

CASHBOX

September 30, 1978

NEWSPAPER


\$1.95



Joe Cocker

GREAT ENCOUNTERS OF THE BEST KIND

(Don't let them happen without you).



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Information and reservations :
FRANCE
rue Garnier - 92200 Neuilly
tél. : 747.84.00 - Telex : 630547 F MIP/MID
Christian Bourguignon
International Sales Executive

UNITED KINGDOM :
International Equipment and Services
Exhibition Organisation Ltd,
43 Conduit Street - London W. 1.
Tel. : (01) 439.6801 - Telex : 25230 MIPTV/Midem LDN
Liz Sokoski, U.K. Representative

U.S.A. :
30 Rockefeller Plaza, Suite 4535
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Tel. : (212) 489.1360 - Telex : 235309 OV
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International Representative

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CASH BOX

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DENISE MEEK

Art Director
LINDSAY BOLYARD

Circulation
THERESA TORTOSA, Manager

PUBLICATION OFFICES
NEW YORK
119 West 57th, N.Y., N.Y. 10019
Phone: (212) 586-2640
Cable Address: Cash Box N.Y.
Telex: 666123

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

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

CHICAGO
CAMILLE COMPASIO, Coin Machine, Mgr.
1424 S. 61st St., Cicero IL 60650
Phone: (312) 863-7440

WASHINGTON, D.C.
JOANNE OSTROW
4201 Massachusetts Ave., NW
Washington, D.C. 20016

ENGLAND — JON DONALDSON
NICK UNDERWOOD
25 Denmark St., London WC 2
Phone: 01-836-1362/01-836-4188

ARGENTINA — MIGUEL SMIRNOFF
Belgrano 3252, Piso 4 "B"
Buenos Aires, Argentine
Phone: 89-6796

BRAZIL — H. GANDELMAN
Av. Rio Branco, 156 Sala 627
Rio de Janeiro RJ
Phone: 231-3231
Cable: COPIGAN

CANADA — KIRK LaPOINTE
56 Brown's Line
Toronto, Ontario, Canada M8W 359
Phone: (416) 251-1283

HOLLAND — PAUL ACKET
P.O. Box 11621 (Prinsessegracht 3)
The Hague
Phone: (70) 624621, Telex: 33083

ITALY — GUIDO HARARI
via Solarli, 19
20144 Milan, Italy

AUSTRALIA — JOCK VEITCH
4/58 Ramsgate Avenue
Bondi, Sydney, NSW Australia

JAPAN — Adv. Mgr., SACHIO SAITO
Editorial Mgr., FUMIYO TACHIBANA
3rd Floor of Chuo-Tatemono bldg.
2-chome, 11-1, Shimbashi, Minato-ku,
Tokyo Japan, 105
Phone: 504-1651

FRANCE — CLAUDE EM MONNET
262 bis Rue des Pyrenees
Paris, France 75020
Phone: 361-8534
Telex: 612787F

WEST GERMANY — GERHARD AUGUSTIN
Herzog Rudolf Str. 3
8 Munich 22
Phone: 221363 — 294761
Telex: 5-29378

EDITORIAL Reaching For The Masses

Two current superstar campaigns point up the increasing importance of creative merchandising techniques in promoting record sales. And although Casablanca's Kiss marketing plan and Portrait's Heart campaign employ divergent methods, both show how innovative thinking can be used to create additional excitement at the consumer level.

For the Kiss members' four solo albums, Casablanca is spending \$2.5 million on a massive campaign that includes a two-hour NBC-TV movie and numerous merchandising tie-ins like Kiss jeans, Halloween masks, costumes and dolls and a second Marvel Comics book. The advertising and in-store portions of the blitz are equally ambitious, including a \$1.5 million consumer ad budget, 500,000 plastic bags carrying four-color reductions of the four covers and special Kiss contests and giveaways.

For Heart's new "Dog and Butterfly" album, Por-

trait is trying a new "sophisticated approach" involving the use of Haiku poetry in radio ads combined with excerpts from some of the group's hard rock songs. The label hopes this campaign will increase consumer and industry awareness of Heart's lyrically intelligent side as well as its ability to rock.

Despite their differing techniques, the Portrait and Casablanca campaigns have two things in common: Not only do they use conventional merchandising methods to a much greater degree than most, but they also are expanding the parameters of merchandising through new and innovative avenues.


Over the past year, it has come to be taken for granted that it is impossible to truly achieve "mass sales" by relying solely on radio airplay. And those companies whose unique merchandising tactics help increase the ranks of "regular record buyers" will reap the profits of an expanded marketplace.

NEWS HIGHLIGHTS

- Ron Alexenburg debuts new Infinity Records label, announces staff and first artists (page 7).
- Lieberman Enterprises holds largest convention to date in Lake Geneva, Wisc. (page 7).
- Polygram opens new 100,000-square-foot warehouse in Edison, N.J. (page 7).
- ASCAP foreign and domestic receipts top \$76 million during first eight months of 1978 (page 7).
- Janus and Ranwood labels spearhead new GRT Record Group (page 8).
- Warren Schatz appointed division vice president of A&R at RCA Records (page 8).

TOP POP DEBUTS

SINGLES	78	LIKE A SUNDAY IN SALEM — Gene Cotton — UA
ALBUMS	42	PIECES OF EIGHT — Styx — A&M

POP SINGLE	NUMBER ONES	POP ALBUM
BOOGIE OOGIE OOGIE Taste Of Honey — Capitol		GREASE Various Artists — RSO
R&B SINGLE		BLAM! Brothers Johnson — A&M
ONE NATION UNDER A GROOVE Funkadelic — WB		COUNTRY ALBUM
COUNTRY SINGLE		HEARTBREAKER Dolly Parton — RCA
HEARTBREAKER Dolly Parton — RCA		GOSPEL
JAZZ		LIVE IN LONDON Andrea Crouch & The Deciples — Light
IMAGES Crusaders — ABC		

Dolly Parton

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CASH BOX TOP 100 SINGLES

September 30, 1978

Weeks
On
Chart

1	BOOGIE OOGIE OOGIE TASTE OF HONEY (Capitol 4565) CPP	1	15
2	KISS YOU ALL OVER EXILE (Warner/Curb WBS 8589) CPP	2	13
3	SUMMER NIGHTS, JOHN TRAVOLTA/OLIVIA NEWTON-JOHN (RSO 906)	5	9
4	HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS 903) WB	3	13
5	REMINISCING LITTLE RIVER BAND (Harvest P-4605) WB	9	11
6	HOT CHILD IN THE CITY NICK GILDER (Chrysalis CHS 2226)	10	10
7	DON'T LOOK BACK BOSTON (Epic 8-50590)	8	7
8	THREE TIMES A LADY COMMODORES (Motown M1433F) CPP	4	15
9	HOT BLOODED FOREIGNER (Atlantic 3488) WB	6	14
10	YOU NEEDED ME ANNE MURRAY (Capitol 4574) WB	13	13
11	WHENEVER I CALL YOU "FRIEND" KENNY LOGGINS (Columbia 3-10794)	12	10
12	AN EVERLASTING LOVE ANDY GIBB (RSO RS 904) WB	7	12
13	RIGHT DOWN THE LINE GERRY RAFFERTY (United Artists X-1233-Y)	18	8
14	HOLLYWOOD NIGHTS BOB SEGER (Capitol P-4618)	17	8
15	YOU AND I RICK JAMES (Gordy G-7156-G) CPP	16	14
16	LOVE IS IN THE AIR JOHN PAUL YOUNG (Scotti Bros./Atlantic SB-402)	19	12
17	WHO ARE YOU WHO (MCA 40948)	21	6
18	GREASE FRANKIE VALLI (RSO 897) WB	11	19
19	BACK IN THE USA LINDA RONSTADT (Asylum E-45519-A)	22	7
20	SHAME EVELYN "CHAMPAGNE" KING (RCA PB-11122) CL	15	19
21	COME TOGETHER AEROSMITH (Columbia 3-10802)	24	8
22	GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10796)	WB	14
23	YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE (A&M 2063) WB	29	10
24	OH! DARLING ROBIN GIBB (RSO 907)	25	8
25	GET OFF FOXY (Dash/TK 5046) CPP	28	11
26	SHE'S ALWAYS A WOMAN BILLY JOEL (Columbia 3-10788)	30	9
27	BEAST OF BURDEN ROLLING STONES (RS 19309)	39	4
28	TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y) CPP	31	19
29	JOSIE STEELY DAN (ABC AB-12404)	33	6
30	HOW MUCH I FEEL AMBROSIA (Warner Bros. WBS 8640)	34	4
31	FOOL (IF YOU THINK IT'S OVER) CHRIS REA (Magnet/United Artists UA- X1198-Y)	20	14
32	I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PD 14483) CPP	38	14
33	MAGNET AND STEEL WALTER EGAN (Columbia 3-10719) WB	23	20

Weeks
On
Chart

34	MAC ARTHUR PARK DONNA SUMMER (Casablanca NB 939)	49	4
35	IT'S A LAUGH DARYL HALL & JOHN OATES (RCA PB- 11371)	40	6
36	ALL I SEE IS YOUR FACE DAN HILL (20th Century TC-2378)	38	8
37	TOOK THE LAST TRAIN DAVID GATES (Elektra 45500)	41	6
38	MISS YOU ROLLING STONES (RS-19307) WB	27	19
39	SWEET LIFE PAUL DAVIS (Bang B-738)	43	8
40	LOVE WILL FIND A WAY PABLO CRUISE (A&M 2048) ALM	26	18
41	CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8- 3648)	32	14
42	READY TO TAKE A CHANCE AGAIN BARRY MANILOW (Arista AS-0357)	57	4
43	PARADISE BY THE DASH BOARD LIGHT MEAT LOAF (Cleve. Int'l. 8-50588)	37	8
44	I WILL STILL LOVE YOU STONEBOLT (Parachute RR 512) WB	46	10
45	ALMOST LIKE BEING IN LOVE MICHAEL JOHNSON (EMI 8004)	47	8
46	BLUE COLLAR MAN (LONG NIGHTS) STYX (A&M 2087)	53	4
47	THEMES FROM THE WIZARD OF OZ MECO (Millennium MN 620)	51	5
48	DEVOTED TO YOU CARLY SIMON AND JAMES TAYLOR (Elektra E-45506)	50	7
49	PRISONER OF YOUR LOVE PLAYER (RSO 908)	55	4
50	DOUBLE VISION FOREIGNER (Atlantic 3514)	65	2
51	I JUST WANNA STOP GINO VANNELLI (A&M 2072)	63	4
52	LONDON TOWN WINGS (Capitol P-4625)	60	4
53	EASE ON DOWN THE ROAD DIANA ROSS/MICHAEL JACKSON (MCA 40947)	56	5
54	EYES OF LAURA MARS (PRISONER) BARBRA STREISAND (Columbia 3-10777)	35	10
55	SHARING THE NIGHT TOGETHER DR. HOOK (Capitol P-4621)	67	3
56	HEARTBREAKER DOLLY PARTON (RCA PB-11296)	58	7
57	5.7.0.5 CITY BOY (Mercury/Phonogram 73999)	59	12
58	HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	62	6
59	LIFE'S BEEN GOOD JOE WALSH (Asylum E-45493-A)	42	18
60	EVERYBODY NEEDS LOVE STEPHEN BISHOP (ABC AB-12406)	70	3
61	STRAIGHT ON HEART (Portrait 6-70020)	68	3
62	MACHO MAN VILLAGE PEOPLE (Casablanca NB 922) CPP	45	15
63	SUBSTITUTE CLOUT (Epic 8-50591)	71	5
64	CHANGE OF HEART ERIC CARMEN (Arista AS-0354)	74	3
65	DON'T WANT TO LIVE WITHOUT IT PABLO CRUISE (A&M 2076)q 78 2		

Weeks
On
Chart

66	PEGGY SUE THE BEACH BOYS (Brother/Reprise RPS- 1394)	69	5
67	ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618)	77	3
68	DANCE (DISCO HEAT) SYLVESTER (Fantasy 827)	72	6
69	BADLANDS BRUCE SPRINGSTEEN (Columbia 3-10801)	52	5
70	LIGHTS JOURNEY (Columbia 3-10800)	73	5
71	GOT TO HAVE LOVING DON RAY (Polydor 14489)	80	3
72	TWO TICKETS TO PARADISE EDDIE MONEY (Columbia 3-10765) ALM	44	14
73	YOU RITA COOLIDGE (A&M 2058) CPP	54	15
74	LAST DANCE DONNA SUMMER (Casablanca 926) WB	61	21
75	JUST WHAT I NEEDED CARS (Elektra E5491-A) WB	48	15
76	RAINING IN MY HEART LEO SAYER (Warner Bros. 8682)	85	2
77	LET'S GET CRAZY TONIGHT RUPERT HOLMES (Private Stock PS-45199)	64	6
78	"LIKE A SUNDAY IN SALEM" (THE AMOS & ANDY SONG) GENE COTTON (Ariola 7723)	—	1
79	WAVELENGTH VAN MORRISON (Warner Bros. 8661)	87	2
80	CRAZY FEELING JEFFERSON STARSHIP (RCA JB 11374)	88	2
81	SEARCHING FOR A THRILL STARBUCK (United Artists UA-X 1245-Y)	90	2
82	MY ANGEL BABY TOBY BEAU (RCA PB-11250) ALM	66	19
83	FLYING HIGH THE COMMODORES (Motown 1452F)	—	1
84	GREASED LIGHTNIN' JOHN TRAVOLTA (RSO 909)	—	1
85	LISTEN TO HER HEART TOM PETTY (Shelter/ABC SR-62011)	94	2
86	TIME PASSAGES AL STEWART (Arista AS 0362)	—	1
87	STRANGE WAY FIREFALL (Atlantic 3518)	—	1
88	CHAMPAGNE JAM ATLANTIC RHYTHM SECTION (Polydor PD 14504)	—	1
89	RUN FOR HOME LINDISFARNE (Atco 7093)	—	1
90	DREADLOCK HOLIDAY 10cc (Polydor PD 14511)	—	1
91	FOREVER AUTUMN JUSTIN HAYWARD (Columbia 3-10799)	95	2
92	SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS THE BEATLES (Capitol P-4612)	92	4
93	YOU SHOULD DO IT PETER BROWN (TK Drive 6272)	—	1
94	HOT SHOT KAREN YOUNG (West End WSS 1211)	—	1
95	SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	79	10
96	YOU McCRARYS (Portrait 6-70014)	81	9
97	THINK IT OVER CHERYL LADD (Capitol P-4599)	75	14
98	A ROCK 'N' ROLL FANTASY THE KINKS (Arista AS 0342) WB	82	12
99	IN FOR THE NIGHT DIRT BAND (United Artists UA-X1228-Y)	76	6
100	COPACABANA (AT THE COPA) BARRY MANILOW (Arista 0339) B-3	83	17

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Rock 'N' Roll (Darvey Music Ltd.)	98	Fool If You (Magnet/Interworld)	91	Life's Been (Wow & Flutter — ASCAP)	59	Shame (Dunbar/Mill & Mills — BMI)	20
All I See (Welbeck — ASCAP)	36	Forever Autumn (Duchess — BMI)	91	Lights (Weed High Nightmare — BMI)	70	Sharing (Music Mill/Alan Cartee — ASCAP/BMI)	55
Almost Like (United Artists — ASCAP)	45	Get Off (Sherlyn/Lindseyanne — BMI)	25	Like A (United Artist — ASCAP)	78	She's Always (Joel Songs — BMI)	26
An Everlasting (Unichappell Music — BMI)	12	Got To Get (Mackay/Lennon/MacCartney — BMI)	22	Listen To (Skyhill — BMI)	85	Straight On (Wilsongs/Know — ASCAP)	61
Back In The (Arc — BMI)	19	Got To Have (MTB — SESAC)	71	London Town (ATV — BMI)	52	Strange (Steven Stills/Warner Tamberlane/El Suero — BMI)	87
Badlands (Bruce Springsteen — ASCAP)	69	Grease (Stigwood/Unichappell — BMI)	18	Love Is In (Edward B. Marks — BMI)	16	Substitute (Touch Of Gold — BMI)	63
Beast Of (Colgems/EMI — ASCAP)	27	Greased (Edwin H. Morris — ASCAP)	84	Love Theme (Just Over The Bridge/Diana — BMI)	54	Summer Nights (Edwin H. Morris — ASCAP)	3
Blue Collar (Almo/Styglan — ASCAP)	46	Heartbreaker (Songs Of Manhattan Island/Unichappell/Begonia Melodies — BMI)	56	Love Will Find (Irving/P. Cruise — BMI)	40	Sweet Life (Web IV — BMI)	39
Boogie Oogie (Conductive/On Time — BMI)	1	Holding On (Almo/McRouscod — ASCAP)	58	MacArthur Park (Canopy — ASCAP)	34	Talking In (Roger Cook/Chriswood — BMI)	28
Change Of Heart (Camex — BMI)	88	Hollywood (Gear — ASCAP)	14	Macho Man (Can't Stop Music — BMI)	62	Think It Over (Cengorus — ASCAP)	97
Change Of Heart (Camex — BMI)	88	Hopelessly (Unichappell/John Farrar/Ensign — BMI J. Farrar)	4	Magnet & Steel (Melody Deluxe/Swell Sounds/ Sedak — ASCAP)	33	Themes From The (Leo Feist — ASCAP)	47
Close The (Mighty Three — BMI)	41	Hot Blooded (Somerset/Evansongs/WB — ASCAP)	9	Miss You (Colgems-EMI — ASCAP)	38	Three Times A Lady (Jobete/Commodores — ASCAP)	8
Come Together (Maclen — BMI)	21	Hot Child (Beechwood — BMI)	6	My Angel (Texongs/B. Mass — BMI)	82	Time (DJM/Frabbious/Approxmate)	86
Copacabana (Kamakazi/ Appoggiatura/Camp Song — BMI)	100	Hot Summer (Melody Deluxe/Swell Sounds/Seldak — ASCAP)	94	Oh! Darling (Maclen — BMI)	24	Took The Last (Kippa Hula — ASCAP)	37
Crazy Feeling (Bright Moments/Diamondback — BMI)	80	How Much I (Rubicon — BMI)	30	One Nation (Malbiz — BMI)	67	Two Tickets (Grajonca — BMI)	72
Dance (Disco Heat) (Jobete — ASCAP)	68	I Just (Ross Vannelli)	51	Paradise (Edward B. Marks — BMI)	43	Wavelength (Essential — BMI)	79
Devoted To (House Of Bryant — BMI)	48	I Love The (Lowery — BMI)	32	Peggy Sue (MPL Communications — BMI)	66	Whenever I Call (Milk Money — ASCAP/Rumanian Pickleworks — BMI)	11
Don't Look (Pure Songs — ASCAP)	7	In For The (Unichappell/Salmon — BMI)	99	Prisoner Of (Touch Of Gold/Crowbeck/Stigwood — BMI)	49	Who Are You (Tower Tunes — BMI)	17
Don't Want (Irving/Pablo Cruise — BMI)	65	It's A Laugh (Hot-Cha & Six Continents — BMI)	35	Raining In (House Of Bryant — BMI)	75	You (Beechwood/Snow — BMI)	96
Double Vision (Somerset/Evansongs/WB — ASCAP)	50	I Will Still Love You (W.B. — ASCAP)	44	Ready To (Ensign/Kamikazi — BMI)	42	You (Island — BMI)	73
Dreadlock (Man-Ken — BMI)	90	Josie (ABC/Dunhill — BMI)	29	Reminiscing (Screen Gems-EMI — BMI)	5	You And I (Stone Diamond — BMI)	15
Ease On Down (Fox Fanfare — BMI)	53	Just What (Lido — BMI)	75	Right Down (Hudson Zay — BMI)	13	You Needed (Chappell/Ironside — BMI)	10
Everybody Needs (Stephen Bishop — BMI)	60	Kiss You (Chinnichap/Careers — BMI)	2	Run For (Crazy/Chappell — ASCAP)	89	You Never (Kiddio Music/Don Kirshner — BMI)	23
5.7.0.5. (Zomba/City Boy/Chappell — ASCAP)	57	Last Dance (Primus Artists/Olga — BMI)	74	Searching For (Brother Bill's — ASCAP)	81	You Should (Sherlyn — BMI)	93
Flying (Jobete/Commodores — ASCAP)	83	Let's Get (WB/Holmes Line — ASCAP)	77	Sgt. Pepper/With A Little (Maclen — BMI)	92		
				Shaka And Dance With Me (Val-je-Joe — BMI)	95		



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week

DARYL HALL JOHN OATES

American Tour '78



AFL1-2804

Produced by David Foster

Featuring the hit
"It's A Laugh" PB-11371

Management and Direction:

Tommy Stinson

TEARING ACROSS THE U.S. NOW!

Sept.

- 13 Potsdam, NY
- 15 Easton, PA
- 17 Cortland, NY
- 19 Albany, NY
- 20 Fairfield, CT
- 22 Lewisburg, PA
- 23 Annapolis, MD
- 24 Towson, MD
- 28 Charleston, SC
- 29 Cullowee, NC
- 30 Charlottesville, VA

Oct.

- 1 Elon, NC
- 4 West Palm Beach, FL
- 6 Lakeland, FL
- 7 Dothan, AL
- 8 Atlanta, GA
- 10 Louisville, KY

Oct.

- 11 Carbondale, IL
- 12 West Lafayette, IN
- 14 DeKalb, IL
- 16 Traverse City, MI
- 17 Muskegon, MI
- 18 Kalamazoo, MI
- 19 Mt. Pleasant, MI
- 20 East Lansing, MI
- 22 St. Cloud, MN
- 26 Medford, OR
- 27 Portland, OR
- 28 Corvallis, OR
- 29 Seattle, WA

Nov.

- 1 Sacramento, CA
- 2 Reno, NV
- 3 Berkeley, CA
- 5,6 Los Angeles, CA
- 8 San Diego, CA

Nov.

- 9 Tuscon, AZ
- 11 Denver, CO
- 12 Colorado Springs, CO
- 15 St. Paul, MN
- 18,19 Detroit, MI
- 21 Indianapolis, IN
- 22,23 Chicago, IL
- 24 Cleveland, OH
- 25 Columbus, OH
- 28 Erie, PA
- 30 Pittsburgh, PA

Dec.

- 1,2 Pittsburgh, PA
- 3 Williamsburg, VA
- 5 Amherst, MA
- 7-9 New York City, NY
- 10 Boston, MA
- 13-17 Philadelphia, PA

RCA



4TH ANNUAL
INTERNATIONAL
RECORD & MUSIC
INDUSTRY MARKET

MUSEXPO '78

INTERNATIONAL

NOVEMBER 4-8, 1978 • KONOVER (HYATT) HOTEL, MIAMI BEACH, FLA., USA

**If You're in the
Record Business
You Will Be There!**

MUSEXPO Workshop/ Seminars

(Panelists as of July 30, 1978)

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George Burns, President, *Burns Media Consultants*
Claude Hall, Editor & President, *Claude Hall's International Radio Report*
Jim Maddox, Station Manager, *KMJQ*
Jack Thayer, President, *NBC Radio*
Hal Jackson, Vice President, *WBLB*

MUSIC PUBLISHING

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Irwin Robinson, President—*Chappell*
Jay Morgenstern, President—*ABC Music*
Billy Meshe, Vice President—*Arsita Publishing*
Peter Kirsten, President—*Global Music/GMG Records*
Bill Denny, President—*Cedarwood Publishing*
Rick Smith, Vice President—*April Blackwood Music*
Jey Lowy, Vice President—*Jobete Music*

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Jim Tyrrell, Vice President—*EPIC, Portrait & CBS Associates Labels*
Herb Belkin, Vice President—*ABC Records*
Brian Robertson, Canadian Recording Industry Association
Fritz Hentschel, Director of Marketing *Latin American Operations, CBS Records Int'l.*

A & R AND ARTIST DEVELOPMENT

Larkin Arnold, Vice President—*Capitol Records*
Eric Gardner, Manager—*Todd Rundgren, etc.*
Marcel Stellman, Vice President—*Decca Records*
Billy Bass, Vice President—*Chrysalis Records*
Warren Schatz, Vice President, A & R—*RCA Records*
Joe Vies, General Manager, Latin Regional Offices—*RCA Records International*

RECORD PRODUCERS

Albhy Galutan, Co-Producer—*Bee Gees, Andy Gibb, Frankie Valli, etc.*
Karl Richardson, Co-Producer—*Bee Gees, Andy Gibb, Frankie Valli, etc.*
Todd Rundgren, Artist & Producer—*Meatloaf, etc.*
Michael Kuntza, Producer—*Silver Convention, etc.*
Seth Snyder, President, Recording Studio Equipment Company
David Chackler, President, *Chalice Productions*

INTERNATIONAL LAWYERS/BUSINESS MEETING

Wayne Coleman, C.P.A., *Gelfand Breslauer Macnow, Rennert & Feldman*
Marshall Gelfand, C.P.A., *Managing Partner, Gelfand, Breslauer, Macnow, Rennert & Feldman*
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David Reviden, Ch. Acct. Partner, *Goldberg & Havden, (England)*

Participating Companies (Partial List) As of 7/30/78

- ABC RECORDS AND MUSIC (USA)
A & M RECORDS (USA & CANADA)
ACUFF-ROSE PUBLICATIONS (USA)
ALMO PUBLICATIONS (USA)
AMERICAN COWBOY SONGS (USA)
ANAGDN (HOLLAND)
APRIL BLACKWOOD (USA)
ARISTA MUSIC PUB. GROUP (USA)
ASCAP (USA)
ARIELA BENELUX (HOLLAND)
ASSOCIATED MUSIC PTY. LTD. (AUSTRALIA)
ATLANTIC RECORDS (USA)
ATOLL MUSIC (FRANCE)
AUDID ARTS (USA)
AVI RECORDS (USA)
AWA RADIO NETWORK (AUSTRALIA)
BACH TRAC MUSIC INC. (USA)
BAGATELLE (FRANCE)
BANG/BULLET RECORDS INC. (USA)
B B B PRODUCTIONS INC. (USA)
BBC RADIO PLAY MUSIC (GT. BRITAIN)
BBC RECORDS & TAPES (GT. BRITAIN)
BEARSVILLE RECORDS (USA)
BELL & HOWELL VIDEO (USA)
BELLAPHON (GERMANY)
BELSIZE MUSIC (GT. BRITAIN)
BERGEN WHITELAW PROD. (USA)
BIG ROCK RECORDING (USA)
BILLBOARD (USA)
BMI (USA)
IRIS BOEHRINGER AGENCY (GERMANY)
BONNEVILLE BROADCAST CONSULTANTS (USA)
BROADCASTING (GT. BRITAIN)
BROOKSIDE MUSIC (USA)
BUBBLES INC. (USA)
BURKHART/ABRAMS ASSOCIATES (USA)
BURLINGTON MUSIC (GT. BRITAIN & CANADA)
BURNS MEDIA CONSULTANTS (USA)
BUTTERFLY MUSIK (GERMANY)
BUTTERFLY RECORDS (USA)
BUTTERMILK INC. (USA)
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CANADIAN INDEP. RECORD PROD. ASSOC. (CANADA)
CANADIAN RECORDING INDUSTRY ASSOCIATION (C.R.I.A.)
CAPITOL RECORDS (USA)
CARRERE (HOLLAND)
CASABLANCA RECORDS & FILMWORKS (USA)
CASHBOX (USA)
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CBS INTERNATIONAL (USA)
CELIOAH PRODUCTIONS INC. (USA)
CEDARWOOD PUBLISHING (USA)
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CHANGE RECORDS (CANADA)
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CHARMOALE (GT. BRITAIN)
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CHRYSTALLIS RECORDS (USA)
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CNR RECORDS (HOLLAND)
COLUMBIA PICTURES PUBLICATIONS (USA)
THE CONFIDENTIAL REPORT (USA)
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COUNTRY MUSIC ASSOCIATION (USA)
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DECCA RECORDS (GT. BRITAIN)
DER MUSIKMARKT (GERMANY)
DISCONNET PROGRAMMING SERVICE (USA)
MUSIKEDITION DISCOTON (GERMANY)
DJM RECORDS (USA)
DICK JAMES MUSIC (USA & GT. BRITAIN)
DISC. THE RECORD & TAPE STORE (USA)
DISCOMUSIC (FRANCE)
DISTRIBUIDORA DOMINICA DE DISCOS (DOM. REPUB.)
DOMINION MUSIC CORP. (USA)
DOWN UNDER PRODUCTIONS (AUSTR.)
DUPONT (USA)
EDUCATOR RECORDS (USA)
ELECTRA ASYLUM RECORDS (USA)
ELEVEN MUSIC (ITALY)
EMI AMERICA RECORDS (USA)
ENTERMEDIA (USA)
THE ENTERTAINMENT COMPANY (USA)
EPIC RECORDS (USA)
FAIRCHILD INDUSTRIES (USA)
FANIA RECORDS (USA)
FIESTA RECORDS (USA)
FIRST MIDDLE EAST FINANCE CORP. (USA)
FIRST AMERICAN BANK (USA)
FIST O FUNK (USA)
FUENTES (COLUMBIA)
FUNHOUSE ASSOCIATION (USA)
G.M.G. RECORDS (GERMANY)
GENOA MUSIC TRADE FAIR (ITALY)
GELFAND, BRESLAUER, MACNOW, RENNERT & FELDMAN (USA)
GLOBAL MUSIC GROUP (GERMANY)
GOLDBERG & RAVDEN (GT. BRITAIN)
GOLDEN PYRAMID ORGANIZATION (USA)
GRAMMOPHON VERKET AB (SWEDEN)
GRT/JANUS/RANWOOD/SHADYBROOK REC. (USA)
SAM GOODY INC. (USA)
HANSA RECORDS (GERMANY)
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HEATH LEVY MUSIC (GT. BRITAIN)
HORSEJIP RECORDS (IRELAND)
HDT MASTER MUSICAL PRODUCTIONS (CANADA)
IMAGE RECORDS (AUSTRALIA)
INTERNATIONAL TAPE ASSOC. (ITA) (USA)
INTERNATIONAL TAPE ORG. (SWITZERLAND)
INTERCORD (GERMANY)
INTERGLOBAL MUSIC (CANADA)
INTERSONG BASART PUBL. GROUP B.V. (HOLLAND)
INTERTAPE LTD. (SWITZERLAND)
IRVING ALMO MUSIC (USA)
EDITIONS INTRO (GERMANY)
JET RECORDS (USA)
JOBETE MUSIC (USA)
JUPITER RECORDS (GERMANY)
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LOGO LTD. (GT. BRITAIN)
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MUSIC LABO (JAPAN)
MUSIC WEEK (GT. BRITAIN)
MUSIC WORLD CREATIONS (CANADA)
MUSICA E DISCHI (ITALY)
NATIONAL MUSIC PUBL. ASSOC. (USA)
NBC RADIO (USA)
NEW ON THE CHARTS (USA)
NORTH STREET PRODUCTIONS (USA)
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QUAVER ARMSTRONG (AUSTRALIA)
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RCA INTERNATIONAL (LATIN AMERICA)
RCA RECORDS (USA & CANADA)
RADIO AND RECORD NEWS (GT. BRITAIN)
RAINBOW REC. & CONCERT MGMT. (GERMANY)
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SPRINGFIELD SOUND STUDIOS (CANADA)
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VELVET DE VENEZUELA (VENEZUELA)
VANGUARD RECORDS (USA)
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Executive responsible for MUSEXPO '78 _____

Position _____

We wish to participate in International MUSEXPO '78.

A. PARTICIPATING WITH OFFICE/BOOTH

Each office (stand) is fully furnished, carpeted and air conditioned and is equipped with record and/or tape playback equipment as well as telephone for incoming and outgoing calls. Office booth rental cost includes FREE Registration for five (5) members of the company.

- Please check the appropriate box:
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- Four adjoining Office/Booths \$4,500
- Five Office/Booths \$5,500

TOTAL

B. PARTICIPATING WITHOUT BOOTH

- Number _____
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ALEXENBURG DEBUTS INFINITY STAFF -- At a press conference held at MCA's New York offices, Ron Alexenburg debuted the staff of his newly-named "Infinity" Records, which is distributed by MCA. Pictured at the conference are (l-r): Pete Gidion, vice president of promotion; Lou Ragusa, Infinity Publishing, Inc.; Barry Reiss, senior vice president of administration; Gary Mankoff, vice president of finance; Betty Hisiger, executive assistant to the president; Ron A. Alexenburg, president of Infinity Records; Lew R. Wasserman, chairman of MCA Inc.; and Bud O'Shea, vice president and general manager, west coast.

Alexenburg Unveils Roster, Staff For 'Infinity Records'

by Ken Terry

NEW YORK — Ron Alexenburg ended four months of industry speculation last week when he announced at a press conference here that the name of his new, MCA-distributed label is Infinity Records. Alexenburg, formerly senior vice president and general manager of Epic, Portrait and the CBS Associated Labels, is Infinity's president.

Accompanied by Lew R. Wasserman, chairman of the board and chief executive officer of MCA, Inc., Alexenburg introduced the key members of his executive staff, including Peter Gidion, vice president of promotion; Bud O'Shea, vice president and general manager of west coast operations; Betty Hisiger, executive assistant to the president; Barry Reiss, senior vice president of administration and business affairs; Gary Mankoff, vice president of finance; and Lou Ragusa, vice president of publishing.

Infinity will be distributed worldwide by MCA Records' distribution operation, while remaining totally distinct from MCA Records.

Starting in mid-October, Infinity's headquarters will be located on the 23rd floor at 10 East 53rd St. in New York. Its phone number will be (212) 888-9700. The company also has offices in London, to be headed by Gary Davison, and in Los Angeles.

Alexenburg announced several artist signings. The first acts to join Infinity Records are Robert Johnson, Dobie Gray, Hot Chocolate, Marva Hicks, Orleans and New England. Johnson and Hot Chocolate were signed only for the U.S. and Canada.

As soon as Infinity's logo is designed, Alexenburg said, the label will begin shipping product. Its first record, set for release either this week or next, will be Robert Johnson's single, "Kerri" with an album following in mid-October. Singles by Gray and Hicks will also ship during October, and Orleans will begin recording their new LP in the same month. The Orleans and New England albums are scheduled for January release.

Alexenburg stressed the fact that "the size of the roster will be as tight as it can be. I do not have a quota on the amount of hits the label must have."

Promotion Is Key

Alexenburg started his career in the music business as a promotion man, and he views promotion as the key area at Infinity Records. In line with this philosophy, he and Pete Gidion have devised an unusual marketing structure that revolves around "regional representatives."

"By giving our five regional represen-

tatives a relatively free hand in directly supervising their own regions," Gidion noted, "we — Hick Swig, director of national promotion, Joel Newman, associate director of national promotion, Denise Gorman, west coast promotion coordinator, and myself — will then be free to better concentrate our effort on the overall campaigns and procedures.

React Instantly

"But more importantly, this structure affords us the ability to instantaneously react to any individual market activity or sudden

(continued on page 37)

ASCAP Receipts Hit \$76 Mil. In 1st 8 Months Of 1978

LOS ANGELES — The American Society of Composers, Authors and Publishers (ASCAP) last week reported total foreign and domestic receipts during the first eight months of 1978 of \$76 million at the society's west coast membership meeting.

Of that total, ASCAP distributed to its members and set aside for foreign societies \$14.3 million in the first quarter of this year and \$15.1 million in the second quarter. Another \$3.2 million was distributed May 2 as a special distribution resulting from a settlement of claim's related to CBS' owned and operated television stations for the years 1966-76. ASCAP's 1977 total was \$102.4 million.

A breakdown of the \$76 million total shows \$69.1 million of that came through domestic receipts, while \$6.8 million was taken in from foreign societies. The latter sum will be distributed next year.

Salaries and expenses to date total \$13.4 million, leaving the amount available for distribution at \$55.6 million. This \$13.4 million operating cost for the society during the first eight months of 1978 represents 17.74% of ASCAP's total foreign and domestic receipts for the period.

ASCAP issued a foreign distribution July 28 of \$6.8 million to members in Sweden, England, Germany, France and South Africa, primarily for sums earned in 1976, although a small portion of that went to other countries for monies earned in prior years.

The society is currently planning a foreign distribution scheduled to go out in December which should approximate \$9.4 million for numerous countries.

The figures were announced at ASCAP's bi-annual membership meeting held last week at the Beverly Hilton Hotel in Beverly Hills, Calif.

Lieberman Family Convenes To Celebrate Year's Success

by Dave Fulton

LAKE GENEVA, WI. — With the addition of some 1,500 accounts, a substantial increase in personnel and the acquisition of ABC Records and Tapes in June, Lieberman Enterprises held its largest convention to date at the Playboy Resort here Sept. 19-22.

David Lieberman, chairman of the board, referred to the recent expansion in his opening remarks by noting the transition has "happened with reasonable speed." He added that new sales and operational personnel were being successfully integrated into the Lieberman organization. Lieberman said the sudden integration of the ABC operation, which has tripled business, is causing a strain on the company's data processing department, but added that the situation was improving

each week.

The four-day gathering featured product presentations from A&M, Polygram, Peerless Cases, RCA, Capitol, Memorex, Disney, WEA, Motown and CBS. A variety of labels and other affiliated industries manned booths in an exhibit area which was open to the attendees on the first two days of the convention. Entertainment during the week included the Staller Brothers, Michael Johnson, Anne Murray, Gypsy, Teddy Pendergrass and a surprise show by Harry Chapin.

In the opening session, Joseph Cohen, executive vice president of NARM, re-enacted the 1977 rack-jobber of the year presentation to Lieberman Enterprises which took place at the NARM convention last March.

"Generally speaking, our mass merchandisers, which are our partners in business, are more positive about record departments today because of the educational process taking place," noted Lieberman in a later conversation.

Both Lieberman and Harold Okinow, Lieberman president, stressed the importance of upgrading the merchandising of cassettes, at least to the quality of eight-tracks. The executives proposed uniformity in the packaging of eight-tracks and cassettes and specifically suggested adopting a clam-shell package (similar to the styrofoam package that McDonald's uses for hamburgers).

The significance of this situation, according to Lieberman and Okinow, is the "explosion" of the cassette market. For example, cassette business now accounts for 15-20% of overall volume for the company. In certain regions such as the southwest, tapes account for more than 50% of Lieberman's business.

Both men chastised manufacturers for not developing the needed uniformity on tape packaging, although discussions had taken place on this subject. Manufacturers are still album sales oriented, they said.

As far as in-store video units, Lieberman said that he is investigating possibilities of instituting such merchandising techniques, but added that Lieberman Enterprises cannot afford to put the units in the stores.

"Mr. (Robert) Stigwood has taught us that the linkage of audio and visual is very powerful," Lieberman pointed out.

Besides the cost of equipment, Lieberman said other problems in this area include assuring play and utilizing the "right kind" of product.

He said, "The manufacturers want to

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Polygram Builds New Warehouse In Edison, N.J.

by Ken Terry

NEW YORK — Polygram Distributing Corp. is constructing a 103,000-square-foot warehouse in Edison, New Jersey to replace its present 56,000-square-foot facility in Union, New Jersey. When ready for occupancy, hopefully by the end of this year, 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 warehouse.

Within the new facility, offices will occupy 8,000 square feet, and another 10,000 square feet of space will house a master tape library. Eventually, according to John Frisoli, president of Polygram Distributing, all of the master tapes of Polygram's distributed labels will be available at the Edison tape library.

Frisoli noted that the immediate need for a larger warehouse grew out of "the expansion we've seen this year (in Polygram's sales). But more important than the expansion for this year is what we're planning for the next five years; that's what we look forward to. When you build a facility like this, you don't concern yourself about 1978, but with the next four or five years at minimum."

While most of the space at the new facility will be utilized from the start, Frisoli added, "We have adequate space for expansion because of what we're doing in automation. That's the key."



CARTER'S CHILD -- At a recent listening party held at Chasen's in honor of ARC/Columbia recording artist Valerie Carter, radio accounts, press, and label executives joined to congratulate Valerie on the release of her latest album, "Wild Child." This LP marks the first release on the newly-formed ARC/Columbia label. Pictured (l-r) are: Joe Mansfield, VP marketing, Columbia Records; Don Ellis, national VP A&R, Columbia Records; Jack Craig, senior VP and general manager, Columbia Records; Valerie Carter; Bob Cavallo, co-chairman of the board, ARC Columbia Records; James Newton Howard, Valerie's producer; and Joe Ruffalo, co-chairman of the board, ARC/Columbia Records.

Portrait Uses Haiku, Out Of The Box TV ads For Heart LP

by Randy Lewis

LOS ANGELES — Portrait Records last weekend began the first phase of a concentrated five-week campaign for Heart's new "Dog and Butterfly" album which the company feels is innovative in a number of areas.

Foremost in the campaign, according to Greg Rogers, Portrait's director of merchandising, is its degree of sophistication. "We assume an intelligence level (of consumers) that perhaps hasn't been addressed in any other campaign."

All radio, print and television advertising for Heart's album will revolve around the

Janus, Ranwood Labels Top New GRT Record Group

by Jeff Crossan

LOS ANGELES — In a move to join the ranks of the major record labels, GRT Corp., one of the nation's largest manufacturers and distributors of tapes, has formed the GRT Record Group which houses eight small record companies under the umbrellas of Janus Records and GRT's recently-acquired Ranwood label.

The new record group is comprised of GRT's 10 labels, which are split into two divisions — the Janus division, which distributes the Janus, Beserkley, Shady Brook, Shock and Ember labels; and the Ranwood division, which distributes the Ranwood, LS, Sunnyvale, Barnaby and Soundbird labels.

Heading the GRT record operations is Larry Welk, record group president and former chief executive of Ranwood Records, which was purchased by GRT Corp. in July. The Shady Brook and Beserkley labels were also recently acquired by GRT.

Budd Dolinger has replaced Welk at the helm of Ranwood as the label's newly-appointed general manager. Chris Hamilton has been named administrative vice president of the record group and Leslie Rosen has been appointed media director. Welk will report to Herb Hershfield, executive vice president, GRT Corp.

Good Marketing Base

"With the purchase of Ranwood and the other labels GRT has established a good marketing base," Welk says, "because they were suddenly put in a position of having

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Oriental theme expressed on the LP cover. In the radio and print ads, Rogers said Portrait will make use of Haiku (or traditional Japanese) poetry along with excerpts from the album.

In radio spots, this will be done with an Oriental woman's voice reading different Haiku verses interspersed with portions of songs from the album. For print, Rogers said, segments of the LP jacket will be reproduced with printed verse accompanying them.

The idea behind the plan, he said, is to emphasize the two sides of Heart. "Heart is an unusual group, both in the eyes of consumers and in the eyes of the industry."

"The group presents a dichotomy, because it can be lyrically eloquent, but it is also a hard rock band. That's what makes it interesting. But it also makes it hard to present," Rogers said.

"What we are doing with the Haiku poetry is juxtaposing it with the rock music, showing both the group's lyrically sophisticated side and its rock side at the same time." That way, he said, they don't get lumped in with strictly hard rock groups but then they don't come across as simply singer-songwriters either.

TV Up Front

Another major aspect of the campaign is its use of "out-of-the-box" television advertising. Usually, Rogers said, labels wait to use TV until the album has been out for a long time and has built substantial momentum.

"Our thinking is that once an album is in the Top 10, the (sales) increments achieved with TV advertising don't justify the tremendous cost. Just look at the cosmetics, automobile or other industries. Whenever they have a new product, they introduce it with television. This is the first time we've done it with a new record," Rogers said.

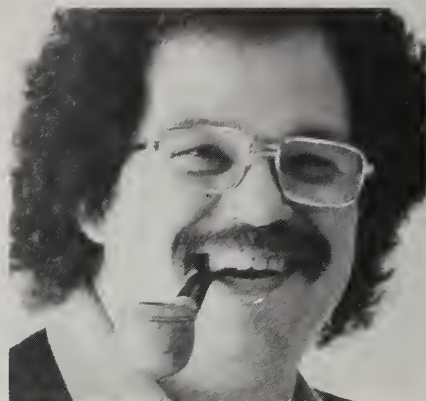
(continued on page 40)

Theme Of Goody Convention Is 'Prosper With Pickwick'

by Ken Terry

ELLENVILLE, NY — With the assistance of Sam Goody's new parent company, Pickwick International, the five-state, 28-store retail chain will more than double in size while tripling its volume in the next five years.

This scenario was sketched by Sam Goody President George Levy at the chain's annual convention here last week.



Warren Schatz

Schatz Appointed Division V.P. Of A&R at RCA Label

NEW YORK — Warren Schatz has been appointed division vice president of popular artists and repertoire at RCA Records. In his new position, Schatz will take full responsibility for all popular A&R functions at the label.

In making the announcement, Robert Summer, president of the company, said, "Warren's appointment is a response to the unique achievement of introducing several new acts this year, including Bonnie Tyler, Toby Beau, Evelyn "Champagne" King, and Kristy and Jimmy McNichol. He has responded to the most difficult challenge in the record business today."

Prior to his promotion, Schatz was responsible for top A&R on the East Coast, where he arranged and produced recordings for Vicki Sue Robinson (including her hit, "Turn The Beat Around"), NYCC and Brothers. He came to RCA in 1974 from Bourne Music, where he was general professional manager. Schatz joined the label via the company's former publishing arm, Sunbury/Dunbar, as manager of music publishing and creative productions.

AM Stereo Moves Ahead, FM Quad Needs More Study

WASHINGTON, D.C. — The Federal Communications Commission took another step in the long march toward AM stereo service last week, moving to the rulemaking stage by unanimous vote. The five proposed systems — by Belar, Harris, Kahn, Magnavox and Motorola — will be included in the proceeding which is expected to wind up in six to eight months. Further testing of each is required before one is chosen as the best for standard AM stereo transmission, the FCC decided.

Continued study of FM quadrasonic discrete service is necessary before it can be authorized, the commission deter-

(continued on page 27)



Throughout his long-standing career on the rock scene, Joe Cocker has been regarded as one of the most passionate, arresting vocal stylists. Beginning in the late '60s with such classic vocal interpretations of "With A Little Help From My Friends," "The Letter" and "She Came In Through The Bathroom Window," Cocker launched a career which has seen more than its share of ups and downs during the past decade.

Now signed to Elektra/Asylum Records, Cocker has recently released "Luxury you Can Afford," an engaging, consistently rewarding recording which spotlights the raspy-voiced singer in top form. Featuring such songs as "Watch The River Flow," "Whiter Shade Of Pale" and the title track, the album is presently positioned at #92 on the Top 200 Albums chart.

In concert, Cocker remains an intense, explosive if occasionally unpredictable entertainer. Still undeniably a solid rock artist who commands an extensive amount of media attention, Cocker can look forward to continued success as a recording star and live performer.

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CRUISING WITH THE BEE GEES — Robert Stigwood, chairman of the Robert Stigwood Organization, was joined recently by Bee Gees Barry and Robin Gibb and their younger brother Andy, while on vacation in the Mediterranean. Stigwood was aboard his 226-foot motor yacht, Sarina I, when the brothers Gibb visited him in Venice. Pictured standing, (l-r) are: Andy Gibb; Barry Gibb; and Robin Gibb; and seated Stigwood.

(continued on page 37)



HER FRIENDS CAN HEAR HER NOW.

Anyone who's been to a disco or listened to the radio lately has heard Linda Clifford. Why is Linda just about everywhere these days? There are the back-to-back hits, "If My Friends Could See Me Now" and "Runaway Love," the #1 disco record in Billboard eight weeks running. And, there's that album, *If My Friends Could See Me Now*, which has won Linda these awards so far:

#1 New R&B Female Artist—*Cashbox*

#2 New Pop Female Artist—*Cashbox*

#1 Most Promising Disco Artist—*Billboard*

Top Ten Female Vocalist—*Music Week*, England

#1 Top New Female Vocalist, Disco—*Record World*

#2 Top Female Vocalist, Disco—*Record World*

Pick up on the award winning sound of Linda Clifford.

If My Friends Could See Me Now.

Produced and arranged by Gil Askey.

On Curtom records and tapes. CUK 5021





The New Single is "Listen To Her Heart"

S
V
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Tom Petty and the Heartbreakers

"You're Gonna Get It!"

Solid Gone Gold



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Chris Rea

Chris Rea is an important New Face. A talented songwriter and singer, Rea has delivered an impressive debut album entitled "Whatever Happened To Benny Santini?" The first single from the Magnet/UA release, "Fool (If You Think It's Over)," climbed to the Top 10 and brought Rea, an unknown songwriter, to the attention of pop-rock listeners.

Rea is a newcomer to music. Although he was surrounded by music growing up in Cleveland in Yorkshire, England, an industrial center on the northeast coast, Rea did not discover rock 'n' roll until the early 1970s. He learned with a passion. Artists Rea lists as important to his development are Bruce Springsteen, the Eagles, Joni Mitchell and most particularly, Joe Walsh.

"I was a late starter," says Rea. "A couple of friends had guitars and one night we had a bit of a party and I found myself playing along." As Rea became more interested, he began writing "simple songs" and then at the suggestion of his friends he went to London in 1974.

"Everyone was saying I had good chances so I went to London and didn't like it at all. After visiting a few companies, I went back home."

Rea returned to Cleveland and worked as a construction laborer and later as a salesman of vibrating chairs. But Rea eventually tired of selling chairs which claimed to prevent "muscle fatigue," and turned to music for a livelihood. Playing guitar and bass, Rea worked in several bands, performing in working men's clubs in the northeast.

Meanwhile, a representative from Magnet Records, one of the companies Rea contacted in 1974, was thumbing through stacks of submitted tapes. He listened to Rea's and liked it.

Michael Levy, owner and general manager of Magnet, signed Rea to the label and then invited noted producer Gus Dudgeon to produce the debut album.

"I did not have studio experience so I was not certain what to expect," says Rea. "But Gus and I got on like a house on fire. He's producing my new album now and I hope he will produce my third."

Levy took demos of Rea's work to MIDEM and created substantial interest which resulted in signing sub-publishing deals with Interworld and label representation with UA. The title track from the album is slated to be the second single. In addition, Rea is currently in the studio in England working on his new album, having recently returned from participating in a musical cultural exchange program with a community in Poland.

"It's bleak behind the Iron Curtain although they do have the strongest vodka I've ever had in my life. We played six gigs and the kids there have not seen much rock 'n' roll. It was an instant loss of virginity for them. They went crazy. Even the army officials were going daft."

Upon his return, Rea participated in the Rotterdam Festival which he considers his first major gig. Committed to touring and working in the studio with a band, Rea is looking into exploratory gigs in the U.S. during December.



Tommy Hoehn

Tommy Hoehn at 23 is a versatile young man. While he is a singer, songwriter, keyboardist and producer, his new London LP, "Losing You To Sleep," proves that the whole can be greater than the sum of its parts. The album effectively moves Hoehn to the forefront of "power-pop" music makers, who combine the energy and dynamics of hard rock with the melody, craft and charm of pop. Hoehn, in fact, is reminiscent of the daddy of pop-rockers, Paul McCartney.

Born and raised in Memphis, Hoehn was headed for a career in medicine when, at age 20, he dropped out of his third year of pre-med at Emory College in Atlanta to devote his time to music. "When I was about eight years old" he recalls, "the Beatles and that kind of sound really hit me. I was impressionable, and I've been very involved with it ever since." To support himself, Hoehn took odd jobs during the day while gigging at night. Among these dues-paying jobs was one as an embalmer at Memphis' Baptist Memorial Hospital.

Then things started breaking for him. He did some backup work for Alex Chilton, late of the Box Tops and Big Star. Hoehn had also been rehearsing with a friend of his, Ricky Clark, a bass player, and had a tape of original material. Eventually, Hoehn hooked up with Chilton's label, the small, New York-based Ork Records, and released a single under the group name of Prix. "Prix consisted mostly of people sitting around in somebody's basement and rehearsing," recalls Hoehn.

Dissatisfied with the way things had worked out, Hoehn returned to Memphis. On the strength of his record, he secured a management deal with Henry Loeb, who also owned a small, local label, Power Play. The partnership resulted in Hoehn's first solo recording, a single, "Blow Yourself Up." They followed up the 45 by recording six other tunes, and initially attempted to release them on the Power Play label, but elected to take it around to the majors. Peter Hay, of London Records A&R, liked the record and conveyed his enthusiasm to London's vice president of A&R, Walt McGuire. Hoehn was signed to the label last May.

From May through September, Hoehn devoted his time to rehearsing his band, and recording additional material. One of the new tunes, "Fresh Matches," was added to London's remixed and repackaged version of the Power Play LP. The resulting album, "Losing You To Sleep," was, in the words of a London publicist, "an easy shot for anyone demanding utterly original, breezy accessible rock 'n' roll with a classic foundation."

When asked to name some of his favorite artists, Hoehn says, "Johnny Rotten, because he's charismatic, Dwight Twilley for his sound, and Warren Zevon for his fine lyrics." He says of himself jokingly, "I would like to create a charismatic furor everywhere." On the serious side, he adds, "I'm planning on touring now, as well as working on material for a second album. I'm confident about my future, simply because I feel that I can continue to write good pop songs."

Evelyn King's 'Shame' Was Single That Refused To Die

by Aaron Fuchs

NEW YORK — When Evelyn "Champagne" King's recording of "Shame," which is still high on the **Cash Box** Top 100 Singles chart, to number one this July, it was over nine months old. Why did this record take so very long to climb to the top, and how did RCA Records manage to work with the record for such a duration? Both questions were answered recently by Bill Staton, national black promotion manager for RCA, and Michael Abramson, director of national promotion for the label.

The record was released on Sept. 20, 1977, and, according to Staton, "It started getting some disco play. So we went back to the studio to remix it, and came up with a 12-inch version of the record that was about three minutes longer than the 45." Aided by the 12-inch disc, the record went Top 10 on the national disco charts. It then started picking up radio play. "The first radio station to really go on the record," said Staton, "was ILD in Boston. A disc

jockey by the name of Freddy Jo White believed in the record and played it continuously for eight to 10 weeks. From Boston we moved to New York, Washington and Baltimore, Philadelphia, Virginia, North Carolina, Dallas and Houston."

Pop Crossover

While all of the airplay generated at this time was R&B, according to Abramson, "the record began to show pop in early April. A station up in Natick, Mass., near Boston, WGTR, went on it. From there WAVZ in Hartford picked up on it on April 10, and in the course of a month and a half it went to number one. At the same time we were picking up small secondaries all around the Boston and Hartford markets. Finally, as a response to the disco and black radio action of WBLS and WWRL in New York, WABC went on the record really early, about mid-June. It was at this point, with the combination of markets that we were doing well with, that we decided to give the record an all-out push." Staton added, "The record had bulletted for eight straight weeks R&B and was at the bottom of the pop charts with bullets when the company decided to work every market, both pop and R&B."

Abramson described RCA's strategy: "We knew that the 12-inch had generated a lot of sales activity, and that, in doing their research, the pop stations were picking up a tremendous amount of sales from it."

"This was in addition to sales from the seven-inch, but all over the country these pop stations were still swearing it was a disco record. We felt that what we were experiencing from the PDs was confusion as much as it was resistance, and that they just needed a little shove. So we did something that we don't usually do. We went into these major markets where they weren't playing the record and we went on a heavy spot schedule in key times. We actually simulated airplay by creating a spot that was 45 seconds of the song, and 15 seconds of an announcer's voiceover. So what actually happened was that if the consumer was listening to the radio on a heavy up schedule it sounded as if he was listening to the record. As a result of these ads, 90 percent of the stations involved went on the record. We put the stations in a position where they had to yield to their listeners' responses."

'Shame' Goes Gold

On June 30 "Shame" went gold, which, according to Staton, coincided with the birthday of Ray Harris, RCA's director of black music marketing and was "a present to him." By late August the 45 had gone Top

(continued on page 30)

Palm Tree Pacts For Production & Distrib. With 20th

by Joey Berlin

LOS ANGELES — Palm Tree Record Productions, producer Brooks Arthur's production and artist development firm, has signed a major production and distribution deal with 20th Century-Fox Records. The three-time Grammy Award winning producer whose recent credits include albums by Debby Boone, Carole Bayer Sager, Bette Midler, Peter Allen and Janis Ian, will deliver from three to five albums per year under the Palm Tree banner to 20th beginning in 1979.

The initial Palm Tree signing is an eight-man Philadelphia-based band, Crystal Mansion, but Arthur indicates that delicate negotiations are currently underway with a number of other acts. The main thrust of Palm Tree's roster will be new artists, although Arthur also expects to work with established acts with base audiences that can be expanded.

"This type of company is an independent producer's dream come true," says Arthur. "I have a great love for the development of new artists and I wanted a situation where I could give new artists some relief from the struggle they encountered at the beginning of their careers so that they have the space to develop into major stars."

Arthur had been talking with a variety of label executives about his production company, but he says that four factors were responsible for his decision to pact with 20th.

"A lot of people expressed interest in Palm Tree," reports Arthur, "but 20th came through in all of the key areas. Our agreement allows me to consider production deals outside of Palm Tree while giving me total control over Palm Tree activities. And it puts us together with a record company on the rise that could afford to give us substantial dollars."

Marketing

Another key part of the Palm Tree-20th deal is that it allows Arthur to play a key role in the marketing campaigns supporting Palm Tree product. He is currently meeting with marketing experts to help plan the most effective support for the production company's albums, utilizing the 20th marketing staff.

Arthur got his start in the music business in the '50s in New York, in a small circle of friends that included Carole King, Gerry Goffin, Neil Sedaka, Howie Greenfield and

(Continued on page 30)



ELVIS FOREVER — At the first "Always Elvis" Festival, presented at the Las Vegas Hilton by Elvis' father, Vernon, and Colonel Tom Parker, Robert Summer, president of RCA Records, gave Vernon a plaque which read, "Presented to Vernon Presley by RCA Records in recognition of the enduring contribution made to American music by his son, Elvis." Summer is shown standing next to Vernon Presley.

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GRAND OLD OPRY BIRTHDAY CELEBRATION
1978

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SEPT. 25, 1978

Alta Brings Two Staffs Together For Convention

by Randy Lewis

LOS ANGELES — Close to 200 Alta Distributing personnel and record company representatives turned business into pleasure in the ski resort town of Park City, Utah for Alta's annual convention Sept. 14-16.

According to Lee Weimer, vice president and general manager of Alta Distributing, southwest, the three-day series of in-house company seminars, new product presentations, artist appearances and label-sponsored lunches and dinners was a "thorough success."

Weimer said of those in attendance, more than 100 were from Alta's Phoenix and Salt Lake City operating headquarters while in excess of 75 attendees were record label representatives.

"Industry response was outstanding," Weimer said. "We had as high as 10 representatives from one label. It was the best response we've ever had."

One of the most significant aspects of the gathering was that it represented the first time Alta brought its Salt Lake City and Phoenix staffs together for one convention. "It was planned that we would bring our divisions closer together by doing this and it really worked."

"Also," Weimer added, "since most of the branches we (Phoenix) deal with are in L.A., most of the branches they (Salt Lake City) deal with are in Denver, it really brought together those people too. The Columbia people from Denver were there, as were their people from the coast, and that followed through with virtually every label."

Over the three-day period, product presentations were given by RCA, Polygram, WEA, A&M, ABC, MCA, Capitol, Arista, CBS and Disneyland Records as well as a number of accessory manufacturers, Weimer said. In addition, Weimer said Alta personnel were shown two films prepared by the National Association of Recording Merchandisers introduced at NARM's regional meetings.

The meetings were held in various rooms of the Park City Learning and Cultural Center, while many of the product presentations and live performances by RCA's Dave and Sugar and Elektra/Asylum's Vern Gosdin were held in the Center's 300-seat theatre.

Alta also showed to its employees and manufacturer label personnel "a media presentation of our new retail stores," Weimer said.

The convention was capped on its final night with a formal banquet sponsored by CBS at which awards were presented to outstanding Alta sales and merchandising people. Following the dinner, R.C. Bannon performed for the crowd.

"Then after we did all that, which was about 12:30 pm, MCA brought a print of 'Animal House,' so we went back to the theatre and spent the wee small hours of Sunday morning falling apart at 'Animal House,'" Weimer said.

He said both Alta and label attendees were impressed with the site of the convention and that next year the company plans to hold its convention closer to the Phoenix office.

Dramatics LP Is Gold

LOS ANGELES — "Do What You Wanna Do," the Dramatics' latest ABC album, has been certified gold by the RIAA. The album's title track has recently been released as a single.

Ambrosia Catalog Sold

LOS ANGELES — Rubicon Music has acquired the Ambrosia print catalog from Irving Almo Music Inc.



MEAT IN MOTION — Epic/Cleveland International recording artist Meat Loaf (!) was recently presented with a platinum record by Walter Yetnikoff, president of the CBS Records Group, for his debut LP, "Bat Out Of Hell." The presentation was made before a concert audience of 22,000 at Cleveland's Blossom Music Center. Yetnikoff thanked the city for its early and loyal support of the artist.

Kmart Expands Record Depts. In Three Cities

by Leo Sacks

NEW YORK — The huge Kmart discount chain has enlarged the record departments in several of its Kansas City, Detroit and Chicago outlets, experimenting with a "store-within-a-store" concept that may be a signpost for the future.

According to John Kaplan, executive vice president of Handleman, Kmart's record supplier, the chain recently expanded one Kansas City record department to 3,000 square feet. And, in Chicago and Detroit, Kaplan said, Kmart has more than doubled the size of some record departments.

Each of the Kmart stores involved in the program now carries a full line of records, which means that Handleman has had to adjust its buying habits in order to better accommodate the needs of those stores. For instance, Kaplan indicated that certain Handleman branches are now stocking an increased number of popular jazz and classical titles that a discount chain would not normally carry.

Additionally, Handleman representatives have begun to assist Kmart personnel on a full-time basis in the record departments of the stores the chain expanded. Previously, the accounts had been self-serviced.

Though he stressed that Kmart's expansion was still in the experimental stages, Kaplan said that he was very encouraged at the results so far, particularly in the Kansas City store. "Although a pattern has yet to be established, we feel that if we can convert a couple of hundred stores, we could probably triple or quadruple their value," he said, adding that further Kmart expansion would depend on whether regional management believed "it was both workable and practical."

Kaplan said that the success of the Kansas City outlet prompted a similar move in Detroit. The chain also expanded its record operation in Chicago, and Kaplan said that more Chicago outlets will become full-line record retailers.

"This is a project that Kmart will have to evaluate on a store-by-store basis," he said, noting that some stores might want to expand their product lines beyond records and tapes. "That's a decision each regional store manager will have to make."

Kmart executives were unavailable for comment at press time.



Mael

Parkinson

Nicholas

Bradley

ABC Appoints Mael & Parkinson — ABC Records, has announced the appointment of Si Mael to the position of vice president, operations. Also announced was the appointment of Michael Parkinson as vice president, finance and development. Parkinson joins ABC from MCA Records where he was controller.

Schissler Promoted At Wartoke — The Wartoke Concern, Inc., has made additions to the staff. Joining Wartoke are: publicist Robert Ganshaw as director of national publicity; Kathy Masucci, formerly advertising associate at The Trouser Press, as tour press coordinator; and, Sally Young, formerly with Jamrag Music in London, England, as press representative. Henry Schissler, national publicity director at Wartoke since January, has been promoted to vice president in charge of overall operations.

Teeter Tapped By Nashomi — Nashomi Music Productions has announced the appointment of Tiffany Teeter as Creative Management director of the corporation. Teeter, a former model and artistic director for Elefly Butterphant, a New York based music production company, will divide her time between Nashomi Music Productions and her own Pennsylvania promotion firm, Plum Broke, Inc.

Changes At Pickwick — Pickwick International has announced a realignment of responsibilities. Bob Newmark, formerly general manager of the Pickwick Records Division, has been appointed to director, marketing services. George Port, general counsel and secretary, will continue in this role as well as assume additional responsibilities for directing the Pickwick Records Division functions. Prior to joining Pickwick in December in 1976 as marketing director for the Proprietary Division, Newmark had over twenty years experience as a marketing professional. Port had extensive record industry experience before joining Pickwick, including direct management experience in re-release product.

WEA Names Nicholas — Tracy Nicholas has been appointed as director of public relations for WEA International. She was formerly public relations director at McCalls Magazine and Your Place Magazine. Prior to that, she did production and writing for ABC-TV News. Ms. Nicholas will report directly to Ertegun, and will be based in New York.



Greifinger

Berkowitz

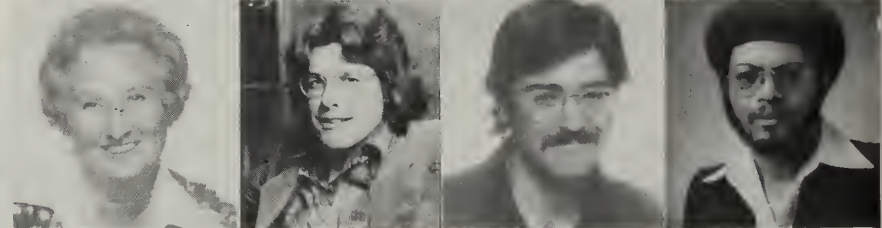
Mather

Friedman

Changes At Phonogram — Phonogram, Inc./Mercury Records has announced the appointment of Eileen Bradley as national director of publicity for the firm. In conjunction with this move, Marv Greifinger has been named as west coast publicity manager for the firm. For the past two years, Bradley has been Phonogram's west coast publicity manager. Prior to joining the firm, she served as director of publicity and artist relations for G.T.O., Inc., a west coast based management and recording firm. For the past four years Greifinger was with Wartoke Concern, Inc., where he helped found their west coast division.

Changes At UA — United Artists Records has announced the appointment of Les Berkowitz as national director, singles promotion for the label. He was formerly UA's promotion representative in Atlanta. Charlie Minor came to United Artists directly from Xeti Records where he was the label's president, in partnership with Jerry Rubinstein, now co-chairman of United Artists with Artie Mogull. Prior to that he was vice president, promotion at ABC Records and national promotion director at A&M Records. Steve Resnik was director of west coast operations for Xeti Records before coming to United Artists. Prior to that he worked for seven years as national singles director, national album director and in various other capacities for ABC Records. He started his career at A&M Records in 1969. Dick Williams came to United Artists from Casablanca Records where he was director of national album promotion. At ABC Records he held the position of regional album director, working out of Detroit. Peter Mollica worked as the national singles director for A&M Records before coming to United Artists. He also was the local New York promotion director for MCA Records prior to joining A&M Records.

Mather At CBS — CBS Records has announced the appointment of Mia Mather to the newly created position of director, marketing information system, CBS Records. She joined CBS in 1977 as director, Columbia Record Productions Systems. Prior to that, she worked as a consultant, and project manager for the CBS News' election system, and served as an officer for Bankers Trust Company.



Ziment

Barncard

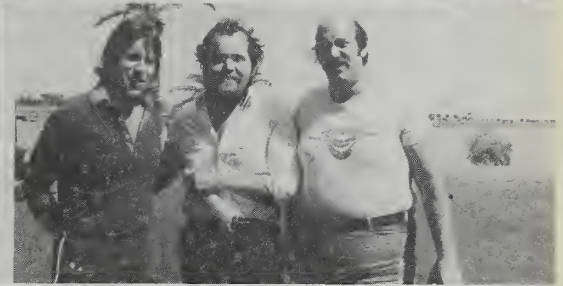
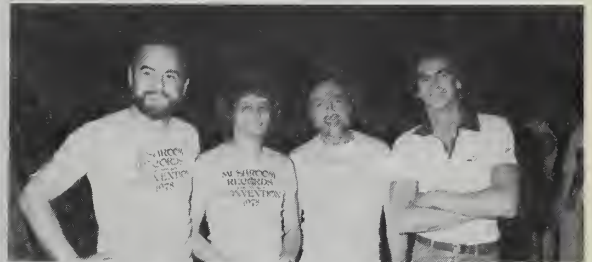
Goodman

Spellman

Friedman Named At Chappell — Glenn Friedman was named manager of creative affairs for Chappell's west coast division. He comes to Chappell from BNB Associates in Los Angeles where he was director of their music publishing companies Big Heart and Wooden Bear.

Ziment Appointed At CBS — CBS Records has announced the promotion of Jean Ziment as associate director, creative services costs, CBS Records. She joined CBS in 1966 as a supervisor in creative services administration. She was instrumental in the implementation

(continues on page 52)



CAPS OFF TO MUSHROOM — Mushroom Records recently held its first annual convention at the McCormick Ranch in Scottsdale, Arizona. Pictured (l-r) in the **top row** are: Shelly Siegel, vice president and general manager of the label; Susie Gershon, assistant to Siegel; and Jerry Winston, owner of Malvern Distributing — N.Y.; Howard Smiley, Palm Music/Miami; Cathy Weidman, national promotion manager, Mushroom; Siegel; Lu Dahl, Pickwick Minneapolis branch district head; and Rich Paladino, national promotion director, Mushroom; Jerry Lacoursier, president of A&M Canada; Siegel; Mushroom artist Paul Horn; and John Salstone, M.S. Dist. — Chicago. In the **middle row** (l-r) are: Bill Shaler, Pickwick branch manager, L.A.; Horn; Dena Frazier, Pickwick Minneapolis adv.; Mike

Meyer, Pickwick Minneapolis district manager; Greg Hagglund, Pickwick St. Louis promo manager; Rob Mingay, Horn's manager; Mingay; Siegel; Horn; Dahl; Jack Messler, Pickwick branch manager Atlanta; Rick Block, director of business affairs, Mushroom; John Ryan, Doucette's producer; and Chilliwack's producer Marc Gilutin. In the **bottom row** (l-r) are: Michelle Phillips Burch; Bob Burch, national PD of Century Broadcasting; Gershon; Harry Turner, indie promo, Pittsburgh; Billy Harper, indie promo, Philadelphia; Ken Kandall, indie promo, Baltimore/Washington; Gary Bird, indie promo, Cleveland; Gershon; Smiley; Michael Campbell, buyer Sound Dist. Seattle; Weidman; Paladino; Mushroom artist Ian Matthews; and Siegel.

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Joseph W. Burdett, Esq., Kindel & Anderson, Los Angeles
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Gary J. Hendler, Esq., Armstrong, Hendler & Barnet, Los Angeles
Paul G. Hoffman, Esq., Kaplan, Livingston, Goodwin, Berkowitz & Selvin, Beverly Hills
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TOP 40 ALBUMS

	Weeks On Chart	9/23		Weeks On Chart	9/23
1 IMAGES CRUSADERS (ABC BA-6030)	1	12	21 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	22	3
2 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	2	15	22 BEST OF CHUCK MANGIONE (Mercury SRM 2-8601)	24	6
3 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	3	8	23 LOVE AFFAIR GARY BARTZ (Capitol 11789)	21	12
4 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	7	5	24 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	23	34
5 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	4	13	25 THE BLUE MAN STEVE KHAN (Columbia JC 35539)	26	3
6 TROPICO GATO BARBIERI (A&M SP 4710)	6	10	26 TIME AND CHANGE CALDERA (Capitol SW-11810)	32	3
7 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	5	48	27 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	25	34
8 FRIENDS CHICK COREA (Polydor PD-1-6160)	6	8	28 WHAT ABOUT YOU STANLEY TURRENTINE (Fantasy F-9563)	34	2
9 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3133)	9	35	29 ARABESQUE JOHN KLEMMER (ABC AA-1068)	20	17
10 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	10	13	30 EASY GRANT GREEN (Versatile 6002)	31	8
11 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP-6700)	—	1	31 NIGHT DANCING JOE FARRELL (Warner Bros. BSK 3225)	33	3
12 MAGIC IN YOUR EYES EARL KLUGH (United Artists UA-LA877-H)	12	17	32 PHIL UPCHURCH (Marlin 2209)	29	11
13 PAT METHENY GROUP (ECM-1-1114)	14	9	33 CASINO AL DIMEOLA (Columbia JC 35277)	27	23
14 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	18	4	34 THE BEST OF LONNIE LISTON SMITH (RCA AFL-1-2897)	37	2
15 LARRY CARLTON (Warner Bros. BSK 3221)	16	8	35 MAHAL EDDIE HENDERSON (Capitol SW-11846)	—	1
16 FREESTYLE BOBBI HUMPHREY (Epic 35338)	11	17	36 DON'T STOP THE CARNIVAL SONNY ROLLINS (Milestone M-55005)	—	1
17 MY SONG KEITH JARRETT (ECM-1-1115)	17	9	37 SUNNY SIDE UP WILBERT LONGMIRE (Columbia/Tappan Zee JC 35365)	35	10
18 DON'T LET GO GEORGE DUKE (Epic JE 35366)	15	18	38 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	28	23
19 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	13	13	39 SUMMER SOFT BLUE MITCHELL (ABC IA-9347)	40	2
20 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	19	19	40 A SONG FOR YOU RON CARTER (Milestone M-9086)	—	1

Blue Note And Pacific Jazz Lines Getting Big UA Push

by Alan Sutton

LOS ANGELES — United Artists Records is mounting a month-long marketing/merchandising campaign, including special in-store displays and dealer incentives, in support of its Blue Note and Pacific Jazz catalogs.

