambra 23) |
| 17 SALSA ENCENDIDA
TIPICA 73 (Inca 1062) | 17 ABRAZAME
LOLITA (Caytronics 1489) |
| 18 OUT OF THIS WORLD
TIPICA IDEAL (Coco 142) | 18 TU SONRISA
LORENZO SANTAMARIA (Latin Int. 6920) |
| 19 MY OWN IMAGE
LUIS ORTIZ (Turnstyle 439) | 19 DESNUDATE
MIGUEL GALLERDO (Latin Int. 2042) |
| 20 LOS PROFESIONALES
PUERTO RICAN ALL STARS (Fama 1001) | 20 ESPECTACULAR
JUAN GABRIEL (Pronto 1036) |

LATIN PICKS



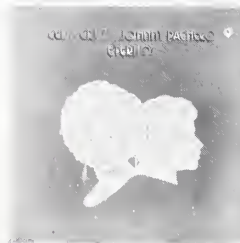
RITMO-CHA-ONDA — Orquesta Aragon — Barbaro B-200 — Producer: Tony Tano

The distribution of the Cuban Orquesta Aragon's albums in the States is a first for Fania. Aragon has been acclaimed the legend of the charanga family of strings for a period of more than 40 years. In this album Aragon introduces its new rhythm called cha-onda, which is a mixture of African and Cuban roots. The sounds are very typical Cuban sounds. The rhythm is very tight. Honorable mention goes to the piano player and flute player for their solos throughout this session. This LP is a masterpiece.



EL PRINCIPE DE LA SALSA — Johnny Nelson — Pumkris 1003 — Producer: Ralfi Pagan

Johnny Nelson's combination of trumpets and trombones marks this orchestra's auspicious beginning in the salsa market. Outstanding vocals by Johnny Nelson throughout this album, backed by the orchestra from the west coast. The arrangements are excellent and the rhythm section really smokes. Special recognition goes to the trumpet and timbales players for their outstanding solos. All cuts are exemplary.



ETERNOS — Celia Cruz/Johnny Pacheco — Vaya JMUS-80 — Producer: Johnny Pacheco

Multi-talented songstress Celia Cruz and veteran bandleader Johnny Pacheco are re-united in this album of spicy swinging salsa tunes. The queen of salsa demonstrates her ability to blend with Pacheco's orchestra. Her voice is intact on every cut. Time after time Celia has come up with winners in her recordings, but here is her greatest effort and a must in your collection of Celia's hits. All cuts demonstrate her exceptional talent.

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INTERNATIONAL



ROD THE MOD IN PARIS — Rod Stewart played a sold-out engagement at the Pavillion in Paris during his international tour. Pictured celebrating after the concert at a reception held for Stewart (l-r) are: Tony Toon, Stewart's personal assistant; Claude Nobs, WEA International; Billy Gaff, Stewart's manager; Benoit Gautier, WEA France; Stewart; and Bernard de Bosson, WEA France.

INTERNATIONAL DATELINE

England

LONDON — EMI hosted a lavish party for **Olivia Newton-John** to mark the final London performance of her current U.K. tour. It was held at London's infamous Embassy club. Included among the flock of guest stars were Rolling Stones' **Bill Wyman** and **Charlie Watts**, the Who's **John Entwistle**, Sex Pistols drummer **Paul Cook**, **David Frost**, **Wayne Sleep** and **Phil Lynott** of Thin Lizzy.

Barely two weeks after the close of their first European and U.K. tour comes the news that **Kit Hain** and **Julian Marshall** are to part company . . . Teaming up with DJM Records is **Richard Figgis** who joins the promotion department as plugger with responsibilities for Radio 1 and Capital Radio.

Chrysalis Records this week presented **Frankie Miller** with his first silver disc to mark sales in excess of 250,000 of his

current chart hit "Darlin." Also, **The Jam** were also receiving silver discs in recognition of sales slightly exceeding 52,000 units for its third Polydor LP, "All Mod Cons."

Joe Colquhoun has been appointed as national sales manager of Phonogram. He will be responsible for all the Phonogram sales force reporting to **Glyn Williams** . . . And **Alan Perry** has been appointed planning manager at Pye Records Mitcham factory.

Patti Smith has started work on her new LP for Arista with **Todd Rundgren** producing. Just signed to **Bruce Findlay's** Zoom label is the new acclaimed Scottish band, **Simple Minds**. Zoom will debut product in the new year.

Two lucky U.K. cities, Cardiff and Coventry, will be the first areas to get new local commercial radio stations. The IBA is at the moment inviting applications for the program franchises for each of these areas

(continued on page 44)

WHERE IN THE WORLD

Joan Armatrading will embark on an extensive European headline tour beginning January 18 in Stockholm. In the course of the 30-date tour to promote her new "To The Limit" album, she will play Sweden, Norway, Germany, Austria, Switzerland, Holland, Belgium, Yugoslavia, Scotland and Great Britain. One of the tour's highlights will be a three-day engagement at London's Wembley Stadium where Armatrading will play to 8,500 people per day.

Lou Rawls, who is currently in Australia performing for the Hilton Hotels in Melbourne and Sydney, will receive an Australian gold record for his Philadelphia International album, "All Things in Time."

Due to the success of Capitol artist **Moon Martin's** debut tour of Europe last month, a 21-day encore tour is now being arranged for Jan. and Feb. 1979. The tour will be called "Moon's Over Europe Tour '79."

Gospel singer **Andrae Crouch** takes his music to South Africa this month. It is one of the occasional tours that Los Angeles-based Crouch takes, giving him time away from his regular group, **The Disciples**, to work as both a singer and preacher. Crouch will perform 10 concerts — "Meetings" are what the Grammy award winner calls these particular gigs — in five South African cities: Johannesburg, Durban, Port Elizabeth, Capetown and the all-black city of Soweto.

Canada Labels Become Less Dependent On U.S. Trends

by Kirk LaPointe

TORONTO — While it cannot be denied that the Canadian recording industry is heavily dependent on the trends and direction shown by its American counterpart, more and more Canadian record branches are breaking artists with little or no promotional impetus from the United States.

The ability of Canadian labels to reach a small, fragmented market like that of Canada, is an indicator of the gradual increase of independence and autonomy this industry has displayed in recent years.

In the past year alone, CBS Canada has broken Meat Loaf, Eddie Money, Cheap Trick and Elvis Costello before its parent company in the U.S. All acts were accorded gold discs. Meat Loaf's album has surpassed the quintuple platinum mark, selling in excess of 500,000 units in this country, and is Epic's all-time leading seller in this country.

"We've reached a point in this country where it no longer takes widespread American sales or promotion for us to make the disc a bonafide hit up here," says Terry McGee, product manager for Epic Canada. "I think it would have been practically impossible for anyone to do what is being done now, say, four or five years ago."

Getting Jump On U.S.

The key to the Canadian breakout successes has been to jump on the bandwagon early, says a representative of A&M Records. Jim Monaco, the label's national publicity director, cites the success of Supertramp, Styx and Chris de Burgh in this country ahead of subsequent American achievements. "Certainly, Canadians don't have radically different musical preferences than Americans, with the possible exception of the Quebec market. It's just been that record companies have been able to pick and choose their priorities differently than American labels. Then, we get the band up here to tour, give them a lot of press, and watch what happens."

A&M has had impressive success stories in Canada. "Supertramp broke in Montreal before anywhere else in North America. Styx has had phenomenal cross-country success, almost two full years ahead of what happened last year in the U.S." Supertramp is a perennial tour sellout group. The "Crime Of The Century" album remains the label's all-time bestseller, now over 750,000 units in this country.

UK Music Popular

"Canadians seem to like progressive British music more than Americans do," Larry Green, national promotions manager for WEA Canada, says, "Genesis was pop-

ular here long before they were in America. But generally, it has been the industry's growth in independence, more than any other factor, that has resulted in bands being proportionately more successful here than in the U.S."

Touring Important

Radio has also played an important role in breaking artists here, but heavy touring by an artist is often the key. "When Supertramp first came here in 1975, just after the 'Crime LP,'" says Jim Monaco, "they brought Chris de Burgh with them. De Burgh, although a success in parts of Europe and South America, was a virtual unknown here or in the States. But the tour, and his subsequent touring, has made him a top draw. It also gave him a gold record last year."

Arista Canada, meanwhile, decided to further step up this quest for Canadian independence recently, with a debut album from Britain's Roy Hill. The disc was turned down for release by Arista in the United States, but the Canadian branch decided to try to break the disc with no help from its American counterpart. Hill was brought in for national press exposure, and the album appears to be a sleeper success for the label, selling impressively for a debut disc.

Chappell UK, Int'l Publ. Companies Are Restructured

LONDON — Polygram Publishing Division will implement changes in the structure of Chappell U.K. and Chappell International, effective Jan. 1, 1979.

Under the new set-up, Chappell U.K. will become Chappell Music Ltd., which as a new publishing company will take over all of Chappell's national activities. Stephen Gottlieb will become executive chairman in the new structure; Jonathan Simon returns from Chappell Australia to become director and general manager; Tony Roberts has been appointed creative director; and Jeff King will become financial director.

Chappell International, formerly Chappell & Co. Ltd., will become Chappell International Music Publishers Ltd., and will administer the worldwide activities of Chappell. These will include: acting as liaison with major contractual associates; acquiring international repertoire; and coordinating exploitation, promotion, copyright registration and royalty accounting. Here, Nicholas Firth will serve as senior vice president and general manager, with Michael Nye as administrative services manager.

