

CASH BOX

September 23, 1978

NEWSPAPER

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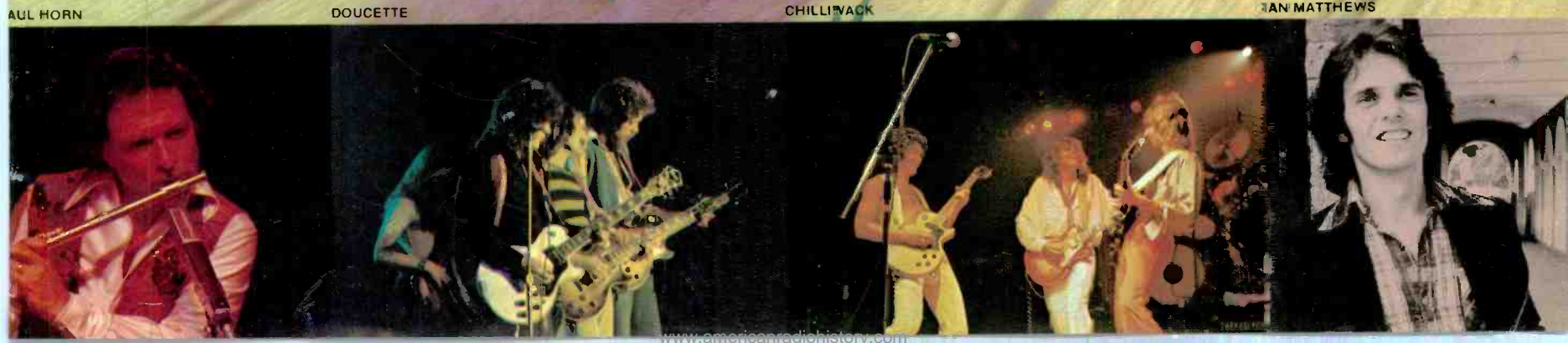
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DENISE MEEK

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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: 686123

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 Ct., 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, Argentina
Phone: 89-8796

BRAZIL — H. GANDELMAN
Av. Rio Branco, 156 Sala 627
Rio de Janeiro RJ
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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 Solari, 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, Shinbashi, 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 A New Standard In Chart Accuracy

When **Cash Box** introduced the bullet to the industry in the '50s, we did it to highlight records that were selling unusually well. Subsequently, another trade publication added radio activity as an additional reason to highlight a record. Today, there are records on the top 100 charts that are bulleting solely because of radio activity. While a bullet is still a good barometer of a record's activity, its scope is sometimes too broad.

Just because a record receives a bullet should a station add it? Should a merchandiser stock it? Not necessarily. Sometimes more precise information is needed. That's why **Cash Box** has developed a more detailed chart. In this issue, we introduce two new symbols to further define the type of activity a record is displaying.

In almost all cases, these symbols will be used on records below the top 20, because a record bulleting in the top 20 must have both extremely good sales and extremely strong airplay. These new symbols show what records below 20 have un-

usually heavy sales activity or unusually heavy radio activity.

In other words, a record below 20 showing unusually strong radio activity receives a radio seal. A record below 20 displaying unusually strong sales activity receives a sales seal. Bullets on records below 20 without radio or sales seals indicate good activity in sales and/or radio but are not unusually heavy in one or the other.

Cash Box charts now exclusively supply the entire industry — including manufacturers, wholesalers, retailers, jukebox operators and radio programmers — with the concise information necessary for making intelligent business decisions. Moreover, we believe our sales and radio seals are the most significant innovation in trade charts since we introduced the bullet 20 years ago.


Please keep in mind that we depend upon reports from radio stations and record merchandisers to compile our charts. And honest reports make good charts!

NEWS HIGHLIGHTS

- CBS, WEA initiate year-end marketing programs. (page 9).
- Four regional meetings draw 800 to WEA's fall marketing conference. (page 9).
- Midsong, MCA end distribution arrangement; Midsong goes to indies. (page 9).
- New York retailers fear loss in business if newspaper strike continues. (page 9).
- West coast meeting of Screen Gems sets attendance record. (page 12).
- Industry growth paced by increasing use of market research. (page 12).

TOP POP DEBUTS

SINGLES	65	DOUBLE VISION — Foreigner — Atlantic
ALBUMS	83	CHILDREN OF SANCHEZ — Chuck Mangione — A&M

POP SINGLE	NUMBER ONES	POP ALBUM
BOOGIE OOGIE OOGIE Taste Of Honey — Capitol		GREASE Various Artists — RSO
R & B SINGLE		R & B ALBUM
GET OFF Foxy — Dash		BLAM! Brothers Johnson — A&M
COUNTRY SINGLE		COUNTRY ALBUM
I'VE ALWAYS BEEN CRAZY Waylon Jennings — RCA		LET'S KEEP IT THAT WAY Anne Murray — Capitol
JAZZ		CLASSICAL
IMAGES Crusaders — ABC		NYIREGYHAZI PLAYS LISZT Columbia

Anne Murray

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CASH BOX TOP 100 SINGLES

September 23, 1978

	Weeks On Chart		Weeks On Chart		Weeks On Chart
	9/16		9/16		9/16
1 BOOGIE OOGIE OOGIE TASTE OF HONEY (Capitol 4565) CPP	14	36 I LOVE THE NIGHT LIFE (DISCO ROUND) ALICIA BRIDGES (Polydor PD 14483) CPP	13	70 EVERYBODY NEEDS LOVE STEPHEN BISHOP (ABC AB-12406)	2
2 KISS YOU ALL OVER EXILE (Warner/Curb WBS 8589) CPP	12	37 PARADISE BY THE DASH BOARD LIGHT MEAT LOAF (Cleve. Int'l. 8-50588)	7	71 SUBSTITUTE CLOUT (Epic 8-50591)	4
3 HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS 903) WB	12	38 ALL I SEE IS YOUR FACE DAN HILL (20th Century TC-2378)	7	72 DANCE (DISCO HEAT) SYLVESTER (Fantasy 827)	5
4 THREE TIMES A LADY COMMODORES (Motown M1433F) CPP	14	39 BEAST OF BURDEN ROLLING STONES (RS 19309)	3	73 LIGHTS JOURNEY (Columbia 3-10800)	4
5 SUMMER NIGHTS JOHN TRAVOLTA/OLIVIA NEWTON-JOHN (RSO 906)	8	40 IT'S A LAUGH DARYL HALL & JOHN OATES (RCA PB-11371)	5	74 CHANGE OF HEART ERIC CARMEN (Arista AS-0354)	2
6 HOT BLOODED FOREIGNER (Atlantic 3488) WB	13	41 TOOK THE LAST TRAIN DAVID GATES (Elektra 45500)	5	75 THINK IT OVER CHERYL LADD (Capitol P-4599)	13
7 AN EVERLASTING LOVE ANDY GIBB (RSO RS 904) WB	11	42 LIFE'S BEEN GOOD JOE WALSH (Asylum E-45493-A)	17	76 IN FOR THE NIGHT DIRT BAND (United Artists UA-X1228-Y)	5
8 DON'T LOOK BACK BOSTON (Epic 8-50590)	6	43 SWEET LIFE PAUL DAVIS (Bang B-738)	7	77 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618)	2
9 REMINISCING LITTLE RIVER BAND (Harvest P-4605) WB	10	44 TWO TICKETS TO PARADISE EDDIE MONEY (Columbia 3-10765) ALM	13	78 DON'T WANT TO LIVE WITHOUT IT PABLO CRUISE (A&M 2076)	1
10 HOT CHILD IN THE CITY NICK GILDER (Chrysalis CHS 2226)	9	45 MACHO MAN VILLAGE PEOPLE (Casablanca NB 922) CPP	14	79 SHAKE AND DANCE WITH ME CON FUNK SHUN (Mercury 74008)	9
11 GREASE FRANKIE VALLI (RSO 897) WB	18	46 I WILL STILL LOVE YOU STONEBOLT (Parachute RR 512) WB	9	80 GOT TO HAVE LOVING DON RAY (Polydor 14489)	2
12 WHENEVER I CALL YOU "FRIEND" KENNY LOGGINS (Columbia 3-10794) WB	9	47 ALMOST LIKE BEING IN LOVE MICHAEL JOHNSON (EMI 8004)	7	81 YOU McCRARYS (Portrait 6-70014)	8
13 YOU NEEDED ME ANNE MURRAY (Capitol 4574)	12	48 JUST WHAT I NEEDED CARS (Elektra E5491-A) WB	14	82 A ROCK 'N' ROLL FANTASY THE KINKS (Arista AS 0342) WB	11
14 GOT TO GET YOU INTO MY LIFE EARTH, WIND & FIRE (Columbia 23-10786) WB	9	49 MAC ARTHUR PARK DONNA SUMMER (Casablanca NB 939)	3	83 COPACABANA (AT THE COPA) BARRY MANILOW (Arista 0339) B-3	16
15 SHAME EVELYN "CHAMPAGNE" KING (RCA PB-11122) CL	18	50 DEVOTED TO YOU CARLY SIMON AND JAMES TAYLOR (Elektra E-45506)	6	84 BAKER STREET GERRY RAFFERTY (UA 1192) CPP	24
16 YOU AND I RICK JAMES (Gordy G-7156-G) CPP	13	51 THEMES FROM THE WIZARD OF OZ MECO (Millennium MN 620)	4	85 RAINING IN MY HEART LEO SAYER (Warner Bros. 8682)	1
17 HOLLYWOOD NIGHTS BOB SEGER (Capitol P-4618)	7	52 BADLANDS BRUCE SPRINGSTEEN (Columbia 3-10801)	4	86 SHADOW DANCING ANDY GIBB (RSO 893) WB	24
18 RIGHT DOWN THE LINE GERRY RAFFERTY (United Artists X-1233-Y)	7	53 BLUE COLLAR MAN (LONG NIGHTS) STYX (A&M 2087)	3	87 WAVELENGTH VAN MORRISON (Warner Bros. 8661)	1
19 LOVE IS IN THE AIR JOHN PAUL YOUNG (Scotti Bros./Atlantic SB-402)	11	54 YOU RITA COOLIDGE (A&M 2058) CPP	14	88 CRAZY FEELING JEFFERSON STARSHIP (RCA JB 11374)	1
20 FOOL (IF YOU THINK IT'S OVER) CHRIS REA (Magnet/United Artists UA-X1198-Y)	13	55 PRISONER OF YOUR LOVE PLAYER (RSO 908)	3	89 STUFF LIKE THAT QUINCY JONES (A&M 2043) CPP	19
21 WHO ARE YOU WHO (MCA 40948)	5	56 EASE ON DOWN THE ROAD DIANA ROSS/MICHAEL JACKSON (MCA 40947)	4	90 SEARCHING FOR A THRILL STARBUCK (United Artists UA-X 1245-Y)	1
22 BACK IN THE USA LINDA RONSTADT (Asylum E-45519-A)	6	57 READY TO TAKE A CHANCE AGAIN BARRY MANILOW (Arista AS-0357)	3	91 NEW ORLEANS LADIES LOUISIANA'S LE ROUX (Capitol P-4586) CPP	13
23 MAGNET AND STEEL WALTER EGAN (Columbia 3-10719) WB	19	58 HEARTBREAKER DOLLY PARTON (RCA PB-11296)	6	92 SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS THE BEATLES (Capitol P-4612)	3
24 COME TOGETHER AEROSMITH (Columbia 3-10802)	7	59 5.7.0.5 CITY BOY (Mercury/Phonogram 73999)	11	93 BRANDY O'JAY'S (Phila. Int'l./CBS ZS8-3652)	7
25 OH! DARLING ROBIN GIBB (RSO 907)	7	60 LONDON TOWN WINGS (Capitol P-4625)	3	94 LISTEN TO HER HEART TOM PETTY (Shelter/ABC SR-62011)	1
26 LOVE WILL FIND A WAY PABLO CRUISE (A&M 2048) ALM	17	61 LAST DANCE DONNA SUMMER (Casablanca 926) WB	20	95 FOREVER AUTUMN JUSTIN HAYWARD (Columbia 3-10799)	1
27 MISS YOU ROLLING STONES (RS-19307) WB	18	62 HOLDING ON (WHEN LOVE IS GONE) L.T.D. (A&M 2057)	5	96 RAISE A LITTLE HELL TROOPER (MCA 40924)	7
28 GET OFF FOXY (Dash/TK 5046) CPP	9	63 I JUST WANNA STOP GINO VANNELLI (A&M 2072)	3	97 I'M NOT GONNA LET IT BOTHER ME TONIGHT ATLANTA RHYTHM SECTION (Polydor PD-14484) CPP	16
29 YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE (A&M 2063) WB	9	64 LET'S GET CRAZY TONIGHT RUPERT HOLMES (Private Stock PS-45199)	5	98 FLYIN' PRISM (Ariola 7714)	10
30 SHE'S ALWAYS A WOMAN BILLY JOEL (Columbia 3-10788)	8	65 DOUBLE VISION FOREIGNER (Atlantic 3514)	1	99 SHE LOVES TO BE IN LOVE CHARLIE (Janus J-276)	9
31 TALKING IN YOUR SLEEP CRYSTAL GAYLE (United Artists UA-X1214-Y) CPP	18	66 MY ANGEL BABY TOBY BEAU (RCA PB-11250) ALM	18	100 BLAME IT ON THE BOOGIE MICK JACKSON (Atco 7091)	6
32 CLOSE THE DOOR TEDDY PENDERGRASS (Phila. Int'l. ZS8-3648)	13	67 SHARING THE NIGHT TOGETHER DR. HOOK (Capitol P-4621)	2		
33 JOSIE STEELY DAN (ABC AB-12404)	5	68 STRAIGHT ON HEART (Portrait 6-70020)	2		
34 HOW MUCH I FEEL AMBROSIA (Warner Bros. WBS 8640)	3	69 PEGGY SUE THE BEACH BOYS (Brother/Reprise RPS-1394)	4		
35 EYES OF LAURA MARS (PRISONER) BARBRA STREISAND (Columbia 3-10777)	9				

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Rock 'N' Roll (Davray Music Ltd.)	82	5.7.0.5 (Zomba/City Boy/Chappell — ASCAP)	59	Let's Get (WB/Holmes Line — ASCAP)	64	Sgt. Pepper/With A Little (Maclean — BMI)	92
All I See (Welbeck — ASCAP)	38	Flyin' (Squamous/Corinth — BMI)	98	Life's Been (Wow & Flutter — ASCAP)	42	Shadow Dancing (Stigwood/Unichappell — BMI)	86
Almost Like (United Artists — ASCAP)	47	Fool If You (Magnet/Interworld)	20	Lights (Weed High Nightmare — BMI)	73	Shake And Dance With Me (Val-je-Joe — BMI)	79
An Everlasting (Unichappell Music — BMI)	7	Forever Autumn (Duchess — BMI)	95	Listen To (Skyhill — BMI)	94	Shame (Dunbar/Mill & Mills — BMI)	15
Back In The (Arc — BMI)	22	Get Off (Sherlyn/Lindseyanne — BMI)	28	London Town (ATV — BMI)	60	Sharing (Music Mill/Alan Cartee — BMI)	19
Badlands (Bruce Springsteen — ASCAP)	52	Got To Get (Maclean/Lennon/McCartney — BMI)	14	Love Is In (Edward B. Marks — BMI)	19	ASCAP/BMI)	67
Baker Street (Hudson Bay — BMI)	84	Got To Have (Cerrone/Don Ray — SESAC)	80	Love Theme (Just Over The Bridge/Diana — BMI)	35	She's Always (Joel Songs — BMI)	30
Beast Of (Colgems/EMI — ASCAP)	39	Grease (Stigwood/Unichappell — BMI)	11	Love Will Find (Irving/P. Cruise — BMI)	26	She Loves To Be In Love (Heavy — BMI)	99
Blame It On (Global — ASCAP)	100	Heartbreaker (Songs Of Manhattan Island/Unichappell/Begonia Melodies — BMI)	58	MacArthur Park (Canopy — ASCAP)	49	Straight On (Wilson/Know — ASCAP)	69
Blue Collar (Almo/Stylian — ASCAP)	53	Holding On (Almo/McRouscod — ASCAP)	62	Macho Man (Can't Stop Music — BMI)	45	Stuff Like (Yellow Brick/Nick-O-Val — ASCAP)	89
Boogie Oogie (Conduive/On Time — BMI)	1	Hollywood (Gear — ASCAP)	20	Magnet & Steel (Melody Deluxe/Swell Sounds/Sedak — ASCAP)	23	Substitute (Touch Of Gold — BMI)	71
Brandy (Mighty Three — BMI)	93	Hopelessly (Unichappell/John Farrar/Ensign — BMI J. Farrar)	3	Miss You (Colgems-EMI — ASCAP)	27	Summer Nights (Edwin H. Morris — ASCAP)	5
Change Of Heart (Camex — BMI)	74	Hot Blooded (Somerset/Evansongs/WB — ASCAP)	6	My Angel (Texongs/B. Mass — BMI)	66	Sweet Life (Web IV — BMI)	43
Close The (Mighty Three — BMI)	32	Hot Child (Beechwood — BMI)	10	New Orleans (Break Of Dawn — BMI)	91	Talking In (Roger Cook/Chriswood — BMI)	31
Come Together (Maclean — BMI)	24	How Much I (Rubicon — BMI)	34	Oh! Darling (Maclean — BMI)	25	Think It Over (Cengorus — ASCAP)	75
Copacabana (Kamakazi/Appoggiatura/Camp Song — BMI)	83	I Just (Ross Vannelli)	63	One Nation (Malbiz — BMI)	77	Themes From The (Leo Feist — ASCAP)	51
Crazy Feeling (Bright Moments/Diamondback — BMI)	88	I Love The (Lowery — BMI)	36	Paradise (Edward B. Marks — BMI)	37	Three Times A Lady (Jobete/Commodores — ASCAP)	4
Dance (Disco Heat) (Jobete — ASCAP)	72	I'm Not Gonna (Low-Sal — BMI)	97	Peggy Sue (MPL Communications — BMI)	69	Took The Last (Kippa Hula — ASCAP)	41
Devoted To (House Of Bryant — BMI)	50	It's A Laugh (Hot-Cha & Six Continents — BMI)	40	Prisoner Of (Touch Of Gold/Crowbeck/Stigwood — BMI)	69	Two Tickets (Grajonca — BMI)	44
Don't Look (Pure Songs — ASCAP)	8	I Will Still Love You (W.B. — ASCAP)	46	Raining In (House Of Bryant — BMI)	85	Wavelength (Essential — BMI)	87
Don't Want (Irving/Pablo Cruise — BMI)	78	Josie (ABC/Dunhill — BMI)	33	Raise A Little (Suivior/Top Soil/Pro — BMI)	96	Whenever I Call (Milk Money — ASCAP/Rumanian)	12
Double Vision (Somerset/Evansongs/WB — ASCAP)	65	Just What (Lido — BMI)	48	Ready To (Ensign/Kamikazi — BMI)	57	You (Beechwood/Snow — BMI)	81
Ease On Down (Fox Fanfare — BMI)	56	Kiss You (Chinnichap/Careers — BMI)	2	Reminiscing (Screen Gems-EMI — BMI)	9	You (Island — BMI)	54
Everybody Needs (Stephen Bishop — BMI)	70	Last Dance (Primus Artists/Olga — BMI)	61	Right Down (Hudson Zay — BMI)	18	You And I (Stone Diamond — BMI)	16
				Searching For (Brother Bill's — ASCAP)	90	You Needed (Chappell/Ironside — BMI)	13
						You Never (Kiddio Music/Don Kirshner — BMI)	29

⊗ = Unusual heavy radio activity this week

Ⓢ = Unusual heavy sales activity this week

KING OF HEARTS

Close, But No Guitar



**THE PREFERRED TASTE
IN ROCK 'N' ROLL MUSIC.**

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Linda Ronstadt

LIVING IN THE USA

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Back In The USA

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Produced by Peter Asher

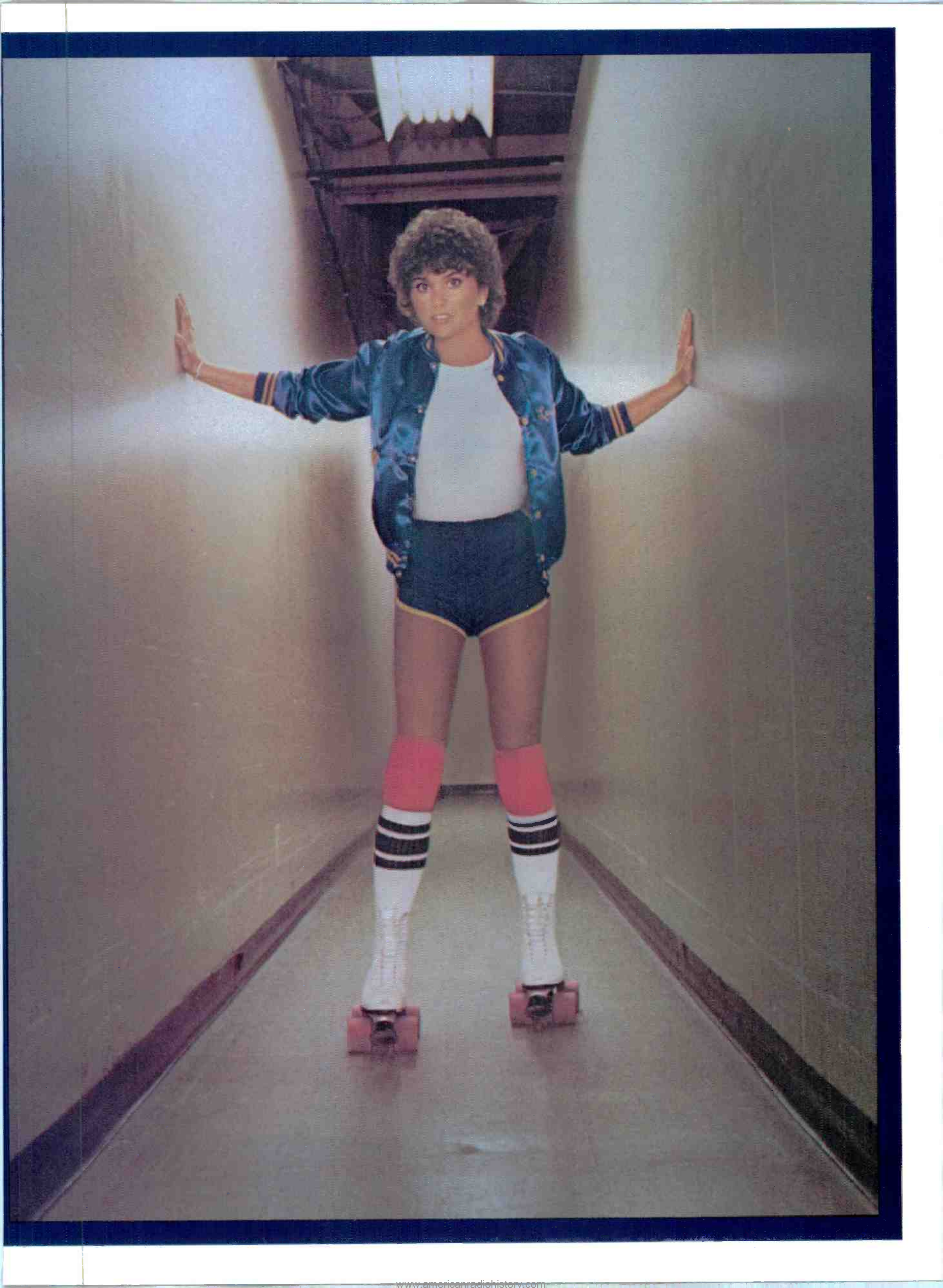
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**DEADLINE
SEPT. 25, 1978**



GOLD CHAMPAGNE — At a special reception, Evelyn "Champagne" King was presented with gold records for her single of "Shame" and her LP "Smooth Talk." Pictured at the presentation are (l-r): Robert Summer, president of RCA Records; Ray Harris, director of black music marketing for RCA Records; Ms. King; and Warren Schatz, division vice president, popular A&R, east coast for RCA Records.

N.Y. Dealers Expect Loss If Newspaper Strike Continues

by Leo Sacks

NEW YORK — As the strike that has crippled New York's three major newspapers enters its sixth week, a survey of retailers here indicates that the walkout has had little more than a slight effect on sales of records and tapes.

But area record dealers agreed that if the strike continues, upcoming holiday sales could be affected.

Effect On Hard Goods

Acknowledging that "two or three of our metropolitan stores are feeling some effect," George Levy, president of the Sam Goody chain, said that his outlets were experiencing a slight effect in their hard goods business. "Once they hear product on the radio, people don't need print ads to know that a record is available. But this philosophy doesn't necessarily hold true for the person that wants a new speaker or turntable. In this case, the consumer is going to look in the papers to see which store will have these components on sale."

Annual Lieberman Meeting Expected To Attract 270

LOS ANGELES — More than 270 employees of Lieberman Enterprises, one of the nation's largest rack jobbers, are expected to attend the company's annual convention, its largest ever, Sept. 19-22 at the Playboy Resort in Lake Geneva, Wisconsin. Last year's convention drew 105 company employees.

The convention will feature daily sales meetings and product presentations by 12 labels. Entertainment will be provided by the Statler Brothers, Michael Jackson, Gypsy and Teddy Pendergrass.

"We'll be serving two masters this year," says David Lieberman, president of Lieberman Enterprises. "It's going to be more of a working session. We're going to be concentrating a lot more heavily of the mechanics of the business and the nitty gritty type items because of the number of people who are new to the organization since we expanded. It is not just a sales meeting, but there will be sales meeting aspects to it more so than usual."

Two four-hour work sessions are on the agenda, Lieberman says, to allow regional sales managers to meet with their sales team.

"The purpose of the convention has always been to instill our people with record fever," Lieberman says, "because it's possible when you're out there working the stores for records to just become a product like any other product. We're going to prove that education, training and having a good time are not mutually exclusive."

According to Ben Karol, president of the King Karol chain, the newspaper strike has actually helped his stores. "Print advertising here is dominated by huge department stores that advertise records as loss leaders," he explained (**Cash Box**, September 16) "They are the ones that have to get their message across."

However, Dave Rothfeld, divisional merchandise manager of Korvette's, contended that the new result of the strike has contributed to an overall increase in the chain's sales, due to an increase of radio and suburban newspaper advertising. "If someone misses the newspaper, they just assume we're the place to go, anyway," he said.

Record companies, in conjunction with

(continued on page 16)

WEA Takes Annual Sales Meeting On The Road With Series Of Regional Conferences

by Dale Kawashima

LOS ANGELES — Warner/Elektra/Atlantic's national sales meeting, consisting this year of four regional conferences in Atlanta, New York, Chicago and Los Angeles, drew roughly 800 officials to the series of marketing seminars, sales discussions, label presentations and promotion meetings. Directed by an entourage of 65 executives from WEA and its family of labels who attended all four of the two-day conferences, the meeting provided an introduction to WEA's marketing programs and procedures for the fall season. Titled the "WEA Fall '78 Marketing Road Show" the regionals took place Sept. 5-13.

Henry Droz, WEA president, opened each regional meeting with an address that outlined his company's past achievements and stated WEA's goals for the fall season. Droz stressed that his company was determined to meet the challenge of WEA's fourth quarter accomplishments in 1977, when it posted record sales for any single quarter in the industry.

In addition, Droz discussed WEA's plans for future expansion, revealing the company's commitment to further developing its data processing system, which is being designed to handle potential future growth at WEA. "It is estimated that in the next five years," said Droz, "our volume will double, our shipping locations will double . . . and, on top of that growth we've designed a (data processing) system which will operate at 65% capacity. That should give you an indication of how we feel about the future."

Other WEA executives who spoke at the meetings included Russ Bach, WEA vice president/marketing development, who moderated the 30-minute merchandising

CBS, WEA Greet Holidays With Year-End Mktg. Plans

by Randy Lewis

LOS ANGELES — CBS Records and Warner/Elektra/Atlantic Corp. last week initiated their year-end marketing programs which include discounts and extended dating for dealers.

WEA's plan, introduced during the "WEA Road Show" by Vic Faraci, executive vice president, is a four-phase program which is titled "WEA's 1978 Year-End Marketing Program."

Under phases one and two of the plan, accounts are allowed one order per phase and are given a 5% discount (off invoice) on each order.

Phase one includes all product released prior to July 31, 1978. Phase two involves selected products described as "the cream of the WEA catalog." Phases three and four cover October and November new releases, but the 5% discount is not applicable to the last two phases.

Ordering Periods

The ordering period for phase one is Sept. 18-Oct. 6. For phase two, orders placed between Oct. 19 and Oct. 27 qualify for the discount. Phase three covers products shipped between Sept. 18 and Oct. 25, while phase four covers new releases shipped between Oct. 26 and Nov. 24.

On initial orders made under phases three and four of WEA's program, payment due in installments of 30% on Dec. 10 (for phase three) and Jan. 10 (for phase four), 50% on Jan. 10 (phase three) Feb. 10 (phase four) and 20% on Feb. 10 (phase three) and March 10 (phase four) is required to earn the normal 2% cash discount, net due the 25th of each month,

respectively.

Orders from phases one and two are paid in the same 30%-50%-20% installment schedule due according to phase three dating. Back orders originating from the first two phases will be carried and eligible for the program discount up to Oct. 27 (phase one) and Nov. 10 (phase two). For phases three and four, any orders which do not ship before Nov. 24 will be cancelled and reinstated under normal terms.

CBS Program

CBS Records' program is called "We've Got The Hits" and encompasses all areas of advertising, merchandising and marketing through the end of the year.

Under the general program, which runs through the end of the year, a specific period for incentives on orders has been

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Midsong Leaves MCA For Indies

LOS ANGELES — Midsong Records has terminated its distribution agreement with MCA Records this week in favor of independent distribution, according to Bob Reno, Midsong president.

"Everyone is running to the conglomerates. I'm running the other way," Reno said. "I've been with the conglomerates and have enjoyed tremendous success, with an RCA for three years, but I just feel it was time for us to go with independents."

Midsong's independent distribution network is still incomplete, but three major indies have been named: Pickwick Dis-

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film and lectured on the company's application of its marketing and teamwork concept, titled "Marketeam," and Vic Faraci, WEA executive vice president, who discussed the four-phase marketing program set by WEA for the fall quarter (see related story page 9).

In his merchandising presentation, Bach previewed the company's film tracing the history of WEA as a contributor in the development of merchandising techniques and concepts in recent years. Titled "The Package," the film depicts the various in-store approaches to effectively display its

artists' albums in order to stir consumer interest.

Bach went on to emphasize the important roles research and merchandising currently play in the marketing of records and tapes. In discussing the new marketing tools available, Bach referred to the Warner Communications, Inc. market research findings which were first presented in March at NARM in New Orleans. "The study is the most comprehensive, extensive and expensive ever undertaken in our industry," said Bach.

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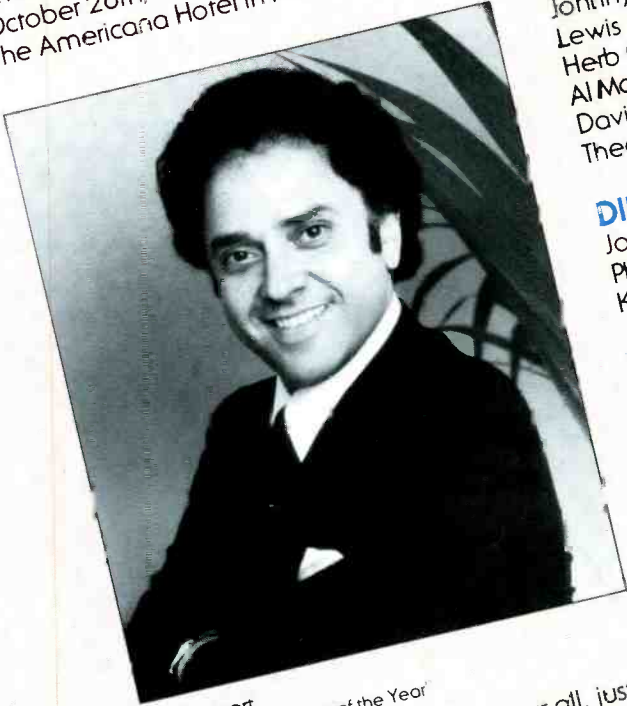


YES HITS THE ROAD — Two weeks into the U.S. leg of their 1978 world tour, Atlantic recording group Yes played two sold-out shows at Philadelphia's Spectrum on September 11 and 12. The new Yes album, "Tormato," is set for release soon. Shown in **bottom row** are (l-r): Yes' Rick Wakeman; Lee Abrams of Burkhardt-Abrams & Associates; Yes' Jon Anderson and Steve Howe; and Brian Lane, Yes' manager. In **top row** are (l-r): Yes' Alan White; WIOQ air personality Ed Scialy; John David Kalodner, west coast A&R director for Atlantic; Michael Klentner, senior vice president of Atlantic; and Yes' Chris Squire.

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Expanded Use Of Research Is A Mark Of Industry Growth

by Peter Hartz

LOS ANGELES — As a scientific means to assess the effectiveness of marketing campaigns and strategic decision-making, marketing research is playing an increasingly important role in the music business, according to the research executives contacted by **Cash Box**. Marketing research is providing several companies with a competitive intelligence system, capable of directing campaigns and monitoring the effectiveness of efforts by other labels.

Although marketing research techniques of sampling consumer attitudes in advance have long been a standard preface to marketing campaigns in other, larger industries, the proliferation of research in the music business is a relatively new trend

which is seen by many observers as an indication of the music business' growing maturity.

"In 1955, the whole industry was \$250 million and now it is \$3½ billion. As we continue to invest huge sums of money, research will play a crucial role in the decision making process," says Mickey Kapp, president of Warner Special Products and a principle behind the landmark WCI Industry Survey which was published early this year. "To avoid wasting money, we need to pinpoint our consumer — and research hones in on the target audience a manufacturer is seeking whether the product be a magazine, cigarettes or a specific record. Research makes your marketing and advertising dollars more ef-

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Gov't., Industry Witnesses Pounce On Comm. Rewrite Bill

by Joanne Ostrow

WASHINGTON, D.C. — After four days of hearings 44 witnesses on the broadcast sections of the proposed Communications Act of 1978 (H.R. 13015) left the House Subcommittee with plenty of complaints last week.

Opening day (Sept. 11) witnesses included representatives of the National Telecommunications Information Administration, the FCC and National Association of Broadcasters. A range of government, industry and citizens group spokesmen took issue with various parts of the Act and observers here say passage, if and when it happens, will require a complete overhaul of the bill.

Henry Geller, the Commerce Department's NTIA chief, said he believes radio should be "basically deregulated," but that radio broadcasters should pay a "reasonable fee." NTIA has not finished its study of the subcommittee's spectrum-use fee proposal. (As reported in **Cash Box** June 17, that fee would be based on the cost of processing the license and the scarcity value of the spectrum in a given market. A figure of \$350-400 million has been suggested as the amount the fee would have to generate.)

Geller said the new regulatory agency, that would replace the FCC under the Act, should retain some means of protecting the public, such as technical rules and multiple ownership regulations. And Congress, he believes, should retain political broadcast regulations, equal opportunity and affirmative action requirements. In general, NTIA supports a change from the present scheme of broadcast regulation and proposes a few modifications of the Van Deerlin bill.

FCC Chairman Ferris

FCC Chairman Charles Ferris supported the subcommittee's move to deregulate

broadcasting, especially radio, but feels "certain preconditions" should be set by Congress. FCC oversight of broadcasters' affirmative action efforts must not be removed, he said. And a mechanical system of paid or free access to radio time might provide a safety valve for views of citizens whose needs weren't met in an unregulated radio market. While Ferris supported the license fee proposal he said it should not be used to fund public broadcasting, rural telecommunications nor minority broadcast ownership, as the Act proposes.

Other FCC commissioners were on hand to testify; among them was Margita White who lamented the bill's lack of prescriptions for affirmative action and equal employment opportunity requirements, and Abbot Washburn who rejected the idea that a total rewrite is needed and suggested instead focusing on amending certain sections of the current Act.

NAB Testimony

NAB's team of witnesses offered praise for some aspects of the bill — notably deregulation of radio and indefinite license terms for radio and for TV after 10 years — but blasted the spectrum use fee proposal.

Donald Thurston, NAB board chairman, called the use fee a tax which "represents a dangerous break with precedent and would probably subject the broadcasting industry to future taxes of ever-increasing amounts." The fees would impose a "double liability" on broadcasters because they would finance competitive government programs, he said.

Certain vague language in the bill ought to be cleared up, Thurston urged, "so that interpretation will not be left to conjecture." This was a frequent refrain among various interested parties at the hearings last week.

NAB radio board chairman Walter May

(continued on page 16)



READY TEDDY — Following his recent performance at New York's Avery Fisher Hall, Philadelphia International recording artist Teddy Pendergrass was presented with a platinum record for his latest LP, "Life Is A Song Worth Singing." Pictured backstage after the show (l-r) are: Edwin Birdsong, PIR artist; Jim Tyrrell, vice president of marketing for Epic/Portrait/Associated labels; Pendergrass; Harry Coombs, executive vice president of PIR; Tony Martell, vice president and general manager of CBS Associated Labels; Gordon Anderson, director of national promotion for CBS Associated Labels; and Al Gurewitz, vice president of promotion for E/P/A.



Joe Galante

Galante Named VP Of Marketing For RCA In Nashville

by Bob Campbell

NASHVILLE — Joe Galante has been named division vice president, marketing for RCA Nashville. The promotion of Galante, who has been serving as director of marketing here, is another major step in the continued growth and increasing autonomy RCA's Nashville Division has experienced in both the country and the pop fields in the past year-and-a-half.

"A large part of the success of the Nashville operation is due to Joe Galante's move here five years ago," said Jerry O. Bradley, RCA Records division vice president, Nashville operations, who along with Galante has successfully pushed for a separate pop division operating from here. "Joe has an outstanding grasp of sound marketing and promotion techniques. He is young and energetic and is a big asset to our program here."

Galante, who joined RCA as a budget analyst in New York in 1971, moved to Nashville as manager of operations in 1973. He also served as director of Nashville operations for three years. Galante said the promotion mainly reinforces the faith RCA Records has in the viability of its Nashville Division. And it further paves the way for the development of the yet unnamed pop label which will be run in Nashville.

Strengthens Nashville

"This basically strengthens the overall position of the Nashville marketing group and the Nashville operation in regards to not only the full industry, but RCA itself," said Galante, who holds a Masters Degree in Business Administration from Fordham

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Bootleg Tapes Seized In Virginia

NEW YORK — FBI agents, in a four-day sweep of Western Virginia, seized 3,000 illegally duplicated tapes from the area.

Another bootlegger, Ramon Gutierrez, doing business as R&A Audio of Ronkonkoma, New York, was sentenced in the U.S. District Court to one year in jail and a \$5,000 fine. Judge George C. Pratt suspended the last ten months of the sentence and placed Gutierrez on two years probation, to be served after his release from prison.

Earlier Case

In December of 1977, Gutierrez pleaded guilty to one count of criminal copyright infringement to cover ten violations. The charges stemmed from F.B.I. raids in May 1977 on his business premises. The F.B.I. seized almost 23,000 illegally duplicated 8-track tapes, over 500,000 counterfeit and pirate labels, duplicating equipment and raw materials.

Gutierrez was also named, but not indicted, in the Philadelphia indictment of John Donald LaMonte and House of Sounds, Inc. That indictment alleged that LaMonte and House of Sounds aided and abetted Gutierrez in counterfeiting copyrighted sound recordings.

West Coast Meet Of Screen Gems Sets New Record

NEW YORK — The annual Screen Gems-Colgems-EMI convention, held recently at the company's west coast offices, was the firm's largest meeting in history. The conference, attended by over two dozen staffers from Los Angeles, New York, Nashville, and the company's European offices, was the first in which the copyright and professional departments met simultaneously. The theme of the convention, which was hosted by the firm's president, Leonard Sill, was "Covers and More Covers."

Cover Records

A major topic at the convention involved ways of increasing the amount of cover records to be secured for the Screen Gems-Colgems-EMI catalog. This effort will be handled through Screen Gems' professional department, headed by Paul

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Cash Box's cover this week salutes Mushroom records for its successful two-and-a-half years in the music industry. Mushroom's 20 employees held their first annual international sales convention Sept. 14-17 at an undisclosed location called "The Isle Of Mushroom" by Shelly Siegel, vice president and general manager of the label.

The convention was held during the period of greatest growth by the label which has produced two platinum albums by rock group Heart while also breaking such acts as Chilliwack, Doucette and Paul Horn, who were featured performers at the sales convention.

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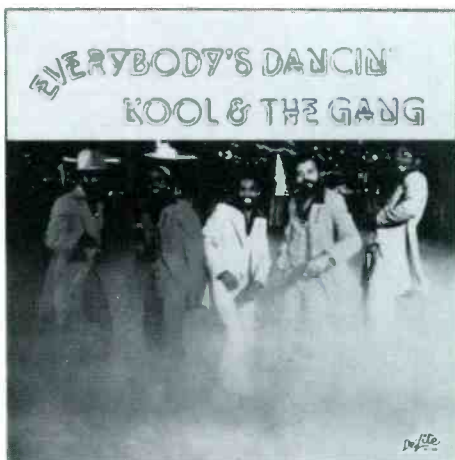
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Tarney/Spencer

At the start of this decade, Alan Tarney and Trevor Spencer were two of the top session men in England. Their band, Quartet, had gotten as far as an appearance on the BBC's "Top of the Pops" show, but was achieving greater success supplying rhythm tracks for such acts as Olivia Newton-John, Cliff Richard, the New Seekers and the Drifters. But the duo, having played together since 1967, began to tire of the session routine and wanted to get out on their own.

"Years slip by when you're doing sessions," remembers Tarney. "We did some producing, we were Bonnie Tyler's first producers, but we still wanted to make it on our own."

In 1976, Tarney and Spencer signed with ATV Music, which at the time had a small record label of its own. They made an album called "I'm Your Man Rock And Roll" and a single off the album was a minor hit in the U.S. on Private Stock.

The ATV label folded soon after, but its president, Stewart Slater, was one of the duo's biggest fans and he got them in touch with A&M Records through Derek Green, A&M's British director.

"It took six months to close the deal with A&M, but we were ecstatic about it when it finally happened in mid-1977," says Spencer. "After all those years we were signing with a Rolls Royce label."

After finding the right producer, David Kerschenbaum, Tarney and Spencer went to Los Angeles to write songs and listen to the radio.

"We have only one BBC station and one FM in each major city in England," says Spencer. "It's almost all Top 40 with some AOR specials. Compared to America, the musical quantity in England is negligible."

Bass and drum tracks for the duo's A&M debut, "Three's A Crowd," were laid down in L.A. Then they flew to London where they completed the album in a studio next to where Paul McCartney and the Climax Blues Band were recording. Several times they even borrowed McCartney's Yamaha synthesizer, and several of the CBB members added touches to "Three's A Crowd," a tasty collection of melodic pop-rock numbers that has been on the **Cash Box** album chart for 10 weeks.

Since the album was released several months ago, Tarney and Spencer have been on promotional tours and they have come to truly enjoy America.

"When we first got off the plane to promote the album we heard one of our songs on the radio almost immediately," Tarney recalls. "It was a tremendous thrill. After being in the 'biz' so long it's really rewarding to be so well accepted on our first LP released here."

"England is more fashion-conscious going back to the Beatles' hair and punk music based on rebellion against the popular fashion," says Spencer. "But Americans are more into the music itself, which is great for us because we're song-oriented anyway."

The duo is currently writing songs for the followup Tarney/Spencer Band album and they promised that their next album will be "harder" than "Three's A Crowd." Tour plans are underway for sometime next year.



Alicia Bridges

With her self-titled debut LP climbing the pop and R&B charts, Alicia Bridges is finally reaping the rewards of years spent honing her craft as a songwriter.

Bridges' interest in the guitar first surfaced at the age of 10 when she was growing up in Shelby, North Carolina. Eager for an audience, she persuaded the program director at Shelby's WADA to give her a summer job at the station. The PD consented, but only if she solicited her own advertising. So Bridges went around to drugstores and banks to get her sponsors.

"I don't know how I did it," she recalled in conversation last week from her home outside of Atlanta. "I wouldn't have the guts to do it now. But I loved the idea of being on the radio where I could play records and sing on the air."

The show made her a hit at Shelby High. "The kids at school really got off on it. They'd call the station for requests and we'd rap between sets. I'd even get fan mail from people I'd never heard of. It was a gas, really a lot of fun."

Bridges continued to write throughout school, and later sang for several years in clubs around nearby Charlotte. One of the bands she worked with was a hard rock group called Zachary Ridge that performed cover versions of Rolling Stones songs. The band was frequently co-billed with some of Charlotte's better lounge strippers. During this time, Bridges listened to black singers like Dinah Washington, Lena Horne, and Earth Kitt. She feels that their individual vocal stylings played an important role in the development of her vocal delivery, which encompasses both the blues and rock genres, as evidenced by her recent appearance at the RMR Convention at Atlanta's Dunpheys Royal Coach Inn.

Several years ago in Atlanta, Bridges came to the attention of music publisher Bill Lowery. He was impressed by the singer's compositions and signed her to his Lowery Music organization. "I don't think that I had any musical direction at that time," she explained, "and it took me awhile to find out what my music really was." So Bridges moved back to Charlotte, where she worked more seriously on her songs.

There she met her current roommate, Susan Hutcheson, who co-wrote all but one of the selections on Bridges' premiere effort for Polydor. "Living with Susan has definitely helped strengthen our writing. We're music-mates and live it 24 hours a day. Between us, we can usually complement each other's style when we run into difficulty with a song. It's a good feeling to be able to work like that."

With a back-up band in tow, the two women entered Studio One in Dorasville, Georgia (home of the Atlanta Rhythm Section), where Bridges recorded "I Love The Nightlife." Buddy Buie and Arnie Geller, principals of the Buie-Geller Organization, heard a tape of the song and immediately signed her. Originally titled "Disco Round," the disc is both a pop (bulleting at #36) and R&B (bulleting at #43) hit on the current **Cash Box** singles chart. "You never know how audiences are going to accept certain things," she observed.

Though she has become "obsessed" with learning the business end of the music industry, Bridges still finds the time to write to programmers who play her record. "It's going to be fun singing for people again," she enthused. "I'm really very thrilled."

All-Star Lineup Plays Clark Show

LOS ANGELES — Dick Clark is assembling a group of 25 name musicians, led by Chuck Berry, to perform "Roll Over Beethoven" for the Sept. 20 debut of "Dick Clark's Live Wednesday." To be aired on NBC-TV, the eight-minute version of the song will be performed live by the 25-piece band, which includes Charlie Daniels, Seals & Crofts, Charlie Rich, Eddie Money, Rick Danko, Stanley Clarke, Bo Diddley and others.

The assembling of musicians for the "Live Wednesday" show was initiated due to the strong response of the performance of "Roll Over Beethoven" by 25 artists on Clark's "American Bandstand's 25th Anniversary" show two years ago. For the upcoming program, each member of the band is scheduled to play a solo during the song.

Other guests set to appear on the premiere show are Diana Ross, Kristy and Jimmy McNichol, and Rick Nelson. Also included in the show is Clark's "Salute To Teen Idols."

Lavinthal, Gillman Form Musicvision

LOS ANGELES — Dennis Lavinthal and Howard Gillman have formed Musicvision, a marketing and promotion company which will be headquartered in Los Angeles. Also joining Lavinthal and Gillman in the new company are Lenny Beer and Toni Profera.

Musicvision will be a full-service marketing company specializing in record promotion, advertising, merchandising, trade relations, sales and distribution. Initial client projects include Stephen Bishop's new ABC Records release, "Bish" and the soundtrack promotion of Rudy Durand's theatrical release, "Tilt."

Dennis Lavinthal is a former vice president of sales and promotion for ABC Records. While at ABC, Lavinthal worked closely on the career development of such artists as Steely Dan, Jimmy Buffett, Joe

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Casablanca Forms Artist Dev. Dept.

LOS ANGELES — Casablanca Records and Filmworks has created an artist development department which will be headed by Don Wasley, who has been named vice president of artist development.

Wasley was appointed by Bruce Bird, executive vice president of the company. Wasley has been with Casablanca for two years and moves in to his new position from a national promotion post.

His responsibilities will include concert tour supervision, coordinating the activities of artists, managers and promoters and developing strategies to maximize exposure for artists on Casablanca and its affiliated labels.

Wasley will report directly to Bird at the company's Los Angeles headquarters.



Pictured (l-r) are: Bird and Wasley.



Mort Drosnas

Drosnas Named Business V.P. At Arista Records

NEW YORK — Mort Drosnas has been named administrative vice president of Arista Records. Drosnas will have direct responsibility for business affairs including the negotiation of artist and producer contracts, the acquisition of music properties, and the domestic licensing of the Arista catalogue. He will also have supervisory responsibility for the administration of Arista's music activities, including contract administration and recording activities. In his position, Drosnas will work closely with Elliot Goldman, executive vice president and general manager of Arista Records.

Prior to his appointment, Drosnas was a member of the firm of Marshall, Morris, Powell, Silfen, and Cinque, where, among other accounts, he handled the legal affairs of Arista Records.

Tom Wilson, Once Dylan's Producer, Dies At Age 47

LOS ANGELES — Record producer Tom Wilson, known for his production of Bob Dylan's first electric albums, died Sept. 7 at his Studio City home. He was 47.

The Los Angeles County Coroner listed the cause of death as arteriosclerotic cardiovascular disease. Wilson had undergone two operations on his aorta within the past two years and is said to have had a history of heart trouble.

His most renowned work was with Bob Dylan when the folk singer-songwriter shifted his musical emphasis from folk to rock. Wilson produced Dylan's "Bringing It All Back Home" LP and "Like A Rolling Stone" single. The one-time CBS staff producer also worked on Simon & Garfunkel's first album, "Wednesday Morning, 3 A.M."

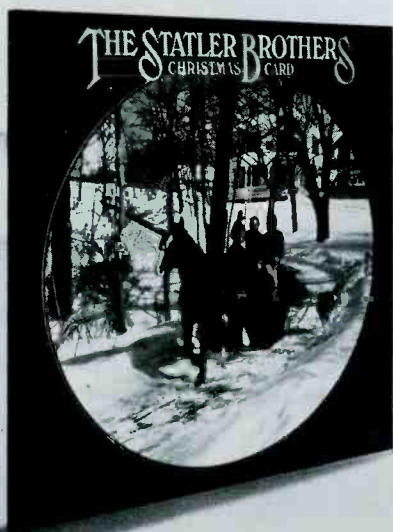
Ad Agency Indicted On Polygram Charges

NEW YORK — Townhouse Media, Ltd., a Manhattan advertising placement service, was indicted by the New York County Grand Jury, on Sept. 8 on charges of grand larceny and conspiracy to commit grand larceny. According to Arnold I. Rich, vice president and general counsel for Polygram Corp., which had pressed charges, Polymusic Inc. (now Polygram Direct Marketing, Inc.) retained Townhouse, owned by Eve Goldwasser and Gail Lornquist, to place ads for a Dinah Washington record promotion with television stations across the country.

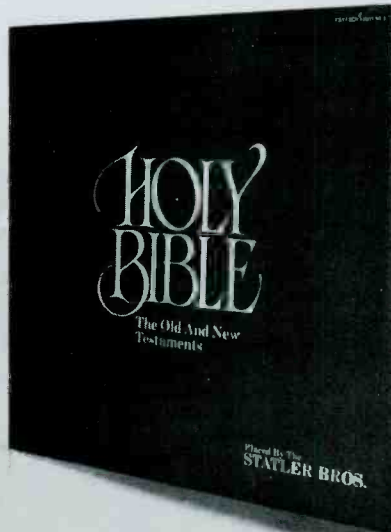
He said that Polymusic, the direct marketing record sales arm of Polygram, gave Townhouse more than \$70,000 to be paid directly to the stations for the advertising time purchased. Instead, according to the indictment, the two owners allegedly diverted some \$31,000 to their own use.