The program, which is called "Blue Note . . . And All That Jazz," runs from Sept. 30 to Oct. 31. It covers all Blue Note and Pacific Jazz albums and is keyed to current five-album Blue Note Classic series and the seven-album Pacific Jazz collection. Also included are albums by UA jazz artists such as Earl Klugh, Noel Pointer and Ronnie Laws.

The Blue Note series consists of previously unreleased material by Lee Morgan, Art Blakey, Chick Corea, Jackie McLean and Stanley Turrentine. Included in the Pacific Jazz collection are albums by Gerald Wilson, George Duke and Art Pep-

per as well as two-volume sets spotlighting jazz in the '50s and '60s.

Ed Levine, general manager of Blue Note, says several thousand 3x1 banners carrying the inscription "Blue Note . . . And All That Jazz!" will be available along with stand-ups featuring the 10 best-selling titles.

'Out Of The Browsers'

"The most important thing," he said, "is that people will now be able to see exactly what we have. For years I've been screaming 'Get us out of the browsers,' and a program of this magnitude is certain to spark interest in the entire catalog."

A key element of the campaign is a special sampler featuring music by Les McCann, Wes Montgomery, Buddy Rich, Art Pepper and others from the Pacific Jazz catalog. More than 7,000 copies of the album will be serviced to retailers and radio

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ON JAZZ

The new Grover Washington Jr. album, "Reed Seed," is here. It is his first for Motown and consists of a pair of Grover originals, four tunes from within this, his current, band, and a version of "Just The Way You Are." The date was recorded in Philadelphia and produced by Grover.

The long-awaited revival of the Pacific Jazz label is upon us. Seven LPs make up the package, including two anthologies each for the '50s and '60s in single albums, plus LPs by George Duke, Art Pepper and Gerald Wilson. The Duke album contains three previously unissued tunes and the Wilson album is a Best Of with ten titles spotlighting great soloists such as Carmell Jones, Harold Land, Joe Pass, Bud Shank, Bobby Hutcherson and Richard Groove Holmes. All of these artists were on Pacific Jazz during its heyday. It is difficult to speculate as to length of or the impact of this revival. It would be great to see a thorough retrospective of the Gerry Mulligan Quartet or the Chet Baker Pacific Jazz sides. These two artists were not well served by Pacific initially, since many tracks were scattered throughout samplers and never collated properly. The opportunity

for this and other creative reissues rests in the hands of Richard Bock, founder of Pacific Jazz, who is supervising these reissues.

Young tenor sax man Chico Freeman has his second India Navigation LP, "Kings of Mali," in the street. His band features vibes and rhythm and includes Anthony Davis and Cecil McBee.

Jack Kleinsinger's Highlights of Jazz series kicks off its fall season with Helen Humes at NYU's Loeb Student Center on September 28. Featured will be Dick Hyman, George Duvivier, Ron Traxler and Eddie Daniels.

The next few weeks of concerts at Public Theater in New York stress avant garde artists. Paul Bley plays September 29, followed by Double Image/Dave Liebman-Richie Beirach on the 30th. The next week has Archie Shepp/Jackie Byard, followed by Dewey Redman and Don Pullen.

Beefsteak Charlie's Jazz Emporium also hitting with heavy talent: Ten Curson, Roland Hanna and Lee Konitz are due shortly.

"Distance Between Dreams" by violinist David Rose is the latest from Inner City.

bob porter

JAZZ ALBUM PICKS

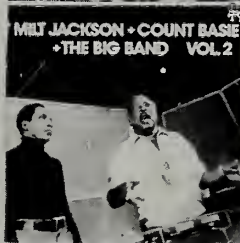
MILT JACKSON & COUNT BASIE VOL 1 — Pablo 2318 822 — Producer: Norman Granz — List: 7.98

A delightful mixture of big band and small group performances, with the solo lead falling on the two principals. The only exception is "The Comeback," which contains solos by Eric Dixon on tenor and an uncredited trumpet player. Nine stretched-out titles, and a surprisingly compatible meeting between two of jazz's greatest blues players.



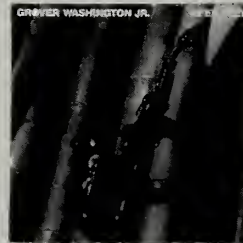
MILT JACKSON & COUNT BASIE VOL 2 — Pablo 2310 823 — Producer: Norman Granz — List: 7.98

More splendid music from the gang that brought you volume one of this meritorious meeting. A highlight here is Quincy Jones' "For Lena & Lennie," which features Sarah Vaughan blending her voice with the reed section. Jackson & Basie are the only soloists through the mix of Basie tunes and quality standards. Outstanding jazz all the way, as is volume one.



A SONG FOR YOU — Ron Carter — Milestone M-9086 — Producer: Ron Carter — List: 7.98

The preeminent acoustic bass player since his days with Miles Davis, Ron Carter has produced a deep, beautiful album that features, his bass set against the stellar support of four leading cellists and half a dozen other top players, including percussionist Ralph MacDonald. The title track, written by Leon Russell, is one of the most tender Jazz numbers released recently. The five other songs range from thoughtful to exuberant, but none are ordinary.

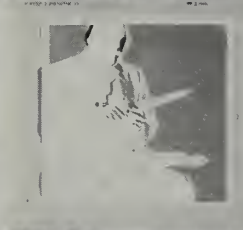


REED SEED — Grover Washington, Jr. — Motown M7-910R1 — Producer: Grover Washington Jr. — List: 7.98

Grover Washington is rapidly taking his place as one of the best, and most popular, reed men alive. Buoyed by Locksmith, a six-man powerhouse jazz ensemble, Washington has produced another stunning album that could end up as his best seller to date. Six of the seven tracks are new pieces by members of the group, with the exception being Billy Joel's "Just The Way You Are." Another highlight is the joyous "Santa Cruzin."

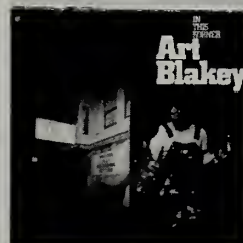
THE MASTERY OF JOHN COLTRANE, Vol. III — Impulse/ABC IA-9360 — Producer: Michael Cuscuna — List: 7.98

The late John Coltrane's place on the list of jazz greats is already secure and "Jupiter Variation," the subtitle of volume III of this set, is proof. Side one features Coltrane as part of a quartet and a sextet (both including his wife Alice), but side two consists of a pair of duets between the sax master and drummer Rashied Ali. Only one of the tracks has been previously released, and that was with a string section that has been eliminated here.



IN THIS KORNER — Art Blakey — Concord Jazz 68 — Producer: Carl Jefferson — List: 7.98

A stimulating six-tune set recorded live in San Francisco, this features papa Blakey and his current sextet. It is the strongest band Blakey has had in some time, and stickout soloists include Dave Schnitter on tenor and James Williams on piano. High-voltage music here, kicked along by one of the great jazz drummers.



New Companies Link Music Industry With Big Advertisers

by Joey Berlin

LOS ANGELES — As record sales and concert attendance surges, Madison Avenue is fast becoming aware of the possibilities the music industry offers for reaching the much sought-after record buying public. And because these possibilities are often mutually beneficial for the advertising and music communities, new companies are springing up to serve as liaisons between advertisers and record companies and concert promoters.

Rockbill, headed by Jay Coleman, and Musicmedia, under the direction of Charles Bonan, are two New York-based operations currently serving as "marriage brokers" for advertisers and musical entities. On the west coast, JAM Advertising, currently the in-house advertising agent for University Stereo, is looking to branch out into liaison activities for other clients seeking a connection with the music industry.

Shared Target Audience

"Advertisers trying to reach the 16-25 demographic are beginning to realize that if Columbia Records can sell three of four million copies of one of its records to the same audience, maybe they can profit from a tie-in with the record company or the group," explains Rockbill's Coleman. "The problem is that they don't understand the music business, which is where we come in.

"There are logistical differences between the two businesses. Major advertisers know 18 months in advance what they'll be doing, but record companies can't work that way. So we serve as a conduit between Madison Avenue and the record industry." The main thrust of Rockbill's business is

the production and distribution of full-color concert programs designed exclusively for selected acts which opens up into a glossy 17" X 22" poster of the group or artist. The programs are paid for by a national advertiser who has an ad on the back cover and product identification in the poster and they are distributed free at concerts. Rockbills have been given out at more than 1,000 concerts in the past two years and Coleman estimates that at least 95 percent of them are taken home by concert-goers.

A wide variety of recording artists and advertisers have participated in Rockbill programs in the past two years. Among the matchups are: Hall & Oates/Panasonic Car Stereo, Marshall Tucker Band/Pabst Beer, Sea Level/JVC Stereo, Renaissance/MG (British Leyland), Journey/Budweiser Beer, Aztec Two-Step/Dannon Yogurt, Mother's Finest/Budweiser Beer, Pure Prairie League/Jose Cuervo Tequila, Outlaws/Sedgefield's Jeans, David Bromberg Band/Jose Cuervo Tequila and Tom Chapin/Mateus Wine.

"We've made national advertisers realize that the most visible element in the lifestyle of young adults today is music," says Coleman. "That's where they spend their money. So the next question for advertisers is how to tie-in with music. We then develop programs to enable them to reach the desired audience in a creative, image-building way."

Musicmedia

Musicmedia is a subsidiary of Contemporary Communications Corporation, which is also the parent company of Leber-Krebs, Inc., managers of Aerosmith and Ted Nugent and producers of "Beatlemania." In its first year, Musicmedia

(continued on page 44)

Mushroom Bows Disco Label And A&M Pact At First Conv.

by Peter Hartz

LOS ANGELES — Mushroom Records recently held its first annual convention Sept. 14-17 at the McCormick Ranch in Scottsdale, Arizona. Shelly Siegel, Mushroom vice president and general manager, announced preparations for Mushroom's first custom label and the conclusion of a distribution deal with A&M Records Canada.

The new, as yet unnamed, custom label will be coordinated by Howard Smiley of Palm Music in Miami and formerly with TK Records. The label, which is expected to bow Jan. 1979, will specialize in R&B and disco material.

Effective Sept. 1, Mushroom product is being distributed throughout Canada by A&M. Previously, A&M handled Mushroom records in eastern Canada while the label had independent distribution in the west.

Before an audience of approximately 200 distributors, promotion people, representatives from A&M Canada, (including president Gerry Lacoursiere), Siegel stressed that Mushroom continues to have faith in independent distribution and the label will remain with the indies for American distribution.

Siegel announced the plans for the custom disco label at the sales and marketing meeting held on Sept. 15. In an apparent shift in company policy, Siegel expressed optimism towards the prospects of disco product.

The separate label was created, according to Siegel, to keep the Mushroom artist-oriented image intact while allowing the label to expand into new musical areas. No acts were named as signed to the label. However, Siegel did announce that Mushroom intends to sign an established

artist to the Mushroom label before the end of the year.

Wink Vogel from Mushroom in Vancouver also addressed the sales and marketing meeting with comments related to overall marketing strategy.

'Wobbler'

In addition, a new display item designed by A&M Canada was introduced. Called the "wobbler," Mushroom plans to be the first label in the U.S. to use the item which has a similar shape to an album cover, attaches to a wall and wobbles when touched.

In the promotion meeting on Sept. 16, upcoming and recently released product from Mushroom was reviewed. This product included the new "Stealin' Home" album by new singer Ian Matthews; "Never Be The Same," the new single by Chilliwack; "All I Want To Do," the current single by Doucette; and "Witch Doctor," the new single by Paul Horn.

Century Is Looking

In addition, Shelley Grafman and Bob Burch from the Century Broadcasting chain joined Jeff Gelb from R&R in a discussion of AOR formats. Grafman and Burch also revealed the Century is looking to buy two more AOR stations to add to the chain's present four stations. Century is reportedly looking closely in New York and the southwest.

Throughout the convention, the delegates enjoyed such activities as a golf tournament and sailboat races. Each night included entertainment from the label's artists. Mushroom was hoping to introduce English singer/songwriter Ian Matthews to the delegates but his plane flight from England was delayed. A full merchandising and marketing campaign is slated to support Matthews' new release.

EAST COASTINGS — TWIST AND SHOUT — As his five-month concert tour draws to a close, Bruce Springsteen's date at the Capitol Theatre was broadcast live last week in a nine-station hook-up engineered by Jimmy Iovine. Springsteen's set not only included as-yet unrecorded versions of "Point Blank" and "Independence Day," but also knockout versions of Eddie Floyd's "Raise Your Hand" and a Detroit Wheels-styled medley of "Devil With The Blue Dress," "Good Golly Miss Molly," "C.C. Rider," and "Jenny Take A Ride."

Meanwhile, two of the E Street Band's most illustrious underground recordings, "Hot Coals From The Fiery Furnace" and "Flat Top And Pin Drop," have recently resurfaced. The tapes document the band's earliest work, featuring tunes like Manfred Mann's "Pretty Flamingo" and "Sha La La," Chuck Berry's "You Never Can Tell," Eric Burdon's "It's My Life," and Ike and Tina Turner's "It's Gonna Work Out Fine."



WELCOME TO THE BUSINESS — When EMI America recording artist Michael Johnson (right) opened at *The Other End* in New York recently, he was welcomed to his two-night engagement by jazz guitarist George Benson (center) and inventor/guitarist Les Paul.

He also revealed that within the next few weeks, he hopes to work out fan club arrangements with Bruce's manager, Jon Landau, for the establishment of a Springsteen fan club. Viola can be reached at (201) 772-4188.

WE HEAR YOU — ABC and Warner Brothers Records hosted listening parties last week for new albums by Levon Helm and Van Morrison. "Just back from Arkansas where the barbecue's fine," said Helm in his introduction to his self-titled LP, which features a tremendous version of Al Green's "Take Me To The River." The album also includes appearances by Steve Cropper and Duck Dunn, who produced the sessions. Spotted by Aaron "Johnny" Fuchs, Dunn talked about his recent stint with the Blues Brothers and how famed Stax/Volt owner Jim Stewart would have responded to frontmen John Belushi and Dan Aykroyd in 1965. "He would have thrown 'em both right out the door," Dunn snapped with a grin. Though individual MGs are working on separate projects, Dunn told Fuchs that the group should have a new album out on TK Records in the near future.



SYLVESTER SHOWCASE — Fantasy recording artist Sylvester was showcased at Studio One in Los Angeles recently to promote his current single "You Make Me Feel (Mighty Real)." Pictured (l-r) are: Ralph Kaffel, Fantasy president; Sylvester and Bob Fisher, label manager for Fantasy at EMI/London.

The Morrison affair was held at the Star-sound Rehearsal Studios, just south of The Public Theatre. Co-hosted by Van's new manager, Bill Graham, the affair presented music from Morrison's new "Wavelength" LP, which he'll promote on tour through the fall with definite local stops set for the Palladium on Nov. 2 and the Capitol Theatre Nov. 5.

THE WORLD'S MOST FLEXIBLE TOUR — Stiff Records has scheduled a fall tour for its artists under the banner "Be Stiff." The tour will run from Oct. 10 to Nov. 19 and include half-hour sets by Wreckless Eric, Mickey Jupp, Jona Lewis, Lene Lovich, and Rachel Sweet, who's featured on the label's "Akron" compilation LP. On this follow-up to last year's "Bunch Of Stiffs" excursion, a special Stiff train will transport the touring party. Humphrey Ocean, Ian Dury, Jane Aire, and The Rumour are scheduled to make guest appearances during the 40-date itinerary. To coincide with the tour, Stiff will release new LPs on colored vinyl from the five featured artists.

SHORT SHORTS — Joe Papp, producer of the New York Shakespeare Festival and Public Theatre, will make his cabaret singing debut Sept. 26 at The Ballroom. Craig Zadan will produce and direct Papp's engagement. . . Steve Kata, Mercury's east coast A&R director, will produce the next Horslips album for DJM. . . Big Red publisher Hope Antman last week sponsored "The Great Lunch of the Month" hamburger eat-off competition to decide who makes the best burger in the Black Rock vicinity. . . Tenor saxman Johnny Griffin has been signed to Galaxy Records and will cut his label debut next month. The project will reunite him with Orin Keepnews, his former Riverside producer. . . Devo at the Bottom Line Oct. 17-18. . . Carol Strauss Klenfner looked tanned and trim in a recent visit to Cash Box's New York offices. The D.I.R. executive gave birth to a baby daughter, Kate, several months ago. . . Leon Redbone embarks on a ten-month tour next week with Tom Waits. Redbone will contribute to the musical score of "The Big Fix," which stars Richard Dreyfuss, later this year. Waits makes his own celluloid debut this fall in Sly Stallone's upcoming "Paradise Alley" . . . The Link Wray Band at My Father's Place Sept. 22-23. . . Kudos to E/P/A's Shelley Arnoff for her innovative invitation to Cheap Trick's Waldorf celebration following their Palladium appearance last week. The invites to share in Japanese cuisine were printed on black karate belts. . . O'Sullivan, Woodside & Co. have issued a second edition of their "Record Albums Price Guide, 1948-1978." The company reports that, since more records are becoming collectable, insurance companies and appraisers have requested updated information for their files. The guide lists over 25,000 albums. . . The American Symphony Orchestra will accompany Harry Chapin at Radio City Music Hall Oct. 13. . . Cheryl Ladd will star in her own television special next year. . . And Willie Dixon will perform material from his current Ovation release, "What Happened To My Blues," in Mexico City Oct. 10-15.

GIANT STEPS — Derek Shulman, lead vocalist for Gentle Giant, recently observed that "people have been writing their dissertations around our music for too long now. We thought it was about time we got out of our Greta Garbo syndrome." Shulman explained that living Stateside for the past two years has greatly improved his writing. "Living in England is like being caught in a time-zone, but American culture brings you up to date."

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LIVING IN THE USA — Linda Ronstadt — Asylum 6E-155 — Producer: Peter Asher — List: 7.98

Throughout her association with manager/producer Peter Asher, Linda Ronstadt has enjoyed consistent platinum-level sales, and with this new album the singer is certain to achieve continued success. As usual, "Living In The USA" follows the winning Ronstadt formula, containing covers of a couple '50s oldies, two '60s classics, plus songs by Warren Zevon and John David Souther. However, the album also includes intriguing versions of Elvis Costello's "Alison" and the Hammerstein/Romberg standard, "When I Grow Too Old To Dream."

BLOODY TOURISTS — 10cc — Polydor PD-1-6161 — Producers: Eric Stewart and Graham Gouldman — List: 7.98

Now signed with Polydor, this British band has concocted "Bloody Tourists," an innovative, mainstream pop-rock work which features the colorful melodies and tongue-in-cheek lyrics of Eric Stewart and Graham Gouldman. Including the European Top 10 single, "Dreadlock Holiday," this album also contains such invigorating tracks as "Take These Chains" and "Life Line." As can be expected, Stewart and Gouldman's versatile, appealing vocals are in top form.

GENE SIMMONS — Casablanca NBLP-7120 — Producers: Sean Delaney and Gene Simmons — List: 7.98

Gene Simmons is probably the most famous of the four Kiss members due to his blood spewing antics and his grossly-long tongue. This album boasts an all-star supporting cast, featuring Bob Seger, Donna Summer, Rick Nielsen, Joe Perry, Janis Ian, Cher and part of the Beatlemania cast, but the focus is clearly on Simmons' fun-filled personality and hard-rock execution. Catchy guitar licks, infectious lead vocals and harmonies abound on this surprisingly strong solo workout. For Top 40 and AOR airplay.

PETER CRISS — Casablanca NBLP 7122 — Producer: Vinl Poncia — List: 7.98

Peter Criss, the drummer of Kiss who is visually known for his cat-like makeup, has delivered a mainstream work which display his love for more moderate pop-rock music, as witnessed by "Don't You Let Me Down" and "You Matter To Me." However, Criss occasionally launches into a more rocking groove with "That's The Kind Of Sugar Papa Likes" and "I'm Gonna Love You."

THE WIZ (Original Soundtrack) — MCA 2-14000 — Producer: Quincy Jones — List: 14.98

Featuring music from the Universal film, "The Wiz" soundtrack is equally divided between strutting R&B numbers and lush, MOR-styled pieces. The album is highlighted by the spirited vocal performances of Diana Ross and Michael Jackson, plus the colorful production of Quincy Jones. Such tracks as the single "Ease On Down The Road," "You Can't Win" and "Can I Go On" display strong pop potential. For Top 40, MOR and R&B formats.

STRANGERS IN THE WIND — Bay City Rollers — Arista AB 4194 — Producer: Harry Maslin — List: 7.98

Alan Longmuir, BCR rhythm guitarist, harmony vocalist and older brother to drummer Derek, has rejoined the band. In exile due to his age (26, at the time), Alan's return gives us Roller fans the complete and perfect bomber crew again that really did rack up enough hits to justify last year's "best of" package. This LP shines with an equal melding of well crafted, self-penned ballads and those special little rockers that sound oh so good turned up loud past your neighbors' bedtime.

STUDIO TAN — Frank Zappa — DiscReet DSK 2291 — Producer: Frank Zappa — List: 7.98

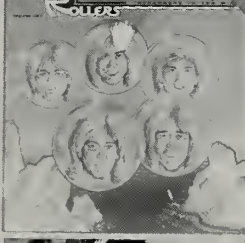
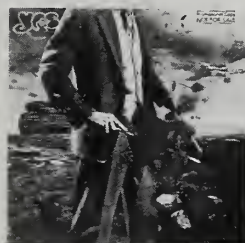
"Studio Tan" is a Zappa album with a definite Zappaesque feeling to it. Side one features "Greggery Peccary," a continuation of Zappa's musical journey through another portion of white collar America. Side two contains three compositions: one about going to the beach, and the remaining two featuring a man and his faithful control board at play. For AOR not afraid of (clean) humor backed by a multi-tracked Munchkin jazz ensemble on whites.

DAUGHTER OF THE NIGHT — Jim Capaldi — RSO RS-1-3037 — Producers: Jim Capaldi and Peter Sullivan — List: 7.98

On his first RSO album, former Traffic stalwart Jim Capaldi solidifies his reputation as a capable solo attraction. "Daughter Of The Night" is a somewhat lightweight work in a pop-rock vein that is shaded by disco textures. Featuring "A Good Love," "Stay With You" and "The Contender," this album represents quite a departure from the British rock of Traffic, but the LP should attract a sizable pop following for Capaldi.

TREVOR RABIN — Chrysalis CHR 1196 — Producer: Trevor Rabin — List: 7.98

A 22-year-old hard-rocker based in London, Trevor Rabin is a talented singer/composer/multi-instrumentalist who with "Trevor Rabin" has issued a promising debut work. This album contains nine tunes, all of which display Rabin's zesty guitar licks, catchy vocals and infectious arrangements. Stand-out tracks include "Getting To Know You Better," "Finding Me A Way Back Home" and "Fantasy." For AOR and pop formats.



TORMATO — Yes — Atlantic SD 19202 — Producer: Yes — List: 7.98

Having regained its sales momentum with the release of "Going For The One" last year, Yes reaffirms its strong artistic and popular stature with "Tormato." Like "Going For The One," the new LP is a welcome break away from Yes' extended jamming and massive concept works of the mid '70s. Featuring nine selections, "Tormato" is bolstered by intricate, sophisticated yet rocking textures and includes the first-rate guitar riffs of Steve Howe and the multi-keyboard runs of Rick Wakeman.

M.I.U. ALBUM — The Beach Boys — Brother/Reprise MSK 2268 — Producers: Brian Wilson, Alan Jardine and Ron Albach — List: 7.98

Recorded at the Maharishi International University, this album is a 12-song statement of health and the strongest of the Beach Boys' last three. The trademark Beach Boys sound remains ageless with well placed percussion hooks and strong harmony choruses. Alan Jardine's writing and singing contributions make the record happen, and Brian Wilson's fully revitalized production skills render the platter a programmer's dream for AOR stations and Top 40.

PAUL STANLEY — Casablanca NBLP 7123 — Producers: Paul Stanley and Jeff Gilxman — List: 7.98

Guitarist Paul Stanley, known for his star spangled makeup with Kiss, has issued a crunching, hard-driving recording that is occasionally interspersed with moderate, acoustic guitar breaks to keep the album varied and interesting. Composing all nine songs on the LP, Stanley has recruited the skills of Rod Stewart's drummer, Carmine Appice, and Craig Krampf of Nick Gilder's band to supply strong backup support. Includes "Hold Me, Touch Me" and "Move On."

ACE FREHLEY — Casablanca NBLP 7121 — Producers: Eddie Kramer and Ace Frehley — List: 7.98

Ace Frehley, Kiss' starry-eyed guitarist, cranks out an array of high-voltage power chords and rugged if somewhat crude lead guitar licks on this solo outing. Side one on this album contains a barrage of strictly hard-rock material, while side two features a more diverse package of rock styles, highlighted by the Bo Diddley-influenced, highly rhythmic "New York Groove." Also worth investigating is the dynamic arrangement on "Fractured Mirror."

TAKE IT ON UP — Pockets — Columbia JC 35384 — Producers: Verdine White and Robert Wright — List: 7.98

With its latest Columbia album, Pockets has established itself as a colorful, danceable R&B/pop configuration. Already on the charts, "Take It On Up" is boosted by its association with Earth, Wind & Fire (members of E,W&F produce the LP and contribute instrumental support), but it is the group's own energized vocal and ensemble playing which makes this effort a success. Standout tunes include the title track single and "Heaven Only Knows."

WILD CHILD — Valerie Carter — ARC/Columbia JC 35084 — Producer: James Newton-Howard — List: 7.98

After years of singing background vocals behind numerous other artists, Valerie Carter last year issued her debut solo effort and was quickly greeted with both critical acclaim and commercial success. Now with her second album, this singer/songwriter emerges with tasteful, sultry tunes which showcase her smooth yet bluesy voice and the polished instrumental work of Hollywood's top session cats. Standout cuts include "Crazy," "The Story Of Love" and the title track.

GIANT — Johnny Guitar Watson — DJM-19 — Producer: Johnny Guitar Watson — List: 7.98

With "Giant," this rock/R&B veteran continues to establish himself as an exciting performer and charismatic personality who excels at creating funky, rapid-fire guitar riffs and irresistible dance rhythms. Watson on this LP not only plays guitar and sings, but also handles keyboard and percussion duties. Highlighted by a new version of his classic "Gangster Of Love" (made famous by Steve Miller), plus "Tu Jours Amour" and "Wrapped In Black Mink."

WHEN WE ROCK, WE ROCK AND WHEN WE ROLL, WE ROLL — Deep Purple — Warner Bros. PRK 3223 — Producers: Varlous — List: 7.98

In its peak years, Deep Purple was among the top-selling heavy metal outfits, possibly second only to Led Zeppelin in sales and popularity. This album, a compilation of the group's greatest hits, serves as a noteworthy collection to rock fans interested in the high-powered, demonic guitar and organ histrionics that Deep Purple flamboyantly delivered. Includes "Smoke On The Water" and "Burn."

ATTAK — Magma — Tomato TOM 7021 — Producer: Laurent Thibault — List: 7.98

Magma inflicts the ultimate demand on any and all audiences by simply refusing to communicate with them on any level whatsoever. This French communal progressive/space-rock/jazz-fusion "band" offers seven new "compositions" which appear to be based on a 4/4 rhythm but are actually as indecipherable as a majority of the nonsense-language copy on the album's jacket. More pyramid power to them. No one really side-steps pop music's parameters anymore as consistently well as Magma.

FEATURE PICKS

AL STEWART (Arista 0362)

Time Passages (4:29) (D.J.M./Frabjous Music/Approximate Music) (A. Stewart/P. White)

The early word on the street is that Stewart's new album is one of his finest. This title track has a perky beat, piano and acoustic guitar work and a lyric about the evanescence of time. Sax and guitar solos and string backing work wonders. Stewart's singing is characteristically soft. Top 40 material.

**JOHNNY MATHIS/DENIECE WILLIAMS** (Columbia 3-10826)

I Just Can't Get Over You (3:11) (Homewood House Music/Geoff & Eddie Music — BMI) (N. Kipner/W. Sela)

Columbia is issuing a non-designated two-sided record to let radio make the decision which is the next single. "That's What Friends Are For" and the above are the choices. Both are excellent; however, the smooth rolling chorus of "Can't Get Over You" makes it a pick.

**KC AND THE SUNSHINE BAND** (TK 1030)

Do You Feel All Right (2:45) (Sherlyn Publ./Harrick Music — BMI) (H.W. Casey/R. Finch)

This first single from the new KC album "Who Do Ya (Love)" is characteristically bright and optimistic. Conga backing and ringing rhythm guitar work and steady beat are complemented by an airy lyric and effective singing. Horns and tambourines add crispness. This track is well-suited to both the dancefloor and the pop drive shifts.

EVELYN CHAMPAGNE KING (RCA JH-11386)

I Don't Know If It's Right (3:40) (Six Continents Music/Mills and Mills Music — BMI) (T. Life/J. H. Fitch)

The "Shame" Lady is back with a new single edited from her "Smooth Talk" album. This ballad is more directly in the pop vein than the disco smash. King's fine singing which is alternately brooding and exuberant and an arrangement of horns, guitars and building beat make this a natural for R&B and pop lists.

**CHAKA KHAN** (Tattoo/WB WBS 8683)

I'm Every Woman (3:42) (Nick-O-Val Music — ASCAP) (Ashford & Simpson)

Chaka has a new solo album forthcoming produced by Arif Mardin and this first single has a nice uptempo groove built upon an upfront beat, a strong string chart, piano punctuations, rhythm guitars and excellent soaring and sultry vocals. This track is a good add for R&B and pop playlists.

**TOTO** (Columbia 3-10830)

Hold The Line (3:29) (Hudmar Publ. — ASCAP) (D. Paich)

Columbia is mounting a substantial effort to break this band composed of crack session players (look for them to break in the northwest). This track has plenty to offer: simple emphatic piano part, heavy surging guitars, pleasant turns, fine singing and strong chorus. Likely to please Top 40 programmers.

**FIREFALL** (Atlantic 3518)

Strange Way (3:50) (Stephen Stills Music/Warner-Tamerland/EI Sueno Music — BMI) (R. Roberts)

"Elan" is the name of Firefall's third album and this first single is the story of sorrow disguised as love. Acoustic guitars, synthesizer, throbbing bass line and a varied attack by the string section make this a good pop add. Solid singing and fluttering flute solo.

**THE STAPLES** (WB WBS 8669)

Unlock Your Mind (3:20) (Temporary-Secular Music — BMI) (Roe/Coe)

This title track from the Staples' most recent effort is track well-suited to R&B and Top 40 lists. After years of experience, The Staples have perfected their fine vocal arrangements. Horns, ticking rhythm guitars, moderate beat and keyboards. This is a track to watch.

SINGLES TO WATCH

JIMMY "BO" HORNE (Sunshine Sound/TK 1005)

Let Me (Let Me Be Your Lover) (3:25) (Sherlyn Publ./Harrick Music — BMI) (H.W. Casey/R. Finch)

Casey and Finch provided the song and inspiration for this song and "Bo" provides the feeling. Punctuating horns, funky keyboards, rhythm guitars, and trade-off vocals between Horne and female singers makes this a good add to R&B and pop lists.

THE MOODY BLUES (London 5N-273)

Driftwood (3:56) (Bright Music — ASCAP) (J. Hayward)

"Steppin' In A Slide Zone" bulleted to mid-chart and then stalled; this second single from the "Octave" album is a smooth and spacy ballad about beaching on the shore of life. Guitars, synthesizer moods, strings, a wandering sax and good lead vocals by Hayward (who also has a "War Of The Worlds" single charting).

BONNIE POINTER (Motown M 1451F)

Free Me From My Freedom (3:35) (Jobete Music — ASCAP/Stone Diamond — BMI) (A. Bond/T. Thomas/B. Pointer)

Bonnie, the lead singer with the Pointer Sisters, has signed a solo deal with Motown. This first single, produced by J. Bowen and Berry Gordy, is a plea for love's chains. A clear bass line, syndrums and an uncluttered arrangement make this a fine R&B and pop add.

WAR (Far Out/UA X1247-Y)

Sing A Happy Song (3:36) (Far Out Music — ASCAP) (S. Allen/H. Brown/M. Dickerson/L. Jordon/C. Miller/L. Oskar/H. Scott/J. Goldstein)

Taken from the "Youngblood" soundtrack album, this track is a happy and funky song. Horns, handclaps and rhythm guitars ride the jaunty beat. The vocals are bright and effective production touches add texture. Suited to R&B and pop lists.

JOEY TRAVOLTA (Millennium 623)

If This Is Love (3:44) (Rocket Songs/Unichappell Music — BMI) (R. Patton/K. Chater)

This second single from Travolta's namesake first album is a gentle ballad about love and its trials. Piano chording, strings and expansive mid-tempo chorus and good singing make this suited to pop, MOR lists.

EMOTIONS (Columbia 3-10828)

Whole Lot Of Shakin' (3:19) (Saggifire Music — BMI/Steelchest Music — ASCAP) (M. White/A. McKay)

This second single from the "Sunbeam" album is a fine excuse for a party. Uptempo and enthusiastic, the track offers good airy and gutsy singing, solid horn charts, ticking rhythm guitar packing and assorted percussion embellishments. Well-suited to R&B and pop lists.

JOE HARNELL (MCA-40953)

Theme From "The Incredible Hulk" (3:02) (Leeds Music — ASCAP) (J. Harnell)

Bill Bixby may have quite a problem with his complexion when he gets angry but this smooth, string dominated disco version ought to soothe the green wrinkles. The piano work is masterful. Suited to AC formats.

BRASS CONSTRUCTION (UA-X1242-Y)

Help Yourself (4:04) (Desert Rain Music/BigBoro Music Pub. — ASCAP) (R. Muller)

The Construction members are funk experts and this single from "Brass Construction IV" has good horn work, solid drum and bass bottom, nice guitar lines and vocals. This track is suited to R&B and pop lists.

GIL SCOTT-HERON (Arista 0366)

Angel Dust (3:28) (Brouhaha Music — ASCAP) (G. Scott-Heron)

Scott-Heron is a rare artist. A poet who found music, Gil offers insightful lyrics and solid music (assisted by Brian Jackson). This track is about everybody's favorite horse tranquilizer — Angel Dust. Fine flute work, solid beat, good vocals make this a good R&B and pop add.

TODD RUNDGREN (Bearsville BSS 0330)

You Cried Wolf (2:30) (Earmark Music — BMI) (T. Rundgren)

Performed, produced, arranged and engineered by wonderman Rundgren, this second single from "Hermit Of Mink Hollow" has a handclap beat, piano and sax runs, and a flavor reminiscent of Rundgren's earlier "Wolfman Jack." A solid AOR track, this has a pop shot.

RENZO FRAIESE (AVI-215)

Angela (4:10) (Salerno Music — ASCAP) (R. Fraiese/J. Izen)

Fraiese's arrangement for this sensitive ballad utilizes congas, electric piano and moderate beat and percussion embellishments. Joe Izen's singing is evocative. The upward movement of the track is appealing. Strings add spice. Nice sax solo. This is a good pop, MOR record.

LINDISFARNE (Atco 7093)

Run For Home (3:05) (Crazy Music/Chappell — ASCAP) (Hull)

The production on this track is full yet simple. Acoustic guitars, broad string chart, horn work and effective singing. The chorus has a pleasant appeal. Well-suited to pop playlists.

STARBUCK (UA-X1245-Y)

Searching For A Thrill (4:00) (Brother Bill's Music — ASCAP) (B. Blackman/J. Cobb)

This title track from Starbuck's latest effort jumped onto the chart last week and the uptempo driving appeal ought to see it go higher. Funky keyboards, hard beat, strings and rough textured vocals make this a good Top 40 add.

MUSIQUE (Prelude PRL 71110)

In The Bush (3:58) (PAP Music/Leeds Music/Phylmar Music — ASCAP) (P. Adams/S. Cooper)

The "Musique" album is one of the hottest disco albums around. This much requested dancefloor favorite features steady bass drum, bongos, horns and a flood of get-down lyrics sung provocatively by Musique's female bevy. Suited to formats interested in disco crossover.

ART WILSON (Alexander Street 009)

Unbelievable (3:07) (Alexander Street Music — ASCAP) (G. Gade/A. Wilson)

Wilson used to play with the Harvey Mason Band and has written some material for Con Funk Shun. This track is a moderately paced R&B ballad. Horns, backing singers, keyboards, strings and guitars and good lead vocals make this suited to pop lists too.

AirPlay

THE BIG BROADCAST OF '78 — Knott's Berry Farm, in association with the Southern California Broadcasters Association held a salute to radio last weekend at the popular amusement park. Along with a wide variety of live acts, including **Exile, Hot, Evelyn "Champagne" King, and England Dan and John Ford Coley**, almost every major southern California station was represented with a booth or display over the weekend. And the promotion was an unqualified success, with big crowds all three days and nights taking in the wide variety of exhibits.

Many of the stations did live broadcasts from Knott's, including **KGIL, KEZY** and **KLAC**. Some held giveaways and others presented the live acts. All reported the event to be a worthwhile promotional venture, providing the stations an opportunity to get out among their audiences.

Among the long list of stations represented at the weekend-long event were: **KABC, KACE, KBCA, KDAY, KJLH, KUTE, KEZY, KFI, KLAC, KGBS, KGIL, KHJ, KIIS, KIQQ, KKTT, KLOS, KMPC, KTNQ, KRLA** and **KJOI**. Many of the top air personalities in southern California were on hand, too. Congratulations should go to director of entertainment planning and development for Knott's, **Marlan Knott**. The event was only one of many at the park that are making Knott's an important musical venue.

JAZZ MARCHES ON — As part of the current resurgence of jazz, *Musician* magazine has come out with an excellent Jazz Radio Special, dated October 1978. Anyone seriously interested in or involved with jazz should check out the many noteworthy features, telling where, when and what kind of jazz radio exists and how it works and when it doesn't. The centerfold is a map of the United States showing where there are jazz stations and what kind of stations they are. Also included is a coast to coast written explanation of the frequency, power and percentage of jazz played at the stations.

Musician magazine is based in Boulder, Colo. Publisher **Gordon Baird** and executive editor **Sam Holdsworth** can be reached at (303) 443-5800.



SANG AT KAAM — Private Stock recording artist **Samantha Sang** stopped by **KAAM/Dallas** during a visit to that city recently. Pictured above while taping an interview for **KAAM's "Doublestar Weekend"** are (l-r): **Sang** and **KAAM** music director **Lee Gray**.

PROMOTION IN MOTION — Here's a new one! A world-wide race originating and concluding in Milwaukee is now being run by **WISN's Steve York** and **WLPX's Jim McBean**, each representing their respective Hearst radio station in a unique "Great Race of '78... Round the World." **WISN** program manager **Bill Garcia** explains that "neither disc jockey will know what specific countries or cities he'll visit... only which direction he'll be traveling. **McBean** will travel east and **York** will head west, never knowing what future stops will be ahead or what stumbling blocks, if any, he'll encounter until he arrives and gets his sealed envelope of instructions."

Envelopes will contain updated itineraries, assigned tasks and airline tickets. The inventiveness of each disc jockey and his elapsed travel time will determine the winner, since both stations will be asking their audiences to pick the winner in a contest during the actual race around the world. The contest is expected to last about 10-11 days, and it should generate a lot of interest in Beerville.

Speaking of unusual promotions, **KPOL/Los Angeles** has found its "Mr. Goodmouth." **James Bennett**, chairman of the Department of Office Administration and Business Education at California State University, Northridge, can now bring two people from anywhere in the United States to Los Angeles for an all-expense paid week vacation. The winning entry read: "I like to live in Los Angeles because... in L.A. people are judged not on where they've been or what they've done, but on where they're going and what they're capable of doing."

WLS/Chicago listeners can now win \$5,000 in the station's live cash bonus drawing. Afternoon personality **Bob Sirott** will draw the winner's name from original non-winning Illinois State Lottery Tic Tac Dough tickets that were resubmitted for this special drawing. Winners of the bonus drawing are then automatically entered in a \$1 million grand prize drawing to be held at the end of the game.

STATION TO STATION — With all the acclaim being heaped on **WKTU/New York** and its trend-setting disco format, the PD directly responsible for Disco 92 has been somewhat overlooked. Without discounting the expert contributions of consultants **Wanda Ramos** and **Kent Burkhart**, the man with the programming responsibility is **Matthew Clenott**. **KFJZ** will combine the nostalgia of the past in sports, news and music in a new presentation for the Fort Worth/Dallas area, "Sunday at the Memories." "Word pictures and sounds of spectacular sporting events of yester-years will be presented for a weekly trip into nostalgia," says **Peter McLane, KFJZ** PD. Hit songs of the time period featured in each broadcast and historic news by the commentators of the time will take listeners back to the days when it happened, accompanied by host **Ray Durkee**. A special series of Sunday afternoon concerts by classical music masters will be broadcast live from the White House by National Public Radio in the coming months. Cellist and music director of the National Symphony Orchestra **Mstislav Rostropovich** led off the series Sept. 17. The series resumes with a recital by opera star **Leontyne Price** on Oct. 8. On March 31, 1979 legendary guitarist **Andres Segovia** will perform... **WFLY-FM/Albany** desperately needs album service. PD of the AOR-formatted 13,000 watt station is **Marlo Mazza**, (518) 456-

(continued on page 44)

July/Aug. ARBs Shows Little Change In Six Major Markets

by **Joey Berlin**

LOS ANGELES — Six major markets were rated this summer by Arbitron and a quick look at the numbers shows that there was not a lot of change from the April/May figures. The following is a brief summary of the results of the July/August surveys in New York, Los Angeles, Chicago, Detroit, Philadelphia and San Francisco.

New York: The big news in the Big Apple is the surge of **Disco 92 (WKTU)**, but at this point the station's 1.4 12+ came was only enough to cut slightly into **WBLS'** rating (7.7 down from 7.9) and prevent **Hal Jackson's** station from overtaking traditional market leader **WABC** (up to 9.0 from 8.1). **WPLJ** is hanging in with a 3.9, while **WNBC** gained half a point to 3.5. The rest of the market showed remarkable stability, but look for some changes next book when **WKTU** is more firmly established.

Los Angeles: Although **KABC** is still the big winner with talk and **Dodger** baseball, the real news is the strength of **Sam Bellamy's KMET**. With a 4.8 (up from 3.6), **KMET** is now the clear leader in one of the most fragmented markets in the country. Again disco has made inroads, with **KUTE's** 3.7 (up from 2.6) taking second place among music stations. Five other music stations made respectable showings in the low 3s, including **KRTH, KHJ, KFI, KRLA** and **KNX-FM**.

Chicago: All-purpose **WGN** still has a giant 12 cume, but **WLS** made the most impressive showing with a move from 7.2 to 8.3, including a 21.5 teen share. Country **WMAQ** bounced back from 4.7 to 5.6. **WKQX** has a leg up on the other AORs with a jump to 3.0, but it wasn't a good book for FM rock in the Windy City. **WBMX** has taken over from **WVON** with black listeners.

KLOSVP/GM Winnaman Is Heart Attack Victim

LOS ANGELES — **John Winnaman**, vice president and general manager of **KLOS/Los Angeles**, one of the most successful ABC-owned stations, died Sept. 16 shortly after he collapsed while playing softball in a Culver City park. The 42-year-old vice chairman of the Southern California Broadcasters' Association apparently suffered a heart attack, although he had been in good health with no history of heart problems.

Winnaman joined ABC as a **KABC/Los Angeles** account executive in 1964 and became **KABC-FM** (which later became **KLOS**) general manager in 1970.

Hal Neal, ABC Radio president, said, "John was a most valued member of our radio family and we grieve his untimely death. All of us at ABC extend our sympathies to his wife **Jane** and his children **Bradley** and **Melissa**."



STARSHIP PLATINUM — **KFRC/San Francisco** and **RKO Radio** were recently presented with a pair of platinum albums as thanks for their support of the Jefferson Starship's latest million-selling album, "Earth." Pictured above with the platinum LPs are (l-r): **Joshua Blardo**, director of **RCA** national album promotion; **Les Garland**, **KFRC** PD; **Bill Thompson**, **Starship** manager; **Dave Sholin**, **RKO** music director; and **David Forman**, **RCA** San Francisco promotion manager.

WBMX leaped from 4.2 to 5.6, while **WVON** slipped from 4.8 to 3.4.

Detroit: Again an all-purpose station leads, **WJR-AM** with a 14.8 score. **WRIF's** 6.0 continues a down trend for the AOR, but still holds second place overall 12+. **Paul Christy's** soft rocker, **WNIC**, jumped to 5.7 (from 4.4). **WABX** and **WVON** went from the mid 3s to mid 4s. Other impressive ratings in the Motor City were garnered by **CKLW**, which bounced back from a spring 3.7 to 4.8 and **WJZZ** which hit an all-time high of 3.6 with its all-jazz format.

Philadelphia: Behind traditional leader **KYW**, there wasn't a lot of change in listening habits in the City of Brotherly Love. Compared with last summer's book, only **WDAS-FM** and **WIFI** made appreciable gains, up to 6.3 and 4.4 respectively. **WFIL** is the only loser, falling in one year from 6.0 to 4.2.

San Francisco: Adult contemporary **KSFO**, with help from the S.F. Giants, has taken over the listenership lead in The City, scoring a big 8.8 (up from a spring 6.5). **Les Garland's KFRC** took its first dip in quite a while, from 8.4 to 6.2, but still leads the rock stations. The rest of the pack is bunched up around 3. And one-of-a-kind **KFAT** showed up this book, all the way from **Gilroy** with a whole 1.

Jethro Tull Set For Worldwide B'cast

LOS ANGELES — Rock group **Jethro Tull's** Oct. 9 **Madison Square Garden** concert in New York will be broadcast live on television and radio to Europe, Australia, South and North America. The concert is being produced by the group's record company, **Chrysalis**, with the television broadcast being directed by **Tom Corcoran** of Britain's TV show, "Whistle Test."

As **Jethro Tull** performs onstage in New York, **BBC-2 TV** will show the concert to the British audience live by satellite with stereo sound on **Radio One** as a feature of the **John Peel Show**. At the same time, the **Eurovision Network** will be transmitting the show to other Western European countries and **Intervision** will transmit through the Eastern European nations. Australian TV and **Globo TV** in Brazil will also broadcast the show. The cable TV rights for America are currently being finalized.

45-Minute Excerpt

The broadcast will feature a 45-minute excerpt of the band's performance and will include its most famous material. The **Madison Square Garden** date is part of **Jethro Tull's** six-week American tour beginning October 1. The tour coincides with the release of the group's first live album, "Bursting Out."

TOP FM ROTATION

	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	5	Who Are You	The Who	MCA	3*	Sister Disco, New Song, Music Must, Guitar, Title
2	2	5	Don't Look Back	Boston	Epic	2	Man I'll Never Be, Satisfied, Title
3	3	16	Some Girls	The Rolling Stones	Rolling Stones	5	Miss You, Respectable, Beast, Whip, Shattered
4	4	14	Double Vision	Foreigner	Atlantic	4	Hot Blooded, Title, Blue Day, Children
5	5	11	Nightwatch	Kenny Loggins	Columbia	6*	"Friend," Easy Driver, Angelique, Title
6	7	16	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	36	Promised Land, Factory, Badlands
7	—	1	Pieces Of Eight	Styx	A&M	42*	White Hope, Message, Blue Collar, Title
8	9	4	Twin Sons . . .	Fogelberg/Weisberg	Epic	15*	Lazy Susan, Alley, Nocturne, Gold
9	8	16	The Cars	The Cars	Elektra	27	All I've Got, Bye Love, Stereo, Mixed Up, Best Friend's
10	11	3	Along The Red Ledge	Hall & Oates	RCA	39*	It's A Laugh, Side Two
11	6	19	Stranger In Town	Bob Seger	Capitol	12	Hollywood, Number, Final Scene
12	—	1	Dog & Butterfly	Heart	Portrait	66*	Cook, Hi Jinx, Straight On, Title, Mistral Wind
13	10	16	Worlds Away	Pablo Cruise	A&M	10	Love Will Find A Way, Rio, Runnin'
14	12	3	Lynyrd Skynyrd's First . . .	Lynyrd Skynyrd	MCA	52*	Down South, Helpin' Hand, Preacher's Daughter
15	13	6	Caravan To Midnight	Robin Trower	Chrysalis	32*	My Love, For You, Title
16	—	1	Time Passages	Al Stewart	Arista	100*	Valentina, All Seasons, Timeless, Title
17	14	4	Next Of Kihn	Greg Kihn Band	Beserkley	129*	Remember, Chinatown, Secret Meetings
18	17	6	Life Beyond L.A.	Ambrosia	WB	63	How Much I Feel, Title
19	20	15	Sleeper Catcher	LRB	Harvest	20*	Reminiscing
20	18	7	More Songs About Buildings	Talking Heads	Sire	88	Good Thing, Found A Job, Artists, River
21	16	14	Pyramid	Alan Parsons	Arista	49	What Goes Up . . . Eagle, Pyramania, Can't Take It
22	28	3	Luxury You Can Afford	Joe Cocker	Asylum	92*	River Flow, Southern Lady, Grapevine
23	21	2	Danger Zone	Player	RSO	83*	Prisoner Of Your Love
24	22	2	Book Early	City Boy	Mercury	118*	5.7.0.5., Do Well, Cigarettes
25	—	7	War Of The Worlds	Various Artists	Columbia	90	Forever Autumn
26	30	27	City To City	Gerry Rafferty	UA	17	Baker Street, Down The Line
27	23	5	Cosmic Messenger	Jean-Luc Ponty	Atlantic	55*	Happiness, I Only Feel, Molecules
28	29	9	Sgt. Pepper's . . .	Various Artists	RSO	7	Come Together, Into My Life, Oh! Darling
29	25	19	Heaven Tonight	Cheap Trick	Epic	59	High Roller, Radio, Title, Top Of World
30	—	23	Hermit Of Mink Hollow	Todd Rundgren	Bearsville	132	Wolf, Friends, Out Of Control

FM Station Reports — New ADDS/Hot Rotation

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Styx, Heart, Blue Oyster Cult, Al Stewart, "Volunteer Jam", Jack Tempchin, Gino Vannelli, Les McCann
HOTS: Cars, Moon Martin, Boston, 1994, Who, Hall & Oates, Gato Barbieri, Lynyrd Skynyrd, Van Halen, Heron/Jackson, Fogelberg/Weisberg, Jean-Luc Ponty

WSAN-FM — ALLENTOWN — RICK HARVEY

ADDS: Gene Cotton, Gino Vannelli, Linda Ronstadt, Al Stewart, Mose Jones, Justin Hayward (45)
HOTS: Who, Boston, Foreigner, Kenny Loggins, Linda Ronstadt, Hall & Oates, Ambrosia, Chris Rea, City Boy, Player, Rolling Stones, Bruce Springsteen, Pablo Cruise, Little River Band, Bob Seger

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Linda Ronstadt, Levon Helm, Gentle Giant
HOTS: Styx, Heart, Lynyrd Skynyrd, Foreigner

WAAL-FM — BINGHAMTON — SCOTT MICHAELS

ADDS: Heart, Al Stewart, Gino Vannelli, Alien Harris Band, Blue Oyster Cult, "Volunteer Jam"
HOTS: Boston, Who, Foreigner, Styx, Bob Dylan, Rolling Stones, Hall & Oates, Pablo Cruise, Linda Ronstadt (45), Van Morrison (45), Exile (45), Nick Gilder (45), Little River Band (45), E,W&F (45), Aerosmith (45)

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Dave Edmunds, Blue Oyster Cult, Steve Harley, Wilson Pickett, Al Stewart, Sylvester, Dyan Diamond, Funkadelic, Jack Tempchin, James Montgomery (45)
HOTS: Cars, Rolling Stones, Talking Heads, Bob Seger, U.K. Squeeze, Cheap Trick, Heart, Who, Bruce Springsteen, Tom Petty

WGRQ-FM — BUFFALO — JOHN VELCHOFF

ADDS: Al Stewart, Linda Ronstadt, Talking Heads, Gino Vannelli,
HOTS: Boston, Bob Seger, Kenny Loggins, Foreigner, Who, "Nat'l Lampoon", Styx, Cars, Meat Loaf, Fogelberg/Weisberg, Little River Band, Alan Parsons, Bruce Springsteen, "Sgt. Pepper", Lynyrd Skynyrd, Ambrosia, Heart, Nick Gilder, Joe Cocker, Exile

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Milt Jackson, Count Basie, Linda Ronstadt, Waylon Jennings, Gentle Giant, "Volunteer Jam", David Pritchard, Lee Oskar, Blue Oyster Cult, Al Stewart, Dave Edmunds, Justin Hayward (45), 10cc (45), Tom Paxton (45)
HOTS: Cars, Kingfish, Lynyrd Skynyrd, Moon Martin, David Gilmour, Staples, Rolling Stones, Genya Ravan, Heron/Jackson, Ozark Mtn. Daredevils, Sonny Fortune, Ken Bloom, Talking Heads, "Spitballs" (Imp), Greg Kihn, David Johansen, Who, Robin Trower, Doc & Merle Watson, Janis Ian

WKQX-FM — CHICAGO — BOB KING

ADDS: Nick Gilder, Zwoi, Ambrosia, Al Stewart, Joe Cocker, Linda Ronstadt, Firefall (45)
HOTS: Foreigner, Who, Boston, Bruce Springsteen, Kenny Loggins, Robin Trower, Styx, David Gilmour, Linda Ronstadt, Lynyrd Skynyrd

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Heart, Styx, Al Stewart, Blue Oyster Cult, Gentle Giant, Waylon Jennings, Zwoi, Henny Youngman
HOTS: Bruce Springsteen, Who, Rolling Stones, Kenny Loggins, Cheap Trick, Jean-Luc Ponty, Todd Rundgren, Boston, Pablo Cruise, Hall & Oates, Peter Gabriel, Pat Metheny, Genesis, Bob Seger, Joe Walsh

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Linda Ronstadt, Crawler, "Kiss", David Gates, Champion
HOTS: Boston, Foreigner, Who, Bruce Springsteen, Cars, Kenny Loggins, Styx, Todd Rundgren, Heart, Marshall Chapman, Michael Stanley, Walter Egan, Greg Kihn, Fogelberg/Weisberg, Player

WLVO-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Linda Ronstadt, Al Stewart, Talking Heads, Jean-Luc Ponty, Greg Kihn
HOTS: Foreigner, Who, Boston, Rolling Stones, Pablo Cruise, Billy Joel, Fogelberg/Weisberg, Kenny Loggins, Todd Rundgren, Alan Parsons, Bob Seger, Bruce Springsteen, Meat Loaf, Gerry Rafferty, Little River Band, "Sgt. Pepper"

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Linda Ronstadt, Al Stewart, "Kiss", Boyzz, Fuller/Kaz, 10cc (45)
HOTS: Hall & Oates, Who, Chuck Mangione, Robin Trower, Styx, Boston, Gino Vannelli, Fogelberg/Weisberg, Heart, Foreigner, Commodores, Bob Seger, Rolling Stones, Synergy, Cars

KZEW-FM — DALLAS — MARK CHRISTOPHER

ADDS: Linda Ronstadt, Moon Martin, Al Stewart, Chuck Mangione, Brecker Bros., Crawler, Firefall (45), Toto (45)
HOTS: Heart, Boston, Foreigner, Who, Fogelberg/Weisberg, Styx, Hall & Oates, Bros. Johnson

KBPI-FM — DENVER — JOHN BRADLEY

ADDS: Al Stewart
HOTS: Al Stewart, Foreigner, Rolling Stones, Kenny Loggins, Boston, Bob Seger, Pablo Cruise, Ambrosia, Gerry Rafferty

KFML-AM — DENVER — RANDY SUTTON

ADDS: Al Stewart, Chick Corea, Zwoi, 10cc, Jack Tempchin, Linda Ronstadt
HOTS: Who, Foreigner, Rolling Stones, Boston, Lynyrd Skynyrd, Fogelberg/Weisberg, Exile, Chuck Mangione, Heart, Styx, Robin Trower, Chris Rea, Ambrosia, Jean-Luc Ponty, Hall & Oates

WABX-FM — DETROIT — JOE KRAUSE

ADDS: Al Stewart, Trevor Rabin, Fogelberg/Weisberg, Firefall (45)
HOTS: Boston, Rolling Stones, Kenny Loggins, Foreigner, Bob Seger, Cars, Who, "Sgt. Pepper"

KZEL-FM — EUGENE — STAN GARRETT

ADDS: Dave Edmunds, Jack Tempchin, Blue Oyster Cult, Styx, Zwoi, 10cc, "Kiss", Jim Capaldi
HOTS: Heart, Al Stewart, Fogelberg/Weisberg, Lee Oskar, Talking Heads, Pablo Cruise, Who, Boston, Foreigner

WLAV-FM — GRAND RAPIDS — DOC DONOVAN

ADDS: Blue Oyster Cult, Gentle Giant, "Volunteer Jam", Gino Vannelli, Styx, Heart, Al Stewart, Williams Family, Michael Nesmith, Nantucket, 10cc, Frank Zappa, Exile (45), Rolling Stones (45), Firefall (45), Zwoi (45), Van Morrison (45)
HOTS: Styx, Who, Foreigner, Joe Walsh, Pablo Cruise, Bob Seger, Rolling Stones, Kenny Loggins

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Styx, Heart, City Boy, Fuller/Kaz, Molly Hatchet, Linda Ronstadt, Lucifer's Friend, Gino Vannelli, Firefall (45)
HOTS: Who, Boston, Rolling Stones, Foreigner, Kenny Loggins, Bob Seger, Bruce Springsteen, Cars, Ambrosia, Alan Parsons, Al Stewart, Fogelberg/Weisberg, Hall & Oates, Little River Band, Greg Kihn, Joe Cocker, "War Of The Worlds", Leon Russell, David Gilmour, Moody Blues

KLLOL-FM — HOUSTON — SANDY MATHIS

ADDS: Zwoi, Fuller/Kaz, Don Williams, Expressions, Molly Hatchet, Heart, Linda Ronstadt, Styx
HOTS: Heart, Al Stewart, Who, Robin Trower, Styx, Fogelberg/Weisberg, Greg Kihn, Kenny Loggins, Boston, Cars

KKTX-FM — KILGORE — JIM HODO

ADDS: Heart, Al Stewart, Blue Oyster Cult, Lee Oskar, Jack Tempchin, Zwoi, Heron/Jackson, 10cc
HOTS: Who, Boston, Lynyrd Skynyrd, Rolling Stones, Foreigner, Pablo Cruise, Styx, Fogelberg/Weisberg, Hall & Oates, Player, Prism, Robin Trower, Bob Seger, Kenny Loggins, Bruce Springsteen, "War Of The Worlds", Alan Parsons, Little River Band, Greg Kihn, Joe Cocker

#1 Most Added	#2 Most Added	#3 Most Added	#4 Most Added	#5 Most Added	#6 Most Added
					
AL STEWART Time Passages Arista	LINDA RONSTADT Living In The U.S.A. Asylum	HEART Dog & Butterfly Portrait	JACK TEMPCHIN Jack Tempchin Arista	BLUE OYSTER CULT Some Enchanted Evening	ZWOL Zwol EMI America
#1 Most Added AL STEWART — <i>Time Passages</i> — <i>Arista</i> ADDED THIS WEEK — WNOR, KRST, KINK, KWST, KMEL, WABX, KSJO, WJKL, WQXM, WBLM, WLAV, WAAL, WGRQ, WSAW, KADI, WXRT, WKQX, WLVQ, KSN, WHFS, C-101, WYFE, KZEW, KKTIX, KREM, KFBL, KNX, WBCN, KL0L, KBPI, WBAB HISTORY TO DATE — WYDD, WYSP, WIOQ, KNAC, WOUR, WMMS, WCCC	#2 Most Added LINDA RONSTADT — <i>Living In The U.S.A.</i> — <i>Asylum</i> ADDED THIS WEEK — WNOR, KWST, KMEL, WIOQ, WJKL, WQXM, KNAC, WYDD, WYSP HISTORY TO DATE — KEZY, WGRQ, WAAF, WBAB, WSAW, KADI, WCCC, WOUR, WMMS, KL0L, KZAM, WLVQ, KSN, WHFS, C-101, KZEW, KFML, KNX, WKQX HISTORY TO DATE — None	#3 Most Added HEART — <i>Dog & Butterfly</i> — <i>Portrait</i> ADDED THIS WEEK — KRST, KMEL, WQXM, WLAV, WAAL, WADI, WCCC, WXRT, KSN, WLIR, KKTIX, KREM, KOME HISTORY TO DATE — WGRQ, KWST, WABX, KTXQ, WYFE, WAAF, KEZY, WBAB, KINK, KWKI, KMET, WJKL, WBLM, WYSP, WIOQ, KNAC, WZMF, WCCC, WOUR, KL0L, WMMS, WBCN, WHFS, KZEL, KZEW, WSAW, WYDD	#4 Most Added JACK TEMPCHIN — <i>Jack Tempchin</i> — <i>Arista</i> ADDED THIS WEEK — KRST, WIOQ, KNAC, WYSP, WBLM, WOUR, KZAM, KZEL, WHFS, KKTIX, KFML, WBCN, KSN HISTORY TO DATE — None	#5 Most Added BLUE OYSTER CULT — <i>Some Enchanted Evening</i> — <i>Columbia</i> ADDED THIS WEEK — KRST, KSHE, WBLM, WLAV, WAAL, WXRT, KSN, KZEL, WLIR, KKTIX, WBCN, KOME HISTORY TO DATE — WGRQ, WYDD, WYSP, WIOQ, KNAC	#6 Most Added ZWOL — <i>Zwol</i> — <i>EMI America</i>
#7 Most Added GINO VANNELLI — <i>Brother To Brother</i> — <i>A&M</i> ADDED THIS WEEK — WNOR, KRST, KINK, WLAV, WAAL, WGRQ, WSAW, WCCC, WOUR HISTORY TO DATE — KTXQ, WYFE, WZMF, KNX, KKTIX, C-101, KZEW	#8 Most Added 10cc — <i>Bloody Tourists</i> — <i>Polydor</i> ADDED THIS WEEK — KSJO, WJKL, KNAC, KTXQ, KSHE, WYFE, WBLM, WLAV, KZEL, WYDD, WAAF, KEZY, WBAB, KWKI, KMET, None	#9 Most Added DAVE EDMUNDS — <i>Tracks On Wax 4</i> — <i>Swan Song</i> ADDED THIS WEEK — KSJO, WIOQ, WBAB, KZAM, KSN, KZEL, WLIR, WBCN HISTORY TO DATE — WHFS	#10 Most Added STYX — <i>Pieces Of Eight</i> — <i>A&M</i> ADDED THIS WEEK — KRST, KMEL, WLAV, WCCC, WXRT, KZEL, KOME HISTORY TO DATE — WGRQ, KWST, WABX, KSJO, WJKL, KNAC, KTXQ, KSHE, WYFE, WYDD, WAAF, KEZY, WBAB, KWKI, KMET, None	#11 Most Added GENTLE GIANT — <i>Giant For A Day</i> — <i>Capitol</i> ADDED THIS WEEK — WYDD, WBLM, WLAV, KEZY, WXRT, KZAM HISTORY TO DATE — WBAB, WYSP, WIOQ, WZMF, KSJO, WLIR	#12 Most Added CRAWLER — <i>Snake, Rattle and Roll</i> — <i>Epic</i> ADDED THIS WEEK — KSJO, WQXM, WYDD, KADI, WMMS, KZEW HISTORY TO DATE — None

FM Station Reports — New ADDS/Hot Rotation

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Gentle Giant, Blue Oyster Cult, Zwol, Chuck Mangione, Al Stewart, Jack Tempchin, 10cc
HOTS: City Boy, Who, Foreigner, Pablo Cruise, Ambrosia, Kenny Loggins, Cars, Mose Jones, Bob Dylan, Boston, Styx, Player, Livingston Taylor, Jackson Browne, Bruce Springsteen, Greg Kihn, Fogelberg/Welsberg, Hall & Oates, Garry Rafferty, Rolling Stones

KNAC-FM — LONG BEACH — PAUL FUHR

ADDS: Linda Ronstadt, Jack Tempchin, Molly Hatchet, Deep Purple, 10cc, Levon Helm (45)
HOTS: Boston, Who, Heart, Rolling Stones, Foreigner, Bruce Springsteen, Bob Seger, Kenny Loggins, Styx, Lynyrd Skynyrd

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Al Stewart, Linda Ronstadt, Allen Harris Band, Dave Edmunds, "Kiss", Peter C. Johnson, Champion, Traveler, Dragon, Jimmy Cliff, Beach Boys
HOTS: Who, Styx, Bruce Springsteen, Boston, Bob Seger, Rolling Stones, Cars, Al Stewart, Heart, Hall & Oates, Exile, Todd Rundgren, Kenny Loggins, Ambrosia, Genesis, Journey, Eddie Money, Fogelberg/Welsberg, Kinks, Foreigner

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

ADDS: "Volunteer Jam", Cryers, Fuller/Kaz, Lee Oskar, Joachim Kuhn, Blue Oyster Cult, Molly Hatchet, Dyan Diamond, Chuck Mangione, Heart, Dave Edmunds, Exile, Firefall (45)
HOTS: Who, "Volunteer Jam", Pierce Arrow, Bill Chinnock, Al Stewart, Rolling Stones, Greg Kihn, Cars, Kinks, Hall & Oates, Van Morrison (45), Pablo Cruise, Linda Ronstadt (45), Cheap Trick, Talking Heads, Nick Lowe, Tarney/Spencer, Bruce Springsteen, Robin Trower, Boston

KNX-FM — LOS ANGELES — MICHAEL SHEEHY

ADDS: Al Stewart, Linda Ronstadt, Alan Parsons (45)
HOTS: Booker T. Jones, Larry Carlton, Laura Allan, Fogelberg/Welsberg, Joe Cocker, Fuller/Kaz, Stephen Bishop, Leo Sayer, Kenny Loggins, Alan Parsons, Little River Band, Randle Chowning, "War Of The Worlds"

KWST-FM — LOS ANGELES — BOB GOWA

ADDS: Linda Ronstadt, Al Stewart, Zwol (45)
HOTS: Boston, Rolling Stones, Who, Foreigner, Cars, Kenny Loggins, Bob Dylan, Heart, Lynyrd Skynyrd, Styx

WNOR-FM — NORFOLK — RON REGER

ADDS: Linda Ronstadt, Al Stewart, Molly Hatchet, Gino Vannelli
HOTS: Kenny Loggins, Pablo Cruise, Little River Band, Bob Seger, Foreigner, Boston, Rolling Stones, "Sgt. Pepper", Van Halen, L. Le Roux, "War Of The Worlds", Bruce Springsteen, Fogelberg/Welsberg, Styx

WIOQ-FM — PHILADELPHIA — HELEN LEICHT

ADDS: Linda Ronstadt, Dave Edmunds, Trevor Rabin, Jack Tempchin, Chuck Mangione, April Wine, Dragon, 10cc (45)
HOTS: Foreigner, Who, Al Stewart, Heart, Tom Petty, Bruce Springsteen, Rolling Stones, Boston, Joe Cocker, City Boy, Ambrosia, Robin Trower, Moon Martin, Talking Heads, Player, Hall & Oates, Gerry Rafferty, Jean-Luc Ponty, Chilliwack, Kingfish

WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON

ADDS: Linda Ronstadt, Jack Tempchin, Fuller/Kaz, Jean-Luc Ponty
HOTS: Alan Parsons, Joe Walsh, Rolling Stones, Heart, Styx, Boston, Pablo Cruise, Who, Yes (45/imp), Bob Seger, Foreigner, Player, Talking Heads, Joe Cocker, Gino Vannelli, Al Stewart

WYDD-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON

ADDS: Linda Ronstadt, Crawler, Gentle Giant, Moonstone, Firefall (45)
HOTS: Who, Foreigner, Al Stewart, Rolling Stones, Robin Trower, Bruce Springsteen, Bob Seger, Boston, Kenny Loggins, Fogelberg/Welsberg, Pablo Cruise, Linda Ronstadt, Hall & Oates, Little River Band, Gerry Rafferty

KINK-FM — PORTLAND — LESLIE SARNOFF

ADDS: Gino Vannelli, Lee Oskar, Al Stewart, Fuller/Kaz, Pablo Cruise (45), Justin Hayward (45), Wings (45)
HOTS: Moody Blues, Janis Ian, Dan Hill, Stephen Bishop, Alan Parsons, Kenny Loggins, Jesse Winchester, Fogelberg/Welsberg, "War Of The Worlds", Chuck Mangione, Heart, Jeff Lorber Fusion, Jean-Luc Ponty, Leo Sayer, Crusaders

WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN

ADDS: Kingfish, Al Stewart, Dan Hill, Zwol, Kaper, Mosaic, Firefall (45)
HOTS: Foreigner, Lynyrd Skynyrd, Styx, Rolling Stones, Who, Pablo Cruise, Heart, Fogelberg/Welsberg, Boston, Kenny Loggins, Boyzz, Robin Trower, Moody Blues, AC/DC, Alan Parsons

KADI-FM — ST. LOUIS — PETER PARISI

ADDS: Linda Ronstadt, Al Stewart, Heart, Crawler, Gypsy
HOTS: Styx, Foreigner, Who, Fogelberg/Welsberg, Bob Seger, "War Of The Worlds", Boston, Kenny Loggins

KSHE-FM — ST. LOUIS — TED HABECK

ADDS: Blue Oyster Cult, Trevor Rabin, Molly Hatchet
HOTS: Robin Trower, Boston, Who, Cars, Foreigner, Trooper, Lynyrd Skynyrd, Rolling Stones, City Boy, Starcastle, Chilliwack

KMEL-FM — SAN FRANCISCO — MARK COOPER

ADDS: Styx, Heart, Al Stewart, Norton Buffalo, Linda Ronstadt
HOTS: Boston, Rolling Stones, Foreigner, Who, Kenny Loggins, "Sgt. Pepper", Cars, Sammy Hagar, Robin Trower, Lynyrd Skynyrd, Greg Kihn, Hall & Oates, Player