INTERNATIONAL BESTSELLERS

Australia

- TOP TEN 45s**
- 1 **Rasputin** — Boney M — Atlantic
 - 2 **Three Times A Lady** — Commodores — Motown
 - 3 **I Was Made For Dancin'** — Leif Garrett — Scotti Bros.
 - 4 **Kiss You All Over** — Exile — RAK
 - 5 **You Needed Me** — Anne Murray — Capitol
 - 6 **Dreadlock Holiday** — 10cc — Mercury
 - 7 **Black Is Black** — La Belle Epoque — Carrere
 - 8 **MacArthur Park** — Donna Summer — Casablanca
 - 9 **How You Gonna See Me Now** — Alice Cooper — Warner Bros.
 - 10 **Sultans of Swing** — Dire Straits — Vertigo

- TOP TEN LPs**
- 1 **Dire Straits** — Dire Straits — Polydor
 - 2 **Grease** — Soundtrack — Polydor
 - 3 **Bloody Tourists** — 10cc — Polydor
 - 4 **It's A Long Way There** — Little River Band — EMI
 - 5 **The War Of The Worlds** — Various — CBS
 - 6 **52nd Street** — Billy Joel — CBS
 - 7 **Living In The U.S.A.** — Linda Ronstadt — WEA
 - 8 **Comes A Time** — Neil Young — WEA
 - 9 **O Zambesi** — Dragon — CBS
 - 10 **Feel The Need** — Leif Garrett — WEA

— Kent Music Report

Italy

- TOP TEN 45s**
- 1 **Una Donna Per Amico** — Lucio Battisti — Numero Uno
 - 2 **Grease** — Frankie Valli — RSO
 - 3 **Triangolo** — Renato Zero — RCA/Zerolandia
 - 4 **Meteor Man** — D.D. Jackson — Durium
 - 5 **Summer Nights** — J. Travolta & O. Newton-John — RSO
 - 6 **You're The One That I Want** — J. Travolta & O. Newton-John — RSO
 - 7 **Dedicato** — Loredana Berté — CGD
 - 8 **Rasputin** — Boney M. — Durium
 - 9 **Anna** — Miguel Bose — CBS
 - 10 **Tu Semplicita** — Matia Bazar — Ariston

- TOP TEN LPs**
- 1 **Una Donna Per Amico** — Lucio Battisti — Numero Uno
 - 2 **Grease** — Original Soundtrack — RSO
 - 3 **Zerolandia** — Renato Zero — RCA/Zerolandia
 - 4 **Calabuig, Stranamore E Altri Incidenti** — Roberto Vecchioni — Philips
 - 5 **Saturday Night Fever** — Original Soundtrack — RSO
 - 6 **Boomerang** — Pooh — CGD
 - 7 **Cafe** — D.D. Sound — Baby Records
 - 8 **Inner Secrets** — Santana — CBS
 - 9 **Step II** — Sylvester — Fonit-Cetra
 - 10 **Nightflight To Venus** — Boney M. — Durium

Argentina

- TOPTEN 45s**
- 1 **You're The One** — J. Travolta/O. Newton-John — RSO
 - 2 **Por Ti** — Sergio Denis — Philips
 - 3 **A Ti (A toi)** — Joe Dassin — CBS
 - 4 **Para Vivir Un Gran Amor** — Cacho Castana — Microfon
 - 5 **Te Extrano** — Rolling Stones — EMI
 - 6 **Stayin' Alive** — Bee Gees — RSO
 - 7 **Rasputin** — Boney M — RCA
 - 8 **Isn't She Lovely?** — Stevie Wonder — Microfon
 - 9 **Ella Vencera** — Bilbo — Music Hall
 - 10 **Ballad For Adelyne** — Richard Clayderman — Tonodisc

- TOP TEN LPs**
- 1 **Pyramid** — Alan Parsons Project — Arista/EMI
 - 2 **Emociones** — Julio Iglesias — CBS
 - 3 **Saturday Night Fever** — Soundtrack — RSO
 - 4 **Musica Con Todo** — Selection — RCA
 - 5 **Raffaella** — Raffaella Carrá — Epic
 - 6 **En Tu Piel Los MH Positivos** — Selection — Music Hall
 - 7 **Grease** — Soundtrack — RSO
 - 8 **Los Exitos Del Amor** — Selection — Microfon
 - 9 **Bubble Satr** — Laurent Voulzy — RCA
 - 10 **En Castellano** — Raffaella Carrá — Epic

— Prensario

INTERNATIONAL



LONDON SALUTES OLIVIA — Singer/actress Olivia Newton-John recently performed a series of concerts in England in support of her current album, "Totally Hot." Following her final show, EMI Records held an elaborate reception to celebrate her British success, where she greeted EMI officials, artists and press. Pictured at the party (l-r) are: Bill Wyman of the Rolling Stones; Newton-John; John Entwistle of the Who; Jon Donaldson, general manager of Cash Box U.K.; Newton-John; and Nick Underwood, Cash Box U.K. staff writer.



WEA Int'l Reports 32% Sales Increase In '78, Expands Org.

(continued from page 7)

The opera will be presented live in Paris, under the direction of Tom O'Horgan. In 1979, an English language version of the album will be completed and ready for international release.

WEA Road Show

The "WEA International Road Show '78" was another successful endeavor for the company. Video presentations of new releases by the three U.S. companies as well as the new product of the overseas companies were presented. The coordinated program was shown to the national conventions of the WEA subsidiaries internationally. Nesuhi Ertegun led a team of WEA International, Warner Bros., Elektra and Atlantic executives, who participated in the Road Show throughout Europe, Canada, Brazil and South Africa. Simultaneously, Phil Rose, executive vice president of WEA International, headed a similar delegation to the Far East tour of the Road Show that included Tokyo, Hong Kong, Manila, Australia and New Zealand.

In October, WEA International held its executive meeting in Maui, Hawaii. The managing directors of all WEA International companies attended the conference which set priorities and guidelines for A&R and marketing policies for the coming year. Emphasis was placed on continued growth and expansion.

"The prospects for 1979," Ertegun stated, "are brighter than ever. Despite some of the problems that face us and our

competitors, we will continue to prosper. The entire world is undergoing economic and political strains. Piracy and counterfeiting are still major enemies, but we've made important gains in the struggle against them. Whatever the obstacles, WEA International looks forward to the challenge of remaining the fastest-growing company in the international record industry."

Shinko Set To Publish Springsteen in Japan

TOKYO — Shinko Music Publishing Co., Ltd., has contracted with Bruce Springsteen to publish his catalog in Japan.

At present, Shinko has contracts with 670 music publishing companies in the world, including the Beatles, Bob Dylan, Neil Young, Abba and the Rolling Stones.

Coletta, EMI Music Pact

LONDON — Former Purple Records joint managing director, John Coletta, last week signed an agreement with EMI Music for his newly-formed Sunburst label. Under the agreement, EMI Music acquires under license Sunburst recordings for all European markets.

Int'l. Gold For Ronstadt

Linda Ronstadt's "Living In The U.S.A." has become the first gold record of Hong Kong's WEA branch. The Hong Kong WEA office opened in July, 1978.

INTERNATIONAL DATELINE

(continued from page 43)

... Ian Matthews is returning to tour Europe and the U.K. at the beginning of Jan. '79, closing his tour with a date at "The Venue" in London, Jan. 31 ... CBS has begun to re-promote Jeff Wayne's double album, "The War Of The Worlds," in an attempt to capture the Christmas market.

nick underwood

Australia

SYDNEY — Linda Ronstadt will tour Australia in February. Her first concert will be staged in Perth on Feb. 9 and she will also appear at the Sydney Showground on Feb. 16. Australian concert promoters have been bidding to sign Ronstadt for an Australian tour for more than four years, and she was finally signed by promoter Paul Dainty, who is also currently staging the David Bowie concerts.

The Falcons will have a new record out to coincide with its Elvis Costello support stint. The record was originally scheduled to be an EP, but will now be a shortened album sold at a reduced price ... "52nd Street," Billy Joel's new album, is racing up the charts and has hit the platinum sales mark. The single, "My Life," continues to get good airplay and chart action nationally.

Johnny O'Keefe was honored at the Second Australian Rock Awards at the Horden Pavillion. O'Keefe, who died of a heart attack two months ago, was awarded the Australian Rock Hero Award and the Contribution to Australian Music Award. His long-time friend, Kevin Jacobsen, brother of singer Col Joye, accepted the award to tumultuous applause.

Sydney rock fans turned their fury on the Regent Theatre after Elvis Costello failed to give them an encore. Costello, Britain's top new wave performer, would not come back on stage after a show of less than 60 minutes because he said the audience reaction was "too mechanical."

The initial cheers from the 200-plus crowd turned into boos and catcalls when it became clear Costello was not coming back on stage. Next, pieces of the seats started hurtling towards the stage, first from the circle area and then from the stalls.

Announcements over the public address system were made, asking the crowd to disperse peacefully or all other Costello concerts would be cancelled. The crowd then began to leave the theatre amid chants of "Elvis loves his money" and "Costello is a capitalist." Several hundred people gathered outside the theatre, ripping Elvis posters from the entrance. **peter blunden**

Canada

TORONTO — British recording artist Roy Hill was in Toronto recently to discuss what has had to be an immensely frustrating recording career. Signed to Arista U.K. two years ago, Hill found himself shelved for 18 months before he could enter the studio to record. Once his debut disc appeared, Hill found himself the target of much abuse from the British music press, primarily because his label bought a profuse amount of advertising and publicity for him. Even more frustrating for Hill was the Arista U.S. decision not to release his album stateside. Arista in Canada, meanwhile, decided to work the album, and is achieving strong levels of acceptance for the disc, both at the radio and retail levels.