“...bring forth into
joyous sound”

(PSALM XCVIII)



“THE STATLER BROTHERS
CHRISTMAS CARD”
SRM-1-5012



“THE HOLY BIBLE.
THE OLD AND
NEW TESTAMENTS”
SRM-2-101

The Statler Brothers send you the season's best. First, with their new album, “The Statler Brothers Christmas Card.” A beautiful collection of traditional as well as original songs—all with the Statler Brothers' unmistakable touch. And second, “The Holy Bible, the Old and New Testaments,” containing twenty-two biblical stories in musical form.

Capture the joy of the season with the joyous sounds of the Statler Brothers.

Produced by Jerry Kennedy

The Statler Brothers on Mercury Records and Tapes



Write or call your local Polygram Distribution sales office for displays and other promotional items.



Gov't., Industry Witnesses Pounce On Comm. Rewrite

(continued from page 12)

objected to the bill's provision that each community have maximum fulltime radio and TV services. He said there is "no way new stations can make it in many of the small radio markets" and that the level of competition would be raised to the point where some stations would be driven out of business.

NRBA Praise

Perhaps the most positive testimony came from James Gabbert, president of the National Radio Broadcasters Association. Gabbert praised the subcommittee's deregulation efforts, which he called "a breath of fresh air" as far as the radio industry is concerned. He suggested an alternative to the fee schedule under consideration, along the lines of a long-term lease. And NRBA opposed the limit of ownership to five AM and/or FM stations.

The radio industry appeared to have fewer complaints with the rewrite than the television or cable industries.

Kathleen Nolan, president of the Screen Actors Guild, told the subcommittee, "Your bill is naive enough to suggest marketplace forces will take care of promoting new technology and open up vistas of access through cable, satellite, laser beams and status quo. We like it, but the application is questionable, highly speculative. No guarantees. No assurances."

Jack Valenti, president of the Motion Picture Association of America, urged continued government monitoring of the conduct of TV networks to make sure they operate in the public interest.

From the network side, Everett Erlick,

senior VP and general counsel of ABC, argued that the present system shouldn't be thrown out until "you are sure you have an alternative which will demonstrably serve the nation better." And Gene Janowski, president of CBS/Broadcast Group, had positive comments on the free marketplace aspects of the bill. But he was wary of the bill's "ambiguous language" that may also serve as a mandate to restructure the broadcast system. Janowski also questioned the proposal to replace the fairness doctrine with an "equity principle" which, he said, may be "no less onerous."

Public Interest Points

Spokesmen for several public interest groups including Citizens Communications Center, National Black Media Coalition, National Parent Teachers Association, NAACP and National Organization for Women, were critical of a number of the bill's provisions or omissions.

Perhaps the most forceful testimony came from Rev. Dr. Everett Parker, director of the Office of Communication of the United Church of Christ. Parker charged that the proposal to free radio and TV broadcasters from federal regulations "will subject the American public to unrestricted exploitation..." In stripping away all requirements for licensees to account for how they serve the public, the bill grants TV, radio and other telecommunications monopolies the right to determine, unilaterally, what political, economic, cultural and educational ideas shall be disseminated to the American public... the exact power the Declaration of Independence denied to the King of England," he said.

Paper Strike May Hurt N.Y. Business

(continued from page 9)

retailers, have adopted a variety of strategies as a way of coping with the strike. Record ads have appeared in interim publications such as the *City News*, as well as in established weeklies as *The Village Voice* and the *Soho News*. Advertisements have also been placed in such suburban papers as Long Island's *Newsday* and New Jersey's *Bergen Record*. In addition, some increase in radio ads have been noted, though not as much as would be expected. In general, this has led to a wait-and-see attitude among retail accounts and label executives before they redefine their advertising budgets.

Interestingly, the strike may lead to a redefinition of the New York media mix. While a number of label staffers said that this would never happen, because residents here tend to read more than those of radio oriented towns like Los Angeles or Dallas, they did feel that retailers may divert more of their co-op ad money to radio in the future.

"New York will never be a market on wheels where everything is so spread out, but I've always maintained that there's been too much stress on print ads in the New York market," opined Skid Weiss, WEA's national director of advertising and public relations. "Many years ago, the mix was predominantly print here, but over the years that's changed as a way of accommodating the growing broadcast medium. But we're in a sound business, and doing justice to our artists and their music calls for an increased emphasis on radio advertisement. All things being equal, and depending on the announcer that delivers the message, there are certain things that you can accomplish on the radio that can't be achieved in print."

Susan Frank, former Polygram national advertising manager, said, "You tend to advertise hit product on the radio, but at Christmas time you need the newspapers for your catalog product. More people look

toward the newspapers during the holiday season, so the absence of the major dailies could potentially hurt the company's sales." She noted that Polygram has turned the bulk of its ad support to the alternative papers in and around the city.

Kiki LaPorta, Arista's national director of advertising and creative services, pointed out that Arista's accounts have turned to radio advertising. "Our retail accounts have redoubled their efforts to make sure that foot traffic has not decreased in their stores," she said. "Our distributor is very aware of the situation and very much on top of the accounts so that all possible avenues are being covered."

LaPorta argued that the absence of print ads wouldn't have that much effect on the average record buyer, even if the strike continued to last. "When you're dealing with a consumer that habituates certain accounts or locations, it takes a long time for that habit to diminish. Just the same, I certainly wouldn't want to be a new merchandiser here in any field at this time."

Radio Spot Sales

At WABC-AM, Gary Fisher, sales manager for the station, indicated that record company ads had increased at his station, though sales executives at other leading radio stations in the market could not determine a noticeable increase in label ads.

Mike Brandt, acting sales manager at WNEW-FM, said that, while August isn't a big release month, "I don't think there's been an appreciable increase in advertising directly related to the strike."

Sales directors at the three major television networks here also failed to detect any increase in activity, apart from the rock-related shows the labels normally advertise on.

Although all of the newspaper unions are supporting the pressmen's strike, it is expected that once the publishers settle with the pressmen, there will be few problems in settling with the other striking unions.



Alhadeff

Devers

Kittle

Shepard

Alhadeff Named At E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Michael Alhadeff to associate director, promotion, west coast, Epic/Portrait/Associated Labels. He joined CBS Records in 1977 as E/P/A local promotion manager in Seattle, the position he has held until his current move to Los Angeles.

Davidson Named At Atlantic — Joanne Feltman Davidson has been promoted to director of business affairs for Atlantic Records. Prior to this appointment, she was assistant to the director of business affairs.

Devers Upped At Polygram — Polygram Distribution, Inc. has announced the promotion of Sterling Devers to director, sales administration. He most recently served as director, sales training for Polygram distribution for the past year. Prior to joining Polygram distribution, he held the position of Polydor regional marketing manager covering the west coast for two years.

Kittle Joins 20th — Bobbie Kittle has joined the staff of 20th Century-Fox Records as paralegal and contract analyst. Before coming to 20th, she was a contract analyst in the law department at MCA Records. Prior to her MCA affiliation, she was in the legal department at Capitol Records.

Segal Named — Stuart A. Segal has been named director, corporate public relations for PolyGram Corporation. He most recently served as director, internal policy and programs for The Continental Group, Inc.

Shepard Appointed At CBS — CBS Records has announced the appointment of Carolee Shepard to creative director, advertising creative services, CBS Records. She joined CBS Records earlier this year as copy director, advertising creative services.

Sincoff Appointed At Arista — Arista Records has announced the appointment of Milton Sincoff as Arista's director of manufacturing and purchasing. Prior to joining Arista, he was vice president, creative services and manufacturing for Buddha Records, where he had also previously held the position of director of creative merchandising and packaging.

Peeples At Capitol — Senior editorial copywriter Stephen Peeples has been promoted to manager of press & editorial services at Capitol Records, Inc. He joined Capitol's press & artist relations department in Oct. 1977 as an editorial copywriter. Prior to that appointment, he worked as a freelance music journalist.



Sincoff

Peeples

Berk

Sherry

Berk At Columbia — Columbia Records has announced the appointment of Jane Berk to tour publicist, east coast Columbia Records. She comes to Columbia Records from the Howard Bloom Organization where she was account executive since 1977.

Sherry Promoted At A&M — Kathy Sherry has been appointed to head A&M's travel department. She joined A&M in Oct. 1976 after wide experience in different facets of United Artists Records, Jet Records and Leber-Krebs Management.

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.

Oslander To Interworld — Interworld Music has announced the appointment of Barry Oslander as west coast professional manager with the firm. He joins Interworld after two-and-a-half years as the director of west coast A&R for Polydor Records. He had previously served as general professional manager with such pubberies as Jobete, 20th Century Fox Music and April-Blackwood prior to joining Polydor.

Hons Appointed At E/P/A — CBS Records has announced the appointment of 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 Pittsburgh, Pa.

Margolin Named At Arista — Arista Records has announced the promotion of Phyllis Margolin to associate director, international operations for the label. She joined Arista Records in 1975 as manager, international operations, a position she held until this promotion.



Oslander

Margolin

Roberts

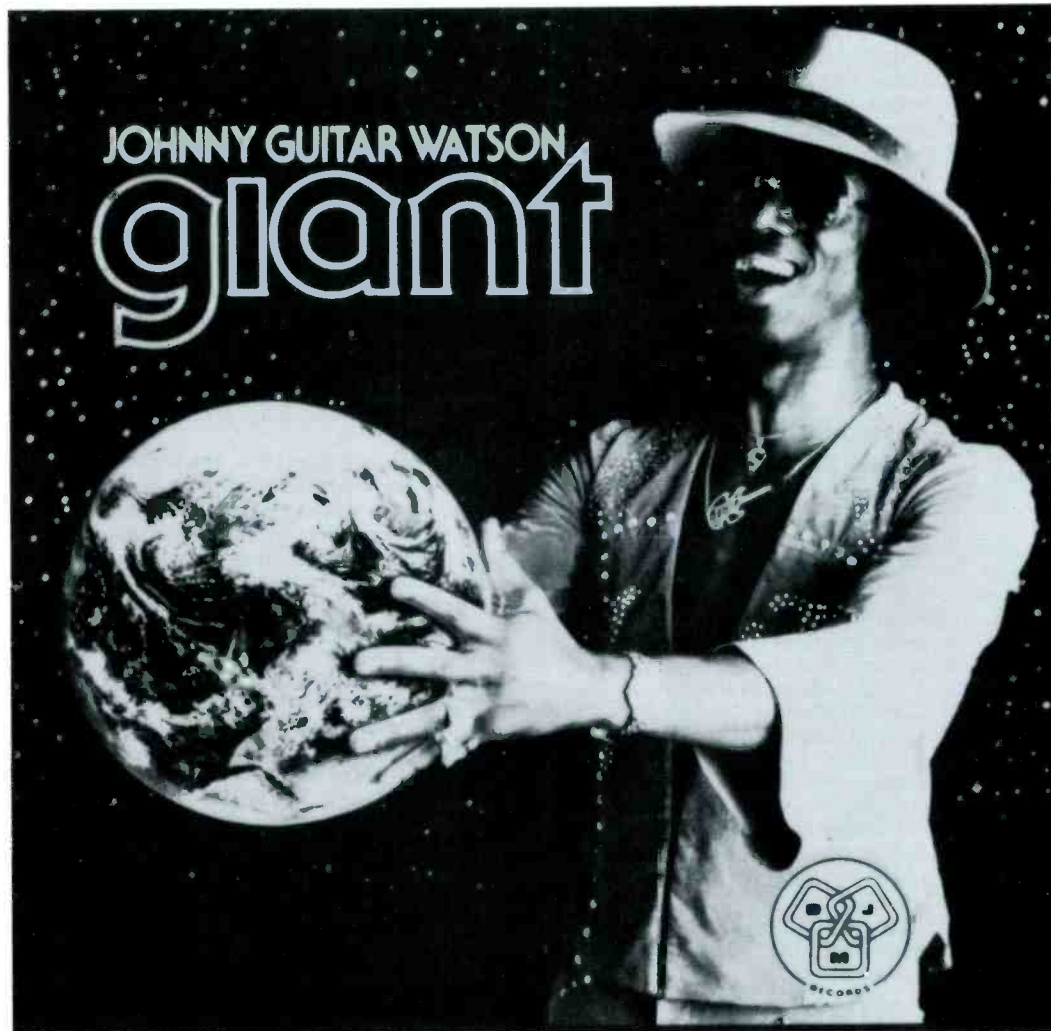
Brinton

Harnett Joins CBS — CBS Records International has announced the appointment of Richard Harnett as consultant, management information systems, CBS Records International. He joins CBS Records International from the General Electric Supply Company where he was responsible for directing the division's systems and programming efforts. Prior to his position with GESC he worked with Xerox Latinamerican Group and, before that, with American Express in Mexico City.

Briden To CBS — CBS Records International has announced the appointment of Donald Briden as consultant, management information systems, CBS Records International. He

(continued on page 34)

HOW DO WE KNOW THIS ALBUM IS GOING GOLD?



DJM-19 Produced by Johnny Guitar Watson

ELEMENTARY, MY DEAR WATSON.

You don't have to be a detective to figure out that Johnny Guitar Watson's new album, "Giant," is destined to be his biggest ever. The clue comes from two of Johnny's recent albums—both went gold. So, it's no mystery where "Giant" is headed.



Marketed by Phonogram, Inc.
A POLYGRAM COMPANY
DISTRIBUTED BY POLYGRAM DISTRIBUTION, INC.

Write or call your local Polygram Distribution sales office for displays and other promotional items.

JOHNNY GUITAR WATSON

IN THE PREMIERE RELEASE MARKING THE NEW ASSOCIATION OF PHONOGRAM, INC. AND DJM RECORDS

WEA Launches Fall Program With 4 Regional Conferences

(continued from page 9)

Bach climaxed his presentation with the "Marketteam" discussion, stating that WEA's team effort approach to marketing is responsible for a good deal of the company's success. Bach affirmed that WEA was a "grand design" put forward by company founder Joel Friedman, with the assistance of Henry Droz and Mike Elliot. The trio decided to implement a decentralized operating formula in putting together WEA, and seven years later, the company remains committed to the decentralized management philosophy. "Each branch is a 'team,' as is each district office, as is the credit department, operations/comptroller department, warehousing and systems," stated Bach. "What we truly have are several teams within the branch team."

Promotion Meetings

In-depth promotion meetings involving new releases, shipping schedules, artist concert appearances, and projected promotion campaigns were chaired by Russ Thyret, Warner Bros. vice president/promotion; Rip Pelley, Elektra/Asylum's national field promotion manager; Dave Glew, Atlantic senior vice president; Henry Allen, president of Cotillion; and Doug Morris, president of Atco.

Also during the meetings, key marketing and operations executives from WEA and its family of labels conducted seminars, workshops and rap sessions devoted to advertising, merchandising, sales promotion, operations, customer services, inventory, credit and data processing.

Label Presentations

Presentations of new releases scheduled for the final third of 1978 were chaired by Ed Rosenblatt, vice president/sales & promotion, Warner Bros., Stan Marshall, vice president/sales, Elektra/Asylum, and Dave Glew.

Warner Bros. has lined up the following album releases for the fall season: double live albums by Shaun Cassidy, Todd Rundgren, Bob Marley and Richard Pryor; a greatest hits package by Emmylou Harris; and new studio LPs by George Harrison, the Doobie Brothers, Rod Stewart, Neil Young, Cheech and Chong, Z.Z. Top, Chaka Khan, Nicolette Larson, Alice Cooper, Devo and Steve Martin; and a 10-record set by Keith Jarrett.

On Elektra/Asylum, forthcoming releases include: "Living In The USA" by

Sire Restructures Promotion Dept; Nathan Appointed Vice President

LOS ANGELES — Marc Nathan has been named vice president of promotion for Sire Records in a major realignment of the label's promotion department.

Former Director

Nathan was formerly director of west coast operations for Sire. Before that he served as national promotion director for a number of companies, including Bearsville, Casablanca, Playboy/Beserkely and Mushroom.

Working with Nathan out of Sire's west coast office will be Rich Sargent. Sargent, who has been named national promotion

Linda Ronstadt; "All You Need Is The Music" by Neil Sedaka; new albums by Tom Waits, Jesse Colin Young, Lucifer's Friend, Jay Ferguson, Badfinger, John David Souther, Queen, Steve Goodman, Roy Acuff and the Eagles. From the label's Jazz Fusion division, new releases include "Out Of The Woods" by Oregon; "Angels Of The Deep" by Sweetbottom; and albums by Aquarian Dream, Patrice Rushen, Lenny White and Ubiquity/Starbooty. Also scheduled is the debut album on Richard Perry's Planet label by the Pointer Sisters.

Albums scheduled to be issued this fall on Atlantic include: "Tormato" by Yes; "Elan" by Firefall; "The Bride Stripped Bare" by Bryan Ferry; new LPs by Faze-O, Temptations, Herbie Mann, Cerrone, Brides Of Funkenstein, Small Faces, Marcus Joseph, Leif Garrett, Chic and Lindisfarne. Also spotlighted during the Atlantic presentation were the new singles by the Rolling Stones ("Beast Of Burden") and Foreigner ("Double Vision").

Awards Presentation

The first day's meetings and presentations in the four cities were climaxed by a cocktail party, entertainment, dinner and an awards presentation to honor the achievements of WEA's top personnel throughout its eight regional branches. In all, 22 awards were presented, with the "Branch Of The Year" award going to the Atlanta branch (see related story page 60).

Young Publishers Select Name For Association

NEW YORK — The National Music Publisher's Association-sponsored group of young music publishers have voted to name themselves the Music Publisher's forum. The vote highlighted a Sept. 7 meeting held at the MCA building, which boasted a turnout of 40, the highest since the group's inception in June, 1978.

Guest Speakers

Guest speakers were attorney Michael F. Sukin and Steve Kahn, manager of visual productions for RCA Records. Sukin reviewed the application of the new copyright law to video cassettes and video discs, while Kahn showed a closed-circuit television montage of video productions created by RCA for sales and artists promotions.

The next meeting of the Music Publisher's Forum will be held during the first week of October.

director, was formerly national promotion director of Mushroom Records. Prior to that he held similar positions at Roadshow Records and Amherst/DJM Records.

Assisting Sargent and Nathan out of Sire's L.A. office will be Maryanne Campagna.

In New York, Suzanne Emile has been named national secondary promotion coordinator. She previously held the same position at Big Tree Records.

John Montgomery, formerly Sire's vice president, of promotion, has been named vice president, sales and marketing.

EAST COASTINGS — **MOON REMEMBERED** — Following the death of Keith Moon, Peter Townshend issued this statement from the group's press offices in London: "We have lost our great comedian; our supreme melodramatist; the man who apart from being the most unpredictable and spontaneous drummer in rock, would have set himself alight if he thought it would make the audience laugh or jump out of their seats. We have lost our drummer but also our alter-ego. He drove us hard many times, but his love for everyone of us always ultimately came through." As for the group's future plans, Townshend said, "We are more determined than ever to carry on and we want the spirit of the group to which Keith contributed so much to go on, although no human being can ever take his place. We loved him and he's gone."



STEWART SHOT — Rod Stewart recently taped a commercial for his new album during the photo session for the album's cover. The commercial was shot by Sunrise Canyon Video president Bill Hughes (left).

brought a pick-up band dubbed **The Casualties** into Max's Kansas City last week for an evening's worth of New Wave tunes. The set, which opened with two of **Iggy Pop's** most famous "love" songs ("Search and Destroy" b/w "Now I Want to Be Your Dog"), also featured a surprise version of **Paul Revere & The Raiders'** "I'm Not Your Stepping Stone" and closed with Sid's interpretation of "My Way." "Casualties" of the evening included **The Clash's Mick Jones** on guitar, **Arthur "Killer" Kane** on bass, and **Jerry Nolan** on drums. The band generated "a tremendous amount of audience enthusiasm, but weren't that good," according to Aaron "Johnny" Fuchs, Sid and the boys will be back at the venue September 28-30. Speaking of Max's, **Lisa Burns** recently debuted her new band, **The Young Doctors**, for two nights, where the group performed a new version of **Peter Gabriel's** "Modern Love."

HOW DOES HE DO IT? — In a letter to *Melody Maker's* Mailbag regarding a review the paper ran of his Royal Albert Hall concert last May, singer **Don McLean** lashed out at the reviewer who asked McLean 'just how he does it.' In a free-form stab at English prose, McLean wrote, "It's very satisfying to me to know that my audience can respond to the fact that I charge a reasonable ticket price and give them one-and-a-half hours of non-stop music in spite of the fact that cynical rags like yours continue to sell the disco junk and glitter trash that make the commercial music scene the perverted cesspool it has become, awash with no-talent clowns who'll do anything to sell records, except make decent music!"

35 MM DREAMS — "American Boy," a new film by **Martin Scorsese**, will be given its world premiere October 6th at the 16th New York Festival. The director profiles close friend **Steven Prince**, who's best remembered as the fast-talking gun salesman in "Taxi Driver." Scorsese, in turn, is profiled in "Movies Are My Life," which completes the double bill. By the way, Marty, did **Charlie** really set up **Johnny Boy** in "Mean Streets?"

NAMES IN THE NEWS — **Booker T. Jones'** new LP, "Try and Love Again," sounds like his strongest solo LP to date. It features **Jay Graydon** on guitar... Sitting in with Austin's own **Doug Sahm** at the Other End last week, former **Rolling Thunder Revue** bassist **Rob Stoner** obliged the crowd with a rousing "Positively Fourth Street"... **Doctor Demento** can now be heard every Sunday night at 10 p.m. over 99X... **Angus Young** of **AC/DC** didn't let a heckler at a recent set at the Calderone Theatre faze him. The agile guitarist promptly jumped into the crowd to tangle with the gent as the band played on... **Joe Cocker** embarks on a month-long concert tour in October with a tentative date set for Carnegie Hall... **City Boy** to open **Hall and Oates'** forthcoming national tour... **Lucl Arnaz** and **Robert Klein** have been cast as the lyricist and composer that shack up in **Neil Simon's** new comedy, "They're Playing Our Song." The show opens in L.A. in December and moves to New York in February... **Leslie West** and **Felix Pappalardi** helping out **Corky Laing** on his second solo LP... **Steve Martin** has reportedly been talking to **Mike Nichols** about directing "Easy Money," a film written by Martin based on a "rags-to-riches-to-rags" story... **Phil Dimauro** has left MCA Records. He can be reached at (212) 228-3489... Former **Crusader** guitarist **Larry Carlton** checks into the Bottom Line September 27-28, while the legendary **Carl Perkins** rocks My Father's Place October 26... Speaking of legends, **Allan "Jake" Jacobs** is back in action with his **Family Jewels**, with upcoming dates set for Doctor Generosity's and Kenny's Castaways... And **Bruce Springsteen's** September 19 date will be broadcast live over WNEW-FM from the Capitol Theatre in Passaic, New Jersey, at approximately 9 p.m.

LOVE AND X — In a column entitled "I Wish I Had Invented Sex," **Blondie's Debbie Harry** relates in the October issue of *High Times* that "lines at the supermarket, crowded buses and elevators pose my biggest sex-related problems. If I can be completely honest with all you perverts, the supermarket is the place for a turn-on. Maybe it's the bright lights, the Muzak, the smell of the deli department or the bloodied uniforms of stiff white-duck material. I can't say exactly what it is, but I know that it doesn't cost 25 cents to get in!"

BIRTHDAY BOY — **Howard Deitz**, who wrote such standards as "Dancing In The Dark" and "That's Entertainment," recently celebrated his 82nd birthday at the Rusk Rehabilitation Center in New York. Deitz was joined by members of his family, invited guests from the



GILDER'S HEART THROBS — *Chrysalis* recording artist Nick Gilder was joined by Heart members Ann Wilson (left) and Nancy Wilson following his performance as the group's opener at a recent outdoor concert in Vancouver.



Nathan

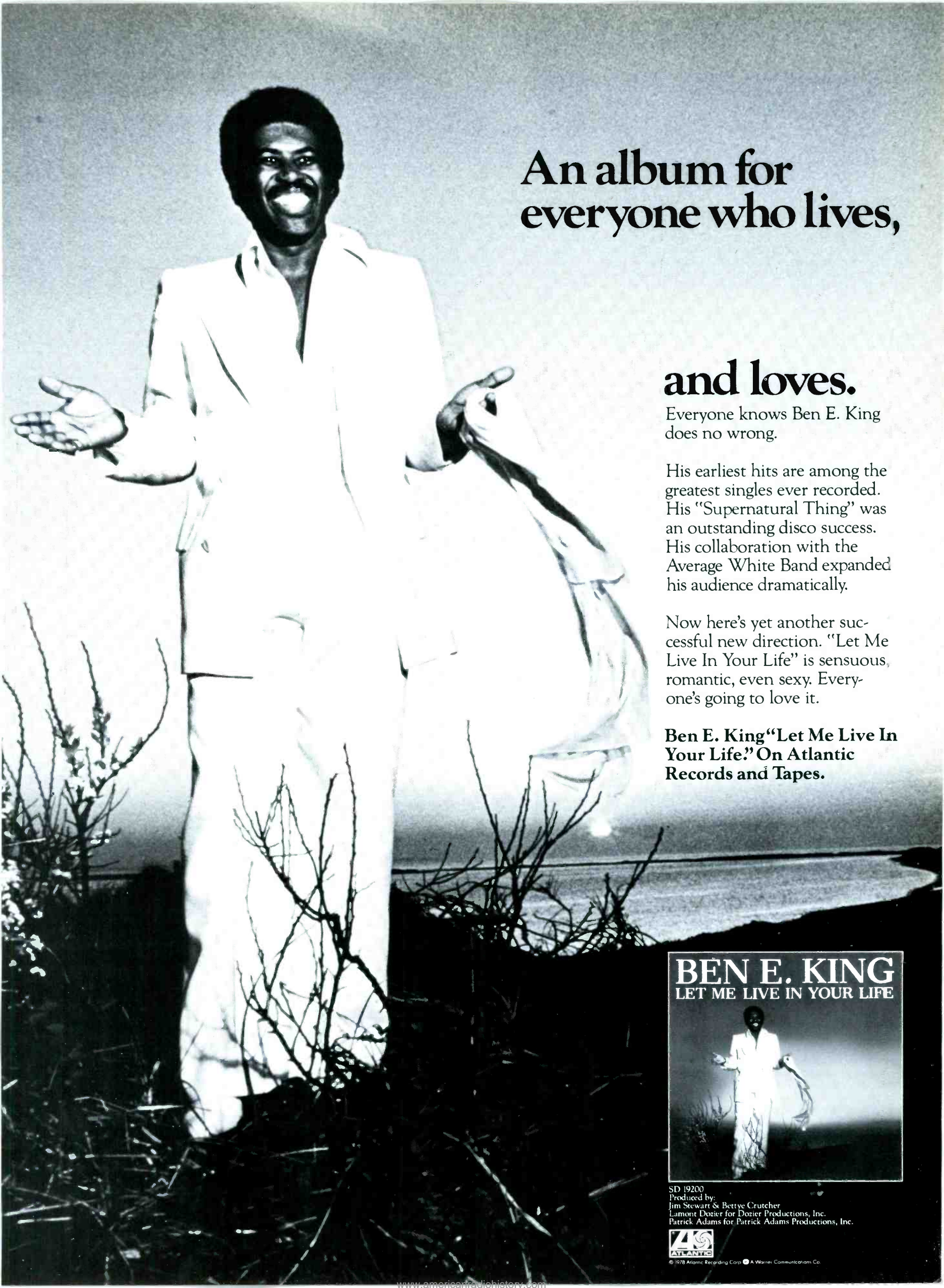


Sargent



Emile

(continued on page 20)



An album for
everyone who lives,

and loves.

Everyone knows Ben E. King
does no wrong.

His earliest hits are among the
greatest singles ever recorded.
His "Supernatural Thing" was
an outstanding disco success.
His collaboration with the
Average White Band expanded
his audience dramatically.

Now here's yet another suc-
cessful new direction. "Let Me
Live In Your Life" is sensuous,
romantic, even sexy. Every-
one's going to love it.

**Ben E. King "Let Me Live In
Your Life." On Atlantic
Records and Tapes.**



BEN E. KING
LET ME LIVE IN YOUR LIFE

SD 19200
Produced by:
Jim Stewart & Bertie Crutcher
Lamont Dozier for Dozier Productions, Inc.
Patrick Adams for Patrick Adams Productions, Inc.



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Industry Announcements

Nat'l Rec. Mart Names Directors

LOS ANGELES — National Record Mart, one of the nation's oldest retail chains, has restructured its corporate hierarchy "to more effectively direct the course of (its) continuing expansion."

The key structure change is the formation of a board of directors. Sam Shapiro, formerly president of National Record Mart, is now chairman of the board. Jason Shapiro, formerly secretary and treasurer, and Howard Shapiro, formerly vice president, both become vice chairmen of the company.

Frank Fischer, formerly vice president and director of operations, has been promoted to president and Jimmy Grimes has been promoted to vice president of merchandising. George Balicky becomes assistant director of merchandising.

National Record Mart plans to open three more of its Oasis superstores by the end of the year.

Global Ltd. Buys Tee Vee Records

LOS ANGELES — Global Communications Limited has agreed to purchase all the outstanding shares of Tee Vee Records Inc., an Ontario-based corporation.

Tee Vee Records Inc., directly and through its subsidiaries in the U.S. and Great Britain, publishes, produces and distributes records, tapes and television specials by artists such as Charley Pride, Englebert Humperdinck and Canada's Carroll Baker.

Tee Vee Records' sales in Canada and other countries exceed \$18 million for the fiscal year ended July 31, 1978.

KC Band To Tour

LOS ANGELES — TK Records group KC and the Sunshine Band begins its first tour in nearly one year Sept. 30 in Baton Rouge, La. The tour includes stops in 21 cities in 15 states over a period of one month. The group's shows in Chicago, Detroit, Atlanta and Miami will be recorded for a future live album.

Mayor Salutes Gershwin

LOS ANGELES — Los Angeles Mayor Tom Bradley will issue a proclamation Sept. 26 marking the posthumous 80th birthday of George Gershwin and saluting ASCAP and the songwriters of Los Angeles for their "contributions to the cultural life of the city." Gershwin, who died in 1937, was a resident of Los Angeles at the time of his death.

Four Columbia Groups Harvest Gold Records

YEW YORK — Four Columbia recording acts garnered gold records in one day, September 18. The records are the 45 of "Got To Get You Into My Life" by Earth, Wind, and Fire, and these albums: The Emotions' "Sunbeam," Kenny Loggins' "Night Watch," and Dave Mason's "Mariposa de Oro."

CPP Issues 3 Folios

LOS ANGELES — Columbia Pictures Publications has released two songbooks from recent hit albums and a third which is a mixed folio of country songs.

The first two folios are from Warren Zevon's "Excitable Boy" and Tom Petty and the Heartbreakers' recent "You're Gonna Get It" LPs. The mixed songbook is entitled "Country Edition — Top of the Charts."

Horne Single Released

LOS ANGELES — Sunshine Sound Records has released "Let Me, Let Me (Let Me Be Your Lover)," the new single by Jimmy "Bo" Horne.

Capitol Launches Jazz Promo Tour

LOS ANGELES — Four Capitol Records jazz artists last week embarked on what the label has dubbed as its "Modern Music Of The Americas" promotional tour.

Capitol is working in conjunction with several concert promoters and is co-sponsoring the tour with the National Emergency Education Drive (NEED). The artists, Raul De Souza, Gary Bartz, Bobby Lyle and Caldera, will play dates throughout the southern and eastern United States for the period of Sept. 15-25.

The acts will perform together on the first four dates of the concert tour and make appearances in local record stores as part of Capitol's promotional effort. After those four dates, Caldera and De Souza will play two dates in Florida while Bartz and Lyle give concerts in Tennessee and Alabama. The artists reunite Sept. 22 for the Atlanta Free Jazz Festival and continue together for the remainder of the tour.

The program began Sept. 16 in Dallas and winds up Sept. 25 in Pittsburgh.

Jethro Tull LP, Tour Dates Set

LOS ANGELES — Chrysalis Records is releasing the new Jethro Tull album, "Jethro Tull Live — Bursting Out," Sept. 29 to coincide with the beginning of the British group's six-week U.S. tour.

"Bursting Out" is a two-record set recorded entirely from one show on the group's recent "Heavy Horses Trek of Europe '78" tour.

The new tour begins Oct. 1 in Hampton Roads, Va. and continues with four nights at Madison Square Garden Oct. 8-11, two nights at the Forum in Los Angeles Nov. 13 and 14 and concludes with three nights at the Long Beach Auditorium Nov. 15-17.

Leeds Form Album Promotion Company With Champion's Aid

NEW YORK — Steve Leeds has formed a new album promotion company called Steve Leeds Promotions. Operating out of the Champion Entertainment Organization in New York, the firm will specialize in AOR promotion in the Northeast. Leeds' initial projects include Hall and Oates, Network, and Ian Matthews. He can be reached at (212) 765-8553.

MCA Releases 3

LOS ANGELES — Golden Earring's new "Grab It For A Second" album tops the list of three releases due late this month from MCA Records. Also scheduled for release are two MCA debuts by the Blend and Ted Taylor.

Welz Moves Offices

NEW YORK — Joey Welz, veteran recording artist and record producer, has moved his offices to Cloud Forty, Paradise, Pennsylvania 17562. Telephone is 717-299-1600.

Welz' enterprises include Dawn Productions, Ursula Music (BMI), Welz Music (ASCAP), and International Talent.

Ravan Bows Prod. Co.

NEW YORK — Singer/producer Genya Ravan has formed Genya Ravan Productions. Inquiries should be directed to Michael Hektoen at TWM Management in New York.

2nd Angelo LP Issued

LOS ANGELES — Fantasy Records has released the second album by Angelo, entitled "Midnight Prowl." In conjunction with the album, Angelo is preparing for a cross-country tour beginning late in the fall.

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media and the music industry, and fellow patients at the Center. Among those who entertained was **Tiny Tim**.

PENNANT FEVER — The field mouse that ran across the Fenway Park infield last week following the **Yankees** first of four successive triumphs over the **Bo Sox** was reminiscent of the black cat that showed up at Shea Stadium in July of 1969 when the **Mets** conquered the **Cubs** en route to their first world championship. Which brings us to a recent observation from **Ron Hadlan**, a college instructor from Los Angeles, in response to the question, "What Person Best Epitomizes New York to You?" Hadlan's answer: "**Billy Martin**. He's a clever bullshit artist, a survivor, and he has the veneer of sophistication without the essence of it, which is typically New York."

leo sacks

POINTS WEST — HAPPY FETE — The recent concert at the Universal Amphitheatre featuring **Steve Martin** and the **Blues Brothers** (aka **Dan Aykroyd** and **John Belushi**), offered a fine excuse for a lavish party. Attendees of the post-show bash included such wanderers as **Linda Ronstadt**, **Karla Bonoff**, **Art Garfunkel**, **Mick Jagger**, **Bill Graham**, **Stephen Bishop**, **Bill Wyman**, **Michael Johnson**, **Alice Cooper**, **Carl Wilson**, **Jackson Browne** and a host of TV personalities such as **Henry Winkler**, **Rob Reiner**, **Walter Matthau**, **Penny Marshall** and **Norm Crosby** who, by the way, was not drinking light beer. **Cash Box** investigative reporter **Peter Hartz** says, he and Aykroyd had an interesting discussion about the swans paddling the Avon River in Stratford, Canada. Both Aykroyd and Hartz fit into the resident alien classification. In addition to mentioning that he used to operate a bar in Canada, Aykroyd also said that he thinks the Blues Brothers will stand the test of time because "it works." There was little doubt in the mind of the concert-goers. Dressed in black suits, black sunglasses and hats, Belushi and Aykroyd offered solid blues, supported ably by notables **Tom Scott**, **Steve Cropper**, and musical director **Paul Shaffer** among others in the crack band. Aykroyd plays a dashing harmonica and Belushi delivered powerful vocals. The choreography provided many hilarious sight gags. Steve Martin was his crazed self, delighting the audience. Although he offered no new material from his date at the Forum, Martin still produced belly laughs that made it practically impossible for **Cash Box** writer **Joey Berlin** to take notes. Martin said that he is coming with a new album in two weeks.

HOT DOGG — Meanwhile, a less publicized but equally celebrated party took place a couple of days earlier at the home of **Jerry "Swamp Dogg" Williams**, attended by such diverse but enthusiastic Swamp Dogg fans as **Bob Merlls**, **Gene** and **Marsha Meyer Sculatti**, **Art Fein**, **Todd Everett**, **Tom Vickers** and **Jane Alsobrook**, among others. Swamp hosted his



THREE AGAINST 6 — *Casablanca* recording artists **Donna Summer** and **Cher** were joined by **Jaye P. Morgan** at a fund-raising luncheon at the Beverly Hills Hotel in support of the "No On Proposition 6" campaign. *Proposition 6, the Briggs Initiative, advocates the dismissal of any public school teacher who openly endorses homosexual behavior.* Pictured (l-r) are: *Summer; Cher; and Morgan.*

fans at his house, and treated them to the fruits of a full day of home cooking, including homemade ribs and peach cobbler. They also had their choice of music from Swamp's jukebox, which features 100 titles, all written, produced or sung by Swamp . . . The Neil Young-Dolly Parton tour mentioned in this space recently has now become a Neil Young tour. Young, apparently, decided he doesn't want an opening act and would rather play a longer, half acoustic and half electric with Crazy Horse. Dolly, in the meantime, is preparing for a tour of Europe . . . "Crawdaddy" magazine is changing its name to "Feature," probably as a method of more clearly projecting its desired image . . . Alec Costandinos is coming into Los Angeles to scout possible sites for the production of the third Love & Kisses LP for Casablanca. The first two albums were produced in London, as has everything produced by Costandinos . . . Artie Kane, who created most of the score for "Eyes of Laura Mars," has been signed to write the music for "Devil Dog: Hound From Hell," starring Richard Crenna and Yvette Mimieux. It will air Oct. 31 on CBS-TV.

DID YOU KNOW? — **Steve Thompson**, a **Cash Box** reader, recently wrote in to point out — not that we weren't aware of it — that in the Sept. 16 issue, there are 34 chart entries containing the word "night" (counting "tonight" and "midnight"). Thompson insists, "Nothing like this has happened since 1967, when every other song had the word 'summer' or 'sunny' in the title . . . (although 'boogie' titles came close in '75)." The most amazing thing about all these "night" songs is that not a one is by **Bruce Springsteen** . . . We also got a response to our printed report of the softball defeat of the **Eagles** at the hands of Elektra/Asylum staffers in Chicago recently. Although the score officially was 10-7 (the Eagles team says 10-9), the E/A line-up is under protest because **Mick Veack**, who just happens to be the son of Chicago White Sox owner **Bill Veack**, was responsible for four of the E/A runs . . . The Eagles claims he was a ringer and that without his contribution, the outcome of the game would have been entirely different . . . **Graham Parker** is on tour in Australia and currently in the process of finalizing his switch from Mercury to Arista in the U.S. . . . **Nick Lowe** and **Dave Edmunds** return for a U.S. tour shortly, this time in support of Edmunds' new "Tracks On Wax 4" album. They are aiming to hit Los Angeles around Thanksgiving . . . While in Boston, the **Greg Kihn Band** was joined on stage at the Paradise by **Jonathan Richman** . . . **Waylon Jennings**, whose new LP is due at the end of the month, may be back in L.A. for some shows in October.

SHORT TAKES — Atlantic's **Foreigner** will perform at the San Diego Sports Arena Oct. 26 in a benefit for the Old Globe Theatre, one of the city's landmarks. Tickets range in price from \$10 at the low end to a high of \$50 . . . **Elvis Costello** is at work in a recording studio in London on his third album for Columbia. He reportedly has recorded about 20 songs, from which he will choose the 10 to 12 songs which will end up on the LP . . . ABC should have **Steely Dan's** "Greatest Hits" ready before the end of the year. The two-record set contains one song, "Here At The Western World," which has never been released. Otherwise, it's all material previously available . . . **Mac Davis** will headline the MGM-Grand in Las Vegas Sept. 28-Oct. 18 . . . **Johnny Rivers** has signed with Athena Artists for representation in the personal appearance field . . . And Epic's **Bonnie Koloc** has affiliated with The Cameron Organization for personal management . . . The **Kenny Rogers** Celebrity Tennis Tournament is set for Sept. 23-24 at the San Diego Country Estates. Proceeds will benefit the U.S. Olympic committee. Some of those planning to participate include **Bruce Jenner**, **Anson Williams**, **Trini Lopez**, **Parker Stevenson**, **Bill Medley**, **Bob Seagren** and **Jack Jones**, among others . . . The "Champagne Jam" held Sept. 4 in Atlanta's Grants Field, set a single rock audience record, drawing 60,000 people and grossing \$550,000. The concert featured Polydor's **Atlanta Rhythm Section**.

(continued on page 29)

DOG & BUTTERFLY — Heart — Portrait PR 35555 — Producers: Mike Flicker, Heart and Michael Fisher — List: 7.98

After three successive platinum albums, the Wilson sisters (Ann and Nancy) have released their second Portrait album, "Dog & Butterfly," and the group appears assured to equal or surpass their prior success with this effort. As usual, Heart has concocted a tasty combination of hard-nosed rockers and more moderate folk-style tunes, with Ann Wilson's versatile, soaring voice leading the way. Includes the single, "Straight On," plus an explosive rock track recorded live, "Cook With Fire."

SOME ENCHANTED EVENING — Blue Oyster Cult — Columbia JC 35563 — Producers: Sandy Pearlman, Murray Krugman and Blue Oyster Cult — List: 7.98

Due to the success of its first live album and the popularity of the live versions of its most recent studio material, Blue Oyster Cult has issued "Some Enchanted Evening," a single album collection of the group's concert performances. Standout tracks on this worthwhile set include "(Don't Fear) The Reaper," "Godzilla," plus a fine cover of the MC5's classic "Kick Out The Jams." For heavy AOR action.

MARILYN & BILLY — Marilyn McCoo & Billy Davis Jr. — Columbia JC 35603 — Producers: Billy Davis Jr., Steve Cropper and Michael Masser — List: 7.98

Now signed to Columbia, this veteran husband and wife team appear set for continued pop/easy listening success with this release. Featuring the single, "Shine On Silver Moon," "Marilyn & Billy" contains ten selections which display the duo's first-rate lead vocals and harmonies, plus the LP's bright, pleasant arrangements. Standout cuts on this recording include the single, plus "You Got The Love" and "Stay With Me."

LOVE & PEACE — Ray Charles — Crossover/Atlantic SD 19199 — Producer: Ray Charles — List: 7.98

Brother Ray's second LP since returning to the Atlantic fold finds him delving deeper into the realm of jazz/funk. The majority of the arrangements here feature tight, crisp horn-playing while a couple of ballads offer a nice break between the pep and punch of the remaining tunes. Side one, as might be guessed from the title, deals with romance, while on side two Ray reaches out with some pointed political statements. Likely R&B, disco, jazz and Top 40 airplay.

GIANT FOR A DAY — Gentle Giant — Capitol SW-11813 — Producer: Gentle Giant — List: 7.98

It used to be that the word "pretentious" was a smug inside joke between Gentle Giant and its tightly knotted cult following. Over the course of a dozen albums or so the band has apparently grown tired of "art-rock" labeling (and subsequent lean times) and opted for a distillation of their salvaged musical integrity. The LP is a pair of musical comfy slippers for Giant fans and a good starting point for newcomers who are then invited to work their way back and rediscover a long and illustrious AOR and concert career.

TOO WILD TO TAME — The Boyzz — Cleveland Int'l./Epic JE 55440 — Producers: Ron Albert and Howard Albert — List: 7.98

Hard rock is alive and well on this debut LP from Cleveland International's latest find. Lead singer Dirty Dan Buck charges this smoking sextet through nine boot-pounding cuts. While "Destined To Die" and "Lean 'N' Mean" may frighten local authorities, watch for the Boyzz to eat large chunks from AOR playlists on their way to the front of the pack.

STILL LIFE — Jiva — Polydor PD-1-6165 — Producers: Stephen Barncard and Stuart Alan Love — List: 7.98

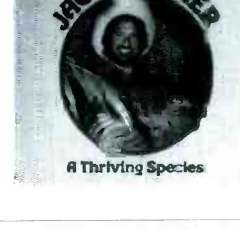
On its debut Polydor album, this pop-rock quintet has issued a surging, colorful effort which is highlighted by the raspy lead vocals of Michael Scott Lanning and clean guitar runs by Patric Pearsall. Also noteworthy is the group's infectious harmonies and appealing melodies. Strong tracks on "Still Life" include "Face The Light," "Take My Love," and "Just For You." For pop and AOR formats.

1994 — A&M SP-4709 — Producer: Jack Douglas — List: 7.98

This quartet believes in the power of the guitar to conquer downtime blues. Karen Lawrence provides high-riding lead vocals (reminiscent of Heart) while the boys stoke the rhythmic engine. Vigorous bass lines by Bill Rhodes and searing guitar lines by Steve Schiff characterize "Once Again" while "Radio Zone" has a beat likely to appeal to pogoers. "Bring It Home" opens with acoustic guitar work and sensitive vocals but the heavy guitars are never far behind.

UNDER THE INFLUENCE — Denise LaSalle — ABC AA-1087 — Producer: Denise LaSalle — List: 7.98

Denise LaSalle possesses an aggressive, soulful voice, and on her latest album she comfortably handles this collection of strutting disco numbers and emotional ballads. "Under The Influence" provides this singer/composer with the perfect showcase for her diverse vocal and writing talents, plus features engaging instrumental arrangements by David Van DePitte. Top cuts include "Feet Don't Fail Me," "No Matter What They Say" and the title track.



TIME PASSAGES — Al Stewart — Arista AB 4190 — Producer: Alan Parsons — List: 7.98

With his first album in two years, Al Stewart has created a richly imaginative follow-up to the top selling "Year Of The Cat" LP. Throughout his longstanding career, Stewart has been noted for his insightful lyrical themes, but it has been the singer/songwriter's flair for inventing memorable melodies and hook-laden arrangements that has attracted a large mainstream audience. "Time Passages" has the unique power to appeal to both music intellectuals and to Top 40 listeners. A consistently rewarding effort.

ONE NATION UNDER A GROOVE — Funkadelic — Warner Bros. BSK 3209 — Producer: George Clinton — List: 7.98

What else can be said about the outrageous George Clinton and his legion of funkophiles. This time out Funkadelic offers an album with a bonus seven-inch four-song EP and the nine songs on the two discs are the same kind of funk that has won over millions of fans already. The title cut is already receiving heavy airplay, but all the tracks have their own magic; powerful rhythms behind some of the most bizarre and provocative lyrics ever pressed on vinyl.

GOIN' COCONUTS — Donny & Marie — Polydor PD-1-6169 — Producers: Mike Curb, Michael Lloyd and the Osmonds — List: 7.98

Now beginning another season on ABC-TV, Donny and Marie Osmond have released "Goin' Coconuts," a combination of disco and easy listening styles which should appeal to the duo's legion of fans. Many of the album's 11 tracks will be performed on the "Donny and Marie" show, and are also suitable for pop and MOR airplay. Boosted by polished production, the LP includes such tunes as "On The Shelf" and "You Don't Have To Say You Love Me."

FIRST GLANCE — April Wine — Capitol SW-11852 — Producer: Myles Goodwyn — List: 7.98

It's a new record and a new American label for these veteran Canadian pop-rockers who have been on the brink of total North American acceptance since the '60s turned into the '70s and the melodically heavy subsequently became rock's black sheep. The Raspberries tried to keep ballziness rolling; as did Blue Ash, Big Star, Grin, and of course, April Wine. Full-bodied guitar work, well written lyrics and a rhythmic bottom that alternately struts and soothes. For AOR and Top 40.

TRACKS ON WAX 4 — Dave Edmunds — Swan Song SS 8505 — Producer: Dave Edmunds — List: 7.98

Whenever rock 'n' roll looks like it is lacking life or just laying lethargically, it seems Dr. Dave comes to the rescue to administer the transfusion and nurse Rock back to health. Once again, the "record maker's record maker" lends the true spirit of rock to 11 new tracks, from Chuck Berry's raunchy "It's My Own Business" to Nick Lowe's "Heart Of The City." Another standout is the rocking yet poignant "A.1. On The Jukebox." The perfect cure for ailing Top 40 and AOR playlists.

TRY AND LOVE AGAIN — Booker T. Jones — A&M Records SP-4720 — Producer: David Anderle — List: 7.98

Booker T. has collected a number of classic hits to cover this time out, including "Ain't That Peculiar," "Someday We'll Be Together" and "I Was Made To Love Her." The arrangements remain close to the originals and the production is clean and uncluttered. Jones' vocals exhibit a mellow, soulful restraint. Almost every cut here could be culled as a single.

CONFIDENTIAL AFFAIR — Harvey Scales — Casablanca NBLP 7105 — Producer: Melvin Griffin — List: 7.98

"Confidential Affair" is an invigorating work which focuses upon Scales' controlled yet intense vocals and the exquisitely-designed arrangements and production of Melvin Griffin. On this LP, Scales (who co-writes most of material here with Griffin) is backed by tasteful instrumental support by such musicians as Cornell Dupree and John Tropea, plus the soaring background vocals of the Moment Of Truth and the Cissy Houston Singers. For R&B and pop airplay.

ZWOL — EMI — America SW 17005 — Producers: Roger Cook, Ralph Murphy and Walter Zwol — List: 7.98

Singer-songwriter Walter Zwol makes his EMI-America debut with a mixed barrage of hard rockers and down-tempo mood tunes. The nine cuts here, are all highlighted by crisp production, Zwol's driving piano licks, and the bald rock and roller's histrionic vocals. Clever cover graphics should entice bin browsers, and the slick single — "New York City" — should kick LP from hitsville to where you live. Target for AOR and take cover.

A THRIVING SPECIES — Jack Skinner — Takoma D-1065 — Producers: Jack Skinner and Byron Berline — List: 6.98

On his first solo LP Jack Skinner has brewed up a batch of ear-pleasing beauties by combining a pinch of pop with a dash of country and a smidgen of folk music. Skinner's sincere, crisp vocal delivery sounds tailor-made for the 12 tunes here (11 originals) and his lyrics are always carefully-crafted. "Another Day Out On The Road" should be played on both pop and country stations.

FEATURE PICKS

FOREIGNER (Atlantic 3514)

Double Vision (3:29) (Somerset Songs/Evan-songs/WB Music Corp. — ASCAP) (M. Jones/L. Gramm)

"Hot Blooded," the first single from the "Double Vision" album, raced into the Top 10. Many listeners think this title track is the finest song on the album. Slashing guitars and a mean, ticking beat give way to an appealing, lighter chorus which is underlined by gently swirling keyboard work. Fine vocals. Top 40 pick.



JOHN TRAVOLTA (RSO 909)

Greased Lightnin' (3:11) (Edwin H. Morris & Co. — ASCAP) (J. Jacobs/W. Casey)

A record company's dream, "Grease" has already yielded four impressive singles and this fifth outing by Travolta is a sure bet for pop attention. Originally planning to release "Sandy," RSO, at the request of radio, decided on "Lightning" which has a classic '50s piano pound and slicked back arrangement of guitar, horns and good singing.



10cc (Polydor PD 14511)

Dreadlock Holiday (4:29) (Man-Ken Music — BMI) (E. Stewart/G. Gouldman)

Already a hit in England, this first single from "Bloody Tourists" is about an encounter in our white and black world. Musically dedicated to reggae, this track by Stewart and Gouldman features sparse guitar work, piano, timbales, cow bell embellishments and fine lead and backing singing. Top 40 pick.