KSAN-FM — SAN FRANCISCO — KATE INGRAM

ADDS: Heart, Dave Edmunds, Al Stewart, Blue Oyster Cult, Jack Tempchin, Wilson Pickett, Mark Farner, Zwol, Linda Ronstadt, The Jam (45/imp), The Rubinoos (45)
HOTS: Blondie, Cars, Cheap Trick, Dyan Diamond, Peter Gabriel, Hall & Oates, Van Morrison (45), Motors, Tom Petty, Genya Ravan, Rolling Stones, Bob Seger, Bruce Springsteen, Talking Heads, Who

KOME-FM — SAN JOSE — DANA JANG

ADDS: Al Stewart, Blue Oyster Cult, Heart, Styx
HOTS: Boston, Cars, Foreigner, Hall & Oates, Kenny Loggins, Pablo Cruise, Rolling Stones, Bob Seger, Bruce Springsteen, Robin Trower, Joe Walsh, Who

KSJO-FM — SAN JOSE — PAUL WELLS

ADDS: Al Stewart, Devo, Pirates, Dave Edmunds, Jim Capaldi, Nick Gilder, Crawler, 10cc, King Of Hearts, "Kiss"
HOTS: Tom Petty, Foreigner, Rolling Stones, Greg Kihn, Sammy Hagar, UFO, Cars, Styx, Boston, Lynyrd Skynyrd, Who, City Boy, Hall & Oates, Talking Heads, Genya Ravan, Blue Oyster Cult

KZAM-FM — SEATTLE — JON KERTZER

ADDS: Linda Ronstadt, Bliss Band, Randle Chowning, Jack Tempchin, Dave Edmunds, Sonny Rollins, Ray Charles, Gentle Giant, Booker T. Jones
HOTS: Fogelberg/Welsberg, Al Stewart, Bruce Springsteen, Jesse Winchester, Ian Matthews, Dave Mason, Willie Nelson, Garry Rafferty, Rolling Stones, Pat Metheny, Gary Burr, Joe Cocker, Fuller/Kaz, Heart, Norton Buffalo

KREM-FM — SPOKANE — LARRY SNIDER

ADDS: Al Stewart, Heart, Fogelberg/Welsberg, Klaatu, Exile, Steve Kahn, Chuck Mangione, John Belushi (45)
HOTS: Boston, Who, Foreigner, Hall & Oates, Bob Seger, Ambrosia, Robin Trower, Pablo Cruise, City Boy, Moon Martin, Al Stewart, Little River Band, Kenny Loggins, Rolling Stones

REGIONAL PROGRAMMING GUIDE

northeast

WRKO — BOSTON — RICH WOODWARD, MD
3-1 — Exile. JUMPS: 29 To 17 — Donna Summer, 28 To 16 — Anne Murray, 27 To 20 — Foreigner, 26 To 23 — Ross/Jackson, 22 To 18 — Billy Joel, 21 To 18 — Rolling Stones, 19 To 14 — Cars, 18 To 15 — Rick James, 15 To 12 — Boston, 14 To 10 — Bob Seger, 12 To 9 — Gerry Rafferty, 9 To 6 — Nick Gilder, 8 To 5 — Little River Band, Ex To 30 — Pablo Cruise, Ex To 29 — City Boy, Ex To 28 — Leo Sayer, Ex To 27 — Captain & Tennille, Ex To 26 — Barry Manilow, Ex To 24 — Who. ADDS: Ambrosia, Eric Carmen

WICC — BRIDGEPORT — GREG LOEHR, MD
3-1 — Taste. JUMPS: 29 To 23 — Barry Manilow, 28 To 21 — Ron James, 27 To 22 — Capt. & Tennille, 26 To 18 — Bob Seger, 25 To 20 — Hall & Oates, 22 To 17 — Gerry Rafferty, 21 To 15 — John Paul Young, 20 To 16 — Linda Ronstadt, 18 To 14 — Billy Joel, 17 To 10 — Nick Gilder, 15 To 12 — Robin Gibb, 13 To 9 — Kenny Loggins, 12 To 7 — Boston, 8 To 6 — Anne Murray, 7 To 5 — Little River Band, 5 To 3 — Exile, Ex To 30 — Donna Summer, Ex To 29 — David Gates, Ex To 28 — Steely Dan, Ex To 26 — Rolling Stones, Ex To 25 — The Who. ADDS: Dr. Hook, Gino Vannelli, Foreigner, Aerosmith, Styx

WKBW — BUFFALO — JON SUMMERS, MD
1-1 — Olivia Newton-John. JUMPS: 15 To 10 — Earth, Wind & Fire, 12 To 9 — Boston, 8 To 5 — Kenny Loggins, 6 To 4 — Little River Band, 5 To 3 — Exile, Ex To 30 — Dr. Hook. ADDS: Lindisfarne

WVBF — FARMINGTON — CHARLIE FERNANDEZ, MD
2-1 — Nick Gilder. JUMPS: 34 To 29 — Bruce Springsteen, 33 To 27 — Foreigner, 32 To 22 — The Who, 29 To 21 — Anne Murray, 24 To 17 — Rolling Stones, 23 To 20 — Teddy Pendergrass, 20 To 15 — Kenny Loggins, 17 To 14 — Andy Gibb, 9 To 6 — Little River Band, Ex To 32 — Captain & Tennille, Ex To 31 — Linda Ronstadt. ADDS: Donna Summer, Billy Joel

WDRG — HARTFORD — JIM ENGLISH, MD
2-1 — Anne Murray. JUMPS: 30 To 27 — Beach Boys, 29 To 26 — Billy Joel, 28 To 25 — Linda Ronstadt, 27 To 21 — The Who, 26 To 23 — Robin Gibb, 23 To 18 — Meat Loaf, 21 To 14 — Bob Seger, 20 To 17 — J.P. Young, 15 To 11 — Gerry Rafferty, 13 To 9 — Nick Gilder, 11 To 5 — Exile, 8 To 6 — Travolta/John, 7 To 4 — Little River Band, Ex To 30 — Simon/Taylor, Ex To 28 — Ambrosia, Ex To 29 — David Gates. ADDS: City Boy, Dr. Hook

WBLI — LONG ISLAND — BILL TERRY, MD
2-1 — Taste Of Honey. JUMPS: 30 To 27 — Billy Joel, 29 To 25 — The Who, 25 To 19 — Rick James, 24 To 21 — Bob Seger, 22 To 15 — Anne Murray, 20 To 16 — Gerry Rafferty, 17 To 9 — Nick Gilder, 16 To 12 — J.P. Young, 15 To 11 — Kenny Loggins, 14 To 10 — Boston, Ex To 29 — Donna Summer, Ex To 28 — Linda Ronstadt. ADDS: Foreigner, Styx, Ambrosia, Barry Manilow, John Travolta

WAVZ — NEW HAVEN — CURT HANSEN, MD
2-1 — Funkadelic. JUMPS: 37 To 20 — Whispers, 31 To 27 — Billy Joel, 29 To 22 — Donna Summer, 28 To 25 — Don Ray, 27 To 24 — Captain & Tennille, 26 To 20 — Ambrosia, 24 To 14 — Karen Young, 23 To 16 — Heatwave, 21 To 13 — Meat Loaf, 20 To 12 — Gerry Rafferty, 8 To 6 — Anne Murray. ADDS: Dr. Hook, Foreigner, Pablo Cruise

WABC — NEW YORK — SONIA JONES, MD
1-1 — Taste Of Honey. JUMPS: 51 To 30 — Kenny Loggins, 30 To 20 — Anne Murray, 29 To 12 — Little River Band, 23 To 16 — Nick Gilder, 20 To 10 — Boston, 13 To 6 — Chris Rea, 11 To 8 — E.C. King, 7 To 5 — James Taylor. ADDS: 37 — Gerry Rafferty, 29 — Bob Seger, 17 — Don Ray

99X — NEW YORK — BOBBY RICH, MD
1-1 — Meat Loaf. JUMPS: 31 To 26 — Foreigner, 30 To 21 — Anne Murray, 29 To 24 — Rolling Stones, 26 To 20 — Gerry Rafferty, 24 To 18 — Cars, 23 To 19 — Kenny Loggins, 22 To 17 — Who, 18 To 15 — Hall & Oates, 15 To 12 — Little River Band, 10 To 8 — Boston, Ex To 10 — Olivia Newton-John, Ex To 5 — Travolta/John. ADDS: 30 — Belushi, 29 — Alicia Bridges, 28 — Captain & Tennille, 27 — Donna Summer

WFIL — PHILADELPHIA — JAY COOKE, PD
2-1 — Travolta/John. JUMPS: 25 To 21 — Kenny Loggins, 22 To 19 — Clout, 18 To 14 — Little River Band, 14 To 11 — John Paul Young, 12 To 5 — Travolta/John, 7 To 4 — Anne Murray, Ex To 22 — Taylor/Simon. ADDS: 23 — Donna Summer

WIFI — PHILADELPHIA — JEFF ROBINS, MD
1-1 — Taste Of Honey. JUMPS: 20 To 15 — Billy Joel, 19 To 14 — Nick James, 18 To 13 — Little River Band, 15 To 12 — Kenny Loggins, 14 To 9 — Nick Gilder. ADDS: Dan Hill, The Who, Barry Manilow, Ambrosia

WPRO — PROVIDENCE — DAVID PAUL McNAMEE, PD
1-1 — Exile. JUMPS: 23 To 20 — Alicia Bridges, 17 To 11 — John Paul Young, 12 To 9 — Kenny Loggins, 10 To 7 — Anne Murray, 8 To 4 — Little River Band, 4 To 2 — Travolta/John, Ex To 30 — Rupert Holmes, Ex To 29 — Wings, Ex To 28 — Paul Davis, Ex To 27 — Barry Manilow. ADDS: Stephen Bishop, Gino Vannelli, Jefferson Starship, Ambrosia, Bob McGilpin

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, PD
1-1 — Exile. JUMPS: 28 To 23 — Donna Summer, 27 To 21 — Hall & Oates, 23 To 18 — Rolling Stones, 21 To 17 — Ambrosia, 16 To 10 — Barry Manilow, 14 To 9 — Rick James, 12 To 7 — Boston, 10 To 6 — Teddy Pendergrass, 9 To 2 — Meat Loaf, 8 To 3 — Nick Gilder, Ex To 26 — Steely Dan, Ex To 24 — David Gates. ADDS: Player, Crystal Gayle, Gino Vannelli, Al Stewart, Styx

WBBF — ROCHESTER — TOM NAST, MD
1-1 — Joe Walsh. JUMPS: 29 To 20 — Who, 22 To 18 — Barbara Streisand, 18 To 11 — Exile, 17 To 13 — Toby Beau, 16 To 9 — Kenny Loggins, 13 To 10 — Nick Gilder, 11 To 7 — Boston, 9 To 4 — Bob Seger, Ex To 30 — Dolly Parton, Ex To 29 — Ambrosia, Ex To 26 — Aerosmith, Ex To 24 — Rolling Stones. ADDS: Linda Ronstadt, Big Wheel & The Hubcaps, Donny & Marie Osmond

WTRY — TROY — CHRIS BAILEY, MD
1-1 — Exile. JUMPS: 27 To 23 — Foxy, 14 To 10 — Anne Murray, 12 To 9 — Boston, 10 To 8 — John Paul Young, 6 To 4 — Nick Gilder, 5 To 3 — Little River Band. ADDS: 40 — Rolling Stones, 29 — Ambrosia, 26 — Linda Ronstadt, 25 — Aerosmith, Steely Dan, Barry Manilow, Dr. Hook, Hall & Oates

WTLB — UTICA — JIM REITZ, MD
1-1 — Exile. JUMPS: 30 To 27 — Rolling Stones, 29 To 20 — Donna Summer, 28 To 25 — The Who, 24 To 18 — Robin Gibb, 23 To 13 — John Paul Young, 21 To 16 — Kenny Loggins, 16 To 12 — Linda Ronstadt, 15 To 11 — Foxy, 14 To 10 — Gerry Rafferty, 10 To 7 — Boston, 9 To 6 — Anne Murray, 8 To 3 — Little River Band, 5 To 2 — Nick Gilder, Ex To 30 — Alicia Bridges. ADDS: Foreigner, John Travolta, Billy Joel, Pablo Cruise

southeast

WANS — BILL McCOWAN, MD
1-1 — Nick Gilder. JUMPS: 32 To 28 — Hall & Oates, 29 To 26 — Player, 28 To 21 — Alicia Bridges, 27 To 24 — David Gates, 26 To 23 — Donna Summer, 25 To 22 — Foreigner, 24 To 20 — J.P. Young, 21 To 17 — Rolling Stones, 20 To 16 — Prince, 18 To 13 — Who, 15 To 10 — Gerry Rafferty, 11 To 7 — Paul Davis, 6 To 4 — Kenny Loggins, 4 To 2 — Aerosmith, Ex To 32 — Styx, Ex To 31 — LTD, Ex To 30 — Steely Dan. ADDS: 33 — Billy Joel, Clout, Barry Manilow, Al Stewart, Firefall.

WAYS — CHARLOTTE — SPANKY, MD
1-1 — Exile. JUMPS: 25 To 19 — Prince, 23 To 20 — Ambrosia, 20 To 17 — Boston, 17 To 12 — P.J. Young, 15 To 6 — Nick Gilder, 13 To 9 — Little River Band, Ex To 29 — Capt. & Tennille, Ex To 27 — Funkadelic, Ex To 25 — Gino Vannelli, Ex To 24 — Anne Murray. ADDS: Gerry Rafferty, Gene Cotton.

WAGQ — ATHENS — BRADY MCGRAW, MD
1-1 — Nick Gilder. JUMPS: 27 To 15 — Foxy, 25 To 16 — Paul Davis, 18 To 14 — O'Jays, 17 To 10 — Rick James, 16 To 13 — Bob Seger, 14 To 9 — Anne Murray, 9 To 6 — Boston, 8 To 4 — Little River Band, 6 To 3 — Kenny Loggins, Ex To 30 — Donna Summer, Ex To 29 — David Gates, Ex To 26 — Foreigner. ADDS: Dr. Hook, Stephen Bishop, Pablo Cruise.

Z93 — ATLANTA — DALE O'BRIAN, MD
1-1 — Exile. JUMPS: 30 To 27 — The Who, 29 To 25 — Gino Vannelli, 28 To 24 — Ambrosia, 26 To 20 — Foxy, 25 To 22 — Rolling Stones, 23 To 18 — Alicia Bridges, 21 To 14 — Atlanta Rhythm Section, 20 To 15 — Nick Gilder, 16 To 10 — Little River Band, 10 To 6 — Boston, 9 To 7 — LeRoux, 6 To 3 — Paul Davis, Ex To 29 — Dr. Hook, Ex To 28 — Donna Summer. ADDS: Walter Egan, Billy Joel, Player, Foreigner.

WQXI — ATLANTA — JJ JACKSON, MD
1-1 — Foreigner. JUMPS: 29 To 22 — Donna Summer, 27 To 18 — Rolling Stones, 26 To 23 — Foreigner, 24 To 14 — Gino Vannelli, 21 To 15 — Ross/Jackson, 19 To 10 — Anne Murray, 17 To 11 — Foxy, 15 To 9 — Gerry Rafferty, 9 To 6 — Alicia Bridges, 7 To 5 — Paul Davis, 6 To 4 — Little River Band, 5 To 3 —

Boston, Ex To 30 — Dr. Hook, Ex To 27 — Captain & Tennille, Ex To 26 — Hall & Oates. ADDS: Pablo Cruise, Starbuck, The Who, Atlanta Rhythm Section.

WBBQ — AUGUSTA — BRUCE STEVENS, MD
1-1 — Exile. JUMPS: 29 To 24 — Alicia Bridges, 23 To 19 — Bob Seger, 22 To 18 — Linda Ronstadt, 19 To 15 — Stonebalt, 17 To 12 — Boston, 15 To 11 — Kenny Loggins, 13 To 10 — Gerry Rafferty, 11 To 9 — Capt. & Tennille, 10 To 6 — Anne Murray, Ex To 30 — Meco, Ex To 29 — Steely Dan, Ex To 28 — Aerosmith. ADDS: Cooper Brothers, Foreigner, Funkadelic, Gino Vannelli, Gene Cotton.

WCAO — BALTIMORE — SCOTT RICHARDS, MD
1-1 — Exile. JUMPS: 30 To 26 — Who, 29 To 19 — Foreigner, 28 To 23 — David Gates, 27 To 22 — Steely Dan, 25 To 21 — Gerry Rafferty, 24 To 18 — Simon/Taylor, 23 To 12 — Aerosmith, 22 To 16 — Linda Ronstadt, 21 To 17 — J.P. Young, 16 To 9 — Kenny Loggins, 14 To 5 — Nick Gilder, 10 To 6 — Bob Seger, 5 To 3 — Little River Band, Ex To 30 — Michael Johnson, Ex To 29 — Billy Joel, Ex To 27 — Funkadelic, Ex To 25 — Ambrosia, Ex To 24 — Donna Summer. ADDS: Alicia Bridges, Dr. Hook, Hall & Oates, LTD., Pablo Cruise, Barry Manilow.

WGSN — BIRMINGHAM — BILL THOMAS, MD
1-1 — Exile. JUMPS: 34 To 30 — Rolling Stones, 30 To 25 — Who, 28 To 23 — Player, 29 To 22 — Gino Vannelli, 27 To 21 — Steely Dan, 24 To 17 — Barry Manilow, 18 To 12 — Linda Ronstadt, 15 To 11 — Bob Seger, 13 To 6 — Billy Joel, Ex To 32 — Paul Davis, Ex To 31 — Foreigner, Ex To 29 — Dr. Hook. ADDS: Donna Summer, Ambrosia, Alicia Bridges, Captain & Tennille.

WKXX — BIRMINGHAM — STEVE DAVIS, MD
4-1 — Nick Gilder. JUMPS: 30 To 27 — Hall Oates, 29 To 25 — Justin Hayward, 27 To 24 — Atlanta Rhythm Section, 26 To 23 — Peter Gabriel, 25 To 21 — McCrarys, 23 To 20 — The Who, 22 To 19 — Wendy Waldman, 21 To 18 — Steely Dan, 9 To 7 — Paul Davis, 8 To 6 — Meatloaf, 7 To 5 — Gerry Rafferty, Ex To 29 — Heart, Ex To 28 — Gino Vannelli. ADDS: Barry Manilow, Al Stewart, Dan Hill, Dr. Hook.

WGSV — GUNTERSVILLE — TIM LOGAN, MD
2-1 — Little River Band. JUMPS: 34 To 29 — Moody Blues, 33 To 25 — Gino Vannelli, 30 To 25 — The Who, 29 To 26 — Carole Bayer Sager, 28 To 23 — Eric Carmen, 27 To 22 — Player, 25 To 20 — Captain & Tennille, 24 To 21 — Ron Hornes, 23 To 18 Billy Joel, 21 To 13 Steely Dan, 22 To 17 — Alicia Bridges, 18 To 14 — Hall & Oates, 16 To 11 — Gerry Rafferty, 15 To 12 — Ambrosia, 8 To 6 — David Gates, 6 To 4 — Nick Gilder, 4 To 2 — Paul Davis, Ex To 34 — Dr. Hook, Ex To 33 — Stephen Bishop, Ex To 32 — Donna Summer, Ex To 31 — Rolling Stones. ADDS: Clout, Walter Egan, Meat Loaf, Atlanta Rhythm Section.

WJDX — JACKSON — DAVE KIMBER, MD
7-1 — Nick Gilder. JUMPS: 30 To 26 — Eric Carmen, 29 To 25 — Cars, 28 To 22 — J.P. Young, 26 To 21 — Capt. & Tennille, 25 To 20 — Linda Ronstadt, 23 To 17 — Gerry Rafferty, 22 To 15 — Donna Summer, 21 To 18 — Boston, 15 To 12 — Kenny Loggins, 12 To 10 — Foreigner, Ex To 27 — Meco. ADDS: 30 — Steely Dan, 29 — Van Morrison, 28 — Billy Joel.

WAPE — JACKSONVILLE — JEANETT RICHARDS, MD
3-1 — Exile. JUMPS: 29 To 25 — Who, 28 To 24 — Linda Ronstadt, 27 To 23 — J.P. Young, 26 To 21 — Aerosmith, 25 To 22 — Anne Murray, 24 To 20 — Steely Dan, 23 To 19 — LTD, 21 To 18 — Crystal Gayle, 20 To 16 — Village People, 19 To 14 — Kenny Loggins, 17 To 3 — Gerry Rafferty, 15 To 10 — Foreigner, 13 To 8 — Alicia Bridges, 12 To 6 — Little River Band, 10 To 4 — Nick Gilder, 8 To 5 — Foxy, Ex To 29 — Barry Manilow, Ex To 28 — Ross/Jackson, Ex To 27 — Dan Hill, Ex To 26 — Rolling Stones. ADDS: Paul Davis, Donna Summer, Capt. & Tennille, Gino Vannelli, Styx, Gene Cotton.

WRJZ — KNOXVILLE — MARK THOMPSON, MD
4-1 — Anne Murray. JUMPS: 27 To 18 — Linda Ronstadt, 24 To 14 — Meco, 20 To 13 — Ambrosia, 17 To 11 — Aerosmith, 15 To 9 — Bob Seger, 14 To 8 — Kenny Loggins, 10 To 6 — Boston, 8 To 3 — Nick Gilder, 4 To 1 — Anne Murray, Ex To 27 — Captain & Tennille, Ex To 26 — Hall & Oates, Ex To 25 — Rolling Stones, Ex To 24 — The Who. ADDS: Al Stewart, Stonebolt, Walter Egan, Billy Joel, Foreigner.

KAAY — LITTLE ROCK — DAVE HAMILTON, MD
4-1 — Exile. JUMPS: 20 To 14 — Gerry Rafferty, 16 To 11 — Anne Murray, 15 To 7 — Nick Gilder, 13 To 9 — Bob Seger, 10 To 8 — Kenny Loggins, 7 To 4 — Boston. ADDS: 21 — Capt. & Tennille, 18 — Steely Dan.

Y-100 — MIAMI — COLLENE CASSIDY, MD
3-1 — Exile. JUMPS: 30 To 26 — Nick Gilder, 29 To 26 — Kenny Loggins, 28 To 24 — Gerry Rafferty, 27 To 19 — Donna Summer, 26 To 23 — Simon/Taylor, 25 To 22 — D. Ray, 24 To 20 — Capt. & Tennille, 21 To 18 — Boston, 19 To 15 — Little River Band, 17 To 12 — J.P. Young, 16 To 13 — Ross/Jackson, 15 To 9 — Travolta/John, 14 To 10 — Foreigner, 12 To 7 — Chris Rea, 8 To 5 — Pablo Cruise. ADDS: 29 — Anne Murray, 28 — LTD, Travolta.

96X — MIAMI — BEAU REINS, MD
2-1 — Exile. JUMPS: 37 To 31 — Meco, 36 To 26 — P. Brown, 35 To 32 — Billy Joel, 33 To 28 — Rolling Stones, 34 To 16 — John Paul Young, 31 To 27 — Funkadelic, 30 To 25 — KC & the Sunshine Band, 29 To 14 — Donna Summer, 27 To 23 — Gerry Rafferty, 24 To 20 — Aerosmith, 22 To 17 — LTD, 21 To 18 — Boston, 20 To 9 — Walter Egan, 18 To 8 — Kenny Loggins, 12 To 6 — Don Ray, 7 To 3 — Little River Band. ADDS: 36 — Clout, 35 — Barry Manilow, 33 — Karen Young, 30 — The Who, 29 — Musique, 22 — Nick Gilder.

WHYY — MONTGOMERY — RICH THOMAS, MD
1-1 — Nick Gilder. JUMPS: 26 To 20 — Donna Summer, 25 To 21 — Captain & Tennille, 22 To 16 — David Gates, 19 To 15 — Ambrosia, 17 To 13 — Gerry Rafferty, 18 To 8 Chris Rea, 9 To 7 — Stonebolt, 8 To 5 — Foxy, 5 To 2 — Anne Murray, Ex To 28 — Bob Seger, Ex To 27 — Gino Vannelli, Ex To 25 — Dr. Hook. ADDS: Hall & Oates, Alicia Bridges, Barry, Manilow.

WLAC — NASHVILLE — EVA WOOD, MD
2-1 — Exile. JUMPS: 39 To 36 — Rolling Stones, 36 To 32 — Aerosmith, 35 To 29 — Robin Gibb, 34 To 27 — Donna Summer, 31 To 26 — Paul Davis, 30 To 25 — David Gates, 28 To 23 — Crystal Gayle, 23 To 11 — Nick Gilder, 17 To 14 — Gerry Rafferty, Ex To 34 — Steely Dan. ADDS: Hall & Oates, Gino Vannelli, BJ Royal, Ambrosia, Foreigner, Barbra Streisand, Capt. & Tennille, Beach Boys, Barry Manilow.

WSM FM — NASHVILLE — JOHN YOUNG, MD
1-1 — Exile. JUMPS: 28 To 21 — Gino Vannelli, 24 To 20 — Captain & Tennille, 21 To 16 — Paul Davis, 19 To 14 — Barry Manilow, 16 To 12 — David Gates, 15 To 10 — Nick Gilder, 14 To 8 — Ambrosia, 9 To 4 — Gerry Rafferty, Ex To 24 — John Paul Young. ADDS: Gene Cotton, Firefall.

BJ 105 — ORLANDO — TERRY LONG, MD
1-1 — Travolta/John. JUMPS: 38 To 34 — Stephen Bishop, 37 To 29 — Bob Seger, 35 To 28 — Gerry Rafferty, 32 To 22 — Foxy, 30 To 27 — Dan Hill, 29 To 23 — Aerosmith, 25 To 18 — McGilpin, 22 To 7 — Anne Murray, 21 To 16 — Michael Johnson, 12 To 10 — E.C. King, 4 To 2 — Exile. ADDS: 40 — Dr. Hook, 39 — Gene Cotton, 38 — Firefall, 37 — Eric Carmen, Stonebolt, Karen Young, Alicia Bridges, Rupert Holmes.

WKIX — RALEIGH — RON McKAY, MD
1-1 — Exile. JUMPS: 30 To 25 — Who, 26 To 23 — Paul Davis, 23 To 18 — Capt. & Tennille, 22 To 17 — Nick Gilder, 21 To 16 — Gerry Rafferty, 10 To 8 — Billy Joel, 6 To 4 — Boston, 5 To 3 — Little River Band, Ex To 32 — Barry Manilow, Ex To 31 — Dan Hill, Ex To 30 — Alicia Bridges.

WLEE — RICHMOND — KEN CURTIS, MD
2-1 — Anne Murray. JUMPS: 29 To 26 — Capt. & Tennille, 27 To 20 — Player, 25 To 18 — Linda Ronstadt, 21 To 16 — Ambrosia, 15 To 11 — Kenny Loggins, 13 To 10 — Boston, 11 To 9 — Chris Rea, 9 To 7 — Little River Band, 6 To 4 — Nick Gilder, Ex To 25 — Commodores, Ex To 23 — Billy Joel.

WSGA — SAVANNAH — JIM LEWIS, MD
4-1 — Nick Gilder. JUMPS: 25 To 19 — Donna Summer, 19 To 13 — Meco, 16 To 12 — Anne Murray, 15 To 11 — Gerry Rafferty, 14 To 9 — Kenny Loggins, 13 To 6 — Rolling Stones, 12 To 5 — Boston, 11 To 7 — Little River Band, 4 To 1 — Boston. ADDS: 29 — Dr. Hook, 30 — Billy Joel.

WPGC — WASHINGTON D.C. — JIM ELLIOT, MD
1-1 — Exile. JUMPS: 30 To 25 — The Who, 27 To 22 — Rolling Stones, 26 To 21 — Ambrosia, 25 To 18 — Gerry Rafferty, 17 To 8 — Funkadelic, 13 To 7 — Kenny Loggins, 8 To 4 — Nick Gilder, Ex To 30 — Alicia Bridges, Ex To 29 — J.P. Young, Ex To 28 — L.T.D. ADDS: Barry Manilow, 10cc, 27 — Aerosmith.

WAIR — WINSTON/SALEM — STEVE NORRIS, MD
6-1 — Nick Gilder. JUMPS: 33 To 28 — Ambrosia, 31 To 25 — Alicia Bridges, 27 To 23 — J.P. Young, 26 To 18 — Donna Summer, 23 To 16 — Capt. & Tennille, 21 To 13 — Aerosmith, 18 To 15 — Bob Seger, 16 To 12 — Foxy, 15 To 11 — Robin Gibb, 14 To 9 — Gerry Rafferty, 11 To 8 — Kenny Loggins, 9 To 6 — Little River Band, 7 To 5 — Olivia Newton-John, Ex To 29 — Dr. Hook. ADDS: Gino Vannelli, Billy Joel, Player, Pablo Cruise, Stephen Bishop, Simon/Taylor.

REGIONAL PROGRAMMING GUIDE

southwest

Z96 — DALLAS — GARY MACK, MD

6-1 — Billy Joel. JUMPS: 18 To 11 — Travolta/John, 16 To 10 — Little River Band, 8 To 6 — Beatles, 6 To 1 — Billy Joel. ADDS: 28 — Kenny Loggins, 26 — Linda Ronstadt, 23 — Exile

KLIF — DALLAS — HARRY NELSON, MD

1-1 — Exile. JUMPS: 39 To 35 — Carly Simon & James Taylor, 36 To 32 — Dan Hill, 34 To 31 — Paul Davis, 33 To 27 — Robin Gibb, 32 To 28 — Hall & Oates, 30 To 26 — David Gates, 29 To 25 — Linda Ronstadt, 27 To 23 — Dolly Parton, 25 To 21 — Capt. & Tennille, 22 To 17 — Gerry Rafferty, 21 To 18 — Alicia Bridges, 20 To 15 — Le Roux, 17 To 13 — Olivia Newton-John & John Travolta, 10 To 8 — Earth, Wind & Fire, 8 To 6 — Kenny Loggins, 7 To 5 — Nick Gilder. ADDS: 40 — Donna Summer, 34 — Rolling Stones, Gino Vannelli

KINT — EL PASO — RISH WOOD, MD

1-1 — Taste Of Honey. JUMPS: 30 To 17 — Bob Seger, 29 To 26 — Steely Dan, 23 To 19 — Kenny Loggins, 22 To 11 — J.P. Young, 20 To 16 — Anne Murray, 18 To 10 — Nick Gilder, 10 To 7 — Rick James, 6 To 3 — Boston. ADDS: Hall & Oates, Ambrosia, Stonebolt

KILT — HOUSTON — BILL YOUNG, MD/MD

3-1 — Anne Murray. JUMPS: 39 To 30 — Capt. & Tennille, 35 To 21 — Donna Summer, 34 To 24 — O'Jays, 23 To 14 — Barbra Streisand, 21 To 16 — Gerry Rafferty, 17 To 11 — Cheryl Ladd, 15 To 10 — Little River Band, 9 To 5 — Walter Egan, Ex To 40 — Hall & Oates, Ex To 37 — Rolling Stones, Ex To 31 — J.P. Young. ADDS: 37 — Village People, Leo Sayer, Ambrosia, Foxy, Gino Vannelli

KRBE — HOUSTON — CLAY GISH, MD/PD

2-1 — Nick Gilder. JUMPS: 40 To 30 — Rolling Stones, 39 To 27 — Heart, 38 To 26 — Donna Summer, 36 To 33 — City Boy, 30 To 25 — Paul Davis, 29 To 24 — J.P. Young, 26 To 23 — Village People, 17 To 14 — Boston, 12 To 8 — Walter Egan, 11 To 9 — Con Funk Shun. ADDS: 40 — Eddie Johns, 39 — Dr. Hook, 38 — Wings, 37 — Billy Joel, 36 — Hall & Oates, 34 — John Travolta, 31 — Capt. & Tennille, 28 — Tom Petty

WHBQ — MEMPHIS — HARRIETTE LAPIDES, MD

1-1 — Taste Of Honey. JUMPS: 26 To 20 — Ross/Jackson, 24 To 18 — Little River Band, 19 To 15 — Olivia Newton-John, 17 To 4 — Nick Gilder, 16 To 13 — Boston, 8 To 5 — Anne Murray, Ex To 27 — Dr. Hook. ADDS: Ambrosia, Pablo Cruise, Starbuck

WNOE — NEW ORLEANS — NICK BAZOO, MD

2-1 — Taste Of Honey. JUMPS: 27 To 24 — Rolling Stones, 26 To 23 — City Boy, 25 To 19 — Aerosmith, 24 To 21 — Who, 23 To 14 — Kenny Loggins, 21 To 18 — Donna Summer, 20 To 16 — Alicia Bridges, 15 To 9 — Anne Murray, 9 To 7 — Foxy, 8 To 6 — Little River Band. ADDS: 29 — Foreigner, Nick Gilder, David Gates, Barry Manilow

WTIX — NEW ORLEANS — TERRY YOUNG, MD

2-1 — Taste Of Honey. JUMPS: 25 To 20 — Styx, 21 To 17 — Foreigner, 20 To 16 — Rolling Stones, 18 To 7 — Kenny Loggins, 13 To 8 — Bob Seger, 10 To 6 — E, W&F, Ex To 40 — Donna Summer, Ex To 36 — Steely Dan, Ex To 36 — Con Funk Shun. ADDS: 39 — Billy Joel, 38 — Anne Murray, Stephen Bishop, Commodores, Prince, Eric Carmen, Meco

WKY — OKLAHOMA CITY — SANDY JONES, MD

1-1 — Exile. JUMPS: 16 To 10 — Anne Murray, 14 To 7 — Kenny Loggins, 12 To 8 — Boston, 8 To 5 — Little River Band, 4 To 2 — Nick Gilder, Ex To 20 — Barry Manilow, Ex To 17 — Steely Dan. ADDS: J.P. Young, Aerosmith, Capt. & Tennille

KSLQ — ST. LOUIS — R.J. REYNOLDS, MD

1-1 — Exile. JUMPS: 36 To 28 — Meco, 35 To 27 — Donna Summer, 34 To 24 — Billy Joel, 33 To 23 — Travolta/John, 32 To 25 — Steely Dan, 31 To 26 — Rolling Stones, 30 To 21 — Styx, 29 To 20 — Gerry Rafferty, 28 To 18 — Kenny Loggins, 27 To 19 — Meat Loaf, 22 To 15 — Who, 21 To 16 — Linda Ronstadt, 17 To 11 — Boston, 11 To 3 — Nick Gilder, 10 To 7 — E, W&F, 9 To 6 — Little River Band, Ex To 29 — Foreigner. ADDS: 30 — Justin Hayward

KXOK — ST. LOUIS — LEE DOUGLAS, MD

3-1 — Exile. JUMPS: 30 To 27 — Eddie Money, 28 To 23 — Robin Gibb, 12 To 10 — Anne Murray, 9 To 6 — Boston. ADDS: 35 — E.C. King

KEEL — SHREVEPORT — RANDY DAVIS, MD

2-1 — Exile. JUMPS: 35 To 32 — Earl Sober, 33 To 26 — J.P. Young, 32 To 28 — Steely Dan, 31 To 24 — Who, 29 To 25 — Aerosmith, 27 To 21 — Linda Ronstadt, 22 To 19 — Teddy Pendergrass, 21 To 18 — Robin Gibb, 20 To 16 — Bob Seger, 14 To 8 — Nick Gilder, 11 To 9 — E, W & F, 10 To 5 — Boston, 6 To 3 — Little River Band. ADDS: 33 — Rolling Stones, 31 — Ambrosia, Dr. Hook, Dan Hill, Barry Manilow, Michael Johnson, Wings, Stephen Bishop, Foreigner, Crystal Gayle, Meco

KELI — TULSA — RAY LIVINGSTON, MD

5-1 — Travolta/John. JUMPS: 30 To 26 — Ambrosia, 29 To 25 — Robin Gibb, 28 To 23 — Bob Seger, 27 To 20 — Crystal Gayle, 24 To 19 — David Gates, 22 To 18 — Anne Murray, 20 To 17 — Linda Ronstadt, 18 To 15 — J.P. Young, 13 To 10 — Teddy Pendergrass, 10 To 6 — Kenny Loggins, 7 To 2 — Exile, 6 To 3 — Little River Band, Ex To 30 — Donna Summer, Ex To 29 — Hall & Oates, Ex To 28 — Billy Joel. ADDS: Barry Manilow, Pablo Cruise, Linda Ronstadt

midwest

WCUE — AKRON — CRAIG JOHNS, MD

2-1 — Exile. JUMPS: 34 To 29 — Steely Dan, 33 To 27 — Stonebolt, 30 To 25 — Capt. & Tennille, 29 To 26 — Robin Gibb, 26 To 21 — Gerry Rafferty, 27 To 20 — Foxy, 24 To 19 — Bob Seger, 22 To 18 — Boston, 21 To 14 — Who, 18 To 15 — David Gates, 17 To 13 — Linda Ronstadt, 15 To 12 — Kenny Loggins, 14 To 11 — Little River Band, 13 To 9 — Chris Rea, 12 To 7 — Cars, 11 To 6 — E.C. King, 5 To 2 — Anne Murray, Ex To 40 — Foreigner, Ex To 39 — Barry Manilow, Ex To 38 — Dr. Hook, Ex To 37 — Donna Summer. ADDS: Commodores, Pablo Cruise, Heart, KC & The Sunshine Band, Player, Gino Vannelli

KFYR — BISMARCK — DON BRANNON, MD

1-1 — Exile. JUMPS: 15 To 12 — Travolta/John, 12 To 9 — Capt. & Tennille, 10 To 7 — Robin Gibb, 7 To 5 — Chris Rea, 5 To 3 — Anne Murray, Ex To 19 — Hall & Oates, Ex To 17 — David Gates. ADDS: Bob Seger, Barry Manilow, Gino Vannelli, Rolling Stones

WBGH — BOWLING GREEN — GARY MOORE, MD

10-1 — Nick Gilder. JUMPS: 30 To 27 — AC/DC, 29 To 23 — Justin Hayward, 28 To 22 — Rolling Stones, 27 To 20 — Gerry Rafferty, 24 To 19 — David Gates, 22 To 13 — Kenny Loggins, 21 To 16 — Bob Seger, 19 To 11 — John Paul Young, 13 To 9 — Who, 9 To 5 — Boston, 8 To 6 — Chris Rea, 6 To 4 — Capt. & Tennille, Ex To 30 — Chuck Mangione, Ex To 29 — Robin Trower, Ex To 28 — Heart, Ex To 26 — Taylor/Simon, Ex To 25 — Clout. ADDS: Firefall, Al Stewart, Ambrosia, Donna Summer, Lindisfarne, Linda Ronstadt, Robin Gibb, Gino Vannelli, Steely Dan, Walter Egan, Dr. Hook, Styx, Paul Davis, Atlanta Rhythm Section

WLS — CHICAGO — ALAN BURNS, MD

1-1 — Taste Of Honey. JUMPS: 28 To 21 — Boston, 15 To 11 — Travolta/John, 10 To 6 — Exile. ADDS: 43 — Little River Band, 30 — Bob Seger

WMET — CHICAGO — BOBBY CHRISTIAN, PD

1-1 — Exile. JUMPS: 31 To 27 — Styx, 30 To 22 — Gerry Rafferty, 27 To 21 — Foreigner, 24 To 14 — Little River Band, 23 To 16 — Billy Joel, 21 To 18 — Steely Dan, 19 To 17 — Eddie Money, 17 To 13 — John Paul Young, 11 To 9 — Bob Seger, 10 To 6 — Boston, 8 To 4 — Kenny Loggins

Q-102 — CINCINNATI — MARK ELLIOT, MD

2-1 — Exile. JUMPS: 33 To 24 — Linda Ronstadt, 32 To 27 — Billy Joel, 31 To 25 — Ambrosia, 30 To 26 — Heart, 29 To 23 — Steely Dan, 26 To 21 — Nick Gilder, 25 To 19 — Rolling Stones, 24 To 20 — Little River Band, 23 To 18 — Aerosmith, 22 To 17 — Wings, 21 To 15 — Robin Gibb, 20 To 16 — Gerry Rafferty, 18 To 13 — Boston, 15 To 9 — Who, 9 To 7 — E.C. King, 8 To 6 — E,W&F, 7 To 5 — Chris Rea. ADDS: 35 — J.P. Young, 34 — Capt. & Tennille

WGCL — CLEVELAND — BOB TRAVIS, MD

1-1 — Taste Of Honey. JUMPS: 30 To 25 — Gerry Rafferty, 29 To 17 — Funkadelic, 19 To 16 — Bob Seger, 17 To 12 — Kenny Loggins, 16 To 13 — Boston, 10 To 5 — Who, 9 To 6 — Travolta/John, 8 To 4 — Exile, Ex To 29 — Eric Carmen, Ex To 28 — Trooper. ADDS: 30 — Robin Gibb, 23 — Donna Summer, Foreigner, Switch

WZZP — CLEVELAND — REYNOLDS, MD

2-1 — Nick Gilder. JUMPS: 34 To 27 — Alicia Bridges, 29 To 25 — David Gates, 27 To 23 — Eric Carmen, 25 To 19 — Rolling Stones, 22 To 18 — J.P. Young, 21 To 17 — Steely Dan, 20 To 16 — Gerry Rafferty, 19 To 15 — Trooper, 18 To 13 — Simon/Taylor, 16 To 11 — Boston, 14 To 10 — The Who, 12 To 8 — Kenny Loggins, 10 To 7 — Aerosmith, 9 To 2 — Anne Murray, 8 To 5 — Little River Band, Ex To 35 — Funkadelic, Ex To 34 — Seals & Croft. ADDS: Foreigner, Wings, Heart, Peter Gabriel, Judy Cheeks

WCOL — COLUMBUS — DAVE BISHOP, MD

3-1 — Exile. JUMPS: 30 To 23 — Who, 24 To 13 — Kenny Loggins, 23 To 16 — Billy Joel, 22 To 15 — Crystal Gayle, 15 To 12 — Boston, 14 To 11 — Rolling Stones, 11 To 6 — Foxy, 8 To 2 — Anne Murray. ADDS: Barry Manilow, Linda Ronstadt

WING — DAYTON — KEN WARREN, MD

5-1 — Kenny Loggins. JUMPS: 30 To 24 — Donna Summer, 28 To 22 — Ambrosia, 24 To 19 — David Gates, 22 To 13 — Steely Dan, 21 To 18 — Anne Murray, 19 To 16 — Taste Of Honey, 17 To 8 — Billy Joel, 9 To 7 — Nick Gilder. ADDS: 30 — Crystal Gayle, 29 — Foreigner, 28 — Barry Manilow

KIOA — DES MOINES — GARY STEVENS, PD

1-1 — Exile. JUMPS: 23 To 14 — Anne Murray, 21 To 13 — Kenny Loggins, 20 To 15 — Meat Loaf, 12 To 5 — Little River Band, 10 To 6 — Foreigner, 8 To 2 — Taste Of Honey, 6 To 3 — Nick Gilder. ADDS: 20 — Bob Seger, 18 — Capt. & Tennille

CKLW — DETROIT — ROSALIE TROMBLY, MD

2-1 — Exile. JUMPS: 25 To 16 — The Who, 21 To 13 — Little River Band, 20 To 6 — Michael Henderson, 15 To 12 — Con Funk Shun, 13 To 9 — Linda Ronstadt, Ex To 29 — Ambrosia, Ex To 20 — Barry Manilow. ADDS: Heart, Rose Royce, Donna Summer

WDRQ — DETROIT — CHARITA DORAN, MD

1-1 — Taste Of Honey. JUMPS: 33 To 28 — Styx, 31 To 27 — Billy Joel, 29 To 26 — Anne Murray, 28 To 25 — Little River Band, 27 To 24 — Gino Vannelli, 26 To 13 — Rolling Stones, 25 To 19 — Gerry Rafferty, 21 To 10 — Foreigner, 20 To 17 — Boston, 19 To 16 — Exile, 10 To 6 — Aerosmith, 8 To 2 — Kenny Loggins, 6 To 3 — Journey. ADDS: Alan Parsons, Cars, Funkadelic, Donna Summer, Ambrosia

WDBQ — DUBUQUE — CHUCK BAILEY, MD

2-1 — Nick Gilder. JUMPS: 30 To 26 — E,W&F, 29 To 25 — Billy Joel, 28 To 24 — Kenny Loggins, 27 To 17 — Aerosmith, 26 To 23 — Robin Gibb, 19 To 16 — Little River Band, 18 To 11 — J.P. Young, 11 To 8 — Taste Of Honey, Ex To 30 — Capt. & Tennille, Ex To 29 — Michael Johnson, Ex To 28 — Crystal Gayle. ADDS: Barry Manilow, Heart, Ambrosia, Player, Simon/Taylor, Dan Hill, Clout, Hall & Oates, Linda Ronstadt, Steely Dan

WBCB — DULUTH — STEVE OLIVER, MD

1-1 — Exile. JUMPS: 29 To 26 — The Who, 28 To 25 — Ambrosia, 26 To 20 — John Paul Young, 25 To 20 — David Gates, 21 To 16 — Steely Dan, 20 To 15 — Bob Seger, 19 To 14 — Linda Ronstadt, 17 To 12 — Capt. & Tennille, 16 To 7 — Nick Gilder, 11 To 8 — Boston, 10 To 3 — Taste Of Honey, 8 To 4 — Gerry Rafferty, 5 To 2 — Anne Murray, Ex To 29 — Donna Summer, Ex To 24 — Hall & Oates. ADDS: Pablo Cruise

Z-96 — GRAND RAPIDS — JAY MICHAELS, MD

3-1 — Little River Band. JUMPS: 25 To 22 — Ambrosia, 23 To 20 — Capt. & Tennille, 22 To 18 — Tr Who, 20 To 14 — Anne Murray, 16 To 13 — Gerry Rafferty, 15 To 12 — Bob Seger, 14 To 8 — Kenny Loggins, 10 To 5 — Boston, 8 To 6 — Travolta/John, 6 To 4 — Nick Gilder. ADDS: Van Morrison, Firefall, Rolling Stones

WNDE — INDIANAPOLIS — JEFF LUCIFER, MD

1-1 — Exile. JUMPS: 30 To 21 — Billy Joel, 28 To 22 — Gerry Rafferty, 21 To 19 — J.P. Young, 18 To 11 — Kenny Loggins, 16 To 12 — Chris Rea, 12 To 9 — Boston, 8 To 3 — Little River Band. ADDS: Ambrosia, Capt. & Tennille, Styx, Who

KBEQ — KANSAS CITY — KIM WELCH, MD

1-1 — Exile. JUMPS: 30 To 26 — Anne Murray, 27 To 24 — David Gates, 26 To 23 — Styx, 24 To 21 — Bob Seger, 23 To 17 — Barry Manilow, 19 To 16 — Foxy, 18 To 15 — Cheap Trick, 14 To 11 — Capt. Tennille, 12 To 10 — Meat Loaf, 11 To 8 — Nick Gilder, 10 To 7 — Who, 9 To 6 — Boston, 8 To 5 — Kenny Loggins, 6 To 4 — Little River Band, 5 To 3 — Linda Ronstadt, Ex To 30 — Rolling Stones. ADDS: 29 — Rick James, Trooper, Foreigner, Heart, 10cc, Firefall

WKLO — LOUISVILLE — JIM HOLTON, MD

1-1 — Exile. JUMPS: 30 To 23 — Barry Manilow, 25 To 19 — Little River Band, 24 To 17 — Taylor/Simon, 26 To 12 — Robin Gibb, 20 To 15 — Gerry Rafferty, 14 To 11 — Dolly Parton, 12 To 6 — Nick Gilder, 9 To 7 — Kenny Loggins, Ex To 30 — Linda Ronstadt, Ex To 29 — Dan Hill, Ex To 28 — Meco. ADDS: Justin Hayward, Donna Summer, Munch, Steely Dan, Ross/Jackson, Bill LaBounty

WISM — MADISON — JOHN LITTLE, MD

2-1 — Little River Band. JUMPS: 29 To 25 — Ambrosia, 27 To 24 — Cheap Trick, 26 To 20 — The Who, 25 To 21 — John Paul Young, 22 To 18 — Steely Dan, 21 To 16 — Aerosmith, 20 To 27 — Capt. Tennille, 19 To 14 — Bob Seger, 17 To 13 — Linda Ronstadt, 16 To 9 — Anne Murray, 14 To 10 — Gerry Rafferty, 11 To 6 — Kenny Loggins, 10 To 7 — Chris Rea, 8 To 3 — Nick Gilder, 7 To 5 — Boston, Ex To 30 — Hall & Oates, Ex To 29 — David Gates, Ex To 28 — Rolling Stones. ADDS: Foreigner, Stonebolt, Bruce Springsteen, Cars, Gino Vannelli, Stephen Bishop, Dan Hill, Player, Barry Manilow, Donna Summer

WOKY — MILWAUKEE — JEFF RYDER, MD

2-1 — Exile. JUMPS: 19 To 15 — Billy Joel, 14 To 6 — Nick Gilder, 13 To 10 — Joe Walsh, 12 To 9 — Boston, 6 To 3 — Travolta/John, Ex To 24 — REO Speedwagon. Ex To 21 — Anne Murray, Ex To 20 — Little River Band. ADDS: Who, Donna Summer, Steely Dan

KDWB — MINNEAPOLIS — DAVE THOMPSON, MD

1-1 — Exile. JUMPS: 28 To 25 — Ambrosia, 24 To 21 — Rolling Stones, 21 To 15 — Michael Johnson, 1 To 12 — Gerry Rafferty, 15 To 11 — David Gates, 14 To 7 — Kenny Loggins, 12 To 8 — Bob Seger, 4 To — Nick Gilder. ADDS: 30 — Eric Carmen, 28 — Billy Joel, 27 — Wings, 24 — Linda Ronstadt, 23 — Foreigner

KSTP — MINNEAPOLIS — GREG AUSHAN, MD

2-1 — Exile. JUMPS: 27 To 23 — Donna Summer, 25 To 21 — Hall & Oates, 42 To 17 — Linda Ronstadt, 23 To 18 — M. Johnson, 22 To 14 — Billy Joel, 18 To 15 — John Paul Young, 16 To 10 — Gerry Rafferty, 11 To 7 — Steely Dan, 9 To 5 — Kenny Loggins, 4 To 2 — Little River Band, Ex To 29 — Gino Vannelli, Ex To 28 — Crystal Gayle, Ex To 27 — Barry Manilow

WOW — OMAHA — ROGER DAVIS, MD

1-1 — Exile. JUMPS: 18 To 15 — Linda Ronstadt, 17 To 7 — Boston, 16 To 11 — Robin Gibb, 8 To 6 — Foreigner, 4 To 2 — Nick Gilder, Ex To 17 — Billy Joel. ADDS: Gino Vannelli, David Gates, Stephen Bishop, Dr. Hook

WIRL — PEORIA — LEE MALCOM, MD

2-1 — Exile. JUMPS: 29 To 25 — Kenny Loggins, 28 To 22 — Robin Gibb, 19 To 15 — Gerry Rafferty, 1 To 12 — Anne Murray, 14 To 6 — Taste Of Honey, 12 To 8 — Nick Gilder. ADDS: 30 — Capt. & Tennille, Steely Dan

WPEZ — PITTSBURGH — MIKE HANKINS, PD

5-1 — Exile. JUMPS: 36 To 27 — Rolling Stones, 33 To 30 — M. Johnson, 31 To 24 — Steely Dan, 29 To 21 — The Who, 27 To 23 — Capt. & Tennille, 24 To 20 — Aerosmith, 20 To 10 — Kenny Loggins, 18 To 1 — Anne Murray, 14 To 8 — Little River Band, 9 To 7 — Nick Gilder, 7 To 5 — Travolta/John. ADDS: 37 — Alicia Bridges, 36 — Donna Summer

WKWK — WHEELING — JIM ROBERTS, MD

1-1 — Exile. JUMPS: 39 To 35 — Steely Dan, 38 To 34 — Donna Summer, 37 To 31 — Barry Manilow, 3 To 29 — Hall & Oates, 32 To 25 — The Who, 28 To 24 — Captain & Tennille, 23 To 19 — Stonebolt, 15 To 12 — J.P. Young, 10 To 6 — Anne Murray, 9 To 5 — Little River Band, 7 To 5 — Olivia Newton-John, Ex To 40 — Cars, Ex To 39 — Dr. Hook, Ex To 38 — Leo Sayer, Ex To 37 — Alicia Bridges. ADDS: 10cc, Atlanta Rhythm Section, Styx, Lindisfarne

KLEO — WICHITA — BOB MCKAY, MD

2-1 — Exile. JUMPS: 30 To 16 — Kenny Loggins, 28 To 25 — Boston, 27 To 20 — Chris Rea, 22 To 15 — Rick James, 19 To 12 — Little River Band, 18 To 13 — Travolta/John, 16 To 7 — E.C. King, 9 To 3 — Taste Of Honey, 6 To 4 — Foreigner. ADDS: 26 — Rolling Stones, 28 — Linda Ronstadt, 29 — Aerosmith, 30 — Anne Murray

west

KRKE — ALBUQUERQUE — CHRIS KARSY, PD

2-1 — Little River Band. JUMPS: 24 To 21 — Captain & Tennille, 19 To 12 — Bob Seger, 14 To 8 — Boston, 13 To 5 — Anne Murray, 11 To 9 — Gerry Rafferty, 9 To 6 — Earth, Wind & Fire, 8 To 4 — Kenny Loggins, 6 To 3 — Nick Gilder, Ex To 23 — Rolling Stones. ADDS: 26 — Barry Manilow, 25 — Hall & Oates, 24 — Billy Joel

KERN — BAKERSFIELD — PETE SHANNON, MD

1-1 — Little River Band. JUMPS: 29 To 26 — Gerry Rafferty, 28 To 25 — The Who, 27 To 24 — Crystal Gayle, 26 To 23 — John Paul Young, 25 To 22 — Robin Gibb, 24 To 20 — Earth, Wind & Fire, 22 To 19 — Nick Gilder, 20 To 15 — Exile, 19 To 14, Linda Ronstadt, 16 To 12 — Bob Seger, 13 To 10 — Steely Dan, 11 To 9 — Kenny Loggins, 9 To 6 — Boston, Ex To 30 — Capt. & Tennille, Ex To 28 — Aerosmith, Ex To 27 — Anne Murray. ADDS: Donna Summer, Barry Manilow, Hall & Oates, Styx

(continued on page 27)

POP RADIO

A N A L Y S I S

REGIONAL ACTION

EAST

- Most Added 1. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 2. SHARING THE NIGHT TOGETHER — Dr. Hook — Capitol
 3. BLUE COLLAR MAN (Long Night) — Styx — A&M
 4. DOUBLE VISION — Foreigner — Atlantic
- Most Active 1. REMINISCING — Little River Band — Harvest
 2. YOU NEEDED ME — Anne Murray — Capitol
 3. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 4. DON'T LOOK BACK — Boston — Epic

SOUTHEAST

- Most Added 1. SHARING THE NIGHT TOGETHER — Dr. Hook — Capitol
 2. READY TO TAKE A CHANCE AGAIN — Barry Manilow — Arista
 3. I JUST WANNA STOP — Gino Vannelli — A&M
 4. DOUBLE VISION — Foreigner — Atlantic
- Most Active 1. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 2. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 3. DON'T LOOK BACK — Boston — Epic
 4. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia

SOUTHWEST

- Most Added 1. READY TO TAKE A CHANCE AGAIN — Barry Manilow — Arista
 2. SHARING THE NIGHT TOGETHER — Dr. Hook — Capitol
 3. THEMES FROM THE WIZARD OF OZ — Meco — Millennium
 4. DOUBLE VISION — Foreigner — Atlantic
- Most Active 1. DON'T LOOK BACK — Boston — Epic
 2. REMINISCING — Little River Band — Harvest
 3. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 4. YOU NEEDED ME — Anne Murray — Capitol

MIDWEST

- Most Added 1. MacARTHUR PARK — Donna Summer — Casablanca
 2. JOSIE — STEELY DAN — ABC
 3. I JUST WANNA STOP — Gino Vannelli — A&M
 4. BACK IN THE USA — Linda Ronstadt — Asylum
- Most Active 1. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 2. DON'T LOOK BACK — Boston — Epic
 3. REMINISCING — Little River Band — Harvest
 4. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis

WEST

- Most Added 1. READY TO TAKE A CHANCE AGAIN — Barry Manilow — Arista
 2. SHARING THE NIGHT TOGETHER — Dr. Hook — Capitol
 3. BEAST OF BURDEN — Rolling Stones — Rolling Stones
 4. TALKING IN YOUR SLEEP — Crystal Gayle — United Artists
- Most Active 1. WHO ARE YOU — Who — MCA
 2. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 3. DON'T LOOK BACK — Boston — Epic
 4. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia

MOST ADDED RECORDS

- SHARING THE NIGHT TOGETHER — DR. HOOK — CAPITOL**
 WRFC, WTRY, WICC, WAGQ, WWKX, V-97, KENO, WAVZ, WBG, KFMD, Z-96, KRSP, WSM, WKXX, KING, WDRC, KTLK, KRBE, KAKC, WSGA, KGW, KJRB, BJ105, KNDE, KCPX, KEEL, WOW, WCAO.
- READY TO TAKE A CHANCE AGAIN — BARRY MANILOW — ARISTA**
 WCAO, WISM, KEEL, KTAC, KAKC, KING, KPAM, KRTH, WSGN, WKXX, WPGC, WING, WNDE, WHNN, KCBQ, WCOL, KHJ, KERN, 96X, WIFI, WANS, WRFC, WDBQ, KRKE, WBLI, KELI, KFJR.
- MacARTHUR PARK — DONNA SUMMER — CASABLANCA**
 WISM, Q94, WAPE, KNDE, KTAC, WFIL, WGCL, WOKY, WVBF, KLIF, CKLW, KJRB, 99X, WPEZ, KERN, KPAM, WKLO, WDRQ, KFJR, WJON, WBG.
- HOW MUCH I FEEL — AMBROSIA — WARNER BROS.**
 WJON, WBG, KINT, WBLI, KAA, KENO, WIFE, WPRO, WTRY, WNDE, WRKO, KEEL, KTAC, WNDE, WIFI, WHBQ, KIIS, WDRQ, 10Q, WSGN.
- I JUST WANNA STOP — GINO VANNELLI — A&M**
 WAIR, WRFC, WCUE, WPRO, WICC, WMFJ, KENO, WBG, KFMD, WJON, KFJR, KAKC, KLIF, WPRO, WLAC, WCUE, WBBQ, Q94, WISM, WOW.
- DOUBLE VISION — FOREIGNER — ATLANTIC**
 WISM, KEEL, WBBQ, KDWB, WGCL, WNOE, Z-93, WZZP, WING, WTLB, WICC, WMJF, KROY, WBLI, WAVZ, WERC, WRJZ.
- BEAST OF BURDEN — ROLLING STONES — ROLLING STONES**
 WBEC, KRIB, WTRY, V-97, KENO, KFMD, KFJR, Z-96, KEEL, KTAC, KIMN, WHHY, KRTH, KLEO, KYA, KPAM, KLIF.
- YOU NEVER DONE IT LIKE THAT — CAPTAIN & TENNILLE — A&M**
 WKY, Q102, 99X, Q94, WAPE, WNDE, KIOA, KRBE, KYA, WSGA, KSLY, KAA, WIRL, WNDE, WRFC.
- SHE'S ALWAYS A WOMAN — BILLY JOEL — COLUMBIA**
 WTLB, WAIR, WANS, WJDX, KRKE, KENO, WRJZ, WEBC, WTI, KCPX, KDWB, KIMN, WSGA, Z-93, KRBE, WVBF.
- BLUE COLLAR MAN (LONG NIGHTS) — STYX — A&M**
 WAPE, WNDE, WHHY, KERN, WPRO-FM, WTLB, WNDE, WICC, WBLI, WEAQ, WBG, WKWK, KRSP, KSLY.
- IT'S A LAUGH — HALL & OATES — RCA**
 WCAO, WLAC, KCBQ, WHHY, KRBE, KERN, Z-96, KINT, KYNO, KRKE, WTRY, WBEC, WTLB.
- EVERYBODY NEEDS LOVE — STEPHEN BISHOP — ABC**
 WSM, KSLY, WAUG, KENO, WAGQ, WPRO, WAIR, WOW, WISM, KEEL, WTI, KNDE, KTLK.
- DON'T WANT TO LIVE WITHOUT IT — PABLO CRUISE — A&M**
 KAKC, WZUU, KYA, WHBQ, WQXI, WCAO, WEBC, KELI, WAVZ, WAGQ, WCUE, WAIR, WTLB.
- PRISONER OF YOUR LOVE — PLAYER — RSO**
 WBEC, WAIR, WRFC, WDBQ, WCUE, KENO, WAUG, WEBC, WISM, KNDE, KTAC, Z-93, WPRO-FM.
- JOSIE — STEELY DAN — ABC**
 WRKO, WOKY, WTLB, WJDX, WDBQ, WTRY, WIRL, WIFE, WWKX, KAA, WBG, Z-96, KFJR.

RADIO ACTIVE SINGLES

- WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
 WABC 51-30, WCAO 16-9, WKY 14-7, WOW 18-8, Q102 4-2, WNCI 21-16, KLEO 30-16, WISM 11-6, WBBF 16-9, WBBQ 15-11, WTI 18-7, KCPX 12-7, WAPE 19-14, KNDE 19-13, KTAC 23-16, KJR 13-6, WFIL 25-21, KDWB 14-7, WGCL 17-12, KBEQ 8-5, WCOL 24-13, KJRB 10-7, KIMN 14-9, KGW 10-7, KCBQ 12-6, Y100 29-26, WNDE 18-11, KIOA, 21-13, WNOE 23-14, WKBW 8-5, 99X 23-19, WIFI 15-12, 96X 18-8, WSGA 14-9, WMET 8-4, KFRC 17-14, WPEZ 20-10, KSTP 9-5, KERN 11-9, KTLK 20-14, WZZP 12-8, WDRQ 8-2, WKLO 9-7, WVBF 20-15, WPGC 13-7, WING 5-1, KLIF 8-6, KSLQ 28-18, KING 16-13.
- HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
 WABC 23-16, WCAO 14-5, WKY 4-2, WOW 4-2, Q102 26-21, WNCI 11-6, WISM 8-3, Q94 5-2, KEEL 14-8, WBBF 13-10, WBBQ 4-2, WAYS 15-6, KCPX 10-4, WAPE 10-4, KNDE 14-9, KJR 7-3, WLAC 23-11, KDWB 4-2, KBEQ 11-8, WOKY 14-6, KIMN 10-8, KCBQ 23-20, Y-100 30-27, KIOO 6-3, WRKO 9-6, WIFI 14-9, WSGA 4-1, Z93 20-15, WHBQ 17-4, WAKY 8-4, WAKY 9-6, WPEZ 9-7, KFRC 9-6, KERN 22-19, KHJ 28-16, KRTH 19-10, WKLO 12-6, WPRO 8-3, WDRC 13-9, WPGC 8-4, WING 9-7, KING 10-5, KPAM 5-2, 10Q 26-12, KYA Ex-21, KSLQ 11-3, WKXX 4-1, KLIF 7-5.
- DON'T LOOK BACK — BOSTON — EPIC**
 WABC 20-10, WKY 12-8, WOW 17-7, Q102 18-13, WQXI 5-3, WISM 7-5, KEEL 10-5, WBBF 11-7, WBBQ 17-12, WAYS 20-17, B-100 5-2, WAPE 16-12, KNDE 17-11, KTAC 24-19, KJR 19-16, KXOK 9-6, WGCL 16-13, WLS 28-21, KBEQ 9-6, WOKY 12-9, WCOL 15-12, KIMN 13-10, KCBQ 12-6, Y-100 21-18, WNDE 12-9, KIOA 24-17, WNOE 6-2, WKBW 12-9, 99X 10-8, 96X 21-18, WSGA 12-5, Z93 10-6, WHBQ 16-13, WMET 10-6, WAKY 16-12, KFRC 21-10, KRBE 17-14, KERN 9-6, KHJ 14-9, KRTH 10-6, WZZP 16-11, WDRQ 20-17, KLEO 28-25, WPRO 12-7, KPAM 7-5, KSLQ 17-11, KYA 8-5.
- REMINISCING — LITTLE RIVER BAND — HARVEST**
 WABC 29-12, WCAO 5-3, WKY 8-5, Q102 24-20, KEEL 6-3, Z-97 16-10, WAYS 13-9, B100 15-11, KCPX 8-5, WAPE 12-6, KNDE 15-8, KTAC 13-10, WFIL 18-14, KBEQ 6-4, WOKY Ex-20, KCBQ 19-16, Y100 19-15, WNDE 8-3, WNOE 8-6, WKBW 6-4, 99X 15-12, WRKO 8-5, WIFI 18-13, 96X 7-3, WQXI 6-4, WSGA 11-7, WHBQ 24-18, WMET 24-14, WPEZ 14-8, KSTP 4-2, KIIS 16-13, KHJ 23-19, KRTH 6-4, WZZP 8-5, WDRQ 28-25, KLEO 19-12, WKLO 25-19, WDRC 7-4, WUBF 9-6, WZUU 8-6, KPAM 4-1, 10Q 17-13, KYA 22-17, KSLQ 9-6, CKLW 21-13, KILT 15-10.
- RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
 WCAO 25-21, WOW 19-10, Q102 20-16, WQXI 15-9, WBBQ 13-10, B100 7-1, WAPE 17-3, KNDE 23-19, KTAC 26-21, KJR 18-13, WLAC 17-14, BJ105 35-28, KDWB 17-12, WGCL 30-25, KJRB 17-8, KIMN 19-14, KGW 13-10, KCBQ 26-21, Y-100 28-24, WNDE 28-22, WHHY 17-13, WISM 14-10, 99X 26-20, WRKO 12-9, 96X 27-23, WSGA 15-11, WMET 30-22, KSTP 16-10, KFRC 28-24, KERN 29-26, KRTH 23-17, WZZP 20-16, WDRQ 25-19, WKLO 20-15, WDRC 15-11, WPGC 25-18, WZUU 11-9, KING 20-11, KSLQ 29-20, WKXX 7-5, KLIF 22-17, KILT 21-16.

SECONDARY RADIO ACTIVE

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

- HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
 WTLB 5-2, WAIR 6-1, WRFC 12-7, WKIX 22-17, WJDX 7-1, KRIB 12-8, WDBQ 3-1, KAA 15-7, WLEE 6-4, WBLI 17-9, WTRY 6-4, WIRL 12-8, KRKE 6-3, WICC 17-10, WDHA 8-6, WWKX 10-3, V97 15-7, WMFJ 6-4, KYNO 9-6, WERC 6-4, WRJZ 8-3, WFBR 8-2, KINT 18-10, WBG, 10-1, WEBC 16-7, Z-96 6-4, KRSP 9-5, WSM 15-10, WGSV 6-4.
- DON'T LOOK BACK — BOSTON — EPIC**
 WTLB 10-7, WANS 7-3, WRFC 19-13, WKIX 6-4, WJDX 21-18, KAA 7-4, WLEE 13-10, WBLI 14-10, KINT 6-3, WTRY 12-9, WCUE 22-18, KRKE 14-8, WIFE 13-4, WICC 12-7, WAGQ 9-6, WWKX 13-4, U97 17-13, WMFJ 3-1, KYNO 23-19, WERC 17-9, WRJZ 10-6, WFBR 16-9, WBG, 9-5, KFMD 8-3, KENO 27-23, WEBC 11-8, Z96 10-5, KRSP 8-4.
- YOU NEEDED ME — ANNE MURRAY — CAPITOL**
 WTLB 9-6, WRFC 25-19, KRIB 4-2, KAA 16-11, WTRY 14-10, WCUE 5-2, WIRL 17-12, KRKE 13-5, WPRO 10-7, WIFE 29-24, WICC 8-6, WAGQ 14-9, WWKX 16-9, V-97 37-25, KYNO 25-20, KROY 21-15, WBLI 22-15, WAVZ 8-6, WRJZ 4-1, KINT 20-16, WEAQ 12-10, WKWK 10-6, KENO Ex-21, KELI 22-18, WEBC 5-2, KFJR 5-3, Z-96 20-14, KREM 4-1.
- WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
 WTLB 21-16, WAIR 11-8, WANS 6-4, WRFC 11-6, WJDX 15-12, WDBQ 28-24, KAA 10-8, WLEE 15-11, WBLI 15-11, WERC 14-8, WCUE 15-12, WIRL 29-25, KRKE 8-4, WPRO 12-9, WIFE 9-5, WICC 13-9, WAGQ 6-3, V-97 24-21, KROY 19-14, KINT 23-19, WEAQ 6-3, WBG, 23-13, KFMD 10-8, KENO 24-17, KELI 10-6, Z-96 14-8, KREM 6-4.
- RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
 WTLB 14-10, WAIR 14-9, WRFC 22-17, WKIX 21-16, WJDX 23-17, KAA 20-14, WLEE 17-8, WBLI 20-16, WCUE 28-21, WIRL 19-15, KRKE 11-9, WDHQ 16-13, V97 36-33, WMFJ 32-26, KYNO 28-21, WAVZ 20-12, WERC 16-13, WRJZ 15-9, WBG, 27-20, KENO 30-27, WJON 12-8, WEBC 8-4, Z-96 16-13, KREM 19-13, WSM 9-4, WGSU 16-11.
- YOU NEVER DONE IT LIKE THAT — CAPTAIN & TENNILLE — A&M**
 WAIR 23-16, WKIX 23-18, WJDX 26-21, KRIB 20-17, WDBQ Ex-30, WAVZ 27-24, WLEE 29-26, WCUE 30-25, KRKE 24-21, V-97 29-26, WMFJ 12-9, KROY Ex-29, WRJZ Ex-27, WFBR 26-18, KINT Ex-28, WBG, 6-4, WKWK 28-24, WJON 21-17, WEBC 17-12, KFJR 12-9, Z-96 23-20, KRSP 26-22, KREM 16-10, WSM 24-20, WGSV 25-20.
- WHO ARE YOU — WHO — MCA**
 WTLB 28-25, WANS 18-13, WRFC 27-22, WKIX 30-25, KRIB 26-22, WLEE 12-6, WCUE 21-14, WICC Ex-25, WDHA 6-3, WWKX 28-18, V-97 40-36, KROY 29-22, WBLI 29-25, WRJZ Ex-24, KFMD 24-21, WKWK 32-25, KENO Ex-28, WAUG 23-20, WEBC 29-26, Z-96 22-18, KREM Ex-29, KSLY 10-6, WGSV 30-25.