"Arista in the U.S. decided against releasing it," Hill told Cash Box, "primarily because they felt it didn't have a career-launching single on it." Hill's manager went on from Toronto to New York this past week, in an effort to secure a new deal for his artist.

"I guess you could say my contract is up for grabs," Hill said. "I'm sure that if Arista is offered anything, they'll hand me over."

The RCA picture disc of "Elvis Presley, A

(continued on page 45)



MIGHTY THREE PACTS — The Carlin Music Corp. will represent the Mighty Three Music catalog in the United Kingdom. Pictured at the signing (l-r) are Constance Deigler, Mighty Three's publishing copyright administrator; John Bienstock, executive vice president of the Anglo-American Music Publishing Holding Corp.; Earl Shelton, executive vice president of Mighty Three Music; and Freddy Beinstock, president of Carlin Music.

INTERNATIONAL BESTSELLERS

New Zealand

TOP TEN 45s

- 1 Dreadlock Holiday — 10cc — Polydor
- 2 Substitute — Clout — EMI
- 3 Kiss You All Over — Exile — EMI
- 4 Rasputin — Boney M — WEA
- 5 MacArthur Park — Donna Summer — Polydor
- 6 Hot Child In The City — Nick Gilder — Fest
- 7 Magnet And Steel — Walter Egan — Polydor
- 8 I Was Made For Dancing — Leif Garrett — WEA
- 9 Is This Love — Bob Marley — Fest
- 10 Get Off — Foxy — CBS

TOP TEN LPs

- 1 Grease — Soundtrack — Polydor
- 2 Dire Straits — Dire Straits — Polydor
- 3 Bloody Tourists — 10cc — Polydor
- 4 War Of The Worlds — Various — CBS
- 5 Bat Out Of Hell — Meat Loaf — CBS
- 6 Nightflight To Venus — Boney M — WEA
- 7 Stage — David Bowie — RCA
- 8 The Stranger — Billy Joel — CBS
- 9 Kaya — Bob Marley and the Wailers — Fest
- 10 Comes A Time — Neil Young — WEA

— Record Publications

Great Britain

TOPTEN 45s

- 1 Mar's Boy Child — Boney M — Atlantic/Hansa
- 2 Do Ya Think I'm Sexy — Rod Stewart — Riva
- 3 Too Much Heaven — Bee Gees — RSO
- 4 A Taste Of Aggro — Barron Knights — Epic
- 5 Rai Trap — Boomtown Rats — Ensign
- 6 I Lost My Heart To A Starship Trooper — Sarah Brightman/Hot Gossip — Ariola/Hansa
- 7 Hanging On The Telephone — Blondie — Chrysalis
- 8 Le Freak — Chic — Atlantic
- 9 Always And Forever/Mind Blowing Decisions — Heatwave — GTO
- 10 Hopelessly Devoted To You — Olivia Newton-John — RSO

TOP TEN LPs

- 1 Grease — Original Soundtrack — RSO
- 2 20 Golden Greats — Neil Diamond — MCA
- 3 Blondes Have More Fun — Rod Stewart — Riva
- 4 Singles 1974-78 — Carpenters — A&M
- 5 Jazz — Queen — EMI
- 6 Midnight Hustle — Various — K-Tel
- 7 Emotions — Various — K-Tel
- 8 Lion Heart — Kate Bush — EMI
- 9 Nightflight To Venus — Boney M — Atlantic/Hansa
- 10 Tonic For The Troops — Boomtown Rats — Ensign

— BMRB

Brazil

TOP TEN 45s

- 1 Automatic Lover — Dee D. Jackson — RGE/Fermata
- 2 Get Off — Foxy — CBS
- 3 Boogie Oogie Oogie — A Taste Of Honey — Capitol
- 4 Three Times A Lady — Commodores — Top Tape
- 5 Wuthering Heights — Kate Bush — Odeon
- 6 Rivers Of Babylon — Boney M — RCA
- 7 Sossego — Tim Maia — WEA
- 8 Pertinho De Voce — Elizangela — RCA
- 9 Stayin' Alive — Bee Gees — Phonogram
- 10 The Closer I Get To You — Roberta Flack — WEA

TOP TEN LPs

- 1 Dancin' Days — Various Artists — Som Livre
- 2 Alerta Geral — Alcione — Phonogram
- 3 Grease — Various Artists — Phonogram
- 4 De Pe No Chao — Beth Carvalho — RCA
- 5 Amigo — Roberto Carlos — CBS
- 6 Saturday Night Fever — Various Artists — Phonogram
- 7 Disco Baby — As Melindrosas — Copacabana
- 8 Discoteca Papagalo — Various Artists — Som Livre
- 9 Excelsior A Maquina Do Som — Vol. 7 — Various Artists — Som Livre
- 10 16 Temas Romanticos De Novelas — Various Artists — Som Livre



Maurice Oberstein

Oberstein Named CBS-UK Chairman

LONDON — Maurice Oberstein has been appointed to the newly created position of chairman, CBS Records, United Kingdom. In his new post, he will be the chief executive officer of the company.

Oberstein joined CBS Records International in 1965 and has most recently been serving as managing director of CBS Records, United Kingdom. Prior to this he held a number of other posts including deputy managing director, director of marketing and managing director of CBS Manufacturing, a division of CBS United Kingdom Ltd.

In discussing the appointment, Dick Asher, president of CBS International, praised the new chairman of the U.K. company for his achievements throughout his association with CBS Records. "Not only has Maurice Oberstein demonstrated an astounding versatility by continuously excelling in the widely different areas he has overseen during his 15 years with CBS Records," said Asher, "but as managing director of the English company he also has been responsible for a plethora of United Kingdom marketing successes such as Abba, Jeff Wayne's "War of the Worlds," the Clash, and the revitalization of Johnny Mathis' career, to mention but a few."

In addition to his new position as chairman of CBS Records, United Kingdom, Oberstein will continue serving as vice president of CBS Records International.

Record Bootleggers Arrested In Montreal

MONTREAL — A total of 556 criminal charges have been laid against three Montreal individuals following an investigation by the RCMP and the Canadian Recording Industry Association that resulted in the seizure of over 12,500 bootleg recordings.

A total of 264 counts were laid against Michel Mess of Montreal. A total of 146 charges each were laid against Gilles Lefranc and Daniel Hamilton, also of Montreal. The charges are based on copyright infringement and on conspiracy under the Criminal Code.

Harris Leaves Motown England, Moves To L.A.

LONDON — After serving two years as head of promotion for Motown Records U.K., Keith Harris has resigned the post and left the company. He has been replaced by his former colleague and assistant, Les Spaine, the ex-Liverpool disc jockey who joined Motown eight months ago.

Harris now takes up a new post in the U.S. effective immediately, handling promotion and marketing for Stevie Wonder's company, Black Bull Ltd.

MCA Canada Taps 7 Executives In Label Realignment

TORONTO — MCA Canada Records has appointed seven officials in a major executive realignment at the label. "With several middle-level executives leaving the firm during the past six months, the company has had to fill these spots in order to patch up our framework," commented a spokesman for the firm.

Among the recent position appointments were: George Burns (formerly Ontario sales manager) to the position of national sales manager; Geoff Gibbons (formerly an Ontario sales representative) to the post of Ontario sales manager; Lloyd Joubert (formerly the company's Ontario warehouse manager) to the title of Ontario sales representative.

Herb Forgie, most recently the company's production manager, has been appointed its new national marketing manager. His place in the firm has been taken by Bonnie McPhail (who was most recently Forgie's assistant).

Les Houston is the new Ontario warehouse manager. His new assistant will be Joe Houston.

All the appointments were announced Nov. 23 by Scott Richards, vice president, marketing with MCA Records Canada.

The company also announced it will release an album on the long-absent Les Disques Apex (Apex Records) label by the Quebec duo, Brul et Frechette.

The company is also distributing the new Infinity Records label in this country, to be headed by Martin Onrot (see **Cash Box**, Dec. 2). The label is also anticipating strong sales growth with Change Records, a domestic label.

WEA-UK Releases 7 Colored Vinyl Discs

LONDON — WEA is making available for the Christmas period seven of its best selling catalog albums in different colored vinyls, which will retail at regular prices. The albums, under the banner, "WEA's Rainbow Collection," are: the Eagles' "Greatest Hits" on green vinyl; Led Zeppelin "IV" on purple; "Fleetwood Mac" in white; Manhattan Transfer's "Pastiche" on orange; Rod Stewart's "Atlantic Crossing" on blue; Rose Royce's "In Full Bloom" on yellow; and Linda Ronstadt's "Living In The U.S.A." on red. WEA has pressed between 10 and 18 thousand of each album.



BALDWIN HONORED — Richard Baldwin (r), managing director of Music For Pleasure, is pictured here being presented with a carriage clock by Leslie Hill, joint managing director of EMI Music Worldwide Operations, at a tribute lunch given by colleagues and friends recently. The lunch marked the 25 years Baldwin has served in the business since he began as a salesman for the Hamlyn Publishing Group.



PETER GABRIEL PLAYS TORONTO — Atlantic's Peter Gabriel recently performed a concert at Toronto's Maple Leaf Gardens. Following the show, Gabriel met with friends and industry officials. Pictured backstage (l-r) are: Jeff Howard of CFTR; Ross Reynolds of WEA; Gabriel; and Tony Smith, Gabriel's manager.