TEDDY PENDERGRASS (Phil. Intl. ZS8 3657)

Only You (3:34) (Mighty Three Music — BMI) (K. Gamble/L. Huff)

Pendergrass is a classic singer, capable of strong expression and subtle nuance. "Close The Door," the first single from "Life Is A Song Worth Singing," was a sultry ballad; this offering with a conga backing, guitar touches and horns has a more uptempo pace. Pendergrass' singing is more aggressive. Well-suited to R&B lists and pop consideration.

TOBY BEAU (RCA JH-11388)

Into The Night (3:29) (Texongs Music/BoMass Music — BMI) (D. McKenna/B. Silva/S. Zipper)

Toby Beau made a substantial pop impact with the soaring "My Angel Baby." This second single from the debut album is a story of a serenading seniorita. With fine vocals and a solid arrangement of heavy guitars and sweetening strings, this track is well-suited to Top 40 lists.



GENE COTTON (Ariola 7723)

Like A Sunday In Salem (3:29) (United Artists Music — ASCAP) (G. Cotton)

This third single from the "Save The Dancer" is a ballad about the dark days of repression during the McCarthy era. With an interesting lyric and a strong musical arrangement of guitars and crisp beat, this track warrants Top 40 attention. Fine lead and backing vocals.



WARREN ZEVON (Elektra/Asylum E-45526)

Johnny Strikes Up The Band (2:47) (Zevon Music — BMI) (W. Zevon)

This third single from the "Excitable Boy" album, produced by Jackson Browne and Waddy Wachtel, bears Zevon's classic imprint: piano beat, strong guitar lines and husky vocals. Wachtel provides alternately crystalline and fuzzy guitar work. A fine rocker, this track deserves Top 40 consideration.



CRIMSON TIDE (Capitol P-4632)

Love Stop (3:03) (Almo Music — ASCAP) (J. David)

The first single from the "Crimson Tide" album, this track is a demanding rocker with aggressive guitar lines, sophisticated production, rich textures, strings and excellent singing. Organ backing, lead guitar solo and heavy rhythm guitar and "Layla" lick makes this a good AOR, Top 40 add.

SINGLES TO WATCH

LORNA WRIGHT (Rocket/RCA JH-11307)

Night Music (3:30) (Chappell Music/Brown Shoes Music — ASCAP) (D. Ellingson)

This first single from the "Circle Of Love" album is a gentle ballad which builds to a broadened chorus. Percussion embellishments, pedal steel, electric piano and strong lead guitar solo. Wright's vocals are sensitive and effective. Suited to pop lists.

MUENCH (Republic REP-027)

I Just Want To Love You (3:23) (DebDave Music/Briarpatch Music — BMI) (E. Stevens/E. Rabbitt/D. Malloy)

Who Muench is and where they are from is a mystery but this track on Republic Records sounds like a good Top 40 add. A moderate ballad with a two-part hook area, this track has good singing and harmonies, synthesizer backing and clear guitar lines.

MELBA MOORE (Epic 8-50600)

You Stepped Into My Life (3:55) (Stigwood Music/Admin. by Unichappell Music — BMI) (B. Gibb/R. Gibb/M. Gibb)

A Bee Gees tune from the "Children Of The World" album, this single included on Moore's "Melba" album features a dashing string arrangement, conga backing and assorted percussion embellishments, rhythm guitar work, funky bass and a dance-floor appeal likely to bring R&B action.

THE TEMPTATIONS (Atlantic 3517)

Bare Back (3:36) (Good Life Music — BMI) (B. Holland/H. Beatty/E. Holland)

This title track and first single from The Temptations' new album opens with a vigorous chorus punctuated by horns. The drum beat is steady and upfront. With a racy insinuation and a bleeped word, the track offers straight ahead driving R&B. Good vocals. Suited to R&B and pop lists.

BRIAN CADD (Capitol 4626)

Yesterdaydreams (3:35) (Brian Cadd Music — BMI) (B. Cadd)

This title track from Cadd's new album has a funky electric piano backing, strings and a dramatic stepup to the commanding chorus. Guitars add melodic muscle. Cadd's singing is strong. Well-suited to Top 40, this track could surprise many pop programmers.

CRACKIN' (Warner Bros. 8657)

Double Love (3:06) (See This House Music/Crackin' Music/Big Ears Music — ASCAP) (M. Omartian/A. Lucas/B. Bordy)

This first single from Crackin's forthcoming album is a funky, uptempo number with a smooth chorus. Jaunty keyboard work, handclap beat, popping bass and upper register vocals makes this a solid add to R&B and pop lists.

CHEECH & CHONG (Warner Bros. 8666)

Up In Smoke (3:12) (India Music Ink — ASCAP) (C. Marin/T. Chong)

Taken from the soundtrack to Cheech & Chong's new movie "Up In Smoke," this track has a down-home-in-the-dope-field feel with English and pidgeon Spanish lyrics. Acoustic guitars and mandolin picking and easy beat.

SHALAMAR (Solar/RCA YB-11379)

Take That To The Bank (3:25) (Rosy Music — ASCAP) (L. Sylvers/K. Spencer)

Taken from the "Disco Gardens" album, this track, produced by Leon Sylvers and Dick Griffey, has a driving funk feel assisted by ticking rhythm guitar, piano, silky and interesting lead vocals, soft backing vocals, danceable beat, horns and strings and excitement. Suited to R&B and floor formats.

BARBARA FAIRCHILD (Columbia 3-10825)

It's Sad To Go To The Funeral (Of A Good Love That Has Died) (3:14) (Ape-Leg Music — BMI) (R. Reinhard/B. Fairchild)

Taken from the "This Is Me" album, this track, produced by Billy Sherrill, has a long winded title and a pop arrangement of a country song. Fairchild's voice is sharp and bright; the sinuous backing rhythm, keyboard and jazz guitar work makes this appealing to various formats.

THE BRIDES OF FUNKENSTEIN (Atlantic 3498)

Disco To Go (4:04) (Rubber Band Music — BMI) (B. Clinton/W. Collins)

Taken from the album "Funk Or Walk," this offering has funk o' plenty, handclap beat, punctuating horns, ringing bell guitar, dark synthesizer funk and simple, bright vocals by the Brides, who work a nursery lyric. Well-suited to R&B lists.

THE WHISPERS (Solar/RCA YB-11353)

(Olivia) Lost And Turned Out (3:25) (Spectrum VII — ASCAP) (M. Anthony)

Taken from the "Headlights" album, this track is already creating solid R&B excitement with its easy and gentle pace, storybook lyric and fine silky singing and harmonies. The arrangement favors the vocals with accompanying horns and strings provided backdrop textures. Suited to various formats.

LIVINGSTON TAYLOR (Epic 8-50604)

I Will Be In Love With You (3:31) (Morgan Creek Music/Songs of Bandier-Koppelman — ASCAP) (L. Taylor)

Taken from "3-Way Mirror," this track has an ambitious and silky string arrangement, easy ballad beat, moderate rhythmic undercurrents and gentle singing. Suited to AC and other pop lists.

ZULEMA (LeJoint/London 5N-34001)

Change (3:25) (Double Joint Music/Zu-Grace Music — BMI) (Z. Cusseaux)

This offering from Zulema on London's new custom label LeJoint, is co-produced by Van McCoy. A driving beat, piano pound, horns and strings and fine, polished singing make this an excellent track for R&B and dance-floor action. Watch this one.

MAYNARD FERGUSON (Columbia 3-10823)

Battlestar Galactica Theme (3:50) (Duchess Music — BMI) (S. Phillips/G. Larson)

The theme song from the new Universal TV series about adventures in space is included on Ferguson's "Carnival" album. Synthesizer excitement, aggressive horn work and funky rhythm muscle makes this dazzling track suited to various formats.

COOPER BROTHERS (Capricorn CPS-0308)

The Dream Never Dies (3:10) (Oboe Mastro Music/Tamiami Music/Admin. by Welbeck Music) (R. Cooper)

This second single from the Canadian Cooper Brothers namesake album has a fine a cappella harmony intro and a moderate country-influenced beat. Piano and acoustic guitars back the broad chorus. Suited to pop lists.

AirPlay

RADIO ON TELEVISION — CBS Television screened the premiere episode of its comedy series, "WKRP in Cincinnati," at a Hollywood cocktail party last week and judging from the laughter that filled the room it looks like they've got a hit on their hands. And it wasn't an easy audience to please. Most of the guests were representatives from Los Angeles radio stations, so the show had to be not only funny but also somewhat reflective of life at a real station.

But CBS, with the help of an excellent cast led by **Gary Sandy** as the new PD and **Gordon Jump** as the station owner's son, succeeded in making the pilot episode very funny without throwing credibility to the wind. Of course it is a sit-com, and as such "WKRP" exists in a world of its own. But when the applause died down after the show ended, the clear consensus of the radio people gathered for the screening was that CBS should be commended for producing a comedy not totally out of line with the experiences of many in the audience. "WKRP" premieres this week.

Among the stations represented at the screening were: **KWST, KZLA, KMPC, KHJ, KIQQ, KIIS, KRTH, KKTT, KLAC, KTNO, KRLA, KGIL** and **KNX-FM**.

LOOK OUT MIDSHIPMEN, HERE COMES RADIO — The first east coast "Burns Media Program Studies Seminar" will be held Dec. 10-12 in Annapolis, Maryland, at the Hilton Inn. The three-day session will be conducted along the lines of the seminars held in California and Colorado during the past year. The seminars feature professional faculty conducting intensive classes in all phases of radio program management in an isolated, "retreat-like" atmosphere. Sessions begin with a continental breakfast early in the morning and run all day and into the evening. For further information, call **Judith Burns** or **Susan Fisher** at (213) 654-6412.

SYNDICATION INDICATIONS — "The Great American Radio Show" looks like the next thoroughbred out of the stable of Westwood One, the Los Angeles-based national syndication company that currently distributes such shows as "Star Trak," "Dr. Demento" and "In Hollywood." Westwood One president **Norm Pattiz** says the two-hour weekly program, hosted by **Mike Harrison**, will include a countdown of the top 20 tracks nationally and highlights of the new rock and jazz selections as compiled by the research of "Goodphone Weekly," of which Harrison serves as director. The show will also feature artist interviews and contemporary vignettes. For the past three years, Harrison has been heard on **KMET/Los Angeles** and was formerly managing editor of "Radio & Records."



THEIR GENERATION — **Alice Cooper** and **Bernie Taupin** were interviewed on **KHJ's "Our Generation"** program about their new songwriting partnership, Cooper's new "Stories From The Inside" LP on Warner Bros. Records and his efforts to restore the Hollywood sign. Shown after the taping are (l-r): **Cooper**; **Greg Barbacovi** of **KHJ**; and **Taupin**.

mass appeal, more live concerts and new special features. The new "RATW" will be co-hosted by veteran AOR personalities **Barry Everitt** and **Niki Mosberg**. Everitt, who will share responsibility as the show's producer with Yurdin, has extensive air experience in Europe as well as America. He served as PD of Europe's late sixties album rocker "Radio Geronimo," was director of album programming for Europe's "Radio Caroline" and also founded Britain's Revelation Records. Mosberg has been an air personality on **WXPN/Philadelphia**, **KRMH/Austin** and **KSML/Lake Tahoe**, as well as serving as radio and television producer for the Public Advertising Council in Los Angeles most recently.

Also coming up on the syndication front is "The Unexplainable," a dramatized five-minute show produced by the Los Angeles Production Group that will be available beginning early next year. "The Unexplainable," which looks into baffling, yet true phenomena for which no explanation has been found, is currently airing on 400 outlets in 22 countries over the Armed Forces Radio and TV Service. Further information on the program can be obtained from **Mike Delamater**, (213) 466-5128.

STATION TO STATION — "Sunday Nite Live," a new **KSAN/San Francisco** show featuring three hours of recorded live concerts taken from sources including BBC, King Biscuit and the **KSAN** live show archives, recently debuted in the 9 p.m. slot. . . Also on the live music at **KSAN** schedule is the U.S. debut of Beserkely Records Artists **The Tyla Gang**. The British rockers will be broadcast from the Old Waldorf. . . The **Gerald Magolnick** family is now \$10,000 richer from having their "WNBC is gonna make me rich" bumper sticker spotted by the New York station's "N" car. . . Chicago NBC affiliates, **WMAQ-AM** and **WKQX-FM**, are sponsors for the Metropolitan Chicago Chapter — March Of Dimes Ride/Stride '78, October 21-22. . . **WXRT/Chicago** promotions director **Barry DeWolfe** and MD **Bob Gelms** took second place in a recent two-and-a-half mile canoe race through the Loop.

NEW JOBS — **WYNF-FM/St. Petersburg** has a new PD, **Bob McNeill**, who was most recently PD at **WRBQ/Tampa**. . . **John Evans** is now news director at **KISW/Seattle**. . . The new music director at **KAKC/Tulsa** is **Tim Oilver**. He replaces **Dr. Don**, who reportedly left under strained circumstances. . . **Lanny West** is also out as MD at **WHHY/Montgomery**. His replacement is **Rich Thomas**. . . **WAAL-FM/Binghamton** PD **Fred Horton** has stepped down (up?) to take a new position as production consultant for the Regional Broadcasters' Group (which owns **WAAL**). **John O'Brien** is the new PD. **Scott Michaels** has also been promoted from assistant MD to MD. . . **Tom Baker** has been appointed GM of **WROR/Boston**. Baker comes from **RKO's WGMS-AM-FM/Washington, D.C.**, where he was assistant GM. . . **Pat Martin** has been named consultant of **WXKE/Fort Wayne**. Martin will retain his duties as PD of Sentry Broadcasting's Stevens Point stations, **WSPT** and **WXYQ**, in addition to his new position.

Jon Currie has joined Drake-Chenault as national programming consultant. Currie had been a programming research associate with Frank Magid Associates. . . Also at Drake-Chenault, **Sam Holman** has been appointed western regional manager for the broadcasting consultancy. . . The new account executive at **WLS/Chicago** is **John Cravens**. Cravens most recently was national sales manager at **WRQX/Washington, D.C.**. . . **KX104** outside of Nashville is looking for jocks. Tapes and resumes to **Michael St. John**, Highway 109, Gallatin, TN 37066. **Joey Berlin**



WINNERS GET STYX — **WLS/Chicago** gave its listeners a chance to preview the new Styx album "Pieces Of Eight" with a contest in which DJ **Jeff Davis** selected callers at random for the listening session. Winners were taken to a local studio to visit the group and hear the album. Pictured at the studio (standing, l-r) are: **Alan Burns**, **WLS** music director; **Bill Johnson**, **A&M Records**; **Chuck Panozzo** and **Dennis De Young** of **Styx**; **Kathy Alcalá**, a friend of one of the winners; **James Young** and **John Panozzo** of **Styx**; and **Davis**; and (seated, l-r) **Tommy Shaw** of **Styx**; and **Cheryl Nelson** and **Daryl Wirth**, contest winners.

Geer Appointed Senior V.P. With CBS Broadcasting

NEW YORK — James H. Geer has been appointed senior vice president of the CBS/Broadcast Group. In his new position, Geer will head the company's Finance & Planning, Human Resources, Technical Resources, and Research divisions.

"Jim brings a breadth of experience that spans nearly 20 years as a senior executive at CBS," commented Gene Jankowski, president of the CBS/Broadcast Group. "We are very fortunate to be able to draw upon Jim's integrity and knowledge so that the Broadcast Group can more fully realize its potential. He will play a vital role in the growth and development of our activities."

Geer joined CBS in 1959 as a controller of the CBS Television Network. He was appointed CBS controller in 1970, vice president and controller in 1971, and named CBS vice president of finance in June 1972. He became the company's chief financial officer in September, 1974.

99X TV Campaign Says 'Your Song Is Coming'

NEW YORK — 99X-FM, the RKO "album oriented hits" station programmed by Bobby Rich, is currently promoting itself with a \$100,000 television advertising campaign of 30-second and 10-second ads built around the slogan, "Your Song Is Coming." Station VP/GM Erica Farber announced at a press preview of the spots that the campaign culminates a five-month project in which the station polled the young adult community to determine its musical choices.

Farber added that the campaign will be further strengthened through transit, trade press and print ads at a later date.

RCA Seeking Lips

LOS ANGELES — Radio listeners are being given an opportunity to have their lips reproduced on giant billboards as part of a contest being sponsored by RCA for "Last Kiss," the current album and single by Fandango featuring bright red lips on the cover. Winners will be flown to New York City or Hollywood for an expense-paid weekend to see their lips on a giant billboard. RCA has reserved billboard space on the Sunset Strip and in Times Square to display the winning lips.

Contestants must submit a photo of their own or a friend's lips along with their age and the station they listen to to designated record stores featuring Fandango displays. The contest was originally conceived of by two RCA desk jocks, Pat Faraci and Rhona Maulano, and developed by the RCA national promotion staff.

KBZT Hits San Diego

SAN DIEGO — A new Top 40/Oldies station has debuted in San Diego, **KBZT-FM**, formerly religious station **KRLO**. The station is the first radio venture for Force Communications Corporation headed by Norm Feuer, who will be the new station's GM. Other Force principals include Hal Gore, owner of Gore Broadcasting, and stock optionees Neil Rockoff, Storer Radio vice president and Herb McCord, president and GM of **CKLW/Detroit**.

ARB Revises Criteria

NEW YORK — Arbitron has changed its criteria for instituting special Ethnic Procedures in measuring listening in metropolitan areas. The special procedures will now be used if the black or Hispanic population is 10 percent or 300,000 in cities where there is an ethnic station or 15 percent where there is no ethnic station.

Looking Ahead To The Top 100

ROCK 'N' ROLL DAMNATION (Edward B. Marks — BMI) AC/DC (Atlantic 3499)

CHAMPAGNE JAM (Low-Sal, Inc. — BMI) ATLANTIC RHYTHM SECTION (Polydor PD 14504)

IF THE WORLD RAN OUT OF LOVE TONIGHT (ABC/Dunhill — BMI) ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 16125)

WHEN YOU FEEL LOVE (Rateo — BMI) BOB MCGILPIN (Butterfly CM 1211)

WHAT GOES UP (Woolfsongs Ltd./Careers/Irving — BMI) ALAN PARSONS PROJECT (Arista AS 0352)

TAKIN' IT EASY (Philips-MacLeod/Bone Tone — ASCAP) SEALS & CROFTS (Warner Bros. WBS 8639)

GREASED LIGHTNIN' (Edwin H. Morris & Company — ASCAP) JOHN TRAVOLTA (RSO 909)

NEW YORK CITY (Mother Tongue — ASCAP) ZWOL (EMI P-8005)

TOP FM ROTATION

	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	1	4	Who Are You	The Who	MCA	5*	Sister Disco, New Song, Music Must, Guitar, Title
2	3	4	Don't Look Back	Boston	Epic	2*	Man I'll Never Be, Satisfied, Title
3	2	15	Some Girls	The Rolling Stones	Rolling Stones	3	Miss You, Respectable, Beast, Whip, Shattered
4	4	13	Double Vision	Foreigner	Atlantic	4	Hot Blooded, Title, Blue Day, Children
5	7	10	Nightwatch	Kenny Loggins	Columbia	8*	"Friend." Easy Driver, Angelique, Title
6	5	18	Stranger In Town	Bob Seger	Capitol	12	Still The Same, Hollywood, Number, Final Scene
7	6	15	Darkness On The Edge Of Town	Bruce Springsteen	Columbia	27	Prove It, Promised Land, Factory, Badlands
8	9	15	The Cars	The Cars	Elektra	23	Needed, All I've Got, Bye Love, Stereo, Mixed Up
9	10	3	Twin Sons . . .	Fogelberg/Weisberg	Epic	32*	Lazy Susan, Alley, Nocturne, Gold
10	8	15	Worlds Away	Pablo Cruise	A&M	10	Love Will Find A Way, Rio, Runnin'
11	14	2	Along The Red Ledge	Hall & Oates	RCA	54*	It's A Laugh, Last Time, Melody
12	21	2	Lynyrd Skynyrd's First . . .	Lynyrd Skynyrd	MCA	71*	Down South, Helpin' Hand, Wino
13	11	5	Caravan To Midnight	Robin Tower	Chrysalis	37*	My Love, For You, Title
14	22	3	Next Of Kihn	Greg Kihn Band	Beserkley	137	Remember, Chinatown, Secret Meetings
15	13	18	But Seriously Folks . . .	Joe Walsh	Asylum	21	Life's Been Good, Second Hand Store
16	15	13	Pyramid	Alan Parsons	Arista	39	What Goes Up . . . Eagle, Pyramania, Can't Take It
17	12	5	Life Beyond L.A.	Ambrosia	WB	68	How Much I Feel, Title
18	23	6	More Songs About Buildings	Talking Heads	Sire	93	Good Thing, Found A Job, Artists, River
19	19	13	Octave	The Moody Blues	London	41	Slide Zone, Driftwood, Had To Fall, Day We Meet
20	16	14	Sleeper Catcher	LRB	Harvest	24*	Reminiscing
21	—	1	Danger Zone	Player	RSO	94*	Prisoner Of Your Love
22	—	1	Book Early	City Boy	Mercury	129*	5.7.0.5., Do Well, Cigarettes
23	18	4	Cosmic Messenger	Jean-Luc Ponty	Atlantic	63*	Happiness, I Only Feel, Molecules
24	—	8	Obsession	UFO	Chrysalis	57	Cherry, Rock Me
25	29	18	Heaven Tonight	Cheap Trick	Epic	52	Surrender, High Roller, Radio, Title, Top Of World
26	24	18	You're Gonna Get It	Tom Petty	Shelter	96	Hurt, Magnolia, Need To Know, Title, Heart
27	25	14	David Gilmour	David Gilmour	Columbia	70	No Way Out, Short And Sweet, Breathe, Raise My Rent
28	27	2	Luxury You Can Afford	Joe Cocker	Asylum	107*	River Flow, Southern Lady, Grapevine
29	20	8	Sgt. Pepper's . . .	Various	RSO	6	Come Together, Into My Life, Oh! Darling
30	26	26	City To City	Gerry Rafferty	UA	18	Baker Street, Down The Line

FM Station Reports — New ADDS/Hot Rotation

WSAN-FM — ALLENTOWN — RICK HARVEY

ADDS: Heart, Pat Metheny, Colin Blunstone
 HOTS: Boston, Who, Kenny Loggins, Ambrosia, Player, Foreigner, Little River Band, Livingston Taylor, Chirs Rea, Hall & Oates, City Boy

KEYZ-FM — ANAHEIM — LARRY REISMAN

ADDS: Styx, Heart
 HOTS: Lynyrd Skynyrd, Foreigner, Cars, Bruce Springsteen

WKLS-FM — ATLANTA — KEITH ALLEN

ADDS: Styx, Greg Kihn
 HOTS: Foreigner, Who, Pablo Cruise, Bob Seger, Rolling Stones, Boston, Moody Blues

WAAL-FM — BINGHAMTON — SCOTT MICHAELS

ADDS: Styx, Stephen Bishop, Dan Hill, Nick Gilder, Fagen/Becker, Fogelberg/Weisberg, Van Morrison (45), Linda Ronstadt (45), Stephen Stills (45)
 HOTS: Styx, Boston, Who, Rolling Stones, "Sgt. Pepper", Pablo Cruise, Heart (45), Kenny Loggins

WBCN-FM — BOSTON — TONY BERARDINI

ADDS: Styx, Hearts, Zwol, Rezillos, Boyz, Cissy Houston, Cryers, Ross/Jackson (45), James Montgomery (45), Dan Hartman (45)
 HOTS: Cars, Bruce Springsteen, Who, Foreigner, Bob Seger, Rolling Stones, Talking Heads, Blondie, Hall & Oates, Willie Alexander, U.K. Squeeze, Motors, Cheap Trick, Moon Martin, Genya Ravan, Greg Kihn, Steve Gibbons

WGRQ-FM — BUFFALO — JOHN VELCHOFF

ADDS: Blue Oyster Cult, Heart, Styx
 HOTS: Boston, Foreigner, Kenny Loggins, Bob Seger, "National Lampoon", Rolling Stones, "Sgt. Pepper", Meat Loaf, Who, Cars, Little River Band, Walter Egan, Exile, Bruce Springsteen, Linda Ronstadt (45), Fogelberg/Weisberg, Lynyrd Skynyrd, Alan Parsons, Ambrosia

WJKL-FM — CHICAGO — TOM MARKER/WALLY LEISERING

ADDS: Kingfish, Ken Bloom, Fuller/Kaz, Chuck Mangione, Styx, Heart, Blondie, Listen, Jeff Lorber Fusion, Linda Cohen, Monty Alexander VII, Pass/DaCosta, Nino Paulinho, Stephane Grappelli
 HOTS: Jean-Luc Ponty, Cars, Moon Martin, Ozark Mtn. Daredevils, David Gilmour, Genya Ravan, Lynyrd Skynyrd, Rodney Crowell, Fogelberg/Weisberg, Who, Robin Trower, Bruce Springsteen, David Johansen, John Lee Hooker, Rolling Stones, Janis Ian, Blondie, Shirts, Heron/Jackson, All Stars

WKQX-FM — CHICAGO — BOB KING

ADDS: Styx, "WKQX Hometown Album"
 HOTS: Who, Foreigner, Bruce Springsteen, Boston, Bob Seger, Joe Walsh, Kenny Loggins, David Gilmour, Little River Band, Cars, Linda Ronstadt (45), Walter Egan, Eddie Money

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Chuck Mangione, Muldown Garrett, Heart (45)
 HOTS: Rolling Stones, Who, Bob Seger, Hall & Oates, Joe Walsh, Pablo Cruise, Cheap Trick, David Johansen, Talking Heads, Fogelberg/Weisberg, Boston, Bruce Springsteen, Todd Rundgren, Jean-Luc Ponty, Pat Metheny, Kenny Loggins, Elvis Costello, Peter Gabriel, Alan Parsons, David Gilmour

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Styx, Heart, David Coverdale, AC/DC, Dyan Diamond, Nick Gilder, "Volunteer Jam", Al Stewart
 HOTS: Boston Foreigner, Who, Bruce Springsteen, Cars, Kenny Loggins, Todd Rundgren, Michael Stanley, Tom Petty, Bob Seger, Walter Egan, Greg Kihn, Pablo Cruise, Genya Ravan, Player

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

ADDS: Styx, Gino Vannelli, Chuck Mangione, Molly Hatchet
 HOTS: Foreigner, Robin Trower, Boston, Bruce Springsteen, Juice Newton, Fogelberg/Weisberg, Hall & Oates, Who, Bros. Johnson, Donna Summer, Janis Ian, Ashford & Simpson, Joe Cocker, Carly Simon, Traveler

KTXQ-FM — DALLAS — TIM SPENCER

ADDS: Starcastle, Styx, Gino Vannelli, Heart, Starbuck, Jay Boy Adams
 HOTS: Who, Boston, Cars, City Boy, Fogelberg/Weisberg, Foreigner, UFO, Trooper, Pablo Cruise, Prism, Hall & Oates, Lynyrd Skynyrd

KZEW-FM — DALLAS — MARK CHRISTOPHER

ADDS: Lynyrd Skynyrd, Heart, Stephen Bishop, Styx, Gino Vannelli, Van Morrison, Zwol
 HOTS: Boston, Rolling Stones, Who, Foreigner, Bob Seger, Kenny Loggins, Robin Trower, Fogelberg/Weisberg, Alan Parsons, Hall & Oates

KBPI-FM — DENVER — JOHN BRODEY

ADDS: Styx, Heart
 HOTS: Foreigner, Who, Rolling Stones, Kenny Loggins, Bob Seger, Linda Ronstadt (45), Joe Walsh, Pablo Cruise, Ambrosia, Fogelberg/Weisberg

KFML-AM — DENVER — RANDY SUTTON

ADDS: Kingfish, Dan Hill, Chuck Mangione
 HOTS: Fogelberg/Weisberg, Boston, Rolling Stones, Foreigner, Who, Bob Seger, Exile, Chuck Mangione, Beatles (Sgt. Pepper), Lynyrd Skynyrd, Jean-Luc Ponty, Chris Rea, Robin Trowers, Lee Ritenour, Larry Carlton

WABX-FM — DETROIT — JOE KRAUSE

ADDS: Heart, Styx, Moon Martin
 HOTS: Rolling Stones, Boston, Foreigner, Pablo Cruise, Kenny Loggins, Who, "Sgt. Pepper"

KZEL-FM — EUGENE — STAN GARRETT

ADDS: Fuller/Kaz, Dragon, Chuck Mangione, Nick Gilder, Heart
 HOTS: Boston, Who, Foreigner, Pablo Cruise, Bruce Springsteen, Norton Buffalo, Rolling Stones

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: Al Stewart, Kingfish, Heart
 HOTS: Who, Boston, Rolling Stones, Foreigner, Bob Seger, Bruce Springsteen, Ambrosia, Alan Parsons, Cars, Moody Blues, Kenny Loggins, Al Stewart

KL0L-FM — HOUSTON — SANDY MATHIS

ADDS: David Coverdale, Stephen Bishop, Chuck Mangione, Juice Newton, Heart (45)
 HOTS: Who, Jay Boy Adams, Robin Trower, Kenny Loggins, Cars, Greg Kihn, Heart, Fogelberg/Weisberg, Moody Blues, Boston, Mose Jones, Steve Gibbons, Ambrosia, Joe Walsh, Talking Heads, Bob Seger

KWKI-FM — KANSAS CITY — JOHN FREDRICK

ADDS: Styx, Heart
 HOTS: Styx, Who, Meat Loaf, Cheap Trick, Little River Band, Cars, Hall & Oates, Boston

KKTX-FM — KILGORE — JIM HODO

ADDS: Styx, Stephen Bishop, Gino Vannelli, Mark Farner, Fagen/Becker, David Coverdale
 HOTS: Boston, Who, Lynyrd Skynyrd, Rolling Stones, Alan Parsons, Linda Ronstadt (45), Foreigner, Fogelberg/Weisberg, Robin Trower, Bruce Springsteen, Little River Band, Bob Seger, Moody Blues, Joe Walsh, Kenny Loggins, Pablo Cruise, City Boy, Joe Cocker, Hall & Oates, Ambrosia, Talking Heads, Kinks, Greg Kihn, 1994, UFO

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Styx, Janis Ian, David Coverdale, Fagen/Becker, Nick Gilder, Stephen Bishop, Heart
 HOTS: Greg Kihn, Jesse Winchester, Ambrosia, Michael Stanley, Foreigner, Little River Band, Bill Chinnock, Pablo Cruise, Bob Dylan, Kenny Loggins, Boston, Steve Gibbons, Robin Trower, Hall & Oates, Johnny Winter, David Gilmour, Talking Heads, Bruce Springsteen, Who, Livingston Taylor

KNAC-FM — LONG BEACH — PAUL FUHR

ADDS: Styx, Heart, Blue Oyster Cult, Al Stewart
 HOTS: Boston, Rolling Stones, Eddie Money, Who, Bob Seger, Steely Dan, Cheap Trick, Foreigner, Van Halen, Cars, UFO, Gerry Rafferty, Jean-Luc Ponty

WBAB-FM — LONG ISLAND — BERNIE BERNARD

ADDS: Styx, Gentle Giant, Tommy Hoehn, Heart, Norton Buffalo
 HOTS: Who, Boston, Rolling Stones, Kenny Loggins, Bob Seger, Ambrosia, Gerry Rafferty, Exile, Meat Loaf, Genesis, Bruce Springsteen, Hall & Oates, Eddie Money, Joe Walsh, Journey, REO Speedwagon, Steely Dan, Todd Rundgren, Player, Peter Gabriel

MOST ADDED FM LPs

#1 Most Added	#2 Most Added	#3 Most Added	#4 Most Added	#5 Most Added	#6 Most Added
 STYX Pieces Of Eight A&M	 HEART Dog & Butterfly Portrait	 CHUCK MANGIONE Children Of Sanchez A&M	 NICK GILDER City Nights Chrysalis	 DAVID COVERDALE'S WHITE SNAKE Snakebite United Artists	 STEPHEN BISHOP Bish ABC
#1 Most Added STYX — Pieces Of Eight — A&M ADDED THIS WEEK — WGRQ, KWST, WABX, KTXQ, KSHE, WYFE, WYDD, WAAF, KEZY, WBAB, KWKI, KMET, WJKL, WBLM, WYSP, WNOR, WIOQ, KNAC, WQXM, WZMF, KSJO, WKQX, WKLS, WMMS, WBCN, WLIR, KKTIX, KBPI, C-101, KZEW, WAAL HISTORY TO DATE — None	WBCN, WHFS, KZEL, KZEW, WSAN, WYDD HISTORY TO DATE — None #3 Most Added CHUCK MANGIONE — Children Of Sanchez — A&M ADDED THIS WEEK — WYFE, WAAF, WJKL, WXRT, WOUR, KLOL, WHFS, KZEL, WRNW, C-101, KFML, KKTIX HISTORY TO DATE — None	#5 Most Added DAVID COVERDALE'S WHITE SNAKE — Snakebite — United Artists ADDED THIS WEEK — KWST, KMEL, WBLM, KLOL, WMMS, KKTIX, KOME HISTORY TO DATE — KNAC, WIOQ, KFML, KRST, WZMF, KZEL, KSJO, WABX, KSHE, WHFS	KZAM, KFML, WHFS, KINK #7 Most Added AL STEWART — Time Passages — Arista ADDED THIS WEEK — WYDD, WYSP, WIOQ, KNAC, WOUR, WMMS, WCCC HISTORY TO DATE — None	#9 Most Added GENTLE GIANT — Giant For A Day — Capitol ADDED THIS WEEK — WBAB, WYSP, WIOQ, WZMF, KSJO, WLIR HISTORY TO DATE — None #10 Most Added ZVOL — Zvol — EMI America ADDED THIS WEEK — WZMF, WOUR, WBCN, WHFS, KSAN, KZEW HISTORY TO DATE — None	ADDED THIS WEEK — WGRQ, WYDD, WYSP, WIOQ, KNAC HISTORY TO DATE — None #12 Most Added KINGFISH — Trident — Jet ADDED THIS WEEK — KMEL, WJKL, WCCC, KFML HISTORY TO DATE — WYFE, KSHE, WZMF, KREM, WBAB, WMMS, WOUR, WBCN, C-101, WXRT, KZAM, WIOQ, KSJO, KLLOL, KOME, WCCC, WLIR, KKTIX, WHFS
#2 Most Added HEART — Dog & Butterfly Portrait ADDED THIS WEEK — WGRQ, KWST, WABX, KTXQ, WYFE, WAAF, KEZY, WBAB, KINK, KWKI, KMET, WJKL, WBLM, WYSP, WIOQ, KNAC, WZMF, WCCC, WOUR, KLLOL, WMMS,	#4 Most Added NICK GILDER — City Nights — Chrysalis ADDED THIS WEEK — WYFE, WBLM, WIOQ, WZMF, WAAL, WOUR, WMMS, KZEL HISTORY TO DATE — WGRQ, WLVQ, WLAV, WBAB, KSAN, WBCN, KKTIX	#6 Most Added STEPHEN BISHOP — Bish — ABC ADDED THIS WEEK — WBLM, WIOQ, WAAL, KLLOL, KREM, KKTIX, KZEW HISTORY TO DATE — WABX, KSHE, KNAC, KRST, WYDD, WBCN, KZEL, WKLS, WBAB, WRNW, WYSP, KTXQ, KMEL, KWST, KNX, WLIR,	#8 Most Added GINO VANNELLI — Brother To Brother — A&M ADDED THIS WEEK — KTXQ, WYFE, WZMF, KNX, KKTIX, C-101, KZEW HISTORY TO DATE — None	#11 Most Added BLUE OYSTER CULT — Some Enchanted Evening — Columbia	

FM Station Reports — New ADDS/Hot Rotation

- WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN**
ADDs: Synergy, Gentle Giant, Styx, "Volunteer Jam", Cryers, Fuller/Kaz
HOTS: Who, Snail, Rolling Stones, Tarney/Spencer, Bill Chinnock, Bob Seger, Hall & Oates, Van Morrison (45), Cars, Greg Kihn, Dirty Angels, Kingfish, Peter Gabriel, Fogelberg/Weisberg, Crusaders, Joe Walsh, Johnny Winter, Bruce Springsteen, Eddie Money, Boston
- KMET-FM — LOS ANGELES — JACK SNYDER**
ADDs: Hearts, Player, Styx
HOTS: Rolling Stones, Boston, Bruce Springsteen, Bob Seger, Foreigner, Cars, Who, Cheap Trick, Joe Walsh, Eddie Money, Tom Petty
- KNX-FM — LOS ANGELES — MICHAEL SHEEHY**
ADDs: Booker T. Jones, Allan Harris, Randle Chowning, Fuller/Kaz, Lee Oskar, Gino Vannelli, Tarney/Spencer (45), ARS (45), Pablo Cruise (45)
HOTS: Larry Carlton, Fogelberg/Weisberg, Joe Cocker, Stephen Bishop, Leo Sayer, Kenny Loggins, Alan Parsons, Little River Band, Leon Russell, Who, Klaatu, "War of The Worlds", Mose Jones, Bloodstone
- KWST-FM — LOS ANGELES — BOB GOWA**
ADDs: David Coverdale, Styx, Heart
HOTS: Boston, Rolling Stones, Foreigner, Cars, Kenny Loggins, Who, Pablo Cruise, "Sgt. Pepper", Bob Dylan, Robin Trower, Fogelberg/Weisberg
- WZMF-FM — MILWAUKEE — JOE SANTORO/MIKE WOLF**
ADDs: Janis Ian, Leon Redbone, Zvol, Gino Vannelli, Gentle Giant, Nantucket, Heart, Styx, Nick Gilder, Dan Hill, Space, Caldera, Kaper
HOTS: Boston, Lynyrd Skynyrd, Jean-Luc Ponty, Who, Fogelberg/Weisberg, Charlie, Starcastle, Styx, Kenny Loggins, Greg Kihn, City Boy, UFO, Crusaders, Foreigner, Leon Russell
- WRNO-FM — NEW ORLEANS — SAM ROBERTS**
ADDs: Greg Kihn, Talking Heads, City Boy, Robin Trower, Van Morrison
HOTS: Lynyrd Skynyrd, Who, Rolling Stones, Boston, Bob Seger, Pablo Cruise, Gerry Rafferty, Dave Mason, Joe Walsh, Climax Blues Band, Moody Blues, Foreigner, Kenny Loggins
- WNOR-FM — NORFOLK — RON REGER**
ADDs: Hall & Oates, Styx
HOTS: Kenny Loggins, Pablo Cruise, Little River Band, Bob Seger, Foreigner, Boston, Rolling Stones, "Sgt. Pepper", Van Halen, Who, Bruce Springsteen, Fogelberg/Weisberg
- WIOQ-FM — PHILADELPHIA — HELEN LEICHT**
ADDs: Styx, Gentle Giant, "King of Hearts", Blue Oyster Cult, Stephen Bishop, Heart, Al Stewart, Nick Gilder, Blondie, Molly Hatchet
HOTS: 10cc (45/imp), Who, Boston, Foreigner, Cars, Rolling Stones, City Boy, Tom Petty, Player, Talking Heads, Bruce Springsteen, Ambrosia, Aerial, Hall & Oates, Joe Cocker, Jean-Luc Ponty, Kingfish, Gerry Rafferty, Robin Trower, Colin Blunstone, Chilliwack
- WYSP-FM — PHILADELPHIA — STEPHEN JOHNSON**
ADDs: Heart, Styx, Al Stewart, Gentle Giant, Lee Oskar, Blue Oyster Cult, Yes (45/imp)
HOTS: Alan Parsons, Joe Walsh, Pablo Cruise, Rolling Stones, Bob Seger, Who, Boston, Foreigner, Player, Tom Petty, Greg Kihn, Lynyrd Skynyrd, David Gilmour, Talking Heads
- WYDD-FM — PITTSBURGH — STEVE DOWNES/JACK ROBINSON**
ADDs: Greg Kihn, Talking Heads, Al Stewart, Heart, Blue Oyster Cult, Styx
HOTS: Boston, Who, Rolling Stones, Foreigner, Robin Trower, Bruce Springsteen, Bob Seger, Fogelberg/Weisberg, Kenny Loggins, Alan Parsons, Player, Heart, Pablo Cruise
- KINK-FM — PORTLAND — LESLIE SARNOFF**
ADDs: Heart, Leo Sayer (45)
HOTS: Stephen Bishop, Little River Band, Janis Ian, Dan Hill, Alan Parsons, Kenny Loggins, Moody Blues, Jesse Winchester, Chuck Mangione, Crusaders, "War of the Worlds", Fogelberg/Weisberg, Jean-Luc Ponty, Pat Metheny, Jeff Lorber Fusion
- WYFE-FM — ROCKFORD — ARMAND CHIANTI/BRAD HOFFMAN**
ADDs: Heart, Gino Vannelli, Nick Gilder, Styx, Chuck Mangione, 1994
HOTS: Alan Parsons, Lynyrd Skynyrd, Who, Boston, Rolling Stones, Pablo Cruise, Foreigner, Kenny Loggins, Fogelberg/Weisberg, Moody Blues, Boyzz, Eddie Money, Greg Kihn, Robin Trower, Joe Walsh
- KSHE-FM — ST. LOUIS — TED HABECK**
ADDs: Styx, Crawler, Klaatu
HOTS: Robin Trower, Boston, Who, Rolling Stones, Foreigner, Trooper, Lynyrd Skynyrd, Cars, City Boy, Starcastle, David Gilmour, Chilliwack, UFO
- KMEL-FM — SAN FRANCISCO — MARK COOPER**
ADDs: Kingfish, David Coverdale, Zvol (45)
HOTS: Rolling Stones, Foreigner, Boston, Genya Ravan, Who, "Sgt. Pepper", Kenny Loggins, Cars, Sammy Hagar, Bob Dylan, Moody Blues, Robin Trower, Greg Kihn, Hall & Oates, Joe Cocker
- KSAN-FM — SAN FRANCISCO — KATE INGRAM**
ADDs: Boomtown Rats, Boyzz, Marshall Chapman, 1994, Dirty Angels, Zvol
HOTS: Blondie, Boston, Cars, Cheap Trick, Dyan Diamond, Hall & Oates, Greg Kihn, Bryan Ferry (45), Van Morrison (45), Motors, Tom Petty, Genya Ravan, Rolling Stones, Bob Seger, Bruce Springsteen, Who
- KOME-FM — SAN JOSE — DANA JANG**
ADDs: Fogelberg/Weisberg, David Coverdale, Stoneground
HOTS: Boston, Cars, Foreigner, Sammy Hagar, Kenny Loggins, Moody Blues, Pablo Cruise, Alan Parsons, Rolling Stones, Bob Seger, Bruce Springsteen, Joe Walsh, Who
- KSJO-FM — SAN JOSE — PAUL WELLS**
ADDs: Styx, Mark Farner, Gentle Giant
HOTS: Tom Petty, Michael Stanley, AC/DC, Rolling Stones, Greg Kihn, Sammy Hagar, UFO, Cars, Boston, Lynyrd Skynyrd, Who, City Boy, Hall & Oates, Talking Heads, Genya Ravan, Robin Trower, Dyan Diamond
- KREM-FM — SPOKANE — LARRY SNIDER**
ADDs: Player, Stephen Bishop, Mose Jones, Starcastle, Lynyrd Skynyrd, Genesis (45)
HOTS: Boston, Who, Hall & Oates, Bob Seger, Rolling Stones, Ambrosia, Robin Trower, Kenny Loggins, Pablo Cruise, Kinks, Foreigner, Little River Band, Bruce Springsteen, City Boy, Moon Martin
- WQXM-FM — TAMPA — NEAL MIRSKY**
ADDs: Player, Gato Barbieri, Styx
HOTS: Lynyrd Skynyrd, Boston, Fogelberg/Weisberg, Foreigner, Bob Seger, Who, Pablo Cruise, Rolling Stones, Alan Parsons
- WOUR-FM — UTICA — TOM STARR**
ADDs: Heart, Al Stewart, Molly Hatchet, Zvol, Wilding/Bonus, Nick Gilder, Chuck Mangione, Don Lange
HOTS: Bruce Springsteen, Rolling Stones, Foreigner, Who, Boston, Prism, Lynyrd Skynyrd, Greg Kihn, Talking Heads, Cars, Ambrosia, Player, Fogelberg/Weisberg, UFO
- WHFS-FM — WASHINGTON — DAVE EINSTEIN**
ADDs: Dave Edmunds, Ray Charles, Peter C. Johnson, Heart, Zvol, Chuck Mangione, Listen
HOTS: Bruce Springsteen, Rolling Stones, Who, Bob Dylan, Joe Cocker, Rodney Crowell, Robin Trower, Pat Metheny, Greg Kihn, Lynyrd Skynyrd, Michael Nesmith, Jean-Luc Ponty, David Coverdale, Staples, Leon Redbone, Norton Buffalo, Kingfish, Blondie, Shirts, Fagen/Becker
- WRNW-FM — WESTCHESTER — DONNA LEMIZSKI**
ADDs: Chuck Mangione, Pierce Arrow, Roberta Flack, Rose Royce, Don Potter
HOTS: Pablo Cruise, Bros. Johnson, Kenny Loggins, Billy Joel, Joe Walsh, Gerry Rafferty, Moody Blues, Steely Dan, Bob Dylan, Toby Beau
- WAAF-FM — WORCESTER — LEE ARNOLD/JOHN DUNCAN**
ADDs: Styx, Heart, Lee Oskar, Chuck Mangione, Dirty Angels
HOTS: Boston, Who, Foreigner, Cars, Rolling Stones, Pablo Cruise, Bob Seger, Bruce Springsteen, Lynyrd Skynyrd, Fogelberg/Weisberg, Talking Heads, Hall & Oates, Kenny Loggins, Livingston Taylor, Player

REGIONAL ACTION

EAST

- Most Added**
1. MacARTHUR PARK — Donna Summer — Casablanca
 2. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 3. BEAST OF BURDEN — Rolling Stones — Rolling Stones
 4. BLUE COLLAR MAN — Styx — A&M
- Most Active**
1. REMINISCING — Little River Band — Harvest
 2. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 3. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 4. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia

SOUTHEAST

- Most Added**
1. SHARING THE NIGHT TOGETHER — Dr. Hook — Capitol
 2. BEAST OF BURDEN — Rolling Stones — Rolling Stones
 3. YOU NEVER DONE IT LIKE THAT — Captain & Tennille — A&M
 4. MacARTHUR PARK — Donna Summer — Casablanca
- Most Active**
1. DON'T LOOK BACK — Boston — Epic
 2. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 3. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 4. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists

SOUTHWEST

- Most Added**
1. BEAST OF BURDEN — Rolling Stones — Rolling Stones
 2. JOSIE — Steely Dan — ABC
 3. MacARTHUR PARK — Donna Summer — Casablanca
 4. HOW MUCH I FEEL — Ambrosia — Warner Bros.
- Most Active**
1. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis
 2. REMINISCING — Little River Band — Harvest
 3. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 4. DON'T LOOK BACK — Boston — Epic

MIDWEST

- Most Added**
1. JOSIE — Steely Dan — ABC
 2. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 3. YOU NEEDED ME — Anne Murray — Capitol
 4. BLUE COLLAR MAN — Styx — A&M
- Most Active**
1. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 2. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 3. REMINISCING — Little River Band — Harvest
 4. HOT CHILD IN THE CITY — Nick Gilder — Chrysalis

WEST

- Most Added**
1. MacARTHUR PARK — Donna Summer — Casablanca
 2. HOW MUCH I FEEL — Ambrosia — Warner Bros.
 3. TOOK THE LAST TRAIN — David Gates — Elektra
 4. BEAST OF BURDEN — Rolling Stones — Rolling Stones
- Most Active**
1. WHENEVER I CALL YOU "FRIEND" — Kenny Loggins — Columbia
 2. RIGHT DOWN THE LINE — Gerry Rafferty — United Artists
 3. REMINISCING — Little River Band — Harvest
 4. DON'T LOOK BACK — Boston — Epic

MOST ADDED RECORDS

1. **BEAST OF BURDEN — ROLLING STONES — ROLLING STONES**
WKBW, CKLW, KIIIS-FM, KILT, WHHY, WBBF, WDRC, KYA, WTRY, WAIR, WRFC, WMFJ, WAPE, WOW, WAKY, WKY, KEEL, KNDE, 13Q, KRBE, WMET, KBQ, KER, 96X, KRKE, KINT, KENO, WRJZ, KYNO.
2. **MAC ARTHUR PARK — DONNA SUMMER — CASABLANCA**
WTRY, WRFC, KRIB, KRKE, WCUE, KRSP, WAVZ, WBLI, WAUG, WGH, WINW, WKBW, WCAO, WBBQ, KEEL, KJRB, KTAC, KCPX, KRBE, KSLQ, WDRC, KING, KCBQ, KJR, WEBC, WJON, KROY
3. **HOW MUCH I FEEL — AMBROSIA — WARNER BROS.**
WTLB, WBEC, WTRY, KRIB, V-97, KENO, WEBC, WJON, KSLY, WBBF, KLIF, WINW, WCAO, WOW, WKY, KEEL, KTAC, KDWB, KERN, WDRC, KCBQ, KRTH, KFR, CKLW, WKLO.
4. **SHARING THE NIGHT TOGETHER — DR. HOOK — CAPITOL**
WTLB, WKIX, WAIR, WANS, Z-96, WERC, WCUE, WAUG, WRJZ, WGN, KEEL, KR, WZUU, WSGN, KJR, KRTH, WQXI, WPGC, WZZP, WHHY, Z93, WBG, KYNO, WKWK.
5. **JOSIE — STEELY DAN — ABC**
WNDE, WOW, WBBQ, WKY, WTI, KTAC, 13Q, WMET, WGCL, KYA, WPRO, WPG, KLIF, WDBQ, Z-96, WERC, WDHA, KINT, WBG
6. **READY TO TAKE A CHANCE AGAIN — BARRY MANILOW — ARISTA**
KROY, KREM, WIFE, WGH, WCUE, KX104, WPRO, WTLB, KGW, WSGA, KST, KEEL, WKY, WOW, WCAO, WAPE.
7. **WHO ARE YOU — WHO — MCA**
WOW, KIOA, WAYS, KJRB, BJ105, KTAC, WCOL, KHJ, Z93, V97, KENO, WRJ, WLOF, KFJR, WIFE.
8. **IT'S A LAUGH — HALL & OATES — RCA**
WEBC, WCAO, WOW, WAYS, KCPX, WSGA, KIMN, WGCL, WQXI, WING, KIL, WTLB, KRIB, Z96.
9. **DOUBLE VISION — FOREIGNER — ATLANTIC**
KING, WSGN, KBQ, WMET, KJRB, WOW, WAIR, WRFC, KFMD, WCUE, KEN, KSLY, WLOF, KTFX.
10. **BLUE COLLAR MAN (LONG NIGHTS) — STYX — A&M**
WHHY, WDRQ, WNDE, WMET, WISM, WOW, KROY, WBG, WAUG, WCUE, WAN, WAIR, WBEC, WTLB
11. **SHE'S ALWAYS A WOMEN — BILLY JOEL — COLUMBIA**
WCAO, Q102, WNCI, KTAC, KERN, KSLQ, 96X, KTLK, WDRQ, WINW, KRSP, KYNO, KROY.