REGIONAL PROGRAMMING GUIDE

(continued from page 25)

KTLK — DENVER — RANDY JAY, MD

3-1 — Taste Of Honey, JUMPS: 23 To 19 — Bob Seger, 20 To 14 — Kenny Loggins, 4 To 2 — Exile, Ex To 30 — Player, Ex To 24 — Foreigner. ADDS: Anne Murray, Foxy, Aerosmith, Crystal Gayle, Dr. Hook, 10cc, Stephen Bishop, Firefall, Lindisfarne, Zwiol

KYNO — FRESNO — CHRIS VAN CAMP, MD

1-1 — Taste Of Honey, JUMPS: 30 To 27 — Player, 29 To 22 — Meco, 28 To 21 — Gerry Rafferty, 25 To 20 — Anne Murray, 24 To 17 — Sylvester, 23 To 19 — Boston, 20 To 16 — Chris Rea, 19 To 11 — Foxy, 18 To 15 — Teddy Pendergrass, 17 To 14 — Robin Gibb, 16 To 8 — Rick James, 14 To 7 — Exile, 9 To 6 — Nick Gilder, Ex To 30 — Steely Dan, Ex To 29 — Bob Seger, Ex To 28 — Donna Summer. ADDS: Hall & Oates, Prism, 10cc, Commodores, Paul Davis

KENO — LAS VEGAS — STEVE SUMMERS, MD

3-1 — Exile, JUMPS: 30 To 27 — Gerry Rafferty, 29 To 26 — Wings, 28 To 25 — Steely Dan, 27 To 23 — Boston, 26 To 22 — Cars, 24 To 17 — Kenny Loggins, 21 To 18 — Bob Seger, 18 To 10 — Chris Rea, 16 To 8 — Evelyn Champagne King, 13 To 7 — Taste of Honey, 8 To 2 — Little River Band, 7 To 4 — Donna Summer, Ex To 30 — Foreigner, Ex To 28 — Who, Ex To 24 — Anne Murray. ADDS: Crystal Gayle, Dr. Hook, Firefall, Gene Cotton, Billy Joel, Dan Hill, Linda Ronstadt, Rolling Stones, Gino Vannelli, Stephen Bishop, Jefferson Starship, Atlanta Rhythm Section

KRTH — LOS ANGELES — BOB HAMILTON, PD/MD

1-1 — Taste of Honey, JUMPS: 30 To 25 — Ambrosia, 29 To 24 — Dr. Hook, 27 To 22 — Billy Joel, 26 To 18 — Foreigner, 24 To 21 — David Gates, 20 To 16 — Who, 19 To 10 — Nick Gilder, 18 To 14 — J.P. Young, 16 To 12 — Foxy, 10 To 6 — Boston, 8 To 5 — Anne Murray, 6 To 4 — Little River Band. ADDS: 27 — Rolling Stones, 28 — Paul Davis, 29 — Barry Manilow

KHJ — LOS ANGELES — STEVE CASEY, MD

1-1 — Taste of Honey, JUMPS: 30 To 25 — Who, 28 To 16 — Nick Gilder, 24 To 20 — Foreigner, 23 To 19 — Little River Band, 20 To 10 — Travolta/John, 17 To 14 — Walter Egan, 14 To 9 — Boston, 12 To 8 — Andy Gibb, 8 To 4 — Olivia Newton-John. ADDS: 30 — Crystal Gayle, 29 — Anne Murray, 28 — Barry Manilow, 27 — Gerry Rafferty, 24 — Kenny Loggins

KTNQ — LOS ANGELES — CONNIE SINGER, MD

1-1 — Taste of Honey, JUMPS: 26 To 12 — Nick Gilder, 17 To 13 — Little River Band, 16 To 11 — Bob Seger, 14 To 8 — Travolta/John, 12 To 6 — Linda Ronstadt, 7 To 3 — E.C. King

KIIS-FM — LOS ANGELES — SHERMAN COHEN, MD

1-1 — Exile, JUMPS: 16 To 13 — Little River Band, 15 To 12 — Who, 10 To 8 — Cars, Ex To 20 — Foreigner. ADDS: 22 — Ambrosia

KGW — PORTLAND — TERRY DANNER, MD

1-1 — Little River Band, JUMPS: 19 To 16 — Ambrosia, 13 To 10 — Gerry Rafferty, 10 To 7 — Kenny Loggins, 8 To 4 — Anne Murray, 7 To 3 — Billy Joel, 4 To 2 — Chris Rea. ADDS: Dr. Hook, Boston, David Gates

KPAM — PORTLAND — MICHAEL O'BRIAN, MD

4-1 — Little River Band, JUMPS: 30 To 27 — Billy Joel, 29 To 25 — Hall & Oates, 27 To 24 — Who, 26 To 23 — Linda Ronstadt, 25 To 20 — Ambrosia, 24 To 19 — Aerosmith, 22 To 13 — Bob Seger, 21 To 12 — Captain & Tennille, 20 To 11 — Gerry Rafferty, 15 To 10 — J.P. Young, 7 To 5 — Boston, 5 To 2 — Nick Gilder, Ex To 28 — David Gates. ADDS: Barry Manilow, Rolling Stones, Donna Summer

KROY — SACRAMENTO — TERRY NELSON, MD

1-1 — Taste of Honey, JUMPS: 29 To 22 — Who, 24 To 21 — John Paul Young, 21 To 15 — Anne Murray, 19 To 14 — Kenny Loggins, 18 To 12 — Meco, Ex To 29 — Capt. & Tennille, Ex To 25 — Rolling Stones, Ex To 28 — Robin Gibb. ADDS: Alicia Bridges, Dan Hill, Sylvester, Osmonds, Foxy, James Taylor, Gene Cotton

KCPZ — SALT LAKE CITY — GARY WALDRON, MD

1-1 — Exile, JUMPS: 30 To 27 — Ambrosia, 29 To 24 — Heart, 28 To 22 — Crystal Gayle, 26 To 20 — Barry Manilow, 16 To 11 — Capt. & Tennille, 12 To 7 — Kenny Loggins, 10 To 4 — Nick Gilder, 8 To 5 — Little River Band, 5 To 3 — Anne Murray, Ex To 28 — Hall & Oates. ADDS: Billy Joel, Dr. Hook

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

2-1 — Anne Murray, JUMPS: 30 To 26 — Hall & Oates, 29 To 25 — Ambrosia, 28 To 24 — David Gates, 26 To 22 — Capt. & Tennille, 23 To 19 — Foreigner, 18 To 7 — Rolling Stones, 16 To 6 — Steely Dan, 15 To 12 — J.P. Young, 9 To 5 — Nick Gilder, 8 To 4 — Boston, Ex To 28 — Donna Summer, Ex To 27 — Billy Joel. ADDS: Gene Cotton, Crystal Gayle, Dr. Hook, 29 — Styx

B-100 — SAN DIEGO — C.C. McCARTNEY, MD

7-1 — Gerry Rafferty, JUMPS: 16 To 13 — Walter Egan, 15 To 11 — Little River Band, 8 To 6 — Bob Seger, 5 To 2 — Boston, Ex To 30 — Styx, Ex To 29 — Jefferson Starship, Ex To 27 — Player, Ex To 26 — Billy Joel, Ex To 22 — Heart

KCBQ — SAN DIEGO — NINA GOMEZ, MD

2-1 — Taste Of Honey, JUMPS: 35 To 29 — Donna Summer, 34 To 30 — John Paul Young, 32 To 28 — Ambrosia, 31 To 25 — Aerosmith, 30 To 27 — Styx, 29 To 24 — Rolling Stones, 28 To 22 — Anne Murray, 27 To 17 — Who, 26 To 21 — Gerry Rafferty, The Kinks, 23 To 20 — Nick Gilder, 22 To 18 — Foreigner, 21 To 12 — Steely Dan, 19 To 16 — Little River Band, 18 To 15 — Bob Seger, 17 To 13 — Linda Ronstadt, 12 To 6 — Kenny Loggins, 10 To 8 — Teddy Pendergrass, 9 To 7 — Boston, 7 To 5 — E.W.&F, 6 To 2 — Exile. ADDS: 35 — Barry Manilow, 34 — Hall & Oates, 33 — Crystal Gayle, Foxy

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Taste of Honey, JUMPS: 28 To 24 — Gerry Rafferty, 26 To 23 — Foreigner, 23 To 20 — Walter Egan, 20 To 16 — Journey, 16 To 12 — Who, 17 To 14 — Kenny Loggins, 11 To 9 — Steely Dan, 9 To 6 — Nick Gilder, 8 To 4 — Cars, 4 To 2 — Exile. ADDS: Anne Murray

KYA — SAN FRANCISCO — RICK SCOTT, MD

1-1 — Taste of Honey, JUMPS: 25 To 22 — Who, 24 To 20 — Rick James, 23 To 18 — Teddy Pendergrass, 22 To 17 — Little River Band, 19 To 14 — Linda Ronstadt, 12 To 8 — Cars, 8 To 5 — Boston, 6 To 4 — Journey, Ex To 25 — David Gates, Ex To 23 — Steely Dan, Ex To 21 — Nick Gilder, Ex To 19 — J.P. Young. ADDS: Capt. & Tennille, Commodores, Anne Murray

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

4-1 — Journey, JUMPS: 32 To 23 — Gino Vannelli, 31 To 25 — Donna Summer, 30 To 20 — Rolling Stones, 29 To 26 — Sylvester, 25 To 21 — Atlanta Rhythm Section, 22 To 18 — Beach Boys, 20 To 17 — Carlene Carter, 19 To 11 — Jefferson Starship, 16 To 10 — Pablo Cruise, 11 To 9 — Steely Dan, 10 To 6 — Who, 7 To 4 — Aerosmith, Ex To 32 — Eric Carmen, Ex To 31 — Ambrosia, Ex To 30 — Tom Petty, Ex To 29 — Doucette, Ex To 28 — Justin Hayward. ADDS: Styx, Isley Brothers, Stephen Bishop, Bob Seger, Capt. & Tennille, Chilliwack, 10cc

KJR — SEATTLE — TRACY MITCHELL, MD

2-1 — Taste of Honey, JUMPS: 25 To 20 — Ambrosia, 22 To 19 — Capt. Tennille, 21 To 17 — David Gates, 20 To 15 — Billy Joel, 19 To 16 — Boston, 18 To 13 — Gerry Rafferty, 16 To 11 — E.C. King, 13 To 6 — Kenny Loggins, 11 To 8 — Anne Murray, 8 To 4 — Travolta/John, 7 To 3 — Nick Gilder, Ex To 25 — Donna Summer, Ex To 24 — Paul Davis, Ex To 23 — Rolling Stones, Ex To 21 — Foreigner

KING — SEATTLE — TOM MCKAY, MD

2-1 — Taste of Honey, JUMPS: 25 To 22 — Billy Joel, 22 To 19 — Who, 19 To 16 — Robin Gibb, 18 To 15 — Bob Seger, 17 To 14 — Capt. & Tennille, 16 To 13 — Kenny Loggins, 10 To 5 — Nick Gilder, 9 To 4 — Anne Murray, Ex To 24 — David Gates, Ex To 23 — Rolling Stones. ADDS: Leo Sayer, Dr. Hook Gabriel, Barry Manilow

KJRB — SPOKANE — TOM HUTHER, MD

1-1 — Exile, JUMPS: 30 To 27 — Heart, 29 To 23 — Aerosmith, 24 To 19 — Ambrosia, 23 To 20 — Dan Hill, 20 To 17 — Rolling Stones, 18 To 12 — Bob Seger, 17 To 8 — Gerry Rafferty, 10 To 7 — Kenny Loggins, 4 To 2 — Taste of Honey, Ex To 30 — Barry Manilow, Ex To 29 — Gino Vannelli, Ex To 28 — Foreigner, Ex To 24 — Who. ADDS: Donna Summer, Dr. Hook

KREM — SPOKANE — DON NORDIN, PD

4-1 — Anne Murray, JUMPS: 24 To 21 — Ambrosia, 21 To 14 — Rolling Stones, 19 To 13 — Gerry Rafferty, 16 To 10 — Capt. & Tennille, 12 To 9 — J.P. Young, 6 To 4 — Kenny Loggins, Ex To 30 — Barry Manilow, Ex To 29 — Who, Ex To 28 — Bob Seger, Ex To 27 — David Gates. ADDS: Paul Davis, Al Stewart

KTAC — TACOMA — BRUCE CANNON, MD

2-1 — Taste of Honey, JUMPS: 30 To 26 — Barbara Streisand, 29 To 25 — Capt. & Tennille, 28 To 24 — Linda Ronstadt, 27 To 23 — Bob Seger, 26 To 21 — Gerry Rafferty, 25 To 22 — Aerosmith, 24 To 19 — Boston, 23 To 16 — Kenny Loggins, 20 To 14 — Jackson Browne, 13 To 10 — Little River Band, 9 To 6 — Anne Murray, 8 To 5 — Travolta/John, 7 To 4 — Walter Egan, Ex To 30 — John Paul Young, Ex To 29 — Billy Joel, Ex To 28 — Who, Ex To 27 — Steely Dan. ADDS: David Gates, Ambrosia, John Travolta, Meco, Donna Summer



Bud Dain

New Publisher, Bud Dain Music, Opens Doors In L.A.

LOS ANGELES — Bud Dain Music, an independent music publishing firm, was opened here recently by record industry veteran Bud Dain.

While noting that "there are a tremendous number of small, very successful publishing companies that do not need full time representation," Dain said his will offer a variety of services on a selective basis. These services include placing tunes with artists, setting up foreign affiliates and working with the performance rights societies such as ASCAP and BMI.

He added that companies based in cities such as Philadelphia, New York and Nashville realize the importance of being represented in Los Angeles even if they don't feel it is feasible to set up their own offices.

In addition to representing other publishers, Dain has established two publishing companies of his own — Bud Dain Music (ASCAP) and Night Clerk Music (BMI).

A former vice president of Liberty Records, Dain also served as general manager of A&M Records' Irving/Almo publishing division. Most recently, he was a partner in Snuff Garrett's Garrett Music Enterprises.

Schwartz Bros. Has Record Income During First Half

NEW YORK — Schwartz Brothers Inc. has reported record sales and earnings for the second quarter and first half ended July 31, 1978. For the second quarter, the company's net income rose to \$76,514 from \$16,737 in the comparable period last year. For the first half of this year, net income increased to \$116,132, compared to \$47,782 in the first six months of 1977.

James Schwartz, president of Schwartz Brothers, said that the company's first half results reflected higher sales and earnings in its Harmony Hut record retail chain (the largest in the Washington-Baltimore area). The chain, which also operates in Pennsylvania, Virginia, and New Jersey, has opened five new stores on the past 13 months for a total of 19 outlets.

Schwartz also noted that the company's wholesale operations benefited during the second quarter from a number of hit records that the company distributes regionally, such as Chuck Mangione's "Feels So Good," Barry Manilow's "Even Now," and The Commodores' "Natural High."

AM Stereo Vote

(continued from page 8)

mined. Finding space on the spectrum for FM quad service is a problem and the possible switch to narrow band widths (a move under consideration for some time and not likely until the mid-1980's), only complicates the question.

Janus, Ranwood Labels Top New GRT Record Group

(continued from page 8)

quite a bit of product out on the street. With the fruition of these acquisitions we decided to establish the GRT Record Group."

The Ranwood division, Welk says, will handle all product that will not require much promotion because "it is not as oriented toward airplay as it is toward in-store marketing and merchandising." The Ranwood and Soundbird labels, which have acts such as Lawrence Welk and The Mystic Moods, are "mass merchandising-oriented" companies, Welk says, as is Sunnyside Records, a mid-line label.

LS, which specializes in country acts, is the only label in the Ranwood division that will require promotion, according to Welk.

The Janus division, which is under the direction of Janus president Ed DeJoy is comprised of the record group's contemporary labels, which will rely heavily on the Janus staff for promotion of their product. The Shady Brook label, however, which has its own promotion department, will be responsible for the initial promotion of its own records, Welk says, as well as all R&B product from the Shock label.

"Shady Brook will work the product until the time it is ready to crossover into the pop market," Welk says, "at which time the Janus staff will take over. Anything that needs heavy promotion goes to Janus."

The only exception, Welk says, is country product, which will be the responsibility of the Ranwood label, which has some country acts on its roster.

Artists on the Janus label include Charlie, Kayak, Paul Korda, Moe Koffman, David Surkamp & Doug Rayburn and David McCluskey.

No More Labels

The record group has no plans to acquire any other labels in the near future, according to Welk. "The main thing we plan to do now is make sure that every piece of product coming through the pipeline has a complete game plan behind it that ties it together from trade and consumer ads to airplay to point of purchase. We don't want to lose a single piece of product for lack of effort."

In conjunction with the formation of the record group, Janus Records has moved its offices to 9034 Sunset Blvd. in Hollywood, where the Ranwood staff has been located for 10 years.

Audio-Fidelity Co. Names Drayson

NEW YORK — Herman D. Gimbel, chairman of the board of Audiofidelity Enterprises, has appointed Harold Drayson to the position of president of the company. Drayson was formerly executive vice president of the firm. This ends speculation that Gimbel would sell his controlling share in the public-held company (Cash Box, August 26).

Audiofidelity is preparing its fall release lineup, which will be highlighted by a new LP by Dollar Brand on Chiaroscuro.



Harold Drayson

Individuals.

Bobby Hutcherson's shimmering new vibes.

The vibraphone has never sounded better on record than it does on the magically textured new Bobby Hutcherson album, "Highway One." It's Bobby Hutcherson's Columbia debut, and for the occasion he's got a brand-new set of vibes (they record better than any we've ever heard). Joining Bobby Hutcherson ("one of the best musicians in the world," according to McCoy Tyner) are Hubert Laws, Freddie Hubbard, and George Cables. "Highway One" is guaranteed to take you places you've never been before.

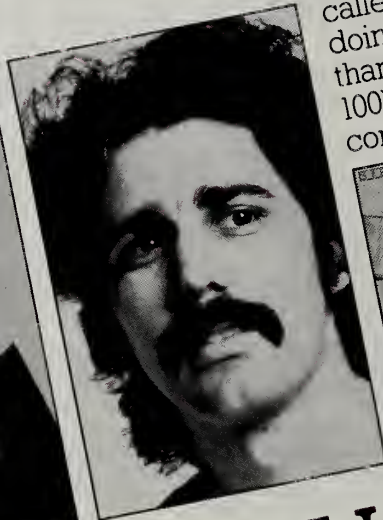


JC 35550



Steve Khan produces.

For his second solo album, guitarist Steve Khan did something he's been wanting to do for years. He called up his fellow N.Y. session men... Will Lee, Ralph MacDonald, Don Grolnick, The Brecker Brothers, and Bob James... and he produced a warm and loving album of his own compositions. It's called "The Blue Man" and it's doing more for Khan's reputation than all the rest of the (nearly 100) albums he's played on, combined.

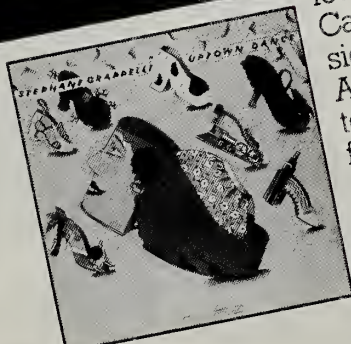


JC 35539

MUSIC BY AND FOR INDIVIDUALS.

A study in style... the elegant beauty of Stephane Grappelli.

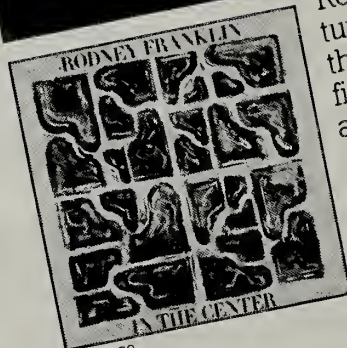
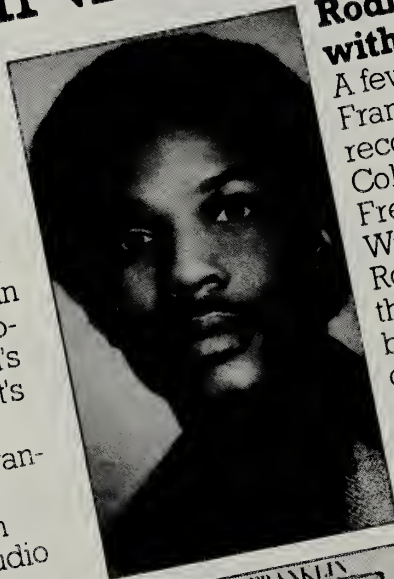
After playing with everyone from Pink Floyd to Yehudi Menuhin, you'd think that legendary jazz violinist Stephane Grappelli would run out of "firsts." Wait till you hear "Up-town Dance," Stephane Grappelli's Columbia debut. For one thing, it's his first album recorded in America... and he takes full advantage of the musical riches to be found here: Jimmy Rowles, Ron Carter, Grady Tate, and hot studio sidemen like Richard Tee and Anthony Jackson all were honored to play with Grappelli. And, for the first time, Grappelli is working with a string section (arranged and conducted by Claus Ogerman). "Up-town Dance" goes down in the books as one of the all-time great albums.



JC 38415

Rodney Franklin turns 20 with an album to his name.

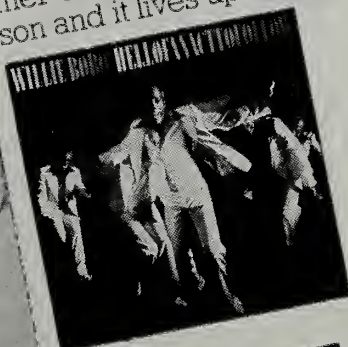
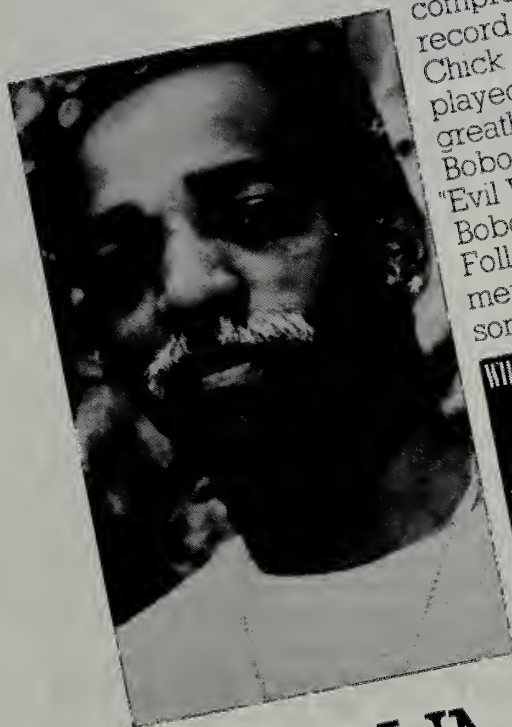
A few months ago Rodney Franklin was 19 years old, recording an album for Columbia, with sidemen like Freddie Hubbard and David T. Walker. Talent will win out, and Rodney Franklin is one of the most inspired keyboardmen in music today. When you hear his "In the Center" album we think you'll agree with producer George Butler that Rodney (who just turned 20) is one of the most exciting finds of this, or any, year.



JC 35558

Willie Bobo... a hell of an act to follow.

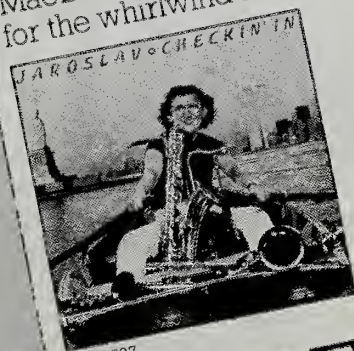
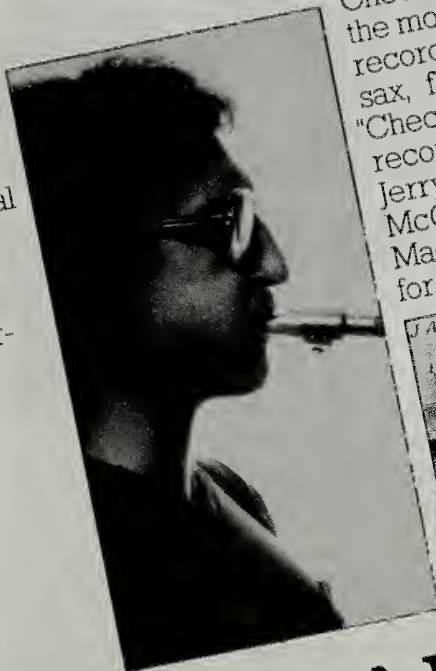
Willie Bobo's first album in over five years is truly the recorded equivalent of a show-stopper. Many of today's most revered musicians played with Willie Bobo in their early years, because Bobo always maintained a scrupulous integrity about his music... refusing to compromise for promoters or record labels. Herbie Hancock, Chick Corea, Joe Farrell... all played with Bobo. Santana was greatly influenced by Willie Bobo (who recorded the original "Evil Ways"). The new Willie Bobo album, "Hell of an Act to Follow," was produced by former Crusader Wayne Henderson and it lives up to its title.



JC 35374

Jaroslav's wild and crazy good time.

He smiles, he laughs, he has a ball... and it all comes through his reeds. He's Jaroslav, a Czechoslovakian compatriot of Miroslav Vitous and Jan Hammer. Since arriving in America he's played with Average White Band, Bette Midler, and Carly Simon... but his real score is the incredible "Checkin' In" album. It's some of the most ear-catching music on record. In addition to Jaroslav's sax, flute, and mini-moog playing, "Checkin' In" marks the return to recording of electric violinist Jerry Goodman. Hugh McCracken and Ralph MacDonald are also along for the whirlwind ride.



JC 35537

ON COLUMBIA RECORDS AND TAPES.

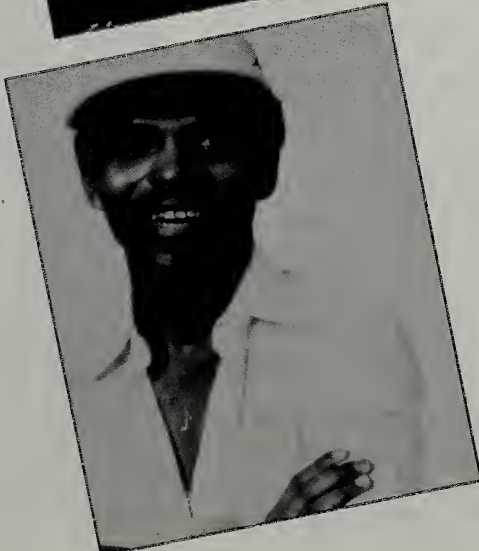
Ronnie Foster... a key to George Benson's hit albums.

Ronnie Foster began playing professionally at age fourteen. Ten years later he was keyboardist with George Benson. You'll hear Ronnie's acoustic piano, electric piano and synthesizer on the hit albums "Breezin'" and "Weekend in L.A." And you'll hear a lot more on "Love Satellite," his first Columbia solo album. Joining



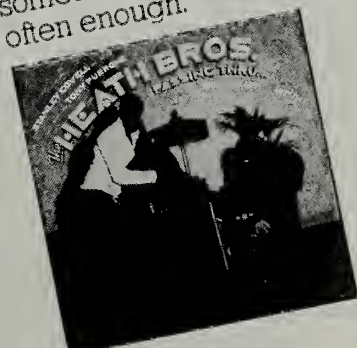
JC 35373

Ronnie Foster on his album are a few friends and fans he's accumulated through the years: Alphonso Johnson, Byron Miller, Leon "Ndugu" Chancler, and producer Jerry Peters.



The Heath Brothers... born to play together.

Percy Heath was the pulse of the Modern Jazz Quartet for over 20 years. Meanwhile his brother Jimmy Heath was playing sax with some of the biggest names in jazz, and having his compositions recorded by Miles Davis, Donald Byrd, John Coltrane, Herbie Mann, Cannonball Adderly and about 100 others. On their Columbia debut, "Passing Thru..." they're joined by brother Albert Heath on drums, Jimmy's son Mtume on percussion, the brilliant keyboardist Stanley Cowell, and Tony Purrone on guitar. The closely-knit quality of the music on "Passing Thru..." is something you don't hear often enough.



JC 35573

Capitol Awards Highlights



CAPITOL AWARDS — Capitol Records recently held its "Sales and Promotion Awards for fiscal 1977-78" dinner at North Hollywood's Universal Sheraton Hotel. Pictured (l-r) are: Bhaskar Menon, chairman & chief executive officer, CRI; Oscar Arslanian, director, press & artist relations, Capitol; and Bob Young, VP of business affairs. Seen accepting the "Paul Johnson Memorial Award," honoring Capitol's late national director of promotion, soul division are (l-r): Dick Dawkins, Morris Rogers, promo managers, Atlanta; Jack Wellmon, promo manager, Philadelphia; Vivian Fant, promo manager, Detroit; Gordon Alderson, promo manager, Chicago; Garey Johnson, promo manager, Miami; Rusty Moody, promo manager, N.Y.; Jemy Cheers, promo manager, L.A.; Ann Aiston of the R&B promo staff; and Bob Riley, Johnson's successor who presented the memorial award to his staff; Larkin Arnold, VP of soul division; and Don Zimmermann, Capitol's president and chief operating officer; Russell "Rusty" Moody, R&B promotion manager, N.Y. is seen accepting the "R&B Promotion Manager of The Year" award; Riley; and Zimmermann. In the middle row (l-r) are: Stan Forman, promo manager, Pacific northwest; Bruce Wendell, VP promotion;

Steve Meyer, national promo manager; Jerry Brackenridge, district manager Atlanta who was named "District Manager of The Year"; Larry Hathaway, national sales manager; Walter Lee, VP sales; and Zimmermann; Hathaway; Vyto Lazauskas, sales area manager, Chicago, seen holding his award for being named "#1 Salesman Of The Year"; Lee; Zimmermann; Jim Mazza, president and chief operating officer, EMI America; Jack Ashton, AOR promo manager Detroit, EMI/America, who was named "Best AOR Promotion Manager For EMI America in 1978"; and J.J. Jordan, the label's director of national promotion. In the bottom row are: Chuck Dunaway, director of national AOR radio promotion, EMI America; Al Marks, EMI promo manager in Washington, D.C., seen accepting the "All Around Promotion Man" award; Mazza; and Jordan; Gary Gersh, EMI promo man in L.A., is seen accepting award for "Best Promotion Manager At The Top 40 Level"; Jordan; Zimmermann; Wendell; Stan Forman, promotion manager for the Pacific northwest, who was named "Promotion Manager of the Year" for Capitol; Meyer; and Zimmermann. Menon's speech stressed the company's continued growth.

Evelyn King's 'Shame' Was Single That Refused To Die

(continued from page 12)
10 pop, and on Sept. 6, the LP that contained "Shame," "Smooth Talk," went gold as well.

In many ways, "Shame" was a pioneering record because of its disco-to-R&B-to-pop crossover progression and its accumulation of 12-inch and seven-inch 45 and LP sales. "People are afraid to go on a record that has a disco base," asserted Abramson, "even moreso than on a record that has an R&B base. 'Disco' has become a terrible label for a record to have in Top 40 radio, and that was responsible for so much of the resistance to "Shame." But when a record reaches your target market, you have to go on it, and that's why "Shame" hit the top seven after it had been out for almost a year." Staton added, "People have to realize that the same people that go to the disco listen to the radio, and that disco is an excellent testing ground. What better way can you get a built-in response to a record than to play it in a disco and see if people dance to it?"

12-Inch Factor
Another hard-to-measure quantity that RCA had to deal with was the 12-inch. "Shame" technically had sold a million copies well over a month before it was certified gold, but an unofficial gold certification had to be reversed, according to Abramson, because of an RIAA technicality: the several hundred-thousand sales from the 12-inch had to be disqualified on the grounds that its flip side was different from that of the seven-inch. Finally, the label inserted the 12-inch version of "Shame" on the "Smooth Talk" album, replacing a version that was about 10 minutes shorter. Hoping to stimulate album sales, the label found out that the demand for the 12-inch did not diminish and

that production on it could not slow down.

Spirit Of Harmony

But, despite RCA's ingenuity and tenacity in bringing the record home, Abramson insisted that it was the spirit of personal harmony and professional coordination of the pop and R&B promotion departments that was the single greatest factor in bringing the record as far as they did. "The important thing about this promotion was the way black and white promotion worked in sync," he said, "and that when it was decided to escalate the spread of the record that we would back up black promotion so that black play would not fall off as white play was picking up. He added, "This is the most strongly integrated promotion department I've seen in the six years I've been here."

Staton concluded, "The record has sold 1.3 million now, and another 400,000 on 12-inch, and it's still selling. Right now we feel the best thing to do is get Evelyn's next record out, 'I Don't Know If It's Right,' in about a week. But 'Shame' has definitely been the record that refused to die."

Everybody's Launches Sixth Store In Chain

PORTLAND — Everybody's Record Company has opened a new 7,100-square-foot store at 8115 S.E. Stark St. in East Portland. Tom Keenan, president of the six-store chain, said that the new outlet is the company's "biggest and most comprehensive" to date.

Previously located at 7901 S.E. Stark, the new store will feature "open tape shelves, new approaches in videotape presentation, and a spectacular commitment to point-of-purchase display areas," according to Keenan.

Brooks Arthur Signs Prod'n Deal With 20th Century Label

(continued from page 12)

Neil Diamond. Twenty years later, Arthur would like nothing better than to bring some of his old friends, and others he has worked with as a producer and engineer, into the Palm Tree fold.

"I'd love to produce some of my old friends from Palm Tree," Arthur says. "But only if their options are up would we make any offers. I won't do any poaching. The industry has been too good to me for me to do any of that."

Palm Tree will be signing lyric-oriented singer-songwriters primarily, unless Arthur hears someone "who rocks my socks off."

"I'm interested in songs of life and voices of life," says Arthur. "It'll be an exclusive club."

Outside Producers

While Arthur is free to pursue production deals outside of Palm Tree, other producers may be brought in to work with some of Palm Tree's artists.

"I know when an artist is going to hap-

pen," says Arthur. "But I can't do everything, some types of music are not my strong suit. So I'd love to work with outside producers who are, if I can be so bold, in my league as a producer."

20th recently threw a party in Los Angeles to celebrate its new association with Palm Tree and Arthur found the party to be a big confidence builder for him.

"I looked around at my friends, many of whom had traveled great distances to be there, and I knew for sure that Palm Tree is going to make it," reports Arthur. "I'm very confident."

So is Alan Livingston, president of the 20th Century-Fox Entertainment Group. "We feel very fortunate to have acquired the services of Brooks Arthur. His expertise in the selection and production of new talent is bound to serve us well and we look forward to a long and successful association."

Palm Tree will be located in the offices of 20th Century-Fox Records, 8544 Sunset Blvd., (213) 657-8210

East Coastings/Points West

(continued from page 18)

The group was in town to videotape a commercial supporting their new LP, "Giant For A Day."

POINTS WEST — MORE MORRISON — Elektra Records is set to release its compilation of lyrics and poetry by Jim Morrison, an album he conceived in the last months before his death seven years ago. Titled "An American Prayer," the album is given musical accompaniment by former Doors Ray Manzarek, John Densmore and Robby Krieger. The trio with filmmaker and long-time Morrison associate Frank Lisclandro, are credited with the album's production and direction. It is the first album to contain any previously unreleased Jim Morrison of Doors material since the group's last Elektra album, "L.A. Woman," was released in 1971. "An American Prayer" is slated for release Nov. 5. . . The Atlanta Rhythm Section performs for President Carter and family Sept. 25 on the White House lawn. The event is an outdoor barbecue for 600 friends of Chip and Jeff Carter. While on the subject of President Carter, last week the President's mother, Lillian Carter, suggested that

(continued on page 37)

COUNTRY

TOP 50 ALBUMS

	Weeks On Chart			Weeks On Chart	
	9/23	Chart		9/23	Chart
1 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	2	7	26 IT'S A HEATACHE BONNIE TYLER (RCA AFL 1-2821)	15	17
2 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11732)	1	34	27 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	21	27
3 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	3	14	28 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 3504)	26	45
4 STARDUST WILLIE NELSON (Columbia JC 353605)	4	22	29 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1718)	32	53
5 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA903-H)	5	11	30 JERRY LEE LEWIS KEEPS ROCKIN' (Mercury SRM-1-5010)	30	10
6 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	8	34	31 BARTENDER'S BLUES GEORGE JONES (Epic KE 35414)	41	7
7 EXPRESSIONS DON WILLIAMS (ABC AY 1069)	—	1	32 REFLECTIONS GENE WATSON (Capitol SW-11805)	34	3
8 ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO ELVIS PRESLEY (RCA CLP 1-2901)	9	7	33 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	37	34
9 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury ARM 1-5007)	6	25	34 C.W. MCCALL'S GREATEST HITS (Polydor PO-1-6156)	39	2
10 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	7	14	35 WE BELONG TOGETHER SUSIE ALLANSON (Warner/Curb BSK-3217)	35	4
11 OH! BROTHER LARRY GATLIN (Monument MG 7626)	11	16	36 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPN-0211)	—	1
12 HONKY TONK HEROES CONWAY TWITTY/LORETTA LYNN (MCA 2372)	12	12	37 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	38	44
13 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA-835-H)	10	35	38 MELLO MEL MCDANIEL (Capitol ST 11779)	40	2
14 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	16	26	39 DAYTIME FRIENDS KENNY ROGERS (United Artists UA-LA 754-G)	42	6
15 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	17	41	40 20 GOLDEN GREATS BUDDY HOLLY/THE CRICKETS (MCA 3040)	—	1
16 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA-2375)	14	8	41 WHITE MANSIONS VARIOUS ARTISTS (A&M SP-6004)	31	5
17 WOMANHOOD TAMMY WYNETTE (Epic KE-35442)	13	13	42 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	43	53
18 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	18	49	43 DOTTIE DOTTIE WEST (UA LA-860-G)	36	3
19 COUNTRY BOY DON WILLIAMS (ABC DO 2088)	19	8	44 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	48	25
20 LOVE ME WITH ALL YOUR HEART JOHNNY RODRIGUEZ (Mercury SRM-1-5011)	20	10	45 SON OF A SON OF A SAILOR JIMMY BUFFET (ABC AA-1046)	50	23
21 I BELIEVE IN YOU MEL TILLIS (MCA-2364)	22	14	46 THE BEST OF GENE WATSON (Capitol ST-11782)	28	13
22 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic KE 35443)	23	5	47 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	33	48
23 THE VERY BEST OF CONWAY TWITTY (MCA 3043)	24	17	48 GUITAR MONSTERS CHET ATKINS & LES PAUL ((RCA APL 1-2768)	44	12
24 TEAR TIME DAVE & SUGAR (RCA APL-1-2861)	—	1	49 OL'WAYLON WAYLON JENNINGS (RCA APL 1-2317)	45	72
25 ROOM SERVICE OAK RIDGE BOYS (ABC AY-1065)	25	16	50 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771-G)	47	9

Producer Artist Jack Clement Revives JMI Records Label

by Bob Campbell

NASHVILLE — JMI Records, an independent label formed in 1972 by Jack Clement and Allen Reynolds and dormant for four years, swings back into operation next week with the release of a Stoney Edwards single, "If I Had To Do It All Over," produced by Clement.

According to Clement, an album is now being produced on Edwards with artists Jim Rooney, Kathy Johnson, Rachel Peer and Rick Schuiman working on single and album product for JMI. Bill Williams, formerly director of operations for Elektra/Asylum here, has been appointed national promotion director for JMI. Clement also said JMI will be utilizing independent distributors.

"We have a full, independent distribution system set up," said Clement, who recently released his own album, "All I Want To Do In Life," on Elektra/Asylum. "I didn't have much to do with setting up distribution last time, but I set it up myself this time. We are talking now with New Zealand and other countries about full, international distribution. I would like to get product out all over the world. I have never had any problems with distributors before. They have always paid us well, and our returns were never more than 10 percent."

More Than A Label

Clement, a multi-talented music veteran who has produced and written hit records for such artists as Jerry Lee Lewis ("Whole Lot of Shakin' Going On"), Johnny Cash, Waylon Jennings, Charley Pride, and Dickey Lee ("Patches"), created more than an independent record company in the early '70s when he and Reynolds formed JMI. Clement established a creative umbrella, which included Jack Music, Inc. (still owned and operated by Clement), and gathered around him a select family of musicians, writers, producers and artists who worked together and helped each other develop talent and skill in every facet of the music business. Most of these people are now creative leaders in the music industry.

Don Williams, who wrote for Jack Music, Inc., released "Amanda," "Come Early Morning," "The Shelter Of Your Eyes" and "I Recall A Gypsy Woman" on JMI, and award-winning writers Bob McDill and Wayland Holyfield were writing partners with Williams in the early JMI days. Reynolds, who was vice president and producer for JMI, has produced five Crystal Gayle albums, including the platinum "We Must Believe In Magic." (Clement said Reynolds may produce product for JMI under the new operations.) Other JMI artists were Rex Allen, Jr., Mary Kay James and Larry Kingston.

The early JMI operation also included a house band consisting of bass player Joe Allen, drummer Kenny Malone and Jim Isbell, the late Jimmy Colvard and Charles Cochran. Clement said the intention of the early JMI sessions was "to make music we would like to take home and listen to." At the height of JMI, the company consisted of three studios (Jack Clement Recording Studios A&B and Jack's Tracks), a photography department and a publicity division. The Jack Music catalog includes material recorded by Linda Ronstadt, Eric Clapton, Crystal Gayle, Tammy Wynette, Elvis Presley, Engelbert Humperdinck, Kenny Rogers, Perry Como, George Jones and Bobby Bare.

Over the past couple of years, Clement has built a new 24-track recording facility in his home/office with two separate production rooms.

"It is the same as before, except maybe better," Clement said. "I am developing a house band, and we are cutting music every day. I have everyone here learning how to run the board, and I will let them all produce stuff. After tuning up the studio for a year, I just started cutting some great sounding product. It just got to clicking one day, and I think it is the best stuff I have ever cut. I just decided it was time to start releasing product."

RCA Product Topping Charts

NASHVILLE — RCA is showing unusual chart strength this week with five country singles in the **Cash Box** country singles chart, the #1 album in the **Cash Box** country albums chart and Waylon Jennings new album, "I've Always Been Crazy," shipping gold.

Dolly Parton's latest single, "Heartbreaker," is now #1 after seven weeks on the chart, and her album by the same name is also #1 in the chart after seven weeks. In addition, Parton's platinum "Here You Come Again" album rests this week at #18 after 49 weeks on the country album chart.

"Tear Time" by Dave and Sugar is #5 with a bullet this week after seven weeks on the singles chart, while Ronnie Milsap's "Let's Take The Long Way Around The World" hits #6 with a bullet after five weeks on the chart and Jim Ed Brown and Helen Cornelius' "If The World Ran Out Of Love Tonight" is #9 this week with a bullet after 12 weeks. Jennings' "I've Always Been Crazy" is #8 this week after hitting the #1 spot last week. "I've Always Been Crazy" has been in the charts for 10 weeks.

Nashville's Top Billing Will Represent New York Advertising Firm In South

NASHVILLE — Top Billing President Tandy Rice has announced an agreement in which his booking and management company will represent the southern interests of Lloyd Kolmer Enterprises, a New York-based commercial house which negotiated contracts for celebrities endorsing products in advertising campaigns.

Since 1971, Lloyd Kolmer Enterprises has landed contracts with more than 140 celebrities involving some 100 products. The company has been responsible for Catherine Deneuve promoting Chanel, Edward G. Robinson advertising Wilkinson Blades and Marcel Marceau lending his name to Xerox.

With country music and its stars becoming more and more visible on a national

scale, firm President Lloyd Kolmer said he had grown more aware of the popularity of country entertainers.

"With our corporation's growth, we have awakened to the consistent development of interest in country music, the demands for country music contacts and our need for expertise in this area," Kolmer said. "Nobody has more contacts or expertise than Top Billing."

Rice said this association could benefit the whole industry here. "I have long heard of and been impressed with Mr. Kolmer's reputation on Madison Avenue. Our affiliation with him on the eve of our 10th anniversary could prove to be highly beneficial to us as well as the entire country music industry."



BMI HOSTS MCA MUSIC IN NASHVILLE — Broadcast Music, Inc. hosted the New York, Los Angeles, Canadian and Nashville MCA Music Publishing staffs in Nashville recently during MCA Music's first full meeting with its expanded staff. Shown at the luncheon reception are (l-r): Leeds Levy, vice-president, MCA Music, New York; Jerry Crutchfield, MCA Music vice-president, Nashville; Francis Preston, BMI vice-president, Nashville; Sal Chiantia, MCA Music president, New York; Warren Brown, vice-president, MCA Music, California; and Mark Koren, MCA Music vice-president, New York.

CASH BOX TOP 100 COUNTRY

September 23, 1978

	9/23	Weeks On Chart		9/23	Weeks On Chart		9/23	Weeks On Chart
1 HEARTBREAKER DOLLY PARTON (RCA PB-11296)	2	7	34 TOE TO TOE FREDDIE HART (Capitol P-4609)	36	7	68 CARIBBEAN SONNY JAMES (Columbia 3-10764)	57	11
2 IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD (MCA 40936)	3	8	35 THAT'S WHAT YOU DO TO ME CHARLY McCLAIN (Epic 8-50598)	43	3	69 ROSE COLORED GLASSES JOHN CONLEE (ABC AB-12356)	61	20
3 WHO AM I TO SAY THE STATLER BROS. (Mercury 55037)	4	10	36 TWO LONELY PEOPLE MOE BANDY (Columbia 3-10820)	48	3	70 SHOW ME A SIGN JIM CHESTNUT (ABC/Hickory 45-51169)	70	8
4 WOMANHOOD TAMMY WYNETTE (Epic 8-50574)	5	12	37 BORDERTOWN WOMAN MEL. McDANIEL (Capitol P-4597)	41	8	71 YOU'RE A DANCER EDDY RAVEN (Monument 45-260)	74	7
5 TEAR TIME DAVE & SUGAR (RCA PB-11322)	6	7	38 NIGHTS ARE FOREVER WITHOUT YOU BUCK OWENS (Warner Bros. WBS 8614)	42	7	72 I OWE IT ALL TO YOU JERRY ABBOTT (Churchill CR-7715)	75	6
6 LET'S TAKE THE LONG WAY (AROUND THE WORLD) RONNIE MILSAP (RCA PB-11369)	13	5	39 I WANT TO BE IN LOVE JACKY WARD (Mercury 55038)	26	10	73 WHAT'S THE NAME OF THAT SONG GLENN BARBER (Century 21 C21-100)	78	3
7 PENNY ARCADE CRISTY LANE (LS-167)	9	11	40 I JUST WANT TO LOVE YOU EDDIE RABBITT (Elektra E-45531)	—	1	74 THE LITTLE MAN'S GOT THE BIGGEST SMILE IN TOWN ARTHUR BLANCH (MCA 5015F)	79	3
8 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA PB-11344)	1	10	41 BE YOUR OWN BEST FRIEND RAY STEVENS (Warner Bros. WBS 8603)	45	8	75 SOMEDAY YOU WILL JOHN WESLEY RYLES (ABC AB-12410)	—	1
9 IF THE WORLD RAN OUT OF LOVE TONIGHT JIM ED BROWN/HELEN CORNELIUS (RCA PB-11304)	11	12	42 TWO HEARTS TANGLED IN LOVE KENNY DALE (Capitol P-4619)	46	5	76 THIS IS A HOLD UP RONNIE McDOWELL (Scorpion SC 0560)	—	1
10 CRYIN' AGAIN OAK RIDGE BOYS (ABC AB-12397)	16	5	43 BACK IN THE USA LINDA RONSTADT (Elektra/Asylum E-45519-A)	47	5	77 JULIET & ROMEO RONNIE SESSIONS (MCA 40952)	—	1
11 ANYONE WHO ISN'T ME TONIGHT KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)	18	5	44 LAST NIGHT, EV'RY NIGHT REBA McENTIRE (Mercury 55037)	49	6	78 PUT IT ON ME LOUIS MANDRELL (Epic 8-50565)	80	8
12 EASY FROM NOW ON EMMYLOU HARRIS (Warner Bros. WBS 8623)	12	9	45 HANDCUFFED TO A HEARTACHE MARY K. MILLER (Inergi I-310)	50	3	79 THE HAPPY DAYS ROY CLARK (ABC AB-12402)	82	3
13 IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) JOE STAMPLEY (Epic 8-50575)	8	12	46 HUBBA HUBBA BILLY "CRASH" GRADDOCK (Capitol P-4642)	52	3	80 RIDER IN THE RAIN RANDY NEWMAN (Warner Bros. WBS 8630)	81	7
14 HERE COMES THE HURT AGAIN MICKEY GILLEY (Epic 8-50580)	17	10	47 WITH LOVE REX ALLEN, JR. (Warner Bros. WBS 8608)	10	10	81 STRAWBERRY FIELDS FOREVER TERRI HOLLOWELL (Con Brio CBK 139)	83	3
15 HELLO MEXICO (AND ADIOS BABY TO YOU) JOHNNY DUNCAN (Columbia 3-10783)	7	11	48 WHEN A WOMAN CRIES DAVID ROGERS (Republic REP 029)	60	4	82 WHAT CHA DOIN' AFTER MIDNIGHT, BABY HELEN CORNELIUS (RCA PB-11375)	87	2
16 AIN'T NO CALIFORNIA MEL TILLIS (MCA 40946)	21	4	49 THINGS I'D DO FOR YOU MUNDO EARWOOD (GMC-104-A)	54	5	83 IF YOU THINK I LOVE YOU NOW JIM MUNDY/TERRI MELTON (MCM 100)	85	4
17 DO IT AGAIN TONIGHT LARRY GATLIN (Monument 45-259)	19	8	50 UNTIL THE NEXT TIME BILLY PARKER (SRC SC-160)	53	7	84 ALL I WANT TO DO IN LIFE JACK CLEMENT (Elektra E-45518)	84	3
18 NO SLEEP TONIGHT RANDY BARLOW (Republic REP 024)	20	8	51 GONE GIRL JOHNNY CASH (Columbia 3-10817)	56	4	85 CAN YOU FOOL GLEN CAMPBELL (Capitol P-4584)	88	2
19 LITTLE THINGS MEAN A LOT MARGO SMITH (Warner Bros. WBS 8658)	23	4	52 DEVOTED TO YOU CARLY SIMON & JAMES TAYLOR (Elektra E-45506)	59	4	86 MY SIDE OF TOWN BILLY LARKIN (Mercury 55040)	86	2
20 ANOTHER GOODBYE DONNA FARGO (Warner Bros. WBS 8643)	22	6	53 OLD FLAMES (CAN'T HOLD A CANDLE TO YOU) JOE SUN (Ovation OV-1107)	14	14	87 SHARE YOUR LOVE TONIGHT ANN J. MORTON (Prairie Dust PD-7627)	89	2
21 SLEEPING SINGLE IN A DOUBLE BED BARBARA MANDRELL (ABC AB-12403)	27	4	54 BLUE SKIES WILLIE NELSON (Columbia 3-10784)	15	11	88 SECRETLY JIMMIE RODGERS (Scrimshaw M-1318-S)	90	4
22 ONE SIDED CONVERSATION GENE WATSON (Capitol P-4816)	29	6	55 STAY WITH ME NICK NOBLE (Churchill 7713)	65	5	89 THE MAN THAT TURNED MY MAMA ON ED BRUCE (Epic 8-50613)	—	1
23 I FOUGHT THE LAW HANK WILLIAMS, JR. (Warner/Curb WBS 8641)	25	8	56 LAST LOVE OF MY LIFE LYNN ANDERSON (Columbia 3-10809)	58	6	90 DIG DOWN DEEP DEL REEVES (United Artists UA-X1230-4)	92	4
24 DAYLIGHT T.G. SHEPPARD (WBS-8678)	37	2	57 IF THIS IS JUST A GAME DAVID ALLAN COE (Columbia 3-10816)	67	5	91 JUST OUT OF REACH OF MY TWO OPEN ARMS LARRY G. HUDSON (Lone Star 702)	—	1
25 WHAT TIME DO YOU HAVE TO BE BACK TO HEAVEN HAZZY BAILEY (RCA PB-11338)	35	8	58 BLUER THAN BLUE BEVERLY HECKEL (RCA PB-11360)	68	4	92 LUZIANA RIVER VAN TREVOR (Country International 131)	—	1
26 SWEET DESIRE THE KENDALLS (Ovation OV-1112)	40	2	59 LOVE, LOVE, LOVE/CHAPEL OF LOVE SANDY POSEY (Warner Bros. WBS 8610)	24	9	93 SAVE THE LAST DANCE FOR ME RON SHAW (Pacific Challenger PC-1631)	94	2
27 HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS-903)	28	11	60 LOVIN' YOU OFF MY MIND CATES SISTERS (Caprice CA-2051)	63	5	94 SHARING THE NIGHT TOGETHER DR. HOOK (Capitol P-4621)	98	3
28 '57 CHEVROLET BILLIE JO SPEARS (UA-X1229-Y)	32	8	61 I WISH YOU COULD HAVE TURNED MY HEAD (AND LEFT MY HEART ALONE) SONNY THROCKMORTON (Mercury 55039)	64	4	95 SATURDAY NIGHT SIN JEAN SHEPPARD (Scorpion SC-0557)	95	2
29 SWEET FANTASY BOBBY BORCHERS (Epic 8-50585)	33	8	62 FADIN' IN, FADIN' OUT TOMMY OVERSTREET (ABC AB-12408)	—	1	96 YOU'RE A VIOLIN THAT NEVER HAS BEEN PLAYED BILLY WALKER (Scorpion SC-0552)	96	4
30 THE FEELINGS SO RIGHT TONIGHT DON KING (Con Brio CBK 137)	31	9	63 THREE TIMES A LADY NATE HARVELL (Republic REP 025)	30	12	97 I'M TIRED OF BEING ALONE JACK & TRINK (NSD-4)	97	4
31 DANGER HEARTBREAK AHEAD ZELLA LEHR (RCA PB-11359)	38	6	64 BOOGIE GRASS BAND CONWAY TWITTY (MCA 40929)	39	12	98 SO GOOD JEWEL BLANCH (RCA PB-11329)	100	3
32 FAIR AND TENDER LADIES CHARLIE McCOY (Monument 45-258)	34	8	65 RAKE AND RAMBLIN' MAN DON WILLIAMS (ABC AB-12373)	51	14	99 IF I'M GONNA SINK JOHNNY PAYCHECK (Little Darlin' LD-7804)	99	2
33 WHAT HAVE YOU GOT TO LOSE TOM T. HALL (RCA PB-11376)	44	3	66 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPS 0301)	55	13	100 IF THAT'S NOT LOVING YOU (YOU CAN'T SAY I DIDN'T TRY) RUBY FALLS (50 States FS-63A)	93	5
			67 YOU'VE STILL GOT A PLACE IN MY HEART CON HUNLEY (Warner Bros. WBS-8671)	—	1			

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No Californie (Tree Pub. — BMI) 16	Heartbreaker (Songs of Manhattan Island/Begonia Melodies — BMI) 1	Let's Take Me (Chess — ASCAP/PI-Gem — BMI) 6	That's What (Music City — ASCAP) 35
All I Want (Good Music — ASCAP/Aunt Polly's — BMI) 84	Here Comes (Jack & Bill — ASCAP) 14	Little Things Mean (Leo Feist — ASCAP) 19	The Feelings (Music City — ASCAP) 30
Another (ATV/Menn & Weil/Frescott — BMI) 20	Hopelessly Devoted (Hit Wood/John Ferrar/Ensign — BMI) 27	Love, Love, Love (Unichappell — BMI) 59	The Heppys (Chappell/Aznevour — ASCAP) 79
Anyone Who Isn't (Bobby Goldsboro — ASCAP) 11	Hubba Hubba (Ray Stevens — BMI) 46	Lovin' You Off (Sound Corp. — ASCAP) 60	The Little Men's (Ceseyem — BMI) 74
Back In The (Arc Music — BMI) 43	I Fought The (Acuff-Rose — BMI) 23	Luziene River (Norm, Spr and Birmingham — BMI) 92	The Men That (Tree — BMI) 89
Be Your Own (Ray Stevens — BMI) 41	I Just Went (Birtarpatch/Debdave — BMI) 40	My Side Of (Music City — ASCAP) 86	Things I'd Do (Music West of the Pecos — BMI) 49
Blue Skies (Irving Berlin — ASCAP) 54	I Owe It (Valence/Churchill — BMI) 72	Nights Are (Dawnbreaker — BMI) 38	This Is A (Cristy Lane — ASCAP) 76
Bluer Than Blue (Let Me Be There — ASCAP) 58	I Wish You (Tree Pub. — ASCAP) 37	No Sleep Tonight (Freber Music — BMI) 18	Three Times A (Jobete/Commodores Entertainment — ASCAP) 63
Boogie Grass (Bucksnot — BMI) 64	I Wish You (Tree Pub. — ASCAP) 37	Old Flames (Bellinde — BMI) 53	Toe To (Blackwood/Fullness — BMI) 34
Boordertown (Screen Gems/EMI — BMI) 37	If I'm Gone (Mayhen — BMI) 99	One Sided (Joe Allen — BMI) 22	Two Hearts Tangled (Publicere — ASCAP) 42
Can You Fool (Royel Oak/Windster — ASCAP) 85	If You Think (Murdy Music — ASCAP) 83	Penny Arcade (House of Bryant — BMI) 7	Two Lonely (Milene — ASCAP) 36
Caribbean (Bellinde/Elvis Presley — BMI) 68	If That's Not (Amberweys — ASCAP/Blue Mex — BMI) 100	Put It On (Tree Pub. — BMI) 78	Until The (Paekle — BMI) 50
Chapel Of Love (Mother Bertha/Trio — ASCAP) 59	If The World (ABC/Dunhill — BMI/American Broadcasting — ASCAP) 9	Rake and Remblin' (Hell-Clement — BMI) 65	What Che' (Dunhill — BMI) 82
Cryin' Again (Tree Pub. — BMI/Cross Keys — ASCAP) 10	If This Is (Warner/Temerlane — BMI) 57	Rider In (Hightree — BMI) 80	What Have You (Hallnote — BMI) 33
Danger (Duchess/Posey — BMI) (Crosskeys — ASCAP) 31	If You've Got (Gelleon — ASCAP) 13	Rose Colored (House of Gold/Pommerd — BMI) 69	What Time Do (House of Gold — BMI) 25
Daylight (Blue Lake — BMI) 24	I'm Tired Of Being (Hit Kin/Blue Brench/Dele McBride — BMI) 97	Saturday Night (Hello Darlin' — SESAC) 95	What's The Name (Glenn To Glenn — BMI/Merliker — ASCAP) 73
Devoted To You (House Of Bryant — BMI) 52	It's Been A (Shade Tree — BMI) 2	Save The Last (Rumbero — BMI) 93	When A Women Cries (Door Knob — BMI) 48
Dig Down Deep (Annie Over — ASCAP/Don Weyne — BMI) 90	I've Always (Waylon Jennings — BMI) 8	Secretly (Planetary — ASCAP) 88	Who Am I (American Cowboy — BMI) 3
Do It Again (First Generation — BMI) 17	Juliet & Romeo (Combine — BMI) 77	Shere Your (April — ASCAP) 87	With Love (Boxer — BMI) 47
Easy (Song of Cash — ASCAP) 12	Just Out Of (4-Ster — BMI) 91	Sharing The (Music Mill — ASCAP/Ai Certee — BMI) 94	Womanhood (Tree Pub. — BMI) 4
Fadin' In (Tender — BMI) 32	Last Love (Easy Nine/Beby Chick — BMI) 56	Show Me A (Acuff-Rose — BMI) 70	You're A (Milene — ASCAP) 71
Fair And Tender (Acuff-Rose — BMI) 32	Last Night (Combine — BMI/Music City — ASCAP) 44	Sleeping Single (PI-Gem — BMI) 21	You're A Violin (Double Play/Pro Cenede — BMI) 96
'57 Chevrolet (ATV Music — BMI) 28	Let's Shake (Hungry Mountain — BMI) 66	So Good (Music City — ASCAP) 98	You've Still Got (Fred Rose — BMI) 67
Gone Girl (Jack Music — BMI) 51		Someday You (Hell-Clement — BMI) 75	
Handcuffed To A (Mendy Music — ASCAP) 45		Stey With Me (U.A./Zoobe — ASCAP) 55	
		Strewberry Fields (Mcclen — BMI) 81	
		Sweet Desire (Terrace — ASCAP) 26	
		Sweet Fantasy (Chappell — ASCAP) 29	
		Teer Time (Forrest Hills — BMI) 5	

NARVEL FELTS (ABC AB 12414)

One Run For The Roses (3:10) (Jerry Chesnut Music — BMI) (Jerry Chesnut)
Brand new material written by Jerry Chesnut and related as only Narvel Felts can. Only 20 seconds into this cut and everyone will know this is Narvel with his best release ever.

CHARLIE RICH (Epic 8-50616)

On My Knees (3:11) (Hi Lo Music — BMI) (C. Rich)
Charlie never sounded better than on this cut from the Epic vault of Rich material. Penned by Charlie with vocal support by Janie Fricke.

VERN GOSDIN (Elektra E-45532)

Break My Mind (3:36) (Acuff-Rose — BMI) (John D. Loudermilk)
With Gary S. Paxton producing this session and the unique voice of Vern Gosdin, this hit from the late sixties could see new chart activity.

STERLING WHIPPLE (Warner Bros. WBS-8632)

Then You'll Remember (3:50) (Tree Pub. — BMI) (Sterling Whipple)
Sterling has been one of the top country writers this past year and now shows he has vocal ability to match his lyrical style. Produced by Jimmy Bowen with strings by Alan Moore.

Singles To Watch

LARRY G. HUDSON (Lone Star 702)

Just Out Of Reach Of My Two Open Arms (3:30) (4-Star Music — BMI) (V.F. (Pappy) Stewart)

JODY MILLER (Epic 8-50612)

Kiss Away (2:51) (Wren Music/Al Gallico Music — BMI) (B. Sherrill/G. Sutton)

BOBBY HOOD (Chute CR 102)

Come To Me (2:45) (Starcast Music — ASCAP) (Bobby Hood)

RAYBURN ANTHONY (Mercury 55042)

I Thought You Were Easy (2:55) (Hall-Clement Pub. — BMI) (Bob McDill)

DURWOOD HADDOCK (Eagle International EI-1148)

Everynight Sensation (2:36) (Curtis Wood Music — ASCAP) (Durwood Haddock/Jimmy McGowan)

SELMO RAE (Yucca 45-228)

Macon Georgia Love (3:01) (Escondido — BMI) (Rusty Summerville)

ED BRUCE (Epic 8-50613)

The Man That Turned My Mama On (3:11) (Tree Pub. — BMI) (Ed Bruce)

RONNY ROBBINS (Artic Records AR 878 R)

The Last Lie I Told Her (3:07) (Parajax Music — BMI) (P. Milton)

PAUL CRAFT (RCA PH-11321)

Brother Jukebox (2:48) (Black Sheep Music — BMI) (Paul Craft)

BRENDA KAY PERRY (MRC 1021)

My Daddy Was A Travellin' Man (2:43) (Almarie Music — BMI) (Ray Pennington)

JERRY WALLACE (4-Star 5-1035)

I Wanna Go To Heaven (2:57) (Fireweed Music — ASCAP) (Lorene Mann)

Hall Of Fame Exhibits Photos

NASHVILLE — In a continuing process of expanding the scope of the arts in country music, The Country Music Hall of Fame and Museum formally opened Sept. 14 a new photographic exhibit in the Beverly Briley Gallery. "2 Views: Country Music Stars In The 1970's," features the work of Leonard Kamsler and J.D. Sloan.

According to Diana Johnson, director of the Country Music Hall of Fame and Museum, "several months ago the staff of the Country Music Foundation decided to explore — through an exhibition of photographs — the non-performing off-stage activities of country music artists. The two photographers whose work is featured in this exhibit were asked to develop this theme, and each has presented a distinctive view of country music stars.

Humorous

"Leonard Kamsler places performers in



BILLY CARTER JOINS AFTRA — Billy Carter has joined the Nashville local of the American Federation of Television and Radio Artists (AFTRA). Carter joins the ranks of AFTRA's 30,000 national members. Shown at the signing are David Maddox, AFTRA executive secretary; Carter; and Byron Warner, president, Nashville Local of AFTRA.

flattering or humorous poses surrounded by beautiful color, while J.D. Sloan's approach is quite different," Johnson added. "He chooses to show the stars with 'emotive and flat expressions' — as individuals whose free time is 'filled with boredom'."

Benton Mural

The Beverly Briley Gallery is the Hall of Fame and Museum's art gallery and is dominated on the north wall by Thomas Hart Benton's mural, "The Sources of Country Music." The three remaining walls are for art exhibits. "2 Views: Country Music Stars In The 1970's" will remain on exhibit for approximately one year.

Bill Ivey, executive director of the Country Music Hall of Fame and Museum, said the Briley Gallery is the one portion of the museum designed for artistic experimentation with country music.

'Experimental'

"The Briley Gallery is the most experimental part of the Hall of Fame and Museum," Ivey said. "Over the years it is certain to contain a wide variety of arts and artifacts. We find it an exciting and challenging space, and we hope the visitors see it as an interesting change of pace in the heart of the museum's exhibits."

A native of North Carolina, Kamsler first worked for Marilyn Monroe Enterprises and has also worked for 20 years as a freelance photographer. He has contributed to "The New York Times Magazine," "Newsweek," "Time," "Esquire," "Playboy," "Sports Illustrated" and "Country Music Magazine."

Bostonian

Sloan, a native of Massachusetts who now lives in Boston, chose the theme of country artists as the topic for his master's thesis. He lived here while completing the project and is working on a photographic book, "Nashville In Person."



I'VE ALWAYS BEEN CRAZY — Waylon Jennings — RCA AFL1-2979-A — Producers: Waylon Jennings and Richie Albright — List: 7.98

RCA is shipping this album gold, so expectations run sky high for Waylon's new album. Despite his macho image, Waylon is an artist of intelligence and sensitivity. And he writes and chooses material with an eye for quality, not cute hooklines. With this LP, Waylon has taken a certain measure of his career and times. Much of this music mirrors Waylon's sharp insights into 'outlaws' and worn brotherhood.



THIS IS ME — Barbara Fairchild — Columbia KC-35536 — Producer: Billy Sherrill — List 6.98

Sincerity in the music industry is suspect much of the time. But it is obvious Barbara Fairchild has thrown caution to the wind and made an album to please herself. However, the investment of soul was worth it here because this is an excellent album with quality stamped on it from top to bottom. Much more pop than anything she has recorded, Barbara's instincts are dead-center perfect this time.



LET ME BE YOUR BABY — Charly McClain — Epic KE-35548 — Producer: Larry Rogers — List 6.98

Charly McClain is one pretty, saucy lady, and she is destined to make it to the top in this business. She has the ability to sing soft and then belt out an uptempo tune with ease. Production here is tasteful and supportive of McClain's finely-tuned vocals. "Come Take Care Of Me," "Let Me Be Your Baby" and the title song highlight this album.



LOVE IS WHAT LIFE'S ALL ABOUT — Moe Bandy — Columbia KC-35534 — Producer: Ray Baker — List: 6.98

With some country singers moving closer and closer to pop music, Moe Bandy sticks right with straight country music and sings it as well as anyone. The age-old themes of drinking and love-gone-wrong runs in and out of Bandy's music, but there are a bunch of folks who still love and appreciate country music. Best cuts are "Love Is What Life's All About," "A Ghost Of A Chance" and "Jambalaya."

Cotton Ivy Records Advertising Campaign For Co-Op Dog Food

NASHVILLE — Word Records comedian Cotton Ivy has written, produced and performed in a radio advertising campaign for Co-Op Hunter's Pride Dog Food here. Taped at WSM Studios, the series of radio commercials began airing Aug. 26 for a six-week period and is running in conjunction with a state-wide newspaper ad campaign.

Based on Ivy's slogan, "Mouth Full of Energy and Fist Full of Laughs," the promotional campaign will also include giveaways of Ivy's new album, "The New Will Rogers," with purchase of a 100-lb sack of Hunter's Pride Dog Food. The Co-Op purchased 5,000 Ivy albums for the campaign.

Ivy has written television commercials for Sunset Mobile Homes in Jackson, Miss. and commercials for Agrico Chemical Co. in Paducah, Ky. He has also written national commercials for American Cynamid Co.'s soybean and cotton herbicides and a campaign for the Dekalb Seed Co. Which will air nationally on radio beginning the first of 1979.

Mandrell To Sponsor Ala. Golf Tournament For Homeless Girls

NASHVILLE — ABC's Barbara Mandrell will sponsor a golf tournament Oct. 13-15 at Still Waters, Ala. which will benefit the Alabama Sheriff's Girls Ranch, a non-profit home for young women from broken homes with no place to live. The girls' ranch is supported entirely by voluntary contributions.

Joint Venture

A joint venture of the Alabama Sheriffs Association, the Dept. of Public Safety and the Alabama Federation of Business and Professional Women, the tournament is almost entirely booked. Twenty-five sheriffs will serve as team leaders with three players per team, tournament coordinator Bud Watts said.

A barbecue will kick the tournament off on Friday, Oct. 13. Practice rounds of golf, all visit to the girls' ranch and a performance by The Barbara Mandrell Show will comprise Saturday's activities. Tournament tee-off will begin Sunday at 10 a.m., and a cocktail party, dance and awards presentation will follow that evening.



WILLIAMS AT THE WINDMILL THEATRE — Don Williams recently performed at the Windmill Theatre in Houston. Several friends greeted him backstage following the performance. Shown (l-r) are: Tony Tamburrano, national promo field manager for ABC, Nashville; Ervino Woolsey, national promo director for ABC, Nashville; Williams; Joanne Berry, agent for the Jim Halsey Agency, Tulsa; Don Janicek of Don's Record Shop in Houston; Roy Head, ABC artist; and Bill Young, PD at KILT, Houston.

COUNTRY

The Country Column

Veteran entertainer **Ray Price** reportedly has agreed to sign a recording contract with Monument Records. "Feet," his first single for the label, will be released Oct. 4. Price has also signed an exclusive management agreement with The Jim Halsey Co. in Tulsa, Okla. "Ray Price is a man of exceptional talent," said Diana Pugh, executive vice president of The Halsey Co. "I can't think of any performer who has done more in adding sophistication and style to country music. We intend to help Ray continue to do so."

George Lindsey will be busy taping "Hee Haw" during most of October, but he will appear Oct. 28 at the Tarrant Country Civic Center in Fort Worth, Tx.

Texas folk singer **Annie McGowan** was recent special guest at Larry King's New York play, "The Best Little Whorehouse In Texas," while she was in town for a series of appearances at The Lone Star Cafe. McGowan played Lone Star Cafe Sept. 5-7, Sept. 18 and Sept. 22-23. She will return for another appearance on Oct. 6-7. McGowan, whose recent single is "Rattlesnakes and Rusty Water," will also appear in a musical culture series for museums.

Epic's **Johnny Paycheck**, who normally tours across the country at breakneck speed, almost bit off more than he could chew one recent weekend. In the middle of a support tour for his new album, "Armed and Crazy," Paycheck played both Houston, Tx. and San Francisco, Ca. in one swift night. On Sept. 9, Paycheck played an afternoon and early evening set at Houston's Astroworld and then flew to San Francisco's Cow Palace for a benefit for the National Cerebral Palsy Association of California. Following the performance, which also included **Tanya Tucker**, **Freddy Fender**, **Don Gibson**, **Asleep At The Wheel** and **Cotton Ivy**, Paycheck hopped another plane and jetted to Dallas where he played a date Sunday Night — bringing the total trip miles to 2700 in less than 12 hours.

ABC's **Tompall Glaser** and his Outlaw Band has signed with Buddy Lee Attractions, Inc. for exclusive bookings.

Lone Star's **Cooder Browne** are down in Macon, Geo. for two weeks working on the group's upcoming album. Paul Hornsby, who has produced platinum and gold albums for the **Marshall Tucker Band**, will handle production work for Cooder Browne.

Mercury's **Jacky Ward** and **Reba McEntire** flew to Kansas City, Mo. recently to appear at KCKN's "Free Day In The Country." An estimated 20,000 folks attended the all-day affair.