INTERNATIONAL DATELINE

(continued from page 44)

Legendary Performer, Vol. III," is the first such disc to be pressed in this country by the firm. . . . **Billy Cobham** was in Toronto on Dec. 17 to host a music workshop at Convocation Hall. . . . CBS Disques is experiencing excellent response to the 48 billboards they've bought up in Montreal. . . . **Goddo** has, apparently, finished its third disc for PolyGram in Florida. The firm is miffed slightly by the band's actions. A new deal was renegotiated for the group, which sweetened the pot for its next two discs, giving the group \$40,000 budgets. Many in Toronto confide the band may now be in hot water. "Looks like they spent \$20,000 and pocketed the other \$20,000," commented a label rep.

kirk lapointe

Argentina

BUENOS AIRES — Local chanteuse **Luclana** was awarded a gold record by the Capitol Division of EMI-Odeon for the sales of 150,000 copies of "Quiero Tu Vida," her latest hit single. A new LP, "Mis Ganas de Verte," has been recently released and well received by the industry.

Nick Cirillo, vice president of Columbia Records International for Latin American Operations, has been in Buenos Aires discussing business with **Heclo Cuomo**, general manager of the local branch. CBS has had a very successful year-end campaign, and Cuomo reported having very strong product and promo plans for 1979.

A new record company may be formed by Kenia, currently one of the biggest cartridge and cassette duplicators in this country, to enter the music field in 1979. Kenia has been a leader in the tape market during several years, and also assembles and produces radios, TVs and other electronic equipment.

Phonogram hosted a party at the Libertador Hotel to honor Spanish guitar player **Paco de Lucla**, who is in town appearing at the Coliseo Theatre. He has been already in Argentina before, with strong success, and his recent album "Plays Manuel de Falla" has been selling well.

RCA's **Danny Cabuche** has returned from Brazil, where he recorded four tunes in Portuguese for the local market, and is planning a tour of several countries for January and February. His latest entry in the local charts is "Memorias de Un Gran Amor."

Nestor Selsco reports that his pubbery Pamsco, associated with Sicamericana, has obtained the rights to "El Amor . . . Cosa Tan Rara," winner of the recent OTI Song Festival, which applies the Eurovision idea to America. The OTI contest is aired to 19 countries in the area (including the Spanish-speaking network in the States) and Spain. The song is penned by **Denise de Kalafe**, from Brazil. . . . **miguel smirnoff**

Italy

MILAN — Former CBS Dischi's International A&R manager, **Ernesto Tabarelli**, will hold the same position for **WEA Italiana** beginning in January, and will report directly to **Giuseppe Velona**, WEA Italiana's managing director.

Arista recording group **Pierre Moerlen's Gong** is currently completing its second Italian tour in three years. A new album, the first for its new label, has just been completed in London and is set for imminent release.

In the New Year **Phonogram** will move to a new office in Milan. The label's building will include a highly sophisticated recording studio. . . . **Claudio Baglioni's** first album on CBS, "E Tu Come Stai?," has just been released.

Just released on the Polydor label is **Angelo Branduardi's** "Highdown Fair," the English-sung version of his successful "Alla Fiera Dell'Est." English lyrics, based upon the originals, were written by **Peter Sinfield**.

Ariston recording group **Matia Bazar** was recently awarded with a gold record for its "Solo Tu" success in Spain. The award has been presented to the band by Hispavox's Louis Calvo. . . . **guido harari**

Brazil

RIO DE JANEIRO — As the end of the year is here and bringing again the powerful sales period of Xmas, all companies have issued releases by their big stars. So, Phonogram is forwarding to the market with strong promotion the following albums: **Maria Bethania**; **Edu Lobo Caetano Veloso**, and **Carlos Drummond De Andrade**. Another important release is the new LP by **Nara Leao**, who was one of the introducers of the "bossa nova" many years ago. But now she is presenting a completely different style and the album is composed of only **Roberto Carlos** and **Erasmus Carlos** songs.

This month four important international artists arrived here to make concert and TV appearances, including **Astor Piazzolla**, the Argentinian boss of the tango; the Italian **Gigliola Cinquetti** and **Ray Charles**.

A very interesting event is taking place at the Sound and Image Museum: an exhibition of paintings and graphic art works by well known pop singers and composers. Among them: **Dorival Caymmi**, **Fernando Lobo**, **Alcyr Pires Vermelho**, **Manezinho Araujo**, **Nassara**, **Sergio Ricardo** and others.

The Brazilian singer and composer **Joyce** is very happy with the news coming from the States: her LP "Nature," produced by **Claus Oggerman**, is going to be released internationally by Horizon, the A&M Records jazz label. . . . **h. gandelman**

COIN MACHINE



'Disco 200'

Rowe's 'Disco 200' Is Now Available

WHIPPANY — "Disco 200" is the newest model in the Rowe International R-83 series of phonographs for 1979. It was introduced at the AMOA convention as a "surprise" attraction, displayed in the Rowe exhibit with the previously revealed "Fiesta" and "Claremont," which round out the R-83 lineup.

Advertised as "the discotheque that comes packed in a (juke) box," the new model has been designed to complement the visual excitement of the disco scene. The pulsating lights and color scheme are activated when the music is playing and, when not in play, the front panel continues to glow to attract attention to the machine. Standard equipment includes Rowe's 125-watt sound system, which allows for powerful sound reproduction.

Disco 200 also contains the "Memorec" system for tallying the number of times each record is played and the "Playmaker," which automatically plays a record if a machine has not been in play for a certain length of time.

The new model will be available through Rowe distributors.

Mondial Names Caland

NEW JERSEY — Anthony P. Yula, general manager of Mondial International Corporation of Springfield, New Jersey, announced the appointment of Mike Caland to the Mondial sales staff.

Caland, whose entire business career has been spent in the coin machine industry, has experience in marketing new products to all levels of distribution. Commenting on the appointment, Yula said, "We at Mondial are pleased to have someone of Mike's caliber join our expanding sales team."

Midway Delivers 'Space Invaders,' Its New Action-Packed Video Game

CHICAGO — "The crowds spilling out into the aisles at the Midway booth during the recent AMOA prompts us to believe we had the hit of the 1978 show," commented Stan Jarocki, director of marketing at Midway Manufacturing Co. The object of his accolades is the firm's new "Space Invaders."

The one- or two-player video game abounds in challenging play action and calls upon the skill and quick reflexes of the player in defending "earth" against "intergalactic marauders," who sweep down the screen attacking the player's laser base.

Strategy

In defense, the player maneuvers the laser base horizontally and can also hide behind protective shields to avoid enemy bombs, while simultaneously striking back at the attacker for scoring values of 10, 20 or 30 points. A special score is earned for striking the invaders and the player must try to destroy all the attackers before being destroyed, since three hits to the laser base ends the game. Scoring 1,000 points, however, will necessitate a fourth hit to eliminate the player and beating the high score conquers the "space invaders."

The machine's outstanding graphics and exciting rhythmic sound effects add to its appeal.

Jarocki noted that "location test results spanning ten weeks prove Space Invaders to be out of this world in breaking all time collection records." The game is currently available through Midway distributors.

Americoin Bows 'Tug-O-War' Game

CHICAGO — Americoin, the Milwaukee-based games producer, has captured all of the flavor of a favorite old pastime at picnics and other outdoor gatherings, in the design and play theme of its latest amusement game, "Tug-O-War." The machine's artwork portrays a nostalgic turn-of-the-century picnic scene depicting a tug-o-war.

In playing the game, two players use individual control switches to tug their teams to victory, with related sound effects accompanying the play action.

While nostalgic in theme, the machine is completely modern in structure, as the factory stressed. It is designed for maximum reliability and equipped with electro-mechanical circuitry to facilitate servicing.

Tug-O-War is available in either base or wall mount models and the cabinet-mounted controls are easily removable for remote play.

Americoin, which is a division of Electri-Wire Corp., is located at 700 W. Virginia St., Milwaukee, Wisconsin 53204.



'Tug-O-War'

Wurlitzer Reveals New Line At Int'l Distributor Meet

CHICAGO — Prior to introducing the 1979 line of Wurlitzer phonographs at the AMOA convention in November, the Wurlitzer organization hosted its annual distributors meeting at the Hilton Hotel in West Berlin, which was attended by 250 representatives from various countries.

Purpose of the event, according to Dr. Wilhelm Foelkel, head of Deutsche Wurlitzer, was to present the new product line and provide a platform for exchange of ideas on an international scale.

Featured in the 1979 phonograph lineup are the "Atlanta," which features new color and design; the electronic "X-9" (160 selection) and "X-200" (200-selection); the restyled "Lyric" (100-selection); the furniture-styled "Tarock" and "Cabarina;" and the uniquely designed "Niagra."

Executives of the Deutsche Wurlitzer domestic sales department described the features of the new models during the presentation portion of the business meeting.

The X-9 Karaoke, referred to as the "sing with me" jukebox because it can be fitted with a special microphone that allows vocal accompaniment by location patrons, was also shown. The model was produced for the Japanese market where patron participation is most prevalent.

William Herleman, president of Wurlitzer in the United States, was a featured speaker at the meeting.