RADIO ACTIVE SINGLES

1. **HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
WAPE 15-10, WCAO 19-14, WNDE 7-2, WOW 10-4, KIOA 10-6, Q102 31-26, WAKY 18-8, WISM 14-7, Q94 7-5, WBBQ 7-4, WAYS 21-15, WNCI 14-11, WKY 7-4, KEEL 19-14, KPAM 10-5, KXOK 28-15, KTAC 19-14, 13Q 10-7, WIF 20-14, WCOL 4-2, KDWB 8-4, KCPX 13-10, KRBE 6-2, KBQ 16-11, KERN 26-22, WSGA 8-4, KIMN 15-10, 99X 15-7, WABC 31-23, WDRC 20-13, WSGN 8-5, WBBQ 21-17, WGCL 4-2, KING 17-10, KTLK 15-9, KJR 14-7, KRTH 25-19, KFRC 18-9, WPRO 10-8, WKBW 5-3, WPGC 15-8, WKLO 21-12, WING 12-9, WBBF 16-13, Z-93 26-20, WKXX-FM 6-4, KLIF 11-7, WDRQ 6-3.
2. **DON'T LOOK BACK — BOSTON — EPIC**
WAPE 19-16, WCAO 10-6, WNDE 15-12, WOW Ex-17, WAKY 19-16, WISM 14-7, Q94 19-15, WAYS 23-20, WNCI 12-10, WKY 16-12, WTI 9-5, KEEL 15-10, KJR 8-5, Y100 26-21, KNDE 22-17, WOKY 18-12, WIF 17-13, KRBE 38-17, WMET 17-10, KBQ 13-9, KERN 13-9, WSGA 15-12, WNOE 12-6, WZUU 7-2, 99X 21-10, WRKO 19-15, WABC 24-20, 96X 25-21, WBBQ 23-16, WGCL 24-16, KING 15-12, KCBQ 11-9, KTLK 25-15, KRTH 16-10, KFRC 24-21, KYA 15-8, WPRO 19-12, WQXI 11-5, WZZP 21-16, WBBF 15-11, WHHY 20-16, Z-93 17-10, WKXX 14-11, KILT 23-16, KIIIS 11-8, WDRQ 23-10, WLS 40-28.
3. **WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
WAPE 26-19, WCAO 22-16, WNDE 28-18, WOW 17-10, WAKY 21-14, WFIL Ex-25, WKY 20-14, KJRB 15-10, BJ105 31-28, KNDE 24-19, WIF 19-15, KDWB 17-14, KCPX 15-12, KRBE 17-5, KSTP 14-9, WMET 20-8, KBQ 12-8, KERN 15-11, WSGA 17-14, WNOE 29-23, WZUU 8-4, KIMN 21-14, 99X 28-23, WBBF 29-20, 96X 23-18, WSGN 10-6, WBBQ 27-25, WGCL 25-17, KING 22-16, KCBQ 15-12, KTLK 27-20, KGW 14-10, KJR 16-13, KRTH 11-5, KFRC 20-17, KYA 19-9, WKBW 12-8, WPGC 17-13, CKLW 20-6, WZZP 16-12, WKLO 13-9, WING 7-5, WBBF 20-15, Z-93 4-2, KILT 9-7, KLIF 12-8, WDRQ 13-8.
4. **REMINISCING — LITTLE RIVER BAND — HARVEST**
WAPE 16-12, WNDE 14-8, Z-97 25-16, KIOA 18-12, Q102 30-24, WAKY 25-19, WISM 7-2, WFIL 24-18, WBBQ 9-5, WNCI Ex-19, WKY 10-8, KEEL 12-7, KPAM 9-4, KJRB 5-3, Y100 23-19, KXOK 11-5, KTAC 16-13, KNDE 17-13, 13Q 13-9, WIF 21-18, KCPX 12-8, KRBE 22-13, WMET 29-24, KBQ 8-6, KERN 5-1, KLEO 25-19, WZUU 19-8, 99X 22-15, WRKO 14-8, WDRC 9-7, 96X 13-7, KING 10-6, KTLK 29-12, KGW 3-1, KHJ 27-23, KJR 8-6, KRTH 10-6, KFRC 17-13, WKBW 9-6, WQXI 16-6, WPGC 12-7, CKLW 30-21, WZZP 10-8, WKLO 30-25, WBBF 11-5, Z-93 25-16, KILT 18-15.
5. **RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
WAPE 23-17, WOW Ex-19, Q102 24-20, WAKY 27-20, WISM 19-14, B100 13-7, WBBQ 17-13, KEEL 25-18, KPAM 25-20, KJRB 26-17, BJ105 38-35, KXOK 27-21, KNDE 27-23, WOKY 26-21, WIF 27-23, KDWB 20-17, KCPX 20-17, KRBE 24-18, KSTP 20-16, WMET 36-30, KERN Ex-29, WSGA 18-15, WZUU 18-11, KIMN 26-19, 99X 29-26, WRKO 16-12, WBBF 17-14, 96X 31-27, WGCL Ex-30, KING 25-20, KCBQ 29-26, KTLK Ex-25, KGW 17-13, KFRC Ex-28, WPRO-FM 18-11, WQXI 20-15, CKLW Ex-24, WZZP 30-20, WKLO 27-20, WING 15-7, WBBF Ex-30, Z-93 19-14, KLIF 29-22, WDRQ 31-25.

SECONDARY RADIO ACTIVE

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

1. **RIGHT DOWN THE LINE — GERRY RAFFERTY — UNITED ARTISTS**
WTLB 17-14, WBEC 23-19, WTRY Ex-24, WLEE 21-17, WAIR 20-14, WANS 18-15, WRFC 28-22, KRIB 24-18, WSTV 31-25, WINW 29-26, WDBQ 29-25, Z96 20-16, WIRL 22-19, WMFJ Ex-32, V97 39-36, KFMD 8-5, KX104 14-9, WERC 22-16, WDHA 20-16, WSM 17-9, KRSP 5-3, KENO Ex-30, WBLI 26-20, WGH 27-1, WBG Ex-27, WIFE Ex-30, WKWK 30-26, KYTE 24-14, KKLS 13-10, KFJR 15-11, WEBC 12-8, WEAQ 18-13, WJON 15-12, KREM 23-19, KSLY 8-3, KROY 27-23, KAAV Ex-20.
2. **WHENEVER I CALL YOU "FRIEND" — KENNY LOGGINS — COLUMBIA**
WTLB 27-21, WTRY 18-13, WLEE 20-16, WAIR 14-11, WANS 9-6, WRFC 16-11, KRIB 18-15, WSTV 28-14, WINW 25-25, WDBQ Ex-28, Z96 21-14, WMFJ 17-8, KFMD 17-10, KRKE 10-8, WJDX 18-15, KX104 16-6, WSM 8-3, KINT 30-23, KTFX Ex-24, KRSP 6-4, KENO 29-24, WAVZ 19-13, WBLI 20-15, WAUG 11-7, WRJZ 19-14, WBG 29-22, WIFE 17-9, WKWK 20-13, KYTE 20-9, KKLS 17-13, KFJR Ex-16, WEAQ 11-6, WJON 14-6, KREM 11-6, WLOF 35-29.
3. **REMINISCING — LITTLE RIVER BAND — HARVEST**
WTLB 11-8, WBEC 15-9, WTRY 10-5, WKIX 10-5, WLEE 11-9, WAIR 15-9, WRFC 14-7, WSTV 5-2, WINW 23-14, WDBQ 24-19, Z96 10-3, WIRL 14-9, WPRO 10-8, KFMD 6-1, KRKE 6-2, KX104 10-4, WERC 4-2, WSM 7-4, KINT 26-21, KTFX 23-9, KRSP 3-1, KENO 15-8, WBLI 13-9, WAUG 4-1, WBG 9-4, WIFE 29-19, WKWK 14-9, KYTE 14-4, KKLS 11-9, KFJR 6-3, WEAQ 10-7, WJON 7-5, WLOF 10-7.
4. **HOT CHILD IN THE CITY — NICK GILDER — CHRYSALIS**
WTLB 10-5, WBEC 8-3, WTRY 12-6, WKIX 29-22, WLEE 8-6, WAIR 16-6, WRFC 17-12, KRIB 17-12, WINW 9-4, Z96 13-6, WIRL 16-12, WMFJ 13-6, V97 21-15, KRKE 9-6, WJDX 12-7, KX104 13-10, WERC 10-6, WDHA 11-8, KINT 24-18, KTFX 15-2, KRSP 15-9, KENO 17-4, WAUG 10-6, WRJZ 12-8, WGH 15-5, WBG 20-10, WKWK 18-11, KYTE 10-6, KKLS 21-16, WEBC 23-16, KYNO 14-9, KROY 7-5, KAAV Ex-15.
5. **DON'T LOOK BACK — BOSTON — EPIC**
WTLB 14-10, WKIX 12-6, WLEE 18-13, WANS 13-7, WRFC 26-19, KRIB 20-11, WSTV 21-13, WINW 19-13, Z-96 14-10, WMFJ 8-3, V97 20-17, KFMD 10-8, KRKE 18-14, KX104 17-13, WERC 24-17, KENO Ex-27, WAVZ 3-1, WAUG 14-11, WRJZ 13-10, WGH 21-8, WBG 16-9, WIFE 18-13, WKWK 25-18, KYTE 19-11, KFJR 16-13, WEBC 14-11, KREM 15-8, KSLY 17-13, KROY 13-10, KAAV 10-7.
6. **WHO ARE YOU — WHO — MCA**
WTLB Ex-28, WTRY 28-19, WKIX Ex-30, WLEE 19-12, WAIR Ex-32, WANS 24-18, WRFC Ex-27, KRIB Ex-26, WINW 33-28, Z96 26-22, KFMD Ex-24, KRKE Ex-21, KX104 Ex-28, WDHA 9-6, KTFX Ex-30, WCUE 28-21, KRSP 18-14, WAVZ 12-6, WBLI Ex-29, WAUG 26-23, WBG 21-13, KKLS 26-21, WEBC Ex-29, KROY Ex-29, WLOF 40-32.

(continued from page 27)

KYNO — FRESNO — CHRIS VAN CAMP, MD

1-1 — Taste Of Honey. JUMPS: 30 To 26 — Linda Ronstadt, 27 To 24 — Sylvester, 24 To 21 — Little River Band, 20 To 16 — Rick James, 17 To 14 — Nick Gilder, 9 To 5 — Village People. ADDS: Meat Loaf, Dr. Hook, ARS, Rolling Stones, Billy Joel, John Travolta

KENO — LAS VEGAS — STEVE SOMMERS, MD

1-1 — Travolta/John. JUMPS: 29 To 24 — Kenny Loggins, 28 To 21 — Bob Seger, 21 To 18 — Chris Rea, 20 To 16 — E.C. King, 16 To 12 — Aerosmith, 15 To 8 — Little River Band, 12 To 3 — Exile, Ex To 30 — Gerry Rafferty, Ex To 29 — Wings, Ex To 28 — Steely Dan, Ex To 26 — Cars. ADDS: Jefferson Starship, Stephen Bishop, Linda Ronstadt, ARS, Rolling Stones, Journey, Gino Vannelli, Player, Dan Hill, Anne Murray, Foreigner, Who, Ambrosia

KRTH — LOS ANGELES — BOB HAMILTON, MD

2-1 — Taste Of Honey. JUMPS: 30 To 26 — Foreigner, 29 To 25 — Alicia Bridges, 27 To 20 — Who, 25 To 19 — Nick Gilder, 20 To 17 — Linda Ronstadt, 18 To 14 — Capt. & Tennille, 16 To 10 — Boston, 12 To 8 — Anne Murray, 11 To 5 — Kenny Loggins, 10 To 6 — Little River Band, 7 To 4 — E.C. King, Ex To 28 — Stephen Bishop. ADDS: 30 — Ambrosia, 29 — Dr. Hook

KHJ — LOS ANGELES — STEVE CASEY, MD

2-1 — Taste Of Honey. JUMPS: 27 To 23 — Little River Band, 24 To 21 — ARS, 23 To 19 — Linda Ronstadt, 22 To 18 — ELO, 20 To 16 — Toby Beau, 13 To 7 — Chris Rea, 10 To 8 — Olivia Newton-John, 8 To 6 — E.C. King, 4 To 2 — Exile. ADDS: 30 — Who, 29 — Nick Gilder, 20 — Travolta/John

KIIS — LOS ANGELES — SHERMAN COHEN, MD

3-1 — Exile. JUMPS: 13 To 10 — Cars, 11 To 8 — Boston. ADDS: 22 — Heart, 21 — Rolling Stones, 20 — Gerry Rafferty, 18 — Walter Egan

KGW — PORTLAND — TERRY DANNER, MD

3-1 — Little River Band. JUMPS: 23 To 20 — Stonebalt, 22 To 19 — Ambrosia, 19 To 14 — Dan Hill, 17 To 13 — Gerry Rafferty, 16 To 12 — LeRoux, 14 To 10 — Kenny Loggins, 12 To 8 — Anne Murray, 9 To 7 — Billy Joel, 8 To 3 — Exile, 6 To 4 — Chris Rea, Ex To 25 — Crystal Gayle. ADDS: E.C. King, Barry Manilow, Wings, Bob Seger, Leo Sayer, Gino Vannelli

KPAM — PORTLAND — MICHAEL O'BRIEN, MD

1-1 — Exile. JUMPS: 30 To 25 — Ambrosia, 28 To 24 — Aerosmith, 25 To 20 — Gerry Rafferty, 10 To 5 — Nick Gilder, 9 To 4 — Little River Band, 8 To 3 — Chris Rea, Ex To 30 — Billy Joel, Ex To 29 — Steely Dan, Ex To 28 — Hall & Oates, Ex To 27 — Who. ADDS: Foreigner, David Gates, Dan Hill

KYTE — PORTLAND — JANNIE WOLF, MD

4-1 — Taste Of Honey. JUMPS: 24 To 14 — Gerry Rafferty, 20 To 9 — Kenny Loggins, 19 To 11 — Boston, 14 To 4 — Little River Band, 10 To 6 — Nick Gilder, 8 To 5 — E.C. King, Ex To 24 — Capt. & Tennille, Ex To 23 — Steely Dan. ADDS: Karla Bonoff, Aerosmith, Leo Sayer, Robin Gibb, Village People

KNDE — SACRAMENTO — JEFF HUNTER, MD

6-1 — Taste Of Honey. JUMPS: 30 To 26 — Bob Seger, 29 To 25 — Cars, 28 To 22 — Teddy Pendergrass, 27 To 23 — Gerry Rafferty, 26 To 21 — Who, 25 To 20 — Steely Dan, 24 To 19 — Kenny Loggins, 22 To 17 — Boston, 21 To 16 — Linda Ronstadt, 19 To 15 — Robin Gibb, 17 To 13 — Little River Band, 15 To 12 — Kinks, 14 To 11 — Travolta/John, 10 To 6 — Chris Rea, 7 To 4 — Rita Coolidge, Ex To 30 — Jefferson Starship, Ex To 29 — Hall & Oates, Ex To 27 — Ambrosia. ADDS: Anne Murray, Rolling Stones, Player

KROY — SACRAMENTO — TERRY NELSON, MD

4-1 — Taste Of Honey. JUMPS: 20 To 16 — Meco, 13 To 10 — Boston, 7 To 5 — Nick Gilder, 6 To 3 — Exile, Ex To 30 — Steely Dan, Ex To 29 — Who. ADDS: Player, Donna Summer, Pablo Cruise, Billy Joel, Styx, Barry Manilow

KCPX — SALT LAKE CITY — GARY WALDRON, MD

1-1 — Exile. JUMPS: 30 To 27 — Foreigner, 29 To 26 — Barry Manilow, 28 To 22 — Dirt Band, 25 To 23 — Barbra Streisand, 24 To 18 — Rolling Stones, 21 To 16 — Capt. & Tennille, 20 To 17 — Gerry Rafferty, 15 To 12 — Kenny Loggins, 13 To 10 — Nick Gilder, 12 To 8 — Little River Band, 10 To 5 — Anne Murray, 9 To 7 — Chris Rea, Ex To 30 — Ambrosia, Ex To 29 — Heart, Ex To 28 — Crystal Gayle. ADDS: LeRoux, E.C. King, Donna Summer

KRSP — SALT LAKE CITY — LORRAINE WINNEGER, MD

3-1 — Little River Band. JUMPS: 27 To 23 — Foreigner, 26 To 18 — Rolling Stones, 24 To 16 — Steely Dan, 23 To 15 — J.P. Young, 22 To 17 — Kinks, 18 To 14 — Who, 16 To 13 — Aerosmith, 14 To 11 — Bob Seger, 6 To 4 — Kenny Loggins, 5 To 3 — Gerry Rafferty, 4 To 2 — Anne Murray, Ex To 30 — Hall & Oates, Ex To 29 — Ambrosia, Ex To 28 — David Gates. ADDS: Billy Joel, Heart

B100 — SAN DIEGO — BOBBY RICH, MD

1-1 — ELO. JUMPS: 29 To 26 — Who, 28 To 25 — Charlie, 20 To 14 — Foreigner, 13 To 7 — Gerry Rafferty, 6 To 4 — Rolling Stones, 5 To 3 — Boston, Ex To 24 — Bruce Springsteen. ADDS: Stephen Bishop, Jefferson Starship

KCBQ — SAN DIEGO — JOEL DENVER, MD

1-1 — Commodores. JUMPS: 34 To 30 — Styx, 32 To 28 — Anne Murray, 29 To 26 — Gerry Rafferty, 28 To 24 — Kinks, 24 To 21 — Steely Dan, 15 To 12 — Kenny Loggins, 12 To 10 — Teddy Pendergrass, 10 To 7 — E.W&F, 9 To 6 — Exile. ADDS: 36 — Sgt. Peppers, 35 — Donna Summer, 34 — J.P. Young, 32 — Ambrosia, 31 — Aerosmith

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Taste Of Honey. JUMPS: 30 To 27 — Pablo Cruise, 24 To 21 — Boston, 22 To 18 — Who, 20 To 17 — Kenny Loggins, 17 To 13 — Little River Band, 12 To 10 — E.W&F, 10 To 8 — Cars, Ex To 30 — Rolling Stones, Ex To 29 — Jackson Browne, Ex To 28 — Gerry Rafferty, Ex To 19 — Capt. & Tennille. ADDS: Ambrosia, Bob Seger, Tom Petty, J.P. Young

KYA — SAN FRANCISCO — RICK SCOTT, MD

3-1 — Taste Of Honey. JUMPS: 23 To 19 — Linda Ronstadt, 19 To 9 — Kenny Loggins, 15 To 8 — Boston, 14 To 11 — Chris Rea, 13 To 10 — Rita Coolidge, 12 To 6 — Journey, 10 To 7 — Exile, Ex To 25 — Who, Ex To 24 — Rick James, Ex To 22 — Little River Band. ADDS: Steely Dan, Prism, Gerry Rafferty, Olivia Newton-John, Pablo Cruise, J.P. Young, David Gates, Nick Gilder

KSLY — SAN LUIS OBISPO — JOHN TOBIN, MD

1-1 — Little River Band. JUMPS: 31 To 27 — Dave Mason, 30 To 25 — ARS, 29 To 19 — Jefferson Starship, 27 To 20 — Carlene Carter, 23 To 14 — Van Morrison, 19 To 15 — Billy Joel, 17 To 13 — Boston, 15 To 11 — Steely Dan, 14 To 10 — Who, 12 To 4 — Journey, 10 To 8 — Hall & Oates, 8 To 3 — Gerry Rafferty, 5 To 2 — Bob Seger, Ex To 32 — Gino Vannelli, Ex To 31 — Donna Summer, Ex To 30 — Rolling Stones, Ex To 29 — Sylvester, Ex To 16 — Pablo Cruise. ADDS: Justin Haywood, Walter Egan, Player, Ambrosia, Alan Parsons, Foreigner, Wings

KJR — SEATTLE — TRACY MITCHELL, MD

2-1 — Exile. JUMPS: 25 To 22 — Capt. & Tennille, 24 To 21 — David Gates, 18 To 8 — Travolta/John, 16 To 13 — Kenny Loggins, 14 To 7 — Nick Gilder, 8 To 6 — Little River Band, 5 To 2 — Taste Of Honey, Ex To 25 — Ambrosia, Ex To 24 — Barbra Streisand. ADDS: Dr. Hook, Donna Summer

KING — SEATTLE — TOM MCKAY, MD

1-1 — Foreigner. JUMPS: 25 To 20 — Gerry Rafferty, 22 To 19 — Kenny Loggins, 19 To 13 — Alicia Bridges, 17 To 10 — Nick Gilder, 15 To 12 — Boston, 11 To 9 — Anne Murray, 10 To 6 — Little River Band, 9 To 5 — E.C. King, 6 To 3 — Exile, 5 To 2 — Taste Of Honey, Ex To 18 — Bob Seger. ADDS: Foreigner, Donna Summer

KREM — SPOKANE — JIM HILL, MD

1-1 — Little River Band. JUMPS: 29 To 26 — Crystal Gayle, 27 To 22 — Steely Dan, 26 To 21 — Rolling Stones, 25 To 20 — Dan Hill, 23 To 19 — Gerry Rafferty, 22 To 18 — Michael Johnson, 20 To 16 — Capt. & Tennille, 18 To 15 — Kinks, 17 To 12 — J.P. Young, 16 To 11 — Simon/Taylor, 15 To 8 — Boston, 11 To 6 — Kenny Loggins, 8 To 5 — Billy Joel, 7 To 4 — Anne Murray, Ex To 27 — Player, Ex To 25 — Hall & Oates, Ex To 24 — Ambrosia. ADDS: Wings, Stephen Bishop, Barry Manilow, David Gates, Leo Sayer, Stonebalt

KTAC — TACOMA — BRUCE CANNON, MD

3-1 — Olivia Newton-John. JUMPS: 23 To 20 — Jackson Browne, 21 To 18 — Robin Gibb, 19 To 14 — Nick Gilder, 16 To 13 — Little River Band, 15 To 12 — E.W&F, 11 To 8 — Travolta/John, 7 To 4 — Exile, Ex To 30 — Barbra Streisand, Ex To 29 — Capt. & Tennille. ADDS: Donna Summer, David Gates, Billy Joel, J. Travolta, Meco, Ambrosia, Steely Dan, J.P. Young, Michael Johnson

The following stations were also used in this week's research:

WSTV, WOKY, WKLO, WNDE, WDBQ, WCOL, WGCL, WMET, KIMN, KPAM, KNDE, KCPX, KJRB, WDHA, WBEC, WPRO, KTFX, WANS-FM, WBBQ, WKXX-FM, WAPE, WSM, WLEE, KIIS-FM.

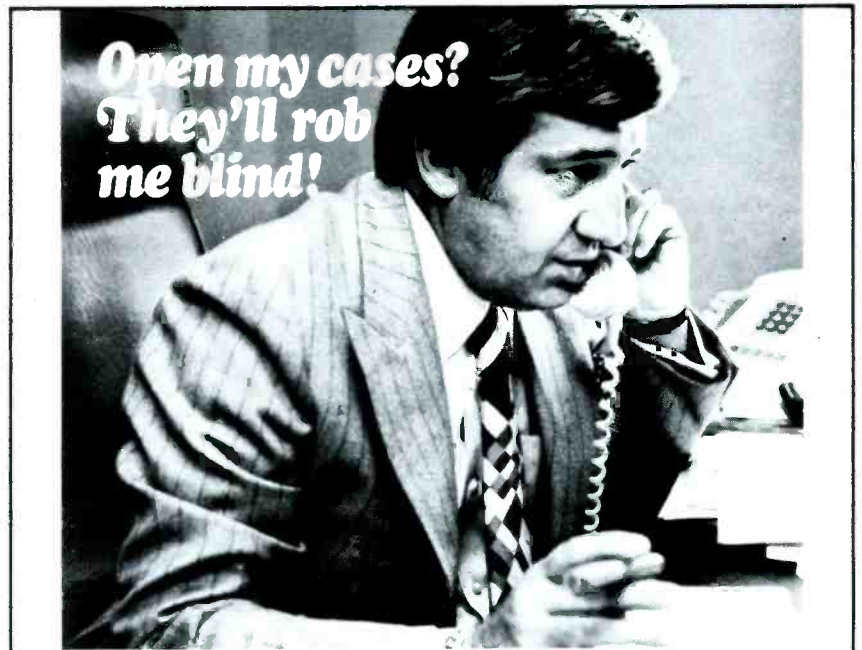
East Coastings/Points West

(continued from page 20)

WILD CHILD PARTY — Almost the entire Columbia Records marketing team, led by **Jack Craigo**, senior vice president and general manager, was on hand Sept. 12 at Chasen's in Beverly Hills during a listening party for **Valerie Carter's** new "Wild Child" LP. The album, which marks the first release from the newly-formed American Recording Company, was produced by **James Newton Howard**, former keyboard player for **Elton John**. Carter made a brief appearance later in the evening and was introduced by Craigo. Others in attendance included ARC co-chairmen **Bob Cavallo** and **Joe Ruffalo**; **Verdine White** of **Earth, Wind and Fire**; **Joe Mansfield**, vice president of marketing for Columbia; **Bob Sherwood**, vice president of national promotion for Columbia; **Don Eills**, vice president of national A&R for Columbia, as well as many local Columbia staff and branch personnel. . . . **Lelf Garrett** served as grand marshal of the "Parade of Champions" in New Orleans last week, leading a lineup which included **Muhammad Ali**, **Leon Spinks**, a half-dozen marching bands and representatives of local community organizations. . . . **Ainsley Dunbar** has quit **Journey**, reportedly over "musical differences," but no word yet as to his future plans. . . . Paramount Recording Studio in Hollywood is completing major renovations and expansion of its facilities. Recently at work at Paramount have been **Kim Carnes**, **5th Dimension**, **Peter McCann**, **George Duke** and a new Columbia act, **Jules and the Polar Bears**. . . . There apparently is no truth to the rumor that **Jerry Lee Lewis**, now signed to Elektra/Asylum, might work with producer **Jack Clement**, also an E/A artist.

B'NAI B'RITH TALK — **Elliot Goldman**, executive vice president and general manager of Arista Records, last week opened up the season's first meeting of The Music and Performing Arts Lodge of B'nai B'rith with a speech titled, "The Business of Records: Deals, Profit and Image." One of the big points of his speech was his contention that the birth of the record industry as a business is even more significant than the leaps and bounds by which the industry has progressed (sales-wise) in the past couple of years. "For good or ill, and I think good, the record industry has finally come of age in the eyes of the public media and financial community," Goldman said. But he suggests the industry has much room for improvement in its financial aspects, especially in the area of published revenue figures, which are unusually gross profits based on quantities shipped, not sold. . . . Reports that **Bruce Springsteen** might be back in the Los Angeles area for concerts before the end of the year appear to be premature. Springsteen does have a brief tour scheduled for parts of November and December, but no dates mentioned so far are in Los Angeles. . . . Actress and songwriter **Zane Busby**, who is introduced in the new **Cheech & Chong** film "Up In Smoke," will have three of her songs covered by **Kiki Dee** on her next Rocket album. **Lou Adler** was reportedly so impressed with Busby's comedic showing in the film that he is considering doing a comedy album with her. . . . E/A's **Laura Allen** is featured in an upcoming issue of *Skateboard* magazine, making her the label's second artist recognized for her skating ability.

randy lewis



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Jabbar 3-Day Festival Shows Drawing Power Of Jazz In L.A.

LOS ANGELES — More than 5,000 jazz fans turned out for the first West Coast Jazz Festival Sept. 8-10 here at the Music Center's Ahmanson Theater.

The event, which was co-sponsored by L.A. Lakers basketball star Kareem Abdul-Jabbar and Love and Happiness Productions, spotlighted jazz artists from CBS, Warner Bros. and Elektra/Asylum, who performed on Friday, Saturday and Sunday nights respectively.

While noting that a complete sellout would have meant 6,000 tickets were sold over the three-day event, Rod McGrew, president of Love and Happiness, said he was more than happy with the paid attendance of 5,075.

"Considering this was the first West Coast Jazz Festival, I was extremely pleased with the turnout," McGrew said. "We made some mistakes, but whenever you hold an event like this for the first time it's a learning experience, and we expect things to run even more smoothly in the years to come."

"Any problems we had were so minor that they had little impact on the overall success of the event. The response was

fantastic, the artists were incredible and the music speaks for itself. Also, I think the fact that Mayor Bradley declared it Kareem Abdul-Jabbar West Coast Jazz Festival weekend was a significant endorsement and added to the validity of the event."

He went on to stress that the festival was staged with a two-fold purpose in mind: to see jazz elevated to its rightful place as an important cultural art form and at the same time call attention to the fight against sickle cell anemia.

Net proceeds from the event were to benefit sickle cell research, but since the event just broke even, McGrew said individual donations would be made by Jabbar and Love and Happiness. He added that sickle cell would be the event's designated charity for the next several years.

Artistically, McGrew cited the special one-time only performance by the original members of Return to Forever (Chick Corea, Stanley Clarke, Joe Farrell, Airto and Flora Purim) on Saturday night as an example of how the festival can help present an historical perspective on jazz. In the

(continued on page 52)

ON JAZZ

Inner City set for some major expansion moves. New offices in New York will house art department, warehouse and shipping, as well as space for the executive staff.

The Milestone Jazz Stars are heading your way! **Sonny Rollins, McCoy Tyner and Ron Carter** (with drummer **Al Foster**) are off on a two-month 19-city tour which kicked off in Santa Barbara last weekend. The opportunity to hear great jazz men playing together is something that the public will turn out for, so expect sold-out shows. Milestone getting fully behind these artists with floor displays, posters and discounts to distributors.

Barry Harris, that splendid pianist, rarely appears in concert on his own, but now that may be changing. An ambitious show is set for Cami Hall in New York on Oct. 14. Guest soloists include **Silke Hampton, Harold Vick and Tommy Turrentine**, and strings and voices are also promised. This should be an important New York event!

Johnny Griffin begins his first tour of the U.S. in 15 years next week. Sept. 23 he'll be

in concert with an old crony, **Dexter Gordon**, and Carnegie Hall.

Pianist **Billy Taylor** kicks off a new jazz policy at the Knickerbocker Saloon in New York. Storytown adding a Wednesday night show with the **Stan Gold** Quartet to their regular Thursday-Saturday Shows.

CBS gearing up for the fall season with LPs by **Bobby Hutcherson, Jimmy & Percy Heath, Weather Report, Stan Getz, Billy Cobham, Maynard Ferguson** set any moment. Also coming soon: the **Chick Corea-Herbie Hancock** piano spectacular.

Two LPs of previously unissued **Johnny Hodges** material will be part of the next Verve release.

Look for a massive release, (perhaps 15 LPs) from Bethlehem.

Jay McShann working on another Atlantic LP. This time the cast will be somewhat different. Only guitarist **John Scofield** will return, while added starters include **Herbie Mann** on tenor sax, **Gerry Mulligan** on soprano sax and **Joe Morello** on drums.

bob porter

TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
	9/16		9/16
1 IMAGES CRUSADERS (ABC BA-6030)	1 11	21 LOVE AFFAIR GARY BARTZ (Capitol 11789)	20 11
2 SOUNDS... AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	2 14	22 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	26 2
3 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	5 7	23 RAINBOW SEEKER JOE SAMPLE (ABC AA-1050)	22 33
4 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	4 12	24 BEST OF CHUCK MANGIONE (Mercury SRM 2-8601)	27 5
5 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	3 47	25 MODERN MAN STANLEY CLARKE (Nemperor/CBS JZ 35303)	21 33
6 TROPICO GATO BARBIERI (A&M SP 4710)	6 9	26 THE BLUE MAN STEVE KHAN (Columbia JC 35539)	30 2
7 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	9 4	27 CASINO AL DIMEOLA (Columbia JC 35277)	25 22
8 FRIENDS CHICK COREA (Polydor PD-1-6160)	8 7	28 ALIVEMUTHERFORYA VARIOUS ARTISTS (Columbia JC 35349)	24 22
9 WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	7 34	29 PHIL UPCHURCH (Marlin 2209) 28	28 10
10 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	11 12	30 ALL ABOUT ESTHER PHILLIPS ESTHER PHILLIPS (Mercury SRM-1-3733)	29 7
11 FREESTYLE BOBBI HUMPHREY (Epic 35338)	10 16	31 EASY GRANT GREEN (Versatile 6002)	33 7
12 MAGIC IN YOUR EYES EARL KLUGH (United Artists UA-LA877-H)	13 16	32 TIME AND CHANGE CALDERA (Capitol SW-11810)	37 2
13 SUPER BLUE FREDDIE HUBBARD (Columbia JC 35386)	12 12	33 NIGHT DANCING JOE FARRELL (Warner Bros. BSK 3225)	34 2
14 PAT METHENY GROUP (ECM-1-1114)	15 8	34 WHAT ABOUT YOU! STANLEY TURRENTINE (Fantasy F-9563)	— 1
15 DON'T LET GO GEORGE DUKE (Epic JE 35366)	14 17	35 SUNNY SIDE UP WILBERT LONGMIRE (Columbia/Tappan Zee JC 35365)	35 9
16 LARRY CARLTON (Warner Bros. BSK 3221)	18 7	36 LOVE ISLAND DEODATO (Warner Bros. BSK 3132)	31 26
17 MY SONG KEITH JARRETT (ECM-1-1115)	16 8	37 THE BEST OF LONNIE LISTON SMITH (RCA AFL1-2897)	— 1
18 SECRETS GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	23 3	38 INFINITY IS SONNY FORTUNE (Atlantic SD 19187)	36 4
19 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	19 18	39 SAY IT WITH SILENCE HUBERT LAWS (Columbia JC 35022)	38 26
20 ARABESQUE JOHN KLEMMER (ABC AA-1068)	17 16	40 SUMMER SOFT BLUE MITCHELL (ABC IA-9347)	— 1

JAZZ ALBUM PICKS

CARNIVAL — Maynard Ferguson — Columbia JC 35480 — Producer: Maynard Ferguson — List: 7.98

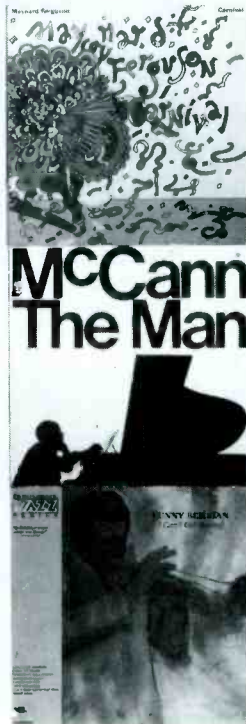
Ferguson, now 50, has learned the fine art of making his trumpet accessible to pop audiences without sacrificing his jazz integrity. "Carnival" is loaded with cuts that could continue his recent crossover success including the theme from the new TV series "Battlestar Galactica," "M.F. Carnival," and covers of "Birdland," "Baker Street" and "Over The Rainbow." The band behind Ferguson is excellent, but it's their leader's trumpet play, smooth but invigorating, that highlights an LP likely to be one of the year's biggest jazz sellers.

THE MAN — Les McCann — A&M SP 4718 — Producer: Paul Riser — List: 7.98

Les McCann has been making top-notch records for years, but he's yet to find that magical single to expose his music to the masses. But there are plenty of crossover possibilities on "The Man," a mix of instrumentals and cuts featuring McCann's soulful vocals. His fully-orchestrated rendition of Billy Joel's hit, "Just The Way You Are," makes the original pale by comparison. And the Brazilian "Para Ti, Para Mi" is another good bet if it's edited down.

I CAN'T GET STARTED — Bunny Berrigan — Quintessence 25081 — List 3.98

If Bunny Berrigan never did anything else aside from the title track, he would still be a candidate for jazz immortality. The fact is that he did much, and his work throughout these nine tunes reinforces his position as the first great White trumpet player. A well chosen entry in this impressive new budget jazz line from Pickwick.



SIMPLICITY OF EXPRESSION-DEPTH OF THOUGHT — Billy Cobham — Columbia JC 35457 — Producers: Jay Chattaway and Billy Cobham — List: 7.98

Verbal jazz is quietly becoming an important part of the "jazz" scene, where mainstream, fusion and other jazz-inspired musical forms are expanding traditional boundaries. The highlights of the former Mahavishnu Orchestra drummer's new LP are the verbal jazz numbers, especially "Bolas," a beautiful, tender song featuring outstanding vocals by Kamal. On the whole, the album is filled with superb instrumentation, most notably Cobham's explosive drumming and percussion.

DUAL NATURE — Lew Tabackin — Inner City 1028 — Producer: Hiroshi Isaka — List: 7.98

The dual nature involves a side of tenor sax and a side of flute. The tenor is more impressive but then Tabackin tends to impress with everything he does. "Russian Lullaby" invites comparison with Coltrane — it's that good. Rhythm includes Shelly Manne and Don Friedman and provides excellent support. Tabackin is definitely a musician to check out!

SINGS AND SWINGS — Fats Waller — Quintessence 25121 — List: 3.98

While RCA vacillates, Pickwick leaps into the breach with nine tunes of vintage Fats Waller material. Tunes are all from the '30s with vocals and a jumping little band. Waller's zany asides add spice. With all the hoopla regarding the success of "Ain't Misbehavin'," this should be a strong performer, especially at this price.

MERCHANDISING

SINGLES BREAKOUTS

Camelot — National CAPTAIN & TENNILLE NATALIE COLE DAVE & SUGAR CRYSTAL GAYLE JOURNEY LITTLE RIVER BAND GERRY RAFFERTY BOB SEGER DONNA SUMMER WINGS	STYX DONNA SUMMER J.P. YOUNG	GOODY GOODY DAN HARTMAN JACKSONS
Tower — Seattle WALTER EGAN HEART STEPHEN STILLS DONNA SUMMER	United — Miami ALICIA BRIDGES	Pickwick — National JACKSON BROWNE CAPTAIN & TENNILLE RICK JAMES BILLY JOEL E.C. KING MEAT LOAF LINDA RONSTADT VILLAGE PEOPLE WHO
Modern Music — Cleveland ERIC CARMEN FUNKADELIC BARRY MANILOW PABLO CRUISE STYX ZWOL	Bee Gee — Albany HALL & OATES TEDDY PENDERGRASS ROSS/JACKSON	Tower — Sacramento FOXY VAN MORRISON SYLVESTER GINO VANNELLI WHO
Music Box — New Orleans CITY BOY BILLY JOEL L.T.D. STEELY DAN	Record Factory — San Francisco FOXY VAN MORRISON SYLVESTER GINO VANNELLI WHO	Father's & Son's — Indianapolis COMMODORES JUSTIN HAYWARD JEFFERSON STARSHIP VAN MORRISON
Harmony Hut — Washington CAPTAIN & TENNILLE ROSS/JACKSON BARRY MANILOW MEAT LOAF STYX	Harmony House — Detroit EXILE FOXY GRAHAM CENTRAL STATION LITTLE RIVER BAND	Record Dept. Merch. — Memphis FUNKADELIC JACKSONS
Licorice Pizza — L.A. CRYSTAL GAYLE L.T.D. KENNY LOGGINS	Handleman — Atlanta ROLLING STONES WHO	Cavages — Buffalo BIG WILLY & THE HUB CAPS DOCTOR HOOK STYX GINO VANNELLI
Galgano — Chicago AMBROSIA BEATLES CAPTAIN & TENNILLE COMMODORES BARRY MANILOW LINDA RONSTADT ROSS/JACKSON	Richman Bros. — Philadelphia CRYSTAL GAYLE BARRY MANILOW ROLLING STONES DONNA SUMMER VILLAGE PEOPLE JOE WALSH WHO WINGS	Wherehouse — Los Angeles STEPHEN BISHOP HALL & OATES JEFFERSON STARSHIP PLAYER STONEBOLT DONNA SUMMER WINGS
	Alta — Phoenix FOXY	Radio Drs. — Milwaukee AMBROSIA CAPTAIN & TENNILLE PLAYER STYX DONNA SUMMER
	P.B. One Stop — St. Louis AMBROSIA BARRY MANILOW STYX DONNA SUMMER	
	Sound Warehouse — Dallas ROLLING STONES STYX BETTY WRIGHT	
	Record World, T.S.S. — New York	

ALBUM BREAKOUTS

Camelot — National AMBROSIA BOSTON EXILE LITTLE RIVER BAND KENNY LOGGINS OHIO PLAYERS LEE OSKAR DONNA SUMMER SYLVERS WHO	AERIAL MOTHER'S FINEST MUSIQUE	JOE THOMAS
Harmony House — Detroit SAMMY HAGAR ROBIN TROWER CHRIS REA	Record Dept. Merch. — Memphis KENNY LOGGINS LYNYRD SKYNYRD	Music Box — New Orleans JOE COCKER WALTER EGAN FOGELBERG/WEISBERG LeROUX McCRARYS ANNE MURRAY LEE OSKAR JEAN-LUC PONTY ROSE ROYCE LENNY WILLIAMS
Atta — Phoenix BEATLES EXILE FOXY HALL & OATES E.C. KING LYNYRD SKYNYRD CHUCK MANGIONE ANNE MURRAY OHIO PLAYERS ROSE ROYCE WHO BETTY WRIGHT	Disc — Chicago STEPHEN BISHOP BOZZ HALL & OATES	Discount Records — St. Louis BLONDIE NICK GILDER PLAYER STYX
Disco Mat — New York CRUSADERS TIM CURRY RICK JAMES L.T.D.	Wherehouse — Los Angeles AMBROSIA JOE COCKER HALL & OATES PLAYER	Everybody's — Portland STEPHEN BISHOP EXILE FOGELBERG/WEISBERG HALL & OATES JEFF LORBER LYNYRD SKYNYRD ANNE MURRAY NORTON BUFFALO LEE OSKAR WHO
Spec — Miami STEPHEN BISHOP	Pickwick — National ASHFORD & SIMPSON BEATLES STEPHEN BISHOP BOSTON JOE COCKER WALTER EGAN EXILE FOGELBERG/WEISBERG HALL & OATES PLAYER JEAN-LUC PONTY ROSE ROYCE SYLVESTER SWITCH ROBIN TROWER WHO	Handelman — National BOSTON BOZZ JOE COCKER FOUL PLAY HALL & OATES RICK JAMES KENNY LOGGINS ELVIS PRESLEY SESAME STREET FEVER WHO
1812 Overture — Milwaukee AMBROSIA STEPHEN BISHOP FAITH BAND MOLLY HATCHETT GREG KIHN 1994 STYX DONNA SUMMER GINO VANNELLI	Rec. & Tape Collector — Baltimore ASHFORD & SIMPSON CALDERA FOGELBERG/WEISBERG HALL & OATES LYNYRD SKYNYRD CHUCK MANGIONE PLAYER ROSE ROYCE	Waxie Maxie — Washington STEPHEN BISHOP BLONDIE JOE COCKER GREG KIHN KINGFISH LeROUX 1994 PLAYER TALKING HEADS
Dan Jay — Denver STEPHEN BISHOP CARS HALL & OATES DAN HILL QUINCY JONES STEVE KHAN KLAATU MOTHER'S FINEST LEON REDBONE ROBIN TROWER	Sound Warehouse — San Antonio BLONDIE RODNEY CROWELL FUTURES NICK GILDER DAN HILL LYNYRD SKYNYRD CHUCK MANGIONE RIOT DONNA SUMMER SYLVESTER	Gary's — Virginia FOGELBERG/WEISBERG BUDDY HOLLY — M.C.A. KENNY LOGGINS BOB SEGER VILLAGE PEOPLE WHO
Korvettes — National ASHFORD & SIMPSON STEPHEN BISHOP JOE COCKER HALL & OATES KENNY LOGGINS CHUCK MANGIONE MUSIQUE PLAYER DONNA SUMMER VILLAGE PEOPLE	Record Theater — Cleveland LARRY CARLTON NICK GILDER STYX DONNA SUMMER	Flipside — Chicago WALTER EGAN EXILE GREG KIHN E.C. KING PAT METHENY DONNA SUMMER U.K.
Richman Bros. — Philadelphia	All Record Service — Oakland NICK GILDER LYNYRD SKYNYRD CHUCK MANGIONE	Tower — Sacramento JOE COCKER DAN HILL LEE OSKAR
	Record Bar — Durham, N.C. E.C. KING	
	Strawberries — Boston CHANSON NORMA JEAN SILVER BLUE	

RSO Keys Fall Marketing Program To Four New Albums, Current Hits

LOS ANGELES — RSO Records is heading into the fall season with an extensive marketing and merchandising plan keyed to the release of four new RSO LPs as well as the continued support of the label's current hit product.

The four new releases are Jim Capaldi's debut album for the label, "Daughter of the Night," Yvonne Elliman's follow-up to her recent "Night Flight," a new Eric Clapton studio album and "Moment By Moment," the soundtrack LP from the film of the same name starring John Travolta and Lily Tomlin.

The marketing campaign, which also supports "Grease," "Saturday Night Fever" and "Sgt. Pepper's Lonely Hearts Club Band" soundtracks, will involve inflatable red cows as in-store displays, stickpins with the RSO logo available at retail level, posters, mobiles and in-store and window display materials.

Also included are T-shirts, buttons and other promotional items being designed for each individual album. A 12-inch AOR sampler LP featuring selected cuts from "Danger Zone," "Sgt. Pepper" and the new Eric Clapton album is also being developed as part of the plan.

The label plans to use all media in key markets. RSO has also made major print and radio buys and an extensive television campaign is being prepared for late fall.

In addition, special Christmas packages of RSO records are also planned for widespread use.



LABOR DAY COL-LABOR-ATION — RSO Records got together with University Stereo in Hollywood over the Labor Day weekend for a "Labor Day RSO" giveaway. Copies of recent RSO soundtrack albums as well as autographed copies of Player's new "Danger Zone" LP were awarded as some of the prizes in the promotion. Pictured (l-r) are: Rudy Rudolph, University Stereo assistant manager; Mark Litpitz, drawing winner; and David Bryant, University Stereo manager.

Kiss Solo Albums Supported By \$2.5 Million Promotion

LOS ANGELES — As part of a \$2.5 million marketing and merchandising campaign in support of four solo LPs by the members of rock group Kiss, key executives from Casablanca Records currently are hosting listening sessions in 11 major U.S. markets.

The four LPs will be heard first in Houston, Dallas, Atlanta, Cleveland, Chicago, Boston, Detroit, Minneapolis, St. Louis, San Francisco and Philadelphia and will be supported by an NBC-TV movie and merchandising items including Kiss jeans, Kiss dolls and a Marvel Comic book.

Executives hosting the listening sessions include Bruce Byrd, label executive vice president; Bobby Applegate, national LP promotion vice president and Larry Harris, senior vice president and chief operating officer, who reports that four million units of the four albums will ship Sept. 18.

Each album will contain a different poster designed to complete a four-part puzzle when all four LPs are purchased.

Merchandising aids will include 4x4s of band members, Gene Simmons, Paul Stanley, Ace Frehley and Peter Criss, and two-sided dangler arrows.

Customers buying all four LPs will be given plastic bags with full-color reductions of the four individual album covers. The label has also created a full color 22 x 68-inch poster displaying all four covers.

Radio stations will be given cassettes containing interviews with all Kiss members along with a special album containing the two top sides from each album.

Casablanca also is producing 300-400 half-hour videocassettes which will be given to retailers equipped with VTRs for in-store merchandising.

Kissmobiles, cars painted with Kiss artwork and radio station and retailer logos, will be given away as retail and merchandising contest prizes. Participating stores and stations will be supplied with entry blanks which feature Kiss artwork containing intentional mistakes. The customer finding the most errors will be awarded the car.

The consumer ad budget is an estimated \$1.5 million, Harris says. Approximately 100 radio stations will carry 60-second spots and prime time television spots will be purchased nationally.

The NBC-TV special "Kiss Meets The Phantom" is scheduled to air in October.

E/A To Release Ronstadt Pic-Disc

LOS ANGELES — Elektra/Asylum Records is releasing 150,000 Linda Ronstadt picture discs for retail sale in conjunction with the release of her new album "Living In The U.S.A." The album is being released this week and will be followed by the picture discs in late October.

The limited edition disc will retail for \$15.98 and will carry on the roller-skating motif of the cover art.

Ad Firm Intros In-Store Video

LOS ANGELES — Crosse & Doppler Advertising, Inc. is introducing video promotion units in selected Los Angeles-area record outlets, according to Tom Crosse, president of the agency.

The first units have been placed in VIP Record and Tapes stores. According to the announcement, free air time is available to interested labels.



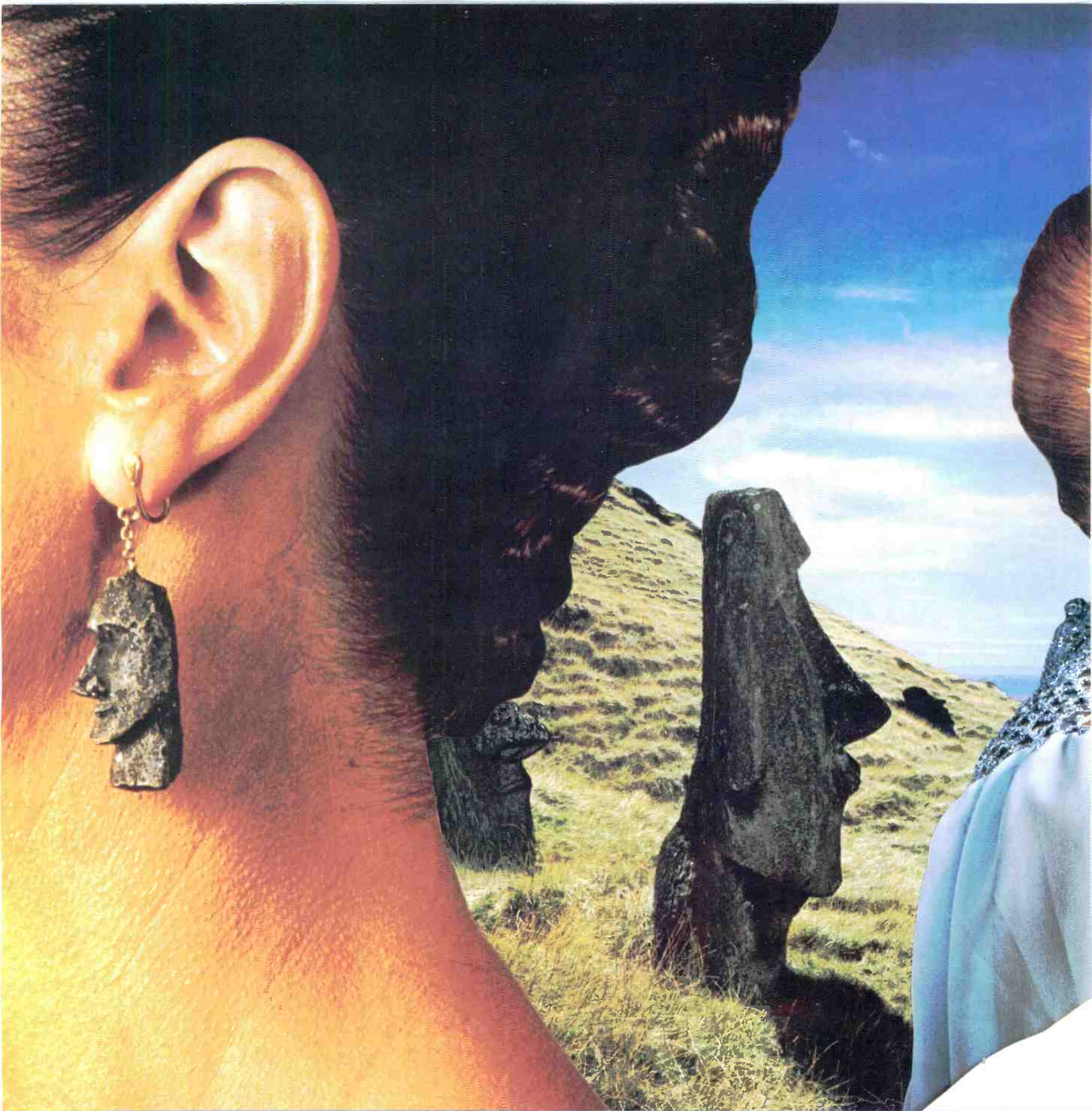
ALACRITOUS CRUSTACEAN — Oasis Records & Tapes in Pittsburgh recently sponsored "The Great WYDD/Oasis Lobster Race" as a promotion for Epic group Nantucket. The contestants whose lobster won the race was awarded five lobster dinners. Pictured (l-r) are: Jack Robertson, WYDD; Rose Ryan, WYDD; Joseph Lieberwitz, contest winner; and Chip Cipic, Oasis promotion director.