Rodeo rider and writer/singer **Chris LeDoux**, who has been commissioned by the Will Rogers Centennial Committee to write two songs for the celebration, will record the Rogers' songs Sept. 25 in Nashville's Sound Lab Studio. Dr. Evan Arthur, coordinator for the centennial celebration and an author and columnist, will be on hand for the session.

Final judges in this year's American Song Festival Competition include Nashville's **Owen Bradley**, **Larry Butler**, and **Ronnie Milsap**, along with country entertainers' **Glen Campbell**, **Kenny Rogers**, **Charlie Rich** and **Sammy Hagar**.

MCA artist **Kenny Starr** recently won a new set of stage clothes when he held the winning ticket in a drawing during an open house party for Judy of Nashville's custom clothing store. Judy outfits **Loretta Lynn**, **Tom T. Hall**, **Johnny Rodriguez** and **The Four Guys**, among others.

The Stamps Quartet recently played an engagement at Nashville's The Exit/In. Stamps Leader **J.D. Sumner** joined The Stamps on stage for two songs in his first appearance since recent heart surgery.

Columbia's **Willie Nelson** reportedly had the audience at Harrah's in Lake Tahoe in the palm of his hand during a recent engagement at the Nevada showplace. A Nashvillian who caught a couple of Willie's shows said a tradition had existed at Harrah's in which no performer had ever come back on stage once the curtain had been drawn following a performance. But Nelson's show drew such a heavy crowd response, the curtain was opened after each of his shows and Willie came back onstage for more singing and pickin'. Willie slipped out of Lake Tahoe Sept. 13 to perform at The White House before 500 members of the National Association for Stock Car Auto Racing. **Bill Cosby** filled in for Nelson at Harrah's.

Emmylou Harris recently received the coveted Edison Award in Holland for her album, "Quarter Moon In A Ten Cent Town," as Best International Album of the Year. The Edison Award is the equivalent to our American Grammy Award.

Quadrafonic Studios here has seen a lot of divergent studio activity in recent weeks. Portrait's **Paul Williams** has been working on a new album with brother **Mentor Williams** handling production chores. **Norbert Putnam** is now finishing "Sassy," the next **Jesse Winchester** album at Quad, and **Dan Fogelberg** and **Tim Welsberg** worked on their recent album, "Twin Sons of Different Mothers," in the studio. Also, Jim and David Malloy have been cutting new tracks for Elektra/Asylum's **Stella Parton**.

The Bucky Allred Band received a surprise recently when the group pulled into a new Phillips 66 Service Station in Belen, New Mexico, and found Little Ritchie Johnson washing car windows. Actually, Johnson's son, Chuck, opened a station and Little Ritchie was helping out. Johnson is the owner of Little Ritchie Johnson Management Agency in Belen which handles the Bucky Allred Band.

L.S. Records' **Cristy Lane** is back in the top 10 with "Penny Arcade" moving to #7 with a bullet on this week's **Cash Box** country singles chart. "Penny Arcade," written by **Felice and Boudleaux Bryant**, is the fourth single lifted from the "Cristy Lane Is The Name" LP. All four singles have charted high.

MCA hosted a showcase recently at The Exit/In for artist **Ronnie Sessions** with many music row executives and press personnel in attendance. Following his appearance, Ronnie traveled to New York and played the Lone Star Cafe. Ronnie told **Cash Box** he will be "working the road quite a bit from now on." He also said a tour of Germany is being organized for some time this fall. In between road dates, Sessions has been working on a new album at Chip Young's Studio One here with **Chip Young** handling the production work. Ronnie added that he will be adding a fiddle player to his band, **Ambush**.

bob campbell

Hoyt Axton Signs With Halsey Firm

NASHVILLE — Singer/writer Hoyt Axton has signed an exclusive management contract with the Tulsa-based Jim Halsey Management Co., it was announced recently.

"As a songwriter and performing artist, Hoyt Axton is one of the best," Halsey said. "We can give him the kind of exposure that will make him a commercial giant as well."

Axton has written many hits, including "Greenback Dollar" by The Kingston Trio, and "Joy To The World" and "Never Been To Spain" by Three Dog Night. Axton has also recorded 18 albums for various labels. In addition to musical television appearances, Axton has acted in movies and the television shows, "Bonanza," "McCloud" and "Bionic Woman."

"What's important to me is that the music I love to make is heard," Axton said. "The Halsey Co. is the best at getting the music out to the people."

Hayes Announces New Promo Firm

NASHVILLE — Veteran promotion director Jerry Hayes has announced the formation of Promotions Unlimited, a personalized independent promotion company designed to work with record labels or artists on specialized record promotion.

Among other services, the use of a private airplane for flying artists to various tracking stations will be available.

"A lot of time is wasted by artists who try to fly to all the tracking stations by commercial flights," Hayes said. "With our own airplane, we will be able to work out a schedule which covers the area such as the southwest and personally take our clients there. Most people overlook the importance of that one-to-one contact of the artist with the music directors and disc jockeys."

Hayes is now working with Colonial Records artist Jenny Lynn promoting her record, "A Taste Of Love." During his career, Hayes has worked with Johnny Duncan, Ray Griff, Hank Snow, Bobby Lewis, Billy Parker, King Edward IV, Dave Conway, Jerry Green, David Houston and Mundo Earwood. Promotions Unlimited is located in the United Artists towers building here.



REX ON THE DOTTED LINE — Rex Allen, Jr. has been re-signed to Warner Bros. The country star is currently hot on the charts with his latest single, "With Love." Gathered around Rex seated at the signing are (l-r): Andy Wickham, WB vice president and director of country music; Rex' wife Judy and Mo Ostin, WB board chairman and president.

Country Artists Benefit Prison

STRINGTOWN, OKLA. — Country fiddler Jana Jae and the country-rock group, "Tweed," treated 450 inmates of the Stringtown Correctional Center here to a concert here Sept. 6.

"This is the first time we have ever brought live entertainment into the prison facility," said Mick Alford, warden of the medium-security prison. "The concert was definitely a morale booster after the hot weather we have been having."

Gene Bissel, public relations chairman of the Stringtown-Phoenix Jaycees who sponsored the concert, said the idea to hold the concert originated from Jim Halsey of the Jim Halsey Booking and Management Agency. Halsey had spoken to the Jaycees last June and suggested such a concert for the prison.

Plans are now underway for another concert during the Christmas Holidays.



Cristy Lane



INERGI HOSTS MILLER RECEPTION — Vincent Kickerillo recently hosted a cocktail party and reception at the Opryland Hotel for Inergi artist Mary K. Miller. Miller performed with a 15-piece band to approximately 200 music row executives and press representatives. Pictured at the reception are (l-r): Bob Campbell, Nashville editor for **Cash Box**; Miller; Mae Axton, Mae Axton public relations; and Vincent Kickerillo, president of Inergi Records, Houston.

COUNTRY RADIO

THE COUNTRY MIKE

DENE HALLAM LEAVES WEEP FOR SAN DIEGO — In a surprise move last week, **Dene Hallam**, program director for WEEP/Pittsburgh, and before that PD at WFEC/Harrisburg, announced that he was leaving WEEP to go to work at KBZT (K-BEST) in San Diego.

K-BEST, according to Hallam, is a brand new station in the San Diego market, (formerly religious formatted KLRO), with "an uptempo AOR-type contemporary oldies format." **Cash Box** asked Hallam exactly what that meant in laymans terms . . . "It's a contemporary format with a unique presentation of oldies from 1954 to the present." Hallam explained the unusual format even further . . . "We do a lot of segues . . . play two or three songs back-to-back . . . as far as its similarity to AOR . . . but we feel the uniqueness is in the presentation of the format. It's a combination of several things, which we think, when put together in the right way, will result in a hit format."



Dolly Parton

Hallam kicked off the new format for San Diego listeners last week, complete with press coverage and a major announcement to large sponsors, agency reps, and the other radio stations in the San Diego area.

BUT WHY DID HE LEAVE WEEP??? — Hallam had gained a lot of attention within the country music industry through his association with **Ed Salamon** and through Hallam's own successes at WFEC and WEEP . . . so naturally Country Mike was interested in his reasoning for leaving a successful country station for an unsure situation in San Diego. Hallam says, "Well, first of all, there were some problems within the upper management people involved at WEEP, and secondly I got a nice raise," (he wouldn't say how much), "and I wanted to be in on the ground floor of a growing radio chain." (K-BEST is owned by Force Communications Corp.) Hallam also said, "Another good thing about my present situation is that the owners of K-BEST are broadcasters . . . not lawyers or investors . . . and the weather's nice too."

In another respect, Hallam expressed a sort of sadness caused by leaving country music for the present time. "I just want everyone to know," Hallam related, "that the people involved with country music, from all the promotion people and all the artists clear on down to the trade publications are unbeatable." That's the Dene Hallam story . . . if you want to get in touch, Hallam can be reached at 714-236-9595.

JAY STEVENS NEW PD AT WEEP — Jay Stevens, formerly with WJJD/Chicago, has been named new PD at WEEP to replace Hallam. Stevens was hired several weeks ago as assistant PD. **Barry Mardit** has been hired from WFEC/Harrisburg as WEEP's new assistant PD. So life does go on.

ANDY WITT LEAVES WTSO AFTER FIVE YEARS — WTSO/Madison PD/OD **Chuck Morkri** and WSAI/Cincinnati PD **Jonathan Fricke** both called at about the same time last week to inform **Cash Box** that **Andy Witt**, music director for WTSO since 1973, would be leaving to go to work at WSAI. Country Mike was unable to reach Witt for comment this week, but Morkri said he was pleased for the opportunity this job offered Witt. He also said he was sorry to see Witt leave WTSO. On the other hand, Fricke was very pleased that Witt had decided to take the job. Witt will not have the title of music director, although he'll probably be involved with the music. Witt starts his air shift at WSAI October 2 and can be reached at 513-251-5700. In the meantime, Morkri says he hasn't hired a new MD yet . . . Pat Martin will be interim MD.

HERE SHE COMES AGAIN — RCA's **Dolly Parton** is getting more airplay than ever. Her current album, "Heartbreaker," and the title track single are both #1 on the **Cash Box** Country charts.

PLOUGH'S WJEZ GOES COUNTRY — KAYO PD **BEN PAYTON LEAVES FOR CHICAGO** — Plough Broadcasting's National PD, **Craig Scott**, announced the "inauguration" of its 5th full-service country music station, last week, when WJEZ-FM in Chicago changes formats October 2. The station is currently automated with a "beautiful country" format. Major changes will include live jocks to create a format designed to keep both country and non-country listeners tuned to the station longer.

Ben Payton, currently PD at KAYO/Seattle, has been hired by Plough to program WJEZ, beginning October 1. Payton seemed very pleased to be going to work in Chicago . . . he says **Chris Carpenter** will get his recommendation to replace Payton as PD, although no official replacement has been announced. Carpenter is currently working at KAYO.

The Plough chain also owns WJJD/Chicago, WPLO/Atlanta, WMPS/Memphis, and WSUN/St. Petersburg. Those stations all have a country format. Plough's non-country-formatted stations are WCAO/Baltimore, WCOP/Boston, and WQXM/Clearwater/St. Petersburg.

WAME/CHARLOTTE BEING SOLD TO JIMMY SWAGGART — Mission Broadcasting president and owner **Jack Roth** confirmed the rumor for **Cash Box** that WAME/Charlotte has been sold to gospel artist **Jimmy Swaggart**. Although Swaggart's office could not be reached for comment this week, Roth said that he has sold the station subject to FCC approval. Roth says that Swaggart's office will be conducting their FCC-required public ascertainment survey within the next couple of months, and that the sale should be final sometime around the first of the year. Mission Broadcasting has also just recently sold their two stations in Miami, WWOK and their FM, to Pueblo International, who also owns two stations in San Juan. Roth says Pueblo plans to keep WWOK country, while going with a Spanish format on the FM. Roth did not know about any planned format change for WAME, assuming the sale of the station is approved. Mission also owns KERE/Denver and KONO/San Antonio. Country Mike spoke with WAME GM **Bob Grayson** about these developments . . . **Cash Box** asked Grayson if he was looking for a new gig. Grayson says, "No. I've got a job to do . . . the fall book is coming up, and we're going to do it," meaning he thought the station would do well in the ratings. Further developments on this situation should be forthcoming in future issues . . . stay tuned.

COUNTRY RADIO IS HAPPENING!!! — It's quite plain to see that country radio is moving . . . changing . . . progressing, and actually finding its rightful place in the music and radio industries. The preceding paragraphs are proof-positive that country is no longer destined to remain in the cornfield . . . country is happening, jobs are opening up, the convention is coming up fast . . . and then there's always the ever-present ARB's to worry about. So get busy!!!

What can we do for you at **Cash Box???** . . . 21 Music Circle East . . . Nashville, Tennessee . . . 37203.

country mike

ASI Records Signs Dick Moebakken

LOS ANGELES — ASI Records has signed **Dick Moebakken** and will release his first single "Heaven Is Being Good To Me" this month. The signing of Moebakken is part of an effort by ASI to expand its country roster.

MOST ADDED COUNTRY SINGLES

- I JUST WANT TO LOVE YOU** — **EDDIE RABBITT** — **ELEKTRA**
KDJW, WSDS, KERE, WAXX, WXCL, WBAP, KSSS, WVOJ, WHOO, WTMT, WBAM, KLAK, KRMD, WKDA, WDEE, WHK, WMNI, KAYO, FM-97, KSON, KRAK, KUZZ, WAME, KFDI, WPLO, WCMS.
- FADIN' IN, FADIN' OUT** — **TOMMY OVERSTREET** — **ABC**
KDJW, KCUB, WAXX, WXCL, KSSS, KLAK, KRMD, WKDA, WHN, WNRS, WMNI, KAYO, KRAK, KHEY, KFDI, WUBE, KKYX, WMPs.
- DAYLIGHT** — **T.G. SHEPPARD** — **WARNER/CURB**
KDJW, KCKN, WXCL, KVOO, WMC, WHOO, KLAK, KRMD, WSHO, FM-97, KUZZ, WUBE, KKYX.
- WHAT HAVE YOU GOT TO LOSE** — **TOM T. HALL** — **RCA**
KDJW, WAXX, WXCL, WMAQ, KLAK, WSHO, WKDA, WDEE, KWJJ, KHEY, WAME, WSLR, KYNN.
- TWO LONELY PEOPLE** — **MOE BANDY** — **COLUMBIA**
KNEW, KERE, KVOO, WBAP, KLAC, WMC, KLAK, WKDA, WDEE, WMNI, KSON, KHEY, KENR.
- SWEET DESIRE** — **THE KENDALLS** — **OVATION**
KVOO, KHAK, WBAP, KLAC, KJJJ, WVOJ, KLAK, WJJD, WKDA, KSON, WUBE, KYNN.
- YOU'VE STILL GOT A PLACE IN MY HEART** — **CON HUNLEY** — **WARNER BROS.**
KDJW, KSSS, WHOO, WTMT, WBAM, KAYO, WAME, KFDI, WUBE, WPLO, KKYX.
- THAT'S WHAT YOU DO TO ME** — **CHARLY McCLAIN** — **EPIC**
KDJW, KCKN, WXCL, KVOO, KLAC, KLAK, WJJD, WMNI, FM-97, KUZZ.
- HUBBA HUBBA** — **BILLY "CRASH" CRADDOCK** — **CAPITOL**
WRRD, KLAK, WNRS, KUZZ, WAME, KIKK, WSLR, WIRE.
- HANDCUFFED TO A HEARTACHE** — **MARY K. MILLER** — **INERGI**
KSSS, WHOO, KLAK, KWJJ, FM-97, KUZZ, WPLO.

MOST ACTIVE COUNTRY SINGLES

- LET'S TAKE THE LONG WAY AROUND THE WORLD** — **RONNIE MILSAP** — **RCA**
KDJW 29-22, WMNI 27-22, WHK 17-11, WKDA 28-18, WSHO 20-14, WDAF 23-18, KLAK ex-28, KCKN 30-20, WBAM 30-23, WMAQ 37-24, WEEP 14-9, WVOJ 29-24, KLAC 33-23, KSSS 16-9, WBAP 27-17, KHAK ex-38, WXCL 31-23, WAXX 27-18, KCUB 23-14, WSDS 30-20, FM-97 18-12, KWJJ 32-24, KSON 28-23, KAYO 24-19, KYNN 30-22, WIRE 27-21, WCMS 23-18, WMPs 21-13, KIKK 31-25, WPLO 26-17, WUBE 32-25, WAME 24-17, KUZZ 36-31, KRAK 43-36.
- ANYONE WHO ISN'T ME TONIGHT** — **KENNY ROGERS/DOTTIE WEST** — **UNITED ARTISTS**
KDJW 36-29, WMNI 26-21, WDEE ex-34, WKDA ex-30, WSHO 17-11, KLAK ex-27, KCKN 31-24, WBAM 32-24, WHOO 30-25, WVOJ 33-25, KLAC 37-30, KSSS ex-28, WBAP 32-22, WXCL ex-31, WAXX 34-25, KCUB 38-28, WSDS ex-46, WRRD 34-27, FM-97 36-30, KWJJ ex-36, KSON ex-34, WIRE 43-37, WSLR 31-23, WCMS 32-24, WMPs ex-28, KENR 24-18, KKYX 39-33, WPLO ex-27, KFDI 29-24, KUZZ 42-37, KRAK 48-42.
- SLEEPING SINGLE IN A DOUBLE BED** — **BARBARA MANDRELL** — **ABC**
KDJW 39-34, WMNI 33-28, WKDA ex-27, WSHO 18-12, KLAK ex-24, WMAQ ex-35, WVOJ 24-17, KJJJ 36-30, KLAC 55-49, KSSS 29-20, KVOO ex-57, WXCL ex-35, WAXX 37-30, WSDS 46-27, FM-97 35-24, KWJJ ex-40, KSON ex-36, KYNN 31-21, WIRE ex-44, WSLR 37-27, WCMS 45-37, WMPs ex-27, KIKK ex-46, KENR 37-31, WPLO 29-19, WUBE 39-33, KHEY 48-40, KUZZ 54-44, KRAK ex-43.
- AIN'T NO CALIFORNIA** — **MEL TILLIS** — **MCA**
KDJW 37-27, WMNI 37-32, WHK 36-30, KRMD ex-38, KLAK 29-22, KCKN 27-22, WBAM 40-34, WTMT 27-22, WMAQ ex-28, WHOO 31-24, WMC ex-26, KLAC 44-34, KVOO ex-56, WXCL ex-32, WSDS 45-26, FM-97 34-23, KWJJ 39-26, KYNN 38-30, WIRE 34-28, WCMS 40-32, KENR ex-40, KKYX ex-39, WPLO ex-29, WUBE 34-23, KFDI 32-25, WAME ex-29, KUZZ 35-28.



KENNY CONCERT CARRIED LIVE — United Artist's **Kenny Rogers** performed at the Garden State Arts Center recently and his show was broadcast live over radio station WHN. Pictured (l-r) are: **Lee Arnold**, WHN/New York air personality; **Pam Green**, WHN music director; **Rogers**; **Charlie Cook**, assistant program director for WHN and **Milt Allen**, promotion representative for United Artists Records.

GOSPEL

New Book Looks At 200 Year History Of U.S. Gospel Music

NASHVILLE — Utilizing research dating back to the 1700's, Lois Blackwell has written "The Wings of the Dove: The Story of Gospel Music in America," a scholarly account of the development of American gospel music.

After seeing a 1972 gospel concert by The Kingsmen in North Carolina, Blackwell researched library material as far back as the Revolutionary War to piece together early gospel history. She relied on letters from interested gospel listeners, journals, photos and recounted stories passed down by generations.

History Stressed

Blackwell spends little time with recent gospel history, and the major focus of the book is directed to the development of gospel music in the early part of this century.

Blackwell's book is concerned primarily with the music and not personalities. "I talk about the music and the way the music af-

Word Names Three Vice Presidents

WACO, TX. — Word, Inc. president Jarrell McCracken has announced the appointments of Carol Kilpatrick as productions vice-president, Piers Bateman as vice-president of creative services and Roland Lundy as vice president of sales, records and music.

Kilpatrick has worked with Word since 1958, and she will be responsible for production of all product released by Word. A native of England, Bateman has worked with Word since 1968, and he will now oversee advertising agency relationships and internal advertising and copywriting functions.

Lundy joined Word as a part-time sales representative while a student at Baylor University and joined the staff full-time in 1973. For the past two years, Lundy has supervised a sales staff of 23 as national sales manager.

Gospel Firm Opens

NASHVILLE — Robert L. Holladay has announced the opening of Agape Marketing Promotions, a diverse approach to the marketing and promotion of gospel product.

Holladay is a 22-year veteran of the music business who has worked both independently and for record companies in promotion and marketing. Bill Anderson, Jr., who is presently talent coordinator for Grande Ole Gospel TV Show, will also work for Agape.



SAVOY SPONSORS LUNCHEON — The Rev. James Cleveland and Albertina Walker perform a song from their latest Savoy Album, "Re-Union," during a recent luncheon sponsored by Savoy in Washington, D.C. The luncheon was held in conjunction with the Gospel Announcer's Guild of the Gospel Music Workshop of America at its 11th annual convention.

ected the lives of the people who sang it," Blackwell said. "I have tried to be objective and not interject my personal opinion. Where there are those who aren't sincere, I said, 'there are some' — that is it."

Blackwell believes gospel music is a unique American music which, until recently, has been little influenced by other forms of music.

"Gospel music is the only music written for common people to sing," Blackwell said. "Everything else — folk, blues, pop — is made for professionals to sing. From the very first folk hymn to what Gordon Jensen writes today, simplicity is the trademark of a gospel song."

Gospel Music Group Formed By Major British Co.

NASHVILLE — A major British music complex has announced the formation of a new group of gospel music companies here which will be headed by Sylvia Mays, formerly of Canaan Records. The new company, Songs For Today, Inc., will include three individual publishing companies associated with Broadcast Music Inc., the American Society of Composers, Authors and Publishers and SESAC.

The three companies, which will be named shortly, are the subsidiary of the Sparta-Florida Music Publishing Division of the Ember Group of Companies in London, England.

"We believe there is a great opportunity for a major new gospel music publisher associated with recording and booking operations," Mays said. "We plan to fill that need. We are convinced we can have a major impact on the industry."

Mays said she will immediately begin auditions for gospel music writers.

Weiser Named SESAC West Coast Director

LOS ANGELES — SESAC chairman A.H. Prager has announced the appointment of Rick Weiser as director of the west coast division. Weiser will direct operations of the licensing organization's newly-opened offices on Sunset Blvd. here.

Weiser has worked for Chappell Music in London, England, ABC Music in Los Angeles, Chappell Music in Los Angeles and has Weiser Music, his own firm.

ASCAP Signs Huffam, Canaan Records Artist

NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) has announced the signing of gospel writer and artist Teddy Huffam. Huffam writes for First Monday Music and records for Canaan Records.

Huffam, who has recorded two albums for Canaan with a third due to be released, was described by ASCAP southern regional director Ed Shea as "a wonderful addition to our growing family of religious artists."

Live Moss LP Released

LOS ANGELES — A new gospel album, "Bill Moss (The Boss) and The Celestials Live," has been released by Jewel Records. The LP was recorded at the Crusade Convention in Houston, Texas.

Gospel Awards Slated

JACKSON, MS. — The second annual Mississippi Gospel Music Awards will be held Oct. 1 at the Masonic Temple on Lynch Street here at 8:00 pm.

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	
1 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light 5717)	9/16	12
2 (IS THERE ANY HOPE FOR) TOMORROW JAMES CLEVELAND AND THE CHARLES FOLD SINGERS VOL. 3 (Savoy 7020)	2	26
3 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5686)	5	64
4 FROM THE HEART SHIRLEY CAESAR (Hob HBL501)	—	2
5 WHEN JESUS COMES SARA JORDAN POWELL (Savoy 14465)	3	36
6 I'LL KEEP ON HOLDING ON MYRNA SUMMERS (Savoy 14483)	8	6
7 LOVE AT CARNEGIE HALL JAMES CLEVELAND (Savoy 7014)	4	56
8 SINGING IN THE STREETS THE PILGRIM JUBILEE SINGERS (Nashboro 7198)	6	6
9 DONALD VALES CHORALEERS (Savoy 7019)	7	22
10 MAMA PRAYED FOR ME SENSATIONAL WILLIAMS BROS. (Savoy 14462)	9	30
11 LIVE IN SWEDEN DANNIEBELLE WITH THE CHORALENIA (Sparrow 1019)	10	6
12 LIVE AND DIRECT THE MIGHTY CLOUDS OF JOY (ABC/Peacock AB 1038)	15	4
13 TONIGHT'S THE NIGHT GOSPEL KEYNOTES (Nashboro 7187)	11	54
14 SINCE I LAYED MY BURDENS DOWN THE SWAN SILVER TONES (Savoy 14468)	12	14
15 FIRST LADY SHIRLEY CAESAR (Roadshow RS 774)	17	62
16 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	—	2
17 LIVE DOROTHY NORWOOD (LA DCP 1915)	18	4
18 BEHOLD BILLY PRESTON (Myrrh MSB 6605)	19	4
19 NOW THE KINGS TEMPLE CHOIR (Creed 3083)	13	22
20 HOW FAR IS HEAVEN REV. JULIUS CHEEKS (Savoy 14486)	14	6

Inspirational

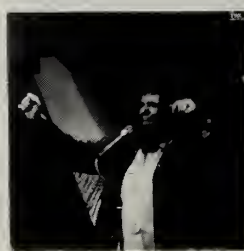
	Weeks On Chart	
1 MIRROR EVIE TOURNQUIST (Word WST 8735)	1	64
2 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow 1020)	2	20
3 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow 1015)	3	64
4 HOME WHERE I BELONG B.J. THOMAS (Myrrh MSB 6574)	6	64
5 EMERGING PHIL KEAGGY BAND (New Song NS 004)	4	14
6 GENTLE MOMENTS EVIE TOURNQUIST (Word WST 8714)	7	64
7 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	8	26
8 HAPPY MAN B.J. THOMAS (Myrrh MSB 6593)	12	4
9 COMMUNION BIRDWING (BWR 2009)	13	4
10 COME BLESS THE LORD CONTINENTALS (New Life NL 77-76)	19	4
11 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light 5717)	11	6
12 FIRST CLASS THE BOONE GIRLS (Lamb & Lion LL 1038)	—	2
13 FORGIVEN DON FRANCISCO (New Pak NP 35042)	5	12
14 A LITTLE SONG OF JOY FOR MY LITTLE FRIENDS EVIE TOURNQUIST (Word WST 8745)	14	24
15 LAUGHTER IN YOUR SOUL JAMIE OWEN (Light 5631)	9	10
16 HAVE YOU KISSED ANY FROGS TODAY? JOE REED (Housetop 706)	10	26
17 FRESH SURRENDER THE ARCHERS (Light LSB 5707)	15	6
18 ALLELUIA BILL GAITHER TRIO (Impact R 3408)	16	4
19 WINDOW OF A CHILD SEAWIND (CTI 5007)	17	30
20 BREAD UPON THE WATER KEN COPELAND (KCP 1005)	18	6

Gospel Reviews



TERRY CLARK — Welcome — Good News GNR 8107 — Producer: Chuck Girard — List: 6.98

People are gonna buy this album 'cause as a total package it's better than most and better means it doesn't have one or maybe two good songs and eight "fillers." Terry Clark and producer Chuck Girard have put together 11 original compositions by Clark and they've got a winner. If they missed "the boat" anywhere it was in not naming the album, "Ugadano Thawanu Maija." And it's not only a great title it's a great song. However, "Let's Have A Good Time" is so infectious it may receive more airplay but one of the two (or both) are going to be number one. Make it three, "Red Cloud" is dynamite, too.



GARY S. PAXTON — Terminally Weird But Godly Right — PAX R-2406 — Producer: Gary S. Paxton — List: 6.98

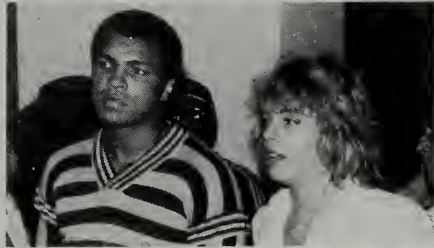
How can songs like, "The Big A = The Big M" (about abortion) and "Will There Be Hippies In Heaven?" not attract attention? Paxton states that his intention for this album is to evangelize the younger and guide baby Christians, and he has undertaken an awesome responsibility. Some of the songs will probably be more effective than others. But other approaches aren't working either. There is a lot to be said for experimentation and exploration, and there are some fine songs on this album like "Lord, How'd I Get So Old So Fast" and "Ode To The Outlaw."

East Coastings/Points West

(continued from page 30)

California Governor **Jerry Brown** should settle down and marry that girl he's been dating — **Linda Ronstadt**. Although the pair may have no such intentions, the governor's father, **Edmund G. Brown Sr.**, reportedly has said it's alright with him if they do. . . **Irving Azoff** will collaborate with **Floyd Mutrux** (director of "American Hot Wax" and "Aloha Bobby and Rose") for a film version of "The Urban Cowboy." The story, about life around a Texas saloon, originally appeared as a cover story in *Esquire* magazine written by **Aaron Latham**. Azoff will produce and Mutrux will direct. Latham is working on the screenplay. . . **Clifton Chenler**, the Louisiana accordionist who recently played at the Monterey Jazz Festival, will appear at Verbum Dei High School in L.A. Oct. 6-7.

YOU CAN'T DANCE — The title of that song has recently come in to play in the town of Henryetta, Okla. It seems there is a 20-year-old Henryetta law which prohibits public dancing and some of the city's residents are trying to make use of it to stop activities at a newly-opened disco. Despite the ordinance roughly 800 people jammed into the disco at its opening to attempt some illegal dancing. Dance enthusiasts are attempting to have the law declared unconstitutional. If that doesn't happen, however, the **Bee Gees** may have to bypass Henryetta on their next concert tour. . . Plenty of legal dancing went on at Disneyland recently when the theme park held its third "Disco Disneyland" of the summer. According to **Cash Box** staffer **Peter Hartz**, Capitol recording artists **A Taste Of Honey** delivered a strong showcase set highlighted by a spirited rendition of "Boogie Oogie Oogie." Also included in the disco night were **Karen Young**, **Shalamar**, and **The Trammps**. Flashy dancers from all over the state were drawn to a dance contest, the winners of which are slated to appear on the new TV show "Hot City." . . Former **Mott the Hoople** leader **Ian Hunter** has signed with Cleveland International management, and is currently negotiating with labels for a new solo



THREE TIMES A CHAMP — **Leif Garrett** recently served as Grand Marshall of the "Parade of Champions" held in New Orleans a few days prior to the Muhammad Ali-Leon Spinks heavyweight title. Leif led a procession that included Ali, Spinks and a half-dozen marching bands over a two mile course through New Orleans' French Quarter.

recording deal. Hunter has recently reunited with guitarist **Mick Ronson**, and the duo contributed licks on **Corky Laing's** forthcoming solo album. The twosome are also set to go into the studio in January to record Hunter's solo effort, with Ronson providing key production and instrumental assistance. Presently, Hunter is in London producing the second album by the highly acclaimed new wave band, **Generation X**. Also in the works is a Hunter/Ronson produced album by singer **Ellen Foley** on Cleveland Int'l. Records. Foley was the featured vocalist on **Meat Loaf's** first LP.

WAXING ELOQUENT — RCA recording artists **Grey and Hanks** are heading for the studio Oct. 2 to record their debut album. The writers of the **L.T.D.** hit "Back In Love" again are currently enjoying bulleting success on the R&B chart with their first solo single, "You Fooled Me." Manager **Don Sorkin** says that the group is hustling to get out the new album to capture the demand created by the "Fool" single which features dashing horn work by the horn section of **Earth, Wind & Fire**. . . The **Marshall Tucker Band** is in Atlanta recording a new album with producer **Stuart Levine**. Although their producer is set, a label apparently isn't. The band reportedly is at the end of its contract with Capricorn and has not announced a new association yet. The major labels and a few smaller companies are said to be talking to the MTB. . . The **Amazing Rhythm Aces** are back at work again for ABC, having recently completed a national tour. They are rehearsing in Colorado and plan to re-enter the studio Oct. 15. Producing the ARA this time out will be **Jimmy Johnson** and the parties will be working in Muscle Shoals. . . **Crazy Horse** (currently touring with **Neil Young**) have been in at Kendun Records working on their first RCA album, tentatively set for release next month. . . Last week marked the fifth anniversary of the opening of the Roxy, and it was Neil Young who first appeared on stage there.

SHORT TAKES — It looks like **Bobbi Cowan** is no longer in her position as vice president of publicity at Casablanca Records. **Annie Ival** is the reported successor to that post. . . The rumors of a **Moody Blues** tour of North America have been confirmed. The group will start the outing in November. Venues and dates will be finalized shortly. . . **Waylon Jennings** performed last weekend in Phoenix, Flagstaff and Tucson with the original **Crickets**. He also has a concert date Nov. 25 in Oakland with his wife, **Jessi Colter**. . . The **Vikki Carr** Scholarship Foundation this year awarded nine grants totaling \$3,825 to California students of Mexican-American descent. The foundation is now in its eighth year. . . **Elton John's** new MCA LP, due late in October, is titled "A Single Man". . . **Sanford and Townsend** dropped in for an impromptu performance of their hit "Smoke From A Distant Fire" at the Starwood, during the performance of a local band called **Uncle**. . . Another local favorite, **the Knack**, was joined at a Troubadour date recently by **Ray Manzarek**, who performed a couple of old **Doors** songs with the group. . . **Linda Ronstadt**, by the way, will tour the southwest states in December, winding up at the San Diego Sports Arena Dec. 22 and The Forum Dec. 23 and 24. Wonder if we'll get a Ronstadt-ized version of "The Christmas Song" at the Christmas Eve show? . . . **John Entwistle** may be in the U.S. for some interviews Oct. 3 and 4. . . **John Prine** headlines at the Grand Ole Opry house, with **Ozark Mountain Daredevils** and **Mac McAnally** on Oct. 5. It is his first headliner at the Nashville hall.

LOOSE TALK — **Ray Caviano**, vice president of disco promotion for TK Records, is neither confirming nor denying reports that he will join Warner Bros. Records to head a new disco division the company is said to be establishing. . . The **Rolling Stones** have been in L.A. at work on their next studio album, tentatively titled "Certain Girls". . . The next **Grateful Dead** album will be called "Shakedown Street". . . **America** reportedly is looking for a new label and it looks like Capitol might be the one. . . **Devo** will be at the Starwood Oct. 9 and 10. Tickets for the group's two shows sold out in three hours. . . Some titles from **Captain Beefheart and the Magic Band's** new "Shiny Beast" LP include "The Floppy Boot Stomp," "Tropical Hot Dog Night," "When I See My Mommy, I Feel Like A Mummy" (a possible follow-up to "King Tut?"), "Bat Chain Puller" and "Suction Prints". . . Foreign licensees are said to be clamoring for **Dyan Diamond's** new album, unusual for a relatively unknown act. . . If you've received a new **Foghat** single of "High On Love," check it against the version on the "Stone Blue" LP. If it's different, it may be a collector's item. A different take of the song was accidentally pressed and a few copies were released. Bearsville sent out notices to prospective reviewers to watch for the correct version which is on its way. . . **Queen's** tour begins Oct. 28 in Dallas, hits Madison Square Garden Nov. 16-17 and concludes at The Forum Dec. 18-19. . . L.A. Mayor **Tom Bradley** has set aside Sept. 24-30 as **Ben Vereen** Week in the city. . . Sept. 7-14 was **Buddy Holly** Week.

randy lewis

Theme Of Goody Convention Is 'Prosper' With Pickwick

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sion. By 1983, it is projected, Goody's operations will be bringing in \$180 million annually. During the same five-year period, the organization plans to increase its staff from 1,300 to 2,500 employees.

East Coast Locations

Levy told **Cash Box** that the new stores will be located along the eastern seaboard from New England to North Carolina. Present Goody outlets are situated in New York, New Jersey, Connecticut, Pennsylvania and North Carolina.

Pickwick's retailing division does not have many units on the east coast, but Levy

denied that Goody would be plugging the gap in Pickwick's nationwide retail business. "The two operations are very different," he pointed out. "We're going after the home entertainment customer; they're concentrating on the record and tape customer."

Levy indicated that the new Goody stores will be "similar in size to our major mall stores," with the largest of the new units occupying 11,000 square feet. Goody's existing outlets range in size from 11,500 square feet and \$5 million in annual volume (the Rockefeller Plaza store in New York) down to 2,000 square feet and \$700,000 in yearly sales (the Westport, Conn. store).

Levy added that the number of large stores that can be opened by Goody depends on "the locations that become available."

Presentations

On the first day of the convention, audio-visual presentations spotlighted both the Pickwick and the Sam Goody operations. The Pickwick film detailed the company's history, the scope of its current business and its future goals. Clearly intended to stimulate enthusiasm among the Goody employees, the presentation drew warm applause from those who saw it. Commenting on this reaction, Levy noted that the store people view Goody's acquisition by Pickwick as "a world of opportunities for themselves. Every one of these assistant store managers can become a store manager within five years if they have the capabilities."

The Goody presentation was the same one that was given at the Pickwick convention. Its themes included Goody's well-established identity, as well as its unique character as a home entertainment retailer. The film stressed the importance of having six separate product departments within each store to maximize both traffic and profitability. These departments are: records, tapes, stereo, radios, musical instruments and audio accessories.

Product presentations were given over the four-day period by Polygram, Pickwick Records, WEA, Capitol, CBS, RCA, ABC, A&M and Arista. In addition, WEA showed a film that explored many different merchandising techniques.

The Pickwick Records presentation was particularly interesting, because it urged the Goody people to sell budget records along with front-line LPs in their artist bins, as well as in separate budget sections. Calling upon Goody to give Pickwick's economy lines a try in their stores, Ken Yastic of Pickwick Records recalled the theme of his company's convention: "If we charge together, we'll prosper together."

Alexenburg Bows Infinity; Posts 1st Artist Signings

(continued from page 7)

market changes.

"The regional reps will have both the responsibility and the authority to immediately coordinate and execute all the important follow-through merchandising and marketing techniques that result in sales. Also, our regional reps will fit overall national marketing plans to the specific needs of their respective regions. They will be heavily involved in the coordination of radio airplay with all other marketing functions, including sales, merchandising, press, advertising, artist appearances, and special promotions. They are all experienced professionals."

Handpicked Staff

Infinity's regional representatives are: Frank Horowitz in the northeast; Bob Osborn in the southeast; Wayne McManners in the southwest; Jim Taylor in the midwest; and Joel Newman on the west coast. Reporting to these executives are 17 local promotion people who were chosen by the regional reps themselves. Collectively, these promotion personnel were hired away from 14 different record companies, including most of the majors. There are also two national secondary people, and two more local promotion spots have yet to be filled.

In conclusion, Alexenburg said, "The goals of Infinity Records are to discover and develop new talent, while also opening new creative avenues for established recording artists. It is through this combination that the company will be able to create its own distinctive character and personality."

"In launching this venture, we are gratified to have the support of MCA, Inc., the most prestigious entertainment company in the world."



PAGES FIRST CHAPTER — Pages, a new Epic Records recording group, was debuted recently at the Roxy in Los Angeles, where the group played cuts from their upcoming self-titled LP. Pictured (l-r) are: George Ghiz, manager; Al Bergamo, west coast vice president of merchandising; Richard Page of Pages and Del Costello, regional marketing vice president.

Y

es

MADISON SQUARE GARDEN, NYC — As the triumphant chorale that closes Benjamin Britten's "Young Person's Guide To The Orchestra" blared from loudspeakers, signalling the beginning of the Yes show, thousands of cheering fans held up lit matches and lighters across the Garden's cavernous expanse. Considering the group's classical music orientation and their lack of hit singles, the large number of enthusiastic fans was almost puzzling. But, after seeing their sophisticated, space age stage show and hearing the way they filled the space around them with their highly charged, electronic sounds, one could more easily understand the secret of Yes' commercial success.

The band's stage set-up was effective in creating a futuristic image that fit in naturally with the music. Situated in the center of the Garden, the circular stage revolved during some numbers, giving all group member equal exposure. Above the dais was a huge beehive arrangement of speakers and lights which resembled the bottom of a cluster of rocket engines. But-tressing this concept were the musicians' quasi-medieval costumes, which gave them the appearance of characters in a space fantasy.

The first number on the program was "The Revealing Science of God" from an old album entitled "Tales Of Topographic Oceans." It was tightly performed, with drummer Alan White providing a powerful beat and lead guitarist Steve Howe meshing intricately with bassist Chris Squire in the break. Another early number, "Heart Of The Sunrise," highlighted lead vocalist Jon Anderson (haloed in red light) and keyboard star Rick Wakeman, who took a short, very exact solo.

The band performed four selections from their recently released Atlantic LP "Tormato." The best of these songs, "Future Times," began with an odd pop tune wandering over a thudding drum beat. A strong hook led into ethereal vocal harmonies, anchored by crystalline organ patterns.

Another number from the new LP, "Circus of Heaven," featured a calliope-like organ solo and a bright, bouncy tune with a reggae beat.

ken terry

Steve Martin The Blues Brothers

UNIVERSAL AMPHITHEATRE, L.A. — Steve Martin is, quite simply, the hottest comedian in America. "Saturday Night Live," starring the Not Ready For Prime Time Players including John Belushi and Dan Aykroyd, is the hottest comedy program on television. So the combination of Martin and the Blues Brothers (Belushi and Aykroyd) on the same bill was perhaps the most anxiously awaited show on the stellar schedule at the Universal Amphitheatre this summer.

And the show lived up to its expectations. Using mostly the material that has made him the country's most popular comedian, Martin had the celebrity-filled opening night audience rolling in the aisles with his outlandish sight gags and preposterous jokes. He told of his embezzling pet cat, his trip to France ("They don't even speak English over there!") and danced uncontrollably about the stage during a sudden

attack of happy feet.

Martin spent many years struggling to get to the top, before his style of overt silliness came into vogue. But now he's on top and judging by his masterful performance at the Amphitheatre and the overwhelming response he got from the adoring audience, the Wild and Crazy Guy will stay on top for quite some time.

Some of the most likely challengers for Martin's place at the head of the contemporary comics list are the featured players from "Saturday Night Live," especially new film star John Belushi. But as openers for Martin, Belushi and Aykroyd kept comedy in the background as they acted out their fantasy of being old-time bluesmen. The duo wore dark suits and hats that made them look like old-time gangsters, but their music was surprisingly good for performers best known for riotous comedy. Backed by a superb eight-piece band that included such top session men as Tom Scott, "Duck" Dunn and Steve Cropper, the Blues Brothers did a very credible job of singing the blues. Their debut album on Atlantic bears watching.

joey berlin

Helen Schneider

STUDIO ONE, L.A. — Helen Schneider is the chanteuse of an era that thus far had only lived that scene in movies... a tinkling piano in a smoke-filled room, a spotlight on a thin, dark-haired woman in a long black dress. Berlin, '37? Paris, after the war?

Is she real? Or is this a pose? No matter. Such power is awesome. Such control is rare. Separating Helen Schneider from the memory of other singers she evokes is a musical background from the '60s showing like lingerie through her selection of diverse material.

The tinkling piano opened on "So Close," followed by "Every Step Of The Way," a song that was reminiscent of Motown's style. Miss Schneider then included two Willie Dixon numbers before doing a favorite Brian Wilson song, "Cuddle Up." "Why Don't We Live Together" was lively; it preceded "Valentino Tango," and then a song called "The Performer" which featured Bobby Feldman on electric guitar. "Until Now" was the show-stopper which closed the set before an encore of "Rock Me, Baby."

Miss Schneider proudly introduced the musicians as people who had been with her for a long time. They were John Paul Feta, bass and musical director; Bob Hamilton on acoustic piano; Bob Feldman on guitar; Linda Uruburu on synthesizer; Peter Saloman on electric keyboards and John Gates on drums. The bass, drums and guitar delivered with impact, while three different keyboards carried melody and texture hither and yon.

The audience responded with long and loud applause and departed, taking with them a feeling of having been privileged to a very special performance.

janet bridgers

British Lions

THE STARWOOD, L.A. — Concluding its first American tour with a two-night engagement at the Starwood, the British Lions performed an audacious, high-powered show which spotlighted the charismatic personality of lead singer John Fiddler and the aggressive rhythm section of drummer Dale "Buffin" Griffin and

bassist Overend Watts. Throughout the majority of the tour dates, the group had served as the opening group for Blue Oyster Cult, but before an enthusiastic crowd at the Hollywood club, the Lions proved to be a commanding headline act.

Although the Lions can be considered a 'new' group, the quintet is actually composed of veteran musicians from the classic early '70s rock outfit, Mott The Hoople. Buffin, Watts and keyboardist Morgan Fisher have all gained extensive experience with Mott, and now with the Lions, the trio along with Fiddler and lead guitarist Ray Major display much of the same rebellious, boisterous spirit and the guitar-laden execution of the old Mott. On the group's encore number, "Eat The Rich," the Lions turned the moderately-paced tune into a raucous, hard-rocking effort that bristled with energy.

Despite the quintet's obvious Mott influence, the Lions are quickly establishing themselves as a distinctive, original pop unit. The group's first album on RSO Records contains mostly new songs written by John Fiddler, and it was these numbers that dominated the Lions' 75-minute set. Such self-penned tracks as "Break This Fool," "Fork-Talking Man," and "Boster" received strong audience response, and combined with the band's infectious cover versions of "So You Want To Be A Rock 'n' Roll Star" and "It's Only Rock 'n' Roll," the performance marked a highly impressive L.A. concert debut for the group.

dale kawashima

Greg Kihn Band Tommy Hoehn

MY FATHER'S PLACE, ROSLYN, LONG ISLAND — This performance paired bands led by pop-rock craftsmen Greg Kihn and Tommy Hoehn. Beserkley recording artist Kihn, who headlined, is a San Francisco-based rocker who is just beginning to emerge with his own identity from a myriad of 1960s influences. Kihn writes tight, compact songs, chooses covers eclectically, and performs them with a gritty spirit. But he is most impressive for the command of dynamics and the sound textures of his four-piece band, who always manage to generate excitement without exceeding the sound level of your favorite transistor radio. Kihn opened with a low-keyed tune called "Do You Remember" and segued to a Buddy Holly-Bo Diddley medley of "Not Fade Away," "Mona," and "Love's Made A Fool Of You." "Mona," however, could have come from Springsteen's repertoire, and the shadow of the Boss hovered still closer as Kihn did a version of his song, "For You" — the highlight of the set — which fleshed out every nuance of the song with folk-rockish splendor. Another highlight of the set was "You Can't Have The Highs Without The Low," featuring excellent vocals by drummer Larry Lynch.

Kihn only lost command towards the end of his set when, during a version of the Modern Lovers' "Pablo Picasso," he slowed the pace down, hushed the band and engaged in a reflective rap. This again evidenced the Springsteen influence. But Kihn is at his most persuasive when he is playing his brand of tasteful, good spirited rock 'n' roll.

London recording artist Tommy Hoehn opened the show with a fast-paced, exciting set of original rock 'n' roll. Hailing from Memphis, Tennessee, Hoehn and his group exemplify a type of approach to rock that has become increasingly common these days. They graft a New Wave-style simplicity onto basic rock riffs which are melded together with enough catchy hooks

to create a sophisticated sound. Further aided by the enthusiasm of Hoehn's vocals and a superficial resemblance to Tom Petty, this band could well become an AOR favorite.

aaron fuchs

Patti Smith Group

READING, ENGLAND — When the Patti Smith Group first appeared on stage, audience reaction seemed unsettled and non-committal. To add to this, technical difficulties hampered initial communication when all the left-side speaker banks failed. Smith gracefully tried to smooth things over with her brand of poetic chat, interspersed with thank-you's to the UK audience for her silver disc award for sales of the hit single "Because The Night." She went on to proclaim herself emphatically as an "American artist" and hence launched into "Redondo Beach," from the "Horses" album. The audience very quickly warmed to the band and responded positively as the sound gradually improved through such numbers as "Free Money," "Because The Night" and "Ghost Dance." As she became more comfortable she began to slip into her Joplinesque vocal stances, pitching her voice from delicate croons to raucous shouts, mingled with sporadic poetic babblings, aided and carried along by some pleasant vocal harmonies from lead guitarist Lenny Kaye and bassist Ivan Kral.

The competence of Smith's band — Lenny Kaye, Ivan Kral, Richard Sohl (keyboards) and Jay Dee (drums) eventually helped to push her energy from top gear into overdrive, winning the audience over and delivering an effective mixture of hard, clean rock with a new wave ethos.

Half way through the set, Smith diverged from the band's album material to play some rock standards as part of her tribute to the grand age of rock. These included an impassioned rendering of the James Brown song, "It's a Man's Man's Man's World," a gutsy version of the Byrds, "So You Want To Be A Rock 'N' Roll Star" and ending with the Who's "My Generation."

nick underwood

Betty Wright

THE ROXY L.A. — Seeing Betty Wright, live at the Roxy, truly allows one to understand the reason that the "Betty Wright Live" album is such a big success. Wright captures the audience and holds it from the time she steps on stage to the time she "boogie's off."

Wright did a rendition of her hit song, "Clean Up Woman," where she imitates other artists in the person of "the clean up woman." Wright did impressions of Natalie Cole, Barbara Mason, and her impression of Al Green had the audience on its feet. Peter Brown's ears should have been ringing when Wright sang her version of his hit tune, "Dance With Me," the crowd was dancing and singing as she hit every groove just right.

The show was paced so that every song was in its perfect place. The ballads came just at the right time, the up-tempo tunes were placed so the audience was captivated with Wright throughout the entire show. There is a very basic "southern flair" about the way the show was presented, but never once was there a loss of sophistication. When the show was over one came away feeling relaxed and thoroughly entertained.

cooke amerson

LATIN

TOP 20 ALBUMS

Chicago Salsa	Chicago Pop
1 ONLY THEY COULD HAVE MADE THIS ALBUM CRUZ/COLON (Vaya 66)	1 DERRUMBES SALVADORS (Arriba 3005)
2 LA COMEDIA HECTOR LAVOE (Fania 522)	2 LA VOZ RANCHERA CHELO (Musart 1063B)
3 SPANISH FEVER FANIA ALL STARS (CL35336)	3 A PENSAR DE TODAS VICENTE FERNANDEZ (CBS 850)
4 EXPLORANDO LA SONORA PONCENA (Inca 1060)	4 AMIGO ROBERTO CARLOS (Caytronics 1505)
5 TIENE CALIDAD LIBRE (Salsoul Salsa 4114)	5 NUMERO 8 LOS TIGERES DEL NORTE (Fama 564)
6 SALSA ENCENDIDA TIPICA 73 (Inca 62)	6 VIDA MIA IRENE RIVAS (Cara 004)
7 LA RAZA LATINA ORCHESTRA HARLOW (Fania 516)	7 BESITOS LOS HUMILDES (Fama 560)
8 IMPACTO CREA (Vaya 71)	8 SOLA LISSETTE (Coco 148)
9 LATIN FROM MANHATTAN BOBBY RODRIGUEZ (Vaya 72)	9 DESNUDATE MIGUEL GALLARDO (Latin Int. 2042)
10 DEJA VU WILLIE COLON/HECTOR LAVOE (Fania 529)	10 CAMARON PELAO LOS POLIFACETICOS (Latin Int. 5025)
11 MACHO MUMBA SAOCO (Mericana 4117)	11 ESPECTACULAR JUAN GABRIEL (Pronto 1035)
12 THE ARTIST JOHNNY PACHECO (Fania 503)	12 LEO DAN (Caytronics 1504)
13 METIENDO MANO W. COLON/R. BLADES (Fania 500)	13 CARA DE GITANA DANIEL MAGAL (Caytronics 1516)
14 MI TIERRA Y YO CHEO FELICANO (Vaya 69)	14 RASGOS CAMILO SESTO (Pronto 1025)
15 EL GIGANTE DEL SUR SONORA PONCENA (Inca 1054)	15 EL AMOR JULIO IGLESIAS (Alhambra 23)
16 FOREVER MON RIVERA (Vaya 75)	16 SERENATA SIN LUNA LOS ANGELES NEGROS (International 925)
17 LOS PROFESIONALES PUERTO RICAN ALL STARS (Fama 1001)	17 ABRAZAME LOLITA (Caytronics 1489)
18 10th ANNIVERSARY LEBRON BROS. (Cotique 1091)	18 LOS ALAMBRADOS LOS BUKIS (Mericana/Melody 5611)
19 CON MUCHA SALSA VITIN AVILES (Alegre 6001)	19 TU SONRISA LORENZO SANTAMARIA (Latin Int. 6920)
20 780 KILOS DE SALSA DIMENSION LATINA (Top Hits 2025)	20 PAJARILLO NAPOLEON (Raff 9065)

Latin Picks

PUENTE IN PERCUSSION — Punte/Mongo/Bobo/Patato — Tico JMTS-1422 — Producer: Ralph Seljo

Tico Records was ahead of its time 25 years ago when they recorded "Punte In Percussion," which has now been re-issued. Featured with Tito in this LP are such super stars as Mongo Santamaria, Willie Bobo and Patato. The album consists of wonderful timbale, conga and bongo solos by the great ones and therefore is a percussionist's delight. If you want the best man on each drum, here they are on a drum album that will still be timely years from now.



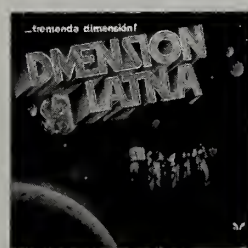
CANTA MI CANCION — Clay Carillon — Alhambra ALS-154 — Producer: Gene Nash

Clay Carillon, teenage singer, debuts with this beautiful album of romantic love songs. This LP was recorded in Spain and the songs are beautifully suited to his style of singing. The string section arrangements are great. This album consists of mostly soft rock ballads accented with tasteful background vocals.



TREMENDA DIMENSION — Dimension Latina — Velvet PRS 8012 — Producer: Cesar Monge

Dimension Latina Orchestra has had a couple of supporting credits to their name, but here they debut with the Velvet label. Dimension has been considered to be one of the top sellers all over Latin American countries and in this album they show why. Andy Montanez vocals blend beautifully with the orchestra, especially in the bolero called "El Mundo." Orchestrations are superb by Marty Sheller, Luis Ortiz and Luis Cruz. A good horn section and a tight rhythm section makes this album a masterpiece of salsa.



LATIN BEAT

Harriet Wasser, publicist for Ray Barretto, reports that according to Atlantic Records' Miami branch Ray's new album, "Can You Feel It," has met with tremendous response in Puerto Rico. The initial order on the album was one of the best the company has ever received on any of their albums. All the cuts from the album are being programmed.

"Jorge Santana" newest release on Tomato Records already has sold over 200,000 units.

The Latin American Record Festival will be held at the Poliedro in Caracas, Venezuela Oct. 8-12. This recording industry convention will focus on the following topics: piracy, royalties, payments, editorial rights and promotion. The convention will have an exhibition at the Poliedro starting the 8th and running until the 12th, and in addition, gold records will be given to various artists for their sales in Latin America. Among the artists who have confirmed their appearances to its organizer, Carmen Mirabal, are Palito Ortega, Daniel Magal, Juan Bau, Wilfrido Vargas, Cheo Feliciano, Ismael Miranda, El Gran Combo, La Lupe, Yolanda del Rio and Jose Jose. The event will be televised by Channel 8 in Venezuela and by the OTI Network.

Performances by well-known Pedro Vargas were extended by Madrid's Florida Park for an additional week. RCA Spain gave him a plaque for his 50 years in show business... Hugo Leonel Vaccaro, a Guatemalan singer living in Puerto Rico for a few years now, has signed exclusively with Ariola, Mexico... RCA Mexico is producing exclusive artist Roberto Jordan in Miami, Florida. The recording is being done with the Miami disco sound at Miami Sound Studios in both English and Spanish. With this production, RCA Mexico enters the international disco market with perhaps one of its most talented singers.

RCA Spain just released its own artist Ramiro Segrelles with an LP produced by Juan Camacho and entitled "Despues Te Fieste, Amor."

Orfeon's News — The Spanish singer Jaime Morey is now exclusive artist of Orfeon Records. Jaime Morey has recently concluded the recording of his first single, containing "Se Enamoro," a tune which undoubtedly will be very soon into the first places of popularity and sales. Jaime Morey will start a promotional tour into the city of Guadalajara, then he will go to Merida, Yuc., wherein he will take part in the celebration of the 48th anniversary of Organization Radio-peninsular, XEFC, together with outstanding artists, such as Lupita D'Alessio, Jorge Vargas and Lazaro

Salazar. From Merida, he will leave for Chihuahua, Ciudad Juarez, Hermosillo and Tijuana, places wherein he will also be working in radio and television. On his return to his capital city, Morey will star his first long-playing record.

Lupita D'Alessio has the success on her hands, since her most recent recording titled "Juro Que Nunca Volvere," written by Juan Gabriel, has yielded magnificent results to this famous artist's career, and she is currently among the first places of popularity and sales. By now, Lupita D'Alessio packs up to start a long tour abroad, beginning in the United States and going on in Venezuela, then Colombia and Puerto Rico, since Lupita is not only a great singer but an extraordinary actress... Fernando Allende started a tour inside the country promoting his most recent recording titled "Tu Retrato." He will not be promoting it only into the national market, but abroad too, since all Fernando's performances have been placed into the easy-listening charts and well accepted by people who like good music and good voices. Fernando works for the television show "Siempre En Domingo," wherein the people highly applaud him upon listening to his very sentimental performances.

From Bogota, Colombia, we have been informed Palito Ortega, Marlo Quintero and Maria Elena Sandoval, with the songs, "Que Vas A Hacer Esta Noche," "Nomás Contigo" and "Pesares," respectively, are now into the first places of popularity and sales in said country... In the aforementioned country, Caracas, Argentina, Spain and the United States, Lupita D'Alessio and the group Roca Blanca, are the most popular Mexican artists at present... In New York, the Mexican artist mostly accepted are those who have been outstanding by virtue of their extraordinary performances and the feeling they keep in every one of them, such as: Lupita D'Alessio, Fernando Allende, Los Pasteles Verdes, Welfo and the group Roca Blanca, among others.

Orfeon Records has recently signed a contract with Channel 6 of television in Guadalajara, to broadcast the program "Exitos Musicales Orfeon," which will also be broadcast to 19 cities of the Mexican Republic, such as Ensenada, Mexicali, Tijuana, La Paz, Torreon, Ciudad Juarez, Monterrey, Culiacan, Tampico, Merida, San Luis Potosi and some others. Exitos Musicales Orfeon is transmitted every Saturday at 5:00 p.m., presenting the best of the successful exclusive artists belonging to this recording company, those who excel themselves more and more each time in order to continue being favorite artists.

ray terrace

SINGLES TO WATCH

GRUPO OLLANTAY (Orfeon) **Las Borbas De Mi Chivato** (D.A.R.)
YOSHIO (CBS-Mexico) **Demasiado Tarde** (3:33) (F. Navarro-Ramon Tore)
TITO BAUCHE (CBS-Mexico) **Sinzansore** (5:25) (Tito Bauche)
LOS JOAO (Musart) **Pequeno Torbellino De Amor** (Paco Revuelta)
SONIA RIVAS (Epic-Mexico) **Tu Te Vas** (2:38) (Richard Mochulske)
CHELO (Musart) **Las Cuentas Claras** (Enrique Franco)
LUIS DE NERI (Orfeon) **Deuda** (D.A.R.)

FERNANDO ALLENDE (Orfeon) **Tu Retrato** (Raul Vale)
GLORIA BERRONES (Orfeon) **Fernando Manuel** (J.L. Hernandez)
LAZARO SALAZAR (Orfeon) **La Mujer Maravilla** (Lazaro Salazar)
PICARDIA NORTENS CHIS-CHAS (Orfeon) **El Mion** (Redova)
MERCEDES CASTRO (Musart) **Vengo A Verte** (Antonio Palacie)
CHELO (Musart) **Las Cuentas Claras** (Enrique Franco)
MACHITO (Coco) **Guaguanco A Mexico** (Lalo Rodriguez)
GENE HERNANDEZ (Alegre) **Siempre** (3:40) (Felipe Gil)
LA FRONTERIZA (Musart) **Pues Si, Pues No** (Rafael Bendia)
LOS FELINOS (Musart) **Mary Esther** (V. Maldonado)
LUCHA VILLA (Musart) **Y De Todos Modos** (Ruben Fuentes)
LOS TRES CABALLEROS (Musart) **El Reloj** (Roberto Cantoral)
HECTOR LAVOE (Fania) **El Cantante** (Jose Ramon Ortiz)
PACHECO/MELON (Vaya) **Compay Anton** (Johnny Pacheco)
LOS FELINOS (Musart) **Falsas Promesas** (V. Maldonado)
PEPE CASTRO (Orfeon) **Consejo De Amigo** (Pepe Castro)

MERCHANDISING

SINGLES BREAKOUTS

Pickwick — National ERIC CARMEN COMMODORES LEO SAYER SIMON/TAYLOR	Discount — St. Louis BEACH BOYS LINDA CLIFFORD FOREIGNER	AMBROSIA DAVID GATES ROLLING STONES STYX DONNA SUMMER GINO VANNELLI
Record World, T.S.S. — New York ALICIA BRIDGES JUDY CHEEKS LINDA CLIFFORD GARY CHRIS FOREIGNER GOODY GOODY DAN HARTMAN MECO PLAYER	Tower — San Francisco ERIC CARMEN DAVID GATES DONNA SUMMER	D.J.'s Sound City — Seattle PAUL DAVIS FOREIGNER CRYSTAL GAYLE RICK JAMES HEART STYX Bee Gee — Albany FOXY HALL & OATES ROLLING STONES Handleman — Atlanta FOREIGNER MICHAEL JOHNSON ROLLING STONES DONNA SUMMER
Sound Warehouse — San Antonio COMMODORES PABLO CRUISE QUAZAR STYX GINO VANNELLI	Waxie Maxie — Washington ERIC CARMEN PAUL DAVIS DR. HOOK FOREIGNER PLAYER STEELEY DAN STYX KAREN YOUNG DONNA SUMMER	Modern Music — Cleveland PETER BROWN COMMODORES HEART ALAN PARSONS TOM PETTY
Sounds Unltd. — Chicago AMBROSIA CARS MOODY BLUES ROLLING STONES STEELEY DAN STYX WINGS	Specs — Miami DAVID GATES LINDA RONSTADT GINO VANNELLI	Alte — Phoenix AMBROSIA ROLLING STONES DONNA SUMMER WHO
Record Factory — San Francisco DR. HOOK VAN MORRISON GERRY RAFFERTY ROSS/JACKSON DONNA SUMMER J.P. YOUNG	Harmony House — Detroit AMBROSIA BARRY MANILOW	Richmen Bros. — Philadelphia BEACH BOYS BEATLES ALICIA BRIDGES BROTHERS JOHNSON ERIC CARMEN COMMODORES WALTER EGAN NICK GILDER BARRY MANILOW PABLO CRUISE TEDDY PENDERGRASS
Cavages — Buffalo ROLLING STONES STYX	Wherehouse — Los Angeles STEPHEN BISHOP PAUL DAVIS HALL & OATES DAN HILL DOLLY PARTON TOM PETTY	Harmony House — New Jersey BARRY MANILOW VAN MORRISON STYX KAREN YOUNG ZWOL
Record Dept. Merch. — Memphis ALICIA BRIDGES DR. HOOK	Sound Warehouse — Dallas COMMODORES	Radio Drs. — Milwaukee

ALBUM BREAKOUTS

Korvettes — National STEPHEN BISHOP BOZZ EXILE ROBERTA FLACK HALL & OATES LYNYRD SKYNYRD CHUCK MANGIONE SESAME STREET FEVER	Cavages — Buffalo COMEDY ROOTS FUNKADELIC GINO VANNELLI	Tape City — New Orleans ASHFORD & SIMPSON LYNYRD SKYNYRD ANNE MURRAY LEE OSKAR TEDDY PENDERGRASS DONNA SUMMER STYX GINO VANNELLI WHO
D.J.'s Sound City — Seattle CHEAP TRICK HEART KENNY LOGGINS CHUCK MANGIONE DONNA SUMMER	Pickwick — National STEPHEN BISHOP CHUCK MANGIONE DAN HILL PLAYER LYNYRD SKYNYRD STYX DONNA SUMMER TRAMMPS DON WILLIAMS	King Keatle — New York THE BEATLES JIMMY BUFFETT CHUCK MANGIONE PLAYER
Rose Records/Sounds Good — Chicago ROBERTA FLACK FUNKADELIC HEART CHUCK MANGIONE	Record Factory — San Francisco CARS CHUCK MANGIONE DONNA SUMMER	Big Apple — Denver HEART KINGFISH AL STEWART STYX
Sound Warehouse — Dallas FUNKADELIC HEART STYX GINO VANNELLI	Music Stop — Detroit EMOTIONS EXILE HALL & OATES LYNYRD SKYNYRD ROSE ROYCE CHUCK MANGIONE SNAIL DONNA SUMMER ROBIN TROWER	Radio Drs. — Milwaukee ALBERT/MASAKELA BLUE OYSTER CULT BRECKER BROTHERS MAYNARD FERGUSON FUNKADELIC HEART POCKETS AL STEWART STYX GINO VANNELLI
Harvard Coop — Boston DAVE EDMUNDS ALAN PARSONS	Cactus — Houston STEPHEN BISHOP ERIC CLAPTON VILLAGE PEOPLE TOM PETTY POCKETS JEAN-LUC PONTY SYLVESTER	Poplar Tunes — Memphis LYNYRD SKYNYRD ALAN PARSONS DONNA SUMMER
Licorice Pizza — Los Angeles ASHFORD & SIMPSON STEPHEN BISHOP BLONDIE BLUE OYSTER CULT EMOTIONS EXILE FOGELBERG/WEISBERG NICK GILDER HEART LYNYRD SKYNYRD CHUCK MANGIONE CHRIS REA AL STEWART STYX DONNA SUMMER SYNERGY	Hermony Hut — Washington, D.C. PAUL DAVIS FUNKADELIC CISSY HOUSTON KC & THE SUNSHINE BAND CHUCK MANGIONE MUSIQUE SYLVESTER	Jerry's — Philadelphia BLONDIE HEART GROVER WASHINGTON
Father's & Sun's — Indianapolis ATLANTIC STARR BLUE OYSTER CULT CITY BOY MAYNARD FERGUSON FULLER & KAZ HEART POCKETS STYX DONNA SUMMER GINO VANNELLI WAR OF THE WORLDS	Handlemen — National STEPHEN BISHOP BOSTON BOZZ FOGELBERG/WEISBERG HALL & OATES RICK JAMES LYNYRD SKYNYRD ANNE MURRAY SESAME STREET WHO	Cemlot — National ASHFORD & SIMPSON BOSTON FOGELBERG/WEISBERG HALL & OATES NICK GILDER LYNYRD SKYNYRD CHUCK MANGIONE MOTHER'S FINEST DONNA SUMMER WHO
Port O Call — Nashville BLUE OYSTER CULT MOLLY HATCHET PLAYER ROBIN TROWER GINO VANNELLI	Music Millennium — Portland CITY BOY DEVO HAPPY THE MAN	Tower — Los Angeles DEVO HEART THE WIZ ZWOL
	Modern Music — Cleveland FUNKADELIC LYNYRD SKYNYRD CHUCK MANGIONE LEE OSKAR	P.B. One Stop — St. Louis EXILE LYNYRD SKYNYRD
		Disc — Dallas ATLANTIC STARR STEPHEN BISHOP EXILE HALL & OATES

TOP SINGLE BREAKOUT OF THE WEEK

BLUE COLLAR MAN (LONG NIGHTS) — STYX — A&M

TOP ALBUM BREAKOUT OF THE WEEK

CHILDREN OF SANCHEZ — CHUCK MANGIONE — A&M



RONSTADT TIE-IN — Elektra/Asylum Records is mounting an extensive marketing and merchandising campaign in support of Linda Ronstadt's new "Living In The U.S.A." album, of which the label recently shipped two copies upon its release. Pictured above are the 4x4, posters and album covers which will be used for in-store and other promotional displays.

Portrait Using Haiku, Out Of The Box TV Ads For Heart Lp

(continued from page 8)

The five-week campaign consists of three weeks of concentrated AOR timebuys, followed by two weeks of intensive print and television ads.

"With the AOR spots, we plan to build (consumer) interest, then the print and TV ads will kick them over the edge," Rogers said.

Retail

At the retail level, Portrait will use 4x4s and hanging posters and a new photo-optical light box featuring the Heart logo. The latter item uses a scanner light behind optical fibers to spell out the group's name.

On a more limited bases Rogers said the label has manufactured kimonos with the dog and butterfly art from the LP cover on the front of them and a music box decorated with cover art which plays one of

the album's songs when opened.

The advertising campaign will cover 16 major markets where Heart's sales have been strongest in the past. The TV ads will be scheduled to hit an 18-34 demographic audience.

Coinciding, in many areas, with the advertising campaign will be a tour, which Heart began last week. It continues through December. In those cities where Heart performs, Rogers said the label will supplement the basic campaign with additional spots and tie-ins to the concerts.

He added that members of Heart have been included in the planning of the campaign since its beginning. The theme, Rogers said, ties in with the fact that Nancy and Ann Wilson spent several years in China as children and since "have always had a feeling for the Orient."

"This campaign is the exact opposite of the hard-sell," Rogers said. "But we think the average rock buyer is more sophisticated and intelligent enough to appreciate the beauty of haiku."

UA Jazz Labels Get Major Push

(continued from page 17)

stations throughout the country.

Locally-produced radio spots will run for the length of the campaign in major jazz markets such as New York, Los Angeles, San Francisco and Chicago. Newspaper advertisements are also being tailored to fit local buying patterns.

The label has produced a four-color order form catalog highlighting 75 album jackets from the Blue Note and Pacific Jazz lines, as well as color-coordinated calendar posters.

Retailers are being supplied with a special kit that contains the sampler album, four-color calendar poster featuring the Pacific Jazz titles only and the four-color order form. In addition to the stand-up displaying the top selling catalog items, dealers will be furnished with another in-store piece focusing on the Blue Note Classic Series twofers.

Additional dealer incentives, including a 5% discount off invoice and extended dating, are being offered through the Capitol branches, according to Dan Alvino, vice president of sales for UA.

"This is the first jazz program we've ever offered," Larry Cohan, UA's vice president for marketing and merchandising support pointed out. "And we've brought every area of marketing expertise into play."

RCA Appoints Sixteen Inventory Display Specialists

NEW YORK — RCA Records has named 16 inventory/display specialists to the nation's major market centers in an expansion of its field marketing operation. The specialists, who will report to local branch managers, will promote the visibility of label product through in-store play, video cassette showings of company acts, and in-store and window displays. Their activities will be coordinated at the national level by Frank O'Donnell, the label's national sales operation manager.

"This new force has the purpose of giving RCA the most effective exposure possible at the retail level," said Dick Carter, RCA's division vice president of field marketing, who made the announcement. "We have selected promising people, some of whom are drawn from our field sales force, and intend to capitalize on their aggressiveness and ambition. We anticipate that the program will provide an excellent on-the-job training ground for future members of our management."

The new specialists are: Nancy Shadley, Boston; Fran Turner, Hartford; James Brannan, Larry Feldstein, and Neil Feder, New York; Tom Cavaliere, Philadelphia; James Kelly, Washington; Sandra Christenbury, Charlotte; Julia Rainwater, Atlanta; Linda Rowsey, Detroit; Peggie Dawe and Linda Maracic, Chicago; James Maenner, Dallas-Houston; James Gray, San Francisco; and Tom Inman and Chuck Comstock, Los Angeles.