'Space Invaders'

The game which is currently available through Midway's network of distributors was one of the hits at this year's AMOA Expo in Chicago.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 PLEASE COME HOME FOR CHRISTMAS EAGLES (Asylum E-45555-A)
- 2 SHATTERED ROLLING STONES (Rolling Stones/Atlantic RS 19310)
- 3 SOUL MAN BLUES BROTHERS (Atlantic A-36122)
- 4 EASY DRIVER KENNY LOGGINS (Columbia 3-10866)
- 5 BLUE MORNING, BLUE DAY FOREIGNER (Atlantic 3543)
- 6 YOU'VE REALLY GOT A HOLD ON ME EDDIE MONEY (Columbia 3-10842)
- 7 I DON'T WANNA LOSE YOU DARYL HALL & JOHN OATES (RCA JH-11424)
- 8 DO YA THINK I'M SEXY ROD STEWART (Warner Bros. WBS 8724)
- 9 SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
- 10 DANCIN' SHOES NIGEL OLSON (Bang B-740)

TOP NEW COUNTRY SINGLES

- 1 EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Elektra E-45554)
- 2 BABY I'M BURNIN' (I REALLY GOT THE FEELING) DOLLY PARTON (RCA 11420)
- 3 WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR CRYSTAL GAYLE (UA-X1259-Y)
- 4 COME ON IN OAK RIDGE BOYS (ABC AB 12434)
- 5 BACK ON MY MIND AGAIN/SANTA BARBARA RONNIE MILSAP (RCA PB 11421)
- 6 BUILDING MEMORIES SONNY JAMES (Columbia 3-10852)
- 7 HAPPY TOGETHER T.G. SHEPPARD (Warner/Curb WBS-8721)
- 8 REACHING OUT TO HOLD YOU DOTTIE WEST (UA X-125-Y)
- 9 ALIBIS JOHNNY RODRIQUEZ (Mercury 55050)
- 10 IF EVERYONE HAD SOMEONE LIKE YOU EDDY ARNOLD (RCA PB-11422)

TOP NEW R&B SINGLES

- 1 AQUA BOOGIE PARLIAMENT (Casablanca NB 950)
- 2 IS IT STILL GOOD TO YOU ASHFORD & SIMPSON (Warner Bros. 8710)
- 3 ZEKE THE FREAK ISAAC HAYES (Polydor PD 14527)
- 4 HOLY GHOST THE BAR-KAYS (Stax/Fantasy STX-3216-A-S)
- 5 EVER READY LOVE THE TEMPTATIONS (Atlantic 3538)
- 6 GET UP BRASS CONSTRUCTION (United Artists UA-X1262-Y)
- 7 LOVE IS HERE RONNIE LAWS (United Artists UA-X1264-Y)
- 8 BUSTIN' LOOSE PART I CHUCK BROWN & THE SOUL SEARCHERS (Source/NCA 40967)
- 9 KEEP IT COMIN' ATLANTIC STARR (A&M 2101-S)
- 10 LET'S DANCE TOGETHER WILTON FELDER (ABC AB-12433)

TOP NEW MOR SINGLES

- 1 THE MOMENT IN TIME ENGELBERT HUMPERDINCK (Epic P-50632)
- 2 BABY, AS YOU TURN AWAY TOM JONES (Epic B-50636)
- 3 OOH BABY BABY LINDA RONSTADT (Asylum E-45546-A)
- 4 SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
- 5 I BELIEVE YOU THE CARPENTERS (A&M 2097)

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COIN MACHINE



WURLITZER INTERNATIONAL MEET — The Deutsche Wurlitzer organization hosted its annual international distributor meeting recently at the Hilton Hotel in West Berlin. The meeting was attended by more than 250 representatives from numerous countries. The first picture above shows the Wurlitzer exhibit at the Hilton Hotel. Pictured in the second

photo are (l-r); Dr. Wilhelm Foelkel, head of Deutsche Wurlitzer. Mrs. Nagamine Ipu of Matsushita Pauoso and Bill Ruffler of Ruffler and Deith on London. Shown in the third photo is William Herleman, president of Wurlitzer in the United States, who was a principal speaker at the meeting.

EASTERN FLASHES

Among big doings in the area this past week was the Dec. 6 Rock-Ola showing, hosted by Betson of No. Bergen at Leonard's in Great Neck, N.Y. An evening affair, it attracted a huge turnout of ops from throughout the New York area and the bill of fare included cocktails, dinner, and lots of socializing — plus the unveiling of the new Rock-Ola phonograph. Officiating as hosts were **Hugh and Bert Betti, Jerry Gordon**, et al, and Jerry said the new phonograph was very well received. Subsequent showings will be held in Connecticut and New Jersey in the near future. On the subject of games, Betson is enjoying renewed interest in video machines, with emphasis on Atari's "Football" and Midway's "Space Invaders." As for pins, Bally's "Six Million Dollar Man" is a big seller and the distrib's anticipating a big run with the new "Playboy."

GOTTLIEB'S "CHARLIE'S ANGELS" is very much in the spotlight at Mondial-Springfield, as we learned from **Tony Yula**. "We're movin' 'em out as fast as they're coming in," he said. Here again, the video games picture is brightening up fast as a result of the Atari "Football" and "Super Breakout" machines, which have been doing extremely well, Tony said, adding that music sales are also on the rise, thanks to Seeburg's "Disco 160" phonograph.

TALKED TO PAT BILOTTA of Bilotta Dist. in Newark, who's expecting delivery of the new Wurlitzer phonographs. He's quite excited about the entire '79 lineup and made special mention of the "Atlanta," an entirely new model enhanced by 3-dimensional lighting and color, and just perfect for lounge locations, he stressed, and the electronic X-200, which is the first 200-selection phonograph produced by Wurlitzer since 1974 and, as Pat said, "We're happy to have it back."

CALIFORNIA CLIPPINGS

Atari executives will be on hand for the premiere of the long awaited "Superman" film released by sister company Warner Bros. Pictures (both firms are part of the Warner Communications, Inc. family). The Atari folks will attend film debuts in Washington, D.C., New York and Chicago. Meanwhile, back at Atari headquarters in Sunnyvale, word is that "Hercules," the colossal size pinball game which was debuted at this year's AMOA, will be available next spring. Interested operators are advised to contact their local Atari distributor and inquire about ordering the machine, which will only be produced in limited quantities based on demand.

PORTALE AUTOMATIC SALES in San Francisco hosted a showing of the new Rock-Ola 478 phonograph Dec. 1. According to the distrib's executive vice president **Tom Portale**, there was a "phenomenal turnout" and much praise for the new unit. He also had lots of good things to say about Gottlieb's new "Charlie's Angels" pin and Atari's new "Football" video. Of the latter piece, he remarked: "It appears to be the hottest game since 'Sprint II.' Player participation is the key to the game's success." He concluded by dismissing any suggestion that football is just a seasonal hit. "It will be a strong game for years to come," Portale said.

CHICAGO CHATTER

"Space Invaders" is indeed the center of excitement at Midway Mfg. Co. A super game, with fantastic earning power, as director of marketing **Stan Jarocki** pointed out — and it's sellin' like crazy.

CASH BOX received several phone calls requesting the dates of the ATE convention, so here they are: **Jan. 23-25**, at Alexandra Palace in London.

THE RECENTLY HELD two-day Rock-Ola service school in Chicago drew a heavier than expected attendance, so management had to make a last minute change in space in order to accommodate everyone. Similar sessions were being held in Atlanta as we went to press last week. Factory's **Les Rleck** happily notes that the new "Mystic" phonograph is being very well received. A few distributors have already held individual showings of the new model, with others to follow between now and after the first of the year.

WITH THE COMPLETION of its move into larger, new Chicago headquarters, Empire Dist., Inc. will continue its expansion program to include its various branch offices, with the exception of Indianapolis which is already housed in very modern facilities. The distrib's Detroit and Green Bay branches will be relocated into new buildings and the Grand Rapids office will be enlarged. . . . Gottlieb's **Dick Finger** was at Empire-Chicago Dec. 12 and 13, conducting service schools. . . . Among big sellers in the distrib's games department are Atari's "Football" and Midway's "Space Invaders."

THE COMBINATION OF THE new "Nugent" pinball machine and the personal appearance of rock star **Ted Nugent** (for whom it was named) made for a very successful press conference at Stern Electronics, Inc. The place was jammed with media people, members of the trade, et al, and some TV camera men from NBC who shot footage for one of the news show.

GET WELL WISHES to Fairview Heights operator **Ed Crain** of Twentieth Century Music, who is recovering from leg surgery. Ed's a member of the ICMOA board of directors.

1979 State Association Calendar

- | | |
|--|--|
| Jan. 19-21; Music Operators of Minnesota; annual conv. & trade show; Holiday Inn Central, Minneapolis. | trade show; Orlando Marriott Inn, Orlando. |
| Jan. 19-21; Oregon Amusement & Music Operators Assn.; annual conv.; Valley River Inn, Eugene. | May 11-12; Ohio Music & Amusement Assn.; annual conv.; Columbus Hilton Inn, Columbus. |
| Feb. 2-4; South Carolina Coin Operators Assn.; annual conv.; Carolina Inn, Columbia. | May 25-27; Music & Amusement Assn., Inc.; annual conv.; Stevensville Country Club, Swan Lake, N.Y. |
| Mar. 29-Apr. 1; Florida Amusement Merchandising Assn., annual conv. & | June 7-9; Music Operators of Texas; annual conv.; Marriott Motor Inn, Austin. |

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COIN MACHINES WANTED

WANTED: Auto phone machines — assorted models — advise price and condition. United States Amusements, 2 W. Northfield Road, Livingston, New Jersey 07039. Tel: (201) 992-7813.

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FOR SALE: Seeburg Entertainer Jukeboxes, excellent condition — \$1095, SKI'S MUSIC SERVICE, HANOVER, PA. Tel: (717) 632-7205.

FOR SALE: 200 units used pinball games, Gottlieb, Williams and Bally available, all in working order. FOB Hong Kong U.S. \$100/740. Please write to SUN MONG CO., LTD., 1st floor, 50-56 Mongkok Road, Kowloon, Hong Kong.