TOP SINGLE BREAKOUT OF THE WEEK

MacARTHUR PARK — DONNA SUMMER — CASABLANCA

TOP ALBUM BREAKOUT OF THE WEEK

CHILDREN OF SANCHEZ — CHUCK MANGIONE — A&M

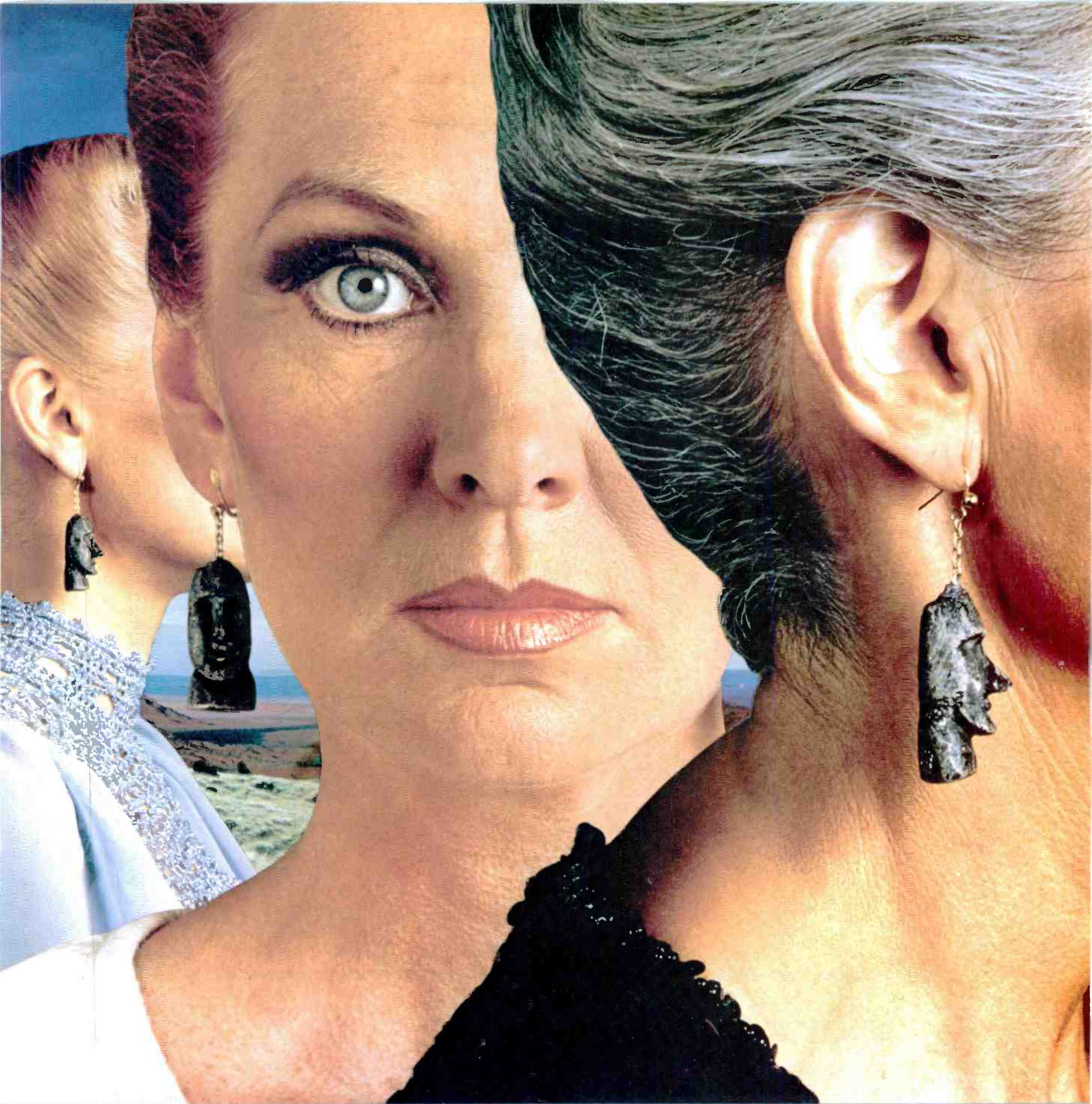


“Pieces of Eight” SP 4724

The new platinum album.

On A&M Records & Tapes 

Produced by Styx. Production Assistance: Barry Mraz.



Styx

Executives On The Move

(continued from page 16)

joins CBS from BASF-Wyandotte Corporation, a German chemical firm, where he served as project leader in commercial systems. Prior to that, he was a computer systems project leader for the international division of Bristol-Myers.

Roberts Promoted At Polydor — Randy Roberts has been named national singles sales manager of Polydor Incorporated. Roberts has held a number of positions with Polydor, most recently national special projects manager.

Hayden Taps Brinton — Tom Hayden and Associates has announced the appointment of Jane Brinton to vice president, in charge of promotion, marketing, and special projects. Most recently, she was disco charts editor at *Billboard* magazine with a prior tenure as director of publicity and artists development at Salsoul Records headquartered in New York.

Shawy Promoted At ABC — Joseph Shawy has been promoted to assistant to the controller, American Broadcasting Companies, Inc. He has been director, accounting services, since Aug. 1972. For a year prior to that, he had been manager of billing and station compensation, and from Nov. 1968, he served as manager, payroll. Earlier, from June 1967, he was assistant payroll supervisor. He joined ABC as assistant supervisor, accounts payable, in July 1964.

Meyer Named — The Cameron Organisation, Inc., announced the appointment of Nancy Meyer as director, creative services for the personal management firm. She has served as assistant public affairs director at WOPA-AM Radio in Chicago and comes to The Cameron Organisation, Inc., from WIFR Television (Channel 23) in Rockford, Illinois.

Baron Appointed — Mark Baron has been appointed as director of communications for Factors Etc., Inc. He was a former vice president for ICPR Public Relations. He joined McFadden, Strauss & Irwin Public Relations, Inc. in 1972, and remained with the company through its merger with ICPR Public Relations in August.

Muhl Named To GRT — Fred J. Muhl has been named plant operations manager at GRT Corporation, Sunnyvale, Calif. He spent 12 years with RCA Recorded Tape, Indianapolis, Ind., in a variety of manufacturing positions, most recently as manufacturing manager.

Weiss Appointed At Casablanca — Casablanca Record and FilmWorks has announced the appointment of Andrew Weiss as attorney for the label. He comes to Casablanca from a private general law practice in San Diego. He is a member of the California Bar Association and the American Bar Association.

Hoch Named At Disneyland-Vista — Steve Hoch has been named national sales manager for Disneyland-Vista Records. He joined Disney in 1976 as assistant sales manager to Gary Krisel, who recently moved up to head all record and music publishing activities, under corporate consumer products division vice president Vincent Jefferds.

Furton Named At DIR — DIR Broadcasting has announced the promotion of Sandra Furton to associate producer of Direct News, a FM radio news program syndicated nationally to 200 stations. Formerly booking director, she will now coordinate all interviews as well as assist in the overall production of Direct News.

Pinskey Joins Press Office — Raleigh Pinskey has joined the staff of The Press Office Ltd. in New York. She was formerly associate editor of "New on the Charts" and promotion coordinator at Private Stock Records.

Joseph To Arla — Audrey Joseph has been named to head Pro-Media-Motion, a division of Aria Productions created to handle in-house and independent promotion. Pro-Media-Motion will gear its initial efforts to national disco promotion and will provide a total promotion package, handling discotheques, radio, retail sales, and publicity for both artist and product.

Marks Resigns — Larry Marks has resigned his position as west coast professional manager for Interworld Music. Previously, he was general manager for 20th Century Fox Music Publishing. He will reveal his future plans shortly.



BMA ADVISORY BOARD — The advisory board of the Black Music Association gathered for a group photo at the BMA's first meeting Sept. 9-11 at La Costa, Ca. Pictured standing (l-r) are: Lee Zito, Don Zimmermann, Irwin Steinberg, Bob Summer, Larry Depte, Phil Asbury, Mike Lushka, Jerry Moss, Alan Livingston, Sy Leslie, Tom Noonan, Stan Gordikov, Joe Cohen, Chuck Smith and Bob Auston. Shown seated (l-r) are: George Albert, Berry Gordy, Kenny Gamble, Ed Wright, Jules Malamud and Glenda Gracia.

1st Black Music Association Officially Begins In La Costa

LOS ANGELES — The Black Music Association (BMA) was officially launched last week during meetings in La Costa, Calif. Co-founders Jules Malamud, Kenny Gamble and Ed Wright welcomed the many industry executives on hand to support the Philadelphia-based organization.

Also on hand were Recording Industry Association of America chief Stanley Gortikov, NARM president John Cohen and executive vice president Joe Cohen and dozens of key radio programmer air personalities, label promotion chiefs, concert promoters, attorneys, managers, agents, music publishers and press totaling in all about 120 persons.

CBS was the first to contribute money to start the organization, and paved the way for other major labels to also kick in funds which now reportedly total \$600,000.

Co-founder Gamble told the gathering, "We will stress improvement of black radio signal strength to maximize exposure of black product to radio audiences. We will seek to emphasize establishing fair credit and billing procedures for black distributors and retailers. We will encourage more minority hiring on the executive level and a general creation of a positive image for black music."

Most executives came away from the meeting optimistic about the organization's future. Harold Childs, senior vice president of promotion at A&M Records said, "I was very happy with the industry turn out first of all, and the level of enthusiasm from the presidents of the labels was tremendous. It is my opinion that this organization is well on its way to becoming the 'spokesman' for the black music industry."

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 - Marketing and distribution
 - Exhibiting the film

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David Comsky, Esq.,
Bruce Corwin, President and Chief Executive Officer, Metropolitan Theatres
Richard deBlois, Administrative Manager, Berlfein and Company, Certified Public Accountants

Thom Mount, Executive Vice President in Charge of Production Universal Studios
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EDP B5206Q

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Fall 1978

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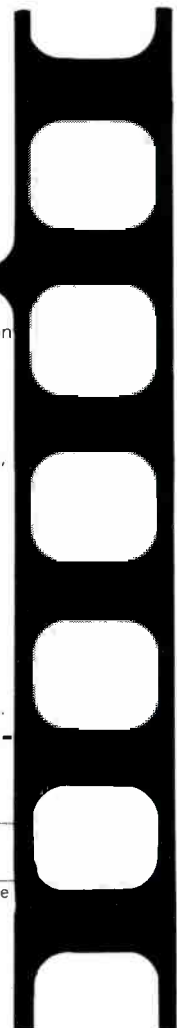
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TOP 50 ALBUMS

	Weeks On 9/9 Chart		Weeks On 9/9 Chart
1 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11732)	5 33	26 TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic KE 35045)	22 44
2 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	2 6	27 SOMEONE LOVES YOU HONEY CHARLEY PRIDE (RCA APL 1-2478)	24 28
3 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA 858-H)	3 13	28 THE BEST OF GENE WATSON (Capitol ST-11782)	28 12
4 STARDUST WILLIE NELSON (Columbia JC 353605)	4 21	29 COLLISION COURSE ASLEEP AT THE WHEEL (Capitol SW-11726)	29 4
5 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists UA-LA903-H)	1 10	30 JERRY LEE LEWIS KEEPS ROCKIN' (Mercury SRM-1-5010)	31 9
6 ENTERTAINERS... ON AND OFF THE RECORD THE STATLER BROTHERS (Mercury ARM 1-5007)	6 24	31 WHITE MANSIONS VARIOUS ARTISTS (A&M SP-6004)	32 4
7 ONLY ONE LOVE IN MY LIFE RONNIE MILSAP (RCA APL 1-2780)	7 13	32 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1718)	34 52
8 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	8 33	33 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	33 47
9 ELVIS SINGS FOR CHILDREN AND GROWNUPS TOO ELVIS PRESLEY (RCA CLP 1-2901)	9 6	34 REFLECTIONS GENE WATSON (Capitol SW-11805)	36 2
10 TEN YEARS OF GOLD KENNY ROGERS (United Artists LA 835-H)	10 34	35 WE BELONG TOGETHER SUSIE ALLANSON (Warner/Curb BSK-3217)	37 3
11 OH! BROTHER LARRY GATLIN (Monument MG 7626)	11 15	36 DOTTIE DOTTIE WEST (UA LA-860-G)	39 2
12 HONKY TONK HEROES CONWAY TWITTY/LORETTA LYNN (MCA-2372)	18 11	37 QUARTER MOON IN A TEN CENT TOWN EMMYLOU HARRIS (Warner Bros. BSL 3141)	40 33
13 WOMANHOOD TAMMY WYNETTE (Epic KE-35442)	12 12	38 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	41 43
14 I'M ALWAYS ON A MOUNTAIN WHEN I FALL MERLE HAGGARD (MCA-2375)	14 7	39 C.W. MCCALL'S GREATEST HITS (Polydor PO-1-6156)	— 1
15 IT'S A HEARTACHE BONNIE TYLER (RCA AFL 1-2821)	15 16	40 MELLO MEL MCDANIEL (Capitol ST 11779)	— 1
16 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	16 25	41 BARTENDER'S BLUES GEORGE JONES (Epic KE 35414)	43 6
17 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	17 40	42 DAYTIME FRIENDS KENNY ROGERS (United Artists UA-LA 754-G)	44 5
18 HERE YOU COME AGAIN DOLLY PARTON (RCA APL 1-2544)	21 48	43 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	46 52
19 COUNTRY BOY DON WILLIAMS (ABC DO 2088)	25 7	44 GUITAR MONSTERS CHET ATKINS & LES PAUL (RCA APL 1-2768)	45 11
20 LOVE ME WITH ALL YOUR HEART JOHNNY RODRIGUEZ (Mercury SRM-1-5011)	23 9	45 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	47 71
21 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA864-H)	19 26	46 CLASSIC RICH CHARLIE RICH (Epic JE-35394)	38 6
22 I BELIEVE IN YOU MEL TILLIS (MCA-2364)	20 13	47 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771-G)	42 8
23 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic KE 35443)	26 4	48 OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	30 24
24 THE VERY BEST OF CONWAY TWITTY (MCA 3043)	27 16	49 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	49 55
25 ROOM SERVICE OAK RIDGE BOYS (ABC AY-1065)	13 15	50 SON OF A SON OF A SAILOR JIMMY BUFFET (ABC AA-1046)	35th

RCA's Joe Galante Named N'ville Marketing Vice Pres.

(continued from page 12)

University. "I just think it is a vote of confidence from the corporation in recognition of what the Nashville staff has done and how successful Nashville has been. It should help us tremendously. We have been very fortunate in carrying our autonomy to the utmost as far as making our own decisions in regards to our promotion and marketing people, and this really doesn't signify any change. Jerry is head of the operation. All I am doing is taking care of my portion and reporting back to him. My side of the operation is shared by both of us, actually. He is involved in it, and we work together.

"As far as our pop label goes, we have yet to name the label, but we are gearing to take off as soon as everything is ready," Galante added. "We have contracts with several acts although I don't know if they have all actually been signed yet. And these are pop acts signed here and based out of Nashville. We have hired several pop promotion people working out of such places as Los Angeles, Dallas and Cleveland who will report to us. And Jerry has hired Tony Brown who will be the manager of A&R on the west coast, and he will report directly to Jerry."

Stronger Musical Base

In the years Galante has worked with RCA here, the company has been a leader in the movement by Nashville companies towards producing and marketing pop and crossover records. Galante attributes much of the success to the increased

professionalism in the company organization here. And he predicts and works toward a future goal of establishing an even stronger musical base here — which he feels will benefit the city of Nashville as well as RCA.

"On the country side of the operation, I think the big change has been in the regional staff," Galante said. "We have gotten more qualified people in dealing with radio stations, and the stores. And our promotional campaigns are better. We back up our records, and we are very selective in our releases. With crossovers, there has been a tremendous amount of coordination between our outlying branches, all our national people in New York and our Nashville staff. It has just been a total exchange of ideas and attacks in particular markets. Our timing of radio campaigns has improved. This has been due, in great part, to Bob Summers (RCA Records President).

"Our operation is to the degree now that we are not totally satisfied with the country operation," Galante added. "We want to break some more acts and establish some more names. We would like to have some more album releases by some of our newer acts. On the pop side, we strongly believe that the whole concept of a pop label out of Nashville is going to work. That is what we are looking to accomplish. When that happens, as we get stronger, so does the town. I think the town has seen a whole influx of people — art directors, photographers, producers, promotion people... the suppliers around town. I know we have been throwing several million dollars into the town's economy. I would look for that trend to continue, and we would continue to increase our market share of country and pop."

CMA Schedules Membership Meet

NASHVILLE — The Country Music Association (CMA) will hold its annual membership meeting Oct. 19 at 9:30 a.m. in Opryland's American Music Theatre. CMA President Joe Talbot will make public the organization's annual report.

New CMA board members for 1978-79 will be elected which will include one director from each of the 12 membership categories and three at-large directors.

This year's CMA Founding President's Award (established by Connie B. Gay) will be presented, and the three country radio station winners of 1977's country music month contest will receive their plaques. The award-winning stations are WJIL Radio in Jacksonville, Ill. (small market), KSSS Radio in Colorado Springs, Colo. (medium market) and WCMS Radio, Norfolk Va. (large market).



LONE STAR SIGNS HUDSON — Lone Star Records announced recently the signing of Larry G. Hudson to an exclusive recording contract with the label. Hudson (left) is shown with chairman of the board Willie Nelson following the signing.

Truck Drivers Hold Country Music Awards In Kansas City

KANSAS CITY, Mo. — MCA's Mel Tillis and Loretta Lynn were chosen "Best Country Male Vocalist" and "Best Female Country Vocalist" in the fourth annual Truck Drivers Country Music Awards Show held Sept. 9 in the Kansas City Convention Center Music Hall here. The awards were originated and are managed by "Open Road Magazine," a national professional truckers publication.

Other Winners

Other award winners, selected by certified professional truckdrivers in secret ballots, are MCA's Conway Twitty and Lynn as "Best Country Vocal Duet," ABC's Roy Clark as "Best Country Instrumental Recording Artist," "You Light Up My Life" as "Best Country Song of the Year," Mercury's The Statler Brothers as "Best Country Vocal Group," RCA's Tom T. Hall as "Best Country Songwriter," Big John Trimble of WRVA, Richmond, Va. as "Best

Truckin' Disc Jockey," WRVA Radio as "Best Country Truckin' Radio Station" and Hank Williams' "Your Cheating Heart" as "Best All-Time Favorite Country Song."

Hall headlined the show which was broadcast live over WDAF Radio in Kansas City and was taped for use by WSM in Nashville. Phil Young on WDAF-AM in Kansas City served as Master of Ceremonies. Charlie Douglas of WWL in New Orleans, La., Trimble, John Leslie of KCKN-AM and FM, Kansas City and Coyote McCloud of WSM also participated in the show.

The annual show is a benefit performance, with all proceeds going to the American Truckers Benevolent Association. All artists donated their time and talent. Sponsors of the show are Fram/Autolite, Ford Division, Heavy Truck Sales and Marketing, and ICS Diesel Truck Mechanics Training Programs.



FOUR FRESHMEN AT PETE'S PLACE — Veteran recording group The Four Freshmen were in town recently and recorded a new album at Pete's Place Studio for Pete Drake's 1st Generation Records. Shown at the session are (l-r): (standing) Dennis Grillo, Bob Flanigan, Ken Albaers and Autie Goodman of The Four Freshmen; and Jan Kurtis of Jan Kurtis Management; (sitting) Al Pachucki, engineer and studio manager; and Drake, producer.

CASH BOX TOP 100 COUNTRY

September 23, 1978

	Weeks On Chart	9/16		Weeks On Chart	9/16		Weeks On Chart	9/16
1 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA PB-11344)	1	9	34 FAIR AND TENDER LADIES CHARLIE McCOY (Monument 45-258)	38	7	69 WHEN I STOP LEAVING (I'LL BE GONE) CHARLEY PRIDE (RCA PB-112871)	53	14
2 HEARTBREAKER DOLLY PARTON (RCA PB-11296)	3	6	35 WHAT TIME DO YOU HAVE TO BE BACK TO HEAVEN RAZZY BAILEY (RCA PB-11338)	41	7	70 SHOW ME A SIGN JIM CHESTNUT (ABC/Hickory 45-51169)	77	7
3 IT'S BEEN A GREAT AFTERNOON MERLE HAGGARD (MCA 40936)	6	7	36 TOE TO TOE FREDDIE HART (Capitol P-4609)	40	6	71 TONIGHT'S THE NIGHT (IT'S GONNA BE ALRIGHT) ROY HEAD (ABC AB-12383)	51	10
4 WHO AM I TO SAY THE STATLER BROS. (Mercury 55037)	4	9	37 DAYLIGHT T.G. SHEPPARD (Warner/Curb WB-8678)	—	1	72 I STILL BELIEVE IN LOVE CHARLIE RICH (United Artists UA-X1223-Y)	52	9
5 WOMANHOOD TAMMY WYNETTE (Epic 8-50574)	5	11	38 DANGER HEARTBREAK AHEAD ZELLA LEHR (RCA PB-11359)	44	5	73 LOVE ME WITH ALL YOUR HEART (CUANDO CALIENTA EL SOL) JOHNNY RODRIGUEZ (Mercury 55029)	62	12
6 TEAR TIME DAVE & SUGAR (RCA PB-11322)	7	6	39 BOOGIE GRASS BAND CONWAY TWITTY (MCA 40919)	16	11	74 YOU'RE A DANCER EDDY RAVEN (Monument 45-260)	79	6
7 HELLO MEXICO (AND ADIOS BABY TO YOU) JOHNNY DUNCAN (Columbia 3-10783)	8	10	40 SWEET DESIRE THE KENDALLS (Ovation OV-1112)	—	1	75 I OWE IT ALL TO YOU JERRY ABBOTT (Churchill CR-7715)	78	5
8 IF YOU'VE GOT TEN MINUTES (LET'S FALL IN LOVE) JOE STAMPLEY (Epic 8-50575)	9	11	41 BORDERTOWN WOMAN MEL McDANIEL (Capitol P-4597)	45	7	76 YOU SHOULD WIN AN OSCAR (EVERY NIGHT) CHUCK POLLARD (MCA 40944)	56	9
9 PENNY ARCADE CRISTY LANE (LS/GRT-167)	11	10	42 NIGHTS ARE FOREVER WITHOUT YOU BUCK OWENS (Warner Bros. WBS 8614)	46	6	77 BEAUTIFUL WOMAN CHARLIE RICH (Epic 8-50562)	67	13
10 WITH LOVE REX ALLEN, Jr. (Warner Bros. WBS 8608)	10	9	43 THAT'S WHAT YOU DO TO ME CHARLY McCLAIN (Epic 8-50598)	54	2	78 WHAT'S THE NAME OF THAT SONG GLENN BARBER (Century 21 C21-100)	89	2
11 IF THE WORLD RAN OUT OF LOVE TONIGHT JIM ED BROWN/HELEN CORNELIUS (RCA PB-11304)	12	9	44 WHAT HAVE YOU GOT TO LOSE TOM T. HALL (RCA PB-11376)	48	2	79 THE LITTLE MAN'S GOT THE BIGGEST SMILE IN TOWN AUTHER BLANCH (MCA 5015F)	87	2
12 EASY FROM NOW ON EMMYLOU HARRIS (Warner Bros. WBS 8623)	13	8	45 BE YOUR OWN BEST FRIEND RAY STEVENS (Warner Bros. WBS 8603)	47	7	80 PUT IT ON ME LOUIS MANDRELL (Epic 8-50565)	82	7
13 LET'S TAKE THE LONG WAY AROUND THE WORLD RONNIE MILSAP (RCA PB-11369)	15	4	46 TWO HEARTS TANGLED IN LOVE KENNY DALE (Capitol P-4619)	49	4	81 RIDER IN THE RAIN RANDY NEWMAN (Warner Bros. WBS 8630)	84	6
14 OLD FLAMES (CAN'T HOLD A CANDLE TO YOU) JOE SUN (Ovation OV-1107)	14	13	47 BACK IN THE USA LINDA RONSTADT (Elektra/Asylum E-45519-A)	50	4	82 THE HAPPY DAYS ROY CLARK (ABC AB-12402)	85	2
15 BLUE SKIES WILLIE NELSON (Columbia 3-10784)	2	10	48 TWO LONELY PEOPLE MOE BANDY (Columbia 3-10820)	58	2	83 STRAWBERRY FIELDS FOREVER TERRI HOLLOWELL (Con Brio CBK 139)	86	2
16 CRYIN' AGAIN OAK RIDGE BOYS (ABC AB-12397)	23	4	49 LAST NIGHT, EV'RY NIGHT REBA McENTIRE (Mercury 55037)	55	5	84 ALL I WANT TO DO IN LIFE JACK CLEMENT (Elektra E-45518)	88	2
17 HERE COMES THE HURT AGAIN MICKEY GILLEY (Epic 8-50580)	20	9	50 HANDCUFFED TO A HEARTACHE MARY K. MILLER (Inergi I-310)	57	2	85 IF YOU THINK I LOVE YOU NOW MUNDY/MELTON (MCM 100)	90	3
18 ANYONE WHO ISN'T ME TONIGHT KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)	24	4	51 RAKE AND RAMBLIN' MAN DON WILLIAMS (ABC AB-12373)	17	13	86 MY SIDE OF TOWN BILLY LARKIN (Mercury 55040)	—	1
19 DO IT AGAIN TONIGHT LARRY GATLIN (Monument 45-259)	21	7	52 HUBBA HUBBA BILLY "CRASH" CRADDOCK (Capitol P-4642)	59	2	87 WHAT CHA DOIN' AFTER MIDNIGHT, BABY HELEN CORNELIUS (RCA PB-11375)	—	1
20 NO SLEEP TONIGHT RANDY BARLOW (Republic REP 024)	22	7	53 UNTIL THE NEXT TIME BILLY PARKER (SRC SC-160)	60	6	88 CAN YOU FOOL GLEN CAMPBELL (Capitol P-4584)	—	1
21 AIN'T NO CALIFORNIA MEL TILLIS (MCA 40946)	30	3	54 THINGS I'D DO FOR YOU MUNDO EARWOOD (GMC-104-A)	63	4	89 SHARE YOUR LOVE TONIGHT ANN J. MORTON (Prairie Dust PD-7627)	—	1
22 ANOTHER GOODBYE DONNA FARGO (Warner Bros. WBS 8643)	28	5	55 LET'S SHAKE HANDS AND COME OUT LOVIN' KENNY O'DELL (Capricorn CPS 0301)	18	12	90 SECRETLY JIMMIE RODGERS (Scrimshaw M-1318-S)	93	3
23 LITTLE THINGS MEAN A LOT MARGO SMITH (Warner Bros. WBS 8656)	34	3	56 GONE GIRL JOHNNY CASH (Columbia 3-10817)	64	3	91 FIRST ENCOUNTER OF THE CLOSE KIND TOM BRESH (ABC AB-12389)	92	4
24 LOVE, LOVE, LOVE/CHAPEL OF LOVE SANDY POSEY (Warner Bros. WBS 8160)	25	8	57 CARIBBEAN SONNY JAMES (Columbia 3-10764)	19	10	92 DIG DOWN DEEP DEL REEVES (United Artists UA-X1230-4)	95	3
25 I FOUGHT THE LAW HANK WILLIAMS, JR. (Warner/Curb WBS 8641)	26	7	58 LAST LOVE OF MY LIFE LYNN ANDERSON (Columbia 3-10809)	61	5	93 IF THAT'S NOT LOVING YOU (YOU CAN'T SAY I DIDN'T TRY) RUBY FALLS (50 States FS-63A)	96	4
26 I WANT TO BE IN LOVE JACKY WARD (Mercury 55038)	27	9	59 DEVOTED TO YOU CARLY SIMON & JAMES TAYLOR (Elektra E-45506)	68	3	94 SAVE THE LAST DANCE FOR ME RON SHAW (Pacific Challenger PC-1631)	—	1
27 SLEEPING SINGLE IN A DOUBLE BED BARBARA MANDRELL (ABC AB-12403)	33	3	60 WHEN A WOMAN CRIES DAVID ROGERS (Republic REP 029)	70	3	95 SATURDAY NIGHT SIN JEAN SHEPPARD (Scorpion SC-0557)	—	1
28 HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN (RSO RS-903)	29	10	61 ROSE COLORED GLASSES JOHN CONLEE (ABC AB-12356)	39	19	96 YOU'RE A VIOLIN THAT NEVER HAS BEEN PLAYED BILLY WALKER (Scorpion SC-0552)	97	3
29 ONE SIDED CONVERSATION GENE WATSON (Capitol P-4616)	37	5	62 HELLO! REMEMBER ME BILLY SWAN (A&M 2046)	43	12	97 I'M TIRED OF BEING ALONE JACK & TRINK (NSD-4)	98	3
30 THREE TIMES A LADY NATE HARVELL (Republic REP 025)	31	11	63 LOVIN' YOU OFF MY MIND CATES SISTERS (Caprice CA-2051)	69	4	98 SHARING THE NIGHT TOGETHER DR. HOOK (Capitol P-4621)	99	2
31 THE FEELINGS SO RIGHT TONIGHT DON KING (Con Brio CBK 137)	32	8	64 I WISH YOU COULD HAVE TURNED MY HEAD (AND LEFT MY HEART ALONE) SONNY THROCKMORTON (Mercury 55039)	73	3	99 IF I'M GONNA SINK JOHNNY PAYCHECK (Little Darlin' LD-7804)	—	1
32 '57 CHEVROLET BILLIE JO SPEARS (UA-X1229-Y)	36	7	65 STAY WITH ME NICK NOBLE (Churchill 7713)	74	4	100 SO GOOD JEWEL BLANCH (RCA PB-11329)	100	2
33 SWEET FANTASY BOBBY BORCHERS (Epic 8-50585)	35	7						

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No California (Tree Pub. — BMI)	21	Handcuffed To A (Mandy Music — ASCAP)	50	Let's Take (Chess — ASCAP/Pi-Gem — BMI)	13	That's What (Music City — ASCAP)	43
All I Want (Good Music — ASCAP/Aunt Polly's — BMI)	84	Heartbreaker (Songs of Manhattan Island/Begonia Melodies — BMI)	2	Little Things Mean (Leo Feist — ASCAP)	23	The Feelings So (Wiljex — ASCAP)	31
Another (ATV/Mann & Weil/Frascotti — BMI)	22	Hello Mexico (Algee/Flagship — BMI)	7	Love, Love, Love (Unichappell — BMI)	24	The Happy (Chappell/Aznavour — ASCAP)	82
Anyone Who Isn't (Bobby Goldsboro — ASCAP)	18	Hell'ol Remember (Crazy Cajun — BMI)	62	Love Me (Peer Int'l. — BMI)	73	The Little Man's (Casey — BMI)	79
Back In The (Arc Music — BMI)	47	Here Comes (Jack & Bill — ASCAP)	17	Lovin' You Off (Sound Corp. — ASCAP)	63	Things I'd Do (Music West of the Pecos — BMI)	54
Beautiful Woman (Algee — BMI)	77	Hopelessly Devoted (Stigwood/John Farrar/Ensign — BMI)	28	My Side Of (Music City — ASCAP)	86	Three Times A (Jobete/Commodores Entertainment — ASCAP)	30
Be Your Own (Ray Stevens — BMI)	45	Hubba Hubba (Ray Stevens — BMI)	52	Nights Are (Dawnbreaker — BMI)	42	Toe To (Blackwood/Fulness — BMI)	36
Blue Skies (Irving Berlin — ASCAP)	15	I Fought The (Acuff-Rose — BMI)	25	No Love (Cedarwood — BMI)	66	Tonight's The Night (Riva Music — BMI)	71
Bluer Than Blue (Let Me Be There — ASCAP)	68	I Owe It (Valance/Churchill — BMI)	75	No Sleep Tonight (Frebar Music — BMI)	20	Two Hearts Tangled (Publicare — ASCAP)	46
Boogie Grass (Bucksnot — BMI)	39	I Still (ATV Music Corp. — ASCAP)	72	Old Flames (Belinda — BMI)	14	Two Lonely (Milene — ASCAP)	48
Boardertown (Screen Gems/EMI — BMI)	41	I Want To (Ray Stevens — BMI)	26	One Sided (Joe Allen — BMI)	29	Until The (Paukie — BMI)	9
Can You Fool (Royal Oak/Windstar — ASCAP)	88	I Wish You (Tree Pub. — ASCAP)	64	Penny Arcade (House of Bryant — BMI)	9	What Cha' (Dunhill — BMI)	87
Caribbean (Belinda/Elvis Presley — BMI)	57	If I'm Gonna (Mayhen — BMI)	99	Put It On (Tree Pub. — BMI)	80	What Have You (Hallnote — BMI)	53
Chapel Of Love (Mother Bertha/Trio — ASCAP)	24	If You Think (Mundy Music — ASCAP)	85	Rake and Ramblin' (Hall-Clement — BMI)	51	What Time Do (House of Gold — BMI)	44
Cryin' Again (Tree Pub. — BMI/Cross Keys — ASCAP)	16	If That's Not (Amberways — ASCAP/Blue Max — BMI)	93	Rider In (Hightree — BMI)	81	What's The Name (Glenn To Glenn — BMI/Merilark — ASCAP)	78
Danger (Duchess/Posey — BMI) (Crosskeys — ASCAP)	38	If The World (ABC/Dunhill — BMI/American Broadcasting — ASCAP)	11	Rose Colored (House of Gold/Pommard — BMI)	61	When A Woman Cries (Door Knob — BMI)	60
Daylight (Blue Lake — BMI)	37	If This Is (Warner/Tamerlane — BMI)	67	Saturday Night (Hello Darlin' — SESAC)	95	When I Stop (Pi-Gem — BMI)	69
Devoted To You (House Of Bryant — BMI)	59	If You've Got (Galleon — ASCAP)	8	Save The Last (Rumbalero — BMI)	94	Who Am I (American Cowboy — BMI)	4
Dig Down Deep (Annie Over — ASCAP/Don Wayne — BMI)	92	I'm Tired Of Being (Hit Kit/Blue Branch/Dale McBride — BMI)	97	Secretly (Planetary — ASCAP)	90	With Love (Boxer — BMI)	10
Do It Again (First Generation — BMI)	19	It's Been A (Shade Tree — BMI)	3	Share Your (April — ASCAP)	89	Womanhood (Tree Pub. — BMI)	5
Easy (Song of Cash — ASCAP)	12	I've Always (Waylon Jennings — BMI)	1	Sharing The (Music Mill — ASCAP/AI Cartee — BMI)	98	You're A (Milene — ASCAP)	74
Fair And Tender (Acuff-Rose — BMI)	34	Last Love (Easy Nine/Baby Chick — BMI)	58	Show Me A (Acuff-Rose — BMI)	70	You're A Violin (Double Play/Pro Canada — BMI)	96
'57 Chevrolet (ATV Music — BMI)	32	Last Night (Combine — BMI/Music City — ASCAP)	49	Sleeping Single (Pi-Gem — BMI)	27	You Should Win (Paukie/Pollavan — BMI)	76
First Encounter (Great American — BMI)	91	Let's Snake (Hungry Mountain — BMI)	55	So Good (Music City — ASCAP)	100		
Gone Girl (Jack Music — BMI)	56			Stay With Me (U.A./Zoobe — ASCAP)	65		
				Sweet Desire (Terrace — ASCAP)	40		
				Sweet Fantasy (Chappell — ASCAP)	33		
				Tear Time (Forrest Hills — BMI)	6		



CRISTY LANE

ANOTHER SMASH HIT SINGLE

8 BB

9 CB

9 RW

PENNY ARCADE

FROM ONE OF THE BEST ALBUMS OF THE YEAR "CRISTY LANE IS THE NAME" LS/GRT 8027

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Featuring:
LET ME DOWN EASY
LOVES GONNA SHINE
ME AGAIN
SHAKE ME I RATTLE
I'M GONNA LOVE YOU
ANYWAY
NEVER THINK I DON'T
STILL LOVE YOU

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LET ME DOWN EASY
SHAKE ME I RATTLE
I'M GONNA LOVE YOU ANYWAY
PENNY ARCADE

T.G. SHEPPARD (Warner Bros. WBS-8678)

Daylight (2:34) (Terrace Music — ASCAP; Blue Lake Music — BMI) (Michael Kosser/Robert John Jones)

T.G. is indeed on a hot streak and this funkadelic tune has gotten added at many stations just off acetates. There is a simple story here, but a very active arrangement.

CON HUNLEY (Warner Bros. WBS-8671)

You've Still Got A Place In My Heart (3:29) (Fred Rose Music, Inc. — BMI) (Leon Payne)

Con takes this older Leon Payne song and with the expert producing hand of Norro Wilson, gives the airwaves a breath of fresh material. Good solo piano work included and strings arranged by Bergen White.

RONNIE McDOWELL (Scorpion SC 0560)

This Is A Hold Up (2:54) (Christy Lane Music — ASCAP) (Daniel and Bill Wence)

This release shows that Ronnie does not have to impersonate Elvis in order to appeal to the masses. McDowell's talent coupled with the up-to-date producing of Slim Williamson means this single should see good chart activity.

Singles To Watch

BARBARA FAIRCHILD (Columbia 3-10825)

It's Sad To Go To The Funeral (Of A Good Love That Has Died) (3:14) (Ape-Leg Music — BMI) (R. Reinhard/B. Fairchild)

LINDA HARGROVE (RCA PB-11378)

You Are Still The One (2:56) (Window Music Pub. Co. — BMI) (Linda Hargrove)

RONNIE SESSIONS (MCA MCA-40952)

Juliet & Romeo (2:38) (Combine Music — BMI) (Tim Krekel)

DICK SHUEY (Award AW 1035)

Spilsh Splash (2:05) (Travis Music — BMI) (B. Darin)

ANITA ROYAL (North American 8536)

Baby Doesn't Live Here Anymore (2:32) (Peer Int'l. Corp. — BMI) (Kent Westberry/Roger Troutman)

ANDREW GOLD (Asylum E-45522)

I'm On My Way (3:36) (Pink Flower Music — ASCAP) (Mark Safan)

ROY ACUFF (Elektra E-45515)

That's The Man I'm Looking For (3:15) (Song of Cash — ASCAP) (Don Lee)

Halsey Co. Supports Country Foundation

TULSA, OKLA. — The Jim Halsey Booking and Management Co. here is supporting an archival depository at the University of Tulsa documenting the company's contribution to the growth of country music, according to director of libraries Guy Logsdon. McFarlin Library on the University of Tulsa campus will house the archives.

"Tulsa has strong roots in country and western music," Logsdon said. "People from this area like Bob and Johnny Lee Wills, Leon McAuliffe and Hank Thompson have significantly helped to make country music an industry. It is only natural for us to develop research material for future scholars."



RILEY AND DAUGHTER FILM TV SPOT

Country artist Jeannie C. Riley and daughter Kim recently filmed a television commercial for Ralston-Purina Puppy Chow Puppy food outside their antebellum mansion in Franklin, Tn. Riley is represented by Top Billing, Inc. Shown prior to filming are (l-r): Gardner Advertising Agency producer Richard Olsen; Jeannie C. Riley (background); Kim Riley; and director Vern Gillum of the Los Angeles-based Vern Gillum & friends.

MCA Holds Staff Meet In Nashville

NASHVILLE — MCA Music held its first full company meeting with its newly-expanded staff here last week. The three-day meeting was hosted by Jerry Crutchfield, MCA Music vice president, Nashville.

MCA Music president Sal Chiantia, past president of the National Music Publishers Association and a board member of the American Society of Composers and Authors, announced at the meeting the appointment of Leeds Levy as his administrative assistant and MCA Music vice president.

In addition to meetings, Nashville MCA writers presented a showcase of new songs at an outdoor barbecue which included food, drink and games, and was attended by local press personnel.

In attendance were Mark Koren, vice president on creative services, MCA Music, New York and Warren Brown, vice president of Los Angeles operations, MCA Music. Staff members attending included Dud McLean and Suzanne Kapner from Los Angeles; Loraine Rabitas, Cory Robbins and Mike Millius from New York; Terry Hinde from Toronto, Ca.; and Colby Detrick, Steve Dunn and Ted Barton from Nashville.

Inergi Hosts Miller Fest

NASHVILLE — Inergi Records President Vincent Kickerillo recently hosted a cocktail party and reception at The Opryland Hotel here introducing Inergi Artist Mary K. Miller to music row executives and press representatives.

Miller, who lives in Houston, Tx. where Inergi Records is based, performed with a 15-piece band before the invitation-only crowd of approximately 200.

A professional singer since 15, Miller has recorded several singles for Inergi. "Handcuffed To A Heartache," her latest single, rides the **Cash Box** Country Singles Chart this week at #50 with a bullet.



THE WAY IT WAS IN '51 — Merle Haggard — Capitol — SW-11839 — Producer: Ken Nelson, Fuzzy Owen and George Richey — List: 6.98

Capitol Records has re-packaged 10 songs recorded by Merle Haggard between 1973 and 1977 and released the album as a tribute to Hank Williams and Lefty Frizell. One side is devoted to Hank and one side is devoted to Frizell. With the exception of Haggard's "The Way It Was In '51" and "Good-by Lefty," all the cuts are songs made popular by Frizell and Williams. This album is superior to most re-packaged product.



COOKIN' COUNTRY — Danny Davis and The Nashville Brass — RCA — APL1-2980-B — Producer: Danny Davis and Bill McElhiney — List: 6.98

Danny Davis and The Nashville Brass have chosen a mixture of country-pop and folk songs for their newest album. The group accents most of its material with a breezy, almost carnival flavor. But the cumulative effect makes for easy listening. Tunes range from Tom Paxton's classic folk ballad, "Last Thing On My Mind" to "Lay Down Sally" and "It's A Heartache."



BILL MONROE AND HIS BLUE GRASS BOYS — Bill Monroe with Lester Flatt and Earl Scruggs — Rounder — P-13911 — Producer: unlisted — List: 6.98

In the early '40s Earl Scruggs and Lester Flatt recorded a few tracks with Bill Monroe and his Blue Grass Boys. Rounder Records has collected and now released an album consisting of some of these vintage recordings. Flatt sang lead on a couple of the cuts. Considering the recording equipment available at that time, this album sounds remarkably clean. Bluegrass fans will probably fight for this LP.

Performer Moe Bandy Forms San Antonio Booking Agency

NASHVILLE — Columbia artist Moe Bandy has announced the formation of his own booking agency, Encore Talent, Inc., which will be headquartered in San Antonio, Tx. and is scheduled to begin operation Oct. 1. Bandy also announced the appointment of Ronnie Spillman as Encore Talent president and Ray Baker, Bandy's producer and personal manager as vice president. Bandy will act as secretary/treasurer.

Bandy, formerly signed with United Talent in Nashville, said the decision to open a booking agency was based upon a desire to centralize his business affairs in his home town of San Antonio and to maintain more control over his career.

"The folks at United Talent have been beautiful people to work with and our relationship has been a cordial one," said Bandy, who will continue to record in Nashville. "I don't intend to lose contact with Nashville, but the decision to open my own company was a step in cementing a financial base, and to have an office for my other business interests."

Encore's clients will include Bandy, Darrell McCall, Tony Booth, Buddy Alan, and the show and dance bands, "The Right Combination," "The Circle 'C' Band," "Sunset Stage" and "Dennis Ivey and The Wayman."

Spillman has been associated with Bandy since the middle 60's when Bandy was working small clubs in and around San Antonio with a band called "The Mavericks." Spillman also has worked as a

IRDA Offices Relocate

NASHVILLE — Owners Hank Levine and Mike Shepherd have announced that IRDA/Album World has relocated its offices in Hendersonville, Tenn. because the company needed more office space.

"Because of our expansion this year into album product via the Album World Division, we needed increased office and shipping/warehouse space," Shepherd said. "We have found such a location in the new city square shopping mall in the middle of one of the fastest growing communities in Tennessee. And it is only 20 minutes from Music Row."

IRDA has been in operation five years as a distributor for independent record labels. The new company address is Suite 107, City Square, Hendersonville, Tenn. 37075.

booking agent for 14 years and is a former district manager and public relations director for Pearl Brewing Co.

"The agency will have the ability to match a show band with a single artist in which they will work together on shows until the group works well as a unit," said Spillman, who coordinated a publicity campaign in 1976 which utilized country and western artists on Pearl Beer Radio Commercials still airing in Texas. "This packaging should work well, especially in clubs where house bands are the rule. The ability to do this sets us apart and adds a greater dimension to our agency."

Richard Hill, Bandy's road manager, will continue to directly coordinate Bandy's on-the-road engagements from the Encore Talent Building. Additionally, Celebrity Public Relations, Inc. here will coordinate publicity for Bandy and Encore Talent.



Nancy Franklin

Franklin Named New BMI Director

NASHVILLE — Nancy Franklin has been appointed director of special projects for the Nashville office of BMI.

Franklin will be primarily responsible for press and publicity contacts with area-based publications. She has worked for BMI since 1968 and is a member of the Country Music Association, The Gospel Music Association and The National Academy of Recording Arts and Sciences.

The Country Column

An attractive, full-color publicity folio highlighting the career of Elektra/Asylum's **Eddie Rabbitt** is now in print. The 14-page brochure contains a generous number of photos of Rabbitt onstage, visiting with other entertainers and relaxing on his touring bus. The booklet also contains the words to several of his top songs. Beginning Oct. 12, Rabbitt will hit the road for a series of 14 concerts which will team him with United Artists' **Kenny Rogers** and **Dottie West**. The tour will continue through Dec. 1 and will include dates in Alabama, South Carolina, Tennessee, Missouri, Georgia, Kentucky, Indiana, North Carolina and West Virginia. Rabbitt writes or co-writes (mainly with Even Stevens) most of his material. Numerous artists have recorded his tunes, and "Kentucky Rain" (Co-written with **Dick Heard**) holds the distinction of being Gold Record #50 for the late **Elvis Presley**.



Rabbitt's newest single is "I Just Want To Love You."
Cherry Records' **Randy Cornor** and his group, "**Texas Cookin**," have been selected to host the Fender Showcase and Seminar at Opryland Hotel during this year's annual D.J. Convention. Cornor's current single is "Ring, Telephone Ring."

Top Billing has signed **Leroy Van Dyke** for exclusive representation. Top Billing president **Tandy Rice** delivered the keynote address Sept. 16 to 400 shopping center promotion directors at their annual Southeastern Shopping Center Convention at The Opryland Hotel.

Capitol's **Kenny Dale** recently appeared on "That Good 'Ol Nashville Music" TV show. Dale's current single is "Two Hearts Tangled In Love." With their son's blessing, Dale's parents will open The Kenny Dale Store in Pasadena, Tx. on Sept. 23. The store will specialize in leather goods, belt buckles, a complete line of records and tapes, and specialty items. Kenny will be on hand opening day to sign autographs.

Lonzo and **Oscar** were among guest artists on the fall debut of "Hee Haw" recently. **Wendy Holcombe** took it on herself to squeeze into a diving suit and play with 600-pound dolphins recently when she was filming "Nashville On The Road" at Marineland.

Doc Howe, the country singing plastic surgeon from New Orleans, La., recently appeared on "The Ralph Emory Show" and "The Teddy Bart Noon Show" here in Nashville. Howe's current album and single is titled, "Call Me Country."

Monument's **Larry Gatlin** hosted "The Midnight Special" on Sept. 15. ABC Music's **Blake Mevis** and **Michael Garvin** composed "Whatcha Doin' After Midnight Baby?" the new single by Helen Cornelius and England Dan and John Ford Coley. Mevis also produced the Cornelius record. ABC Music is run here by **Dianne Petty**, who is also vice-president of ABC Music.

Frieda Parton, sister of Dolly and Stella, is reportedly close to signing an artists contract with MCA here. Frieda recently showcased an energetic evening at The Exit/In here.

Producer **Ron Halkine** has been working with his group, "**Dr. Hook**," in Woodland Studios. ABC's **Rafe Van Hoy** and Republic's **Nate Harvell** have also been cutting at the Woodland. And **The Bill Gaither Trio** has also been recording there.

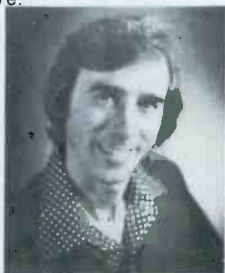
RCA's **Waylon Jennings** and Columbia's **Johnny Cash** made a rare, surprise visit to The Grand Ole Opry on a recent Saturday Night. During the closing minutes, **Roy Acuff**, introduced Cash, who brought Jennings onstage. The two sang "Ain't No Good Chain Gang" and a new duet, "The Greatest Cowboy Of Them All." The visit was a surprise to everyone but Opry Manager **Hal Durham**. **Jan Howard**, **Anita Carter**, **June Carter Cash** and **Acuff** joined Cash and Jennings for "Will The Circle Be Unbroken."

Jackie Monaghan is now working as the in-house, press coordinator for **Ronnie Milsap**.

Ferlin Husky recently performed for the Southwestern Pennsylvania Heart Association Convention.

Window Music songwriter **Rick Beresford** has moved to Nashville, but commutes regularly to Austin, Tx. to tape local commercials. He recently completed a Pepsi Cola TV spot for national distribution. Window Music Owner **Pete Drake** said of Beresford, "Man, I don't care if he commutes to Holland to service his accounts. He is a very talented songwriter and performer, and I know his talents will be very visible soon."

Award Records here recently hosted a poolside party at The Hall of Fame Motor Inn honoring new artist **Dick Shuey**. Produced by **Biff Collie** and **Bud Logan**, Shuey's first release is the old **Bobby Darin** tune, "Splish Splash." Shuey is a native of Bellefonte, Penn. and is a regular member of the WMNI Country Cavalcade in Columbus, Ohio.



Dick Shuey



CASH BOX PRESENTS COVER TO GATLIN — Jim Sharp, director of operations, Cash Box, Nashville, recently met with Monument's Larry Gatlin and his brothers to present them with a reproduction of the Aug. 19 issue of Cash Box with Gatlin on the cover. Shown in the Monument offices are (l-r): **Tex Davis**, national country promotion director, Monument; **Steve Gatlin**; **Larry Gatlin**; **Sharp**; and **Rudi Gatlin**.

Ohio Sets Country Music Mo. During State Fair Ceremonies

NASHVILLE — Ohio became the first state to officially honor Country Music Month for 1978 when Gov. James A. Rhodes signed a proclamation during the recent Ohio State Fair in Columbus which will take effect the first week in October.

RCA's **Dolly Parton**, who was appearing at the fair, and representatives from country radio station WMNI of Columbus and the Ohio Country and Western Music Association witnessed the signing. In conjunction

with the Country Music Association (CCMA), Parton will be sending letters to governors in every other state requesting that they proclaim October as Country Music Month. Along with a statement from President Jimmy Carter, 41 states and territories last year proclaimed October as Country Music Month.

Country Music Month was first celebrated in 1964, and in 1967, the CMA

(continued on page 40)



'PAUL BUNYAN' DWARFS TALL SONNY JAMES — Country Artist **Sonny James**, who stands 6' 4", rarely looks up at anyone. But recently at the eighth annual "Paul Bunyan Festival" in Oscoda, Mich., James met a man who more than matched his size. James and The Country Gentlemen were the featured performers at the festival. Shown (l-r) are: **Greg Romain**, **Grenier & Moore Associates**; **Paul Bunyan** (**Don Griffin**); **James** and **Arlene McClellan**, festival president.

ASCAP Awards Slated October 18 At Opryland

NASHVILLE — This year's annual American Society of Composers and Authors (ASCAP) Country Music Awards Banquet will be held Oct. 18 at The Opryland Hotel here, ASCAP Southern Regional Director **Ed Shea** has announced. The banquet is an invitation-only, black-tie affair.