CASHBOX-2

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Poster T-Shirts Buckles, Mirrors Blank Tape Audio Care Products Prove To Be Profit Boost To Record Retailers

by Leo Sacks

In the terminology of record retailers, T-shirts, posters, belt buckles, mirrors, rock magazines, and other related items come under the general heading of plus-profit merchandise. Retailers tend to regard these goods as traffic-builders, while the manufacturers of this merchandise view record stores as the ideal outlets for their products. As a result, the relationship between the record and plus-profit merchandise industries has been mutually beneficial.

Estimates of the overall monetary worth of the plus-profit industry range as high as a half billion dollars, according to a survey of major record retailers across the country. Tower Records, for example, reports that its poster division is doing \$2.5 million a year in volume. Other retailers have assumed a similar approach and mass-merchandise T-shirts, belt-buckles, and mirrors as they would records. Overall, plus-profit goods account for as much as 15% to 20% of the volume of many record outlets.

But retailers are not the only ones who benefit from these goods. Superstars and their managers also stand to gain millions of dollars just by licensing the artist's name, logo, or likeness to the manufacturers in each product line. It is not at all uncommon, for example, for the younger fans of performers like Kiss, Peter Frampton, and the Bee Gees to buy not only the groups' LPs, but their individual T-shirts, posters, and mirrors as well.

Similarly, record companies benefit from the visibility that is achieved when a consumer wears an artist's T-shirt or belt buckle, though a number of industry executives feel the display of such merchandise detracts from the precious space that can be used to promote newer artists.

Compatible Items

Just how do plus-profit goods fit into record retail operations? According to Joe Bressi, vice president of marketing and purchasing for Stark Record and Tapes, plus-profit products "are the type of items that mix very well in the environment we try to create in our stores. We like to think of ourselves as total music retailers, and our feeling is that plus-profit goods contribute extremely well to the overall profitability of our chain."

"We're a family-oriented chain, so our customers expect to find everything they need that's related to the artist," said Gus White, general manager of the Oklahoma-based Sound Warehouse chain. "A good percentage of our business comes from the 15-23 age group, so we're out to meet their needs as best we can."

(In fact, a new dimension to the chain's plus-profit line has been added by the introduction of heat transfer machines for baseball caps). Plus-profit manufacturers, likewise, recognize the importance of the record industry to their business.

"It's been our experience over the years that record chain owners recognize the beneficiality of this merchandise," said Dell Furano, president of Winterland Productions, a prominent silk-screen T-shirt manufacturer. "They've come to realize that related merchandise really helps to improve their record sales. This has proved especially true when a T-shirt is marketed to coincide with the release of an artist's LP. As more stores expand," he continued, "they look for new ways to utilize areas of their shops to promote rock-oriented accessories."

This philosophy aptly applies to Atlanta's Turtle Records. "Our hope," acknowledged Al Levenson, one of the owners of the chain, "is that once a customer has set foot in one of our stores, we'll have something to in-

terest him. We usually find that if he doesn't buy an album, there's a good chance he'll buy a magazine or poster instead."

Customer Satisfaction

Jim Bocash, of the 21-store Glendale-based Licorice Pizza chain, reported success in carrying T-shirts, belt buckles, rock lighters, and mirrors. "It's like free promotion when you see somebody wearing an artist's name or logo on their shirt," he said. And Paul Tasca of the Record Theatre in Buffalo, N.Y., opined that plus-profit goods are "the kind of youth-oriented items that really go over with the teen market. They give your younger shopper something else to look for other than LPs. We've found that the subtle integration of these goods amounts to greater customer satisfaction."

"A good percentage of the record-buying public enjoy the kind of items that relate to the particular group the consumer likes," commented Gary McCall, director of marketing for Pacifica Manufacturing Company, a major belt buckle licensee. "Retailers have to generate enough traffic to make a decent profit, so when they're offered an item they can mark up 100%, the merchandise becomes the perfect compliment to their record displays."

Image Of Diversity

Stuart Schwartz secretary/treasurer of the mall-oriented Harmony Hut chain, reasoned that the presence of an item like sheet music in his stores offers the kind of diversity the chain's image thrives on. "People who drift into our stores from the malls and discover items like sheet music and notation that they didn't expect to find are potential record buyers in our eyes," he said. "It gives us a real store identity." Schwartz added that sheet music delivers an approximate four percent to the chain's total retail sales volume.

Frank Aquino of the Recordland chain also praised the value of plus-profit goods. The district manager of the chain's Ohio stores considers posters, for example, to be the "perfect traffic-builders." "We're convinced that visually appealing poster displays near the front of our stores definitely helps to catch a customer's eye as a way of drawing him inside," he said, noting that the chain frequently places dumps in front of its outlets as a way of attracting customers.

Many retailers have also experienced positive reactions to magazine sales. Rick Kamiler, general manager of Miami's 8,000-square unit Vibrations, estimated that he sells about 200-300 music-oriented and drug-related magazines each month. "If you can bring a customer into your store looking for *Crawdaddy*, the chances are a good that he'll walk out with anything from a

pack of rolling papers to a boxed set of classical records." Kamiler said that he likes to spread the selection of periodicals he carries throughout Vibrations in 10-foot-high pyramid-shaped crates painted in the store's colors.

Another retailer who appreciates the value in carrying plus-profit goods as a service to his record buyers is Albie Cohen of Popcorn Records. Cohen explained that the prepackaged T-shirts that Popcorn merchandises, for instance, are an important factor in building the company's gross profit.

Interest in record care products has also increased over the years. At Boston's Harvard Coop, for instance, accessories like liquid preservers and cleaners are the kind of fast-moving commodity that can justify taking space away from records.

Retail interest in the paraphernalia industry has also been vividly illustrated by the success of the seven-store Karma Records chain, owned by Father's and Sun's Inc. Karma's paraphernalia sales according to Randy Scott, regional manager for the midwestern chain, currently exceed half a million dollars and account for approximately 15% to 20% of the company's total dollar volume. Additionally, the parent company's distribution arm, Karma Distributors, is the largest paraphernalia wholesaler in the Midwest.

Cross-Merchandising

Because space is so competitive in many chain stores, many retailers stressed the importance of cross-merchandising products and the need to attractively integrate their plus-profit goods alongside their record racks. Stark's Bressi, for example, cited the integration of the "Sgt. Pepper" and "Grease" T-shirts with their respective LPs.

"Both movies are so hot that you can probably make a double sale providing the items are properly displayed," he said. "You can really cross-merchandise just about anything — certainly as far as your imagination will take you. Merchandise only sells as good as it looks anyway."

Al Dargis, president of Dargis Associates, a poster concern, stressed that the timeliness of an artist's success is an important part of his business. "If the group is hot, then their picture will sell," he said, "although chemistry has a lot to do with what makes a poster successful. But our free-standing racks indulge the consumer to the ultimate advantage of the retailer."

Parents Love It

Evidently the younger generation is not the only buyer of plus-profit goods. To judge from the success of Barry Imhoff, president of Barry Imhoff Products, is having with his rock mirror line, "parents love

our product. We've found that they'll buy the mirrors to decorate the rooms of their children with. It's a quality item that hangs like a lasting fixture and the retail response has been tremendous."

A good indication of the amount of money that can be made from rock merchandise comes from Paul Katz, general sales manager of the T-Shirtery in Atlanta. A retailer and wholesaler, Katz said that his firm has annual sales in excess of \$5 million, "at least \$2.5 million of which is rock-related. We have really plugged into a mainstream of the American economy," he said, "in that the T-shirt has become the perfectly affordable item. More people buy budget items when money gets tight, so that to the middle and lower classes, the T-shirt has become an ideal piece of clothing."

Divided Sentiment

Among managers of prominent artists, there is both pro and con sentiment regarding plus-profit items. "Everybody likes to see their name on something," said Bud Prager, manager of Foreigner and the head of E.S.P. Management, whose comment certainly rings true for the many artists that have licensed their name to manufacturers of plus-profit goods. "It's an extremely profitable industry, and we're all very fortunate that it exists," Prager said. "But if you're interested in the long-term development of your artist, you have to protect against an over-saturation of endorsements."

Prager also touched on the "perilousness" of the industry, given the rampant bootlegging that exists at almost every level of the plus-profit spectrum. Don Anthony, manager of Peter Frampton and president of Bandana Enterprises, said that the potential for income derived from a major artist can run "in the area of millions and millions of dollars." He also noted that bootleggers "can sap away as much as 40% of your business. We've spent hundreds of thousands of dollars in legal fees just to obtain cease and desist orders from these various bootleggers, but it really does nothing." Anthony estimated that "the kind of income they're making more than exceeds the amount that's being generated from legitimate means."

Traffic Builders

Major record company staffers supported retailers' assertions that plus-profit goods serve to build the kind of traffic that helps record sales.

"Any sort of related merchandise that can move into a record store is of benefit to our industry," stated Jim Charne, director of east coast product management for Epic and the Associated Labels. "If a T-shirt or an ashtray provides the stimulus to get the consumer into the record store, then the odds are that he's going to purchase an LP sooner or later."

"The image that posters and T-shirts present of the artist is usually consistent with what our own artist development department has in mind," explained Dan Davis, Capitol Records' vice president of creative services. "T-shirt manufacturers invariably come to us for color separations on our art work to help them transfer the design on their T-shirts. So our feeling is that whatever a record store sells that's album-oriented is a plus for us. The browsing customer who comes into a store to buy a belt buckle means a hell of a lot to this industry, which is why we spend so much money on packaging and point of purchase materials."

Echoing Davis' remarks, George Salovich, director of merchandising for Atlantic Records, felt that "the added visibility promoting group logos and pictures can't do anything but help record sales."



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Blank Tapes Are Outsold Only By Records At K. Karol Chain

At the King Karol record chain, blank tapes are the commodity most comprehensively stocked and sold outside of records themselves. Karol's stock of tapes includes Ampex, BASF, Dynarange, Scotch, TDX, Irish-Shamrock and Memorex, most of which are available in either cassette or are important to us," Schwartz says, "because they provide a healthy diversification of our product spread, which didn't expect to find," Schwartz surmised, "then we feel we'll be able to draw that many space. The chain is looking for new ways to display the books," Schwartz said, hoping to maximize the rack's visual appeal. However, he added, the current set-up, which is visible from either end of the store, constitutes a "massive appearance that creates considerable traffic."

"The first is that the product has received a good lab report. The second and perhaps even more important factor is that the product has received a strong promotion." Treff cites both the Maxell and Memorex ad campaigns as having been particularly effective.

The most important method of merchandising tapes at King Karol is to display all

the lines side by side. Treff says, "Usually, when someone walks in who is not already pre-sold on a certain brand, they'll want to see the array of brands that you carry and they'll want to see them side by side." Treff cited another example of effective merchandising. "When a company offers product in poly-bags, with an offer of 'buy two, get one at half price,' or 'buy two, get one free,' we'll hang them on a peg board by the counter where people can see them."

Treff is quick to point out that, while tapes require display, they are not an impulse item. "People who record are pretty sophisticated," he says. "I especially find that there is a growing sophistication towards the better brands of tape, and we try to make sure that we are better stocked on them. People are going more and more for the higher priced brands, and less and less for the budget tapes. People are more aware of terms like 'tape formulation' and 'low noise, high output.'"

Treff concludes, "The blank tape market, especially cassettes, has grown tremendously in the urban area. Outside of records and prerecorded tapes they are our best selling commodity."

Sheet Music Proves 'Vital' In Harmony Hut's Store Mix

For the 19-store Harmony Hut chain, sheet music and music books are a "vital sector of our merchandising mix," according to Stuart Schwartz, secretary/treasurer of the retail chain and chairman of the board of Schwartz Brothers, Harmony Hut's parent company.

Currently, sheet music delivers approximately four percent of Harmony Hut's total retail sales volume, but Schwartz hopes to increase that total to five percent by the end of the year. "Sheet music and music books are important to us," Schwartz says, "because they provide a healthy diversification of our product spread, which enhances our appeal to the general consumer."

The diversification factor is especially vital for Harmony Hut, Schwartz explained, because the chain is mall-oriented. "If people who just drift into the store from the mall and find lyrics and notation for music they didn't expect to find," Schwartz surmised, "then we feel we'll be able to draw that many more people, who, hopefully, will also buy records."

And, Schwartz stresses, consumers are apt to find a wide range of non-rock oriented books in the sheet music section. "Of course rock is well represented," he notes, "but there's also a substantial amount of MOR and specialty areas, like Broadway shows, religion, and organ music. This kind of wide-ranging selection really satisfies our need to have a full merchandising mix."

Dividing Line

Sheet music and music books average 40 feet of rack space in Harmony Hut stores, Schwartz says, and are usually used as a dividing line between the record and musical instrument section of the floor space. The chain is "looking for new new ways to display the books," Schwartz said, hoping to maximize the rack's visual appeal. However, he added, the current set-up, which is visible from either end of the store, constitutes a "massive appearance that creates considerable traffic."

Harmony Hut's order of sheet music and music books are, with the exception of product from Warner Brothers Publishing, racked by the Jim Beck Music Company of Florida. Ordering the product, Schwartz recalled, has evolved from a strict reliance on the rackjobber to a more localized approach from the individual stores.

"As time went on," Schwartz says, "our managers took more of an interest in the sheet music section, because they realized what a profit source it could be. They saw what was moving in their store and what wasn't, so they began supplementing their shipment orders with additional requests. Now the rack jobber is relying almost entirely on their orders."

Schwartz notes that Harmony Hut does "very little" advertising on sheet music. "We've mainly used print ads and in-store promotion, with mixed results," he states. "We feel we should be doing more in the advertising area, and we plan to in the near future."

Lack Of Enthusiasm

One reason for the lack of advertising, he concluded, was the publishing industry's lack of enthusiasm for it. "The industry just doesn't generate interest in advertising," Schwartz asserted. "They don't offer co-ops, and because of the record companies policy on co-op ads, I think retailers have become spoiled."

Harmony Hut plans to increase their emphasis on sheet music and music books, Schwartz concludes, making the plus-profit item an integral section of the chain's full-line service.

Peaches Stresses Record Care To Sell Audio Aids

At its 32 stores across the country, Peaches Records does a significant business with audio accessories, a business which "has doubled what it was last year in proportion to our total sales," according to George Paoletti, the chain's accessory buyer.

'Profit Makers'

Additionally, items such as record and tape care products and numerous related items are "definitely profit-makers," and not just in the stores as a traffic draw, Paoletti says.

"There is a strong stress in the store on maintenance," he says, "how to maintain a record or tape so that the customer benefits from its long use." Even though he says

(continued on page 5)

Popcorn Chain Builds Gross With Prepackaged T-Shirts

Albie Cohen, co-owner of the Popcorn Records chain, knows the value that T-shirts have in his stores. "Accessories like shirts are a good way of building up our gross," he said. "The profit margin just isn't that high on records and tapes, so that an item like a T-shirt helps to augment our income."

He explained that Popcorn got into T-shirts "in kind of a strange way." The chain had taken over an existing record store in Weymouth, Mass., that was equipped with a transfer machine. But Cohen switched the operation to his 10,000-square-foot store in Dedham, where customer reaction to the transfers has been "extremely positive."

Cohen has since incorporated prepackaged shirts into his other four stores. He said that this form of merchandising perfectly suits Popcorn's purposes because "it frees over personnel from the time-consuming process of printing transfers. We feel that by carrying the pre-paks, a customer can make his selection, pick out the size and the color he wants, pay for it, and leave. It's the best route for a record store to take if they're interested in carrying shirts."

Seasonal Item

Though he concedes T-shirts are a seasonal item that sell best during spring, summer, and holiday seasons, Cohen feels that "they're a nice item to have in the store. It's not the kind of item that sells during the winter, but we like to offset the slowdown by promoting our own shirts with the 'Popcorn' logo. There's as much enthusiasm for it as any of the rock shirts we carry."

Cohen hangs the 'Popcorn' shirts right above the check-out counters at the front of

each of the stores, where he feels he's less vulnerable to theft.

"When you keep your goods buried in the back of your store, the shopper stands a better chance of concealing the item as he leaves. In fact, we just ordered a special kind of label that adheres to all kinds of accessories, including records and tapes, that triggers a loud alarm if it hasn't been deactivated at the register."

Cohen said that the pre-paks are also displayed near the front of the chain's stores, where he keeps most of his plus-profit goods like record care products and posters. "We positioned the pre-paks where we did in keeping with our philosophy that shirts are impulse items that sell best near the exit as people are checking out."

He said that the store doesn't really have a problem finding space for the items they merchandise. "Our stores are large enough to accommodate most goods. Besides, I wouldn't take on an accessory unless I felt I had a large enough area to display it properly. We like to display our shirts as attractively as we possibly can. The pre-paks are bubbled-packed and have a little hole in them, so that it's easy to feature them on a peg board or a turnstile display."

Cohen said that the Popcorn stores would initiate a number of in-store promotions during the fall season. Most of them will involve the give-away of 'Popcorn' shirts with specific purchases, like a car stereo or two record albums.

"Selling shirts can be fun," he remarked. "People expect to find them in a record store, and we're trying hard not to disappoint them."

Peaches Pushes Record Care To Sell Audio Accessories

(continued from page 4)

Peaches' business has doubled in the last year, Paoletti is convinced it is an ever-increasing market.

Cleaning Clinics

"We've seen a dramatic increase in sales of those items and the need for other lines to fill the customer requests," he says. In several of its stores, he adds, Peaches is instituting a unique form of in-store merchandising for audio accessories by holding "maintenance seminars" in which various products will be demonstrated in the store.

"We are having a Watts record clinic where a customer will be able to bring in his dirty records and have the opportunity to see the different record-cleaning items being used. We are just trying to educate the customers so they can judge which are the best items."

These will be similar to the audio clinics staged by stereo chains in which customers bring in their audio equipment and have it analyzed free by hi-fi specialists. By extending this concept to audio accessories at the retail record store, Paoletti feels this will show consumers that record and tape care products should be considered an integral part of any collection.

The program is starting off in Peaches locations in St. Louis, Seattle and Kansas City, but will move to other areas should the program prove popular in its initial phase.

Educate Consumers

If the record care clinics are as successful as Paoletti hopes they will be, he says Peaches will also apply the concept to tape maintenance as well because, even more than with records, he feels there is a need for consumer education about tapes.

He also said the store has set up a special display featuring replacement needles for phono record players. The display "was really creative," he says. "They made up a needle display sign that said, 'Are you plow-

ing your records instead of playing them?'" The display, he says, reminded customers to be aware of the wear on needles and the importance of periodic replacement for increased record life.

At Peaches, the majority of the audio accessory items are merchandised near the checkout counter of the store for two reasons.

First, he says, "the area near the cash register is a high traffic area. We like to consider it mass merchandise, where large quantities are put on the shelf." Since there is a large degree of impulse-buying involved with audio accessories, having it displayed in a high-traffic area such as the checkout counter increases sales, Paoletti says.

Since most of Peaches' advertising is done on radio rather than in print media, Paoletti says there isn't as much opportunity to tie-in audio accessories with institutional advertisements. But along with the record and tape clinics, the chain sometimes spotlights maintenance items on the stores' marquees, so he feels the lines have adequate visibility.

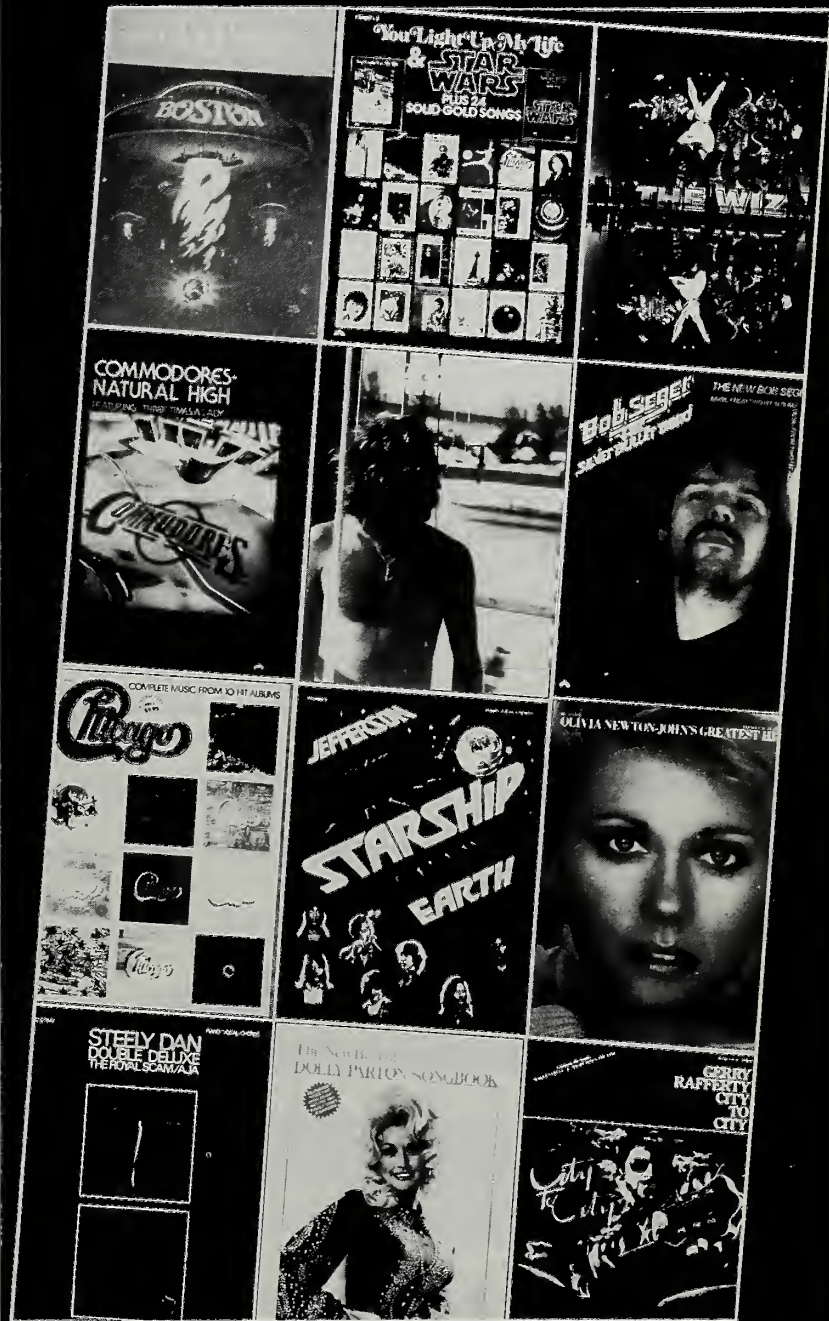
In addition to national brands of accessories, Peaches also stocks its own in-house line, which often sells as well, or better, than the name brand items.

But before any line is stocked, it is first test marketed, Paoletti says. "Most of the products we carry we've done test surveys on, and if they are found to be favorable, we carry them."

For the items on which Peaches affixes its name, Paoletti says, "We deal with major manufacturers who are already producing products that we feel are good items, that we would be glad to have our name on."

Audio accessories are allotted an average of one to two percent of the space in most Peaches stores, he says, and they sell consistently across the country.

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Posters Constitute Separate

As part of the overall boom in record retailing, record merchandisers have discovered a world of plus profit merchandise that can be used to augment a store's produce selection while also generating additional profits. One of the foremost plus profit items, both in sales and visibility is posters; and one of the leading poster retailers is Tower Records.

"We have poster departments in our stores that are in the same room as the record departments, but they are operated separately," says Dick Harris, general manager of Tower's poster division. "For the customer it's all one store, but in the company's eyes they are poster stores and record stores that are separate and apart."

Harris believes that Tower is the largest poster dealer in the country.

"We think we are the largest poster dealers, but there are no industry figures. The poster industry is just in its infancy now and there's no organization to let poster retailers, manufacturers or distributors know what others are doing in the field."

Five years ago the poster industry almost entirely consisted of freaks in vans who'd sell you flat posters and you might see him again or you might not. From there the industry has really grown up in the past four or five years. And it's going to get a lot bigger."

Harris says the plus profit industry as a whole is so new that it hasn't even been named yet.

"Plus profit plays it down by implying that it's just part of the record store, but it's more than that — it's a viable industry by itself. But we don't have anything to call it. It's gifts

that appeal to the people who buy records, but that's a bit long for a working name."

"The poster stores vary in size depending on the size of the building," says Harris. "We are trying to be in the neighborhood of 2,500-3,000 feet. The record stores are usually about 10,000 feet."

Tower poster stores use approximately 60 feet of wall space to display their posters, as well as utilizing floor racks of one kind or another. Between the wall and floor space, some 1,200 poster titles are featured, giving Tower one of the largest selections of any poster retailer.

"We carry every make of poster we can," indicates Harris. "There are about 15 to 20 poster publishers active now. The most important suppliers for Tower are Western Graphic, Portal, Pomegranate, Thought Factory, Pro-Arts, Argus and Big O. It's vital that we have the best selection possible, because the two most important sales factors for posters are selection and merchandising."

Tower's posters are displayed on swing panels, also called flip tabs or wings or display panels, that run all the way down the sides of the stores. Each display sample has a number corresponding to honeycomb bins that run along the wall below the poster displays. A poster buyer picks out one he wants, checks the bin below with the corresponding number and usually finds up to a dozen copies there.

A lot of thought has gone into the decision to display posters in the manner described above.

"We found that putting displays across the back and up part of the way on both

Divisions At 9 Tower Stores

sides not generally work out as well," Harris reports. "We did them in the back to bring T-shirts closer to the front. But now we've found, through experimentation, that the side walls are the best place."

Tower Records' poster stores began in late 1974. "We were carrying some of this stuff as part of our book-store and when we moved the bookstore to a larger location," recalls Harris. "We had the lease left over so we decided to keep the plus profit things all together."

Four Years Later

"Now, four years later, we are going into poster production, or poster publishing as

Dargis Poster Sales Exploding

Dargis Association Incorporated, manufacturers of posters and iron-ons increased its sales from \$400 to \$50,000 a year in its first three years of operation. Based in Columbia, Maryland, the firm is 90% owned and operated by Al Dargis and his wife.

Dargis' career in the poster business began in 1967. "In the beginning I sold posters out of my basement so I could learn how to do business with stores," says Dargis, who at that time was also working as an electrical engineer.

Basement

In 1970, Dargis moved his operations from his basement and set up an office. The company's sales department operates through retail managers. Controller Harry Neun and warehouse manager Jack Adams are other members of Dargis' staff, which also includes 15 full-time company salesmen.

This is the first year that the Dargis Association began selling iron-on transfers of music and television personalities such

as Barry Manilow and the Commodores. "We're just getting started, so things are slow," says Dargis. "But, we intend to work on it." Dargis feels the selling of iron-ons is related to the poster business. The iron-ons are sold by distributors in the United States.

Dargis Association services music discount stores, record chains, and gift stores. The company also has a fast-growing mail order business.

Dargis feels that the selling of posters and other paraphernalia doesn't disturb the image of a store. "The items are still related and actually may draw customers," says Dargis. "Plus-profit merchandise starts at 50%, so half of your sale is profit. So, even a small sale can be fairly significant."

The Dargis Association's most popular items are the Andy Gibb and John Travolta posters.

Dargis feels that posters significantly help build the images of people in show business. "Farrah Fawcett-Majors was practically made by the poster," he remarks.

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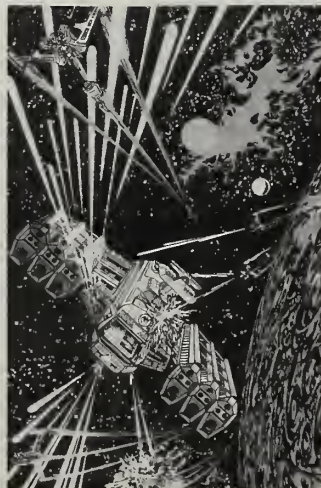
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National Sales Manager: Jo Turner
Product Lines: Posters

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Goods shipped same day order is placed
Product Lines: Blank tape (8-track, cassette, open-reel and video) and full range of record, tape and audio accessories

ABC Schwann Publication, Inc.
137 Newbury Street
Boston, Massachusetts 02116
President: William Schwann
Product Lines: Schwann-1 Record and Tape Guide (Monthly), Schwann-2 (semi annual) Record and Tape Guide artist listing issue, basic record library, Schwann children's record and tape catalog (annual)

Action Leathercraft Inc.
5340 East Harbor Street
Commerce, California 90040
(213) 728-1155
President: George Hillinger
Product Lines: 8-track and cassette carrying and storage cases

Acuff-Rose Sales, Inc.
2510 Franklin Road
Nashville, Tennessee 37204
(615) 385-3031
President: Wesley Rose
National Sales Manager: John R. Brown
Product Lines: Sheet music, folios

A.G. Industries Inc.
5435 77 Center Drive
Charlotte, North Carolina 28210
(704) 527-5150
National Sales Manager: Harold K. Leuschner
Product Lines: Record and tape display fixtures

Akro-Mils
P.O. Box 989
Akron, Ohio 44309
(216) 253-5593
Product Lines: Record and tape carrying and storage cases

Almo Publications
1358 North La Brea
Hollywood, California 90028
(213) 469-2411
Public Line: Music publishing

Amberg File and Index Company
1621 East Duane Blvd.
Kankakee, Illinois 60901
(815) 933-3351
National Sales Manager: Robert L. Looney
Product Lines: Platter-Pak record cases, Ampak tape cases

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M. Hohner Inc.
C.F. Martin Organization
Musical Instrument Corp. of America
Pickwick Int'l.

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Bi-Rite Enterprises
Big O Posters
Dargis Associates
Factors Etc. Inc.
IMS Corporation
Ludlow Sales
Marathon Graphics
One Stop Posters
Portal Publications
Scandacoar
Thought Factory
Western Graphics

PUBLISHING

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Atomic Press
Circus Magazine

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Hagerstown Leather Goods Company
Helmac Products Corporation
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Le-Bo Products Inc.
Marsand Industries Inc.
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Savoy Manufacturing Co.
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Benson Company
Big 3 Music Corporation
Bradley Publications
Capitol Music Company, Inc.
Cherry Lane Music Company, Inc.
Columbia Pictures Publications
Carl Fischer of Chicago, Inc.
Hansan Publications, Inc.
Hal Leonard Publishing Corporation
Mark X Music Service Ltd.
Edward B. Marks Music
Peer Southern Publications
Warner Brothers Music Publishing

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Plymouth Wills
Roach Inc.
TSC Manufacturing Company
T-Shirtery

Winterland Productions

TAPE

Ampex Magnetic Tape Division
Audio Magnetics Corporation
BASF Systems
Capitol Magnetics Tape Products
Columbia Magnetics
Fuji Photo Film U.S.A. Inc., Audio Tape Division
Irish Recording Tape
Magnetic Packaging
Maxell Corporation of America
Memorex
Sentry Industries, Inc.
Sony Corporation of America
Sound Unlimited
3M Company
TDK Electronics Corporation
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TAPE AND RECORD FIXTURES

A.G. Industries Inc.
Swinging Display Company

Ampex Magnetic Tape Division
401 Broadway
Redwood, California
(415) 567-2011
Sales Manager: William Weismann
Product Lines: Ampex brand magnetic recording tapes, cassettes, 8-tracks and open reel

Ampro Design Productions Inc.
1624 Toal Street
Charlotte, North Carolina 28206
(704) 334-5341
President: Fred E. Martinitz
Product Lines: Schweizenx Design, Ampro manufacturer of complete line of record care and tape head cleaning products. Record and tape storage units

Atomic Press
1421 North 34th
Seattle, Washington 98103
(206) 632-0550
Retailers contact: William York
Shipped from Seattle, Washington
Hot Item: "Who's Who In Rock Music"

Audio Kare (Division of Hammond Industries)
155 Michael Drive
Syosset, New York 11791
(516) 364-1900
Contact: Mort Leslie
Product Lines: Quietone record preservative, tape head cleaner and full accessory line

Audio Magnetics Corporation
2602 Michelson Drive
P.O. Box B/G
Irvine, California 92716
(714) 833-0020
Vice President/Sales: James Lantz
Product Lines: Blank Audio Magnetic recording tape, cassette, 8-track, reel to reel

Audio Technics U.S. Inc.
33 Shiawasse Avenue
Fairlawn, Ohio 44313
(216) 836-0246
Vice President/General Manager: Jon R. Kelly
Product Lines: Cleaners, cloth, brushes, needles

Ball Corporation
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Muncie, Indiana 47302
(317) 747-6247
National Sales Manager: Stephen L.M. Oseman
Public Line: SoundGuard

Bantam Books
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New York, New York 10019
(800) 223-5780
Nation Sales Manager: Helene Silvers
Product Lines: Posters, print, and note cards

Barry Imhoff Products
4 East 8th Street
New York, New York
(212) 533-9550
Goods shipped from New York
Allow 3 weeks for delivery
Hot Items: Most popular contemporary music mirrors are Grease, Saturday Night Fever, Rolling Stones, Bee Gees and Kiss

BASF Systems
Crosby Drive
Bedford, Massachusetts 01730
(617) 271-4000
Director of National Sales: James S. Walker
Product Lines: BASF blank recording tape, cassette, 8-track, reel-to-reel accessories

Jim Beck Music Service, Inc.
67 Woodland Ave.
Westwood, New Jersey 07642
(201) 666-9636 — (800) 631-0888
President: Jim Beck
National Sales Manager: Duncan Lewis
Product Lines: Sheet music supplier and rack jobber of music books

Belwin-Mills Publishing Corporation
25 Deshon Drive
Melville, New York 11746
(516) 293-4300
President: Martin Winkler
Public Line: Printed music
The Benson Company
365 Great Circle Road
Nashville, Tennessee 37228
(615) 259-9111
President: John T. Benson III
Sales Manager: Sam Mehaffie
Public Line: Printed music

Bib Hi-Fi Accessories Inc.
3363 Garden Brook Drive
Dallas, Texas 75234
(214) 243-8971
President: Trevor Glanger
Product Line: Record care accessories

Big O Posters
P.O. Box 6186
Charlottesville, Virginia 22906
(804) 977-3035
National Sales Manager: Ann Bridges
Product Line: Posters

Big 3 Music Corporation
U.A. Building
729 7th Avenue
New York, New York 10019
(212) 575-4971
Contact: Bob King or Herman Steiger
Product Lines: Pop music print on folios and sheet music

Bradley Publications (Division of RBR Communications, Inc.)
43 West 61st Street
New York, New York 10023
(212) 757-8805
Product Lines: Publisher and distributors of sheet music and folios

Brightco of California, Kenton Industries Inc.
14481 Olive St.
Westminster, California 92683
(714) 892-6681
National Sales Manager: Phillip A. Roberts
Product Lines: Strobe lights, color organs, light illusions, flickers, nostalgia and beer lamps, clocks

Capitol Magnetic Products (Division of Capitol Records Inc.)
1750 N. Vine Street
Hollywood, California 90028
(213) 462-6252
National Sales Manager: O.P. Arslanian
Product Lines: The Music Tape by Capitol, blank recording tape, cassettes, cartridges, open-reel

Capitol Music Company, Inc.
1530 3rd Avenue
Seattle, Washington 98101
General Manager: Paul C. Leaf
Product Line: Printed music of all publishers

Carl Fischer of Chicago, Inc.
312 South Wabash Avenue
Chicago, Illinois 60604
(312) 427-6652
Manager: Stephen H. Mariatt
Product Line: Music publications in all categories of music publishers
Case Makers Inc.
805 E. 31st Street
LaGrange Park, Illinois 60525
(312) 352-6950
Vice President/Marketing: Jack R. Scanlan
Product Lines: Cassette and 8-track cartridges carrying cases

Century Merchandising
8899 Beverly Blvd.
Los Angeles, California 90048
(213) 550-1021
Sales Manager: Bill Krupnick
Product Lines: T-shirts and posters

C.F. Martin Organization
Nazareth, Pennsylvania 18064
(215) 759-2837
Hot Items: Darco funky electric strings, Martin Bluegrass M 240 strings, Vega banjo strings and Goya guitars and strings

Checkpoint Systems, Inc.
110 E. Gloucester Pike
Barrington, New Jersey 08007
Contact: Mickey Perlmuth
Product Line: Article surveillance to prevent shoplifting

Cherry Lane Music Company, Inc.
50 Hollyhill Lane
Greenwich, Connecticut 06830
(203) 661-0707 — (212) 824-7711
President: Murray Frank
National Popular Sales Manger: Lorain Levy
Product Lines: Music folios, sheet music,

PLUS PROFIT

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115 E. 57th St.
New York, New York 10022
(212) 832-1626
Publisher: Gerry Rothberg
Weekly consumer music publication

Columbia Magnetics
51 W. 52nd St.
New York, New York 10019
(212) 975-3051
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Product Line: Columbia magnetics

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740 S. Alabama Street
Indianapolis, Indiana 46234
(317) 635-6531
Product Line: Tapebox cassette storage boxes

Crestmark Industries
500 8th Avenue
New York, New York 10018
(212) 947-9166 — (212) 695-8339
Contact: Mr. Beda
Goods shipped from New York
Hot Items: Record and tape cases

Custom Case Manufacturing Company
6232 Bragg Blvd.
Fayetteville, North Carolina 28303
(919) 867-4106
National Sales Manager: Judy P. Harris
Product Lines: 8-track and cassette carrying cases, economy line and deluxe

Dargis and Associates Inc.
9520 Gerwig Lane
Columbia, Maryland 21045
(301) 596-4000 — (800) 638-9682
Owner/President: Al Dargis
Goods shipped from Columbia, Maryland
Goods shipped within 1 week of order
Product Lines: Posters, T-shirts, Transfers

Discwasher Inc.
1407 Providence Road
Columbia, Missouri 65201
(314) 449-1913
National Sales Manager: Jayne L. Chase
Product Lines: Discwasher record cleaning system, SC-1 stylus cleaner, Turntable foundation, Di Stat (anti-static mate), Zero-stat (anti-static pistol)

Display Media Inc.
120 Laura Drive
Addison, Illinois 60101
(312) 625-3340
National Sales Manager: James R. Walsh
Product Line: Securette tape storage cases

Duotone Company Inc.
6875 S.W. 81st Street
South Miami, Florida 33143
(305) 665-1121
President and National Sales Manager: Stephen Nester
Product Lines: Phonograph needles, 8-track and cassette carrying cases, stereo headphone and accessories, phonograph accessories including Duostat record cleaner

Duracell Products Company
Berkshire Industrial Park
Bethel, Connecticut 06801
(203) 792-2222
National Sales Manager: Gerald Matthews
Product Line: Duracell batteries

Dynasound Music Storage Systems
205 Broadway
Cambridge, Massachusetts 02139
(617) 868-6200
National Sales Manager: Jack Abrams
Product Lines: Cassette and eight-track storage and carrying cases, record stands

Edward B. Marks Music Corporation
1790 Broadway
New York, New York 10019
(212) 247-2777
President: Joe Auslander
Product Line: Sheet music

EV-Game Inc.
186 Buffalo Avenue
Freeport, New York 11520
(516) 378-0440
P.O.P. available
Product Lines: Phonograph needles and cartridges, audio accessories and C.B. accessories
Factors, Etc.
P.O. Box 484
Bear, Delaware 19701
(302) 834-1625 — (800) 441-7650
Goods shipped from Bear, Delaware
Orders shipped within 48 hours
Merchandise aid available
Product Lines: Custom designed heat transfers, posters, buttons, badges, embroidered patches on licensed star and group personalities. Tour merchandise management

Fidelltone, Inc.
297 North Woodwork
Palatine, Illinois 60067
(312) 359-8800
National Sales Manager: Gordon A. Oakes
Product Lines: Replacement styli, record care accessories, audio accessories, replacement cartridges

Fuji Photo Film U.S.A. Inc./Audio Tape Division
350 5th Avenue
New York, New York 10001
(212) 736-3335
Marketing Manager: Terry Donnelly
Product Lines: 8-track blank cassettes and open-reel, Fuji and Fuji film brands

C.H.S. Strings
2813 Wilber Avenue
Battle Creek, Michigan 49015
(616) 968-3351
National Sales Manager: Dave Holcomb
Product Lines: Boomers, Pro-Formula, Formula and La Classique strings

Guild Musical Instruments
225 W. Grand Street
Elizabeth, New Jersey 07202
(201) 351-3002
Vice President: Neil Lillian
Product Lines: Guild guitars, strings, amplifiers, accessories, picks, straps, polish, knobs, polish cloths, mandolins and banjos

Hagerstown Leather Goods Company
P.O. Box 470
858 Willow Circle
Hagerstown, Maryland 21740
(301) 739-3594
Sales Manager: Sherman F. Kendall Jr.
Product Lines: Record and tape carrying and storage cases

Hal Leonard Publishing Corporation
8112 West Bluemound Rd.
Milwaukee, Wisconsin 53213
(414) 774-3630
Vice President: Keith Maradak
Product Line: Sheet music

Hansen Publications Inc.
1842 West Avenue
Miami Beach, Florida 33139
(305) 532-5461
Product Line: Sheet music

Helmec Products Corporation
P.O. Box 73
Flint, Michigan 48501
(313) 239-7677
Marketing Manager: N.D. McKay
Product Lines: Helmec Organizer line, home storage and carrying cases for 8-track, cassettes, reel, LPs and singles

M. Hohner Inc.
Andrews Road
Hicksville, New York 11802
(516) 935-8500 — (212) 526-5200
Contact: Galen Stine
Product Lines: Complete line of professional harmonicas and melodicas sold through wholesalers. Recorders, accordians, music education instruments, keyboards, complete lines of acoustic and electric fretted instruments and music accessories sold direct to retail accounts

Horlan Products Inc.
12381 Schaefer
Detroit, Michigan 48227
(313) 933-6900
National Sales Manager: Robert Horlan
Product Lines: Clean-Sweep record care products, accessories and tape recorder maintenance products

IMS Corporation
3825 Edith N.E.
Albuquerque, New Mexico 87110
(505) 345-3644
National Sales Manager: Eve T. DuBruille
Product Lines: Art-ko Studios, black light posters, circus prints, playbill prints, Luna-Glo black lights, strobes and color organs

Irish Recording Tape
(Division of Mornhan National Sales Company, Inc.)
270 Newton Road
Plainview, New York 11803
(516) 293-5582
Marketing Manager: George Krug
Product Lines: Head cleaners, leader and splicing tape, Irish Shamrock Magnetic recording tape, cartridges, cassettes and open reels

Koss Corporation
29 N. Port Washington Avenue
Milwaukee, Wisconsin 53212
(608) 964-5000 — (800) 558-0465
Marketing Director: Joseph E. Kotowski
Product Lines: Koss dynamic electrostatic stereophones and loudspeakers

Kustom Kreations, Inc.
316 Londelius St.
Northridge, California 91324
(213) 886-8383
Marketing Manager: Floyd Sanders
Product Lines: Car stereo lock mounts, brackets, antenna leads, power converters and tape storage cases

Le-Bo Products Company, Inc.
58-60 Grand Avenue
Maspeth, New York 11378
(212) 894-5155
President: Al Alexander
Product Lines: Carrying and storage cases, clothes and brushes, display racks, head cleaners, needles, cables and stereo headphones

Ludlow Sales
P.O. Box 554 Chelsea Station
New York, New York 10011
(212) 675-1314
President: Mr. Ludlow
Product Line: Posters (Movie Stills)

Magnetic Packaging
(Division of Gabriel Manufacturing Co. Inc.)
125 South Liberty Drive
Stonypoint, New York 10908
(914) 942-0100
President: E. Gabriel
Product Lines: Private label 8-track and cassettes, 8-track head cleaners, cassette head cleaners, cassette components and blank 8-track loaded

Mallory Battery Co.
South Broadway and Sunnyside
Tarrytown, New York 10592
(914) 591-7000
Vice President/Marketing: P. Viele
Product Line: Duracell batteries

Marathon Graphics
149 W. 15th St.
New York, New York 10011
President: Shelley DeBlatt
Goods shipped from New York
Goods shipped within 6-8 weeks of order
Product Lines: Posters, T-shirts, transfers

Mark Music Service Ltd.
95 Eads St.
West Babylon, New York 11704
(516) 420-8310
President: Harold Goydel
Sales Manager: Harris Kozak
Product Line: Sheet music

Marsand Industries Inc.
5150 W. Jefferson Blvd.
Los Angeles, California 90016
(213) 938-2755
National Sales Manager: Leon Young
Product Lines: Marsand cassette and 8-track tape cases

Maxell Corporation of America
60 Oxford Drive
Moonachie, New Jersey 07074
(201) 440-8020 — (212) 594-3775

Mechanical Mirror Works
41 Madison Avenue
New York, New York 10010
(212) 889-3036
Vice President/Marketing: Howard Cohen
Product Line: Mirrors

Mellow Scents Inc.
158 Allen Blvd.
Farmingdale, New York 11735
(516) 293-2429
Contact: Bob Novick
Goods shipped from Farmingdale, New York
Shipments completed within 5 working days

P.O.P. displays available
Product Lines: Full line of incense sticks, cones, spray and accessories all suitable for record dealers and wholesalers

Memorex (Consumer Product Division)
1200 Memorex Drive
Santa Clara, California 95052
(408) 987-1000
Marketing Manager: J.C. Rohrer
Product Lines: Carrying and storage cases, display racks, head cleaners and demagnetizers and blank tape

Musical Instrument Corporation of America
170 Irene Way
Syosset, New York
(516) 921-9070
Marketing Manager: John Doherty
Product Lines: Musical instruments and lights

Music Library
(Division of Oxford Pendarflex Corporation)
Clinton Road
Garden City, New York 11530

PLUS PROFIT

(516) 741-3200

Contact: Al Tamashasky, Kevin Botkin
Product Lines: Cassette attache, cassette carrying box, cassette rack and LP stand

One Stop Posters

10001 Monterey Pass Road
Monterey Park, California 91754
(213) 733-2101

Sales Manager: James Fortune
Product Line: Posters

One Spot Publishing

(Division of Trade Service Publications, Inc.)

701 East Prospect Avenue
Prospect, Illinois 60056
(312) 392-1720

General Manager: E.V. Mironko
Product Lines: Catalog services and phonograph records

Pacific Manufacturing Co.

133 Penn St.
El Segundo, California 90245
(213) 772-2033 — (213) 322-9141

Contact: Gary McCall
Product Line: Rock star personality belt buckles

Peer Southern Publications

1740 Broadway
New York, New York 10019
(212) 265-3910

President: Monique I. Peer
National Sales Manager: Al Kugler
Product Line: Sheet music

Pfanstiehl

3330 Washington Street
P.O. Box 498
Waukegan, Illinois 60085
(312) 623-1360

National Sales Manager: Al Clinton
Product Lines: Pfanstiehl diamond and sapphire needles, phono cartridges, magnetic tape cassettes, cartridges, reels, 45 adaptors, record care accessories, tape accessories, C.B. and C.B. accessories

Pickering and Company Inc.

101 Sunnyside Blvd.
Plainview, New York 11803
(212) 561-6800

National Sales Manager: Jack Smith
Product Lines: Pickering cartridges, styli, headphones, stylus timer and preamplifiers

Pickwick International

(Music Products Division)

7500 Excelsior Blvd.
Minneapolis, Minnesota 55426
(612) 544-4201

National Sales Manager: Duane Halter
Product Lines: Music Master, Pickwick and other name brand storage units, Pickwick C.B. and accessory line and Pickwick musical instrument accessories

Plymouth Mills

408 12th Street
Brooklyn, New York 11215
(212) 499-9792

Product Lines: Blank T-shirts and custom designed silk-screened T-shirts for record promotion

Pop Top Magazine

(The Record Buyer's Guide)

909 Beacon Street
Boston, Massachusetts 02215
(617) 536-8807

Dealer inquires contact: Abby Biggs
Product Line: Monthly quarterfold tabloid designed for record buyers covering all types of music

Portal Publications

230 5th Avenue
New York, New York 10001
(212) 679-5610

National Sales Manager: Carl Goldberg
Product Line: Posters

Promedeus Arts Inc.

1776 Broadway
New York, New York 10019
(212) 586-3770

Contact: Lou Morris, President; Jerry Present, Sales Manager
Product Line: Custom merchandise for record promotion

RNS Inc.

7 Manor Drive
Oak Ridge, New Jersey 07438
(201) 697-2212

President: Robert N. Schwartz
Product Line: Metrosound record and tape care products

Recoton Corporation

4623 Crane Street
Long Island City, New York 11101
(212) 392-6442

President: Robert H. Borchardt
National Sales Manager: George Calvi
Product Lines: Recoton carrying and storage cases, cleaners, clothes and brushes, display racks, divider cards, needles and audio accessories, C.B. accessories, Black Magic record and tape care products, Clean Sound record cleaning system, Recoton "Ultra Flo" "Rainbow" blank cassettes and 8-track cartridges, car stereo speakers, stereo headphones and mini hi-fi speakers

Rotel of America, Inc.

2642 Central Park Avenue
Yonkers, New York 10710
(914) 337-2772

Product Lines: Cleaners, clothes and brushes

Roach Inc.

2255 Westbelt Drive
P.O. Box 16548
Columbus, Ohio 43216
(614) 876-9951

Retailers call: (800) 848-7970
In Ohio: (800) 282-7900
Goods shipped from: Columbus, Ohio and Los Angeles, California
P.O.P. Materials available
Product Lines: Litho glitters iron-on transfers, super license series, garment and merchandising aids for retailers and manufacturers

Rubbermaid Specialty Products, Inc.

P.O. Box 1707
Calloway industrial Park
Reading Road
LaGrange, Georgia 30240
(404) 884-1711

Product Line: Tape carrying and storage cases

Sason Custom Creations Ltd.

325 West 37th Street
New York, New York 10018
(212) 594-0639

Contacts: Raphael Sason, Uriel Sason
Product Lines: Custom wall display for gold and platinum albums and custom design executive office interiors

Savoy Manufacturing Company

1039 Chestnut Road
Newton Upper Falls, Massachusetts 02164
(617) 964-0530

President: Norman Savoy
Product Line: Tape carrying and storage cases

Scandacoar

430 Pike Road
South Hampton, Pennsylvania 18966
(215) 355-2410

National Sales Manager: John Scanoski
Product Line: Posters

Sentry Industries, Inc.

221 No. MacQuesten Parkway
Mt. Vernon, New York 10550

(914) 664-2909 — (212) 931-2997

Goods shipped from Mt. Vernon, New York
Shipped within 24 hours
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Sentry blank tape (hottest seller)

Sensormatic Electronics

2040 Sherman
Hollywood, Florida 33020
(305) 920-6030

National Sales Manager: Pete Harbin
Product Line: Security systems (anti shoplifting devices)

N.G. Slater Corporation

220 West 19th Street
New York, New York
(212) 924-3133

Goods shipped from New York
Contact: Robert Slater
Shipments made 10 working days after order is placed
Items: Unlimited promotion items

Sony Corporation of America

9 West 57th Street
New York, New York 10019
(212) 371-5800

National Sales Manager: Don England
Product Line: Blank tape

Sound Unlimited

5404 W. Touhy
Skokie, Illinois 60067
(312) 674-0850

Goods shipped the same day
Contact: Jody Glave
Hot Items: Blank tape, Video tape and Disc-washer

Spiritual Sky

P.O. Box 34846
Los Angeles, California 90034
213-836-6177

President: Richard Ponton
Product Lines: Scented Products

Swinging Display Company

16½ South 6th Street
Zanesville, Ohio 43701
(614) 454-8947

Contact: Les Abele, sales manager
Shipments made from Saratoga, Florida and Zanesville, Ohio
Shipped within 30 days
Best Selling Units: Metal wall display fixture model #WMD 526 and exclusive design of a wire basket especially designed for albums, model #WR-12½

TK TDK Electronics Corporation

755 Eastgate Blvd.
Garden City, New York 11530
(515) 746-0880

Division Sales Manager: East — Bud Barger; West — Sandy Cohen
Product Lines: Blank recording tape, cassette, reel and 8-track

T-Shirtery

1200 Menlo Drive
Atlanta, Georgia 30318
(404) 351-9850 — (800) 241-1052

Retailers contact: Scott Eisenberg
Custom print orders: Paul Katz
Goods shipped from: Atlanta, Georgia
P.O.P. available: programs tailored to retailers
Product Lines: Blank merchandise and licensed, designed rock personalities T-shirts, tour concessions, and fan club services

TEAC Corporation of America

7733 Telegraph Road
Montebello, California 90640
(213) 726-0303

Marketing Manager: Charles Miller
Product Lines: Head cleaners and demagnetizers, bulk erasers, cleaner sets, dust covers, empty metal reels and headphones

Thought Factory

P.O. Box 5515
Sherman Oaks, California 91413
(213) 873-2620
Sales Manager: Karen Ballard
Product Line: Posters

3M Company

3m Center
St. Paul, Minnesota 55101
(612) 733-1387

Sales Manager: Bob Burnett
Marketing Manager: John Taylor
Product Lines: Scotch Brand Classic, Master, Dynarange and Hilander cassettes, Scotch Brand and Classic 8-track cartridges, Scotch Brand Classic, Low Noise-Dynarange and Hilander open reel tapes

Tri-City Products, Inc.

99 B Guess Street
Greenville, South Carolina 29605
(803) 233-9962 — (800) 845-9312

Goods shipped from Greenville, South Carolina
Contact — Jim Briggs or Charles Jones
Goods shipped the same day
No displays
Special Hot Items: Strobe lights and Color Organ

TSC Manufacturing Co.

P.O. Box 19764
Atlanta, Georgia 30325
(404) 691-0427

Goods shipped F.O.B. from Atlanta
Shipped same day
Merchandise rack for T-shirts available
Product Lines: Printed T-shirts, heat transfers and blank T-shirts

Unltape Corporation

1889 McDonald Avenue
Brooklyn, New York 11223
(212) 239-0188

President: Morris Cabasso
National Sales Manager: Jerry Kaufman
Product Lines: Blank recording tape, 8-tracks, cassettes and reel to reel

Vernon-McMillan, Inc.

801 Newark Avenue
Elizabeth, New Jersey 07208
(201) 352-8800 — (212) 962-2700

Retailers contact: Ed DiFiore
Goods shipped from Los Angeles, Atlanta, Elizabeth, New Jersey and Illinois
Hot Items: Record and tape cases

Warner Brothers Music Publishing

75 Rockefeller Plaza
New York, New York 10019
(212) 484-6201 — (212) 484-6202

9200 Sunset Blvd.
Los Angeles, California 90069

(213) 273-3323 Ext. 71
President: Ed Silvers
Sales/Advertising/Media: Steve Spooner

Shipments from Secaucus, New Jersey
Orders taken from West Coast office are sent via satellite directly to the warehouse in Secaucus, New Jersey
Orders shipped within 2 days
Hot Product Items: "Grease" folio, "Saturday Night Fever" folio and "Sgt. Pepper's Lonely Hearts Club Band" folio

Western Graphics

P.O. Box 10728
Eugene, Oregon 97440
(503) 686-2200
National Sales Manager: Skip Berlin
Product Line: Posters

Winterland Productions

890 Tennessee Avenue
San Francisco, California 94107
(415) 648-7700
National Sales Manager: Richard Fish
Product Line: T-shirts

Belt Buckles Make Ends Meet For 4-Year Old Pacifica Mfg.

Pacifica Manufacturing Co., has been making belt buckles for a little more than four years now. John Shedaker and Gary McCall, founders of the company, got the idea while they were studying neurophysiology at UCLA.

Their training in this complex field had little to do with the development of a belt buckle company, McCall says, but the idea germinated and since then has blossomed into a fully-grown company.

The "company" first operated "out of the back of a station wagon," McCall says. Now Pacifica has its main office in Los Angeles and a second sales office in Philadelphia headed by Sol Melnick, who handles most of the firm's marketing and sales.

In the early stages, Shedaker and McCall's product consisted of crystal enamel buckles. Then, McCall says, they started getting requests from some record companies to make artist-related buckles as promotional items.

"The companies sent out our belt buckles to DJs and so forth along with new albums. They went over so well, the labels were getting requests for more, which is really unusual for a promotional item," McCall says.

Since then, Pacifica has gone totally into the business of making belt buckles promoting recording artists. Through its network of 90 sales representatives and 50 record wholesalers throughout the country, Pacifica sells, both directly and through distributors, to mom and pop retailers, regional and national chains and racked record departments of major mass merchandisers.

McCall says the company markets 42 dif-

ferent belt buckles which feature graphics promoting roughly two dozen artists. The firm's major acts today are Boston, Kansas, Foreigner, the Bee Gees, Electric Light Orchestra, Ted Nugent (each of whom have Pacifica belt buckles in one or two different stylings)—and Kiss.

The latter group, McCall says, makes up the largest single work load for Pacifica, with 12 different belt buckles. "Kiss," McCall says, "is the cat's meow in our business. We have designed a whole separate display carton around the Kiss buckles."

The appeal of belt buckles, he says, is that they give record dealers a product which can be a 100% markup item, as opposed to the 10% or less profit markup of the average record album.

Record dealers are also receptive to Pacifica's product because the buckles are a youth-oriented item and they promote artists, rather than specific albums, so do not become out of date when the current album falls off the charts.

"Our major selling point is that we offer a high quality item which the young kids can still afford," McCall says. (They usually retail for \$5-\$6). "We have been working with most of these artists for two to three years now and most of the record stores for that much time as well. So we are working together over a long period and we want to put out a product everyone is satisfied with."

The reason managers and the labels like the idea of belt buckles, he says, is that they keep the artists image before the public even when that artist may not have a current hit single or album.

Winterland Prod.: From T-Shirts To Total Merchandising

Dell Furano was managing Winterland, Bill Graham's San Francisco house of rock, when a member of the Grateful Dead's entourage suggested that Winterland try and sell some extra Dead T-shirts that were lying around.

From that humble beginning Winterland Products was born. Five years later the plus-profit merchandising arm of the Bill Graham organization is a multi-million dollar division of FM Productions that handles the full range of merchandising activity, including touring, licensing, mail orders, fan clubs and other promotional services for more than 40 top rock acts.

"We can do it all," says Furano, who now serves as president of Winterland Productions. "With one phone call our company can get going on all of an artist's merchandising needs, from backstage passes to visers for the security guards to T-shirts for promotion."

"We're most into promotion and custom work, with our main thrust being concert touring, but we can do it all."

Furano says the growth of the merchandising business has been tremendous in the past few years, especially in the area of concert promotion.

"What has happened is that with such big bucks behind visual images like album art, merchandising has taken advantage of the recognition factor to cross-promote artists and reinforce album sales," says Furano. "And with stores being so intensely competitive, merchandising offers substantially better profit margins that supplement the retailer's business. It's a natural."

Winterland Productions products are distributed directly to retailers, including a

large number of house accounts, by the company's 12 salesmen.

"We hope to develop mail order business more extensively," adds Furano. "We believe that mail order is going to be very big in the near future. We're also getting more into fan clubs."

With an eye toward future growth, Winterland Productions has computerized its accounting. The company also recently opened its own manufacturing plant where it will do most of its own production.

"I see more expansion into the concert business," predicts Furano. "We'll continue to refine outdoor dates and giant events like the Texxas World Music Festival last July. We also expect to get into sports merchandising and the promotional gift business."

Helping Furano, a 1972 Stanford graduate who managed Winterland for three and a half years before taking over Winterland Productions, are vice presidents Don Hunt and Rick Fish. Hunt joined the company last November with an extensive business background reflected in his M.B.A. degree from Harvard Business School. Fish has been with Winterland Productions since its inception.

Among the artists exclusively represented by Winterland Productions on all their concert tours are: Fleetwood Mac, Boston, Foreigner, Peter Frampton, Rod Stewart, David Bowie, the Grateful Dead, the Jefferson Starship and more than 30 others.

"We started out selling leftover concert T-shirts and later got into selling at retail to local stores," recalls Furano. "Now we wholesale them to retailers in the west, midwest and southeast. And we're still growing."

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New Rock Book Moving Quickly In Record Stores

"Music has always been a hobby of mine," says William York, author of the newly released paperback book entitled "Who's Who In Rock Music." "My book is probably the most comprehensive item of its kind around." The book contains an alphabetical cross reference with over 6,000 entries and discography which is current through 1977.

York says the book is for people who are interested in finding out more information about the music they like. "It's for people who like to listen to music, and for professionals like DJs," says York. "The book is meant as a reference book. I tried to keep editorial opinion out of it as much as possible."

No Newcomer

York is no newcomer to the music business, having been a background music programmer for five years. He did music tapes with all types of music for department stores, taverns, and restaurants. "I particularly liked rock music, so I zeroed in on this topic," he says.

The book, published by Atomic Press in Seattle, took York two years to compile. He did extensive research and had to obtain new, current, and out-of-print albums. York also had to find albums that are no longer available on the market. The alphabetical cross reference in the book has listings dating back to the turn of the century.

"The book is doing pretty well," says York. "At the present time, the book is being sold in some coast-to-coast chain stores such as Peaches Record stores and Walden book stores. There is also a chain of 10 stores in Cleveland called Record Theater handling it."

Tri-City: Major Distributor Of Lighting Products

"I believe we've become the largest lighting distributor in the United States," says Jim Briggs, president and owner of Tri-City products. The company also sells posters, incense, and small paraphernalia.

Tri-City, located in Greenville, South Carolina was launched in 1974 by Briggs, assisted by his general manager, Charlie Jones. Originally, the company serviced music stores with tapes and records. "Eventually we started handling accessories such as posters and lights," says Briggs, "because we felt it was a good market to get into. We used a lot of our old accounts to build with."

The company lost money in its first year and broke even in 1976. "Last year we made good money," says Briggs. "This year we're gonna be fantastic." Briggs feels his company is successful because of its same day service.

Strobes and black light are Tri-City's most popular items. The company also sells posters of rock stars and music and television personalities.

Tri-City advertises its products in publications throughout the country, and 85% of its business is done by mail order. "We feel it's more economical that way," says Briggs. The company employs five people who work out of an office in Greenville, South Carolina.

The remainder of Tri-City's accounts are handled through music stores and gift shops. Briggs feels that record stores need to sell plus-profit merchandise. "Unless he's a volume dealer in records, he just can't make it," says Briggs. "We deal with a lot of ma and pa stores that need our top merchandise in order to show a profit."

Ball Game Takes Gamble On Major Poster And Succeeds

Ball Game, a New Orleans-based poster company run by Ron Edelstein and his wife, Janet, sells Mylar rock 'n' roll posters. The company has exclusively signed 24 different artists to license agreements, including Andy Gibb and the Commodores, since its inception 15 months ago.

Special Process

Mylar posters are posters made with a special coated plastic, as opposed to posters printed on paper. At the present time, the company stocks only black-on-silver posters.

According to Edelstein, Ball Game was the first company to manufacture Mylar posters for music personalities. Prior to his venture with Ball Game, Edelstein had been in the poster business for over five years. He remembers the psychedelic posters of the early '60s and felt that rock stars on Mylar would be the perfect combination. Edelstein's prophecy proved correct, and there are now three more Mylar poster manufacturers on the market.

In their first six months of existence, Ball Game's entire line of posters consisted of one Andy Gibb and one Alice Cooper poster. "Originally, people shied away from Mylar posters because they were too expensive to buy compared to paper posters," says Edelstein. "In addition, they sold for \$4 retail, as compared with \$2 to \$2.50 for a paper poster. But, right now people are understanding them more. It's a more sophisticated-type poster."

Record Store Benefits

Edelstein feels that record stores benefit from the sale of plus-profit merchandise. One strong indication of this fact is that Ball Game conducts 70% of their business

through record stores. They distribute directly to some retail stores, and now have 12 distributors located around the country. "We're first really touching the record distributors now," notes Edelstein. He adds that Ball Game has 25 of its own salesmen across the U.S., as well as an eight-member headquarters staff.

The company has also begun to sell posters by mail. "Our mail order business is done on a small scale (5%)," says Edelstein. "Teen magazines take out an ad for our posters and we sell directly to the magazine."

Strong Demand

Edelstein feels record stores need to sell items such as posters, belt buckles and T-shirts. In the first few months, Ball Game has received more orders from record stores for posters. "Even stores that never carried them before want them."

According to Edelstein, "business is good" and the recent signing of the Rolling Stones for Mylar posters has helped his company. Edelstein has an agent in California who makes the contacts that enable him to obtain licensing rights from artists. "It's getting to the point now, where people are coming to me to do business."

100 Different Artists

He hopes to have 100 different artists signed by next year for his poster line. Next month, Ball Game will manufacture a pre-packaged Shining Stars Six Poster Pack (Andy Gibb, Kiss, others) which Edelstein has held back on because of the demand on Ball Game's Kiss posters. He also foresees multi-colored rock 'n' roll Mylar posters in the company's future.



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T-Shirtery Products Are Appearing On Celebrities And Everyday Folk

The T-Shirtery, an Atlanta-based custom T-shirt manufacturing company, has only been in existence for a little more than three years but Paul Katz says he is beginning to see the shirts he prints just about everywhere he goes. And some of the people wearing the shirts have surprised Katz.

"I can't tell you how many times I have gone to a movie theatre or a show somewhere and I've seen one of my shirts," Katz says. "And recently there was a segment on the TV show '20/20' about the resurgence of the Klan and it showed some guy wearing one of my shirts being hauled off for spitting on a klansman. He had on my Eric Clapton shirt. I was freaking out watching it."

"There's a certain amount of satisfaction when I see my shirts appear in various publications or on different people," Katz continues. "We printed the shirts for Billy Beer and it made the cover of *Time* magazine with Billy Carter wearing it. And during Carter's campaign there was another article in *Time* showing Jimmy Carter wearing an Allman Brothers 'Win, Lose or Draw' T-shirt which we printed. The future president was wearing our shirt. It's a thrill."

Katz says it's also been a thrill for him to watch the growth of his company which was born in the back of a pinball arcade owned by Jay Cohen and Steve Cohen, the company's president and vice president in 1975.

"Steve and Jay started printing their own T-shirts for themselves and then for some select friends and customers," Katz says, "but after a while the demand for what they were doing with the T-shirts outstripped their pinball machine business so they sold

out the arcade and moved into a garage where they got their first piece of necessary equipment, an oven which was too large for the garage."

Eventually the two entrepreneurs occupied 16,000 sq. ft. of floor space in an Atlanta industrial park, Katz says, before buying their present 42,000 sq. ft. facility at 1200 Menlo Drive. Katz joined the company in 1975 as a sales representative after being dissatisfied with previous jobs teaching elementary school children and pumping gas into airplanes. Since 1975 business has grown considerably, Katz says, with sales totaling between \$4-5 million last year. The company now employs 17 salesmen.

"Some of our salesmen sold more this month than we grossed in total sales during the first year," he says.

Currently most of the T-Shirtery's sales are generated by the company's dealings with touring rock groups, Katz says. Some of the company's best-sellers feature artwork depicting artists such as Aerosmith, Ted Nugent, John Denver, Neil Diamond and Bob Dylan. In addition the T-Shirtery does a lot of custom printing for record retailers in the area, such as Turtles Records intergalactic Records and S&M Music.

What does Katz believe his company has to offer to the music industry? "It depends on which one of my services the account is interested in," he says. "If they are buying my shirts, my retail designs for resale, then they will have an ancillary line to their business. A rock and roll shirt in a record or music store is a very compatible item. If you're interested in the shirts for promotional purposes, you've got the advantage of walking billboards."

Roach Is The Largest Maker Of Iron-On Transfer After 11 Year Growth

Roach Inc., was a small retail and mail order transfer outfit with estimated sales of \$150,000 when John Baird, president of the company, and Stanley Peterson, its executive vice president, purchased the company in 1967.

Eleven years later, Roach is the largest manufacturer of iron-on transfers in the world. With distribution in the U.S., Canada, and over 50 foreign countries, the company expects its sales to exceed \$12.5 million in 1978.

Roach Studios, as it was called in the early 1960s, was started by Russ Rauch, a student at Ohio State University. Following the painted T-shirt craze of the mid-'60s, Rauch started the business by travelling around to custom car and motorcycle shows, and carnivals and fairs, where he would air-brush designs according to customer preference.

As the Roach product became more popular, Rauch hired John Baird, a pre-dental major at the University, to help him keep up with the business. Eventually Rauch sold the company to his employees, who, in turn, changed the name to J&L Enterprises.

During this time, Stan Peterson, a journalism major at the University of Nebraska, was asked by J&L to work on several projects for the company. Peterson joined forces with Baird in 1968, and the company name was again changed to Perma-Trans Products, utilizing Roach as its product's brand name.

Baird and Peterson later developed a new way of transferring designs onto T-shirts. In merchandising this technique to retail outlets, the pair helped to build a new market for the iron-on transfer industry.

"The obvious benefit to the record retailer that stocks shirts is that the markup on records in comparison with T-shirts is extremely low," observed Peterson. "A retailer that uses our system and printed his own shirts could probably work on a 300% markup. And it takes a relatively small amount of floor space to operate."

Baird added, "Retailers have an automatic audience built in to our product line in that the record-buying public overlaps with T-shirt buyers. It just becomes a matter of maximizing potential sales to your customer."

Roach recently consolidated its operations into an 82,000-square-foot facility housing offices and production space in Columbus, Ohio's new Westbelt Business and Industrial Park. Baird explained that the rapid growth of the company necessitated the move. "The new facility not only centralizes our creative, marketing, manufacturing, and shipping operations, but also allows for a more effective shipment of the Roach product line to 80% of the country within two days" he said.

The company houses three divisions in its new headquarters: Manufacturing and Wholesale Sales, Concessions-Retail, and Home Party Sales. The Manufacturing department creates and produces the heat transfers and printed garments used as advertising and promotional materials by firms like Bic, Coca Cola, and McDonald's. The Concessions division keeps Roach in touch with its roots by selling stock and special designs at carnivals and fairs, while the Home Parts department, Roach's newest line, utilizes independent contract people to organize parties in private homes

(continued on page 15)

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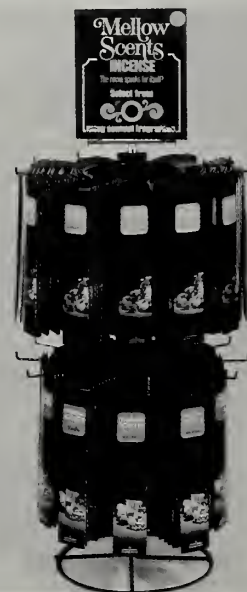
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Ventron Corp. Has Vending Machine For Music Tapes

The Ventron Corporation, manufacturers of magazine and health food vending machines, has recently come out with a vending machine to sell 8-track tapes and cassettes.

"The concept behind it is to make music an impulse or convenience sale," says Michael Flemming, vice president of the Ventron Corporation. "Last year three and a half billion dollars were spent on records and tapes, yet people had to go out of their way to buy them by going to tape stores or department stores. With our 8-track and cassette vending machines, we can now make music available in places people go 'everyday.'"

The company services convenience stores such as Seven Eleven, drug stores, self-service gas stations, truckstops, college book stores, and movie theaters where customers can purchase the movie's soundtrack.

The firm was formed in 1972 in Manhattan Beach, Florida, by its current president, Thomas Nichols. In February 1978, the company moved its offices to Altamonte Springs, Florida. The Ventron Corporation is basically a marketing organization and has primarily sold its magazine and health foods vending machines to people who want to be in business for themselves. Presently, the firm has about 3,000 magazine vending machines around the country. The tape vending machines are also being bought by people in the music and vending business. Additionally, Ventron sells its machines through advertisements in national magazines.