FOR SALE: Black Jack 21, like new \$1400, Micro Hold and Draw \$1500, used 5 weeks, Shoot A Line \$1500, Lotta Fun Converted To Barrel of Fun \$1200. Will trade on new pins games or Juke Boxes. Call (717) 248-9611. Guerrini's 1211 W. 4th St. Lewiston, Pa. 17044.

FOR SALE: North Carolina Vending and Amusement business in full operation. Will sell complete or separate. Vending \$150,000, Amusement \$400,000, or complete \$499,000. Reply in confidence to Box 105 Cash Box, 6363 Sunset #930, L.A. Calif. 90028.

FOR SALE: Lotta fun converted to Barrel O Fun \$1200 & up; Shoot A Line \$1300 & up; National 222 Consoline \$225; Midway Wild Kingdom Gun \$150; Brunswick Rebound Air Hockey \$300; GUERRINI VENDING 1211 W. 4th Street, Lewiston, Pa. 17044.

FOR SALE: Used and New Bally Bingos, Bally Slot machines, Flippers, Bowlers (new) Genuine Bally parts. Contact: WILMS DISTRIBUTING 87 Boomsse Steenweg, 2630 Aarstelaar — Belgium Tel: 031/8768000 — Telex: 31888

GAME SPECIALIST: We have a large inventory of games. Big price reduction on Drag Races, Triple Hunt, S-1s, Pool Shark, Atarians, Guided Missile, Circus. Call today. Coin Machine Distributors, Inc. 21 N. Division St., Peekskill, N.Y. 10566. Phone (914) 737-5050.

FOR SALE: Bally: Captain Fantastic (4pl) \$695, Bow & Arrow (4pl) \$595, Amigo (4pl) \$295, Old Chicago (4pl) \$595, Flicker (2pl) \$495, Air Aces (4pl) \$595; Williams: Pat Hand (4pl) \$495; Gottlieb: "300" (4pl) \$495; Midway: Road Runner \$795, Check Mate (cocktail) \$595, Maze (cocktail & upright) \$495. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. (814) 452-3207.

NATIONAL WHITENBURG MODEL 400 FOOD VENDER 1 National 21CE candy machine — Vendo Visi-Vend Row 20 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.

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FOR SALE: Silver Sails, Red Arrows, Ticker Tapes, Blue Chip and Stock Markets. Also Sweet Shawnees, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots, Mt. Climbers, Mystic Gates and Bonanzas. Antique slots for legal areas. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

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FOR SALE: Jet Spin \$495, Surf Champ \$550, Sindab (s.s.) \$1075, Gridiron \$450, Power Play (s.s.) \$895, Wizard \$625, Black Jack (s.s.) \$1025, Capt. Fantastic \$675, Stars (s.s.) \$1095, Atarians (s.s.) \$600, Speakeasy \$495, Ball Park \$300, Lemans \$800, Tank \$425, Outlaw \$295, M-79 Ambush \$995, Trivia \$295, Robot Bowl \$700, Blasto \$850, Bi Plane 4 \$725, Bi Plane 2 \$375, Gypsy Juggler \$875, Lazer Command \$350, Dozer \$895, Super Shifter \$225, Bazooka \$450, Three Hundred \$500, Spirit of '76 \$525, Target Alpha \$535, Night Rider (s.s.) \$775, Night Rider (e.m.) \$625, Mata Hari (s.s.) \$1175, Strikes & Spares (s.s.) \$1125, Airborne Avengers (s.s.) \$795, Hot Shot \$275, Pat Hand \$445, M-4 Tank \$625, Steeplechase \$395, Sprint 2 \$1150, Sky Raider \$1225, Kiddie Auto Racer \$500, Kiddie Boat \$500, Sandy Pony \$225, Kiddie Boat \$200, Strike \$875, Strike (used) \$695, Air Hockeys (in original crate, new) \$710, Air Hockey (used) \$300, Air Hand Ball (used) \$325, Foolsball (in original crate, new) \$575, Out Of Sight \$325, Duotron \$295, Oxo \$235, Hot Shot \$275, Pat Hand \$445, Kiddie Boat (used) \$200, Sandy Pony \$225. NEW ORLEANS NOVELTY CO., 1055 Dryades, New Orleans, La. 70113. Tel: (504) 529-7321. Call or Write.

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Classified Ads Close WEDNESDAY

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FEBRUARY 28, 1959 CASH BOX DEBUTS THE BULLET

The Cash Box

Volume XX—number 24

February 28, 1959

RED BULLET



To further assist the many thousands who depend on The Cash Box Top 100's wealth of information, The Cash Box this week introduces the RED BULLET feature—a feature designed to call to the readers' attention in one swift glance, the single records which show the strongest upward movement each week. The RED BULLET will be superimposed upon a song's current chart standing indicating that the given selection has shown a sharp jump from the position it held last week.

Dealers, ops, dee jays and jobbers are urged to check the RED BULLET records every week since these numbers deserve immediate attention due to their rapid climb.

The RED BULLET feature is another important addition to The Cash Box Top 100—a chart which is regarded by our industry as the most accurate and authentic Best Seller list in the business.

***CASH BOX. . . HELPING THE MUSIC
INDUSTRY MAKE SOUND BUSINESS
DECISIONS.***

SEPTEMBER 28, 1978 CASH BOX DEBUTS TWO NEW BULLETS

VOLUME XL - NUMBER 19 - SEPTEMBER 23, 1978

CASHBOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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RADIO BULLET



GIVEN FOR
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RADIO ACTIVITY
THIS WEEK

SALES BULLET



GIVEN FOR
EXCEPTIONALLY HEAVY
SALES ACTIVITY
THIS WEEK

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Cash Box Top Albums/101 to 200