"We hope once again to have an entertaining and fun-filled evening to salute the writers, publishers, producers and artists of the top ASCAP songs within the past 12 months," Shea said. "Last year's celebration included awards for 102 country hits. With the many ASCAP songs currently on the charts, our number of 1978 award winners is still growing."

David Allan Coe Touring

NASHVILLE — Dubbed "Suicide Tour II," Columbia's **David Allan Coe** left last week for a major, 21-city tour throughout the Southeast and Texas in support of his upcoming album, "Human Emotions."

Coe will play larger halls than on his previous tours, including the prestigious 2,000-seat Warner Theatre in Washington, D.C., the 2-3,000-seat Chrysler Hall in Norfolk, Va. and Richmond's Empire Theatre.

Coe will also play The Exit/In here, Cain's Ballroom in Tulsa, Okla., Gilley's in Pasadena, Tx., The Kingfish in Baton Rouge, La., Ole Man River in New Orleans, La. and The Walnut Grove Opry House in Spartanburg, S.C.

In mid-October, Coe will make a cameo-appearance in the upcoming movie, "Living Legend."

Opryland Showcases Songwriters From Park On Writers Night

NASHVILLE — Opryland recently hosted a writer's night for music row executives which showcased material by nine of Opryland's more than 300 entertainers who perform in shows at the park on a regular basis.

Performers included **Keith Bradford** (now with "Country Music U.S.A."), **Pat Duke** (now with "The Sh-Booms"), **Nona Lohr** (now with "For Me And My Gal"), **Randy Albright** (now with "I Hear America Singing"), **Danny Gregg** (now with "Country Music U.S.A."), **Larry Moore** (now with "Mack Magaha and the Bluegrass-Country Show"), **Blane Pratt** (now with "Today's Country Roads"), **Dean Rutherford** (now with "Mack Magaha and the Bluegrass-Country Show") and **Dan Keen** (now with "For Me And My Gal"). Each performer sang two original songs.

Halsey Books Six New Acts For Int'l Festival

TULSA, OKLA. — Six new acts from foreign countries have been added to **Jim Halsey's** International Music Festival scheduled here Nov. 3-5.

The new acts include: "Poacher" from England; "Jolene With Part Two" from Scotland; "Saltbush" from Australia; "Rankarna" from Sweden; **Coleen Peterson** from Canada; and "El Condor Pasa" from Mexico.

Festival producer **Bob Burwell** has announced that a group from Ireland will also be added to the bill.

COUNTRY RADIO

THE COUNTRY MIKE

DEANO REALLY LEAVES WDEE — A few months ago, when WDEE Detroit changed ownership, *Cash Box* announced that morning man **Deano Day** would be leaving the station for greener pastures. Then a couple of weeks after that, WDEE announced that Day would stay on under a new contract. This week a WDEE press release announced that Day would definitely be leaving the station this time. The release says, in part, that "... both parties found it impossible to reach terms and they mutually agreed to separate." At the same time, WDEE announced the appointment of **Bruce Stoller** and **Diane Sarris** to the position of account executive. Stoller had previously been promotion director for the station ... Sarris had been associated with the travel industry.

GENERAL MANAGER PROFILE — **Chris McGuire**, GM at KFTN/Provo, has been in radio for more than 16 years, starting out in his hometown of Beckley, West Virginia, at WJLS. He started out by tiling records at the station, and 16 years later he was a general manager. In between, McGuire was International Program Director for the Armed Forces Radio Network while in the service from 1963-69. In 1969, McGuire was hired at WSHO/New Orleans. After leaving New Orleans, he worked in several smaller markets before going to WPNX/Columbus in 1972. In 1974, McGuire became music director for WKDA/Nashville, before being hired by **Bill Anderson** to run KFTN in 1976.



Chris McGuire **Russ Rountree** is the new music director at KUGR/Green River, Wyoming. Rountree takes over for **Dave Hayduk**, who will remain at the station as a salesman. Rountree will take music calls Monday through Friday between 9-1 MDT at 307-875-6666.

Jack Hunter takes over the all night duties at WKDA/Nashville. Hunter comes to the station from WHIN/Gallitan, Tennessee.

Congratulations to **Steve Cantrell**, PD at WMNI/Columbus who is due to become a new daddy in April.

CALL-LETTER CHANGES — KGBS/Los Angeles is now KHTZ ... or FM-97. WL0L/Minneapolis has changed to WRRD.

WMPS/Memphis is featuring a series of concerts to save the Orpheum Theatre ... the next one will be on September 23 with Buck Owens. Warner Brothers' Stan Byrd and crew will be conducting contests in several markets to fly winners to Memphis for the Buck Owens show ... with a tour of the Graceland mansion and other goodies.

WGLI/Long Island needs greatest hits LPs to update their music library. If you can help them out ... send the product to J.P. Hunter ... WGLI ... 1290 Peconic Ave ... Babylon, Long Island, New York ... 11704.

While vacationing in Los Angeles last week, **Country Mike** had the opportunity to visit the world famous Palomino Club on several occasions. Great shows were put on at the Pal by **Tex Williams** ... **Mickey Gilley**, and a super talent-entertainer **Johnny Lee**.

Send your news and views to **Cash Box** ... 21 Music Circle East ... Nashville, Tennessee ... 37203.

country mike

Ohio Sets Country Music Month For State Fair Festival

(Continued from page 39)

started the precedent of presenting its annual awards during Country Music Month. Additionally, the CMA initiated the Music City Pro-Celebrity Golf Tournament and the Country Music Month Radio Contest to augment activities.

Promotion Plans

This year, the CMA will actively promote Country Music Month with posters, recorded public service spots, press materials, the annual Awards Show, banquet and anniversary show, country music talent buyers seminar, co-sponsorship of an artist/DJ tape session during convention week, the CMA's annual membership meeting and the presentation of Country Music Month awards to winning radio stations.



SANDERS SIGNS IN BIRMINGHAM — Nashville broadcasting executive **Mack Sanders** (right) is shown signing the contract to buy WVOK-AM in Birmingham, Alabama. WVOK general manager **Dan Brennan** looks on.



CORNY FOLKS IN CINCINNATI — WSAI/Cincinnati program director **Jonathon Fricke** (left), accepts best wishes and a crate of fresh corn from **Peaches** supervisor **Phil Dickey** and artist **Barb Jolly** of the Cincinnati store. An accompanying card, designed by Jolly, congratulated WSAI on its recent format change to country. It reads, "You've got us by the ears and it's Peachey!"

Country Radio Seminar

NASHVILLE — The Country Radio Seminar's agenda committee met in Nashville, Sept. 8-9, to formulate sessions for their 10th anniversary seminar being held March 9-10, 1979, at Nashville's Hyatt Regency.

Roy Wunsch, director of marketing, CBS Records, Nashville, is serving as this year's record industry chairman with **Joe Galante**, RCA's division vice-president of Nashville marketing, acting as record industry vice-chairman.

Bob Young of KIKK Radio was named agenda chairman for the event's 10th annual meet with **Don Boyles** of WSUN Radio serving as agenda vice-chairman.

Other agenda committee members include **Les Acree**, WMC; **John Chaffee**, WHK; **Ted Cramer**, WDAF; **Chris Collier**, KCKN; **Richard Holcomb**, WTCR; **Bob Holtan**, WAXX; **Ed Salamon**, WHW; **Jim Walton**, WITL; **Marty Sullivan**, KRMD; **Dan Halyburton**, WGBS; **Larry Daniels**, KNIX; **Gordon Marcy**, KINE; **Billie Joyce Campbell**, WXBM; **Kim Pyle**, WOKX; and **Terry Wood**, WONE.

MOST ADDED COUNTRY SINGLES

- DAYLIGHT** — **T.G. SHEPPARD** — **WARNER/CURB**
KFDI, KCKN, KYNN, WAME, WCMS, WXCL, KHEY, WPNX, WRRD, WAXX, WSDS, KCUB, WBAM, KFTN, WTOS, KEBC, WTMT, WUNI, WINN, KJJJ, KCKC, KAYO, KMPS, KRAK, WWOL, WVOJ, KSSS, KXLR, WKDA, KLAK, KGA, WSLR, KSON, WSHO, KRMD, WDEE, KXOL.
- SWEET DESIRE** — **THE KENDALLS** — **OVATION**
KWMT, KHAK, WXCL, WIRE, WPNX, WAXX, WSDS, KCUB, WRRD, KENR, KIKK, WIL, KOYN, WYDE, WTMT, WINN, WHOO, KJJJ, KCKC, KAYO, KMPS, KRAK, WWOL, KXLR, KLAK, KGA, WSHO, KRMD, WNRS, WDEE, WPIK, WPLO.
- TWO LONELY PEOPLE** — **MOE BANDY** — **COLUMBIA**
WAME, WXCL, WIRE, WPNX, WAXX, WSDS, KCUB, KOYN, KFTN, WHOO, KJJJ, KAYO, KUZZ, WVOJ, KGA, WSHO, KRMD, WSLC, KXOL, WPLO.
- THAT'S WHAT YOU DO TO ME** — **CHARLY McCLAIN** — **EPIC**
WAME, WSDS, KCUB, KOYN, KFTN, WUNI, WHOO, KJJJ, KAYO, KRAK, WVOJ, KLAK, WSHO, WSLC, KXOL, WPLO.
- HANDCUFFED TO A HEARTACHE** — **MARY K. MILLER** — **INERGI**
WAME, WCMS, WPNX, WRRD, KENR, WAXX, WSDS, WYDE, KFTN, KMPS, KRAK, KXLR, KWJJ, WSHO, WPIK.
- LITTLE THINGS MEAN A LOT** — **MARGO SMITH** — **WARNER BROS.**
WIRE, KNUZ, WWVA, WWOK, WINN, KNEW, WHN, WJJD, WMAQ, KXLR, KWJJ, WKDA, WSHO.
- HUBBA HUBBA** — **BILLY "CRASH" CRADDOCK** — **CAPITOL**
KWMT, KYNN, WWVA, WAXX, WTMT, KSSS, WKDA, KRMD, WDEE, WPIK, KXOL.
- SLEEPING SINGLE IN A DOUBLE BED** — **BARBARA MANDRELL** — **ABC**
KCKN, WIRE, KHEY, WWOK, KLAC, KUZZ, WJJD, WMAQ, KWJJ, KSON.
- THING I'D DO FOR YOU** — **MUNDO EARWOOD** — **GMC**
KCKN, WAME, KEHY, KERE, WTOS, KMPS, KWJJ, WMNI, KGA, KRMD.
- DEVOTED TO YOU** — **CARLY SIMON/JAMES TAYLOR** — **ELEKTRA**
WAME, KHEY, WWVA, WIL, WBAM, WINN, WHOO, KRAK, KSSS.

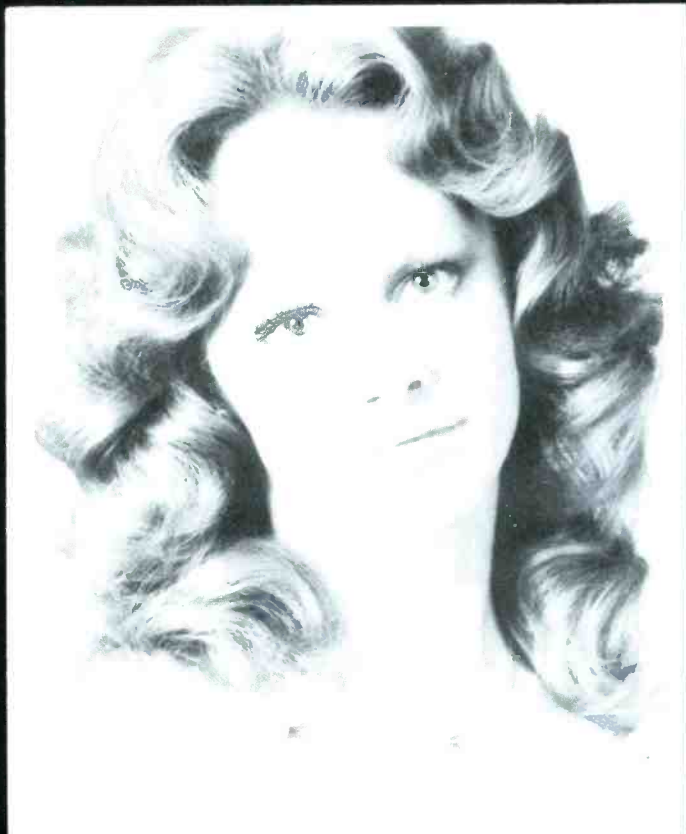
MOST ACTIVE COUNTRY SINGLES

- LET'S TAKE THE LONG WAY AROUND THE WORLD** — **RONNIE MILSAP** — **RCA**
KCKN ex-30, WUBE 39-32, WHK 23-17, WMC ex-26, KLAC 44-33, KAYO ex-24, FM-97 23-18, WSLC 43-29, WDEE 34-28, WSHO ex-20, WSLR 30-24, KGA 30-20, WKDA ex-28, WMNI 35-27, KWJJ ex-36, KSSS 24-16, WMAQ ex-37, WWOL 35-25, WEEP 20-14, KUZZ 42-36, KRAK ex-43, KJJJ 34-25, KNEW 31-22, WHOO 22-14, KXOL 33-27, KEBC 35-23, WTOS 40-30, KFTN 33-24, KOYN ex-35, WBAM 36-30, KCUB 28-23, WSDS 40-30, WMOK ex-25, WAXX 40-29, WWVA 19-12, WPNX 26-21, KDJW 37-29, KHEY 35-26, KLZ 35-28, WIRE 35-27, WXCL ex-31, WCMS 30-23, WPLO ex-26, KWMT 29-24, KFDI 44-38, KHAK ex-38, KYNN 35-30, WAME ex-24.
- CRYIN' AGAIN** — **OAK RIDGE BOYS** — **ABC**
KIKK ex-34, KVOO ex-53, KENR 39-30, KCKN 37-24, WHK 39-24, WMC ex-24, KLAC 40-32, KAYO ex-27, FM-97 37-29, WDEE 33-27, KRMD ex-38, KSON ex-40, WSLR 33-28, KGA ex-29, KLAK ex-26, WMNI 30-20, WMAQ 40-29, WVOJ ex-34, WWOL 37-30, KUZZ 27-21, KJJJ 29-21, KNEW 32-25, WHOO 29-23, WTMT 38-33, WTOS 37-28, KFTN 39-31, WYDE 26-21, KOYN ex-34, KCUB 40-31, WSDS 41-26, WIL ex-40, WAXX ex-32, WWVA 24-19, WPNX ex-35, KDJW 40-34, KHEY 34-18, KLZ 38-31, WIRE ex-36, WXCL ex-31, WCMS 39-34, WPLO ex-27, KWMT 25-20, KFDI 49-44, KYNN ex-40.
- HEARTBREAKER** — **DOLLY PARTON** — **RCA**
KIKK 12-4, KVOO 30-15, WMC 21-15, WMC 25-19, KLAC 21-14, WSLR 19-10, KGA 20-12, WMNI 18-11, WBAP 28-18, KWJJ 22-9, WMAQ 27-20, KSSS 11-4, WJJD 18-12, WVOJ 15-10, WWOL 23-15, KUZZ 22-14, KRAK 25-14, KJJJ 17-11, KNEW 22-16, WINN 13-8, KXOL 36-29, WYDE 11-5, WBAM 20-11, WMPS 16-10, WSDS 12-5, WIL 20-14, WWOK ex-19, WAXX 18-11, WRRD 26-21, WPNX 25-20, KDJW 13-8, KHEY 13-8, KLZ 12-7, WIRE 19-13, WXCL 22-14, WPLO 21-15, KWMT 24-18, KHAK 24-17.
- AIN'T NO CALIFORNIA** — **MEL TILLIS** — **MCA**
KIKK ex-38, KVOO 74-66, WPIK ex-39, WUBE 40-31, KCKC 20-10, KLAC 52-44, KXLR 50-35, KLAK ex-29, WMNI ex-37, KWJJ ex-39, KSSS ex-28, WWOL 43-38, KUZZ 41-35, KRAK ex-42, KMPS ex-26, KJJJ 35-26, KNEW ex-31, WHOO ex-31, KFTN 35-27, KOYN ex-38, WBAM ex-40, WMPS ex-27, WSDS ex-45, WIL ex-37, WWVA 32-27, KDJW 46-37, KHEY ex-45, KLZ 37-30, WIRE ex-34, WCMS ex-40, KWMT 40-30, KFDI 39-32, KYNN ex-38.



MILSAP AT BOTTOM LINE — **Ronnie Milsap** recently performed at New York's Bottom Line, and several RCA Records executives were on hand to congratulate him on his show. Pictured (l-r) are: **Joe Galante**, new division vice president, marketing-Nashville for RCA; **Jerry Bradley**, division vice president of Nashville Operations for the label; **Milsap**; **Robert Summer**, president of RCA Records; and **Mel Ilberman**, division vice president of business affairs and associated labels.

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MONUMENT 45-258

CASHBOX **34**

BILLBOARD **30**

RECORD WORLD **37**



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CLASSICAL

Opera Recordings Promoted In Tandem With Productions

by Ken Terry

(Opera is enjoying a steadily growing popularity in the U.S. In the first two segments of a three-part series, **Cash Box** examined the emergence of regional opera as a potent force in the nation's cultural life and its impact on opera record sales. In Part III, we will take a look at what's on board this season at some major opera houses. In conjunction with this theme, we also asked the classical labels about their upcoming opera releases. Several of the following articles were written by Allan Kozinn.)

NEW YORK — While it is obviously impossible to coordinate opera performance schedules with new operatic recordings, the record labels try to capitalize, wherever possible, on the stage events that last year drew an estimated 9.2 million people to U.S. opera houses.

In the upcoming seasons of three important opera companies — the Metropolitan Opera, the New York City Opera, and the Chicago Lyric Opera — there will be several opportunities for tying in new releases with live performances. For example, the opening of Puccini's "La Fanciulla Del West" this week (Sept. 22) at the Chicago Lyric Opera should give a real boost to sales of DG's current recording of the opera. The fact that Carol Neblett stars in both the live and the recorded versions won't hurt, either. And, as an added bonus, the New York City Opera is also mounting a version of Puccini's horse opera, to be conducted by Sergio Commissiona.

Angel Records has a couple of chances to boost its opera sales due to concurrent performances. For one thing, the Lyric Opera is debuting a new production of "Salome" with Grace Bumbry and Mignon Dunn on October 9, and Angel recently released a version of that opera which has been critically acclaimed. Even more significant, of course, is the tie-in between the label's forthcoming Met production, set to open December 7. Beverly Sills and Alfredo Kraus will star on both stage and record, although Nicolai Gedda will be Sills' leading man in the first Met performances.

At the same time, DG is planning to reissue a recording of "Don Pasquale" on its budget Privilege label.

DG will also benefit from the Met production of "Fidelio," which begins October 2. A new DG recording of Beethoven's only opera under Leonard Bernstein's direction will be released in October, and the label already has another recording of the same work in its catalog under the baton of Karl Bohm, who will be conducting the Met performances.

Multiple Tie-Ins

Meanwhile, a new RCA recording of "Otello" featuring Placido Domingo, Renata Scotta, Paul Plishka and Sherrill Milnes appears destined to top the charts. With performances of Verdi's masterwork scheduled this season at both the Met and the San Francisco Opera, as well as on PBS' nationally televised "Live From The Met" series, it is hard for an all-star cast album like this one to lose. The additional trump card — if any is needed — is the conducting of James Levine, who has become one of the most sought-after opera directors in the world.

Nevertheless, as is often the case in the field of operatic recording, the RCA version of "Otello" will run into some stiff competition from a new London recording of the same work. This one is led by George Solti, also a top opera conductor, and stars Margaret Price and Gabriel Bacquier. Like the RCA album it is being rushed out in time for the San Francisco production.

Season Highlights

Among the highlights of the Met's current season are new productions of "The Bartered Bride," which has not been performed very regularly over the years, Verdi's "Don Carlo," and Benjamin Britten's "Billy Budd." The latter opera, which opened September 19 with Peter Pears in the lead role and Raymond Leppard conducting, is sure to whet appetites for the release next spring of Philips' new version of Britten's "Peter Grimes," starring Jon Vickers and Heather Harper.

Turning to the City Opera schedule, one

(continued on page 47)

CLASSICAL ALBUM REVIEWS

BRAHMS: Symphony No. 2, Chicago Symphony Orchestra, James Levine, conductor. RCA ARL 1-2864. List: \$7.98.

The final recording in Levine's current traversal of the Brahms symphonies is probably the best in the series. The conductor gives his reading a strongly individual character by deemphasizing the work's romanticism and bringing out its lofty, majestic side. This approach works quite well in most places, although the Adagio could have been played more lyrically. The piece de resistance is a blazing finale that showcases the Chicagoans' brilliant brass section and superb coordination.

SCHUBERT: Sonata in B flat, D. 960 (op. posth.): Sonata in C, D. 840. Daniel Barenboim, piano. DG 2530 995. List: \$8.98.

Although Barenboim's conducting career leaves him little time to tour as a pianist, he has made quite a few recordings in the latter capacity. This one is particularly interesting, since it pits his skill against what is really an orchestral work for piano. On the whole, Barenboim wins the contest, endowing the first movement of the B flat sonata with a passionate flow while reserving flexibility for the more nostalgic sections. He also gives the Andante a fitting languor and articulates the tripping Scherzo beautifully.

IGOR OISTRAKH PLAYS PAGANINI. Natalla Zertsalova, piano. ABC AB 67027. List: \$6.98.

Listening to Igor Oistrakh's assured handling of Paganini's "Moto Perpetuo," Op. 11, or the Caprice No. 5 in A minor, one could easily imagine that it was his father, David, playing, or even Jascha Heifetz. Nor is sheer virtuosity Igor's only virtue. The "Cantabile," Op. 17, and the "Introduction and Variations On The G String" both give him a chance to show off his warm, lucid tone. Schumann's piano and violin arrangements of eight caprices here lend an extra charm to some of Paganini's sweeter pieces.



TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart	9/9
1	NYIREGYHAZI PLAYS LISZT Columbia M2 34598 (15.98/2 LPs)	3	6
2	HOROWITZ: Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy) RCA GR 1-2633 (8.98/1 LP)	1	28
3	RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP Rampal, Laskine Columbia M 34568 (7.98/1 LP)	2	26
4	LEHAR: The Merry Widow Sills, New York City Opera Orchestra & Chorus (Rudel) Angel S-37500 (7.98/1 LP)	4	170
5	HOLST: The Planets Amsterdam Concertgebouw Orchestra (Marriner) Philips 9500.425 (8.98/1 LP)	5	10
6	WAGNER: Orchestral Excerpts Chicago Symphony Orchestra (Solti) London CS 7078 (7.98/1 LP)	6	14
7	GREATEST HITS OF 1720 Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 4544 (5.98/1 LP)	7	46
8	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	8	98
9	PACHELBEL: Canon: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	10	98
10	PUCCHINI: La Fanciulla Del West Neblett, Domingo, Milnes, Chorus & Orch. of Royal Opera House (Mehta) DG 2709 078 (26.98/3 LPs)	19	6
11	MAHLER: Symphony No. 1 Boston Symphony Orchestra (Ozawa) DG 2530 993 (7.98/1 LP)	12	16
12	RAVEL: Bolero La Vaise, Del Gracioso, Orchestre National De France (Bernstein) Columbia XM 35103 (7.98/1 LP)	9	14
13	LEONTYNE PRICE: Prima Donna/Volume 4 New Philharmonia Orchestra (Santi) RCA ARL 1-2529 (7.98/1 LP)	11	18
14	HOROWITZ: Golden Jubilee Recital 1977/1978 RCA ARL 1-2548 (7.98/1 LP)	14	38
15	BRAVO PAVAROTTI! Pavarotti London PAV 2001/2 (13.96/2 LPs)	27	4
16	HITS FROM LINCOLN CENTER Pavarotti London OS 26577 (7.98/1 LP)	28	4
17	RAMPAL: Favorite Encores Rampal, Tokyo Concert Orchestra (Yamaoka) Columbia M 34559 (7.98/1 LP)	17	30
18	MAHLER: Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	15	82
19	BIZET: The Pearl Fishers Cotrubas, Vanzo, Sarabia, Soyer, Chorus & Orchestra of the Paris Opera (Pretre) — Angel SBLX-3856 (16.98/2LPs)	18	30
20	BORODIN: The Complete Orchestral Music National Philharmonic Orchestra (Tjeknavorian) RCA CRL3-2790 (23.94/3 LPs)	20	10
21	JOHN WILLIAMS AND FRIENDS Columbia M 35108 (7.98/1 LP)	22	8
22	DONIZETTI: La Favorita Pavarotti, Cossotto, Bacquier, Ghiaurov, Cotrubas, Orchestra Teatro Comunale, Bologna (Bonyngue) London OSA 13113 (23.94/3 LPs)	13	28
23	MAHLER: Symphony No. 4 in G von Stade, Vienna Philharmonic (Abbado) DG 2530 966 (7.98/1 LP)	26	6
24	OPERATIC DUETS: Sutherland And Pavarotti National Philharmonic Orchestra London OS 26449 (7.98/1 LP)	16	38
25	WILLIAMS: Suites From Star Wars and Close Encounters Of The Third Kind Los Angeles Philharmonic (Mehta) London ZM 1001 (7.98/1 LP)	24	32
26	VERDI: Il Trovatore Price, Obraztsova, Bonisolli, Berlin Philharmonic Orchestra (Von Karajan) Angel SCLX-3855 (24.98/3 LPs)	21	18
27	STRAUSS: Salome Behrens, Van Dam, Bohm, Vienna Philharmonic Orchestra (Karajan) Angel SBLX-3848 (16.98/2 LPs)	—	2
28	NYIREGYHAZI PLAYS LISZT Desmar IPA 111 (7.98/1 LP)	29	10
29	PROKOFIEV: Peter And The Wolf BRITTEN: Young Person's Guide To The Orchestra Bowie, Philadelphia Orchestra (Ormandy) RCA ARL 1-2743 (7.98/1 LP)	23	20
30	DVORAK: Symphony No. 9 ("From The New World") Chicago Symphony Orchestra (Giulini) DG 2530 881 (8.98/1 LP)	30	24
31	BACH: Mass in B Minor Academy Of St. Martin-In-The-Fields (Marriner) Philips 6769.002 (26.94/3 LPs)	—	2
32	GREAT PATTERN SONGS Reed, D'Oyly Carte Opera Company London OS 26526 (7.98/1 LP)	32	8
33	BRAHMS: Symphony #2 Chicago Symphony Orchestra (Levine) RCA ARL 1-2864 (7.98/1 LP)	—	2
34	VIVALDI: PV 31:120 BOCCHERINI: Cello Concerto No. 2 in D TARTINA: Cello Concerto in A Rostropovich, Collegium Musicum Zurich (Sacher) DG 2530 974 (7.98/1 LP)	37	4
35	MOSTLY MOZART — VOL. III De Larrocha London CS 7085 (7.98/1 LP)	35	6
36	KOTO MOZART The New Koto Ensemble Of Tokyo (Fukumura) Angel S-37553 (7.98/1 LP)	—	2
37	HAYDN: Symphonies Nos. 94 "Surprise" And 96 "Miracle" Academy Of St. Martin-in-the-Fields (Marriner) Philips 9500.348 (7.98/1 LP)	26	12
38	DVORAK: Concerto In B Minor, Op. 104 SAINT-SAENS: Concerto No. 1 In A Minor, Op. 33 Angel S-37457 (7.98/1 LP)	25	20
39	BRAHMS: Four Serious Songs, OP. 121 Baker, Previn & Aronowitz Angel S-37519 (7.98/1 LP)	—	2
40	BEETHOVEN: Complete Symphonies Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	31	42



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Barenboim
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Leoncavallo: *I Pagliacci*
Carlyle, Bergonzi, Taddei/Karajan

Mascagni: *Cavalleria Rusticana*
Cossotto, Bergonzi/Karajan
2709 020 (3 Ⓞ) · 3371 011 (3 Ⓜ)

Mozart: *Mitridate, Re di Ponto*
Augér, Baltsa, Cotrubas/Hager
2711 021 (4 Ⓞ)

Nicolai: *The Merry Wives of Windsor*
Domath, Mathis, Schwarz, Schreiber, Weikl/Klee
2709 065 (3 Ⓞ) · 3371 026 (3 Ⓜ)

Puccini: *La Fanciulla del West*
Neblett, Domingo, Milnes/
Mehta
2709 078 (3 Ⓞ) · 3371 031 (3 Ⓜ)

Rimsky-Korsakov: *May Night*
Soloists, Moscow Radio Chorus & Orchestra/
Fedoseyev
2709 063 (3 Ⓞ)

Verdi: *Macbeth*
Verrett, Cappuccilli, Domingo, Ghiaurov/
Abbado
2709 062 (3 Ⓞ) · 3371 022 (3 Ⓜ)

Verdi: *Rigoletto*
Scotto, Cossotto, Bergonzi, Fischer-Dieskau/
Kubelik
2709 014 (3 Ⓞ) · 3371 001 (3 Ⓜ)

Verdi: *Simon Boccanegra*
Freni, Cappuccilli, Carreras, Ghiaurov,
vna Dam/Abbado
2709 071 (3 Ⓞ) · 3371 032 (3 Ⓜ)

Verdi: *La Traviata*
Cotrubas, Domingo, Milnes/
Kleiber
2707 103 (2 Ⓞ) · 3370 024 (2 Ⓜ)



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'FIDELIO' ON DISC — Pictured at a session for DG's soon-to-be-released "Fidelio" under Leonard Bernstein's direction are (l-r): Hans Sotin, Rene Kollo and Gundula Janowitz.

Two 'Fidelios,' Old And New, Highlight DG's Fall Campaign

It has been Deutsche Grammophon's practice to release around five operas a year, and in that respect, 1979 probably won't hold any surprises. But small as that quota may seem, this year's release list promises a few gems. In October, for instance, Leonard Bernstein's new recording of Beethoven's "Fidelio" should arrive in the stores — just in time for the company to take advantage of the Met's production of the work. Of course, the Met's "Fidelio" is a double boon to DGG, as the live performances are to be conducted by Karl Böhm whose own recording of "Fidelio" is also in the DGG catalog.

Also timed to coincide with the Met's schedule — as well as those of San Francisco, Houston, and Chicago — is a reissue of Donizetti's "Don Pasquale" on DGG's Privilege budget label with a cast of unknowns. According to Jim Frey, head of the company's American operations, "the set has just been shipped, and from initial sales, it looks like it will be a good seller, despite the fact that there isn't a familiar name in the cast. 'Don Pasquale,' incidentally, is our first Privilege opera release. We hope to have more opera on Privilege soon, but I'm not sure what the next release will be yet. But when we saw how many 'Pasquales' were being done this year, it made sense to us to tie in with some of those performances."

Best Sellers

The best-selling operas of the past year, Frey says, were the "Traviata" with Kleiber conducting and the recently released recording of Puccini's "Fanciulla Del West," with Carol Neblett, Placido Domingo and Sherrill Milnes, Zubin Mehta conducting. "Fanciulla" will have performances in New York (at the City Opera) and Chicago this year, and its release was accompanied by a promotional campaign that incorporated such wild west relics as wanted posters, sheriff's badges and playing cards.

DGG has also done well in the past year with three less familiar operas, Rimsky-Korsakov's "May Night," Mozart's "Mitridate," and Nicolai's "Merry Wives Of Windsor."

"Those were pleasant surprises," says Frey. "If an unknown opera is a good piece of music, and there are no other recordings, the market can be surprisingly strong. But you cannot say that all unknown and unrecorded operas will sell, because sometimes there's a very valid reason for the work to be unknown and unrecorded."

"We don't feel that big-name casts are essential in unknown opera recordings. Generally, our casts for these works are young and relatively unknown. And when it's worked musically, it's also sold well. There are two ways to record unknown opera. On one hand, as with 'May Night,' 'Mitridate,' and 'Merry Wives,' you've got scores that are pretty good. So, as long as you have a decent cast, it will sell. On the

other hand, you can take an opera with a weak score, cast a star singer, and do very well with it. But in that case, you are selling the singer, not the opera. Often, companies will have their stars record less than great operas because otherwise they'll run out of things to record. It's like the pop analogy that if the Beatles recorded 'Mary Had A Little Lamb,' they could sell a million copies. So could Luciano Pavarotti."

The release schedule for the coming year is not yet firm because, as Frey says, DGG cannot be sure when a record will be available until they know that a shipment is on its way from Europe. Among those recordings promised, however, are a live Salzburg recording of "Don Giovanni," with Karl Böhm conducting and Sherrill Milnes, Walter Berry and Edith Mathis in the cast. Another live recording, a "Carmen" recorded last year at Edinburgh, is also said to be "on the way."

Handel Arias

An album of Handel arias sung by Dietrich Fischer-Dieskau is slated for October release and includes selections from "Solomon," "Hercules," "Serse," "Agrippina," "Tamerlano," "Ottone," "Theodora," "Belshazzar," and "Saul," or as Frey describes it, "selections from a lot of weird operas." The second album of Fischer-Dieskau's Schumann "Songs" set is also due next year, with the third and final volume to come in late 1979 or 1980.

Other non-operatic vocal albums set for 1979 release include Leonard Bernstein conducting his own "Songfest" and the Ninth Symphony from Karajan's immensely successful Beethoven cycle.

Like his colleagues at the other major labels, Frey finds that his older opera recordings continue to sell steadily. "We have a 'Magic Flute' that Karl Böhm made ten or twelve years ago," he says, "and it's still a best seller. Another one is our La Scala 'Rigoletto,' with Kubelik conducting. That's got to be 15 years old by now, but every time an opera magazine reviews a new 'Rigoletto,' our La Scala version is said to be the finest. Another constant seller is our 'Tristan,' which is ten years old. An opera that is really accepted will sell for 25 years. Symphonic music just doesn't have that kind of staying power, unless it's something exceptional, like the old Karajan Beethoven cycle, which sold quite well for 15 years. But symphonic record sales are more sensitive to the ups and downs of an artist's career than are opera sales. Because opera recordings have so much more going on in them — there are the singers, the conductor, the orchestra — and you're bound to please a potential buyer with at least one of those elements. At best, you can appeal to a buyer with a combination of these elements. If I have Cotrubas in my 'Traviata,' for instance, then having Kleiber conduct the work is like adding whipped cream: you can't lose."

Columbia Swings Back Into More Traditional Repertoire

Although Columbia Records has traditionally considered the symphonic rather than the operatic repertoire its primary interest, the company has been making a major effort in recent years to fill the large operatic gap in its catalog. Last year's biggest seller, according to Mike Kellman, director of product management for Masterworks, was Meyerbeer's "Le Prophete," while the company's recordings of Puccini's "Edgar" and "Il Tabarro" also sold well. Kellman has high hopes for several of the recordings on Columbia's 1978-79 release schedule, especially the "Madame Butterfly" to be released in October, a "Mignon" coming out this month, and a "Don Giovanni" set for February release. The cast for Thomas' "Mignon" includes Marilyn Horne, Frederica Von Stade, Alain Vanzo and Nicola Zaccaria.

October's "Butterfly" release features Renata Scotto, who sang the title role at the Met last season, and is timed to coincide with Scotto's appearances at the Met this fall. The recording also features Ingvor Wixell and Placido Domingo, with the Philharmonia Orchestra under the baton of Lorin Maazel. The recording represents the latest installment of what Kellman says will be a complete Puccini cycle.

"In the past," he says, "we've had more unusual than standard operas, so it's important to us now to swing the balance back toward the traditional favorites. Obviously, we don't want to just put out things that everyone already has, and we feel strongly that there should be a special reason to record a standard opera. In the case of

'Butterfly,' it's an outstanding cast and conductor."

Along with the "Butterfly" in October, Columbia is releasing a Scotto/Domingo duet LP and a Von Stade recital album. Another Von Stade recital disc is scheduled for January. In fact, January will be a big month in the Columbia vocal department, with releases planned for Judith Blegen (Mozart concert arias, with Pinchas Zuckerman conducting), Kiri Te Kanawa (Strauss' "Four Last Songs") Yevgeny/Nesterenko (Mussorgsky's "Songs And Dances Of Death"), an Elly Ameling recital album, and one complete opera, Tchaikovsky's "The Enchantress." The latter, on the Columbia/Melodiya label, is a first recording.

Another Tchaikovsky opera, "Yolanta," is set for release in November, and Rimsky Korsakov's "The Snow Maiden" is set for sometime in 1979. Both are Melodiya productions, featuring Russian casts.

Opera Film

Columbia seems to be placing its greatest hopes in the "Don Giovanni" set for February. A full-length film of the opera featuring the same cast — Raimondi, Van Dam, Moser, Te Kanawa, Berganza Riegel, Macurdy, King and the Paris Opera Orchestra under Lorin Maazel — will be released at the same time, and Kellman says that the company "would like this to be our answer to 'Saturday Night Fever.' When the film was planned, we worked very closely with the film crew in choosing singers that would look good, act well, sing beautifully, and make for a great total

(continued on page 48)

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LONDON
STEREO

RCA Expects New 'Otello' To Be Bestseller This Year

Between now and Christmas, RCA is releasing a wide selection of operatic and vocal recordings. And according to Irwin Katz, director of Red Seal merchandising, the company's release schedule is tied-in strongly with live and televised performances. This month, for example, RCA released a duet LP by Placido Domingo and Katia Ricciarelli. Both are currently appearing in the San Francisco Opera production of "Otello," and they have agreed to participate in an in-store autograph signing promotion there next week (Sept. 26).

"Otello," in fact, is providing RCA with a number of tie-ins this year. Next month, the company is releasing a new recording of the work with Placido Domingo, Renata Scotto, Sherill Milnes and Paul Plishka, with James Levine conducting. Domingo's west coast appearances in the role will undoubtedly give sales a push in that part of the country, while the rest of the cast will take part in the Met's performances of "Otello" here in New York. And on Oct. 25, PBS will present "Otello" in a "Live from the Met" national simulcast. It is in "Otello," naturally, that RCA sees its greatest potential seller for the coming season.

"We think it's going to be a blockbuster," says Katz. "We may have some competition from Solti's recording of the work, but there isn't a recording around with a cast that can match ours. Of course, James Levine is certainly equal to the task of conducting 'Otello,' and I'm sure his interpretation will stand up to Solti's quite well. I think the new recording is going to be *the* 'Otello' of the '70s."

RCA doesn't have a "Tosca" planned for this year, but it has not let the Sept. 13 telecast, which also featured Domingo, slip past its watchful eye without promoting the tenor's recordings, particularly the new duet album.

Erato Releases

According to Katz, October will see a handful of opera-related releases on the French Erato label, which RCA distributes here. One of them, an orchestral recording featuring first recordings of several Puccini overtures, has already caused considerable excitement here as an import, and has won a Grand Prix award. Also on the Erato release list is a recording of Strauss' "Four Last Songs" by Montserrat Caballe, Alain Lombard conducting; an LP entitled "Music From St. Petronius, Bologna," featuring Mirella Freni and Reri Grist; a Durufle Requiem, with the composer conducting; a Faure Requiem; and Haydn's "Theresien-Messe."

In November, we can expect to see Purcell's "Dido and Aeneas," with Tatyana Troyanos heading the cast and Raymond Leppard conducting the English Chamber Orchestra and Chorus. "Dido and Aeneas," of course, is one of Leppard's specialties, and while the work may not be among the most popular in the operatic repertoire, Katz feels the recording will meet with considerable success.

"There is a market out there," he says, "for operas which people are not familiar with and don't hear in the opera house, but which are works of quality and historical im-

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Philips Maintains Reputation For Offbeat Opera Records

While Philips occasionally issues new recordings of standard works (e.g., the Caballe "Tosca"), the label has become primarily identified in the operatic field with offbeat repertoire. This certainly describes all four of its upcoming opera releases, which include Britten's "Peter Grimes," Berlioz's "Beatrice And Benedict," Vivaldi's "Tito Manlio," and Verdi's "La Battaglia Di Lignano."

"La Battaglia," the next installment in Philips' early Verdi series, was composed just before "Luisa Miller." According to M. Scott Mampe, head of U.S. operations for Philips, it hasn't been performed in this country since 1959. The two-LP recording of the work, which should be released in December or in early 1979, will feature Jose Carreras and Katia Ricciarelli, with Lamberto Gardelli leading the ORF Symphony Orchestra of Vienna.

Since the excellence of the early Verdi series is an accepted fact, the label won't have to do much to promote the album. "The series has become very well-established," notes Nancy Zannini, publicity director for Philips. "People have come to expect a new recording every 14 to 16 months. So they're already talking about 'La Battaglia.'"

Although it is unlikely that any opera house will mount a production of the work, both Carreras and Ricciarelli will be singing at the Met this season. In the past, says Mampe, Carreras has been very helpful in promoting releases in which he has a part; and she is sure that Ricciarelli will do the same. "They'll work with us, but at this point

we don't have their schedules yet."

Vivaldi Rediscovered

Another series which has won Philips widespread acclaim consists of Haydn opera recordings, among them "La Fedelta Premiata," "L'Isola Disabitata," "Orlando Paladino" and the most recent, "Il Mondo Di Luna." This year, though, instead of coming out with another Haydn opera, Philips is plunging into a new field: Vivaldi's operas. There are about 99 of these in existence, and the only ones that have recently been recorded are "Orlando Furioso" on RCA and "La Fidaninfa" on Vox.

For its first entry into this wide-open field, Philips has selected "Tito Manlio." A five-record set containing this opera will be released at the end of October. Featured will be a cast of relatively unknown singers, including Giancarlo Luccardi, Rose Wagemann, Julia Hamari, Margaret Marshall, Domenico Trimarchi, Norma Lerer and Claes H. Ahnsjo. Vittorio Negri will conduct.

Mampe readily admits that the recording is a big gamble. "The opera is unknown and we're working with young European singers, but I think the consumer has come to trust Philips," she says. "It may not be a big name, but it's going to be a good singer, a good performance and it's going to be stylistically correct and musically exciting. I guess what we're relying on is the reputation we've built over many, many years of doing very unusual repertoire."

"We will probably try to do some broadcasts on this, and we'll certainly look for

(continued on page 47)

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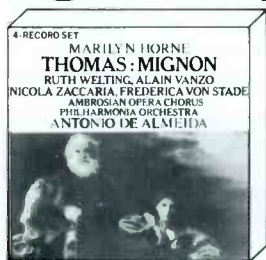
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CLASSICAL

Callas, Sills To Be Featured On Upcoming Angel Releases

Angel Records has long been among the most active producers of operatic recordings, and its catalog lacks relatively little in terms of both artists and repertoire. Even so, the company's 1978-79 release schedule seems even more vocally ambitious than usual. Of course, that could be because the past year has been a rather good one for the company, with Leontyne Price making her label debut in "Il Trovatore" in the spring, and Beverly Sills scoring a smashing sales success with her "Merry Widow" excerpts disc. Another big seller, and not surprisingly, was "La Divina," an LP of arias recorded by the late Maria Callas between 1953 and 1964.

This month, Angel is releasing another Callas collection entitled "The Legend Of

Callas." This album is bound to be a find for Callas fans, as it contains previously unreleased arias from "La Sonnambula," "Il Trovatore," "Il Ballo En Maschera," and "Il Cosaro." Callas' recordings also figure prominently in Seraphim's reissue plans, according to Angel's Tony Caronia, with her "Turandot" set for release in the near future, and "Manon Lescaut" to follow shortly thereafter.

September also sees the release of Verdi's "Nabucco," featuring Renata Scotto, Mateo Manuguerra, Nicolai Ghiarov, Veriano Luchetti and Helena Obraztsova, with Riccardo Muti conducting the Philharmonia Orchestra.

In October, Angel is releasing a new recording of Puccini's "Turandot." Its cast

includes Montserrat Caballe, Mirella Freni, Jose Carreras and Paul Plishka, and is an excellent example of Angel's philosophy vis-a-vis standard repertoire remakes.

"By necessity," says Caronia, "all record companies must make new recordings of standard operas, using the most current casts of singers that are causing a great deal of excitement and interpretations that have caught the imagination of the public. And because the standard repertoire has already been recorded once, twice, even three and four times, it is essential that any new version exemplifies the newest, most modern recording technology. Those are the two important ingredients for recordings that are going to have quite a bit of natural competition: current casts and better sound."

Among the most important releases slated for the end of 1978 is a work that's not quite standard repertoire, but not unknown either: Donizetti's "Don Pasquale." With an all-star cast featuring Sills, Alan Titus, Donald Gramm, and Alfredo Kraus under conductor Sarah Caldwell, the "Don Pasquale" will be timed to coincide with the Metropolitan Opera's production of the work, in which both Sills and Kraus will be appearing. It is just this sort of tie-in that Angel looks for when planning its releases. In fact, Caronia attributes the success of this year's "Merry Widow," at least in part, to the fact that the LP was tied to both a live production with Sills at the New York City Opera and a nationally televised presentation by the San Diego Opera.

"The 'Don Pasquale' was recorded just

last month," Caronia says, pointing out that a period of four months between recording and release is an unusually short amount of time in which editing and packaging must be completed. "We feel it's important to keep an eye on an artist's schedule so that if a singer is performing a work in a major opera house, and we are releasing our recording at the same time, we can exploit all possible avenues of promotion. The most successful promotions, I find, are those for which you can get the artist to attend an autograph session in one of the larger stores. The point is to bring the artist and the recording from the stores to the public, and we plan these campaigns very carefully.

"The first thing we do is set up a newspaper ad announcing that Beverly Sills' newest recording of 'Don Pasquale,' — just as an example — is available; that she's currently singing the role at the Met, that her entire catalog will be on sale at such and such a store; and that she will be there to meet and greet her fans. We then set up spots on the major radio stations announcing the promotion, and if the record store is part of a chain, we set up cards in the other stores announcing the date and location of the autograph session. At the main store, we'll have a full window display ten days to two weeks in advance, and sometimes we'll even pass out handbills on the street.

"We've done this type of promotion several times, with Beverly Sills, Sherrill Milnes and Elizabeth Schwarzkopf when she was in the States for her farewell tour.

(continued on page 48)

THE OTEELLO

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London Ties New Releases To Live Opera Performances

Ever since World War II, London Records has had an extremely strong operatic catalog. And these days, with the world's two unanimously acknowledged operatic superstars — Luciano Pavarotti and Joan Sutherland — and some of the greatest opera conductors (Georg Solti, in particular) on its roster, the label intends to maintain its position. Just last month, London shipped two Pavarotti LPs. One is a selection of songs and arias he performed in his nationally telecast Metropolitan Opera recital in February; the other is a two-record set of previously released arias entitled "Bravo!"

"These two albums," says London's classical products manager, Richard Rollefson, "even though they've just been released, are already doing phenomenally well. Each of the two is aimed at a different audience. 'Bravo!' is packaged with a free poster and at a special price, and is intended for those fans who don't have a complete Pavarotti collection, but who have seen him on television and would like a selection of his work. We tried to include an aria from every opera that he has performed in the U.S. The Lincoln Center album, on the other hand, is something Pavarotti collectors will want to have because seven of the album's 14 tracks have not been previously available. And also, while it wasn't recorded at the Met concert, it makes a very nice souvenir of that program."

San Francisco 'Otello'

Another apparently instant success for London is this month's "Otello," which features Margaret Price and Gabriel Bacquier, with Solti conducting. One reason for the early enthusiastic response could be the effort London has made to have "Otello" available on the west coast in time for this month's San Francisco Opera production of the work.

Of the operatic LPs released in the past year, London has had the most success

with "La Favorita," a clear example of how a superstar cast can sell a recording of a third rate work. And again, the success of the set was in the timing: last winter, Pavarotti's Met recital and the Met radio broadcast of "Favorita" went over the airwaves within 10 days of each other, just as the recording arrived in the stores.

Two of this winter's releases are tied to Met performances. In December, there is "Hansel And Gretel" with Bridget Fassbaender, Lucia Popp, Walter Berry and Solti conducting the Vienna Philharmonic. In February, London is releasing Strauss' "Ariadne Auf Naxos." The cast, which includes Leontyne Price, Tatiana Troyanos, Rene Kollo and Walter Berry, is essentially the same as the Met cast, although Solti will be conducting the London Philharmonic on the recording (James Levine conducts the work at the Met).

Aside from those already mentioned and a Montserrat Caballe disc of songs by Falla, Turina and Granados, Rollefson says that London's scheduling is not yet firm. Nevertheless, there is plenty on the boards. In the spring, for instance, the company is releasing Joan Sutherland's recording of Donizetti's "Lucrezia Borgia." About "Lucrezia," Rollefson says, "it's not a particularly popular opera, and ours is not the only available recording of it. But it's an extremely exciting performance, and we're sure it's going to be a strong seller."

Rollefson sees the opera buying public as a continuously growing market, and says that the activities of other record companies that were previously less active in opera serve to underscore the health and size of that market.

"That interest in opera in this country continues to grow is a well-documented fact," he says. "But it has to be recognized that all this interest didn't come out of nothing. There has always been an intense opera following here. After all, our catalog has been selling strongly for years."

Philips Maintains Reputation For Offbeat Opera Records

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some major reviews, because no one really knows Vivaldi's operas. I don't think we can get away with, 'If you like "The Four Seasons," you'll love "Tito Manlio."'

Davis Berlioz Cycle

Like the Verdi and Vivaldi operas, Philip's new recording of "Beatrice And Benedict" will continue a tradition on the label: the association of Colin Davis with the music of Berlioz. When the two-record set is released sometime in 1979, says Mampe, Davis will have recorded all of Berlioz's major works.

The recording, which features Janet Baker, Robert Tear, the John Alldis Chorus and the London Symphony, is actually Davis' second waxing of "Beatrice And Benedict." The first, issued on Oiseau-Lyre, had Josephine Veasey and John Mitchinson in the principal roles.

Interestingly, the concert version of "Beatrice And Benedict" that will be heard on the Philips set was presented in New York and Boston last year by Seiji Ozawa and the Boston Symphony. However, even if Ozawa is more closely identified here with

live performances of the work, Davis has beat him to the punch on record.

Vickers Is Grimes

Philips' version of Britten's "Peter Grimes" is also conducted by Davis, who has led numerous performances of Britten's modern classic at Covent Garden in London. The title role is taken by Jon Vickers, with Heather Harper playing opposite him. Both of these singers have also had considerable experience with "Peter Grimes." Vickers sang it at the Met a few seasons ago, and played Grimes with Harper at the Chicago Lyric Opera not long ago. In addition, both of them performed in the Covent Garden staging on which the new recording is based.

Philips expects the three-disc set, scheduled for release next spring, to be one of the major operatic recordings of the year. "The first and only other recording was the Benjamin Britten one with Peter Pears in the title role," says Zannini. "But people who know the opera say that Jon Vickers brings another element to the character of Peter Grimes that even Peter Pears didn't."

RCA Expects Hit With 'Otello'

(continued from page 45)

portance. Of course, we don't expect 'Dido and Aeneas,' or Vivaldi's 'Orlando Furioso,' which came out in August, to sell as well as a 'Carmen' or a 'Butterfly.' But there are connoisseurs who look for the extraordinary. And that's why these works are of such great value on records."

Also set for November are a Brahms and Schubert song recital by Marian Anderson, and a recording of the Brahms "Alto Rhapsody" with Shirley Verrett as soloist and Eugene Ormandy conducting.

Among RCA's Gold Seal reissues in the vocal field are a "Das Lied Von Der Erde" with Maureen Forrester and Richard Lewis under the baton of Fritz Reiner, as well as a Beethoven Ninth Symphony with Leontyne Price, Maureen Forrester, David Poleri and Giorgio Tozzi, Charles Munch conducting. Both recordings were previously part of the Victrola catalog, and both are due out in November.