According to Flemming, sales of his new machines are "going pretty well." "Right now, we're just starting the marketing program," says Flemming, "so, we have a few machines scattered around the country. We hope to sell the machines more extensively than we are doing now."

"We believe enough in our product that in the next 12 months, we plan to put out 1,000 machines ourselves." At the present time, the company has 300 tape machines on the market.

Flemming feels his product 'opens up' a brand new area of merchandising records and tapes. He says that his machines are the only practical way to sell tapes in a convenience store. "For an investment, they can have a small record department in their own store," explains Flemming.

He says his vending machines for tapes benefit the record industry. "This would give them additional outlets to sell their products," says Flemming. "For example, with our machines one could sell disco music in a disco. The only practical way of selling tapes is the vending machine."

Columbia Pictures Publications Got Big Very Quickly

In just seven years in existence, Columbia Pictures Publications has become one of the top publishers of printed music in the United States.

"We have certainly established a very big business in a short period of time," says Frank Hackinson, vice president and founder of the company, "and have done it when most of our major competitors have been in the business for over 30 years."

Robb Murchison, Columbia's advertising director, says the company is now getting "into the personality field of the music business. Warner Bros. has always dominated personalities in this business," says Murchison, "but, right now, we are surging ahead." The company's most popular personality books are Chicago, Gerry Rafferty, Carole King, and Steely Dan.

Murchison believes that the music books go hand in hand with the record industry. "Our books have special artwork, photos, and stories to correspond with albums," says Murchison.

"We have many record rack distributors that are handling music books along with record albums," explains Hackinson. "More and more rack jobbers are finding music books to be a lucrative source of sales to go along with the records."

The company, based in Hialeah, Florida, employs 14 salesmen and services music dealers and music distributors throughout the United States and Canada. "We also have an international division and a Spanish division," says Hackinson. "We've been very successful with the books that we do in Spanish and have converted all our teaching material into Spanish." The organization also has an educational division consisting of books to teach guitar, bands, and other instruments.

According to Hackinson, his company has been successful because of their understanding of their business and knowledge of marketing techniques. "It is also due to the broad selection and quality of our publications," says Hackinson. "There are also a lot of recording artists who believe in what we're doing."

Hackinson says his company always controls more than 30% of the top 100 in sheet music. "We are loaded with personalities," he says. "We are considered one of the top two or three publishers of printed music in America, and possibly the biggest representative of popular printed music."

The company, which is owned by Columbia Pictures Industries plans to expand its personality field. Columbia also has country and western, and disco and soul books, folios and sheet music.

Sound Unlimited: Distributor Of Plus-Profit Goods

"Our business has grown over the last six years, and we now have over 550 accounts in the midwest," says Noel Gimble, president of Sound Unlimited, distributors of paraphernalia, blank tapes, posters, and other items. "We do our biggest business in three of the major markets: Michigan, Indiana, and Illinois." In addition, Gimble recently bought out Mile High One Stop in Denver, Colorado.

Noel Gimble became involved in the record retail business in 1968. "Originally, we started with two stores," says Gimble. "Eventually, we franchised our record stores and I also started a self-distribution business to service record stores." Finally he decided to concentrate solely on distributors and one stops, and he sold his stores individually.

The company primarily services record stores, department stores, truckstops, mom and pop retailers and audio stores. Three salesmen work from Sound Unlimited's offices in Skokie, Illinois, and Gimble also advertises his products in music publications.

Gimble feels that stores need to sell items such as blank tapes and paraphernalia. He believes that the margin on records is very competitive because each store is selling the same item. "I think that stores need the accessories to pay the overhead for the additional margin," says Gimble. "People are so price-conscious that if a retailer gets a better break on an album, they give it away, rather than keeping the margin. The industry is totally undercapitalized, so you need bigger margins to work on."

NG Slater Makes Giveaway Items For Record Cos.

"We started our company basically for the demand of inexpensive promotional buttons for giveaways," says Robert Slater, sales manager for NG Slater, manufacturers of custom advertising buttons and advertising specialties. In recent months, the company has produced promotional items for the Rolling Stones' tour and metal emblems for Boston.

NG Slater's main product is the sale of advertising buttons. "We produce promotional products that help companies sell their products," says Slater. "We sell to any type of customer who's in the market for our product."

The company, which begins its operations in 1930, advertises its products in publications such as *Premium Incentive Business*, *Incentive Marketing*, and *Advertising Age*. "We mainly service advertising agencies," says Slater. "Sales promotion departments of any corporation are potential customers."

According to Slater, his company does very little business with the music industry. "Our products are not resold in record stores," he says. "We do more of the support material that gets the records into the stores to begin with."

The organization which employs five salesmen and services customers across the United States has its offices in New York and San Francisco.

"Our advertising specialties are unlimited," says Slater. "For instance, if a record store wanted to give away a key tag with their name and address on it, they would come to us."

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Swing Display Co. Seeking Out Record Retailers

"We feel our product has potential in the record and tape industry," says Les Abele, sales manager for the Swinging Display Company, manufacturers of display racks for items such as sheet music, books, records, and cassettes.

"We have a display fixture that is capable of merchandising more products in less space," continues Abele. "By this means we can increase the retailer's merchandise per square foot, and therefore it will increase their sales per square foot because of our unique concept in our display fixture."

The company which began its operations in 1973, was started by Jim Moeller, who was the owner of a chain of 12 retail keyboard, amplifier and guitar stores. "We saw the need in these type of stores to come up with a different design of a display fixture that would put more merchandise in the space it was in," says Abele. Moeller decided to design a product himself to fit the needs for these stores, which were paying high rent charges. "It's just gone uphill from there.

In their first years of existence, the company sold its display fixtures through word of mouth. "They were part of our retail operation," says Abele, "and were sold to retailers who saw them or heard about them." In 1975, Moeller opened up an entirely separate division of his company for wholesale purposes called the Swinging Display Company. The name of its parent company, headed by Jim Moeller, is Moeller Music Center.

The company, based in Zanesville, Ohio, employs six salesmen and has distributorships throughout the United States. Moeller's company also distributes another company's line of display fixtures and also distributes Hal Leonard's book folios.

"75% of our customers come from keyboard, amp, and guitar stores," says Abele. "We also service magazine stores and book stores, and about 10% of our customers come from the record and tape industry, which we have begun working with the last 12 months."

Abele says his company plans to continue to work on different prototype models of displays to fit the needs of record and tape stores. "We are trying to come up with a more medium-priced unit," explains Abele.

Commenting on Swinging Display's plans for the future, Abele said, "We plan to expand our present line into new industries such as the hardware, houseware, and automotive retail organizations."

The company's best-selling item is a motel wall display fixture which occupies five feet of wall space. Swinging Display's wire baskets can hold albums, music folios, 8-track tapes, 45s, and/or cassettes.

A.I. Rosenthal Is Tape, Accessory Wholesale Firm

"We are probably the only company in the field that has limited itself totally to just software such as recording tapes and accessories," says Al Rosenthal, president of A.I. Rosenthal Associates Incorporated. The Pennsylvania-based company distributes blank recording tapes and accessories for records and audio systems.

"We are unique in that we are not an adjunct of a record or audio business," says Rosenthal. "For most of the companies that are involved competitively, it's something of a sideline."

The firm which was formed in 1971 by Rosenthal, initially began as an adjunct to a retail record business and had wats lines to handle the sales of record care products and Scotch recording tape. "However, when the wholesale aspect started growing strong, about three years ago, I gave up retail altogether," says Rosenthal.

Handles Major Lines

According to Rosenthal, the company now handles most of the major lines of recording tapes and accessories such as Maxell, Memorex, and TDK. A.I. Rosenthal Associates also sells most of the major care products and accessories such as needles, disc washers and cartridges.

The company services retail stores, record stores, audio stores, and department stores throughout the country. Rosenthal employs four salesmen, headed by sales manager Hugh Boyle, and the company distributes their own products.

"We offer an alternative source whereby we can be more than price-competitive with what somebody can buy direct," says Rosenthal. "The type of service that our firm offers is that we ship to individual stores. We also have our salesmen check the stores' inventory levels. It enables them to carry a wide variety of goods without having to open up all these different buying sources."

The organization also handles mail orders and advertises its products in trade publications. "Our mail order business is expanding faster," notes Rosenthal. "Mainly because we haven't expanded our geographic area in direct coverage." He says the company plans to "branch out" into having direct sale representation in some other key retail areas.

A.I. Rosenthal also sends its customers mailings about every six weeks listing new products and new promotions that are available. In addition, the company puts out a catalog of its products.

The firm, which is moving to a new 12,000-foot-warehouse in Worninster, Pennsylvania in October, also sells home video tapes for either the Beta format or VHF systems.

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Bantam Attracts Music Fans With Pop Art Cards, Posters

LOS ANGELES — In April of this year, Bantam Books, Inc. established Bantam Gallery, a new division which designs and distributes note-cards, posters and matted prints that feature the artwork of Bantam's paperback book covers. And currently Bantam has begun selling these contemporary items as plus-profit merchandise in record retail outlets.

According to Helene Silver, director of the Bantam Gallery division, these cards, posters and prints were initially made available only to department stores, gift and stationery shops and bookstores, but during this past summer Bantam has steadily shown an interest in selling these items in record stores. "We are now beginning to stock Bantam Gallery products in record stores, because we feel that the same people who buy records would be in-

terested in the youth-oriented, stylish art work we are selling," said Silver. "We are now stocked in such retail chains as Tower, Eucalyptus and New Dawn, along with numerous other lesser known outlets."

Oscar Dystel, president of Bantam, explained why his company decided to establish its new Bantam Gallery division. "We are very proud of the many artists who create our covers. Book illustration is one of the most dynamic forms of art in this country today," said Dystel. "(Book Illustration) stands on its own, appealing directly to young people. Those in the 18-35 age group are very much into graphics, in large part due to the visual impact of television and motion pictures. The current success of personality posters featuring contemporary celebrities, and film posters is strong evidence of this phenomenon."

The first collection from the Bantam Gallery, which is sold through 78 commissioned sales representatives across the country, contained 40 different note-cards, 14 posters, and 34 matted prints in sizes suitable for framing. Illustrated by such artists as Pauline Ellison, Brian Froud, Frank Frazetta, Bill Edwards, the Hildebrandt Brothers and the Dillons, these items depict visual themes of fantasy, romance and scenic photography. In August, Bantam Gallery issued its second collection, containing a series of color note-cards, highlighted by the fantasy art work of illustrator Elizabeth Malczynski.

For the Bantam Gallery, its new attempt to appeal to the pop record-buying public with its art products is only beginning.

Mellow Scents' Incense Business Has Mushroomed

When Bob Novick was first taken with the smell of incense to enhance a mellow, relaxing moment, little did he realize that his appreciation would mushroom into a thriving enterprise. But the "Mellow Scents" corporation of which he is a co-principal, along with his brother, Allen, is a thriving, growing concern. Novick explains, "I originally got involved with this as an adjunct to my brother's business, which was making pipes. I was in Berkeley, and he called me back east to get involved with making incense. But then the incense part of it got so big that my brother forewent the pipe making to come with me, and it's just kept growing. We started out with a line of twelve and called it 'Reefer Reliever.' As we've gone on, we've expanded to over 30 different scents, changed our name to Mellow Scents, and are now packaged in a fruit and flowers box that is guaranteed to be acceptable to all age brackets."

Novick added, "Seven years ago our demographics couldn't have cut across age brackets as they do now. But people who grew up using incense maintain their use of it, and for a diversity of purposes, like that of an air freshener and sanitizer."

Novick also points out that there is a significant overlapping market reached by both his firm and that of record companies, and that they would particularly like to call their operation to the attention of rack jobbers and one-stops. "With record sales," Novick asserts, "the profit margin is very slim, but with our product, which is appealing to the record buyer, the distributor is able to double his profits."



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Roach Is Largest Transfer Maker

(continued from page 12)


as a way of marketing the company's special line of items that are commercially unavailable.

Roach's new fall line of designs includes ABC-TV's "Battlestar Galactica," plus designs from the "Vegas" and "Love Boat" television series. Other transfers for which the company holds exclusive licenses are "Close Encounters of the Third Kind," "Saturday Night Fever," "Jaws 2," "Animal

House," and "Revenge of the Pink Panther."

"The advantages to transfers are two-fold," said Baird. "They offer much better fidelity in the reproduction of a person's face and don't pose an abnormal commitment to inventory. All you have to do is carry the basic T-shirts with the right sizes and colors, and you can put any design you want on a specific shirt."

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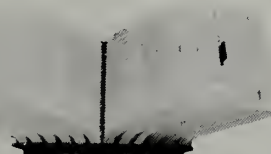
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	9/23			9/23	
1 BLAM! BROTHERS JOHNSON (A & M SP 4714)	1	9	39 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah BDS 5701)	41	6
2 TOGETHERNESS L.T.D. (A & M SP 4705)	2	16	40 CHILDREN OF SANCHEZ CHUCK MANGIONE (A & M SP-6700)	50	2
3 GET OFF FOXY (TK/Dash 33005)	3	14	41 YOUNGBLOOD WAR (United Artists LA 904-H)	39	9
4 LIFE IS A SONG WORTH SINGING TEDDY FENDERGRASS (Philadelphia International JZ 35095)	4	16	42 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. BSK 3209)	---	1
5 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	16	4	43 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	42	21
5 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	6	13	44 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	46	4
7 COME GET IT! RICK JAMES (Gordy G7-981R1)	7	19	45 ROBERTA FLACK Atlantic SD 19186)	54	2
8 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	12	6	46 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	34	14
9 STEP II SYLVESTER (Fantasy F-9556)	10	13	47 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	44	25
10 SUNBEAM THE EMOTIONS (Columbia JC 35355)	9	8	48 LOVING IS LIVING McCRAYS (Columbia/Portrait JR 34764)	49	10
11 NATURAL HIGH THE COMMODORES (Motown M6-902B1)	5	19	49 MOTHER FACTOR MOTHER'S FINEST (Epic JE 35546)	58	2
12 A TASTE OF HONEY (Capitol ST 11754)	11	18	50 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic JZ 34930)	43	25
13 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	8	17	51 FOR YOU PRINCE (Warner Bros. BSK 3150)	56	7
14 ATLANTIC STARR (A & M SP 4685)	13	10	52 NORMA JEAN (Warner Bros. BRK 6933)	45	9
15 SOUNDS . . . AND STUFF LIKE THAT! QUINCY JONES (A & M SP 4685)	14	16	53 THANK GOT IT'S FRIDAY (SOUNDTRACK) VARIOUS ARTISTS (Casablanca NBLP 7099)	51	22
16 THE CONCEPT SLAVE (Cotillion DS 5206)	15	8	54 DREAM WORLD CROWN HEIGHTS AFFAIR (De-Lite DSR-9506)	52	10
17 YOU SEND ME ROY AYERS (Polydor PD-1-5159)	17	8	55 HAPPY TO BE WITH YOU JEAN CARN (Phila. Int'l. JZ 34986)	48	15
18 SWITCH (Gordy/Motown G7-980R1)	21	7	56 TAKE IT ON UP POCKETS (Columbia JC 35480)	---	1
19 NATALIE . . . LIVE! NATALIE COLE (Capitol SKBL 11709)	18	13	57 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 117229)	55	35
20 JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	20	8	58 KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	62	5
21 FIRED UP 'N' KICKIN' FATBACK BAND (Spring 1-5718)	19	12	59 LOVE BROUGHT ME BACK D.J. ROGERS (Columbia JC 35393)	57	7
22 LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)	40	3	60 QUEEN OF THE NIGHT LOLEATTA HOLLOWAY (Gold Mind/Salsoul GA 5501)	64	2
23 BETTY WRIGHT LIVE (Alston 4409)	23	16	61 QUARTZ (Marlin 2216)	63	6
24 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	22	21	62 DO IT ALL NIGHT CURTIS MAYFIELD (Curton/Warner Bros CUK 5022)	60	7
25 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	24	24	63 THE BEST OF THE TRAMMPS (Atlantic SD 19194)	66	4
26 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	26	13	64 UNLOCK YOUR MIND THE STAPLES (Warner Bros. BSK 3192)	---	1
27 SUMMERTIME GROOVE BOHANNON (Mercury SRM-1-3728)	27	15	65 RIO DE JANEIRO GARY CRISS (Salsoul SA 8504)	65	5
28 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring SP-1-6719)	25	12	66 CHANSON (Ariola SW 50039)	---	1
29 WHO DO YA (LOVE) KC & THE SUNSHINE BAND (TK 607)	28	7	67 WELCOME TO MY ROOM RANDY BROWN (Parachute/Casablanca RRLP 9005)	70	3
30 IMAGES CRUSADERS (ABC AB-6030)	29	12	68 MIDNIGHT BELIEVER B.B. KING (ABC AA-1061)	67	18
31 SUNBURN SUN (Capitol ST-1173)	30	24	69 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	59	21
32 FOREVER YOURS THE SYLVERS (Casablanca NBLP 7103)	35	7	70 DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	68	22
33 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	33	29	71 THE BEST OF DONNY HATHAWAY (Atco/Atlantic SD 38-107)	73	2
34 CENTRAL HEATING HEATWAVE (Epic JE 35260)	32	25	72 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	69	19
35 THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	31	10	73 FANTASY LOVE AFFAIR FETER BROWN (Drive 104)	72	40
36 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4183)	38	4	74 WORLDS AWAY PABLO CRUISE (A & M SP-4697)	71	12
37 SOME GIRLS ROLLING STONES (Rolling Stones/Antic CCC 39108)	36	24	75 THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	74	13
38 HOUSE OF LOVE CANDI STATON (Warner Bros. BSK 3207)	37	11			

Chaka Khan Solo Album To Receive Big Boost From WB

by Cookie Amerson

LOS ANGELES — Warner Bros. Records is planning an all-out promotion, marketing and merchandising campaign for Chaka Khan's new album entitled "Chaka." Pop promotion head Russ Thyret, and R&B promotion head Cortez Thompson have just hit the road taking the single to 13 key cities in 7 days. The single "I'm Every Woman" was written by Ashford and Simpson, produced by Arif Mardin, and is scheduled for release this week. The LP will be released Oct. 13th.

Ed Rosenblatt, vice president of sales and promotion says, "We will be doing an all out pop and R&B blitz on this single, as we would like to let radio know that it is product that should be approached at all levels at the same time, and not waiting for the record to reach a certain point in one area before going to another."

Tom Draper, VP of black music marketing said, "From a merchandising standpoint, we will touch all areas. We are obtaining a Sunset Boulevard billboard in Los Angeles, Oct. 1, and we will make 4X4's of the LP. There will also be life-size stand-ups of Chaka, poster blow-ups and a four-color single sleeve which will be a duplicate of the album cover."

The marketing campaign for the LP is also of a very elaborate nature, that will touch everything from the mom and pop dealer to the national chains such as

Peaches or Pickwicks. Eddie Gilreath, sales director of black music marketing, explained, "The LP will be mailed to every pop and R&B account across the country. Additionally we are also making up 12X12 easel back displays of the album. We will tailor individual merchandising campaigns for different markets and dealer outlets. Our game plan is to thoroughly saturate every area, to the point where we are even including a campaign for the Army."

Gilreath went on to say, "We feel that the product is of such a stature that there is no need to establish an R&B base, which is why we are jumping on this album with both feet. The initial feedback has been incredible, and we expect to ship the album beyond gold at this point but that may go more. Our extensive merchandising, marketing, promotion and advertising campaign will gather the entire spectrum to make this album take its rightful place."

Chaka Khan spoke very ecstatically about her new label and her debut album, saying, "I feel very good about myself being a solo artist, about Warner Bros. as a company. This will give people the opportunity to know me as myself and also know Rufus in their own entity. While we both are doing our own thing, we will also do some recording together, but probably will not tour together. I am presently rehearsing my new band and planning a 30-day tour in October in support of my new album."



BREAK INTO MUSIC — Barry White talks with two participants of the UCLA day long Seminar, "How to Break Into the Music Business," where White was the featured speaker. (L-r) two students, White and Larry Thompson, White's manager.

THE RHYTHM SECTION

AIR SHIFT — Lee Michaels has resigned his music director post at KDAY in Los Angeles. Doris Johnson programming secretary will assume most of his duties. John Badeaux has been appointed assistant program director at the station. He joined the station earlier this year as production manager.

PRYOR COMING — Richard Pryor has an album coming out in November. The title will be "Richard Pryor Wanted," and will include excerpts from live shows he will do at the Auditorium Theatre in Detroit and the City Center Theatre in New York. **Brass Construction** just released a new single from their upcoming LP, "Brass 4." The single, entitled "Help Yourself," is reported to be doing very well having considerable airplay in just four days since its release. The album will be released Oct. 15. Former radio personality **Donnie Brooks** has been named national promotion director at 20th Century. Brooks will be based in Los Angeles.

DUSTING OFF — Gil-Scott Heron was asked by several stations to cut anti-angel dust spots for their stations. Heron was specifically chosen since he has a cut from his latest LP discussing a harrowing story of an angel dust casualty.

NOMINATED — President Carter plans to nominate J. Clay Smith Jr., associate general counsel for the FCC to be a member of the Equal Employment Opportunity Commission. Smith was formerly a Harvard law professor and director of the National Conference of Black Lawyers.

ON THE ROAD — The Crown Heights Affair will make their debut tour of the United Kingdom from Sept. 28 through Oct. 12. A major merchandising campaign is being planned for the tour to support their recently released album that is doing well there.

cookie amerson

CASH BOX TOP 100

September 30, 1978

	Weeks On Chart	9/23		Weeks On Chart	9/23		Weeks On Chart	9/23
1 ONE NATION UNDER A GROOVE FUNADELIC (Warner Bros. WBS 8618)	4	7	37 I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PS 14483)	43	7	70 I WANNA MAKE LOVE TO YOU RANDY BROWN (Parachute/Casablanca RR-517)	80	3
2 GET OFF FOXY (Dash 4056)	1	16	38 YOU SHOULD DO IT PETER BROWN (TK Drive 6272)	46	6	71 LOVE, I NEVER HAD IT SO GOOD QUINCY JONES (A&M 2084)	83	2
3 HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	2	12	39 EASE ON DOWN THE ROAD DIANA ROSS & MICHAEL JACKSON (MCA 40947)	47	4	72 DON'T LET IT GO TO YOUR HEAD JEAN CARN (Phila., Int'l./CBS ZS8-3654)	75	3
4 I'M IN LOVE (AND I LOVE THE FEELING) ROSE ROYCE (Whitfield WHI 8629)	5	9	40 VICTIM CANDI STATON (Warner Bros. WBS 8582)	33	15	73 THE BEST OF STRANGERS NOW EDDIE KENDRICKS (Arista AS-0346)	65	8
5 GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-1079)	3	11	41 YOUR SWEETNESS IS MY WEAKNESS BARRY WHITE (20th Century TC 2380)	53	4	74 GOT TO BE REAL CHERYL LYNN (Columbia 3-10808)	76	4
6 SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	6	14	42 CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	31	20	75 FLYING HIGH THE COMMODORES (Motown 1452F)	—	1
7 TAKE ME I'M YOURS MICHAEL HENDERSON (Buddah BDA 597)	7	15	43 (OLIVIA) LOST AND TURNED OUT THE WHISPERS (Solar/RCA JH 11353)	52	5	76 DISCO TO GO THE BRIDES OF FUNKENSTEIN (Atlantic 3498)	88	2
8 SMILE THE EMOTIONS (Columbia 3-10791)	8	10	44 SAY A PRAYER FOR TWO CROWN HEIGHTS AFFAIR (DeLite DE 908)	51	5	77 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton/Warner Bros. CMS 0140)	72	5
9 DANCE (DISCO HEAT) SYLVESTER (Fantasy F827)	12	12	45 LUCY IN THE SKY WITH DIAMONDS NATALIE COLE (Capitol P 4623)	48	4	78 ONLY YOU TEDDY PENDERGRASS (Phila. Int'l./CBS ZS8-3657)	—	1
10 IT SEEMS TO HANG ON ASHFORD & SIMPSON (Warner Bros. 86501)	15	6	46 FUNK-O-NOTS OHIO PLAYERS (Mercury 74014)	34	10	79 DON'T WANNA COME BACK MOTHER'S FINEST (Epic 8-50596)	89	2
11 YOU AND I RICK JAMES (Gordy 7G-156-F)	9	21	47 READY OR NOT DEBRA WASHINGTON (Ariola 7700)	40	15	80 MELLOW LOVIN' JUDY CHEEKS (Salsoul S7-2063)	90	2
12 YOU THE McCRAYS (Portrait 6-70014)	11	22	48 YOU FOOLED ME GREY AND HANKS (RCA JH 11346)	59	5	81 RIDE-O-ROCKET THE BROTHERS JOHNSON (A&M 2086)	—	1
13 THERE'LL NEVER BE SWITCH (Gordy 7G-159-F)	16	10	49 OUR LOVE WILL SURVIVE MEMPHIS HORNS (RCA PB -11309)	37	10	82 SEASONS FOR GIRLS THE TRAMMPS (Atlantic 3640)	54	9
14 BOOGIE OOGIE A TASTE OF HONEY (Caoit 4565)	13	21	50 MAC ARTHUR PARK DONNA SUMMER (Casablanca NB 939)	62	3	83 IN THE BUSH MUSIQUE (Prelude PRL 71110)	93	5
15 WHAT YOU WAITIN' FOR STARGARD (MCA 40932)	10	11	51 PLATO'S RETREAT JOE THOMAS (TK/LRG 906)	50	9	84 I WISH YOU WELL MAZE (Capitol 4629)	—	1
16 SOFT AND WET PRINCE (Warner Bros. WBS 8619)	20	10	52 HONEY I'M RICH RAYDIO (Arista AS-0353)	42	8	85 DO YOU FEEL ALL RIGHT KC AND THE SUNSHINE BAND (TK 1030)	—	1
17 STAND UP ATLANTIC STARR (A&M 2065-S)	18	8	53 FIRST IMPRESSIONS THE STYLISTICS (Mercury 74006)	36	13	86 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. WBS 8602)	57	14
18 THREE TIMES A LADY COMMODORES (Motown 1443-F)	14	15	54 "LOVE ATTACK" SHOTGUN (ABC AB-12395)	64	5	87 SHINE ON SILVER MOON MARILYN McCOO & BILLY DAVIS, JR. (Columbia 3-10806)	82	6
19 YOU GOT ME RUNNING LENNY WILLIAMS (ABC AB 12387)	19	10	55 SWEET MUSIC MAN MILLIE JACKSON (Spring SP-185)	66	6	88 FREAK IN, FREAK OUT TIMMY THOMAS (Glades/TK 1749)	—	1
20 YOU WERE MEANT FOR ME DONNY HATHAWAY (Atco 7092)	24	8	56 LIGHTING A FIRE PATTI HENDRIX (Hillitak HT-7801)	56	6	89 SUBSTITUTE GLORIA GAYNOR (Polydor 14508)	—	1
21 LET'S START THE DANCE HAMILTON BOHANNON (Mercury 74015)	26	10	57 PARTY LEON HAYWOOD (MCA 40941)	67	5	90 IT'S ALRIGHT (THIS FEELING I'M FEELING) VIVIAN REED (United Artists UA-X1239-Y)	—	1
22 HOT SHOT KAREN YOUNG (West End WSS 1211)	28	8	58 YOU'RE GONNA NEED THIS LOVE N'COLE (Millennium/Casablanca 617)	58	10	91 SHE PUTS THE EASE BACK INTO EASY BROTHERS BY CHOICE (A&M 103)	92	2
23 ONLY YOU LOLEATTA HOLLOWAY & BUNNY SIGLER (Gold Mind G7-4012)	30	8	59 I JUST WANNA STOP GINO VANNELLI (A&M 2072-S)	68	4	92 RHYTHM OF LIFE AFRO CUBAN BAND (Arista AS-0355)	94	2
24 BLAME IT ON THE BOOGIE THE JACKSONS (Epic 8-50595)	32	5	60 LOVIN' FEVER HIGH INERGY (Gordy G716F)	69	4	93 "LOVE TO BURN" O.C. SMITH (Shadybrook SB-1045)	—	1
25 BRANDY THE O'JAYS (Phila. Int'l./CBS ZS8-3652)	17	8	61 SUPER WOMAN THE DELLS (ABC AB 12366)	41	12	94 FREAK WITH ME UNIVERSAL ROBOT BAND (Red Greg 217)	95	4
26 LOVE BROUGHT ME BACK D. J. ROGERS (Columbia 3-10754)	23	13	62 UNLOCK YOUR MIND THE STAPLES (Warner Bros. WBS 8669)	74	2	95 TONIGHT I'M GONNA MAKE YOU A STAR BRENDA & HERB (H&L HL 4699)	96	3
27 IT'S A BETTER THAN GOOD TIME GLADYS KNIGHT & THE PIPS (Buddah BDA 598)	27	8	63 YOUNGBLOOD (LIVIN' IN THE STREETS) WAR (United Artists UA-X12133-Y)	39	14	96 "STICKS AND STONES" (BUT THE FUNK WON'T NEVER HURT YOU) FINISHED TO. ICH (Motown M 1445F)	98	2
28 I LIKE GIRLS FATBACK BAND (Spring 181)	25	18	64 FUNK N' ROLL (DANCIN' IN THE FUNKSHINE) OUAZAR (Arista AS 0349)	79	4	97 I FEEL HIS LOVE GETTING STRONGER MARGIE JOSEPH (Atlantic A-35172 MO)	97	4
29 STELLAR FUNGK SLAVE (Cotillion 44238)	21	13	65 DO WHAT YOU WANT TO DO DRAMATICS (ABC AB 12400)	70	4	98 YOU'RE ALL I GOT IN THE WORLD PRINCE PHILLIP MITCHELL (Atlantic 3506)	—	1
30 SATURDAY NORMA JEAN (Bearsville BSS 0326)	22	13	66 GUESS WHO'S BACK IN TOWN HEAVEN & EARTH (Mercury 74013)	63	10	99 SHAME EVELYN "CHAMPAGNE" KING (RCA PB-11122)	73	17
31 TAKE IT ON UP POCKETS (Columbia 3-10755)	38	7	67 DON'T HOLD BACK CHANSON (Ariola 7717)	77	2	100 NEVER MAKE A MOVE TOO SOON B.B. KING (ABC AB 12380)	91	14
32 THINK IT OVER CISSY HOUSTON (Private Stock 4S-204)	29	30	68 DANCING IN PARADISE EL COCO (AVI 203)	81	2			
33 MIND BLOWING DECISIONS HEATWAVE (Epic 8-50586)	35	6	69 MOVIN' ON GEORGE DUKE (Epic 8-50593)	78	3			
34 TONIGHT'S THE NIGHT BETTY WRIGHT (TK/Alston 3740)	49	5						
35 DON'T STOP, GET OFF THE SYLVERS (Casablanca NB 938)	45	5						
36 SPECIAL OCCASION DOROTHY MOORE (Malaco 1052)	44	7						

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

Blame It On (Almo Music — ASCAP)	24	Hot Shot (Scully — ASCAP)	22	Mind Blowing (Wilder/Geoff & Eddie/Blackwood — BMI)	33	Stellar Fungk (Spur Tree Cotillion — BMI)	29
Boogie Oogie Oogie (Conductive/On Time — BMI)	14	I Love (Lowery — BMI)	37	Movin' On (Mycene — ASCAP)	69	Stick & Stones (Jobete — ASCAP)	96
Brendy (Mighty Three — BMI)	25	I'm In (Mey 12th/Werner-Temerlene — BMI)	4	My Redio (Nineteen Eighty-Foe — BMI)	86	Substitute (Touch of Gold — BMI)	89
Close The (Mighty Three — BMI)	42	If My Friends (Notable/Lide Enterprises — ASCAP)	77	Never Make A (Irving/Four Knights — BMI)	100	Super Woman (Groovesville/Razzle Dazzle — BMI)	61
Dence (Jobete — ASCAP)	9	I Feel (Bushka/Jamerson/Am — ASCAP)	97	One Nation (Melbiz — BMI)	43	Sweet Music (Jolly Rogers — ASCAP)	55
Dancing In (Equinox — BMI)	68	I Just (Ross/Vannelli)	59	Only You (Lucky Three/Suemy/Six Strings — BMI)	23	Take It (Pockets/Verdenqel — BMI)	31
Disco To Go (Rubber Bend — BMI)	76	In The Bush (Pat Music Div./Leeds Music Corp./Phylmer — ASCAP)	83	Our Love (Memphis Five/Six Continents/Knockout — BMI)	49	Teke Me I'm (Electrochord — ASCAP)	7
Don't Hold (Kichelle/Jamerson/Am/Cos-K — ASCAP)	67	I Wanna (Irving — BMI)	70	Perty (Jim-Edd — BMI)	57	The Best (Meceny/Almo — ASCAP)	73
Don't Let (Mighty Three — BMI)	72	I Wish (Peck — BMI)	84	Pieto's Retreat (Alotegood — ASCAP)	51	There'll Never (Jobete — ASCAP)	13
Don't Stop (Rosy — ASCAP)	35	It's A Better (Maceuley/Almo — ASCAP)	28	Ready (United Artists — ASCAP)	47	Think It Over (Sumac Music — BMI)	32
Don't Wenne (Setsong — ASCAP)	79	It's Alright (Jays/Cheppell — ASCAP)	90	Ride-O (Nick-O-Vel — ASCAP)	81	Three Times (Jobete/Commodores Entertainment — ASCAP)	18
Do You Feel (Sherlyn/Herrick — BMI)	85	It Seems (Nick-O-Vel Music — ASCAP)	10	Rhythm Of (Sumac — BMI/Jeck — ASCAP)	92	Tonight I (Careers/Denick — BMI)	95
Do What (Unlchepell/Hot Cha — BMI)	65	Let's Start (Bohannon Phase II — ASCAP/Intersong-USA — ASCAP)	21	Saturday (Chlc — BMI)	30	Tonight's The (Sherlyn — BMI)	34
Eese On (Fox Fantere — BMI)	39	Lighting A Fire (Conjey Music — BMI)	56	Say A Prayer (Delightful/Cebrin/ — BMI)	44	Unlock Your (Temporary-Secular — BMI)	62
First Impression (Teddy Renzesso — BMI)	53	Love Atteck (ABC/Dunhill/Goblet/Funk Rock — BMI)	54	Seasons For (Golden Fleece Writers — BMI)	82	Victim (Dannmusic — ASCAP)	40
Flying High (Jobete/Commodores — ASCAP)	75	Love Brought (Circle R — ASCAP)	26	Sheke And (Vel-Je-Joe — BMI)	6	What You (Werner-Temerlene/Mey 12th — BMI)	15
Freak (Sug Sug/Leeds/Pep — ASCAP)	94	Love, I (Yellow Brick Road/Bloody — ASCAP)	71	Shema (Dunber/Mills & Mills — BMI)	99	You (Island — BMI)	12
Freak In (Sherlyn — BMI)	88	Love To (Screen Gems/EMI — BMI/Bobby Goldsboro — ASCAP)	93	She Puts The (April, O'lyrical/Heath-Levy — ASCAP)	91	You And I (Stone Diamond — BMI)	11
Funk 'N' Roll (Jumpshot — BMI)	64	Love To Be (Butterfly/Gong — BMI/Hudman/Cotoba — ASCAP)	74	Shine On (Don Kirshner — BMI/Kirshner — ASCAP)	87	You Fooled (Irving/Meded — BMI)	48
Funk-O-Nots (Plyone — BMI)	46	Lovin' Fever (Jobete — ASCAP)	60	Smile (Seggflire — BMI/Steelchest — ASCAP)	8	You Got Me (Trecu — BMI)	19
Get Off (Sherlyn/Lindseyenne — BMI)	2	Lucy In (Meclen — BMI)	45	Soft & Wet (Princess Music Co. — ASCAP)	16	You Should (Sherlyn/Declbel — BMI)	38
Got To Be (Butterfly/Gong — BMI/Hudman/Cotoba — ASCAP)	74	Mac Arthur (Cenopy — ASCAP)	50	Specler (Unlchepell Music — BMI)	36	You Were (Koombe — ASCAP)	20
Got To Get (Maclen — BMI)	5	Mellow Lovin' (AMRA)	80	Stand Up (Almo/Newben/Audio — ASCAP)	17	Your Sweetness (Sa-Vette/Six Continent/Rel Nel — BMI)	41
Guess Who (Jennmill — ASCAP)	66					Youngblood (Fer Out — ASCAP)	63
Holding On (Almo/McRouscod — ASCAP)	3					You're All (Hot Stuff — BMI)	98
Honey I'm (Reydlol — ASCAP)	52					You're Gonne (Mills & Mills/Stone Diamond — BMI)	58

MOST ADDED SINGLES

- FLYING HIGH — COMMODORES — MOTOWN**
WBUL, WUFO, WVON, WEAL, WTLC, WXVI, WSOK, WDAO, KPRS.
- MacARTHUR PARK — DONNA SUMMER — CASABLANCA**
WUFO, WVON, KDKO, WJLB, WDIA, WVOL, WDAS, KPRS.
- LOVE, I NEVER HAD IT SO GOOD — QUINCY JONES — A&M**
WUFO, WGPR, WQMG, WKND, WMBM, WSOK, WDAO, KPRS.
- YOUR SWEETNESS IS MY WEAKNESS — BARRY WHITE — 20th CENTURY**
WGIV, WQMG, WVOL, KKSS, OK-100, KPRS, WVKO.
- UNLOCK YOUR MIND — THE STAPLES — WARNER BROS.**
WVON, WGPR-FM, WLTH, KDAY, WDIA, WWDW, WDAO.
- FUNK N' ROLL (DANCIN' IN THE FUNKSHINE) — QUAZAR — ARISTA**
WUFO, WORL, WDAO, WNJR, WABQ, KPRS, WAWA.
- DISCO TO GO — THE BRIDES OF FUNKENSTEIN — ATLANTIC**
WWIN, WGIV, WGPR-FM, WTLC, WVOL, WAMO, WABQ.
- ONLY YOU — TEDDY PENDERGRASS — PHILA. INTERNATIONAL**
WIGO, WUFO, WVON, WEAL, WSOK, WDAO, WVKO.
- YOU FOOLED ME — GREY AND HANKS — RCA**
WWIN, WUFO, KATZ, OK-100, WOL, WDAO.

MOST ADDED ALBUMS

- ROBERTA FLACK — ROBERTA FLACK — ATLANTIC**
WIGO, WIGN, WCIN, WDAO, WLTH, WQMG, KMJQ, WTLC, WXVI, WAMO, WSOK, KKSS.
- TAKE IT ON UP — POCKETS — COLUMBIA**
WDAO, WEAL, WLOU, KDIA, WWDW, WOL.
- UNDER THE INFLUENCE — DENISE LaSALLE — ABC**
WLOU, WDIA, WAMO, KKSS, WABQ.

SELECTED ALBUM CUTS

- LIVE AND MORE — DONNA SUMMER — CASABLANCA**
One Of A Kind, Heaven Knows.
- PAST, PRESENT & THE FUTURES — THE FUTURES — PHILADELPHIA INT'L.**
Come To Me (When Your Love Is Down), Party Time Man.
- ROBERTA FLACK — ATLANTIC**
What A Woman Really Means, Independent Man.
- JORGE SANTANA — TOMATO**
Sandy, Darling I Love You.
- FREE LIFE — EPIC**
Cornerstone, Wish You Were Here.

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — PAUL CHILDS, PD — #1 — L.T.D.
JUMPS: 33 To 28 — Ross/Jackson, 32 To 26 — Sylvester, 27 To 22 — Switch, 22 To 18 — Gladys Knight, 21 To 14 — Rose Royce, 15 To 9 — Ashford/Simpson, 14 To 8 — Stargard, 7 To 3 — Funkadelic, HB To 30 — Donna Summer. ADDS: El Coco, Universal Robot Band, Shotgun, Millie Jackson, Teddy Pendergrass. LP ADDS: Roberta Flack, Major Lance, Barbara Mason

WWIN — BALTIMORE — DON BROOKS, PD — #1 — FUNKADELIC
JUMPS: 20 To 16 — Jacksons, 14 To 7 — Switch, 12 To 3 — Betty Wright, 11 To 6 — Atlantic Starr. ADDS: Grey & Hanks, Chanson, Brides Of Funkenstein, Mother's Finest, Strange, Jimmy Castor Bunch, El Coco, Afro-Cuban Band, KC & Sunshine Band, Ray Barretto, Musique. LP ADDS: Joe Thomas, Gil Scott-Heron, Roberta Flack, Lee Oskar, Mirage, Blair, Emotions

WILD — BOSTON — SONNY JOE WHITE — #1 — K. YOUNG
JUMPS: 35 To 31 — Natalie Cole, 34 To 25 — Betty Wright, 33 To 30 — P. Brown, 32 To 29 — Whisper, 31 To 27 — P. Brooks, 30 To 26 — Heatwave, 27 To 17 — Musique, 26 To 23 — Len Boone, 25 To 22 — Ohio Players, 24 To 20 — Univ. Robot Band, 23 To 19 — Sylvers, 21 To 18 — Prince Phillip Mitchell, 20 To 17 — Ashford/Simpson, 19 To 15 — J. Thomas, 17 To 9 — Jacksons, 16 To 12 — M. Johnson, 13 To 10 — A. Starr, 11 To 7 — L. Williams, Ex To 36 — Quazar, Ex To 35 — Grey & Hanks, Ex To 34 — G. Gaynor, Ex To 33 — P. Hendrix, Ex To 32 — M. Jackson. ADDS: Dan Hartman, Crown Heights Affair, Hi Inergy, Randy Brown. LP ADDS: Brides Of Funkenstein, Donna Summer, D. Washington

WUFO — BUFFALO — BYRON PITTS, PD — #1 — FUNKADELIC
JUMPS: 29 To 18 — Ross/Jackson, 28 To 22 — Whispers, 26 To 21 — The Sylvers, 23 To 15 — P. Brown, 19 To 12 — Randy Jackson. EXTRAS: Shotgun, Winners, Quincy Jones, Jimmy Bo Horne. LP ADDS: Millie Jackson, Donna Summer, Commodores, Teddy Pendergrass, Brothers Johnson, Quazar. LP ADDS: Maynard Ferguson, Ray Barretto, Brand New Funk, Ashford/Simpson, Gil Scott-Heron, Donna Summer, L. Holloway

WGIV — CHARLOTTE — MANNY CLARKE, PD
HOTS: Alicia Bridges, A. Peebles, Ashford/Simpson, Donna Summer, Stargard, Donny Hathaway, B. Bland, Tramps, The Jacksons. LP ADDS: Gino Vannelli, Natalie Cole, Barry White, Brides Of Funkenstein, Pockets. LP ADDS: High Inergy, Sylvers, Afro Cuban Band, Roy Ayers, Norma Jean

WVON — CHICAGO — GUY BROADY, MD
HOTS: Foxy, Fatback Band, Funkadelic, Jean Carn, B. Wright, R. James, Con Funk Shun, Switch, M. Henderson, The Jacksons, Atlantic Starr. ADDS: Whispers, P. Brown, Temptations, Teddy Pendergrass, Ohio Players, Brothers Johnson, Commodores, Crown Heights Affair, Shotgun, Donny Hathaway, Donna Summer, Staples, L. Williams, Curtis Mayfield, Maze, Slave, Rufus, L. Clifford, Heatwave. LP ADDS: Commodores, Rose Royce, Teddy Pendergrass, Curtis Mayfield, Switch, R. James, Con Funk Shun, M. Henderson, Ashford/Simpson

WBMX — CHICAGO — JAMES ALEXANDER, PD — #1 — FUNKADELIC
HOTS: Prince, Fatback Band, Jean Carn, Sylvester, Ashford/Simpson, B. Wright, Rose Royce, Randy Jackson. ADDS: George Duke, Bohannon, Maze. LP ADDS: Fatback Band, Al Hudson, Donna Summer, Chanson

WJPC — CHICAGO — SANDRA ROBERTS, MD — #1 — B.B. KING
JUMPS: 34 To 26 — Barry White, 33 To 30 — D. Moore, 32 To 28 — J. Brown, 30 To 25 — Eddie Kendricks, 20 To 11 — Jean Carne. ADDS: Ross/Jackson, KC & Sunshine Band, Gino Vannelli, Maze

WCIN — CINCINNATI — BOB LONG, PD — #1 — FOXY
HOTS: Funkadelic, Sylvester, L.T.D., Ann Peebles, Brothers Johnson, Donny Hathaway, Emotions, B. Wright, Switch, Ashford/Simpson, Prince. ADDS: Gladys Knight, El Coco, Crown Heights Affair, Solomon Burke, KC & Sunshine Band. LP ADDS: Vivian Reed, Roberta Flack

WDAO — DAYTON — LANKFORD STEPHENS, PD
HOTS: O'Jays, Bohannon, Switch, A. Starr, Donny Hathaway, Rose Royce, Funkadelic, Ashford/Simpson, Dramatics, Holloway/Sigler. EXTRAS: D. Moore, Quazar, Greg & Hanks, Shalamar, Staples, Leon Haywood, O.C. Smith, Vivian Reed. ADDS: Commodores, Teddy Pendergrass, Quincy Jones, B. Wright. LP ADDS: Roberta Flack, Pockets, Funkadelic, McCoo/Davis, L. Holloway, Margie Joseph

KDKO — DENVER — JIM O'BRIEN, PD — #1 — EVELYN "CHAMPAGNE" KING
JUMPS: 29 To 24 — Little River Band, 24 To 12 — Gino Vannelli, 16 To 11 — McCrarys, 15 To 9 — P. Brown, Ex To 30 — The Jacksons, Ex To 29 — M. White. ADDS: Ross/Jackson, Sgt. Pepper, High Inergy, L.T.D., Carole Bayer Sager/Donna Summer

WGPR-FM — DETROIT — GEORGE WHITE, PD — #1 — BOHANNON
JUMPS: 34 To 20 — P. Hendrix, 35 To 21 — Natalie Cole, 5 To 2 — Funkadelic. EXTRAS: Pockets, Staples, Beverly & Duane. ADDS: Eddie Kendricks, Soul Children, Brides Of Funkenstein, Brenda & Herb, Quincy Jones, R. Brown. LP ADDS: Whispers

WCKO — FT. LAUDERDALE — JOE FISHER, PD — #1 — EMOTIONS
JUMPS: 27 To 20 — Barry White, 25 To 16 — Karen Young, 19 To 11 — D. Moore. ADDS: Musique, Curtis Mayfield, Brothers By Choice, David Simmons, Roy Ayers, Jimmy Bo Horne, Double Exposure, KC & Sunshine Band. LP ADDS: Donny Hathaway, Controllers, Barbara Mason, Vivian Reed

WEAL — GREENSBORO — TY MILLER, MD — #1 — FUNKADELIC
JUMPS: 30 To 15 — Atlantic Starr, 25 To 16 — Ashford/Simpson, 21 To 12 — Rose Royce, 11 To 6 — Stargard. ADDS: Commodores, Gladys Knight, Prince Phillip, Teddy Pendergrass, Mother's Finest. LP ADDS: Pockets

WKND — HARTFORD — JAMES JACK, PD — #1 — L.T.D.
JUMPS: 29 To 14 — The Jacksons, 27 To 17 — Gladys Knight, 26 To 18 — Ashford/Simpson, 24 To 19 — Rose Royce. ADDS: Quincy Jones. LP ADDS: Al Hudson & The Soul Partners

KMJQ — HOUSTON — JOE MARTEL, PD — #1 — THE EMOTIONS
JUMPS: 36 To 27 — Patti LaBelle, 29 To 22 — Prince Phillip, 27 To 19 — Donna Summer, 10 To 3 — Funkadelic, Ex To 40 — Afro Cuban Band, Ex To 39 — W. Longmire, Ex To 34 — High Inergy, Ex To 28 — George Benson, Ex To 26 — P. Brown, Ex To 25 — Graham Central Station. ADDS: Chanson, Switch, The Crusaders. LP ADDS: Free Life, Roberta Flack, Pips, Sharon Ridley

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, PD — #1 — HEAVEN & EARTH
JUMPS: 36 To 23 — B. Wright, 32 To 25 — Switch, 31 To 22 — Gino Vannelli, 30 To 26 — Cab Calloway, 29 To 19 — Mother's Finest, 27 To 21 — Afro Cuban Band, 26 To 20 — The Jacksons, 25 To 18 — Sweet Cream, 21 To 18 — Cheryl Lynn, 19 To 14 — Bohannon, 15 To 9 — Sylvester, 14 To 3 — Funkadelic. ADDS: Commodores, Holloway/Sigler, Brides Of Funkenstein, Crown Heights Affair, Shotgun, Free Life, Finished Touch. LP ADDS: Phylwork, Jorge Santana, Bobby Lyle, Jimi Hendrix, Futures, Roberta Flack, Ben E. King

KPRS — KANSAS CITY — DEL RICE, PD — #1 — KEITH BARROW
JUMPS: 14 To 8 — Spyro Gyra, 13 To 7 — Earth, Wind & Fire, 12 To 6 — Slave, 11 To 5 — L.T.D., 5 To 2 — Foxy. ADDS: Quazar, Quincy Jones, R. James, Commodores, Creme De Coco, Mother's Finest, Graham Central Station, Donna Summer, B. White. LP ADDS: Rose Royce, Lee Oskar, Ashford/Simpson

KKTT — LOS ANGELES — WALT LOVE, PD. — #1 FOXY
JUMPS: 28 To 25 — Prince Phillip, 25 To 22 — Atlantic Starr, 22 To 19 — Ashford/Simpson, 15 To 12 — Funkadelic, 14 To 4 — Betty Wright. LP ADDS: Mother's Finest

KDAY — LOS ANGELES — STEVE WOODS, PD — #1 — FOXY
HOTS: Foxy, L.T.D., McCrarys, Sylvester, Prince Phillip Mitchell, Con Funk Shun, Atlantic Starr, Funkadelic, Ashford/Simpson, Earth, Wind & Fire. ADDS: Bros. Johnson, Betty Wright, Switch, Staples, D. Ross/M. Jackson, El Coco. LP ADDS: Ashford/Simpson

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — SLAVE
JUMPS: 20 To 8 — Ashford/Simpson, 19 To 7 — Jacksons, 14 To 4 — P. Brown, 13 To 5 — Crown Heights Affair, 12 To 6 — Heatwave. ADDS: Roy Ayers, Bob Bland, J. Bo Horne. LP ADDS: Pockets, Free Life, D. LaSalle, Dells

WDIA — MEMPHIS — JAY MICHAEL DAVIS, PD — #1 — C. STATON
JUMPS: 30 To 20 — Ashford/Simpson, 29 To 24 — D. Ross/M. Jackson, 28 To 19 — Atlantic Starr, 27 To 16 — Bohannon, 23 To 15 — Betty Wright, 16 To 9 — Sylvester, 15 To 8 — M. Henderson, 12 To 4 — Fatback Band, 11 To 3 — D.J. Rogers. ADDS: Funkadelic, Whispers, Staples, D. Moore, D. Summer, Sylvers, Heatwave. LP ADDS: Wilson Pickett, D. LaSalle, McCoo/Davis

WMBM — MIAMI — CEDRIC ANDERSON, PD — #1 — CON FUNK SHUN
JUMPS: 26 To 19 — Sherman Hunter, 19 To 13 — Jackson. ADDS: Alicia Bridges, K. Young, J. Bo Horne, Prince Phillip Mitchell, Beil & James, Musique, Laura Taylor, Gino Vannelli, Quincy Jones

WVOL — NASHVILLE — DAVID LOMBARD, MD — #1 — FOXY
JUMPS: 35 To 28 — Bohannon, 34 To 30 — Prince Phillip Mitchell, 30 To 21 — Slave, 27 To 22 — Stargard, 26 To 17 — Funkadelic, 20 To 14 — D.J. Rogers, 17 To 12 — McCrarys, Ex To 20 — Sylvers. ADDS: Sylvers, Betty Wright, Brides Of Funkenstein. EXTRAS: Donna Summer. LP ADDS: Donna Summer, Atlantic Starr

WNJR — NEWARK — JERRY LOVE, PD
HOTS: Commodores, D. Moore, Heatwave, Earth, Wind & Fire, Gladys Knight, Jean Carn, L.T.D., McCrarys, P. Brown, Ashford/Simpson. ADDS: Quazar, N. Jean, Sylvers, G. Gaynor, George Duke, Switch, Crown Heights Affair. LP ADDS: Wilson Pickett, Shalamar, Dells, Harvey Scates

WWRL — NEW YORK — LINDA HAYNES, MD
ADDY: Goody Goody, D. Ross/M. Jackson, M. Jackson, Musique, Double Exposure, Funkadelic, Gloria Gaynor, Vivian Reed, Betty Wright. LP ADDS: Bobby Lyle, Supermax

WDAS — PHILADELPHIA — JOE TAMBARRO — #1 — FUNKADELIC
D. Hathaway, 28 To 23 — Jacksons, 27 To 18 — Jean Carn, 26 To 17 — Sylvester, 25 To 22 — A. Starr, 24 To 21 — G. Knight, 23 To 20 — Pockets, 22 To 19 — Switch, 21 To 10 — Bohannon, 19 To 16 — Stargard, 18 To 15 — Con Funk Shun, 17 To 12 — L. Holloway/B. Sigler, 12 To 8 — Whispers, 9 To 4 — M. Henderson, 8 To 5 — O'Jays, 6 To 3 — Fatback Band. ADDS: Musique, D. Summer

WAMO — PITTSBURGH — EDDIE EDWARDS, PD — #1 — FUNKENSTEIN
JUMPS: 8 To 2 — M. Henderson, 7 To 1 — Funkadelic. ADDS: C. Houston, Cab Calloway, Hi Inergy, Millie Jackson, Leon Haywood, Brides Of Funkenstein, Timmy Thomas, D. Ross/M. Jackson, Ray Simpson, Jerry Butler, Shalamar, Ramsey Lewis, W. Longmire, Pharaoh Sanders, Bros. By Choice. LP ADDS: Funkadelic, D. LaSalle, Les McCann, Winners, Greg Diamond, R. Flack, Musique, Jorge Santana, Mass Prod., Free Life, Gino Vannelli, Gentle Persuasion

KSOL — SAN FRANCISCO — J.J. JEFFRIES — #1 — M. HENDERSON
JUMPS: 24 To 18 — Frankie Valli, 22 To 15 — Ashford/Simpson, 21 To 14 — Bohannon, 17 To 12 — Atlantic Starr, 15 To 7 — Funkadelic, 14 To 10 — Prince Phillip Mitchell, 11 To 6 — Sylvester. ADDS: L. Holloway/B. Sigler, D. Hathaway, L. Williams, Jacksons, K. Young, Alicia Bridges. LP ADDS: Grant Green, D. Moore, Heatwave, P. Brown, Natalie Cole, Betty Wright, El Coco, Whispers, L. Clifford, M. Jackson, R. Brown

KKSS — ST. LOUIS — WALT SUMNER, MD
HOTS: Natalie Cole, M. Henderson, Rick James, Quincy Jones, Prince Phillip Mitchell, Switch, Rose Royce, Emotions, Funkadelic. ADDS: Betty Wright. LP ADDS: Jorge Santana, E. Henderson, S. Fortune, Donna Summer, Pablo Cruise, Chanson, D. LaSalle, Roberta Flack, Caldera, L. Holloway, Whispers, Rose Royce, C. Houston, Staples

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — M. HENDERSON
JUMPS: 29 To 13 — Rose Royce, 14 To 4 — C. Staton, 12 To 9 — A. Peebles, HB To 30 — Roundtree, HB To 29 — Quazar. ADDS: Heaven & Earth, Jerry Butler, Newcomers, D. Moore, Grey & Hanks, L. Holloway/B. Sigler, Atlantic Starr. LP ADDS: A. Franklin

WDDM — SUMTER — BARBARA TAYLOR, MD — #1 — BROS. JOHNSON
HOTS: Grey & Hanks, Funkadelic, Ashford/Simpson, D. Hathaway, Switch. ADDS: Whispers, Karen Young, Heatwave, Cissy Houston, Staples, Roy Ayers, Linda Clifford. LP ADDS: Mother's Finest, Sylvester, Staples, Pockets

OK-100 — WASHINGTON — JOHN MOEN, PD
HOTS: Funkadelic, Rose Royce, Foxy, Ashford/Simpson, Donna Summer, Rick James. ADDS: Grey & Hanks, Cheryl Lynn, D. Hathaway, Betty Wright. LP ADDS: Ashford/Simpson, Rick James, Emotions, Emotions

New Companies Link Music Industry With Big Advertisers

(continued from page 18)

has organized extensive promotional tie-in campaigns for "Beatlemania," Cal Jam II and the Texas World Music Festival.

Musicmedia feels the advertisers can supplement and very often complement their advertising and marketing strategies by cross-promoting with an entertainment vehicle that appeals to that demographic market, says Musicmedia president Charles Bonan. "The obvious benefit to the advertiser is that he creates the image that he best understands his consumer's needs and emotions."

Bonan says his company is unique in that it is well ensconced in both the advertising and music industries. Bonan himself has an extensive advertising background and his parent company is a leader in the personal management and concert and theatrical promotion fields.

"We understand both parties' marketing needs and know how to create a mutually beneficial situation," says Bonan.

Madison Avenue

Although Madison Avenue is becoming aware of the benefits of ad tie-ins with music events (Advertising Age recently ran a front page article on the trend), it is still a relatively foreign area for most of the major ad agencies.

"The idea of tying advertising to music events has grown tremendously in recent years," indicates Ed Myer, senior vice president and director of merchandising at Dancer-Fitzgerald-Sample, one of the country's largest ad agencies. "It's a very intriguing idea for reaching teenagers and young adults, who are usually a difficult group to reach through normal advertising channels."

"But the fact of the matter is that we don't get into music, except when it is a phase of a larger promotion campaign," Myer admits.

The Madison Avenue ad agency D'Arcy-MacManus & Masius put together the convenient tie-in for Dr. Pepper with the RSO blockbuster, "Sgt. Pepper's Lonely Hearts Club Band." Universal Pictures, which released the film chipped in a reported \$1 million for the tie-in which promotes the soft-drink and the movie in the same ads.

Many of the largest national advertisers set up tie-ins themselves without the aid of liaison companies such as Rockbill and Musicmedia. Pepsi-Cola and Paramount Pictures, for example, directly negotiated a tie-in with "Grease." On the other hand, the extensive Pepsi tie-in with "Beatlemania" was done through Musicmedia.

"Charles Bonan came to us and invited me down to see 'Beatlemania' in New York," recalls Joe Block, Pepsi vice president of public relations. "I thought the show was fantastic and I saw that it reached our target audience so we negotiated a deal that has benefitted us and the play. In fact, it's been so successful that we've expanded our relationship."

The expansion has grown to where Pepsi is now "Beatlemania's" national sponsor. The play is receiving extensive advertising benefits while Pepsi is increasing its sales volume wherever the play is running.

JAM Advertising

University Stereo, an audio component chain with 15 outlets in Southern California, is another company that is attempting to take advantage of promotional tie-in possibilities with the music industry through an in-house advertising company, JAM Advertising.

"University Stereo shares a common denominator with the music industry," notes Steve Miller, JAM's public relations and promotion director. "Record buyers need equipment to play them on and stereo retailers need records so there's a need for hardware."

University Stereo spends \$3 million an-

nually trying to build its share of the intensely competitive stereo retailing business, according to Miller. So through JAM it has begun to tie-in with major concert events and promotional events such as a big disco party featuring Casablanca recording artists last July.

"The company has to have impact — has to make impressions with the consumers," says Miller. "So we've moved it into this natural connection with the music industry that has been overlooked by most people selling hardware."

Miller says JAM is also looking to create and implement promotional tie-in campaigns for other advertisers that are associated with, or would like to be associated with the music industry.

"We're looking to join with labels in a broad range of promotional activities that will expose artists and product for the record companies while enabling the advertising client to assume a comfortable position as part of the music industry," explains Miller.

Other Tie-Ins

The different types of tie-ins between the music and advertising industries take many shapes. Rockbill, along with its program-posters, often turns its promotions around and brings the music connection to the product. For example, Junior Mints candy boxes now feature music personalities such as Neil Sedaka on the back. It's all part of a contest offering a trip to see the artist perform as the grand prize.

Rockbill has also brought together Dannon Yogurt and Strawberries, a Boston record retailer, in a promotion that offers Dannon buyers discounts on records purchased at Strawberries. A recent rock and roll trivia contest sponsored by Budweiser with prizes supplied by Sansui and CBS Records was a big success, according to Coleman.

"Our company can put these things together because we talk the lingo of the artists," Coleman says. "Madison Avenue would call up a group and say 'We want to use you in a commercial for so much money' but the group immediately senses blatant commercialism and backs off."

"We call them up and explain that we can help them sell more records while maintaining their image and credibility. The last thing we want to do is commercialize a group to the point where it turns off the audience. But Madison Avenue ad agencies don't have this consideration."

Image Decisive

In advertising, especially in areas like beer, wine and other highly competitive products, image is often the decisive factor in the consumer's selection. Thus these new advertising-music liaison companies are demonstrating the image-building potential of popular music when associated with specific products. They are bringing commercialism to the music world as tastefully as possible, and at the same time creating a new business within the booming music industry.

NAB Offers Fellowship

WASHINGTON, D.C. — The National Association of Broadcasters has established a Minority Legal Fellowship Program open to graduating or recently graduated minority law students, "who have a demonstrated interest in communications."

The program consists of a one-year fellowship with the NAB legal department, beginning September 1979 at an annual salary of \$17,500. Resumes, postmarked no later than Nov. 15, 1978, should be sent to: Richard E. Wyckoff, Esq. assistant general counsel, Legal Dept., NAB, 1771 N Street, N.W., Washington, DC 20036.



FOREVER YOUNG — WB recording artists Peter, Paul and Mary recently completed a sell-out show at the Bay Area Concord Pavilion. Pictured (l-r) are: Mary Travers; David Rubinson, producer of the new "Reunion" album; Paul Stookey; and Peter Yarrow.

Lieberman Holds Annual Convention

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promote new breaking acts, but these artists are not inclined for the mass merchandiser. Give us tapes of established acts."

Considering that the mass merchandiser views each department in his store in terms of dollars per square foot, Lieberman does not foresee any changes from the average record department size (for example, 1,000 square feet for Venture stores) although labor costs have increased enough to force rack accounts to frequently eliminate record department personnel.

Briefly touching on the one-stop end of Lieberman Enterprises, the board chairman pointed to both the profitability and the "feel for the marketplace" as its major purposes. Lieberman applies the one-stop information to help the rack jobbing division stay in touch with the broad spectrum of product.

New One-Stop

Lieberman also said that the organization will be opening a new one-stop operation in Portland on Nov. 1.

Lieberman has become more sensitive to the geographical differences within the company as it has become more national in scope. He added that regional personnel have considerable autonomy to deal with the local tastes through the variety of promotional vehicles.

In sum, Lieberman said he was pleased with the results of the overall convention purpose of "innoculating the people with the excitement of the record business" and the "nuts and bolts" sessions of the regional sales meetings.

Black Radio Meet Set

WASHINGTON, D.C. — A broadcast management seminar for black station owners will be co-sponsored by the National Association of Broadcasters and the National Association of Black Owned Broadcasters at NAB headquarters on September 27-28. A range of management problems with emphasis on national advertising and audience measurement systems will be covered.

Speakers will include Congressman William L. Clay (D-Mo.), chairman of the Congressional Black Caucus; NAB Board Chairman Donald Thurston; Henry Geller, assistant secretary of commerce and head of the National Telecommunications and Information Administration; and representatives from the financial community, advertising agencies, research groups and the FCC.

Further information can be obtained from Bob Hallahan, NAB, 1771 N Street, N.W. Washington DC 20036.

AirPlay

(continued from page 21)

3600.

NEW JOBS — Leonard Mirelson has been appointed to the newly-created position of vice president of **WJIT-AM** and **WKTU-FM**, SJR Communications' New York stations. Mirelson, who was GM of **WJIT**, New York's all-Hispanic station, now assumes supervisory responsibilities for both **WJIT** and **WKTU**, the Big Apple's disco core. . . **Rich "Brother" Robbin** has gone to Tucson to program the "new K-Hits," **KHYT**. With the help of MD **Bill Stairs**, and an album-oriented hits format, Robbin hopes to make some waves in the middle of the southwestern desert while day-timer **KHYT** prepares to go 24-hour. . . **John Wetherbee** has been named music and research director for **WFYR/Chicago**, where he will continue to be featured weeknights from 10-2 a.m. . . Also at **WFYR**, **Dick Bartley** has been named assistant PD and midday personality. Bartley had served as MD-PD and air personality at **WBBM-FM** in Chicago for the past three years. . . **Shaw Messner** is the new promotion coordinator for **WCOZ/Boston**. Messner comes from **WROR-FM** in Boston, where she served as promotion director. Former *Christian Science Monitor* reporter **Susan Rist** has gone to Little Rock to join the **KAAY/KEZQ** news department. . . **Charlene Watts**, former news and public affairs director at **WRQX-FM/Washington, D.C.**, has taken on a full-time air shift there.

TEN Q HOOKS TUNA — **Charlie Tuna**, long one of the top air personalities in southern California, is back on the air at **KTNQ/Los Angeles (Ten Q)**. Tuna's morning drive shift will begin at 5 a.m. because Tuna believes the busing situation is getting people up between five and six. Tuna's most recent gig was at **KHJ/Los Angeles**.

ODDS & ENDS — Three San Francisco FM stations recently swapped dial positions. Pop/adult station **KCBS** went from 99 to 97, becoming 97K, while religious station **KEAR** moved from 97 to 107. **KMPX**, which had been at 107, was sold to **KEAR**, allowing Golden Gate Broadcasting to purchase the 99 frequency where a new **KMPX** is now programming big band music. . . Among the latest labels joining the odd-shaped single fad are Arista and Mercury. Arista's four-song seven-inch EP features material from the latest **Kinks** album, "Misfits." Mercury has put out a tear-shaped single in support of (who else?) the **Cryers**. . . Los Angeles jazz station **KBCA** has applied for new call letters, **KKGO**, to avoid confusion with L.A.'s top-rated **KABC**. . . An Arbitron analysis of FM listening in ten markets selected on the basis of geographic distribution and population size shows FM listening up 11 percent in April/May from the previous year. A similar study of FM growth in the top ten markets found FM up five percent over the same period.

Joey Berlin

COIN MACHINE

Operators Opposed To CRT's Location List Requirement

CHICAGO — Jukebox operators vigorously oppose the recent Copyright Tribunal ruling that requires them to furnish the agency with the name of each location where jukeboxes are placed — and cite a number of reasons for that opposition, ranging from the cost of compiling the lists to the confidentiality of such information.

As reported previously in **Cash Box** (Sept. 16), the Copyright Royalty Tribunal unanimously ruled that jukebox operators, to be in compliance with the Copyright Law, be required to furnish location lists to the CRT, including the name of each location and the number of machines therein.

Operators voiced strong opposition to this regulation when it was initially proposed and, upon learning of the ruling, AMOA's executive vice president Fred Granger expressed disappointment, stating that AMOA feels CRT does not have the power to impose such a restriction. AMOA, through its Government Relations Committee, is presently "assessing this very carefully," Granger said.

Unfair Requirement

LaCrosse, Wisconsin operator Jim Stansfield, who has a very substantial phonograph route, said he feels the ruling is "unfair." An operator's location list is private information, he said, suggesting that the CRT could use other alternatives to secure the information that is needed. "They could contact the county seat, where bars and restaurants are listed," Stansfield

advised, noting that these being the types of establishments which usually have jukeboxes.

Stansfield noted further that his objection is based primarily on the confidentiality aspect, since his business records are well maintained and the formality of providing a list would not be a taxing effort in his case. He says he has complied fully with the copyright law as it stands. "It is the law," he said, "if we have to live with it, we will."

Privileged Information

Rock Island, Illinois operator Orma Mohr of Johnson Vending is opposed to submitting a location list on similar grounds, contending that it is "privileged" information. "Where my jukeboxes are placed is my personal business," she said. "I don't mind reporting the number of jukeboxes I have on my route but I don't feel I should have to report where they are located." Such a requirement, she added, places an extra burden on the routemen.

She also voiced her opposition to the requirement that royalty fees must be paid by certified check. "We are business people," she said. "If the IRS will accept our personal check, why not the copyright office?" Under the copyright law, royalty fees must be paid by certified check.

Other operators contacted by **Cash Box** voiced similar objections with respect to the location list ruling, calling it "costly," "time consuming" and an intrusion upon the privacy of their business operations.

Consumer-Oriented Pinball Book Catching On With Ops

CHICAGO — Jim and Candace Tolbert of Orinda, California, have written a book called "Tilt," which was originally geared to the home pinball market but is starting to capture the interest of operators. The book has been out about a month, according to Candace Tolbert, and in that period several operators read it and found it very helpful, largely because of the valuable service tips and "tricks of the trade" contributed by co-author Jim Tolbert, who is service manager at Stan Van Music & Vending in Concord, California.

Williams Designer Offers Tips On Playing Pinball

CHICAGO — With pinball machines so much in the fore these days, Anton Kraemer, design engineer for Williams Electronics, Inc., prepared some "tips" on how to play, which were featured in a United Press International release and subsequently exposed in major publications across the country.

Kraemer, as the release stated, plays about 100 times daily while test-checking new machines at the Williams factory. Following are his five playing "tips."

1. Read the instruction card and learn "which targets give bonus points or extra balls" and whether they have to be made in sequence, "so that you'll know where to aim to make your ball count."

2. Nudge gently. Kraemer explains that nudging is not cheating and a too strenuous hit can activate the "tilt" signal. "Just as pinball itself is a game of skill, so is knowing exactly where, when and how hard to apply a gentle, quick nudge. Timing is also important. The ball has to touch an object on the playfield at the exact moment you nudge."

3. Work the flippers individually. To avoid pressing both flippers simultaneously, as most beginners do when they see the ball moving toward the outsole, Kraemer advises that flippers be used in "quick succession to deflect the ball from one to the other, hold it back until it's correctly aimed, or whack it solidly to the opposite side of the playfield."

4. Keep your eye on the ball. Just like in any other sport where a fast moving ball is the object, the player must "concentrate completely on the game" and save the socializing with friends and onlookers until after the game.

5. Concentrate on one game until you master it. "Playfields vary, so play each game enough to work out a winning strategy."

The Tolberts feel the book will also serve as a guide for operators pursuing their own interests in the expanding home market. "Many operators are reluctant to sell machines for home use because of the problems and expense involved in providing proper service," Candace explained. "Tilt," she said, by educating the pinball machine owner in the care and maintenance of the equipment will reduce the need for personal service calls. "Operators will see the book as something that can really help them out in the home market."

Jim Tolbert became interested in the coin machine industry about five years ago, when he left his position with a retail book company to work with his father, who has operated a route in Rome, Georgia for more than 30 years. Candace is a writer, who shares her husband's interest. When their book was finished a special arrangement was made with the publisher for the couple to do the actual production work, including typesetting, layout, design, etc.

For Amusement Only

In addition to the book, the Tolberts recently started their own company, For Amusement Only, which will handle distribution of "Tilt" and also specialize in reconditioned machines for home consumption; pinball backglasses and a unique concept of pinball wall art.

As avid pinball enthusiasts, the couple has a personal collection of machines and backglasses from the '60s and '70s but take great pride in their most cherished piece, a 1941 Big Parade.

Thorough Research

The book is the culmination of a great deal of research, during which time many knowledgeable people in the industry provided assistance, Candace told **Cash Box**, much of it by telephone or letter. For this reason, the Tolberts are planning to attend the AMOA convention in November where they hope to meet and personally thank some of these people.