December 23, 1970

		Weeks On Chart			Weeks On Chart			Weeks On Chart
101	FUNK OR WALK THE BRIDES OF FUNKENSTEIN (Atlantic SD 19201)	7.98	12/16					
102	MR. GONE WEATHER REPORT (ARC/Columbia JC 35358)	7.98	75	9				
103	LIGHT OF LIFE BAR-KAYS (Mercury SRM-1-3732)	7.98	85	11				
104	THE WIZ MOTION PICTURE SOUNDTRACK (MCA 2-14000)	14.98	148	2				
105	TRAVOLTA FEVER JOHN TRAVOLTA (Midsong Int'l./MTF 001)	9.98	88	12				
106	VAN HALEN (Warner Bros. BSK 3075)	7.98	118	5				
107	THE GOLDEN TOUCH CERRONE IV (Cotillion/Atlantic SD 5208)	7.98	93	44				
108	DESTINY THE JACKSONS (Epic JE 35552)	7.98	110	8				
109	LONG STROKE ADC BAND (Cotillion SD 5210)	7.98	120	5				
110	"WANTED" LIVE IN CONCERT RICHARD PRYOR (Warner Bros. BSK 3364)	14.98	121	4				
111	STEALIN' HOME IAN MATTHEWS (Mushroom MRS 5012)	7.98	132	2				
112	STARDUST WILLIE NELSON (Columbia JC 35305)	7.98	113	8				
113	MELBA MELBA MOORE (Epic JE 35507)	7.98	118	3				
114	SGT. PEPPER'S LONELY HEARTS CLUB BAND VARIOUS ARTISTS (RSO RS 2-4100)	15.98	123	6				
115	AN AMERICAN PRAYER JIM MORRISON & THE DOORS (Elektra 5E-502)	8.98	105	21				
116	BOBBY CALDWELL (Clouds/TK 8804)	7.98	129	3				
117	SONGBIRD BARBRA STREISAND (Columbia JC 35373)	7.98	130	7				
118	PARALLEL LINES BLONDIE (Chrysalis CHR 1192)	7.98	119	29				
119	RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	122	14				
120	ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229)	7.98	107	95				
121	CHEECH & CHONG'S UP IN SMOKE (Ode/Warner Bros. BSK 3249)	7.98	89	11				
122	I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	7.98	133	5				
123	CHANGE OF HEART ERIC CARMEN (Arista AB 4184)	7.98	84	11				
124	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC (Atlantic SD 19212)	7.98	111	10				
125	KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	7.98	139	2				
126	MIXED EMOTIONS EXILE (Warner Bros. BSK 3205)	7.98	70	15				
127	STEP II SYLVESTER (Fantasy F-9556)	7.98	104	21				
128	ALONG THE RED LEDGE DARYL HALL & JOHN OATES (RCA AFL 1-2804)	7.98	99	22				
129	GET DOWN GENE CHANDLER (Chi-Sound/ 20th Century T-578)	7.98	117	16				
130	AMERICAN DREAMS JESSE COLIN YOUNG (Elektra 6E-157)	7.98	157	5				
131	UGLY EGO CAMEO (Chocolat City/Casablanca CCLP 2006)	7.98	115	10				
132	A LENDGARY PERFOR- MER: VOLUME 3 ELVIS PRESLEY (RCA CPL 1-3082)	7.98	154	2				
133	Q: ARE WE NOT MEN? A: WE ARE DEVO!!! DEVO (Warner Bros. BSK 3239)	7.98	116	12				
134	INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557)	7.98	138	7				
135	NEXT OF KHIN GREG KIHN BAND (Beserkley/GRT JBZ 0056)	7.98	128	17				
136	EQUINOXE JEAN-MICHEL JARRE (Polydor PD-1-6175)	7.98	—	1				
137	AGAINST THE GRAIN PHOEBE SNOW (Columbia JC 35456)	7.98	109	11				
138	HOG HEAVEN ELVIN BISHOP (Capricorn CPN 0215)	7.98	140	5				
139	SLEEPER CATCHER LITTLE RIVER BAND (Harvest SW 11783)	7.98	127	29				
140	TOKYO TAPES SCORPIONS (RCA CPI 2-3039)	7.98	151	3				
141	MOTHER FACTOR MOTHER'S FINEST (Epic JE 35545)	7.98	135	15				
142	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	145	144				
143	THE GAMBLER KENNY ROGERS (United Artists LA 934)	7.98	162	2				
144	ON THE EDGE SEA LEVEL (Capricorn CPN 0212)	7.98	103	10				
145	MONEY TALKS BAR-KAYS (Stax/Fantasy STX 4106)	7.98	152	5				
146	GIVE 'EM ENOUGH ROPE THE CLASH (Epic JE 35543)	7.98	150	4				
147	BLOODY TOURISTS 10cc (Polydor PD 1-6161)	7.98	100	12				
148	STAGE DAVID BOWIE (RCA CPL 2-2913)	11.98	112	11				
149	STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD-1-6179)	7.98	—	1				
150	MOLLY HATCHET (Epic JE 35347)	7.98	155	8				
151	HEARTS OF STONE SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Epic JE 35488)	7.98	131	9				
152	CHRISTMAS PORTRAIT THE CARPENTERS (A&M 4726)	7.98	164	3				
153	HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	7.98	158	6				
154	BABYLON BY BUS BOB MARLEY & THE WAILERS (Island ISLD 11)	12.98	173	3				
155	ENERGY POINTER SISTERS (Planet P-1)	7.98	165	5				
156	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	160	66				
157	DON'T CRY OUT LOUD MELISSA MANCHESTER (Arista AB 4186)	7.98	168	2				
158	PHOTO-FINISH RORY GALLAGHER (Chrysalis CHR 1170)	7.98	159	9				
159	K-SCOPE PHIL MANZANERA (Polydor PD-1-6178)	7.98	—	1				
160	GREATEST HITS LARRY GATLIN (Monument MG-7628)	7.98	163	6				
161	CLOSE PERSONAL FRIEND ROBERT JOHNSON (Infinity INF 9000)	7.98	172	2				
162	BUSH DOCTOR PETER TOSH (Rolling Stones COC 39109)	7.98	167	3				
163	INSTANT REPLAY DAN HARTMAN (Blue Sky JZ 35641)	7.98	169	4				
164	THE WAR OF THE WORLDS JEFF WAYNE/VARIOUS ARTISTS (Columbia PC 2-35290)	13.98	124	23				
165	TOGETHERNESS L.T.D. (A&M SP 4705)	7.98	141	28				
166	DIRE STRAITS (Warner Bros. BSK 3266)	7.98	191	2				
167	"ROSS" DIANA ROSS (Motown M7-907R1)	7.98	144	10				
168	JOURNEY TO ADDIS THIRD WORLD (Island ILPS 9554)	7.98	175	5				
169	NOTHING SAYS I LOVE YOU LIKE I LOVE YOU JERRY BUTLER (Phila. Int'l./Columbia JZ 35510)	7.98	174	4				
170	SKYNYRD'S FIRST AND ... LAST LYNYRD SKYNYRD (MCA 3047)	7.98	134	15				
171	2 HOT! PEACHES & HERB (Polydor PD-1-6172)	7.98	188	3				
172	MIDNIGHT EXPRESS ORIGINAL MOTION PICTURE SOUNDTRACK (Casablanca NBLP 7114)	7.98	179	6				
173	CHRISTMAS CARD THE STALLER BROTHERS (Mercury SRM 1-5012)	7.98	177	3				
174	THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98	176	145				
175	BONNIE POINTER (Motown M7-911R1)	7.98	182	2				
176	COME GET IT RICK JAMES (Gordy G7-981R1)	7.98	143	30				
177	LIVE BARRY MANILOW (Arista AB 8500)	11.98	180	81				
178	KINSMAN DAZZ (20th Century T-574)	7.98	—	1				
179	SMOKIN' SMOKEY ROBINSON (Tamla/ Motown T9 3663-2)	9.98	183	4				
180	WE ALL HAVE A STAR WILTON FELDER (ABC AA-1109)	7.98	185	2				
181	GET OFF FOXY (Dash/TK 30005)	7.98	149	26				
182	GOIN' COCONUTS DONNY & MARIE (Polydor PD-1-6169)	7.98	147	10				
183	SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	7.98	—	1				
184	THE GRAND ILLUSION STYX (A&M SP 4637)	7.98	166	73				
185	BETTY WRIGHT LIVE (Alston 4408)	7.98	146	27				
186	FOREIGNER (Atlantic SC 18215)	7.98	186	92				
187	FLY AWAY VOYAGE (Marlin 2225)	7.98	195	2				
188	THE BEST OF NORMAN CON- NORS & FRIENDS (Buddah/Arista BDS 5716)	7.98	—	1				
189	SESAME STREET FEVER THE MUPPETS (Sesame Street CTW 79005)	7.98	194	18				
190	OCTAVE MOODY BLUES (London PS 708)	7.98	181	26				
191	BISH STEPHEN BISHOP (ABC AA 1082)	7.98	153	15				
192	LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l./JZ 35095)	7.98	170	28				
193	MIND MAGIC DAVID OLIVER (Mercury SRM-1-3747)	7.98	—	1				
194	DANGER ZONE PLAYER (RSO RS 1-3036)	7.98	184	16				
195	NATURAL HIGH COMMODORES (Motown M7-902R1)	7.98	137	31				
196	SUMMERTIME GROOVE HAMILTON BOHANNON (Mercury SRM 1-3728)	7.98	125	17				
197	BLAM THE BROTHERS JOHNSON (A&M SP 4714)	7.98	190	21				
198	AJA STEELY DAN (ABC AA 1006)	7.98	192	63				
199	ALL'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	7.98	178	56				
200	CITY TO CITY GERRY RAFFERTY (United Artists LA 840-G)	7.98	189	37				

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

AC/DC	124	Chic	11	Grateful Dead	41	Manznernz, Phil	159	Pryor, Richard	110	Talking Heads	95
ADC Band	109	Chicago	46	Hall & Oates	128	Marley, Bob	154	Queen	9	10cc	147
Aerosmith	10	Clapton, Eric	7	Harris, Emmylou	83	Martin, Steve	3,156	Rafferty, Gerry	200	Third World	168
Ambrosia	74	Clash, The	146	Hartman, Dan	163	Marshall Tucker	35	Rawls, Lou	82	Thorogood, George	93
Armstrong, Joan	69	Commodores	28,195	Hayes, Isaac	73	Matthews, Ian	111	Robinson, Smokey	179	Tosh, Peter	162
Ashford & Simpson	67	Connors, Norman	188	Heart	31,142	Meat Loaf	66	Rogers, Kenny	143	Toto	20
Ayers, Roy & Wayne Henderson	149	Cooper, Alice	100	Jacksons	108	Miller, Steve	24	Rolling Stones	14	Travolta, John	105
Bar-Kays	103,145	Criss, Peter	55	James, Bob	85	Molly Hatchet	150	Ronstadt, Linda	12	Tucker, Tanya	94
Bishop, Elvin	138	Devo	133	James, Rick	176	Moody Blues	190	Rose Royce	78	Van Halen	106
Bishop, Stephen	191	Diamond, Neil	19	Jarre, Jean Michael	136	Murray, Anne	113	Ross, Diana	167	Vannelli, Gino	23
Blondie	118	Dire Straits	166	Jarreau, Al	120	Morrison, Jim	115	Rundgren, Todd	75	Village People	17,90
Blues Brothers	45	Doobie Bros.	52	Jennings, Waylon	122	Morrison, Van	51	Rush	34	Voyage	187
Bohannon, Hamilton	196	Dr. Hook	98	Jethro Tull	68	Mother's Finest	141	Santana	79	War Of The Worlds	164
Boston	42	Eagles	174	Joel, Billy	2,33	Muppets	189	Scorpions	140	Washington, Grover	64
Bowie, David	148	Earth, Wind & Fire	13,199	John, Elton	36	Murray, Anne	71	Scott, Tom	134	Weather Report	102
Brass Construction	89	Emerson, Lake & Palmer	61	Johnson, Robert	161	Musique	125	Scott-Heron, Gil	59	Whispers	153
Brides of Funkenstein	101	Exile	126	Kansas	22	Nelson, Willie	58,112	Sea Level	144	White, Barry	49
Bridges, Alicia	47	Felder, Wilton	180	Khan, Chaka	25	Newton-John, Olivia	44	Seeger, Bob	39	Who	53
Brothers Johnson	197	Firefall	21	Kihn, Greg	135	Nugent, Ted	16	Simmons, Gene	30	Wings	29
Browne, Jackson	99	Fleetwood Mac	119	King, Evelyn "Champagne"	183	Oliver, David	193	Snow, Phoebe	137	Wright, Betty	185
Bryson, Peabo	65	Fogelberg/Weisberg	43	Kinsman Dazz	178	Osmond, Donnie & Marie	182	Southside Johnny	151	Yes	87
Buffett, Jimmy	56										