Vivaldi Opera Selling

The company's hottest sellers this past year were "Andrea Chenier," a recording that features Domingo, Scotto and Milnes; "Le Perichole," with Regine Crespin; and "Cosi Fan Tutte," which boasts Frederica Von Stade and Kiri Te Kanawa. In August, RCA released Vivaldi's "Orlando Furioso"

Opera's Popularity Growing

(continued from page 42)

sees new productions of Rossini's "The Turk In Italy" (in English), Victor Herbert's "Naughty Marietta" (which recently ended its run), and Giordano's "Andrea Chenier." The latter production is bound to help RCA maintain the high sales level it has achieved with its "Chenier" recording. Additionally, it is not out of the question that Angel, considering Beverly Sills' success on recordings of other Rossini operas, will decide to record her in "The Turk In Italy." Certainly her recording of highlights from "The Merry Widow" has scored a big hit, and the upcoming revival of that work by the City Opera should keep the ball rolling.

At the Chicago Lyric Opera, besides the aforementioned "La Fanciulla" and "Salome," there will be a production of "Don Pasquale," with Alfredo Kraus singing opposite Judith Blegen and John Pritchard conducting. In addition, the company will offer a new production of Massenet's "Werther," which many connoisseurs consider a finer achievement than "Manon."

with Marilyn Horne and Victoria de los Angeles, and Katz says that the recording is "doing very nicely in the stores."

One of RCA's long term projects is the completion of its Caruso series. Volumes 4 and 5 of the set have been released in recent months, and Katz sees several more installments on the horizon for 1979, the entire series running to nearly 20 volumes.

Good Response

"There has been a good response to the Caruso sets," he notes, "although sales are by no means gigantic. But for what they are, the Caruso sets are selling very well and are exposing the work of a magnificent artist to people who would otherwise never have had an opportunity to hear what Caruso sounded like."

Katz is reluctant to divulge RCA's releases beyond January, although he did say that we can expect a "Cavalleria Rusticana" with Domingo, Scotto and Matteo Manuguerra early in the year. The work is to be conducted by James Levine.

Television is playing a large part in RCA's promotional campaigns this year. Not only are certain releases scheduled to make the best of "Great Performances" and "Live From The Met" shows, but several RCA vocal artists will be making guest appearances on television talk shows.

Probably the most controversial event of the season will be the Lyric Opera's world premiere of Krzysztof Penderecki's "Paradise Lost." Based on John Milton's epic poem, the opera has a libretto by English playwright Christopher Frye and a cast that includes William Stone, Ellen Shade, Peter Van Ginkel, Joy Davidson, Frank Little, Paul Esswood and William Thomas. It will be conducted by Bruno Bartoletti, artistic director of the Lyric Opera. If everything goes as planned, the work will open in Chicago on November 29, and the entire production will be transported to Milan, Italy for its European premiere at La Scala on January 23, 1979.

"Paradise Lost" should be controversial, not only because contemporary operas are rarely performed, but because Penderecki is such an iconoclastic composer. The press will undoubtedly give it as much or more attention than they devoted to the Met premiere of Philip Glass' "Einstein On The Beach." So far, however, no recording plans have been announced.

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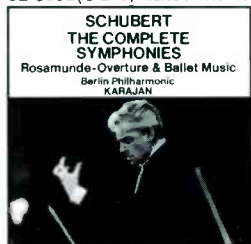


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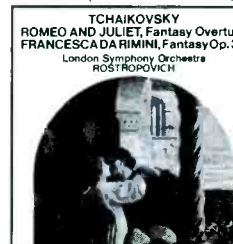
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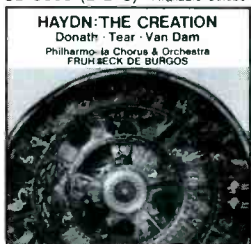
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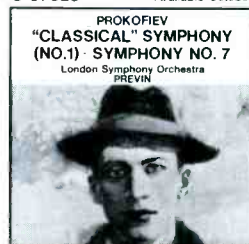
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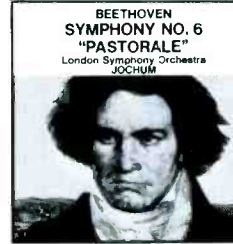


TENNSTEDT

S-37508 (LP/XDR Cassette)



JOCHUM
S-37530 Available November





GOLDEN GIRL — Carol Neblett relaxes with co-stars Sherrill Milnes and Placido Domingo and conductor Zubin Mehta at a session for DG's recording of "La Fanciulla del West."

Columbia Getting Traditional

(continued from page 44)
package for all concerned.

"As for other tie-ins with televised or live operas," he adds, "there aren't any that we know of, although we do try to take advantage of these opportunities when we can. At the moment, we don't have a strong roster of artists who record exclusively for Masterworks. We hope to some day, but meanwhile we do our best to promote our recordings wherever our people are singing. Scotto, Von Stade, and Domingo, for example, are singing quite frequently, and when they're working out of town, where there's no equivalent of the *New York Times* Arts and Leisure Section, we concentrate on program books and radio advertising. Every release gets a radio campaign, and when we can, we arrange album autographing promotions."

Columbia has been successful with its recordings of French opera in the past, and Kellman expects that success to continue. Besides this month's "Mignon," the company is planning to continue its series of French operas with Massenet's "Cendrillon," slated for April. Singers on "Cendrillon" include Von Stade, Gedda and Welting, and the conductor is Julius Rudel. Not quite opera, but along similar vocal lines, is a Faure "Requiem," featuring Lucia Popp, Herman Prey, and the Ambrosian Singers, with Andrew Davis conducting. This recording is scheduled for May release.

Next year may also see a Vivaldi and Mozart recital LP from soprano Barbara Hendricks, a Sherrill Milnes/Mormon

Tabernacle Choir collaboration and a complete "Hansel And Gretel" with Von Stade, Cotrubas, Ludwig, Nimsgern, Te Kanawa and Soderstrom, but those recordings have not yet been scheduled.

There will also be a few reissues, but, with the exception of Marc Blitzstein's "Regina," reissued this month, Kellman says he cannot discuss the company's plans in that direction. Of course, Columbia's opera catalog was never very extensive, so nearly everything that the company can reissue has already made it back into the bins. There are also several old Columbia opera recordings — "Rigoletto," with Richard Tucker, for instance — that were originally co-productions with other companies and to which Columbia has not retained reissue rights.

"But we do have several Richard Tucker recordings in the catalog," Kellman points out, "and they are still selling quite well. They aren't the kind of recordings that sell a great deal all at once, but they are good and steady."

"In terms of the symphonic, chamber music and solo repertoire, we now have the strongest catalog going. And in the past, the feeling on the part of management was that a company can only do so much, and since other companies were concentrating on opera, we wouldn't compete in that part of the market. These days, the staff is more geared towards operatic recording, and as opera is where Columbia's largest gaps lie, it's an area that is getting our special attention and increased effort. So far, we've made a very respectable start."

Callas, Sills To Be Featured

(continued from page 46)

It's a very gratifying way of exposing an artist and their catalog. And we find that it's not just the newest recording that sells at these events, but everything the artist has done."

Along with "Don Pasquale" on Angel's December release is an album of popular duets sung by Beverly Sills and Sherrill Milnes, with songs like "Indian Love Call," "My Hero," "Sweetheart," and "Thine Alone" among the repertoire.

January will see the release of two less familiar works, Massenet's "The Juggler Of Notre Dame," with Alain Vanzo conducting the Monte Carlo Opera Chorus; and Schubert's "Alfonso Und Estrella," which Caronia describes as "an opera in oratorio form." The cast for the Schubert includes Edith Mathis and Dietrich Fischer-Dieskau. In March, Angel is releasing "Lady Macbeth of Mt senk (Katrina Ismailova)" by Shostakovich, with Mstislav Rostropovich conducting a cast that includes his wife, Galina Vishnevskaya, tenor Nicolai Gedda and bass Ivan Petrov.

"When you record a work that is not familiar," Caronia explains, "you've got to put together the best singers you can find, from the primary roles on down. Because without them, and without a great conductor and a great orchestra, it's very difficult to properly promote an opera that the major

repertory companies are not performing. When we cannot count on a work's being performed frequently, we do our best to get the most sales impact upon release, pointing out the artists and the fact that it's a premiere recording.

"I think the best thing we have going for us, in both standard and unfamiliar repertoire, is that the opera buying public can see that we plan our recordings very cautiously and always try to assemble the best group of artists for a given project. The opera fans are the largest consumers of classical music, and it's an audience that I think is steadily growing. One reason for that is television. We're talking about literally millions of people seeing an opera for the first time. And if you take any percentage of these millions, you are developing a whole new generation of buyers. You are getting people who will be collectors, who will be involved with opera for many years. When you develop an opera buyer, you are generating a great deal of sales, beginning with recordings of the current singers. But as time goes on, these buyers' interests extend in two directions: they want the newest recordings so that they can hear the new singers and enjoy the improvements in recording technology, and they want the older, historical issues so that they can compare current singers with the great artists of the past."

Expanded Use Of Research Is A Mark Of Industry Growth

(continued from page 12)
ficient."

Two Categories Of Research

The research being conducted in the industry is broadly classed in two categories: primary and secondary research. Primary research generates data not in existence; secondary research organizes and utilizes existing data. Due to the higher cost factor involved with primary research, only a few major labels are actively involved. Kapp's work on the WCI Survey, in conjunction with Dr. Martin Fishbein of the University of Illinois, is typical of primary research. Utilizing more than 200 different pieces of information from 3,385 respondents, the report was able to derive a far-reaching demographic sample that touched all walks of American life. Because of the published report and the on-going research, Kapp is able to gain buyer information which can be utilized in specific marketing campaigns.

"I was with Peter Asher at the computer terminal in his office the other day," says Kapp, "and to demonstrate to him our capabilities, we provided eight different graphs on who the Linda Ronstadt buyer is — breaking down all the demographics of age, race, sex, geographic location, education, marital status and where they bought her records and what kind of stereo equipment they have."

An analysis of this information helps Elektra/Asylum direct advertising dollars on such projects as the new 10 and 30-second TV spots for Ronstadt's new "Living In The U.S.A." album.

'Target An Audience'

"If I can target an audience," says Kapp, "then I can market directly to that audience and avoid wasting money and effort. In the advertising world, there is no such thing as 'cheap' or 'expensive.' It is not the money that has meaning but the efficiency of the dollars spent."

CBS is also conducting extensive primary marketing research to discover the "who" of record purchases. Although CBS has had a market research department for almost 30 years, primary research techniques have been developed more recently and implemented since 1972 when Jerry Shulman, director of market research and planning, instituted national surveys which have provided CBS with a continuous overview of the industry. Shulman heads one of the largest research departments in the industry with 10 full-time professionals. In addition to three of four national surveys each year, CBS sponsors an 8,000 member consumer panel which reports daily on recorded music purchases, allowing CBS to track national sales and the results of other companies.

"CBS is a very research oriented company. Essentially our marketing research gathers facts and tries to present the facts in meaningful ways and make marketing oriented recommendations and conclusions. It also provides us a competitive intelligence system so we know what other companies are doing and how they are doing it," says Shulman.

Image Studies

CBS also conducts custom designed surveys to answer specific questions which comprise image studies of label artists. "We do studies of consumer perceptions of an artist and what characteristics positively define that artist. We then try to build marketing, advertising and merchandising campaigns around these sellable qualities," says Shulman. This type of research helps CBS to develop graphics and packaging which are to consumers' perceptions and the artist's desired image thereby avoiding the often-seen mismatch of artist and graphic image. In addition, CBS utilizes extensive research in gathering information which is useful in artist

negotiations.

"We conduct complicated profiles of an artist we are contemplating to sign," says Shulman. "Using the consumer panel, we can make astoundingly accurate projections of the artist's expected sales. With artists with established track records, we conduct complete chart analysis and detailed demographic studies, tracking over a number of years to determine if the artist's profile is changing and at what point he stands in his career. By doing this research, it increases our probability of making the right decision and avoiding the wrong decision. Our track record and market share at CBS is a hell of a lot better because we do have market research than if we did not have it."

Independent Research Companies

In both the examples of CBS' consumer panel and the WCI report, the companies contracted much of the work from independent research companies which specialize in consumer studies. The sample by WCI was conducted by National Analysts, a division of Booz, Allen & Hamilton, Inc. Contracted research firms are providing several labels with data and techniques beyond the label's in-house expertise.

Music and Media Research, Inc. of Los Angeles researches and publishes an in-depth monthly survey of consumer attitudes towards artists entitled, "The Music Report." Geared to interview 3600 persons in nine major markets, "The Music Report" is available to record companies on a sliding subscription basis. According to Bill Davis, executive vice president of Music and Media Research, "The Music Report" can be instrumental in evaluating the effectiveness of advertising and promotion efforts and also help to detect crossover appeal and shifts in an artist's appeal. Davis is also the owner of Davis Market Research, a research company whose national clients include Toyota, Chevrolet and Standard Oil.

'Directly Applicable'

"The techniques of research used in other industries are directly applicable," says Davis. "I am not in the business of selling cars or records, but rather we are in business to measure consumer attitudes which translates into useful information for the sellers. We identify artist appeal by specific demographic and co-relate sales to appeal. 'The Music Report' also is a valuable promotional tool. It gives the promo man a legitimate document to walk into a radio station and say, 'Hey, my record is doing great in the following cities among age groups similar to your target market,' instead of saying 'The song's on the radio elsewhere and it sounds great.'"

A&M Records utilizes secondary research to help to focus marketing campaigns, according to Bob Reitman, vice president of advertising and merchandising. "The last Ozark Mountain Daredevils' album was 'Don't Look Down' and prior to releasing the new album, 'It's Alive,' we went back through our records and determined where we had sales, significant airplay and touring activity on the earlier album. Then we put a grid together using these three main ingredients and the spots where all three intermeshed represented our strongest market areas. That helped us to find a pre-disposed audience where we could generate most initial action. In the Daredevil case, five markets reared their heads and instead of adopting a wait-and-see attitude, we went into those markets and spent some money to start the fire."

'Make Sense Of Your History'

"I think ultimately, research helps you make sense of your history. A&M has a long history of developing artists and research

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TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 BLAM! BROTHERS JOHNSON (A&M SP 4714)	1	8	
2 TOGETHERNESS L.T.D. (A&M SP 4705)	2	15	
3 GET OFF FOXY (TK/Dash 30005)	4	13	
4 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Philadelphia International JZ 35095)	3	15	
5 NATURAL HIGH THE COMMODORES (Motown M6-902B1)	5	18	
6 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS 5712)	7	12	
7 COME GET IT! RICK JAMES (Gordy G7-981R1)	6	18	
8 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	9	16	
9 SUNBEAM THE EMOTIONS (Columbia JC 35385)	10	7	
10 STEP II SYLVESTER (Fantasy F-9556)	12	12	
11 A TASTE OF HONEY (Capitol ST 11754)	11	17	
12 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	30	5	
13 ATLANTIC STARR (A&M SP-4711)	13	9	
14 SOUNDS... AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	8	15	
15 THE CONCEPT SLAVE (Cotillion SD 5206)	15	7	
16 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	40	3	
17 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	18	7	
18 NATALIE... LIVE! NATALIE COLE (Capitol SKBL 11709)	16	12	
19 FIRE UP 'N' KICKIN' FATBACK BAND (Spring 1-6718)	19	11	
20 JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	20	7	
21 SWITCH (Gordy/Motown G7-980R1)	25	6	
22 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	21	20	
23 BETTY WRIGHT LIVE (Alston 4408)	17	15	
24 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	22	23	
25 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring SP-1-6719)	23	11	
26 SPARK OF LOVE LENNY WILLIAMS (ABC AA-1073)	28	12	
27 SUMMERTIME GROOVE BOHANNON (Mercury SRM-1-3728)	29	14	
28 WHO DO YA (LOVE) KC & THE SUNSHINE BAND (TK 607)	24	6	
29 IMAGES CRUSADERS (ABC AB-6030)	14	11	
30 SUNBURN SUN (Capitol ST-1173)	27	23	
31 THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	26	9	
32 CENTRAL HEATING HEATWAVE (Epic JE 35260)	31	24	
33 MACHO MAN THE VILLAGE PEOPLE (Casablanca NBLP 7096)	36	28	
34 SUNLIGHT HERBIE HANCOCK (Columbia JC 34907)	32	13	
35 FOREVER YOURS THE SYLVERS (Casablanca NBLP 7103)	41	6	
36 SOME GIRLS ROLLING STONES (Rolling Stones/Atlantic COC 39108)	35	23	
37 HOUSE OF LOVE CANDI STATON (Warner Bros. BSK 3207)	37	10	
38 SECRETS GIL-SCOTT HERON & BRIAN JACKSON (Arista AB 4189)	46	3	
39 YOUNGBLOOD WAR (United Artists LA 904-H)	38	8	
40 LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)	54	2	
41 THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah BDS 5701)	43	5	
42 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274)	42	20	
43 SHOWDOWN THE ISLEY BROTHERS (T-Neck/Epic JZ 34930)	33	24	
44 IF MY FRIENDS COULD SEE ME NOW LINDA CLIFFORD (Curton CUK 5021)	39	24	
45 NORMA JEAN (Warner Bros. BRK 6933)	45	8	
46 BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	49	3	
47 IN FASHION THE STYLISTICS (Mercury SRM-13727)	34	10	
48 HAPPY TO BE WITH YOU JEAN CARIN (Phila. Int'l. JZ 34986)	47	14	
49 LOVING IS LIVING McCRARYS (Columbia/Portrait JR 34764)	50	9	
50 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP-6700)	—	1	
51 THANK GOD IT'S FRIDAY (SOUNDTRACK) VARIOUS ARTISTS (Casablanca NBLP 7099)	44	21	
52 DREAM WORLD CROWN HEIGHTS AFFAIR (De-Lite DSR-9506)	52	9	
53 NEW BEGINNINGS DELLS (ABC AA-1100)	48	5	
54 ROBERTA FLACK (Atlantic SD 19186)	—	1	
55 REACHING FOR THE SKY PEABO BRYSON (Capitol ST 117229)	53	34	
56 FOR YOU PRINCE (Warner Bros. BSK 3150)	59	6	
57 LOVE BROUGHT ME BACK D.J. ROGERS (Columbia JC 35393)	57	6	
58 MOTHER FACTOR MOTHER'S FINEST (Epic JE 35546)	—	1	
59 THIS IS YOUR LIFE NORMAN CONNORS (Arista AB 4177)	55	20	
60 DO IT ALL NIGHT CURTIS MAYFIELD (Curton/Warner Bros. CUK 5022)	51	6	
61 BAND II THE MEMPHIS HORNS (RCA APL 1-2643)	60	14	
62 KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	68	4	
63 QUARTZ (Marlin 2216)	67	5	
64 QUEEN OF THE NIGHT LOLEATTA HOLLOWAY (Gold Mind/Salsoul GA 9501)	—	1	
65 RIO DE JANEIRO GARY CRISS (Salsoul SA 8504)	66	4	
66 THE BEST OF THE TRAMPS (Atlantic SD 19194)	70	3	
67 MIDNIGHT BELIEVER B.B. KING (ABC AA-1061)	62	17	
68 DO WHAT YOU WANNA DO THE DRAMATICS (ABC AA-1072)	61	21	
69 MY RADIO SURE SOUNDS GOOD TO ME LARRY GRAHAM & GRAHAM CENTRAL STATION (Warner Bros. BSK 3175)	56	18	
70 WELCOME TO MY ROOM RANDY BROWN (Parachute/Casablanca RRLP 9005)	72	2	
71 WORLDS AWAY PABLO CRUISE (A&M SP-4697)	64	11	
72 FANTASY LOVE AFFAIR PETER BROWN (Drive 104)	71	39	
73 THE BEST OF DONNY HATHAWAY (A&M/Atlantic SD 38-107)	—	1	
74 THE GARDEN OF LOVE DON RAY (Polydor PD-1-6150)	73	12	
75 SATURDAY NIGHT FEVER BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	74	39	

Loan Programs In Work For Minority-Owned B'cast Firms

by Cookie Amerson

Los Angeles — Since the Federal Communications Commission made a commitment in May of this year to do whatever is necessary to encourage minority owned broadcast firms, there have been several programs implemented both by government and private industry to promote minority broadcast ownership.

The FCC, for example, has initiated a tax certificate program that allows a seller to defer capital gains tax almost indefinitely on broadcast properties sold to minority groups. The Commission will also allow licensees, faced with possible divestitures of certain broadcast holdings, to sell to a minority buyer rather than risk the outcome of hearings, higher legal fees and possible fines.

NAB, SBA Involved

Booker Wade, spokesperson for the FCC, explained, "There are several different programs that are presently attempting to create minority loan programs. The National Association of Broadcasting is working on equity and low interest minority loan programs. We have also urged the Small Business Association to apply a more liberal attitude in the area of broadcast

loans. And the broadcast industry itself is making a concerted effort to create avenues for minority loans."

An example of the industry's efforts to promote minority ownership came when Combine Communications and Gannett Company merged, thus prompting the sale of one of their television stations to be within FCC ownership limits. In keeping with the FCC's guidelines for selling to minority enterprises, Combine worked with minority leaders around the country and helped secure funding for Broadcast Enterprises Network, a minority owned firm that purchased the station.

Larry Wilson, chief council for Combine Communications said, "We checked with several banks, insurance companies and other lending organizations before we were able to assist Broadcast Enterprises Network secure funding for the purchase of the station. Though the FCC is very much in favor of minority ownership of broadcast firms, the answer most assuredly lies in creating the funding for these organizations."

Rewrite Finding

The proposed rewrite of the Communications Act introduced into congress

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LYLE AT ROXY — Capitol recording artist Bobby Lyle was greeted by label execs following his recent appearance with Wayne Henderson and Roland Bautista at the Roxy in Los Angeles. Pictured (l-r) are: Eric Reed, KJLH production manager and air personality; Augie Johnson who appeared with Lyle; Ted Terry, KJLH air personality; Bob Riley, Capitol's national promotion director, soul division; Lyle and Jemy Cheers, Capitol's R&B promotion manager. Los Angeles.

THE RHYTHM SECTION

STUDIO "107" — Adult Contemporary formatted WSDO-FM in Miami is creating a great deal of attention after only being on the air for two weeks. The reason for so much attention so quickly, is because of the stations totally uncategorized format, according to station manager Bill Cunningham. "Most radio stations simply try to improve on an existing format concept. What we are doing is something totally different. While it is true we are playing a lot of Top-40 product, black product, we are neither a Top-40 or black station. We are attracting a lot of black listeners, simply because black people are into good music, and our main focus is on our music."

Program Director Spanky Lane, says "our approach to radio is something that has never been done before. We have done and are still doing extensive research, to be certain we are on top of music for our target audience. We not only research this market but also New York, Chicago, Detroit, and Los Angeles which we feel are our indicator markets for the 25+ audience we are aiming for." Lane also explained "we are not competing with anyone, we just want to capture target audience, we are 107 on the FM dial, and we introduce ourselves on the air as "Studio 107."

DECEASED — Veteran producer Tom Wilson was found dead in his home in Los Angeles last week. It was reported that he had been dead for about four days, he had been having problems with his heart. Wilson was previously producer for Bob Dylan, The Animals, Simon and Garfunkel and others. He was a black man with a track record of producing mostly white acts.

SEARCHING — Mack Allen, national program director for Sonderling Broadcasting is looking for pd's for WRVR in New York and WBMX in Chicago. Please send tapes and resumes to his attention at: 350 Biscayne Ave., Miami, Florida 33137.

IN THE STUDIO — Chaka Khan is finishing up her debut Warner Brothers album due for release in October. Veteran producer Arif Mardin is producing the album.

cookie amerson

Expanded Use Of Research Is A Mark Of Industry Growth

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helps to define development."

Reitman also pointed out that it is easy to design a research grid to assist in choosing singles. "Typically, three of four executives will sit around and say, 'I think this is the single.' However, for a few thousand dollars, you can have 500 consumers' decisions."

Reitman noted that the use of research is a sensitive issue in an industry like the music business which traditionally has relied on "instinct" and "street sense" for creative decisions.

"There is an intangible in the record business which cannot be measured and that is why do people buy a particular type of music. The line of demarcation for use of research is how much the industry considers itself an artform and how much it considers itself a business."

At the center of this issue is the role of research in A&R and the possible impact of research in determining tastes and dictating artist signings and product manufacturing to satisfy the perceived demand.

"To quote Prof. Theodore Levitt of Harvard Business School," says Kapp of Warner Special Products, "The record business is an industry that sells what the factories make. On the other hand, in marketing businesses like IBM, they do the research and identify an opening in the market place for a type of product and then direct the manufacturing people to make the specified product, at a specified price, to sell a specified amount."

'Most Sophisticated Computer'

Kapp adds that "market research in the music business can help point out existing markets and maybe guide record companies in manufacturing and creating products for those markets." Kapp hastens to clarify, however, that that does not dictate specific songs or artists but only "guidelines that can help someone make a gut decision which is merely a printout from the world's most sophisticated computer — the brain."

"Good market research should not tell a good businessman a whole lot that he does not already know. But what it should do is weight his knowledge a little differently."

Research conducted by Biruta McShane at GRT Corp. helped GRT, a major tape manufacturer, to perceive in advance the growing trend towards cassettes.

"Two years ago, we saw it coming," says McShane, vice president of marketing services for GRT. "We substantially lowered our minimum order to start manufacturing certain cassettes and it has paid off in the long run. Cassettes sales used to account for 16 percent of the market and at year end, I think they will account for 40 percent of all tape sales."

GRT also uses research to analyze labels who are contemplating licensing agreements with GRT. Because of the substantial guarantees required by these labels to license product to GRT, the company must make carefully estimated decisions of the products' value in the marketplace. McShane has also conducted a research project which established the effectiveness of open tape displays instead of the traditional tape display which is under glass and key.

Education Process

Many of the research executives contacted mentioned that a common dilemma is getting decision-makers to appreciate the practical tools of research.

"In many companies, top management is not educated enough about research to use the information they get in the most profitable manner," says Shulman of CBS. "Research is not infallible and those in the industry who are not research-oriented take great glee in pointing to cases when research has come up with the wrong answers. However, it is absolutely critical for researchers to convince management."

"It has been a long haul, involving an educational process. But the major part of a good researchers' job is communication. Music has a value and a magic that transcends statistics and research. We will always have creative people who will take a risk but research is a valuable tool which aids in everyday questions."

Government, Industry Promote Minority Loans

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by Congressman Lionel Van Deerlin and Lewis Frye Jr. will also include some provisions for the creation of a minority loan program. An aide to Van Deerlin noted that although "the main objective of the rewrite proposal is to have less federal intrusion in the daily life of the broadcaster, when we became aware that only 42 out of 7,200 radio stations were minority owned, we decided to make an effort to create funding within the rewrite."

The proposal for the rewrite was introduced into Congress this past June and will probably be introduced again next year to take effect around 1981.

FCC spokesperson Wade concluded, saying "By setting policies to encourage minority ownership, we are trying to rally around pushing for minority ownership. With all the programs being initiated to encourage minority ownership, the historic factor surrounding this event is the fact that all this is being done without a congressional mandate. The Commission has said that diversity in media is what media is all about, so we are just doing what needs to be done."



CHAKA AND ARIF — Vocalist Chaka Khan recently signed to Warner/Tattoo Records, has been recording her debut album for the label, titled "Chaka" and scheduled for October release. Pictured above (l-r) are: engineer James Douglass; Ms. Khan's brother Mark Stevens, co-writer of featured cut "Some Love," Khan; and producer Arif Mardin.

CBS, WEA Intro Year-End Plans

(continued from page 9)

set for Sept. 11-Oct. 13. The program entails two basic segments.

Under the first part, a CBS accounts can receive an incentive of six free per 100 units ordered on some 200 primarily pop hit titles. Payment is due Jan. 10.

Part Two

For part two, a variety of products, including jazz albums and a larger portion of the CBS catalog, are available and orders placed during the same period as part one are eligible for a 5% discount off invoice.

Excluded from part two is all Masterwork, Odyssey, budget product and a limited number of selected catalog items. Payment for part two orders is due Feb. 10.

Lavinthal, Gillman Form Musicvision

(continued from page 14)

Walsh, Rufus, the Pointer Sisters, Freddy Fender and Jim Croce. Most recently, Lavinthal was president of Silver Cloud Records, where he established a west coast management office for Leber-Krebs, Inc., working with Aerosmith and Ted Nugent and the highly successful L.A. campaign for "Beatlemania."

Howard Gillman is a former marketing, sales and A&R executive with ABC Records with a strong background in finance and marketing.

Research

Lenny Beer, most recently vice president of promotion for 20th Century Fox Records, formerly headed the market research department for Record World as vice president.

Toni Profera was most recently the national director of singles promotion for 20th Century Fox Records and prior to that was director of research for the marketing department at Record World.

Midsong Leaves MCA For Indies

(continued from page 9)

tribution for all markets handled by Pickwick; Alpha Distributing for northeast areas; and Universal Distributors in the Philadelphia region.

Sy Warner, previously with London Records, has been named vice president in charge of sales for Midsong. Reno also emphasized that John Travolta is still signed to Midsong. He said the label now plans to concentrate efforts on its current roster, which includes Carol Douglas and Silver Convention, as well as expand the number of artists signed to Midsong.

Reno said the chief reason for turning to independent distribution was that he felt he would have more creative control working with indies.

In addition to seeking out more acts, Reno said he is also planning to increase the size of his staff. Specifically, he said he is looking for more regional sales and promotion people.

"The people at MCA all were nice to us, but (the arrangement) just didn't seem to gel; the marriage wasn't right for either of us," Reno said. "It's a whole new world now that we're with independents."

Jabbar Festival

(continued from page 30)

future, he said, the emphasis will be on jam sessions such as the Friday night presentation by the CBS jazz all stars, as well as superstar artists performing with their groups.

Jabbar was at the Lakers training camp and unavailable for comment. But McGrew said he spoke with the world's tallest jazz fan right before he left, and Jabbar told him, "The season couldn't have gotten off to a better start."

Screen Gems Meet

(continued from page 12)

Tannen, vice president and director of professional activities (New York), Ira Jaffe, vice president of creative affairs (Los Angeles), Charlie Feldman, general manager (Nashville), and Brian Hopkins, general manager (London).

In addition, Barry Kimmelman, the firm's executive vice president, discussed operating results and objectives; Jack Kosner, director of business affairs, covered the business administration agenda; and Vince Perrone, vice president and general counsel, reviewed legal affairs. Other talks were conducted by Joan Schulman, copyright department manager; Jerry Isaacson, comptroller; Dick Berres, music supervisor; Bob Holmes, vice president of business affairs for Columbia Pictures Music; Mark Kaner, director of special projects for Columbia Pictures-TV; and Capitol Records' Ole Georg.



COAST TO COAST CARS — Elektra/Asylum's The Cars, having recently been on a national tour, has been congratulated on both coasts for its performances. Pictured in Boston (l-r) are: Ric Ocasek of The Cars; Lou Maglia, E/A national singles sales manager; Kurt Nerlinger, E/A local Boston promotion/rep; and George Daly, E/A A&R director, who



signed the group to the label; and, backstage after their Roxy show in Los Angeles, Greg Hawkes, Ocasek, David Robinson, and Elliot Easton of The Cars; Joe Smith, E/A chairman; Jerry Sharell, E/A vice president/artist development; Mark Hammerman, west coast artist development director; Ben Orr of The Cars, and Mel Posner, E/A chairman.

COIN MACHINE

Exidy Marketing Unaltered Despite Exit Of Jacobs

LOS ANGELES — Exidy president Pete Kauffman said last week there will be no immediate changes in the company's marketing operation following the recent departure of marketing vice president Paul C. Jacobs.

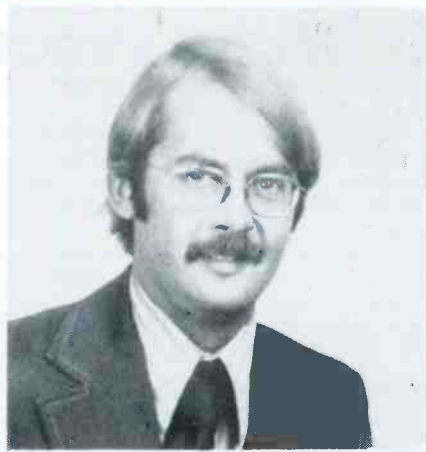
"We'll be too busy with 'Football' and several other games to come by AMOA time to attempt to replace Paul from either inside or outside of Exidy," Kauffman said.

Kauffman added that he will be taking over the international marketing duties and that Hal Watner will continue as national sales manager, with responsibility for all domestic markets.

Commenting on the departure of Jacobs, who now assumes the presidency of miss Paul and wish him nothing but the best. I know that he will be as good a competitor as he was a good marketer for Exidy. It may be a temporary loss to Exidy, but it is a definite gain for both Paul and the industry and I heavily favor that."

ICE Adds Update

SCOTTSDALE, Az. — Integrated Circuit Engineering Corp. has added a "'78 Mid-Year Update'" to the comprehensive reference work, "Status '78," which examines the integrated circuit market, applications, suppliers and technology with an emphasis placed on the impact of personal electronics. "Status '78" and the update list for \$95 per copy.



Paul Jacobs

Meadows Takeover Will Mean Wider Product Selection

LOS ANGELES — The recent acquisition of Meadows Games by Holosonics, Inc. of Richland, Wash. will result in a wider range of products being marketed by the Sunnyvale-based games manufacturer.

This assessment of the Sept. 1 takeover of Meadows by Holosonics was offered last week by Paul C. Jacobs, who was named president of Meadows effective Sept. 15. In addition, Jacobs said, Holosonics' technology in the area of holography will be applied to future Meadows games.

"Over the past five years, Meadows has

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Namco America Opens With Bhutani Heading Up Office

LOS ANGELES — Namco Ltd., the Japan-based amusement games manufacturer/distributor/operator, in a move to heighten its profile in the American market, opened a 10,000 square foot facility in Sunnyvale, Calif. Sept. 1.

With vice president Satish Bhutani in charge of the day-to-day operations here, Namco America, Inc. will be responsible for marketing all Namco products in the U.S. and Canada as well as Central and South America.

Bhutani, who is currently in the process of setting up a domestic distribution network, outlined a three-step timetable for expanding the present set-up to include a

full-scale manufacturing operation.

3-Phase Program

He said the first phase, which is currently



Satish Bhutani

underway, is limited to importing Namco games into the U.S. (Formerly Namco products were marketed here under licensing agreements with American manufacturers or distributors, such as Atari and the Bally Group). The second phase, according to Bhutani, will involve assembling the

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'Contact' Is A Hit In Dayton Lounge

CHICAGO — The appeal of pinball and its capacity for increasing a location's business is being dramatically felt at the Fireside Lounge, a 120-seat cocktail lounge in Dayton, Ohio, where patrons often wait in line to play the machines.

People of all ages like to play pinball, said club owner Dave Kimmel, who noted that his business has picked up considerably since the installation of a Williams "Contact" model. His was one of the first locations in the country to receive the machine when it was initially introduced.

"Our customers liked it more than any other game we've had," Kimmel said. For this reason Contact occupies a prominent spot at the front of the location where "it's been doing dynamite business," according to Kimmel, meaning high earnings and increased patronage. He's even promoting it in his radio advertising. Contact's "one of a kind" appeal, he said, attracts people to it which not only results in greater pinball revenue but in more business at the bar.

No Investment

Additionally, this special attraction does not require any capital investment on Kimmel's part. "I simply order the games from my local operator, Jim Hayes (Gem Music & Vending) and he brings the games to the location," he explained. "I have no investment whatsoever, I don't even lease the games. Hayes maintains them and replaces them, if necessary."

Citing the Fireside as an example of the high potential of these machines in elegant restaurants and lounges, Kimmel pointed out that his lounge "is fully carpeted, has liquor-barrel furniture and is patronized primarily by middle-income people in the age bracket of 21-40.

Dorothy Gottlieb, Wife Of Gottlieb Co. Founder, Dies

CHICAGO — Dorothy Gottlieb, widow of David Gottlieb, founder and board chairman of D. Gottlieb & Co., died Sept. 9. She was 70.

A co-founder of the noted pinball machine manufacturing company, Mrs. Gottlieb and her husband also co-founded Gottlieb Memorial Hospital in Melrose Park, Ill. and both were life members of its board of governors.

Services were held Sept. 11 in West Suburban Temple Har Zion of River Forest.

Survivors include her son, Alvin, executive vice president of D. Gottlieb & Co.; two daughters, Marjorie who is the wife of Gottlieb president Judd Weinberg, and Roberta Kaye of Miami Beach, Florida; eight grandchildren and two great grandchildren.

New Video Test Unit Available From Atari, Inc.

SUNNYVALE — A new test fixture, the CTF-1, has been developed by Atari, Inc. to assist service technicians in troubleshooting video PC boards. It is applicable to all of the factory's games (except Indy 800 and Indy 4) as well as future video products and can also be adapted to test other manufacturers games.

The CTF-1 has a 12-inch monitor and a complete set of controls on the front panel which are capable of simulating all of a game's play functions (steering, shifting, ball serves, etc.), to identify play problems.

Other features include a Fluke model 8000A digital volt meter mounted on the front panel; four different power supplies (an 8 amp DC, a 50 amp DC and two 2 amp AC); and a two foot interface cable for connecting the PCB to the fixture. Additional expansion modules are available, if needed.

Designed to quickly identify and alleviate problems, the CTF-1 operates on a standard electrical outlet, and is currently available through Atari distributors.



Atari's new video test unit.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. **BEAST OF BURDEN** ROLLING STONES (RS 19309)
2. **READY TO TAKE A CHANCE AGAIN** BARRY MANILOW (Arista AS 0357)
3. **BLUE COLLAR MAN (LONG NIGHTS)** STYX (A&M 2087)
4. **LONDON TOWN** WINGS (Capitol P-4625)
5. **MAC ARTHUR PARK** DONNA SUMMER (Casablanca NB 939)
6. **DON'T WANT TO LIVE WITHOUT IT** PABLO CRUISE (A&M 2076)
7. **HOW MUCH I FEEL** AMBROSIA (Warner Bros. WBS 8640)
8. **SGT. PEPPER'S LONELY HEARTS CLUB BAND/WITH A LITTLE HELP FROM MY FRIENDS** THE BEATLES (Capitol P-4612)
9. **PRISONER OF YOUR LOVE** PLAYER (RSO 908)
10. **JAIMIE'S CRYIN'** VAN HALEN (Warner Bros. WBS 8631)

TOP NEW COUNTRY SINGLES

1. **AIN'T NO CALIFORNIA** MEL TILLIS (MCA 40946)
2. **LET'S TAKE THE LONG WAY AROUND THE WORLD** RONNIE MILSAP (RCA PB-11369)
3. **ANYONE WHO ISN'T ME TONIGHT** KENNY ROGERS/DOTTIE WEST (United Artists UA-1234-4)
4. **SLEEPING SINGLE IN A DOUBLE BED** BARBARA MANDRELL (ABC AB-12403)
5. **LITTLE THINGS MEAN A LOT** MARGO SMITH (Warner Bros. WBS-8656)
6. **TWO LONELY PEOPLE** MOE BANDY (Columbia 3-10820)
7. **SWEET DESIRE** THE KENDALLS (Dvation OV-1112)
8. **WHAT CHA DOIN' AFTER MIDNIGHT, BABY** HELEN CORNELIUS (RCA PB-11375)
9. **CRYIN' AGAIN** OAK RIDGE BOYS (ABC AB-12397)
10. **HUBBA HUBBA** BILLY "CRASH" CRADDOCK (Capitol P-4642)

NEW R&B SINGLES

1. **EASE ON DOWN THE ROAD** DIANA ROSS & MICHAEL JACKSON (MCA-40947)
2. **MAC ARTHUR PARK** DONNA SUMMER (Casablanca NB 939)
3. **LUCY IN THE SKY WITH DIAMONDS** NATALIE COLE (Capitol P-4623)
4. **ONLY YOU** TEDDY PENDERGRASS (Phila. Int'l. 258 3657)
5. **DON'T STOP, GET OFF THE SYLVERS** (Casablanca NB 938)
6. **(OLIVIA) LOST AND TURNED OUT** THE WHISPERS (Solar/RCA JH-11353)
7. **DON'T HOLD BACK** CHANSON (Ariola 7717)
8. **BLAME IT ON THE BOOGIE** THE JACKSONS (Epic 8-50595)
9. **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)
10. **MOVIN' ON** GEORGE DUKE (Epic 8-50593)

TOP NEW MOR SINGLES

1. **SHE'S ALWAYS A WOMAN TO ME** BILLY JOEL (Columbia 3-10788)
2. **READY TO TAKE A CHANCE AGAIN** BARRY MANILOW (Arista AS 0357)
3. **MOONLIGHT SERENADE** TUXEDO JUNCTION (Butterfly CM 1211)
4. **I JUST WANNA STOP** GINO VANNELLI (A&M 2072)
5. **DEVOTED TO YOU** CARLY SIMON/JAMES TAYLOR (Elektra E-45506)

COIN MACHINE

Meadows Takeover To Result In Wider Product Selection

(continued from page 53)

established itself as a viable force in the video games marketplace," said Jacobs who was formerly vice president of marketing for Exidy. "Now, with the financial strength of Holosonics combined with its expertise in the science of holography, Meadows will have the capability of building highly unique and imaginative games."

As reported exclusively in **Cash Box** (Sept. 16), Holosonics acquired Meadows

from former president and sole stockholder, Harry Kurek, in exchange for cash and stock in Holosonics. Kurek will no longer be associated with Meadows.

Prior Experience

Jacobs, 33, brings a diverse background in the coin machine industry to his new position. Prior to joining Exidy, he was director of European sales for Chicago Dynamic Industries; before that, he spent eight years in the distributing business, first as general manager of a factory-owned

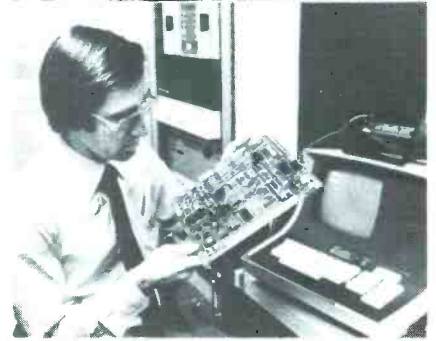
branch of the Wurlitzer Co. and later as president of an independent firm.

Asked about any staff realignments in the wake of the sale, Jacobs said that Lila Zinter will continue as sales manager and that Monte Kurek is staying on as purchasing manager.

He also said that Holosonics intends to vigorously protect its holography patents so that the technology can be applied exclusively to Meadows-produced games. The first application of this technology to

coin-operated equipment, Jacobs said, will be on display at this year's AMOA convention in Chicago.

In the meantime, Jacobs said that "Deadeye," a new video shooting game from Meadows, will be in full production by next month with sample shipments set to commence around Oct. 10.



QUALITY CONTROL — Every flipper produced by Williams Electronics, Inc. undergoes extensive testing before shipment, to ensure quality control of the various parts and components. Sophisticated testing equipment, operated by highly skilled technicians, is used in the process as depicted in this photo taken at the Chicago-based factory.

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COIN MACHINE

CHICAGO CHATTER

Lowen-Automaten, German producer of the NSM phonograph line, recently established a U.S. corporate structure and is now operating in this country as Lowen-America, Inc., with Bert Davidson at the helm as president of the operation. Davidson had previously been in charge of Lowen's U.S. activities and, in his new position, will continue to operate out of his present Chicago location. Additionally, Lowen has leased space in suburban Des Plaines, Ill. for parts and service facilities and has plans for further expansion in this country.

PRIOR TO HIS DEPARTURE for the Brussels Fair, Midway's director of marketing Stan Jarocki clued us in on the factory's next video game — namely, "Shuffleboard," a player selectable two-game machine offering table shuffle and deck shuffle, with all the realism of playing on the big boards. Sounds terrific — but that's not all since Midway is currently testing the upcoming "Rotation VIII" cocktail table pinball game, featuring the "world's only round, rotating playfield." Watch for it. Latter piece, by the way, was the subject of a two-day service school sponsored by Midway to familiarize service people with the specifics of installing and servicing the machine. Classes were conducted by Andy Ducay, his assistant Steve Horve, and Midway engineers John Jaron, Subodh Toprani and Don Zanolla.

CENTER OF EXCITEMENT at D. Gottlieb & Co. is the new "Close Encounters . . ." four-player, of course. Initial reaction has been super and, as marketing veepee Tom Herrick noted — it's another winner. Gottlieb's field service engineer Dick Finger, after wrapping up his August school series with sessions at Jack's Amusement (Eldorado, Ark.) and Culp Dist. (Oklahoma City), is now mapping out a fall schedule which will begin in early October.

DATeline MILWAUKEE, home of Americoin, where "Dozer" is still in delivery and the two new games are well into development for possible release in time for AMOA -78.

EASTERN FLASHES

Plc's new "Last Lap" four-player flipper will shortly be available in the U.S., through Universe Affiliated Int'l. Watch for it.

BALLY NORTHEAST-SYRACUSE participated in the recent New York State Fair, hosting an arcade type set-up of various coin-operated equipment including music, games and Polaroid's "Face Place" — and the first time effort was successful enough to warrant a return next year. As for present business, distrib's Jack Shawcross singled out Bally's "Lost World," Gottlieb's "Close Encounters . . .," Cinematronics (heavily backordered) "Space Wars" and Atari's "Fire Truck" as some of the current best sellers. Jack also raved about the new, colorfully designed "Hurricane" foosball table which was just released by Irving Kaye Co.

SINCE JOINING Monroe Dist.-Dayton a couple of months back, branch manager Jerry Grotjan has been very much involved in the distrib's current reorganization and expansion program. With phase one well underway, Jerry anticipates that within the next year or so the operation will be moving into larger facilities.

AS WE GO TO PRESS, the Northern Star offices in Syracuse, Albany and Buffalo are holding individual showings of the newly premiered Seeburg "Disco 160" phonograph, subsequent to which the model will be revealed to customers in the New England states, the territory covered by Dick Gifford of the northern sales staff. Stressing the machine's "exciting new look," Sid Gordon of the Albany branch feels confident that this new model will affect a shot in the arm for the phonograph business. It'll excite ops and delight servicemen, he added, and make for a banner sales year. Northern's currently testing the new Williams "Disco Fever" pin, with exceptional results and high earnings reports a la "Contact," which did superbly on test. And speaking of Williams, the factory's field service manager Bob Prinzing recently conducted a series of service schools at the various Northern branches.

1978 State Association Calendar

Sept. 21-23: Amusement & Music Operators of Virginia; annual conv.; John Marshall Hotel; Richmond, VA.

Oct. 5-7; West Virginia Music & Vending Assn.; annual conv.; Heart O'Town Motor Hotel; Charleston, WV.

CALIFORNIA CLIPPINGS

Atari founder and chairman Norman Bushnell and his wife, Nancy, are the proud parents of a baby boy. The toddler, who was born Sept. 5, is named Brent Nolan. Our best wishes to all.

ANOTHER NEW ARRIVAL FROM ATARI, "Superbreakout," is now on prominent display at the C. A. Robinson and Co. showroom. So says distrib vice president Ira Bettelman, who adds that he is looking forward to receiving his first shipment of a new piece from Midway that he described as a "brand new innovation."

THE RECENT OPEN HOUSE at Portale Automatic Sales in San Francisco drew a sizable contingent of manufacturer representatives, including executives from Atari, Ramtek and Meadows. According to distrib's Bob Portale, the next event on tap at Portale is a preview showing of the Rock-Ola phonograph. Should be another winner.

Namco America Opens With Bhutani Heading Up Office

(continued from page 53)

games in kit form. When phase three is completed, Bhutani said, the Namco America plant will have the capability to mass produce its own games.

While noting that original projections called for phase two to begin approximately six months after the opening of Namco America and phase three six months after that, Bhutani said that if the current situation regarding the value of the dollar vis-a-vis the Japanese yen should continue, the plant could begin turning out games as soon as the beginning of next year.

"We are going to concentrate primarily on electro-mechanical games because of their earnings stability and because there is a demand for them in the U.S.," Bhutani said when asked about what kind of games Namco America will be marketing here. "However, we are fully equipped to build video games and may do so at a later date."

Bhutani added that Namco's "Shootaway," which until recently was marketed here by Empire Distributing, will be the first game handled by Namco America.

He went on to stress that Namco America customers will be assured of prompt service and parts replacement. To this end, a toll free number — 800-538-1610 — has been installed directly to the company headquarters at 343 Gibraltar Drive, Sunnyvale, Calif. 94086.

Doubling Of Staff

Bhutani, formerly vice president of marketing for Project Support Engineering, said he expects the present Namco America staff of five to double by next month with the hiring of additional engineers, technicians and customer service personnel.

Namco Ltd. whose president is Masaya Nakamura, was founded approximately 25 years ago. Nakamura also serves as chairman of Namco America, while Hideyuki Nakajima is president of the company. Both men are based in Japan.

Looking ahead, Bhutani said that he will be accompanying Nakamura and Nakajima, along with a contingent of factory engineers, to this year's AMOA Expo, where Namco will be showing four new games.



Masaya Nakamura



Hideyuki Nakajima

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OTHER _____

LATIN

TOP 20 ALBUMS

New York Salsa	New York Pop
1 EL OSCAR DE LA SALSA OSCAR DE LEON (Top Hits 2026)	1 SOLA LISSETTE (Coco 148)
2 ONLY THEY COULD HAVE MADE THIS ALBUM CRUZ/COLON (Vaya 66)	2 CARA DE GITANA DANIEL MAGEL (Caytronics 1516)
3 780 KILOS DE SALSA DIMENSION LATINA (Top Hits 2025)	3 A MISS33 ANOS JULIO IGLESIAS (Alhambra 38)
4 CHARANGA 76 EN EL 78 CHARANGA 76 (TR 139X)	4 AMIGO ROBERTO CARLOS (Caytronics 1505)
5 THE BIG KIMBOS LOS KIMBOS (Cotique 1091)	5 VOZ Y CORAZON NELSON NED (West Side Latino)
6 LA COMEDIA HECTOR LAVOE (Fania 522)	6 VOLCAN JOSE JOSE (Pronto 1035)
7 LLEGO MELON PACHECO/MELON (Vaya 70)	7 MI CARTA LOLITA (Caytronics 1506)
8 AHORA Y SIEMPRE TITO ALLEN (Alegre 6012)	8 EN CONCIERTO SOPHY (Velvet A007)
9 CON MUCHA SALSA VITIN AVILES (Alegre 6011)	9 VOL #7 ALVAREZ GUEDES (Gema 5058)
10 ENCORE CHARANGA 76 (TR 126)	10 NUNCA SUPE LA VERDAD DANNY DANIEL (Borinquen 1327)
11 LA RAZA LATINA LARRY HARLOW (Fania 516)	11 ENTRE AMIGOS CAMILO SESTO (Pronto 1034)
12 SELECCIONES CLASICAS JOSE FAJARDO (Coco 141)	12 DEMASIADO AMOR BASILIO (Zafiro 513)
13 MI TIERRA Y YO CHEO FELICIANO (Vaya 69)	13 CHUCHO AVELLANET (W.S.L. 4052)
14 TIME R. MARRERO & THE GROUP (Vaya 64)	14 AMERICA JULIO IGLESIAS (Alhambra 27)
15 LOS DOS MOSQUETEROS PUPI/PACHECO (Vaya 63)	15 UNLIMITED ALMA (Alhambra 152)
16 CONJUNTO IMPACTO (Teca 3004)	16 #5 JUAN BAU (Zafiro 512)
17 NEW YORK CITY SALSA ORQUESTRA BWAY (Coco 140)	17 PERLA (Audio Latino 5040)
18 THE SINGER CHEO FELICIANO (Vaya 48)	18 MI ALBUM DE RECCUERDOS ALBERT HAMMOND (Caytronics 1507)
19 FIREWORKS MACHITO (Coco 131)	19 SI TE VAS, TE VAS HUGO BLANCO (West Side Latino)
20 EXPLORANDO LA SONORA PONCENA (Inca 1060)	20 NYDIA CARO (Alhambra 151)

SINGLES TO WATCH

DUETO LAS PALOMAS (CBS-Mexico) *Asi Como Si Nada* (2:58) (Bulmaro Bermodez)
LOS BUM BUM (CBS-Mexico) *Sabras Que Te Quiero* (3:20) (Teddy Fregoso)
JOANELLO (Epic-Mexico) *Y Estoy Llorando* (2:17) (Paul Alonso)
TROPICAL BAHIA (Epic-Mexico) *Como Te Quedo El Ojo* (2:32) (Pepe Rodriguez)
RAY AVILA (Orfeon) *Cualquiera Se Me Recarga* (Raphael Buendia)
CHELO (Musart) *Viejos Amigos* (Jose Alfredo Jimenez)
ODILA FLORES (CBS-Mexico) *Dejame Ya En Paz* (2:09) (D.R.D.G.D.A.)
VALENTINA LEGUA (CBS-Mexico) *Pero Los Tiempos Cambian* (2:15) (Indalecio Ramirez)
FITO GIRON (CBS-Mexico) *Te DI Todos Mis Sueños* (2:43) (Cris Manzano)
EL IV PARLAMENTO (Orfeon) *Pobrecito* (D. EN D.)