"Tilt," a 144-page, softbound book is published by Creative Arts Book Company of Berkeley, Calif. and sells for \$4.50 a copy. Further information may be obtained by contacting the Tolberts at P.O. Box 1636, Orinda, California 94563.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- 1 **READY TO TAKE A CHANCE AGAIN** BARRY MANILOW (Arista AS 0357)
- 2 **DON'T WANT TO LIVE WITHOUT IT** PABLO CRUISE (A&M 2076)
- 3 **BEAST OF BURDEN** ROLLING STONES (RS 19309)
- 4 **BLUE COLLAR MAN (LONG NIGHTS)** STYX (A&M 2087)
- 5 **CRAZY FEELING** JEFFERSON STARSHIP (RCA JB 11374)
- 6 **RAINING IN MY HEART** LEO SAYER (Warner Bros. 8682)
- 7 **MacARTHUR PARK** DONNA SUMMER (Casablanca NB 939)
- 8 **DOUBLE VISION** FOREIGNER (Atlantic 3514)
- 9 **HOW MUCH I FEEL** AMBROSIA (Warner Bros. 8640)
- 10 **STRAIGHT ON HEART** (Portrait 6-70020)

TOP NEW COUNTRY SINGLES

- 1 **SLEEPING SINGLE IN A DOUBLE BED** BARBARA MANDRELL (ABC AB 12403)
- 2 **SWEET DESIRE** THE KENDALLS (Ovation OV-112)
- 3 **WHAT HAVE YOU GOT TO LOSE** TOM T. HALL (RCA PB-11376)
- 4 **LITTLE THINGS MEAN A LOT** MARGO SMITH (Warner Bros. WBS 8656)
- 5 **TWO LONELY PEOPLE** MOE BANDY (Columbia 3-10820)
- 6 **HUBBA HUBBA** BILLY "CRASH" CRADDOCK (Capitol P-4642)
- 7 **THAT'S WHAT YOU DO TO ME** CHARLY McCLAIN (Epic 8-50598)
- 8 **I JUST WANT TO LOVE YOU** EDDIE RABBITT (Elektra E-45531)
- 9 **WHAT CHA DOIN' AFTER MIDNIGHT, BABY** HELEN CORNELIUS (RCA PB-11375)
- 10 **FADIN' IN, FADIN' OUT** TOMMY OVERSTREET (ABC AB-12408)

NEW R&B SINGLES

- 1 **MacARTHUR PARK** DONNA SUMMER (Casablanca NB 939)
- 2 **ONLY YOU** TEDDY PENDERGRASS (Phila. Int'l. ZS9 3657)
- 3 **(OLIVIA) LOST AND TURNED OUT THE WHISPERS** (Solar/RCA JH-11353)
- 4 **EASE ON DOWN THE ROAD** DIANA ROSS & MICHAEL JACKSON (MCA 40947)
- 5 **FLYING THE COMMODORES** (Motown 1452F)
- 6 **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)
- 7 **UNLOCK YOUR MIND** THE STAPLES (Warner Bros. WBS 8669)
- 8 **LOVE, I NEVER HAD IT SO GOOD** QUINCY JONES (A&M 2084)
- 9 **DO YOU FEEL ALL RIGHT** KC AND THE SUNSHINE BAND (TK 1030)
- 10 **RIDE-O-ROCKET** THE BROTHERS JOHNSON (A&M 2686)

TOP NEW MOR SINGLES

- 1 **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)
- 2 **LITTLE THINGS MEAN A LOT** MARGO SMITH (Warner Bros. WBS 8656)
- 3 **MOONLIGHT SERENADE** TUXEDO JUNCTION (Butterfly CM 1211)
- 4 **READY TO CHANCE AGAIN** BARRY MANILOW (Arista AS 0357)
- 5 **I JUST WANT TO LOVE YOU** EDDIE RABBITT (Elektra E-45531)

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Nation's oldest and largest component repair center can save you money. Logic repairs-all makes, all models of video and non-video P.C. boards, monitors and jukebox amplifiers. \$13.50 plus parts. **ASC Dist. Sales Co., 7011 N. Atlantic Avenue, Cape Canaveral, Florida, 32920 (305) 783-5763.**

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COIN MACHINE

Phoenix Candy Markets 'Gong Show' Assortment With Special Promotion

BROOKLYN, N.Y. — The Gong Show, the successful nationwide television program, is featured in a new prize box from Phoenix Candy division of Beatrice Foods Co.

Characters Shown

The various Gong Show characters are featured on the outside of the multi-colored one-half ounce boxes which contain Phoenix' well-known Now or Later product and two special prizes.

Unmarked for price, the Gong Show candy prize boxes are packed in an attractive 24-count display box assortment. Each prize box offers a T-shirt promotion and each display box has a special \$3.60 retailers redemption coupon.

More Details

For further information contact Phoenix Candy Co., 170 34th Street, Brooklyn, N.Y. 11232. Telephone (212) 768-7900.

Tierney Appointed Culbro President

NEW YORK — Culbro Corp. announced today the election of Howard S. Tierney as president and chief operating officer. He succeeds Edgar M. Cullman, who remains chairman and chief executive officer.

Formerly executive vice president, director and member of the executive committee of Carter-Wallace Inc., Tierney has been a Culbro director since 1967 and served on the board's audit and compensation committees. He also is a director of Lafayette

Bank and Trust Co., Bridgeport, Conn.

"With his broad managerial background and his familiarity with the corporation's operations, Mr. Tierney should contribute significantly to Culbro's further growth and development," Cullman said.

Prior to joining Carter-Wallace in 1973, Tierney was a president and chief executive officer of Denver Chemical Manufacturing Co. Before that he was vice president-overseas operations, E.R. Squibb & Sons.

A graduate of Yale, where he was a member of Phi Beta Kappa, Tierney during World War II was a U.S. Navy pilot, lieutenant senior grade.

Culbro Corporation is a diversified consumer products and services company whose principal businesses include Bachman Foods Inc., Ex-Lax Pharmaceutical Co. Inc., General Cigar & Tobacco Co., plus operations in plastics, consumer finance, wholesale distribution of cigarettes and general merchandise, tree and shrub nurseries, and land development.

'Close Encounters' Electro-Mechan. Version Shipping

CHICAGO — "Close Encounters," Gottlieb's new solid state four-player pinball game, is now available in an electro-mechanical version, according to Tom Herrick, vice president of marketing at D. Gottlieb and Company. The two machines are almost identical in play features and design, except for a slight deviation in graphics on the electro-mechanical model; otherwise, the "spaceship" flavor and electronic sounds have been retained.

Just as in the solid state machine, the follow-up version features Gottlieb's exclusive "roto-target," a three-times multiplier and two high scores for replays. In its new format, Close Encounters offers an alternative to operators and players who still like the sounds and feel of electro-mechanical games, stated Alvin Gottlieb, the firm's executive vice president.

"Gottlieb will continue to produce appropriate electro-mechanical versions of major games as long as there is a demand for them," he said, pointing out that this has been a Gottlieb policy since the advent of solid state.

Industry Figures Set To Judge Song Contest

NEW YORK — A Pop/rock songwriting contest sponsored by *Your Place Magazine* will be judged by Ben Vereen, songwriter Joe Raposo, DJ Scott Muni, lyricist Hal David, Columbia Records executive Mickey Eichner, lyricists Alan and Marilyn Bergman, and Jobete publishing's Carl Griffin.

The contest offers a grand prize of \$500 plus the professional recording of the prize-winning song. Second and third prizes will be \$300 and \$200. There will be 20 finalists in all. The contest is open to all unpublished songwriters between the ages of 20 and 29 who meet the regulations set forth in the official entry form, obtainable in the October and December issues of *Your Place*.

Skyfield Management Formed By Prod. Co.

NEW YORK — Skyfield Productions has formed Skyfield Management, a joint venture with Wonderland Corporation of Monterey, Massachusetts. The principals of Skyfield Management are Robert W. Whitmore and Robert Fish. The firm's first signing is Falcon Eddy. Skyfield's address is 928 Broadway, 7th floor, New York, N.Y.

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Dimensions:

Height: 72½" (184 cm)
Width: 28½" (72 cm)
Depth: 38½" (97 cm)

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COIN MACHINE

CHICAGO CHATTER

A recent Sunday edition of the Chicago Sun-Times "Weekender" supplement featured an excellent article on jukeboxes, written strictly from the patron's standpoint. Cover photo pictured a 1946 Wurlitzer 1015 and the text dwelled on the machine's high appeal in the neighborhood tavern and the diversity of music it offers, ranging from the most contemporary to the "German beer-hall ballads." The reader was taken on a tour of various locations in the Chicago area and these were listed by name, address, musical taste and, in some cases, by jukebox model and style. As the writer, Patrick Goldstein, noted, "After ordering a beer in your neighborhood bar, nothing is quite as satisfying as slipping a quarter into one of those magic music machines. They're part of the American barroom experience . . ."

GAME PLAN'S marketing veepee **Ken Anderson**, just back from Europe where he was arranging for distribution of the firm's line in the European market, is pleased over reports on "Black Velvet," Game Plan's recently intro'd pinball cocktail table. Firm's U.S. distributors are very enthusiastic about the game, he said, and collection reports have been quite good. Ken also mentioned that the company will be participating in this year's AMOA convention.

AND SPEAKING OF AMOA, Bally's got big plans for the show — and some exciting surprises. But for now, mum's the word. No secret, though, about the success of Bally's current pin "Lost World." Sales are great, earnings are great and **Tom Nleman** sees a very substantial production run.

GET WELL WISHES TO **Dave St. Pierre**, veepee in charge of vending at Empire Dist., who is recovering from surgery. Dave's experience enroute to the hospital is what prolonged his convalescence, actually. The ambulance was in an accident . . . A "pre-moving" flea market sale is currently in progress at Empire, and everything's going — which should make for a lot less packing when moving day rolls around. Currently in the pin spotlight out there are Bally's "Lost World" and Gottlieb's "Close Encounters."

CASH BOX FELICITATIONS to Singer One Stop's **Gus Tartol**, who celebrated a birthday on Sept. 19 and was surprised with a gala party at the store.

MEMBERS OF THE Casablanca Records press corps were in Chicago Sept. 15 to premiere cuts from the four new **Kiss** albums at a trade luncheon in the Palmer House. The four solo albums by group members **Gene Simmons**, **Paul Stanley**, **Ace Frehley** and **Peter Dinklage** are being supported by a \$2.5 million advertising/promotion blitz that will include something of special interest for coin biz folks. Watch for it, because based on their track records, you can bet that label president **Nell Bogart** and group manager **Bill Aucoin** have something really big in store for the masked quartet.

EASTERN FLASHES

The Sept. 11 "emergency" meeting called by the Music & Amusement Assn. in response to a proposed pinball ban in New York City (**Cash Box**, Sept. 9) drew a less than expected turnout, according to the association's executive director **Ben Chlcofsky**. "Attendance should have been a lot better," he said, noting that although pinball machines have been legal in the city since 1976, "there is always the danger of rescinding the law." The association is mapping out strategy, he said, but must have full membership support in its efforts.

SAID A QUICK HELLO to **Bob Halm**, of R.H. Belam, who just returned from Europe and has a lot of catching up to do.

IRVING KAYE CO. is currently shipping its new "Hurricane II" foosball table, unique for its "positive ball drop" which only dispenses the pre-set amounts of 7, 9 or 11 balls — and its very striking appearance. Factory's **Bill Curlier** emphasizing the table's eye-catching cosmetics, said it was designed to meet the standards of most foosball enthusiasts. About 90% of tournament players are in the 14-30 age bracket and in arcades the tables have high appeal for adolescents, he explained. As for reaction to the new model — "outstanding."

USED EQUIPMENT has been moving quite well at Rowe-Albany, according to **Bob Catlin**, and Gottlieb's "Close Encounters" ranks very high in the pin department. As we went to press last week, Bob, joined by **John Ar**, of the Syracuse branch, were on the way to Chicago for the Rowe annual meeting at the Arlington Park Hilton. Both, of course, were looking forward to viewing the factory's new line.

CALIFORNIA CLIPPINGS

Spoke briefly with Sega's **Jack Gordon**, who indicated that the recently announced acquisition of Gremlin by Sega should be consummated in the next few weeks. Gordon, who is now based at Gremlin's San Diego headquarters, said the final papers should be signed by the time he heads for the annual AMOA Expo in Chicago, where he said the manufacturer will be showing "some very interesting" new equipment.

SEEBURG'S NEW "DISCO" phonograph was a big hit at the recent Circle International distributors showing in Los Angeles. And that's the latest from general manager **John Scavarda**, who added that additional showings are slated for Circle showrooms in San Diego and Phoenix. He went on to cite the unit's advanced microprocessor technology as one of many outstanding features that had operators buzzing with excitement.

ATARI'S PARENT COMPANY, Warner Communications, Inc., is reportedly spending \$6 million between now and January to push Atari's 20-game program cartridge library for home video use. Since home game units often stimulate players' interest in game playing in general, the campaign should also provide a big boost for Atari's coin-operated business. A major portion of the budget has been allocated for TV spots, which began rather auspiciously during the recent Muhammad Ali-Leon Spinks title bout.

SPEAKING OF ATARI, our apologies to company founder and chairman **Nolan Bushnell**, who was incorrectly identified in this space last week as Norman Bushnell.

FINALLY, our congratulations to **Paul Jacobs** and **Satish Bhutand** on their recent appointments at Meadows and Namco, respectively.

STATE ASSOCIATION NEWS

Among state associations who have already sponsored (or will sponsor) AMOA training schools during the summer and fall season are: **Illinois Coin Machine Operators Assn.**, **Florida Amusement Merchandising Assn.**, **Georgia Amusement & Music Operators Assn.**, **North Carolina Coin Operators Assn.**, and **Music Operators of Michigan**. For further information about the program, contact **Vic Rye** at the AMOA office in Chicago. Phone number is (312) 726-2810 . . . As disclosed in the current **WMMA** newsletter, **Mike Reetz**, a service technician from Green Bay, Wisconsin, has opened his own service center which specializes in video games, electronic pinballs and other coin-op machines. He calls his firm Video Doctors Electronic Service Center. It's located at 624 Lime Kiln Road in Green Bay — and the company motto is "prompt, efficient service." The Wisconsin state group, by the way, just held a very successful fall meeting at the Chula Vista Resort in the Wisconsin Dells. Guest speakers included **Governor Martin Schreiber** and **Joe Robbins**, president of Empire Distg. in Chicago . . . A special membership contest is currently being sponsored by the **Florida Amusement Merchandising Association**, in conjunction with the state group's upcoming Puerto Rico Conference — and the incentive is a free trip to Puerto Rico. Every member who brings in three newcomers will get to go to the conference free of charge. Additionally, area distributors are lending their support by awarding certificates with equipment purchases. The certificates are of various denomination values and redeemable towards the cost of the trip . . . At the conclusion of this week's column we'd like to reiterate what most state groups are strongly recommending to their members — comply with the copyright law. If you have any questions about it, contact your local state association.

1979 State Association Calendar

Jan. 14-15; Music Operators of Minnesota; annual conv.; Holiday Inn (downtown), Minneapolis.
Jan. 19-21; Oregon Amusement & Music Operators Assn.; annual conv.; Valley River Inn, Eugene.
Feb. 2-4; South Carolina Coin Operators Assn.; annual conv.; Carolina Inn, Columbia.
May 11-12; Ohio Music & Amusement Assn.; annual conv.; Columbus Hilton Inn, Columbus.

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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: Bally High Flyers, brand new Bally Bali Stockmarkets, Bally Tickertapes, Bally Wallstreets, Blue Chips, Sweet Shawnees, Moneyhoneys. United States Amusements, 2 West Northfield Road, Livingston, N.J. 07039. (201) 992-7813 or telex 139315.

GAME SPECIALIST. We have a large inventory of games. Big price reduction on Drag Races, Triple Hunt, F-1s, Pool Shark, Atarians, Guided Missile, Circus. Call today. Coin Machine Distributors, Inc. 213 N. Division St., Peekskill, N.Y. 10566. Phone (914) 737-5050.

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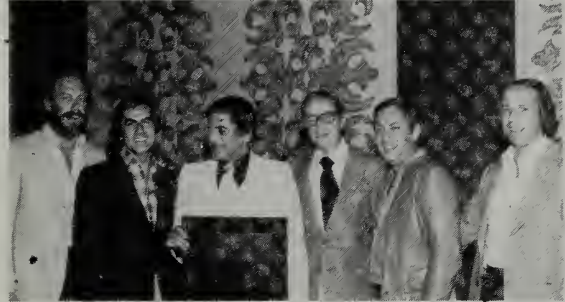
Make sure your check is enclosed

WEA Road Show Photo Highlights



WEA MARKETING ROAD SHOW — More than 800 WEA employees attended Warner/Elektra/Atlantic's national sales meeting, which this year consisted of four regional conferences in Atlanta, New York, Chicago and Los Angeles from Sept. 5-13. Called the "WEA Fall '76 Marketing Road Show" the meetings were led by 65 WEA executives who attended all four of the two-day conferences, which included marketing seminars, sales discussions, label presentations and promotion meetings. Pictured (l-r) are: Henry Droz, WEA president; Henry Jefferson, WEA Dallas promotion, who received the Atlantic Records

black music promotion person of the year award; Ed Holland, Atlantic vice president and Oscar Fields, WEA vice president/black music marketing; Dave Glew, senior vice president, Atlantic Records; Vic Faraci, WEA president/sales; Droz; Stan Marshall, vice president of sales, Elektra/Asylum Records; Ed Rosenblatt, Warner Bros. vice president/sales promotion and Stan Harris, WEA vice president/administration; Chuck Jones, WEA Atlanta marketing coordinator; Jeric Neff, Warner Bros. regional marketing manager; Lou Dennis, Warner Bros. vice president/sales and Rich Lionetti, WEA vice president/sales.



Pictured (l-r) are: Ed Rosenblatt, Warner Bros. vice president/sales and promotion; Faraci; George Rossi, Los Angeles branch manager, who received the branch manager of the year award; Droz; Marshall and Glew; England Dan, recording artist; Dick Vanderbilt, president, Big Tree Records; Marcus Joseph, recording artist; Susan Joseph, manager of Marcus Joseph and England Dan and John Ford Coley; Doug Morris, president, Atco Records; Paul Fishkin, president, Bearsville Records and Mardi

Nehrbass, Atlantic Records west coast general manager; and Cortez Thompson, Warner Bros. national promotion director/black music; Eddie Gilreath, Warner Bros. national sales director of black music; Mo Ostin, chairman of the board and president of Warner Bros.; Chaka Kahn, recording artist and Tom Draper, Warner Bros. vice president/black music marketing. Warner Bros. will release Chaka Kahn's new album on Oct. 13. Her new single will be released this week.



Shown (l-r) are: Gilreath; Bob Greenberg, Atlantic Records vice president/general manager, west coast offices; Sidney Miller Jr., publisher, Black Radio Exclusive; Oscar Fields, WEA vice president, black music marketing and Narada Michael

Walden, recording artist; Droz; Paul Sheffield, Dallas branch manager; Bill Biggs, Atlanta branch manager and Faraci; and Paul Fishkin, Bearville Records president; Stevie Nicks of Fleetwood Mac and Ostin. Fleetwood Mac is currently preparing to record a new album.



Shown (l-r) are: Bert Keane, Warner Bros. west coast promotion manager; Owen Husney, manager of Prince; Gilreath; Prince, recording artist; Ostin and Cortez Thompson, Warner Bros. national black music promotion director; and Mark Andes of Firefall; Michael

Klentner, Atlantic senior vice president and David Franco, WEA International; and Glew; Droz; Biggs; Marshall; Faraci and Rosenblatt. The WEA branch of the year award was presented to the Atlanta branch.



Pictured (l-r) are: Henry Allen, president of Cotillion Records, who addressed the gathering at the awards dinner banquet in New York's Waldorf-Astoria held for the New York, Boston and Philadelphia branch regions; Lamont Solomon, WEA field merchandiser; Bruce Tesman, New York branch manager; Barry Eisenberg, who received the New York branch sales representative of the year award; Paul De Gennaro, New York marketing

coordinator and Mike Holzman, New York sales manager; and Faraci; Fran Aliberte, who received the Boston branch sales representative of the year award; Droz and Rich Lionetti, WEA vice president/sales and David Horowitz, office of the president, Warner Communications, Inc., and Droz. The Marriot Hotel at the Los Angeles International Airport was the last stop on the 10-day agenda.

INTERNATIONAL

A&M Conv. Bows Mushroom Deal, Fall Plans, New Office

by Kirk LaPointe

TORONTO — A&M Records of Canada Ltd. finished its annual convention in Honey Harbour, Ontario Sept. 9, making several important announcements which it hopes will improve its position in the Canadian music industry.

The company announced its fall marketing program, CAN A&M '78, and outlined a bonus incentive plan for its employees to tie into the campaign. The label has also consummated a national distribution agreement with Mushroom Records, and announced it will expand its publishing division and open a west coast A&M office, making it the first major label in the country to do so.

Gerry Lacoursiere, president of A&M Canada defined the company's philosophy and strategy in saying, "A&M is a company that believes in its artists and its people; a company that maintains high moral standards, fair policies, a dynamic creative staff and an exciting, innovative approach to the marketplace. We are aggressive, yet we remain sensitive to our artists and our product."

Joe Summers, senior vice president for the firm, delineated the fall marketing campaign, stating that it will represent the first time all A&M employees will benefit from such a program, reiterating the label's belief that "people at all levels of the company contribute significantly to the overall success" of the label.

The campaign, presented to the employees by national sales manager Bill Ott, will include 4,000 radio time buys, a 7-point NARM presentation for store and rack personnel, video-playback units for each branch office to use, a series of posters and place-of-purchase material, plus generous dealer discount and advertising programs.

The four-day convention also includes the presentation of A&M's fall product by A&M director Mike Godin and vice president, promotion and artist development,

A&M Signs Deal With Alfa Of Japan

LOS ANGELES — A&M Records and Alfa Records of Japan have signed a new license agreement, according to David Hubert, vice-president of International for A&M. Alfa, which is distributed in Japan by Victor Musical Industries, will represent A&M product in the Japanese market.

Another unique facet of this collaboration will be that Alfa is sending one of its own staff, Satoru Yoda, to be stationed at A&M in Hollywood to work directly with David Hubert's international staff. With Peter Frampton touring Japan this fall, A&M Records, Inc. and Alfa will join forces for the first time to make the Frampton tour a major event.

Doug Chappell. Among the discs previewed were the recently-issued eighth Styx album, "Pieces Of Eight;" the third Cano album, "Eclipse;" Chuck Mangione's "Children Of Sanchez;" plus other releases from Gino Vannelli, Joan Armatrading, Elkie Brooks, 1994, Alessi, Herb Alpert and Hugh Masakela, Tim Curry and Dirty Angels. Chappell also announced that Canadian artist Valdy is currently completing his next studio album, and that the label will issue a seven-minute 12" disco version of The Raes' "A Little Lovin'."

Chappell and national promotions manager J.P. Guilbert presented new singles to the A&M staff, among them cuts by such artists as Styx, Gino Vannelli, Pablo Cruise, Tim Curry, the Tarney-Spencer Band, Chuck Mangione and Peter Frampton.

Joe Summers, the label's senior vice-president, unveiled a 30-minute slide presentation featuring the label's roster which will be transposed to videotape, and made available to all branches for in-store usage.

The Montreal branch of the company was named its "Branch Of The Year," with individual awards going to Blake Clarke, Jean Brochet, Roland Dufresne, Ron Fyfe and Nick Carbone.

Michael Godin, A&M's A&R director, announced that Neil MacGonigill will immediately assume the position as west coast A&R director. The label boasts the largest domestic roster of any major label in the country.

Lorna Richards was named national publicity coordinator for Mushroom Records, following the announcement of the distribution agreement between the two labels. Richards will maintain her duties with the A&M label, as well, in their Toronto publicity department.

Gary Kouri was named eastern division manager for the firm. Kouri, a 15-year veteran of the music industry, will base his operations out of the Montreal branch.

The label also announced the initiation of a special audiophile series of recordings, with a suggested list price of \$16.98. The first release will be Supertramp's "Crime Of The Century," an album which still maintains a high level of popularity in the country. The masters will be cut at half-speed in Los Angeles, then pressed in Japan on 100 percent pure vinyl.

Transfer Goes Gold

NEW YORK — Manhattan Transfer's latest Atlantic Records LP, "Pastiche," went gold in Britain last week, and Warner/Elektra/Atlantic in the U.K. are arranging for the official presentation to take place on BBC-TV's popular show, "The Two Ronnies." The group is currently in Britain to appear on the top rated comedy series.



STYX SHIPS PLATINUM — One week in advance of the release of their new album, A&M recording artists Styx were presented with gold and platinum awards for "Pieces Of Eight" by the Canadian label, celebrating over 150,000 advance orders for the album. At a press reception preceding their SRO engagement at Toronto's Canadian National Exhibition, A&M Canada. Vp of promotion and artist development, Doug Chappell presented (l-r) Tommy Shaw, J.Y. Young, (Chappell), John Panozzo, Chuck Panozzo and Dennis DeYoung with the double award.

CBS Sales Grow Despite Lull In The British Marketplace

by Nick Underwood

LONDON — Overseas delegates from more than a dozen countries joined together with representatives of every sector of the UK CBS organization at the Grand Hotel Eastbourne on Sept. 7 for two days of audio visual presentations, awards, speeches and live performances. A total of 575 people participated in this year's CBS convention. With sales up 23% over last year and CBS Records being heralded as the number one album company in the UK in terms of the market share, according to CBS spokespersons, the '78 convention was a jubilant affair.

In his opening speech, managing director Maurice Oberstein congratulated the delegates and confirmed CBS growth. "Despite the gloomy retail conditions, the competition we face from huge sellers such as 'Saturday Night Fever', our sales are well up in a marketplace which is barely achieving the levels of last year. This shows that our market share continued to grow in the face of our competitors. In ten of the past eleven months, we have sold more LPs than any other record company."

Oberstein went on to credit CBS America for much of the overall company success. Oberstein mentioned — Columbia, Epic and Portrait A&R people, as a constant source of excellent repertoire. However, he went on to add, "there is a feeling that we are simply a licensee of American CBS and I think we should stamp that out because it's interesting that the next two month's singles releases consist of over 50% non-American product."

The convention included a review of new releases featuring the combined talents of top UK DJs, Alan Freeman, Greg Edwards and Tony Prince, who all aired product from KC and the Sunshine Band, Earth, Wind and Fire, Larry Gatlin and many more. The same morning included presentations

from labels DJM, and Jet and a classical presentation by CBS Embassy and Masterworks following which John Williams, celebrated classical guitarist, was presented with an award in recognition of sales of over one million pounds in the UK.

Delegates attended a series of marketing, promotion and managers meetings throughout the afternoon. In the evening they were entertained by Scottish band, Cafe Jacques, GTO artists, The Movies and Only Ones — interspersed with awards to regional salesmen. Salesman Of The Year award was picked up by southern area's, Tony Roe.

A series of platinum, gold and silver discs were awarded. A gold award went to Tina Charles and her producer Biddu for sales in Brazil; platinum and gold to Jerry Wayne and Gary Osborne on behalf of composer Jeff Wayne for sales throughout the world of "War Of The Worlds," and a silver disc went to John Spaulding of Bocu Music on behalf of Abba for sales of their new single "Summer Night City."

The final live performance of the convention came from CBS new signing, Barbara Dickson.

Rocket Splits From EMI

LONDON — EMI Records (UK) and Rocket Records have mutually decided not to renew the licensing agreement under which EMI has distributed Rocket Records product in Britain and a number of other territories for the past three years.

The split comes on the eve of Elton John's up-coming album release, "A Single Man," on Rocket. According to a press statement issued this week, the two companies have been unable to reach agreement on terms for a continued association. Though EMI will retain, until 1980, the right to distribute Rocket product released up to the present time under the EMI-Rocket agreement.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 Wuthering Heights — Kate Bush — EMI
- 2 TI Avro' — Adriano Celentano — Clan
- 3 Automatic Lover — Dee D. Jackson — Durium
- 4 Tu — Umberto Tozzi — CGD
- 5 No — Gianni Bella — CGD
- 6 Llu' — Alunni Del Sole — Ricordi
- 7 Ancora, Ancora, Ancora/Citta' Vuota — Mina — PDU
- 8 Enigma (Give A Bit Of Mmh To Me) — Amanda Lear — Polydor
- 9 Love Is In The Air — John Paul Young — Derby
- 10 Cantare, Gridare, Sentirsi Tutti Uguali — Leano Morelli — Philips

TOP TEN LPs

- 1 Saturday Night Fever — Soundtrack — RSO
- 2 Amerigo — Francesco Guccini — EMI
- 3 Sweet Revenge — Amanda Lear — Polydor
- 4 TI Avro' — Adriano Celentano — Clan
- 5 The Kick Inside — Kate Bush — EMI
- 6 Tu — Umberto Tozzi — CGD
- 7 Street Legal — Bob Dylan — CBS
- 8 Sotto Il Segno Del Pesci — Antonello Venditti — Philips
- 9 Some Girls — Rolling Stones — Rolling Stones
- 10 Nuntereggae Plu' — Rino Gaetano — It

Japan

TOP TEN 45s

- 1 Kimino Hitomlwa 10,000 Volt — Takao Horiuchi — Toshiba-EMI
- 2 Hikigane — Masanori Sera & Twist — Canyon
- 3 Zettayl Zetsumeyl — Momoe Yamaguchi — CBS-Sony
- 4 Stranger — Billy Joel — CBS-Sony
- 5 Monster — Pink Lady — Victor Musical Industries
- 6 Yamatoyori Ai Wo Komete — Kenji Sawada — Polydor
- 7 Jonny No Komorluta — Alice — Toshiba-EMI
- 8 Montecarlo De Kanpayl — Mayo Shino — Columbia
- 9 Kattenl Sindbad — Southern All Stars — Victor Musical Industries
- 10 Night Fever — Bee Gees — Polydor

TOP TEN LPs

- 1 Saturday Night Fever (Soundtrack) — Polydor
- 2 Saraba Uchusenkan Yamato (Soundtrack) — Columbia
- 3 Mayo Shono — Lufkin — Columbia
- 4 Alice VI — Toshiba-EMI
- 5 Naoko Ken — Miyuki Nakajima Wo Utaw — Canyon
- 6 Stranger — Billy Joel — CBS-Sony
- 7 Masanori Sera & Twist — First Album — Canyon
- 8 Umini Tsuretette — Machiko Watanabe — CBS-Sony
- 9 Sayonarakawawa Iwanaylde — Mayumi Itsuwa Best — CBS-Sony
- 10 Kondowa Kareyina Utagenidoozo — Kenji Sawada — Polydor

Brazil

TOPTEN 45s

- 1 The Closer I Get To You — Roberta Flack — WEA
- 2 Night Fever — Bee Gees — Phonogram
- 3 It's A Heartache — Bonnie Tyler — RCA
- 4 Stayin' Alive — Bee Gees — Phonogram
- 5 Rivers Of Babylon — Boney M — RCA
- 6 Quen E Ele — Miss Lene — CBS
- 7 Let's All Chant — The Michael Zager Band — Odeon
- 8 Verde Vinho — Paulo Alexandre — Chantecler
- 9 Os Amantes — Luiz Ayrao — Odeon
- 10 Black Coco — Painel De Controle — RCA

TOP TEN LPs

- 1 Te Contel? "International" — Various Artists — Som Livre
- 2 Saturday Night Fever — Various Artists — Phonogram
- 3 Amigo — Roberto Carlos — CBS
- 4 Discoteca Papagalo — Various Artists — Som Livre
- 5 Dancln' Days — Various Artists — Som Livre
- 6 Music Master (Vol. 2) — Various Artists — K-Tel
- 7 Sua Paz Mundial (Vol. 7) — Various Artists — Som Livre
- 8 Fellico — Ney Matogrosso — WEA
- 9 O Astro "International" — Various Artists — Som Livre
- 10 Assoblar Ou Chupar Cana — Benito Di Paula — Copacabana

— JPRA

INTERNATIONAL

International Dateline

LONDON — The U.K. music business was in shock recently following the untimely death of **Who** drummer **Keith Moon**. Keith Moon, 31, was found dead in his Mayfair flat by his fiancée Sept. 8. The previous night he had attended the film premiere of "The Buddy Holly Story."

The Grateful Dead set to perform three concerts at London's Rainbow theatre on September 28-30. The London appearances follow three open-air concerts performed at the Great Pyramid site at Giza, near Cairo, Egypt, on Sept. 14-16. The final concert on the 16th coincided at 9.06 pm (local Cairo time) with a total lunar eclipse.

Roy Tempest, director and general manager, EMI Music, is currently in the U.S. visiting licensees in New York, Nashville and L.A. **Phil Sharp**, recently appointed Tree repertoire co-ordinator, EMI Music, is also on the other side of the Atlantic visiting Tree International personnel in Nashville.

Heath Levy Music announced this week — world wide representation of **Lightning Records** publishing interests. First product from the deal is **Bilbo's** "She's Gonna Win" which is at present in the UK charts.

The **Darts** single "It's Raining" has just been certified gold with sales exceeding 500,000 units.

Bob Grace, managing director Rondor Music (London) has announced the appointment of **Mick Rolands** to general manager of the company.

The Four Tops due to arrive in England for a 14-venue tour at the end of this month.

United Artists planning heavy advertising campaigns to push releases by **Connie Francis**, **Dr. Feelgood** and **the Buzzcocks**. **Frank Sinatra's** recent performance at the Royal Festival Hall was a rousing success.

nick underwood
TORONTO — Although sources within the firm are keeping rather secretive about it, Capitol Records is close to announcing a multi-media project in this country of major proportions, which will highlight their artists in a unique form of exposure nationally. The **Rush** album, "Hemisphere," was debuted at Sounds Interchange in Toronto,

September 24. **The Good Brothers**, winners of the Best Country Band award at the Junos two years running, previewed their next disc on the next day, at RCA's Recording Studios in Toronto. **Rod Stewart**, close to completion of his next disc in this city, has appropriately called his next disc, "Blondes 'Ave More Fun" . . .

Alan Caddy has been named VP of A&R for IGM/Thunder Sound's parent company, Black and White Sales Consultants. **John Toews** named as Capitol's new central region sales manager. . . . The **Boston** album, "Don't Look Back," debuted in the number two spot on the CRIA chart. The new **Dan Hill** disc debuted at number 12. . . . Skyline artists **Star City** will be released on T.K. below the border, the first product being a 12-inch single, "I'm A Man" . . .

Polygram is trying to corner the Francophone market in Ontario, bring jazz-rock band **Manelge** through Ontario for several concert dates, including an O'Keefe Centre engagement October 18 in Toronto. . . . Dan Hill is off to tour with **Phoebe Snow** throughout the U.S. . . . CBS has signed Seattle-based band **Bighorn** to its label, with the label arranging an American agreement for the group shortly thereafter. . . . **Zon** will release its debut album in the U.S. this January, nine months after its release here. . . . **Cheap Trick's** "Heaven Tonight" album has gone gold here, the first country in the world to bestow a gold platter on **Rick Nielsen** and gang. CBS has also scored with **Eddie Money**, **Meat Loaf** and **Elvis Costello** in the past four months, giving them each gold and platinum awards before their American counterparts. . . . The second **Jerry Doucette** album nearing completion for Mushroom. . . . **kirk lapointe**

PARIS — The third album by singer/songwriter **Renaud** is due in the first week of November on Polydor and will include his song "Pierrot" which won last week at the SPA festival in Belgium. Also due shortly on Polydor is the next album by **Dick Annegarn** tentatively entitled "De Ce Spectacle Ici Sur Terre" entirely recorded live on the road.

claude monnet



KUMAR VISITS — **Kishore Kumar**, one of India's most popular and respected recording and film stars, was recently in town for a concert at the Pasadena Civic Auditorium. Capitol Records presented Kumar with a special gold record award in recognition of his continuing contributions to international music. **Kishore Kumar records for The Gramophone Company of India, Ltd.** Pictured backstage at the Pasadena Civic Auditorium are (l-r): **David Cavanaugh**, division vice president, pop division, Capitol; **Kumar**; and **P.K. Banerjee** of The Gramophone Company of India, Ltd.

CISAC To Hold 31st In Canada

TORONTO — The International Confederation of Societies of Authors and Composers (CISAC) will hold its 31st Congress in Canada from Sept. 25-29. This will be the third time that the Congress has convened in North America and performing rights societies from all over the world will be represented.

American Reps

The American Society of Composers, Authors and Publishers will have in attendance its president Stanley Adams; Arthur Schwartz, chairman of the Society's foreign relations committee; managing director Paul Marks; ASCAP general counsel Bernard Korman; and Arnold Gurwitch, the Society's foreign manager.

At the opening of this Congress, CISAC will honor United States Register of Copyrights Barbara Ringer with its Gold Medal Award in acknowledgement of her contributions to the field of International Copyright.

The meeting will be held at the Four Seasons Hotel in Toronto and then move on to the Meridien Hotel in Montreal, Canada.

Pye Closes Tape Plant

LONDON — Pye Records' precision tape duplicating factory at Chadwell Heath is set to close. All Pye and licensed product will now be manufactured by Immediate Sound Services Ltd., as of Nov. 24.

The tape factory was set up eight years ago and announcing the closure, Pye UK managing director, Derek Honey stated, "The financial commitment to up-date the Chadwell Heath operation would be out of all proportion to the potential commercial benefit accruing to the company."

Watanabe Forms 2 New Record Firms

TOKYO — Two new record manufacturers have been formed in Japan this month. The establishment of Sounds Marketing System (SMS) and Kenwood Record Co. was recently announced by the promoters of labels.

As reported earlier (Sept. 23), Watanabe Productions, one of the largest production companies in this country, has parted from Warner-Pioneer Record Co. Just after the separation, Watanabe Productions has begun negotiations with Seibu-Hyakkaten (one of the largest department stores in this country) and Trio-Kenwood Record Co., to establish a new record company. After several talks among the three parties, the following results have been achieved.

Capital Investment

The name of the new company is Sound Marketing System. The capital of the new company is 300 million yen (\$1.5 million) derived from investments of 70% by Watanabe Productions, 20% by Seibu-Hyakkaten and 10% by Trio-Kenwood Co.

Shin Watanabe, president of Watanabe Productions, is expected to be nominated as a president of the new record company. The office is to be located in Tokyo. The first release from the new company is expected to appear on the market in Nov. of this year.

In addition, Kenwood Record Co., has been established by joint investments both of Trio-Kenwood Record Co., and Watanabe Productions with capital of 100 million yen with each company providing 50%. The existing record department of Trio-Kenwood Co., is to be absorbed into the new company. Ichiro Tsuboi is expected to be appointed as a president of the new company.

EMI Holds Convention For Germany Company

MUNICH — EMI Records of Germany recently held a convention in Luedenscheid, Germany. Friedrich Wotawa, managing director, stated in his opening speech that EMI stressed this year the importance of breaking new artists and he warned his colleagues to avoid the trap of depending on compilation albums supported by TV ads.

Holger Mueller, head of A&R, who organized the entertainment which accompanied the sales convention, introduced in an afternoon session the groups Cosmic Sound Orchestra, Trio Arabesque and Sidney Joice. During the evening the EMI sales force was entertained by Mike Krueger and young American singer Patrick Gammon who received a standing ovation.

New product was introduced from Kraftwerk, Triumvirate, Eberhard Schoener, and Can. It was also announced that EMI had signed the Scorpions who recently left RCA.

Where In The World . . .

Music fans in ten European countries will have to start learning to say "Welcome, Dolly" in their native tongues as **Dolly Parton** makes plans for an extensive European tour beginning Oct. 30 in Dublin and ending Nov. 20 in London.

Leo Sayer's most extensive tour of the British Isles has been set, kicking off October 11 at the Winter Gardens in Bournemouth and ending November 26 with another concert at the London Palladium.

The Cilmax Blues Band is set for its second tour of Great Britain this year beginning Sept. 30 in London. The dates in Great Britain follow an extensive three-month tour of the United States and appearances at two major outdoor festivals in Germany.

The Crown Helghts Affair has been set to tour England beginning in early October. It will be the first time the De Lite Records recording stars have toured England. The group will tour in support of their just-released album "Dream World," already on many European charts. The English itinerary will begin October 2 in Manchester and run through October 12 in Norwich.

INTERNATIONAL BESTSELLERS

Great Britain

TOP TEN 45s

- 1 **Three Times A Lady** — Commodores — Motown
- 2 **Dreadlock Holiday** — 10cc — Mercury
- 3 **Rivers Of Babylon/Brown Girl In The Ring** — Boney M — Atlantic/Hansa
- 4 **It's Raining** — Darts — Magnet
- 5 **Oh What A Circus** — David Essex — Mercury
- 6 **Jilted John** — EMI International
- 7 **Hong Kong Garden** — Siouxsie & The Banshees — Polydor
- 8 **British Hustle/Peace On Earth** — Hi Tension — Island
- 9 **Supernature** — Cerrone — Atlantic
- 10 **Kiss You All Over** — Exile — Rak

TOP TEN LPs

- 1 **Nightflight To Venus** — Boney M — Atlantic/Hansa
- 2 **Saturday Night Fever** — Various Artists — RSO
- 3 **Classic Rock** — London Symphony Orchestra — K-Tel
- 4 **Images** — Don Williams — K-Tel
- 5 **Grease** — Original Soundtrack — RSO
- 6 **War Of The Worlds** — Jeff Wayne/Variou Artists — CBS
- 7 **James Galway Plays Songs For Annie** — James Galway — Red Seal
- 8 **Star Party** — Various Artists — K-Tel
- 9 **Who Are You** — The Who — Polydor
- 10 **Don't Look Back** — Boston — Epic

Australia

TOP TEN 45s

- 1 **You're The One That I Want** — John Travolta/Olivia Newton-John — RSO
- 2 **Grease** — Frankie Valli — RSO
- 3 **Warm Ride** — Graham Bonnet — Mercury
- 4 **Rivers Of Babylon** — Boney M — Atlantic
- 5 **Macho Man** — Village People — RCA
- 6 **Down Among The Dead Men** — Flash & The Pan — Albert
- 7 **Oh, Carol** — Smokie — Rak
- 8 **Are You Old Enough** — Dragon — Portrait
- 9 **Copacabana (At The Copa)** — Barry Manilow — Arista
- 10 **Another Night On The Road** — Sherbet — Razzle

TOP TEN LPs

- 1 **Grease** — Motion Picture Soundtrack — RSO
- 2 **War Of The Worlds** — Jeff Wayne/Variou Artists — CBS
- 3 **Bat Out Of Hell** — Meat Loaf — Epic/Cleve. Int'l.
- 4 **Some Girls** — The Rolling Stones — Rolling Stones
- 5 **Saturday Night Fever** — Soundtrack — RSO
- 6 **Clity To Clity** — Gerry Rafferty — United Artists
- 7 **Street Legal** — Bob Dylan — CBS
- 8 **Nightflight To Venus** — Boney M — Atlantic
- 9 **No Bad Habits** — Graham Bonnet — Mercury
- 10 **Sherbet** — Sherbet

— The Kent Music Report

France

TOP TEN 45s

- 1 **Comme Avant** — Mort Shuman — Phonogram
- 2 **Miss You** — Rolling Stones — Pathe Marconi
- 3 **Let's All Chant** — Michael Zager Band — Sonopresse
- 4 **Tu** — Umberto Tozzi — CBS
- 5 **En Chantant** — Michei Sardou — RCA/Trema
- 6 **Bubble Star** — Laurent Voulzy — RCA
- 7 **Sea, Sex & Sun** — Serge Gainsbourg — Phonogram
- 8 **You Light My Fire** — Sheila & B. Devotion — Carrere
- 9 **Copacabana (At The Copa)** — Barry Manilow — Pathe Marconi
- 10 **Au Camp Du Bonheur** — Eddy Mitchell — Barclay

TOP TEN LPs

- 1 **Clity To Clity** — Gerry Rafferty — Sonopresse
- 2 **Elle M'Oublie** — Johnny Halliday — Phonogram
- 3 **Got The Feeling** — Patrick Juvet — Barclay
- 4 **Street Legal** — Bob Dylan — CBS
- 5 **Bande Originale Du Film: "Saturday Night Fever"** — Bee Gees/Yvonne Elliman — Polydor
- 6 **Bande Originale Du Film: "Thank God It's Friday"** — Various Artists — Vogue
- 7 **Approved By The Motors** — Motors — Polydor
- 8 **From East To West** — Voyage — Polydor
- 9 **Bande Originale du film: "Grease"** — Olivia Newton-John/John Travolta — Polydor
- 10 **Jaloux** — Julien Clerc — Pathe Marconi

— Europe 1

(continued from page 14)

Future Executives Of WCI Music Group In Training

NEW YORK — Warner Communications Inc. has initiated a management trainee program designed to train qualified people as future executives for the WCI music division. WCI instituted the program last April as a way of assuring the development of qualified record company executives.

WCI received over 1,000 resumes when the company began its search for music-oriented individuals with solid academic credentials who wanted a career in the industry. "Our interviewers saw so many people with excellent backgrounds that the final selections were extremely difficult," said David Horowitz, office of the president for WCI's music division.

During the course of their 12 to 18-month training program, the nine trainees that were selected will be given intensive exposure and training in all aspects of record company business, including artist development, sales and promotions, production, and publicity. Additionally, all of the trainees will spend three months at a WEA branch.

The trainees who will work at Warner Bros. include Mark Curtis, Tim Devine, and Susan McKenna. Ornetta Barber and Al Hanna will work at Elektra/Asylum; Ben Hill and Virginia Morton will work at Atlantic; and Jennifer Cohen will work at WEA International. The other WEA International trainee will be announced shortly.

Horowitz said that the training program has major long-term implications for all WCI record companies. "All of our businesses are people businesses, and it's our obligation to provide for the development and advancement of qualified executives within our divisions. The program is part of the commitment that we have made to insure the continued growth of the companies that comprise our record group."

Horowitz also noted that the WEA Corp. has been engaged in a major management development program of its own. WEA's program entails the development of current as well as future management personnel, and the enhancement of the skills of existing WEA specialists in such areas as display, promotion, sales and merchandising. The company has already implemented a personalized management development program for each top management person in the WEA organization. Horowitz praised the WEA program as "A sophisticated plan designed to ensure the continued vitality of the WEA organization in the years ahead."

Statler Brothers Lead Phono/Mercury Release

CHICAGO — Two albums by the Statler Brothers and one LP from each associated label lead the six album September release from Phonogram, Inc./Mercury Records. Johnny Guitar Watson, Kool & The Gang, Boots Randolph and Ray Wylie Hubbard are the other artists included in the release.



BUTTERFLY'S 1ST ANNIVERSARY — Butterfly Records recently celebrated its first anniversary at the home of Abe and Muriel Lipsey. Pictured (l-r) at the party are: A.J. Cervantes, president of Butterfly; Bob McGilpin, Butterfly artist; and Boyd Matson KNBC news reporter.

Higher Court Rejects Appeal By Heilman

CHICAGO — The U.S. Court of Appeals for the Seventh Circuit has affirmed a lower court decision that the government may prosecute David Heilman, head of B.C. Tape Service, Inc., for copyright infringement.

Heilman had petitioned Federal Court Judge John Reynolds of the Eastern District of Wisconsin to enjoin the Justice Department from prosecuting him for infringing the underlying musical copyrights in recordings he had produced and sold. Heilman argued that he could copy tapes because he was allowed to pay royalties to publishers and composers under the compulsory licensing provisions of the 1909 Copyright Law.

Judge Reynolds rejected the arguments and agreed with earlier decisions by Appeals Courts of four other circuits which held that unlicensed duplicators do not have the right to use a compulsory license. Heilman thereupon appealed Judge Reynolds' decision.

Pirate Faces Sentence Of Up To Nine Years

NEW YORK — Bernard P. Mazel of Pacific Palisades, Calif. faces sentencing on October 26 on nine counts of sound recording piracy to which he entered a plea of nolo contendere in Municipal Court, Torrance, Calif. The counts, which are felonies under California's Anti-Piracy statute, are each punishable by a fine of up to \$25,000 and/or a year and a day in state prison. Mazel has been accused of pirating recordings released by Capitol, MCA, and RCA.

Mazel was accused of pirating recordings in 1976 and defaulted on his scheduled appearance in Federal Court earlier this year.

Foreigner Granted Gold For 'Hot-Blooded' 45

NEW YORK — "Hot Blooded," the first single from Foreigner's Atlantic LP "Double Vision," has been certified gold by the RIAA.



RAVAN AT THE WHISKY — 20th Century-Fox recording artist Genya Ravan performed at the Whisky in Los Angeles recently. Pictured (l-r) after the show are: Jack Hakim, vice president, international; Ravan; Mike Hektoen, manager, TWM management; Bill Donnelly, executive vice president and Alan Livingston, president of the Entertainment Group and 20th Century-Fox Records.

of the existing data processing job system and in designing systems and forms for Gotham Advertising.

Barncard To E/A — Stephen Barncard has been named as west coast talent acquisition for Elektra/Asylum Records. Barncard brings to E/A 16 years experience in the music business starting as a DJ, then program director for a number of midwest stations. He has also been general manager and administrative vice president of Robert Weir's Ace-Weir studio in San Francisco.

Goodman Appointed at CBS — CBS Records has announced the appointment of Alan Goodman to copy director, advertising creative services, CBS Records. He joined CBS Records in 1977 as a copywriter. Prior to that he worked as a journalist specializing in music, radio producer and announcer, newspaper reporter, and researcher and writer for a TV news series.

Spellman Appointed At Columbia — Guy Spellman has been named as associate product manager for Columbia Records. He was most recently a planning analyst with CBS Record Business Development Department. He joined CBS in 1972 as an assistant program executive for the CBS Television Network. In 1975, he was appointed to an internship where he worked primarily on program development issues.

WB Appoints Doyle — The appointment of Bob Doyle to assistant A&R director/Warner Bros. country division has been announced. He will assist Norro Wilson in all areas of A&R with specific focus on reviewing and soliciting material for the entire WB country roster.

Hons Appointed At E/P/A — CBS Records appointed William Hons as Epic/Portrait/Associated local promotion manager for the Miami branch. His most recent position was with Arista Records as local promotion manager covering the Florida territory. Prior to that he held the position of promotion manager at North Promotion in Pittsburg, Pa.

Lomenzo Promoted At 20th — 20th Century-Fox Records has announced the promotion of Marjorie Lomenzo as manager, royalty accounting. She came to Fox as a financial analyst for the Entertainment Group in 1977. She joined the record company as a financial analyst in January 1978.

Palge Named At CBS — CBS Records has announced the appointment of Beverly Paige as general publicist/black music marketing, CBS Records. She joined CBS Records in 1973 as a publicity assistant and later became a tour publicist.

Margolis Promoted At WEA — Burt Margolis was promoted to manager of data processing support for the Warner/Elektra/Atlantic Corp. He came to WEA Home Office, May 1, 1972, from Teledyne Electronics. He was the accounting manager his first two years at WEA, and spent the last four years in national operations as control systems manager.

Carroll Appointed At Epic — CBS Records has announced the appointment of Joe Carroll as Epic local promotion manager for the Cleveland branch. Prior to joining CBS Records, he served in a regional promotion capacity with Capricorn Records, and most recently as local promotion manager for Elektra/Asylum in Cleveland.

Wiefel Joins WEA — WEA has announced that Jim Wiefel has joined WEA as manager of programming and development. During the past four years he was director of data processing for the Santa Monica (CA) School District. For three years prior, he worked as a programmer and systems analyst.

Leedy Appointed At 20th — 20th Century-Fox Records has announced the appointment of Diane McGowen Leedy to manager of accounting. She comes to 20th with five years experience in public accounting at Haskins and Sells, and four year in private industry. Most recently she was assistant controller of Lorimar Productions.

Diggs-Spellman Appointed At CBS — CBS Records has announced the appointment of Marsha Diggs-Spellman as tour publicist/black music marketing, CBS Records. She joined CBS in March 1975 as a research analyst in the Columbia Broadcast Group. She then became an administrative assistant with Gotham Advertising and later an administrative assistant with black music marketing publicity.

Harrington Appointed At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Susan Harrington to manager, national secondary promotion, western region, E/P/A. She joined E/P/A earlier this year in the promotion department. She came from Chrysalis Records where she was responsible for national secondary promotion.

Privett Joins RCA — "Big Al" Privett has joined RCA Records and been appointed manager, regional promotion, southwest. He comes to RCA Records from a Chicago-based position with Mercury Records for whom he was national singles promotion representative over a three year period.

Chrysalis Ups Ross And Fields — Chrysalis Records has announced the promotion of Rachelle Fields and also Janis Ross as national promotion managers. Fields has served for the last year as national promotion coordinator. Ross, previously national secondaries coordinator, will now be responsible for coordinating all Top 40 and pop promotions.

Capricorn Appoints Two — Capricorn Records has announced the appointments of Dan Curdy as Detroit area promotion manager and Bobby Ganim as Cleveland area promotion manager. Curdy started his music career with AMI Distributors in Detroit, and later worked for Phonogram and Casablanca Records prior to joining Capricorn. In addition to the Detroit market, Curdy will also cover the upstate New York area. Ganim comes to Capricorn after a five year association with Polydor Records as midwest promotion manager. Before that, he served as midwest regional promotion manager for United Artists Records.

Interworld Taps Brabec — Interworld Music Group, Inc. has announced the appointment of Jeffrey Brabec to director of business affairs with the firm. Brabec, an attorney who specializes in entertainment law and performance rights, has served a legal and financial counsel for law firms, music publishers, recording artists, songwriters and management companies.

Townley Tapped By Cream — Ray Townley has been named midwest regional marketing director for Cream Records. He comes to Cream from Fantasy Records where he held a similar position for the past two years.

Capricorn Appoints Burkhart — Capricorn Records has announced the appointment of Caroline Burkhart as Washington, DC/Baltimore/Philadelphia area promotion manager. Prior to joining Capricorn, she served as market coordinator for Polygram Distribution's Baltimore/Washington branch. She began her career with Schwartz Brothers Record Distributors, where she ran the ad department for a period of four years.

Saul To E/A Cleveland — Murray Saul has been named Elektra/Asylum local promotion rep/Cleveland. Since 1973, Saul had worked in sales and public service programming at WMMS-FM in Cleveland.

Yurdin To Rock Around The World — Larry Yurdin has been named producer and general manager of Rock Around The World. He served as production coordinator of the seven ABC FM stations; as news director of KMET (Los Angeles); and as general manager of KFAT (San Jose) and KPFT (Houston).

Cash Box Top Albums/101 to 200

September 30, 1978

		Weeks On Chart		Weeks On Chart		Weeks On Chart								
101	SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	7.98	81	25	135	KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	7.98	153	3	169	DRIFTIN' ALESSI (A&M SP-4713)	7.98	170	5
102	URBAN DESIRE GENYA RAVAN (20th Century T-562)	7.98	95	7	136	PETER GABRIEL (Atlantic SD 19181)	7.98	98	12	170	TRIDENT KINGFISH (Jet/CBS JZ 35479)	7.98	174	5
103	SESAME STREET FEVER THE MUPPETS (Sesame Street CTW 79005)	7.98	116	6	137	SON OF A SON OF A SAILOR JIMMY BUFFETT (ABC AA-1046)	7.98	120	26	171	CHAMPAGNE CHARLIE LEON REDBONE (Warner Bros. BSK 3165)	7.98	172	5
104	SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	7.98	108	12	138	DOUBLE PLATINUM KISS (Casablanca NBLP-7100-2)	12.98	114	21	172	THE BEST OF CHUCK MANGIONE (Mercury SRM-2-8601)	11.98	186	2
105	ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO! ELVIS PRESLEY (RCA APL 1-2901)	5.98	106	10	139	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA (Jet/CBS KZ2-35467)	11.98	145	45	173	LIVE AND DANGEROUS THIN LIZZY (Warner Bros. 2BS-3213)	9.98	152	13
106	LEO SAYER (Warner Bros. BSK 3200)	7.98	89	8	140	CALIFORNIA JAM 2 VARIOUS ARTISTS (Columbia PC2-35389)	13.98	112	12	174	HOUSE OF LOVE CANDY STATON (Warner Bros. BSK 3207)	7.98	180	3
107	FRIENDS CHICK COREA (Polydor PD-1-6160)	7.98	91	7	141	CENTRAL HEATING HEATWAVE (Epic JE-35260)	7.98	125	25	175	THE BEST OF THE TRAMMPS (Atlantic SD-19194)	7.98	182	3
108	CITY NIGHTS NICK GILDER (Chrysalis CHR 1202)	7.98	124	2	142	SEE FOREVER EYES PRISM (Arista SW-50034)	7.98	123	12	176	FOUL PLAY ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL-9501)	8.98	181	2
109	LARRY CARLTON (Warner Bros. BSK 3221)	7.98	111	9	143	MOTHER FACTOR MOTHER'S FINEST (Epic 35546)	7.98	156	3	177	STAY THE NIGHT JANE OLIVOR (Columbia JC-35437)	7.98	143	15
110	SLOWHAND ERIC CLAPTON (RSO 1-3030)	7.98	103	43	144	READ MY LIPS TIM CURRY (A&M SP-4717)	7.98	148	5	178	STONE BLUE FOGHAT (Bearsville BRK 6977)	7.98	161	20
111	YOU'RE GONNA GET IT TOM PETTY & THE HEARTBREAKERS (Shelton/ABC DA-52029)	7.98	98	18	145	TAKE IT ON UP THE POCKETS (Columbia JC 35480)	7.98	—	1	179	SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	7.98	183	55
112	ATLANTIC STARR (A&M SP-4711)	7.98	134	5	146	POWERAGE AC/DC (Atlantic SD-19180)	7.98	146	15	180	... AND THEN THERE WERE THREE ... GENESIS (Atlantic SD-19173)	7.98	155	25
113	LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists LA 903-H)	7.98	87	11	147	SUNLIGHT HERBIE HANCOCK (Columbia JC-34907)	7.98	115	14	181	LOVING IS LIVING THE McCRARYS (Portrait/CBS JR-34784)	7.98	187	3
114	THICK AS THIEVES TROOPER (MCA 2377)	7.98	99	9	148	SWEET MUSIC ROADMASTER (Village VR-7804)	7.98	118	11	182	HERE AT LAST ... BEE GEES ... LIVE (RSO 2-3901)	11.98	185	70
115	PARALLEL LINES BLONDIE (Chrysalis CHR 1192)	7.98	132	2	149	FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	7.98	130	38	183	CARNIVAL MAYNARD FERGUSON (Columbia JC 35480)	7.98	—	1
116	MARIPOSA DE ORO DAVE MASON (Columbia JC-35285)	7.98	104	15	150	AMERICANA LEON RUSSELL (Paradise/WBS PAK 3172)	7.98	144	9	184	ANIMAL HOUSE ORIGINAL MOTION PICTURE SOUNDTRACK (MCA 3046)	7.98	189	3
117	BROTHER TO BROTHER GINO VANNELLI (A&M SP 4722)	7.98	—	1	151	EYES OF LAURA MARS VARIOUS ARTISTS (Columbia JS-35487)	8.98	154	8	185	FOREVER YOURS THE SYLVERS (Casablanca NBLP 7103)	7.98	188	2
118	BOOK EARLY CITY BOY (Mercury SRM-1-3737)	7.98	129	4	152	LIGHTS FROM THE VALLEY CHILLIWACK (Mushroom MRS 5011)	7.98	131	6	186	NIGHT MOVES BOB SEGER (Capitol ST-11557)	7.98	190	100
119	SNAIL (Cream CR-1009)	7.98	121	14	153	WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB-3139)	7.98	135	35	187	DREAMBOAT ANNIE HEART (Mushroom 5005)	7.98	193	132
120	LONDON TOWN WINGS (Capitol SW-11777)	7.98	100	25	154	YOU CAN TUNE A PIANO BUT YOU CAN'T TUNA FISH REO SPEEDWAGON (Epic JE-35082)	7.98	151	24	188	THEIR GREATEST HITS EAGLES (Asylum 6E-105)	7.98	194	133
121	ALL NIGHT LONG SAMMY HAGAR (Capitol SMAS-11812)	7.98	109	9	155	THE WIZARD OF OZ MECO (Millennium MNL 8009)	7.98	168	2	189	FRANKIE VALLI ... IS THE WORD (Warner/Curb BSK 3233)	7.98	180	7
122	THE MICHAEL JOHNSON ALBUM (EMI America SW-17002)	7.98	105	13	156	LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)	7.98	141	54	190	LIVE BARRY MANILOW (Arista AB-8500)	11.98	191	69
123	TEN YEARS OF GOLD KENNY ROGERS (United Artists LA-835-H)	7.98	110	37	157	CHERYL LADD (Capitol SW-11808)	7.98	127	8	191	CRAIG FULLER/ERIC KAZ (Columbia JC 35324)	7.98	—	1
124	FROZEN IN THE NIGHT DAN HILL (20th Century Fox T-558)	7.98	138	3	158	TOO WILD TO TAME THE BOYZZ (Cleve. Int'l./Epic JE-35440)	7.98	171	2	192	THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	7.98	—	1
125	GOODBYE GIRL DAVID GATES (Elektra 6E-148)	7.98	128	10	159	CORDS SYNERGY (Passport PB-6000)	8.98	163	5	193	SUNBURN SUN (Capitol ST-11723)	7.98	175	24
126	FOREIGNER (Atlantic SC-18215)	7.98	126	80	160	IT'S ALIVE OZARK MOUNTAIN DAREDEVILS (A&M SP-6006)	9.98	139	6	194	1994 (A&M SP-4709)	7.98	198	2
127	BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	7.98	142	3	161	SHOWDOWN ISLEY BROTHERS (T-Neck JZ-34930)	7.98	149	28	195	WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA APL-1-2686)	7.98	177	35
128	POINT OF KNOW RETURN KANSAS (Kirshner/Epic JA-34929)	7.98	119	50	162	HOTEL CALIFORNIA EAGLES (Asylum 6E-103)	7.98	166	93	196	CABIN FEVER MICHAEL STANLEY BAND (Arista AB-4182)	7.98	157	14
129	NEXT OF KIHN GREG KIHN BAND (Beserkley/GRT JBZ 0056)	7.98	137	5	163	LOUISIANA'S LE ROUX (Capitol SW-11734)	7.98	158	14	197	THANKFUL NATALIE COLE (Capitol SW-11708)	7.98	178	42
130	ROBERTA FLACK (Atlantic SD-19186)	7.98	162	2	164	TROPICO GATO BARBIERI (A&M SP-4710)	7.98	140	9	198	3-WAY MIRROR LIVINGSTON TAYLOR (Epic JE-35540)	7.98	164	7
131	SECRETS GIL-SCOTT HERON & BRIAN JACKSON (Arista AB-4189)	7.98	147	5	165	STEPPIN' OUT HIGH INERGY (Gordy G7-982R1)	7.98	169	13	199	A TOUCH ON THE RAINY SIDE JESSE WINCHESTER (Bearsville BRK 8984)	7.98	176	9
132	HERMIT OF MINK HOLLOW TODD RUNDGREN (Bearsville BRK 6981)	7.98	136	23	166	FOOT LOOSE AND FANCY FREE ROD STEWART (Warner Bros. BSK 3092)	7.98	159	46	200	THE BUDDY HOLLY STORY (American Int'l. Pict./Epic SE-35412)	8.98	150	14
133	EARTH JEFFERSON STARSHIP (Grunt/RCA BXL 1-2515)	7.98	117	29	167	PAT METHENY GROUP (ECM-1-1114)	7.98	165	10					
134	BORN LATE SHAUN CASSIDY (Warner/Curb BSK 3126)	7.98	122	55	168	BOSTON (Epic JE-34188)	7.98	173	3					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	91	Cocker, Joe	92	Gilmour, David	99	Lynyrd Skynyrd	52	Prasley, Elvis	105	Sylvers	185
AC/DC	146	Cole, Natalie	87,197	Hagar, Sammy	121	Mangione, Chuck	53,61,172	Prism	142	Sylvester	50
A Taste Of Honey	11	Commodores	8	Hell & Oates	39	Manlow, Berry	34,190	Rafferty, Gerry	17	Synergy	159
Alessi	169	Con Funk Shun	85	Hancock, Herbie	147	Martin, Steve	156	Ravan, Genya	102	Talking Heads	88
Ambrosie	83	Cooldge, Rite	43	Heart	66,187	Meson, Dave	116	Ray, Don	192	Taylor, Livingston	198
Ashford & Simpson	31	Corea, Chick	107	Heatwave	141	Murray, Anne	116	Ree, Chris	74	Thin Lizzy	173
Atlante Rhythm Section	93	Crusaders	58	Heaven	141	Moody Blues	56	Redbone, Leon	171	Toby Beau	78
Atlantic Starr	112	Curry, Tim	144	Henderson, Michael	40	Meco	155	REO Speedwagon	154	Trammps	175
Ayers, Roy	45	Dylan, Bob	54	High Inergy	185	Metheny, Pat	167	Roadmaster	148	Trooper	114
Berbiere, Gato	184	Exile	182,188	Hill, Dan	124	Math/Will	64	Rogers, Kenny	113,123	Trower, Robin	32
Beattles	72	Holly, Buddy	80	Holy, Buddy	80	Meat Loaf	21	Rolling Stones	5	UFO	62
Boe Goes	182	Isley Bros.	161	Isley Bros.	161	Money Eddie	56	Ronstedt, Linde	179	Valli, Frankie	189
Benson, George	153	Jackson, Millie	96	Jackson, Millie	96	Moody Blues	48	Rose Royce	30	Van Halen	117
Bishop, Stephen	70	James, Rick	18	James, Rick	18	Mother's Finest	143	Rundgren, Todd	132	Vannelli, Gino	47
Blondie	115	Jefferson Starship	133	Jefferson Starship	133	Muppets	103	Russell, Leon	150	Village People	38
Blue Oyster Cult	94	Jennings/Nelson	195	Jennings/Nelson	195	Murray, Anne	116	Sayer, Leo	106	Waish, Joe	28
Bohannon, Hemilton	97	Joel, Billy	13	Joel, Billy	13	Musique	135	Scott-Heron, Gil	131	War Of The Worlds	90
Boston	2,168	Johnson, Michael	122	Johnson, Michael	122	Nelson, Willie	98	Seger, Bob	12,186	Who	3
Boyz	158	Jones, Quincy	57	Jones, Quincy	57	1994	194	Simon, Carly	68	Williams, Lenny	104
Brothers Johnson	9	Journey	82	Journey	82	Ohio Players	89	Sieve	84	Winchester, Jesse	199
Brown, Peter	149	KC & Sunshine Band	51	KC & Sunshine Band	51	O'Jays	101	Snell	119	Wings	120
Browne, Jackson	37	Kansas	128	Kansas	128	O'Jays	101	Springsteen, Bruce	36	Wright, Betty	44
Buffett, Jimmy	137	Kihn, Greg	129	Kihn, Greg	129	Olivor, Jane	177	Stanley, Michael	196	SOUNDTRACKS	
Cellfonnie Jam 2	140	King, Evelyn	26	King, Evelyn	26	Osker, Lee	127	Staton, Candy	174	Animal House	184
Cerilton, Lerry	109	Kingfish	170	Kingfish	170	Ozark Mtn. Dare	160	Steady Dan	29	Buddy Holly Story	200
Cars	27	Kings	79	Kings	79	Peblo Cruise	10	Stewart, Al	100	Eyes Of Laura Mers	151
Cassidy, Shaun	25,91,134	Kiss	138	Kiss	138	Persons, Alan	49	Stewart, Rod	166	Foul Play	176
Cheep Trick	59	Ladd, Cheryl	157	Ladd, Cheryl	157	Perton, Dolly	46	Stralsend, Barbra	60	FM	77
Chilliwack	152	Le Roux	163	Le Roux	163	Pendergrass, Teddy	22	Styx	42,86	Greese	1
City Boy	118	Little River Band	20	Little River Band	20	Petty, Tom	111	Summer, Donna	26	Saturday Night Fever	14
Clapton, Eric	110	Loggins, Kenny	6	Loggins, Kenny	6	Player	83	Sun	193	Sgt. Pepper's	7
		L.T.D.	24	L.T.D.	24	Pockets	145	Switch	95	Thank God It's Friday	69

IT HAPPENED IN ATLANTA!

RADIO MUSIC REPORT
CONVENTION 1978

PAUL ANKA

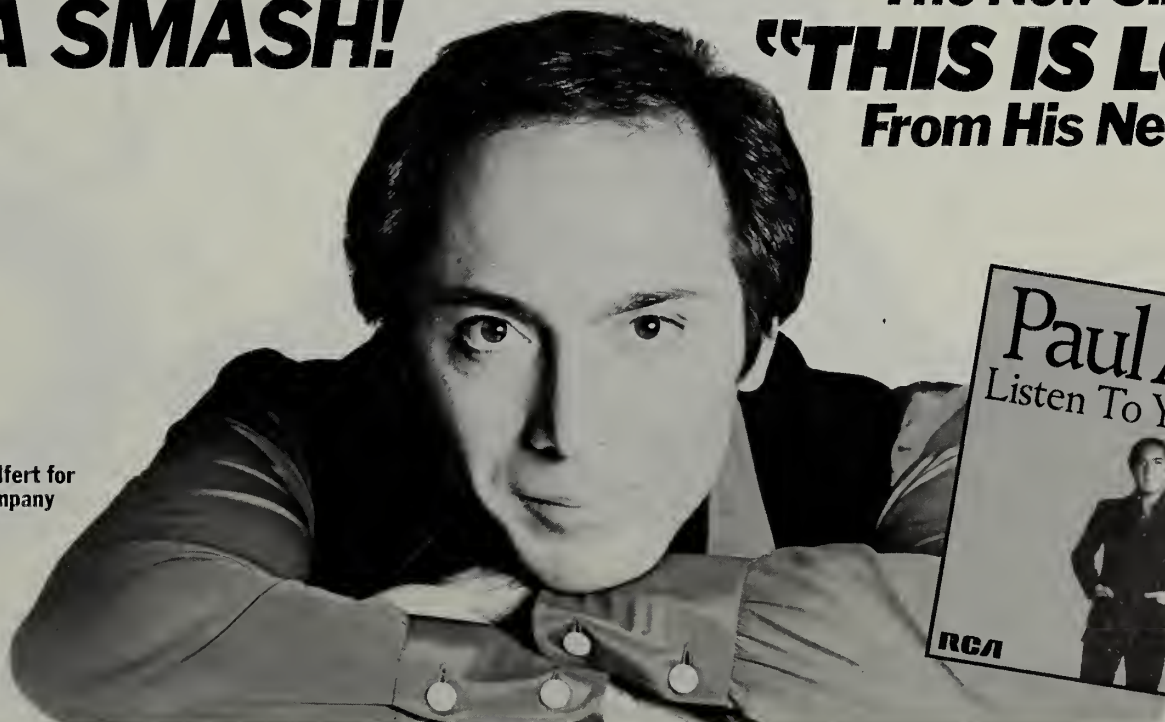
Performed

"THIS IS LOVE"

PB-11395

Radio Replied—
IT'S A SMASH!

OUT NOW—
The New Single
"THIS IS LOVE"
From His New LP



Produced by David Wolfert for
The Entertainment Company
Executive Producers:
Charles Koppelman
and Gary Klein

RCA



AFL1-2892

Q: ARE WE NOT MEN ?

A: WE ARE DEVO !!!



the important sound of things falling apart