CASH BOX TOP 100 ALBUMS

December 23, 1978

		Weeks On Chart			Weeks On Chart			Weeks On Chart
1	BARBRA STREISAND'S GREATEST HITS VOL. 2 (Columbia FC 35679)	12/16	8.98	3	5			
2	52nd STREET BILLY JOEL (Columbia FC 35609)	1	8.98	1	9			
3	A WILD AND CRAZY GUY STEVE MARTIN (Warner Bros. HS 3238)	2	8.98	2	8			
4	GREATEST HITS BARRY MANILOW (Arista A2L 8601)	6	13.98	6	4			
5	GREASE VARIOUS ARTISTS (RSO 2-4002)	5	12.98	5	32			
6	LIVE AND MORE DONNA SUMMER (Casablanca NBLP 71119)	4	12.98	4	15			
7	BACKLESS ERIC CLAPTON (RSO RS-1-3039)	8	8.98	8	5			
8	DOUBLE VISION FOREIGNER (Atlantic SD 1999)	7	7.98	7	25			
9	JAZZ QUEEN (Elektra 6E-166)	11	7.98	11	4			
10	LIVE BOOTLEG AEROSMITH (Columbia PC2 35564)	10	13.98	10	7			
11	C'EST CHIC CHIC (Atlantic SD 19209)	15	7.98	15	5			
12	LIVING IN THE U.S.A. LINDA RONSTADT (Asylum 6E 155)	9	7.98	9	12			
13	THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)	16	8.98	16	4			
14	SOME GIRLS ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	12	7.98	12	27			
15	PIECES OF EIGHT STYX (A&M SP 4724)	14	7.98	14	13			
16	WEEKEND WARRIORS TED NUGENT (Epic FE 35551)	13	8.98	13	8			
17	CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	18	7.98	18	11			
18	GREATEST HITS STEELY DAN (ABC AK-11707/2)	19	11.98	19	7			
19	YOU DON'T BRING ME FLOWERS NEIL DIAMOND (Columbia FC 35625)	68	8.98	68	2			
20	TOTO (Columbia JC 35317)	25	7.98	25	10			
21	ELAN FIREFALL (Atlantic SD 19183)	22	7.98	22	9			
22	TWO FOR THE SHOW KANSAS (Kirschner PZ2 35660)	23	13.98	23	6			
23	BROTHER TO BROTHER GINO VANNELLI (A&M SP4722)	21	7.98	21	13			
24	GREATEST HITS 1974-78 STEVE MILLER BAND (Capitol SOO-11872)	30	8.98	30	4			
25	CHAKA CHAKA KHAN (Warner Bros. BSK 3245)	20	7.98	20	8			
26	TIME PASSAGES AL STEWART (Arista AB 4190)	17	7.98	17	13			
27	ACE FREHLEY (Casablanca NBLP 7121)	29	7.98	29	12			
28	GREATEST HITS COMMODORES (Motown M7-912R1)	34	7.98	34	7			
29	WING'S GREATEST (Capitol SOO-11905)	43	8.98	43	3			
30	GENE SIMMONS (Casablanca NBLP 7120)	32	7.98	32	12			
31	DOG & BUTTERFLY HEART (Portrait FR 35555)	36	8.98	36	13			
32	BLONDES HAVE MORE FUN ROD STEWART (Warner Bros. BSK 3261)	—	7.98	—	1			
33	THE STRANGER BILLY JOEL (Columbia JC 34987)	26	7.98	26	62			
34	HEMISPHERES RUSH (Mercury SRM 3743)	39	7.98	39	6			
35	GREATEST HITS MARSHALL TUCKER BAND (Capricorn CPN 0214)	37	7.98	37	11			
36	A SINGLE MAN ELTON JOHN (MCA 3065)	24	7.98	24	8			
37	MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	78	7.98	78	3			
38	COMES A TIME NEIL YOUNG (Reprise MSK 2266)	28	7.98	28	10			
39	STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW 11699)	40	7.98	40	31			
40	SATURDAY NIGHT FEVER BEE GEES & VARIOUS ARTISTS (RSO RS 4001)	45	12.98	45	55			
41	SHAKEDOWN STREET GRATEFUL DEAD (Arista AB 4198)	52	7.98	52	4			
42	DON'T LOOK BACK BOSTON (Epic FE 35050)	27	8.98	27	17			
43	TWIN SONS OF DIFFERENT MOTHERS DAN FOGELBERG & TIM WEISBERG (Epic JE 35339)	33	7.98	33	16			
44	TOTALLY HOT OLIVIA NEWTON-JOHN (MCA 3067)	55	7.98	55	4			
45	BRIEFCASE FULL OF BLUES BLUES BROTHERS (Atlantic SD 19217)	—	7.98	—	1			
46	HOT STREETS CHICAGO (Columbia FC 35512)	31	8.98	31	11			
47	ALICIA BRIDGES (Polydor PD1-6158)	50	7.98	50	10			
48	PAUL STANLEY (Casablanca NBLP 7123)	49	7.98	49	12			
49	THE MAN BARRY WHITE (20th Century T-571)	41	7.98	41	10			
50	FEEL THE NEED LEIF GARRETT (Scotti Bros./Atlantic SB 7100)	58	7.98	58	6			
51	WAVELENGTH VAN MORRISON (Warner Bros. BSK 3212)	35	7.98	35	11			
52	MINUTE BY MINUTE THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	—	7.98	—	1			
53	WHO ARE YOU THE WHO (MCA 3050)	42	7.98	42	16			
54	ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. BSK 3209)	44	7.98	44	13			
55	PETER CRISS (Casablanca NBLP 7122)	56	7.98	56	12			
56	YOU HAD TO BE THERE JIMMY BUFFETT (ABC AK-1009/2)	38	11.98	38	7			
57	SHADOW DANCING ANDY GIBB (RSO RS 1-3034)	60	7.98	60	28			
58	WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC 2 35642)	71	11.98	71	5			
59	SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	59	7.98	59	17			
60	THE CARS (Elektra 6E 135)	57	7.98	57	27			
61	LOVE BEACH EMERSON, LAKE & PALMER (Atlantic SD 19211)	90	7.98	90	3			
62	CHERYL LYNN (Columbia JC 35486)	73	7.98	73	5			
63	PLAYIN' TO WIN OUTLAWS (Arista AB 4205)	66	7.98	66	6			
64	REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)	51	7.98	51	12			
65	CROSSWINDS PEABO BRYSON (Capitol ST-11875)	83	7.98	83	4			
66	BAT OUT OF HELL MEAT LOAF (Cleve. Int'l./Epic PE 34974)	63	7.98	63	60			
67	IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	62	7.98	62	18			
68	BURSTING OUT JETHRO TULL (Chrysalis CHR 1201)	48	11.98	48	11			
69	TO THE LIMIT JOAN ARMATRADING (A&M SP 4732)	72	7.98	72	8			
70	THE LORD OF THE RINGS ORIGINAL MOVIE SOUNDTRACK (Fantasy LOR-1)	81	13.98	81	3			
71	LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW 11743)	47	7.98	47	19			
72	SWITCH (Gordy G7-980R1)	69	7.98	69	18			
73	FOR THE SAKE OF LOVE ISAAC HAYES (Polydor PD-1-6164)	77	7.98	77	7			
74	LIFE BEYOND L.A. AMBROSIA (Warner Bros. BSK 3135)	46	7.98	46	21			
75	BACK TO THE BARS TODD RUNDGREN (Bearsville 2BRX 6986)	92	12.98	92	4			
76	FLAME RONNIE LAWS (United Artists LA-881-H)	54	7.98	54	10			
77	NIGHTWATCH KENNY LOGGINS (Columbia JJ 35387)	61	7.98	61	24			
78	ROSE ROYCE STRIKES AGAIN (Warner Bros. WHI 3227)	65	7.98	65	16			
79	INNER SECRETS SANTANA (Columbia FC 356000)	53	8.98	53	9			
80	WORLDS AWAY PABLO CRUISE (A&M SP 4697)	64	7.98	64	28			
81	NICOLETTE NICOLETTE LARSON (Warner Bros. BSK 3242)	95	7.98	95	8			
82	LOU RAWLS LIVE (Phila. Int'l. PZ2 35517)	86	13.98	86	7			
83	PROFILE/BEST OF EMMYLOU HARRIS (Warner Bros. BSK 3258)	87	7.98	87	5			
84	BACK TO EARTH CAT STEVENS (A&M SP-4735)	—	7.98	—	1			
85	TOUCHDOWN BOB JAMES (Columbia JC 35594)	98	7.98	98	3			
86	CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	74	14.98	74	14			
87	TORMATO YES (Atlantic SD 19202)	67	7.98	67	11			
88	SANCTUARY THE J. GEILS BAND (EMI America SO-17006)	126	7.98	126	3			
89	BRASS CONSTRUCTION IV (United Artists UA-LA916-H)	91	7.98	91	6			
90	MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	76	7.98	76	41			
91	EVEN NOW BARRY MANILOW (Arista AB 4164)	94	7.98	94	44			
92	LEGEND POCO (ABC AA-1099)	102	7.98	102	5			
93	MOVE IT ON OVER GEORGE THOROGOOD & THE DESTROYERS (Rounder 3024)	96	7.98	96	7			
94	TNT TANYA TUCKER (MCA 3066)	106	7.98	106	4			
95	MORE SONGS ABOUT BUILDINGS AND FOOD TALKING HEADS (Sire SRK 6058)	79	7.98	79	21			
96	CITY NIGHTS NICK GILDER (Chrysalis CHR 1202)	80	7.98	80	14			
97	CHANSON (Ariola SW 50039)	108	7.98	108	11			
98	PLEASURE & PAIN DR. HOOK (Capitol SW 11858)	101	7.98	101	6			
99	RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E 113)	82	7.98	82	52			
100	FROM THE INSIDE ALICE COOPER (Warner Bros. BSK 3263)	114	7.98	114	3			

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Oct 14, 2016

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