LATIN BEAT

According to **Harvey Averde**, Coco Records is enjoying an extremely good summer. He reports, "June was very good. We had a record breaking July and August."

The albums enjoying the most sales are "Salsa Disco Fever" and **Eddie Palmieri's** "Exploration." Just out are albums by **Orquesta Broadway** and **Tipica Ideal**. The response to both has been exceptionally good. Averde noted. Also, **Jose Fajardo's** "Selecciones Clasicas" is still selling big after many months on the charts. Averde believes the business is looking up as the fall nears.

CBS news in Mexico — **Sonora Santanera** from CBS in Mexico will be going on tour to Costa Rica. Their newest release which is called "La Perinola" is doing well all over Mexico. **Jose Antonio Alvarez** made his debut at the Blanquita Theater. **Goliath**, modern rock group in Mexico, has been doing well with their new single for CBS called "Hey Gran Sally."

Over at La Tierra Recording Studios, **Al Santiago** is dusting off a lot of old master tapes. Soon to come out are class

Duboney, Pacheco, Willie Rosario, and Orlando Marín LPs. On the market now are **Celia, Willie and Hector, Lupe, and Charlie Palmieri** LPs which Al helped coordinate.

Hailing from Hartford, Connecticut, **Eddy Wilson** Y Su Tren Latino are making an express stop in New York, courtesy of Mericana Records. Comprised of Puerto Ricans and Costa Ricans the group has been making a lot of noise in the New England area and their initial release for Caytronics has been doing extremely well. All aboard.

RMM (**Ralph Mercado** Management) announced the signing of a fresh new band on the salsa scene, **Gene Hernandez Y Novedades**. The sound of charanga will be exploding from the group's first album entitled "Con Amor," on Alegre Records.

Segments were recorded of the Newport Jazz Festival (Schlitz Salutes Jazz Latino) concert starring **Tito Puente, Machito, Mongo Santamaría, Dizzy Gillespie and Cal Tjader** for the syndicated radio program, "Jazz Alive." The program is hosted by jazz pianist, **Billy Taylor**.

ray terrace

Latin Picks

HOMENAJE A BENY — Tito Puente — Tico JMTS-1425 — Producer: Louie Ramirez

It is very rare that a legend pays tribute to another legend. But here Tito Puente brings back the Cuban music of the late Beny More. More was considered one of the pioneers of Cuban music (which today is called salsa), and Puente does a magnificent job in this album which he recorded with 21 men. He uses a variety of top singers including the queen of salsa, Celia Cruz. But the singer that comes closest to Beny More's style of singing is Hector Casanova in "Baila Mi Son." Orchestration is superb, vocals are excellent. Recording and musical directions are by Puente. This album deserves a vote for a Latin Grammy.



SILVANA DI LORENZO Y LOS NOCTURNOS — Arcano DKL1-3407 — Producer: Lalo Fransen

Argentinian multi-talented songstress, Silvana has recorded several albums. But she outdoes herself in this beautiful album of tropical romantic boleros well-suited to her vocal stylings. In the album she is backed by a talented vocal trio called Los Nocturnos, which harmonizes beautifully behind her. Most of the boleros on this album are standards of yester-year. The best songs are: "Lo Mismo Que A Usted," "Quien Sera," "Frenesi," "Escribeme," "Sabor A Mi," and "Tres Palabras."



FROM THE BIG APPLE WITH LOVE — Sociedad '76 — Borinquen — AAD 1351 — Producer: Ralph Lew

This is a second try for Sociedad '76 on Borinquen. Already it's climbing the Latin charts all over the States. This album consists of 10 danceable numbers. Side A opens up with a swinging salsa tune called "La Manzana," a song about life in New York City. The arrangements in this LP are good. The horn section is great, also a very tight rhythm section. The best songs in this album are: "La Manzana," "Los Rumberos," "Negra," and "Salsa Con Hustle."



SALSA FESTIVAL — Ralph Mercado and Ray Aviles first salsas festival was held Sept. 1-2 at Madison Square Garden in New York. Approximately 38,000 people attended the event which featured performances by Celia Cruz, Johnny Pacheco, Willie Colon, Roberto Roena, Hector Lavoe, El Gran Combo, Angel Canales, Ismael Miranda, Papo Luca and La

Sonora Poncena, Johnny Ventura, Los Hijos Del Rey, Charanga America, Nelson Ganzalez and Pete El Conde Rodriguez. Pictured (l-r) are: Hector Casanova; Celia Cruz; Johnny Pacheco; Angel Canals and Los Hijos Del Rey.

INTERNATIONAL

CRIA Petitions Ministry To Alter Classical Album Duty

by Kirk LaPointe

TORONTO—The Canadian Recording Industry Association (CRIA) has petitioned the Minister of National Revenue, Joseph Guay, to consider categorizing classical recordings as "cultural product," thus exempting them from the recent import duties hike imposed by the Ministry in April.

The recent revaluation of classical product coming into Canada from Britain and Germany has meant an increase of close to 200 percent in the amount of customs duties and federal sales taxes levied on the discs. Industry members fear that this may catapult classical recording prices from the present \$9.98 suggest list price to a level exceeding fifteen dollars.

'Unjust Revaluation'

Brian Robertson, president of CRIA, called the revaluation by Revenue Canada "unjust." He added, "We believe that classical recordings should be exempt from import duty and federal sales taxes because of their cultural nature, and we fully endorse the proposal put forward in the Florence Agreement under the auspices of UNESCO (a worldwide organization concerned with social justice) to allow the public unhindered access to cultural materials."

The Association, and its thirty-five members, encompasses ninety-five percent of the Canadian music industry. They are requesting that classical recordings be treated similarly to books, which are imported and sold in Canada duty and tax free.

Tim Harrold, president of PolyGram Canada, says that is not economical to manufacture classical recordings en masse in Canada, due to the relatively low demand and the profuse number of titles within existing catalogs. PolyGram distributes Deutsche Grammophon product into Canada but has ceased importing German recordings since the April revision of assessment by Revenue Canada.

"Clearly, this is a policy decision by Revenue Canada that appears to have been made without a great deal of consideration for the record buying public, who may be denied access to top quality imported recordings," Harrold said.

Harrold fears that retailers may find it economically feasible to smuggle Deutsche Grammophon product in from the United States, thus undercutting his company.

But, a source with the Minister of National Revenue's office in Ottawa, disagrees with Harrold's complaint about the pricing structure of German recordings. In response to a **Cash Box** story (August 26) on the reassessment of duties and federal sales tax levels payable on the recordings, the source said, "Our main concern has been that certain companies have been

getting a tremendous bargain on German product. If anything, we have been undercutting other companies."

The spokesman, who asked that he remain anonymous "because a revision in policy may be soon forthcoming," said that the Canadian price of such lines as Deutsche Grammophon had been "considerably lower" than in such countries as France and Britain, where the line lists for twelve and eleven dollars, respectively.

"It became clear to this office that we (Canada) were getting an easy break on imported records. The federal government, faced with increased taxation of the public sector, looked to the private sector to take up some of the slack. We believe that Canadian companies were getting a big break on imported commodities, among them records, and we want to encourage them to produce the imported records here at home."

But, industry sources say that unless the United States matches the revision in customs duties, implementing production of classical recordings in Canada will remain economically impossible.

Brian Robertson added, "Revenue Canada does not seem to be able to get its priorities straight." Responding to another governmental decision, which has allowed cut-out and overrun product from the United States to sift into Canada at valuation prices from twenty-five to fifty cents (**Cash Box**, Sept. 2), Robertson said the situation "has had the effect of threatening the record manufacturing base of this country; and yet, legitimate cultural product is burdened down with unrealistic import duties and tax."

The cut-out decision, made by the government to appease retailers and entrepreneurs, has resulted in the undercutting of record companies, who are experiencing above-average return rates on certain titles and artists, due to direct competition from imported deleted albums at cheaper prices.

"It would seem," said Robertson, "that Customs and Excise offices are more influenced by shlock than they are by Chopin."

Ariola Shifts Distribution

TORONTO — **Cash Box** has learned that Quality Records has acquired the distribution rights to Ariola America product in Canada.

The new pact is effective immediately, with the label moving over to Quality from RCA, its previous distributor. The move marks the third time in over a year that the label has shifted its Canadian licensee. GRT handled the label until RCA assumed its distribution rights a year ago.



DOUBLE VISION — Atlantic recording group Foreigner were rubbing their eyes as they stepped off their airplane in Toronto to identical greetings. Mirror-perfect twins were brought in for the occasion by WEA Music of Canada as part of a grand welcome for Foreigner's first Canadian appearance and a celebration for the Platinum status (100,000 units sold in Canada) of the group's second album "Double Vision." Pictured (l-r) with the twins are: Mick Jones, Ian McDonald, Al Greenwood, Dennis Elliott, Ed Gagliardi and Lou Gramm of Foreigner.

United Artists (U.K.) Holds Its First Convention Since The TransAm Sale

by Nick Underwood

TURNBERRY, SCOTLAND — United Artists held its annual sales convention this year in Turnberry, Scotland with UA delegates converging to hear company and label progress reports and A&R presentations. This was the first UA (UK) conference since the company became independent from TransAmerica Inc. on May 5, 1978.

The theme of this year's convention was a color spectrum, used to symbolize the different shades of music streaming from the same UA source.

In his opening address, Cliff Busby, UA (UK) managing director issued a warning that increased discounting and "sale or return" systems of business would become an integral part of the record industry. He added that "the competition is going to get fiercer and more Americanised." He went on to confirm that UA is about to "get beyond the barrier of small companies and establish ourselves firmly among the leading companies of the record business." Busby pointed out that from a worldwide point of view, UA cannot make a profit from the UK operations only. His formula for future success is based on constant exposure of back-catalog to support "lulls in the market." In this way, UA will be well-equipped to "operate under all conditions," according to Busby.

After Alan Warner of A&R had delivered a history of UA Records, marketing manager, Howard Berman took the chair and gave a market breakdown picture. Berman cited evidence that while the industry had grown 10 percent in two years, UA's parallel growth had been 54 percent. Berman credited this growth in part to the successful establishing of new acts — The Stranglers, Crystal Gayle and Gerry Rafferty. He also pointed to the various successes of UA labels Pepper and Sunset and the future potential of new UA labels, Ballistic (reggae) and Cow Pie (country). In keeping with UA's ongoing policy of back

catalog re-issues, the successful launch of the Blue Note Jazz series has added credence to future such ventures, according to Berman.

Berman concluded his talk by exposing current flaws in the industry as a whole, citing home-taping and ineffective communications as a cause for concern. "BPI Research indicates that an estimated potential seventy-five million pounds worth of sales were lost as the result of home-taping. That figure becomes even more depressing when you consider that it represents almost 25% of our industry's actual turnover," said Berman.

Berman's concluding statements went on to blame the industry for not catering adequately to the massive market made up of young adults from the post-war baby boom who may not be rock fans. "This middle section of the market has changed more demographically than any other section; however, it is still being bombarded with what is horribly termed 'middle of the road music' by the record companies, who seem singularly unaware that this market has so changed."

The remainder of the convention was taken up by UK repertoire presentations from all the different musical areas of the UA spectrum. Product was aired from artists such as Connie Francis, Dr. Feelgood, David Essex, Slim Whitman, Sore Throat, 999, Buzzcocks, The Stranglers, and Shirley Bassey. Along with new wave, MOR, standard rock, country, jazz and classical product, came a presentation from Alan Warner of Bing Crosby, Judy Garland, James Cagney, Peggy Lee and Maurice Chevalier record performances. The material, recorded during several vintage Radio shows, will be released in a series entitled, "Starring Bing Crosby (Golden Age Of American Radio)."

Also up and coming is the largest, most intensive marketing campaign UA has ever devised for the release of Shirley Bassey's 25th anniversary in show business.

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

- 1 Tu — Umberto Tozzi — CGD
- 2 Follow Me — Amanda Lear — Polydor
- 3 Liu — Alunni Del Sole — Ricordi
- 4 TI Avro' — Adriano Celentano — Clan
- 5 Wuthering Heights — Kate Bush — EMI
- 6 I'm Gonna Dance — Asha Puthli — CBS
- 7 One for You, One For Me — La Bionda — Baby
- 8 Crepuscolo — Umberto Balsamo — Polydor
- 9 More Than A Woman — Bee Gees — RSO
- 10 Cercami — Pooh — CGD

TOP TEN LPs

- 1 Saturday Night Fever — Soundtrack — RSO
- 2 Amerigo — Francesco Guccini — EMI
- 3 Sweet Revenge — Amanda Lear — Polydor
- 4 Tu — Umberto Tozzi — CGD
- 5 TI Avro' — Adriano Celentano — Clan
- 6 Sotto Il Segno Del Pesci — Antonello Venditti — Philips
- 7 Thank God It's Friday — Soundtrack — Casablanca
- 8 The Kick Inside — Kate Bush — EMI
- 9 De Gregori — Francesco De Gregori — RCA
- 10 Street Legal — Bob Dylan — CBS

Japan

TOP TEN 45s

- 1 Monster — Pink Lady — Victor Musical Industries
- 2 Hikigane — Masanori Sera & Twist — Canyon
- 3 Yamatoyori! Alwokomete — Kenji Sawada — Polydor
- 4 Stranger — Billy Joel — CBS-Sony
- 5 Night Fever — Bee Gees — Polydor
- 6 Montecarlo De Kanpayl — Mayo Shono — Columbia
- 7 Jonny No Komorluta — Alice — Toshiba-EMI
- 8 Hello Mr. Monkey — Arabesque — Victor Musical Industries
- 9 Katteni Shindbad — Southern All Stars — Victor Musical Industries
- 10 Ringosatsu! Injiken — Hiromi Goh, Kirin Kiki — CBS-Sony

TOP TEN LPs

- 1 Saturday Night Fever — Various Artists — Polydor
- 2 Saraba Uchusenkan Yamato — Sound Track — Columbia
- 3 Alice — VI — Toshiba-EMI
- 4 Mayo Shono — Ruffin — Columbia
- 5 First Album — Masanori Sera & Twist — Canyon
- 6 Stranger — Billy Joel — CBS-Sony
- 7 Naoko Ken — Miyuki Nakajima Wo Utau — Canyon
- 8 Kondowa Yareyna Utageni Doozo — Kenji Sawada — Polydor
- 9 White — Yoosuy! Inouye — For Life
- 10 Gold Rush — Elkichi Yazawa — CBS-Sony

— JPRA

NEW ZEALAND

TOP TEN 45s

- 1 Rivers Of Babylon — Boney M — WEA
- 2 You Took The Words Right Out Of My Mouth — Meat Loaf — CBS
- 3 Flowers — Emotions — CBS
- 4 Three Times A Lady — Commodores — EMI
- 5 Grease — Frankie Valli — Phonogram
- 6 Last Dance — Donna Summer — Phonogram
- 7 Flashlight — Parliament — Phonogram
- 8 Which Way Is Up — Stargard — Phonogram
- 9 You're The One That I Want — John Travolta & Olivia Newton-John — Phonogram
- 10 Shadow Dancing — Andy Gibb — Fest

TOP TEN LPs

- 1 Bat Out Of Hell — Meat Loaf — CBS
- 2 Grease — Various Artists — Phonogram
- 3 Night Flight To Venus — Boney M. — WEA
- 4 Elvis In Hollywood — Elvis Presley — RCA
- 5 Thank God It's Friday — Various Artists — Phonogram
- 6 20 Golden Hits — Diana Ross and the Supremes — EMI
- 7 This Is My Life — John Rowles — EMI
- 8 Saturday Night Fever — Bee Gees/Various Artists — Phonogram
- 9 Some Girls — The Rolling Stones — EMI
- 10 F.M. — Various Artists — Phonogram

— Record Publ.

INTERNATIONAL

International Talk

TORONTO — Rod Stewart is in town, recording his next album for Warner Brothers, due tentatively for a November release ... The new Rush album "Hemispheres" is completed and ready for an October 1 release. The band worked on the disc in England, recording at Trident, mixing at Advision, with Terry Brown once again handling the production chores ... Anthem (Capitol) recording group Max Webster has completed a U.S. tour, opening dates for the Dictators and Cheap Trick ... Robble Robertson was among the judges at the Toronto "Festival of Festivals" firms gathering in Toronto during September. Among the releases Robertson had to judge was a new Martin Scorsese film. Wonder how he liked it? Scorsese, incidentally, directed "The Last Waltz" ... CNE officials have been quietly licking their wounds, in view of disappointing attendance figures at the recent Grandstand shows during the Canadian National Exhibition in late August. While Styx and Burton Cummings each had near-capacity or full house crowds, executives at the CNE were extremely disappointed with crowd attendance at the Heart, Foreigner, Dolly Parton and Bill Cosby/Spinners concerts, all of which drew scarcely half-filled audiences. While it was easy for the exposition to draw youngsters to see Shaun Cassidy or the Osmonds, the 16-24 age group appeared apathetic towards the CNE line-up ... Tim Curry's new album features a song by Toronto's Carole Pope (of the band. Rough Trade), called "Birds Of A Feather." The disc was recorded in Toronto last spring.

kirk lapointe

BUENOS AIRES — Due to the death of well known tango musician Enrique Mario Francini,EMI-Odeon postponed the award of a gold record to its chanter Ruben Juarez, at the Cano 14 tango nitery. The ceremony took place September 11.

RCA's Horacio Bulnes is highly confident on the success of the new single by teen group Pomada, "Celia". The tune was a strong hit more than ten years ago, by its composer, Leo Dan. Pomada won several gold records in the past two years for the sales of its recordings.

Phonogram has inked teen chanter Sergio Villafane as a soloist and will soon start recording. Villafane was a member of the group Los Campeones, who hit the charts a couple of months ago with a single (and afterwards an LP) about the World Cup.

Tonodisc is releasing a budget series of LPs, with a 2990 pesos tag (about \$3.50); there will be about thirty albums in the series and the first release includes international and national repertoire. Among the names are Nino Albertelli, the Citara Trio, Bruno Venturini and tango chanter Alberto Echague.

CBS has designed a machine to provide

promotion at the points of sale. Roughly similar to a juke-box, the machine has several selections of tunes by CBS artists along with a commentary on the titles and other information. The machine is being tested at several selected places in downtown.

Tennessee Records' topper Claudio Nadal returned from a trip to Italy, where he negotiated the representation rights to several Italian catalogs in Argentina. Tennessee has Fonit Cetra, Durco and other European labels already, and is expanding its activities.

miguel smirnof

SYDNEY — Sydney rock band Squeeze plan to take out an injunction against Festival Records Australia to prevent the company from releasing more material by the English group of the same name. The Australian group claims the confusion arising from having two bands the same name could be damaging to its career. Lead guitarist Al Monzo said he was disappointed the situation was allowed to occur. "We've worked really hard to get the band where it is," he said. "It seems that Festival has released the English band's records at the expense of an Australian band." Monzo claims that people are confusing the local rock band with the English new wave one. And the U.K. Squeeze single, "Take Me I'm Yours," has been released in Australia just a few weeks before the local band's first single for the Phonogram.

Bob Dylan's latest Australian release Street Legal is selling like hotcakes. Due to extensive national airplay prior to release, the album became gold on its first day. Most radio stations are playing several tracks from the album rather than just the single "Baby Stop Crying," which is moving slowly on the charts ...

peter biuden



BACK IN CANADA — Linda Ronstadt returned to Canada for a timely concert at Toronto's Maple Leaf Gardens, just days after the release of her latest single "Back In The U.S.A.". Backstage Linda was presented with a double platinum award for her last album "Simple Dreams" and a platinum award for "Greatest Hits," not to mention a Toronto Maple Leaf's hockey sweater which she wore throughout the concert.

Pictured (l-r) are: Kim Cooke, WEA Elektra/Asylum label manager; Ronstadt; and Ross Reynolds, WEA executive vice-president.

Six ABC International Groups Prepare For Worldwide Touring And Promo

LOS ANGELES — ABC International Division has recently completed plans for several of its top groups to tour. Within the next eight weeks, Stephen Bishop, Wha Koo, The Crusaders, B.B. King, The Oak Ridge Boys and Bobby Bland will tour Europe, Australia, New Zealand and Japan.

Stephen Bishop's upcoming trip to England in September is primarily a promotional trip as he will be taping several TV shows including the Leo Sayer Special, the Old Grey Whistle Test and Top of the Pops. The single "Looking For The Right One" is being rush-released from Bishop's latest "Bish" LP to coincide with the trip on Sept. 15.

'Unique Situation'

"We have two very different and unique tour situations confirmed for October which we're very excited about," said Elaine Corlett, vice president artist development, International Division. "The Oak Ridge Boys will be joining Johnny Mathis for two sold-out nights (four shows) at London's prestigious Royal Albert Hall October 16 and 17. This is a fantastic opportunity to break the Oaks into more of a pop market. Sharing the bill with as important an artist as Mathis is rare and we feel the show will help the media and the public to see this group as having much more potential than

the country label they now have."

Use Of Film Clip

Wha Koo is another interesting situation for ABC, according to Corlett. "A single, 'Fabulous Dancer' was released in the US but failed to make the charts but we felt it was a commercially viable record for the foreign markets, especially Australia and New Zealand," said Corlett. "We immediately filmed them performing the record and it was sent to numerous markets. Australia jumped on the record and the film clip and its acceptance was immediate with the clip being shown on every major TV show several times. Plans are now being firming for an October tour with Thin Lizzy of Australia and New Zealand. The use of the film clip and RCA Australia's belief in the product have broken this act in that market."

ABC's top instrumental group, the Crusaders will be touring Europe in September. This is the group's second major tour of that market, with dates scheduled in England, Germany, Scandinavia, France and Belgium and also on several major TV programs.

B.B. King

Also returning to Europe during the fall is B.B. King who will be touring England, France, Germany and Holland. B.B.'s current LP, "Midnight Believer" (which was produced by Crusaders' Stix Hooper, Wilton Felder and Joe Sample) has been receiving substantial airplay, according to Corlett.

Rounding out the worldwide touring this autumn will be Bobby "Blue" Bland's tour of Japan in November. The tour is his first in that market.

"We're extremely supportive of the artists traveling as we believe that personal appearances on local TV and live concerts can certainly help sell the act. When the tour makes sense and the timing of the product is right, sales activity can definitely be stimulated," said Corlett.

Sawa Nominated New Pres. Of W-P; Watanabe Leaves

TOKYO — Warner-Pioneer Co., Ltd. held a shareholders' conference recently and nominated Kichibeyi Sawa to be president, following the resignation of Shin Watanabe, who left his post in accordance with the withdrawal of his production company (Watanabe Productions) from the Warner-Pioneer fold. Sawa was previously managing director of Pioneer.

In the past, 50 percent of the capital of the company was supplied by Warner Brothers with Watanabe Productions and Pioneer each providing 25 percent. However, with the separation of Watanabe Productions from Warner-Pioneer Co., the capital provided by Watanabe is to be assumed by Pioneer Co., hence, the new capital ratio between Warner Brothers and Pioneer is equal.

According to Shin Watanabe, the reason that his production company has separated from Warner-Pioneer is that the control of the joint company prevented his subsidiary company from showing its merits.

Following the separation of Watanabe Productions, Neshui Ertegun, president of WEA International sent a message to Shin Watanabe expressing deep gratitude for past cooperation.

Recession, Heat Blamed For Summer Sales Dips

TOKYO — The summer sales season in Japan has closed with general retail reports indicating a depressed sales season.

According to a survey conducted by Cash Box, dealers in the Tokyo metropolitan area report that "sales were very bad" in general. Many dealers were uncertain as to reasons for the unexpectedly weak summer sales.

However, many concluded that the main reasons for the slump were the general economic recession, the shortage of major hits and the unusually hot summer weather which has plagued Japan this year, driving many people to resorts, beaches or the mountains.

INTERNATIONAL BESTSELLERS

Great Britain

TOP TEN 45s

- 1 Three Times A Lady — Commodores — Motown
- 2 Rivers Of Babylon/Brown Girl In The Ring — Boney M — Atlantic/Hansa
- 3 It's Raining — Darts — Magnet
- 4 Dreadlock Holiday — 10cc — Mercury
- 5 Oh What A Circus — David Essex — Mercury
- 6 Jilted John — Jilted John — EMI International
- 7 You're The One That I Want — John Travolta/Olivia Newton-John — RSO
- 8 Super Nature — Cerrone — Atlantic
- 9 British Hustle/Peace On Earth — Hi Tension — Island
- 10 An Everlasting Love — Andy Gibb — RSO

TOP TEN LPs

- 1 Nightflight To Venus — Boney M — Atlantic
- 2 Saturday Night Fever — Various — RSO
- 3 Classic Rock — London Symphony Orchestra — K-Tel
- 4 Grease — Original Soundtrack — RSO
- 5 War Of The Worlds — Jeff Wayne's Musical Version — CBS
- 6 Who Are You — The Who — Polydor
- 7 Star Party — Various — K-Tel
- 8 Natural High — Commodores — Motown
- 9 20 Glant Hits — Nolan Sisters — Target
- 10 James Galway Plays Songs For Annie — James Galway — Red Seal — BIRA

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 I Need A Lover — Johnny Cougar — Warner Bros.
- 8 Oh, Carol — Smokie — Rak
- 9 Words Are Not Enough — Jon English — Polydor
- 10 Miss You — The Rolling Stones — Rolling Stones

TOP TEN LPs

- 1 Grease — Motion Picture Soundtrack — RSO
- 2 Bat Out Of Hell — Meat Loaf — Epic
- 3 War Of The Worlds — Jeff Wayne/Various Artists — CBS
- 4 Some Girls — The Rolling Stones — Rolling Stones
- 5 Saturday Night Fever — Soundtrack — RSO
- 6 City To City — Gerry Rafferty — United Artists
- 7 Nightflight To Venus — Boney M — Atlantic
- 8 Street Legal — Bob Dylan — CBS
- 9 No Bad Habits — Graham Bonnet — Mercury
- 10 Macho Man — Village People — RCA

— Kent Music Report

Argentina

TOP TEN 45s

- 1 It's A Heartache — Bonnie Tyler — RCA
- 2 Stayin' Alive — Bee Gees — RSO
- 3 Hou Deep Is Your Love — Bee Gees — RSO
- 4 Rivers of Babylon — Boney M — RCA
- 5 Silver Lady — David Soul — Private Stock-EMI
- 6 Porque Tu No Me Quieres — Los Prados — CBS
- 7 Tu Siempre Tu — Franco Simone — Microfon
- 8 Dos Lineas Paralelas — Maraco — EMI
- 9 Cumparsita Dance — Jinny & The Flamboyants — Music Hall
- 10 Si Fuera Como Ayer — Tormenta — Microfon

TOP TEN LPs

- 1 Saturday Night Fever — Soundtrack — RSO
- 2 Musica Con Todo — Selection — RCA
- 3 Los Maximos — Selection — CBS
- 4 En Castellano — Demis Roussos — Philips
- 5 Studio 57 — Selection — Arfon
- 6 Exitos En Primavera — Selection — Microfon
- 7 Form Here To Eternity — Giorgio — RCA
- 8 A Mi 33 Anos — Julio Iglesias — CBS
- 9 Demis Roussos — Demis Roussos — Philips
- 10 Rockollection — Laurent Vouizy — RCA

— Prensario



BLACK MUSIC ASSOCIATION CELEBRATION — The Black Music Association celebrated its official formation Sept. 9-11 at a conclave in La Costa, Ca. attended by approximately 120 key industry executives. The BMA was designed to "preserve, protect and perpetuate black music on an international level" and to establish "positive images and goals" for black music. Pictured in the **top row** of photos (l-r) at the conclave are: Barrie Bergman, Record Bar president; Steve Diener, ABC Records president and Jerry Moss, A&M Records chairman; Ed Wright, co-founder of the Black Music Association and Berry Gordy, Motown chairman and BMA advisory board chairman; George Schiffer, attorney; Kenny Gamble of Philadelphia International; Gordy; and George Albert, Cash Box president and publisher and Mrs. Albert; and Jules Malamud, senior vice president and

managing director of BMA. Shown (l-r) in the **middle row** of photos are: Gamble; Gordy and Leon Huff of Philadelphia International; Cy Leslie, BMA board member; Chuck Smith, Pickwick president and Alan Livingston, president of 20th Century Fox Entertainment Group; Harold Childs, A&M vice president of promotion; Stevie Wonder and Ewart Abner, BMA board member; and Cecil Holmes, senior vice president of Casablanca Records. Pictured in the **bottom row** of photos (l-r) are: Sidney Miller, BMA board member; Childs and Valerie Simpson; Bob Summer, RCA president; Smokey Robinson; Moss and Gamble; and Monte White of Earth, Wind and Fire; Jim Tyrell, vice president of marketing for E/P/A and Verdine White of Earth, Wind and Fire. A BMA founder's meeting is scheduled in June of 1979.

WEA Views Merchandising Film, Intros Fall Campaign

LOS ANGELES — At its four-city regional marketing conferences, Warner/Elektra/Atlantic Corporation (WEA) showcased "The Package," a half-hour film which traced the history of the company's merchandising efforts and its impact on record retailing. In addition, WEA displayed its merchandising program for the fall season.

Produced and written by Tom Gamache, WEA manager of special projects, and Fred Salem, WEA manager of communications, "The Package" spotlighted the various approaches that can be utilized in effectively displaying and promoting WEA's artists and product. Stressing that attracting the customer's attention is what merchandising is about, the film asserted that the simpler the visual display, the more effective its impact would be. The film exhibited

numerous in-store displays, demonstrating how posters, album covers and other merchandising aids for outdoor and indoor displays on walls, ceilings, floors and in windows can create consumer interest in an album.

For its fall merchandising campaign, WEA is initiating a program which focuses upon both the new releases and the catalog items of the company's leading artists on each of the three labels. WEA has designed an extensive assortment of merchandising aids that highlight such artists as the Rolling Stones, Foreigner, Queen, the Eagles, Jackson Browne, Rod Stewart, Gordon Lightfoot and others. In addition, display tools have been designed to accentuate WEA's roster of black contemporary artists.

With the launching of the company's Fall season program, Bob Moering, director of marketing services, says WEA is "providing retailers with the merchandising tools they must have to achieve maximum sell-through during the busiest season of the year. The central themes played up in our merchandising and advertising aids are: The Season's Best and 'Wrap Up Your Shopping In Record Time on Warner/Elektra/Atlantic Records and Tapes.'"

WEA's merchandising aids include: a Santa Claus stand-up display (44" X 58"); two posters featuring artists' names and album titles (24" X 36" and 14" X 21"); two R&B posters (24" X 36" and 14" X 21"); a banner (60" X 24"); and 12 Elf display cards which include space to attach album covers and are suitable for wall display and/or ceiling display as mobiles. Other items for retailers are also available.

Ronstadt Spots Ready

LOS ANGELES — Sunrise Canyon Video recently completed filming of 10-second and 30-second television spots for Linda Ronstadt's new album "Living In The U.S.A." on Asylum Records. SCV compiled footage from stills, special effects and animation materials for use in the promotion campaign.

Rabbitt, Rogers, West Slate 14-Concert Tour

LOS ANGELES — Eddie Rabbitt, Kenny Rogers and Dottie West will begin a 14-date tour Oct. 12 at Memorial Auditorium in Chattanooga, Tenn. The tour will end Dec. 1 at Houlman Civic Center, Terre Haute, Ind.

WEA Awards 22 Executives At Regional Marketing Meets

LOS ANGELES — 22 awards for excellence were presented during Warner/Elektra/Atlantic's (WEA) fall '78 regional marketing conferences, which were held in Atlanta, New York, Chicago and Los Angeles. Henry Droz, president of WEA, hosted the Awards Presentation banquet dinner conducted in each of the four cities, which were attended by executive officials of WEA, Warner Bros., Elektra/Asylum, and Atlantic Records.

The "Branch of the Year" award, which was the top honor presented during the conference, was awarded to the Atlanta WEA branch. Bill Biggs, Atlanta branch manager, accepted the award and acknowledged that the marketing/operations team of the Atlanta branch was responsible for the award-winning performance. Other awards presented at the Atlanta conference at the Pine Isle resort, which was attended by personnel from both the Atlanta and Dallas branches, included Gene Burley, sales representative of the year, Dallas branch; Mike Bafundo, sales representative of the year, Atlanta branch; Andy Philpot, Atlantic promotion person of the year, Atlanta branch; Ted Astin, Warner Bros. black music promotion person of the year, Atlanta branch; Henry Jefferson, Atlantic black music promotion person of the year, Dallas branch; Pat Boatenreiter, pop music merchandiser of the year, Atlanta branch; and Bob Weinstroer, branch sales manager of the year, Atlanta branch.

At the New York regional conference at the Waldorf Astoria, the New York, Boston and Philadelphia branches met and awards

were presented to Frances Aliberte, sales representative of the year, Boston branch; Barry Eisenberg, sales representative of the year, New York branch; Morrie Sloan, sales representative of the year, Philadelphia branch; and Rich Cervino, marketing coordinator of the year, Philadelphia branch.

The Chicago and Cleveland branches gathered at the Regency Hyatt House (O'Hare) in Chicago, where awards were presented to Terry Cox, district sales manager of the year, Cleveland branch; John Allison, sales representative of the year, Chicago branch; Dennis Schone, sales representative of the year, Cleveland branch; Gordon Holland, warehouse manager of the year, Chicago branch; Earl Sayles, black music merchandiser of the year, Cleveland branch; Ron Warix, buyer of the year, Cleveland branch; and Ross Grierson Elektra/Asylum promotion person of the year, Cleveland branch.

In Los Angeles at the Marriott Hotel, which was the final stop of marketing conferences, the award winners included Sue Brett, Warner Bros. promotion person of the year, Los Angeles branch; Randy Patrick, sales representative of the year, Los Angeles branch; and George Rossi, branch manager of the year, Los Angeles branch (recently transferred from New York).

Warner, Kenton Pact

NEW YORK — Creative World Music Publications, the publishing arm of Stan Kenton's Creative World, has completed a distribution pact with Warner Bros. Music.

CASH BOX TOP 100 ALBUMS

September 23, 1978

	9/16	Weeks On Chart		9/16	Weeks On Chart		9/16	Weeks On Chart
1 GREASE VARIOUS ARTISTS (RSO 2-4002)	12.98	1	34 SUNBEAM THE EMOTIONS (Columbia JC 35385)	7.98	40	69 FM VARIOUS ARTISTS (MCA 2-12000)	7.98	65
2 DON'T LOOK BACK BOSTON (Epic FE 35050)	7.98	2	35 RUNNING ON EMPTY JACKSON BROWNE (Asylum 6E-113)	7.98	32	70 DAVID GILMOUR (Columbia JC 35388)	7.98	61
3 SOME GIRLS ROLLING STONES (Rolling Stones Records/Atlantic COC 39108)	7.98	3	36 HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	7.98	38	71 SKYNYRD'S FIRST AND ... LAST LYNYRD SKYNYRD (MCA-3047)	7.98	115
4 DOUBLE VISION FOREIGNER (Atlantic SD 1999)	7.98	4	37 CARAVAN TO MIDNIGHT ROBIN TROWER (Chrysalis CHR 1189)	7.98	43	72 INFINITY JOURNEY (Columbia JC 34912)	7.98	72
5 WHO ARE YOU THE WHO (MCA-3050)	7.98	8	38 MACHO MAN VILLAGE PEOPLE (Casablanca NBLP 7096)	7.98	34	73 FIRED UP 'N' KICKIN' FATBACK BAND (Spring 6718)	7.98	78
6 SGT. PEPPER'S LONELY HEARTS CLUB BAND VARIOUS ARTISTS (RSO RS-2-4100)	15.98	5	39 PYRAMID THE ALAN PARSONS PROJECT (Arista AB 4180)	7.98	30	74 SHAUN CASSIDY (Warner/Curb BS 3067)	6.98	74
7 NATURAL HIGH COMMODORES (Motown M7-902R1)	7.98	6	40 ROSE ROYCE STRIKES AGAIN (Warner Bros. WHK 3227)	7.98	64	75 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	75
8 NIGHTWATCH KENNY LOGGINS (Columbia JC 35387)	7.98	12	41 OCTAVE MOODY BLUES (London PS 708)	7.98	26	76 GET IT OUT'CHA SYSTEM MILLIE JACKSON (Spring/Folyodr SP-1-6719)	7.98	66
9 BLAM THE BROTHERS JOHNSON (A&M SP 4714)	7.98	9	42 WHO DO YA (LOVE) KC AND THE SUNSHINE BAND (TK 607)	7.98	45	77 SGT. PEPPER'S LONELY HEARTS CLUB BAND THE BEATLES (Capitol SMAS-2653)	7.98	88
10 WORLDS AWAY PABLO CRUISE (A&M SP-4697)	7.98	7	43 STREET-LEGAL BOB DYLAN (Columbia JC 35453)	7.98	36	78 ALL 'N ALL EARTH, WIND & FIRE (Columbia JC 34905)	7.98	81
11 A TASTE OF HONEY (Capitol ST-11754)	7.98	11	44 NOT SHY WALTER EGAN (Columbia JC 35077)	7.98	52	79 WHATEVER HAPPENED TO BENNY SANTINI? CHRIS REA (United Artists LA-879-H)	7.98	84
12 STRANGER IN TOWN BOB SEGER & THE SILVER BULLET BAND (Capitol SW-11698)	7.98	13	45 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. BSK 3219)	7.98	62	80 20 GOLDEN GREATS BUDDY HOLLY/THE CRICKETS (MCA 3040)	7.98	82
13 SHADOW DANCING ANDY GIBB (RSO RS-1-3034)	7.98	10	46 EDDIE MONEY (Columbia JC 34909)	7.98	49	81 SO FULL OF LOVE THE O'JAYS (Phila. Int'l. JZ 35355)	7.98	69
14 THE STRANGER BILLY JOEL (Columbia JC 34987)	7.98	14	47 BETTY WRIGHT LIVE (Alston 4408)	7.98	50	82 NATALIE ... LIVE! NATALIE COLE (Capitol SKBL-11709)	11.98	77
15 SATURDAY NIGHT FEVER BEE GEES & VARIOUS ARTISTS (RSO RS-4001)	12.98	16	48 YOU SEND ME ROY AYERS (Polydor PD-1-6159)	7.98	55	83 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700)	14.98	—
16 UNDER WRAPS SHAUN CASSIDY (Warner/Curb BSK 3222)	7.98	17	49 SOUNDS ... AND STUFF LIKE THAT QUINCY JONES (A&M SP-4685)	7.98	44	84 THE ALBUM ABBA (Atlantic SC 19164)	7.98	80
17 LIFE IS A SONG WORTH SINGING TEDDY PENDERGRASS (Phila. Int'l./JZ 35095)	7.98	15	50 VAN HALEN (Warner Bros. BSK 3075)	7.98	53	85 CHAMPAGNE JAM ATLANTA RHYTHM SECTION (Polydor PD-1-6134)	7.98	70
18 CITY TO CITY GERRY RAFFERTY (United Artists LA 840-G)	7.98	19	51 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658)	7.98	48	86 BISH STEPHEN BISHOP (ABC AA 1082)	7.98	109
19 COME GET IT! RICK JAMES (Gordy G7-981R1)	7.98	20	52 HEAVEN TONIGHT CHEAP TRICK (Epic JE 35312)	7.98	42	87 LOVE OR SOMETHING LIKE IT KENNY ROGERS (United Artists LA 903-H)	7.98	67
20 TOGETHERNESS L.T.D. (A&M SP-4705)	7.98	21	53 THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS & DENIECE WILLIAMS (Columbia JC 35435)	7.98	39	88 THE GRAND ILLUSION STYX (A&M SP 4637)	7.98	89
21 "BUT SERIOUSLY, FOLKS ..." JOE WALSH (Asylum 6E-141)	7.98	18	54 ALONG THE RED LEDGE DARYL HALL & JOHN OATES (RCA AFL 1-2804)	7.98	76	89 LEO SAYER (Warner Bros. BSK 3200)	7.98	79
22 BAT OUT OF HELL MEAT LOAF (Cleve. Int'l./Epic PE 34974)	6.98	27	55 SONGBIRD BARBRA STREISAND (Columbia JC 35373)	7.98	46	90 JASS-AY-LAY-DEE OHIO PLAYERS (Mercury SRM-1-3730)	7.98	94
23 THE CARS (Elektra 6E-135)	7.98	24	56 IMAGES THE CRUSADERS (ABC Blue Thumb BA 6030)	7.98	51	91 FRIENDS CHICK COREA (Polydor PD-1-6160)	7.98	91
24 SLEEPER CATCHER LITTLE RIVER BAND (Harvest SW-11783)	7.98	31	57 OBSESSION UFO (Chrysalis CHR 1182)	7.98	41	92 THE WAR OF THE WORLDS JEFF WAYNE/VAPIOUS ARTISTS (Columbia PC2-35290)	13.98	96
25 GET OFF FOXY (Dash/TK 30005)	7.98	29	58 TOBY BEAU (RCA AFL-1-2772)	7.98	47	93 MORE SONGS ABOUT BUILDINGS AND FOOD TALKING HEADS (Sire SRK 6058)	7.98	98
26 SMOOTH TALK EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	7.98	23	59 STEP II SYLVESTER (Fantasy F-9556)	7.98	68	94 DANGER ZONE PLAYER (RSO RS-1-3036)	7.98	122
27 DARKNESS ON THE EDGE OF TOWN BRUCE SPRINGSTEEN (Columbia JC 35318)	7.98	22	60 THE CONCEPT SLAVE (Cotillion SD 5206)	7.98	60	95 URBAN DESIRE GENYA RAVAN (20th Century T-562)	7.98	99
28 MIXED EMOTIONS EXILE (Warner Bros. BSK 3205)	7.98	37	61 BOYS IN THE TREES CARLY SIMON (Elektra 6E-128)	7.98	54	96 YOU'RE GONNA GET IT TOM PETTY & THE HEARTBREAKERS (Shelter/ABC DA-52029)	7.98	83
29 EVEN NOW BARRY MANILOW (Arista AB 4164)	7.98	28	62 THANK GOD IT'S FRIDAY VARIOUS ARTISTS (Casablanca NBLP 7099)	14.98	59	97 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol SW-11743)	7.98	119
30 LOVE ME AGAIN RITA COOLIDGE (A&M SP-4699)	7.98	25	63 COSMIC MESSENGER JEAN-LUC PONTY (Atlantic SD 19189)	7.98	71	98 PETER GABRIEL (Atlantic SD 19181)	7.98	85
31 AJA STEELY DAN (ABC AB-1006)	7.98	33	64 MISFITS THE KINKS (Arista AB 4167)	7.98	57	99 THICK AS THIEVES TROOPER (MCA 2377)	7.98	102
32 TWIN SONS OF DIFFERENT MOTHERS DAN FOGELBERG & TIM WEISBERG (Epic JE 35339)	7.98	58	65 LOVESHINE CON FUNK SHUN (Mercury SRM-1-3725)	7.98	63	100 LONDON TOWN WINGS (Capitol SW-11777)	7.98	87
33 IN THE NIGHT TIME MICHAEL HENDERSON (Buddah BDS-5712)	7.98	35	66 WHEN I DREAM CRYSTAL GAYLE (United Artists LA 858-H)	7.98	56			
			67 LIVE AND MORE DONNA SUMMER (Casablanca NBLP 7119)	12.98	135			
			68 LIFE BEYOND L.A. AMBROSIA (Warner Bros. BSK 3135)	7.98	73			

4TH ANNUAL
INTERNATIONAL
RECORD & MUSIC
INDUSTRY MARKET

INTERNATIONAL MUSEXPO '78

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

Who Attends

Record and music industry executives and professionals from around the world including: Major and Independent Record Companies • Music Publishers • Independent Record Producers • Radio & TV Programming Directors • Songwriters & Composers • Arrangers • Artists • Managers • Agents • Concert Promoters • Investment Bankers & Venture Capital Firms • Record & Music Industry Associations • Recording Studios • Attorneys • Music Trade Press • Rack Jobbers • Wholesalers • Record & Sheet Music Distributors • Retailers • Equipment Manufacturers • Record Promoters • Tape Manufacturers • Tape Accessories • Record & Music Magazines • Pressing Plants • Custom Services • Record Clubs • Marketing Services • Music Performance & Licensing Organizations • etc....

Participating Companies

ABC • ATLANTIC • ATV • ARIOLA • ACUFF ROSE • A & M • ASCAP
BMI • BELLAPHON • CBS • CAYTRONICS • CAM • CAPITOL
CARRERE • CASABLANCA • CHAPPELL • COLUMBIA PICTURES
PUBLICATIONS • CMA • DJM • DECCA • DISCOS COLUMBIA • EPIC
FANTASY • FESTIVAL • GRT/JANUS • GALLO • SAM GOODY, INC.
HANSEN HOUSE • INTERSONG • IRVING ALMO • ISLAND
JEM/PASSPORT • JET • K-TEL • MCA • MEISEL/HANSA
MELODIE DER WELT • NIPPON PHONOGRAM • PANASONIC
PEER SOUTHERN • PRIVATE STOCK • PYE • RADIO SHACK • RCA
RIFI • RSO • SANSUI • G. SCHIRMER • SCREEN GEMS/EMI
SESAC • SHINKO • SONET • SWEDEN MUSIC • SEIGEL • TELDEC
TOSHIBA EMI • TK • 20th CENTURY • UNITED ARTISTS
VANGUARD • VICTOR • VOGUE P.I.P. • WATANABE • YAMAHA, etc.

TRACE PUBLICATIONS:

BILLBOARD • BLACK RADIO EXCLUSIVE • CASHBOX • DER
MUSIKMARKT • HALL RADIO REPORT • MUSIC LABO • MUSIC
WEEK • ORIGINAL CONFIDENCE • PERFORMANCE • RECORD
WORLD • SHEET • SHOW, etc....

ASSOCIATIONS & LICENSING ORGANIZATIONS:

ASCAP • BMI • CMA • CMF • F.O.R.E. • HARRY FOX AGENCY
MCPS • MPA • N.A.I.R.D. • NMPA • N.R.B.A. • R.I.A.A. • SESAC, etc.

Why Participate

- To meet under one roof executives and professionals from around the world, especially those you are unable to meet or have no time to meet during the year.
- Acquire record catalogues and masters for your own territory.
- Make licensing deals for your catalogues and masters.
- Acquire new catalogues and copyrights.
- Make sub-publishing agreements worldwide.
- Meet Radio and TV programming directors to promote your artists and recordings.
- Keep abreast of radio programming, A&R, marketing and publishing in the U.S.A and internationally.
- Meet wholesalers and retailers, importers and exporters.
- Meet international attorneys.
- Promote your company, product, artists and catalogues to the U.S.A. and 44 countries at America's only world marketplace for music.
- Save time, effort and money — in one place, at one time, you establish personal contact so vital in the music business today.
- Initiate, or expand your activities, as well as increase your markets, sales and profits.
- Contact concert organizers and artist managers to line up future concert or gala appearances.
- Play your product to top a & r executives.
- Keep up to date with the latest equipment, hardware and software.
- Exhibit, sell, license, discover, buy, meet in the largest music market in the world, and in four days cover the whole world of music.
- Covering all categories of music, including pop, rock, R&B, disco, new wave, country, latin, classical, jazz, educational and easy listening, MUSEXPO '78 provides the ideal annual showcase for your company and product.
- Contact members of the general press, music and radio trade press and promote your activities, company or trade name worldwide.

How To Participate

YOU MUST RENT AN OFFICE STAND:

The most effective way to transact business.

An Office is a must:

- To exhibit and showcase your product
- To present your company, your activities, products and services in the U.S.A. and world market
- For quick contact with other participants who want to get in touch with you
- Provides the conducive setting to meet and receive your clients, attending buyers and licensees
- Allows you and your clients to conclude negotiations in complete privacy

BY RENTING YOUR OFFICE BOOTH,

YOU BENEFIT WITH:

- The FREE Registration of 5 of your permanent employees for the entire MUSEXPO
- The listing of your company in the Official Directory complete with address as well as the names and titles of the various members of your company attending MUSEXPO
- Invitation to the V.I.P. opening cocktail reception organized by MUSEXPO
- Free admission to all MUSEXPO activities such as the workshop/seminars, international galas and artist showcases.
- All services offered by MUSEXPO including Hotel Reservations, flights from key cities, Hospitality Desk, etc.

OFFICE BOOTHS—FULLY FURNISHED AND EQUIPPED

The fully furnished office/booths are:

- Soundproof
 - Air conditioned
 - Carpeted
 - Fully furnished with arm-chairs, chairs, desks, telephones for incoming and outgoing calls and equipped with professional record and/or tape playback equipment
 - Equipped with one or several company name signs
- Each office/booth measures approximately 10 ft. x 12 ft. (3m x 4m). It is possible to increase the size requirement by reserving two or more adjoining office booths. (See Participation Form)

ATTENDING ONLY (WITHOUT AN OFFICE):

Participants wishing to attend only may do so by filling in Part B of the enclosed Participation Form. The Registration Fee per individual is \$250 (\$325 after May 30. Reduced Registration Fee for spouses

**IF YOU'RE ACTIVE IN THE MUSIC BUSINESS
YOU CAN'T AFFORD NOT TO BE THERE!**

NOTE: Register now before cost increase (May 30)

Musexpo '78
720 Fifth Avenue,
New York, N.Y. 10019

Name _____

Company _____

Address _____

City _____

State or Country _____ Zip Code _____

Telephone _____ Cable _____ Telex _____

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 Registration Fee of \$250 per individual and permits FREE Registration for five (5) members of the company.

Please check the appropriate box:

- Number _____
- One Office/Booth \$1,000
(\$1,500 after May 30)
- Double adjoining Office/Booth 2,000
(2,500 after May 30)
- Triple adjoining Office/Booth 3,000
(3,500 after May 30)
- Four adjoining Office/Booths 4,000
(4,500 after May 30)
- Five Office/Booths 5,000
(5,500 after May 30)

TOTAL

B. PARTICIPATING WITHOUT BOOTH

- Number _____
- Registration Fee per Individual \$ 250
(Spouses \$175) (\$325 after May 30)

TOTAL

INTERNATIONAL
MUSEXPO '78

INTERNATIONAL MUSEXPO '78
720 Fifth Avenue, New York, N.Y. 10019 U.S.A.

Tel: (212) 489-9245

Cable: Ventintal, New York Telex: 234107

“Handcuffed to a Heartache”



MARY KEMMER

inergi

RECORDS - DIVISION OF KICKERILLO CO

PRODUCED BY VINCENT KICKERILLO