

CASHBOX

September 8, 1979

NEWSPAPER

\$1.95

ART AND RECORDINGS DEPARTMENT

PERIODICALS RECEIVED
SEP 7 1979
PUBLIC LIBRARY
FORT WAYNE & ALLEN COUNTY

Public Library of Ft. Wayne &
Allen Co.
Order Division - Periodical Dept.
900 Webster St. (Rear)
Ft. Wayne,
Indiana 46802



Poco

Take your orders
from

“The Boss”



The disco
smash that's
got everybody
taking orders!

“THE BOSS”
DIANA ROSS

LP M8-923M1/Single M-1462F

Produced by Ashford & Simpson



On Motown Records

CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

GEORGE ALBERT
President and Publisher

MEL ALBERT
Vice President and General Manager

MARV DORFMAN
Marketing Director
SEAN THOMAS

DAVE FULTON
Editor in Chief

J.B. CARMICLÉ
General Manager, East Coast

JIM SHARP
Director, Nashville

East Coast Editorial
KEN TERRY, *West Coast Editor*
CHARLES PAIKERT
LEO SACKS
AARON FUCHS

West Coast Editorial
ALAN SUTTON, *West Coast Editor*
JOEY BERLIN, *Assistant Editor*
MARK ALBERT, *Radio Editor*
COOKIE AMERSON, *Black Music Editor*
RAY TERRACE — MARC CETNER
MICHAEL GLYNN — RICHARD IMAMURA
FRANK SANELLO — DENNIS GARRICK

Research
KEN KIRKWOOD, *Manager*
BILL FEASTER — LEN CHODOSH
JACK CHIPMAN — MARTIN SOBOL
HARALD TAUBENREUTHER — MIKE PLACHETKA

Nashville Editorial/Research
BOB CAMPBELL
KEN WOODS
JENNIFER BOHLER

Art Director
GLENN O. DAYTON

Circulation
THERESA TORTOSA, *Manager*

PUBLICATION OFFICES
NEW YORK
1775 Broadway, N.Y., N.Y. 10019
Phone: (212) 586-2640
Cable Address: Cash Box NY
Telex: 666123

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

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

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

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

UNITED KINGDOM — NICK UNDERWOOD
25 Denmark St., London WC 2 England
Phone: 01-836-1362/01-836-4188

MIGUEL SMIRNOFF
Director Of South American Operations

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

BRASIL Pandisc
RVA Conselho Crispiniano, 344 4 Ander
Sala 406 — São Paulo, Brasil
Phone: 222-9312/223-8907

CANADA — KIRK LaPOINTE
34 Dorval Road
Toronto, Ontario, Canada M6P 2B4
Phone: (416) 536-8824

HOLLAND — CONSTANT MEYERS
P.O. Box 7485
1007 JL
Amsterdam, Holland
Phone: 020-767472

ITALY — GUIDO HARARI
via Forze Armate, 260 (II C)
20152 Milan, Italy
Phone: 02-45-65-065

SPAIN — ANGEL ALVAREZ
Lopez de Hoyos 178, 5 CD
Madrid — 2 Spain
Phone: 415 23 98

AUSTRALIA — ALLAN WEBSTER
4 Stanley Street
Richmond, Victoria, Australia 3121

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

FRANCE — MS. DILEK KOC
12 Boulevard Exelmans
Paris, France 75016
Phone: 524-4784

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

SUBSCRIPTION RATES \$80 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y. and additional mailing offices. Copyright 1979 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

EDITORIAL Excitement In A Brown Bag

Cash Box wishes to congratulate Robert Plant, Jimmy Page, John Paul Jones and John Bonham. Not only have they succeeded in a feat that only two other recording artists have accomplished, but they have also helped to rekindle the excitement that the record industry is known for.

"In Through The Out Door," the latest album from the above-mentioned foursome; collectively known as Led Zeppelin, debuted this week on the Cash Box Top 200 Albums chart at #1. Only Elton John ("Captain Fantastic And The Brown Dirt Cowboy") and Stevie Wonder ("Songs In The Key Of Life") have succeeded in making such a dramatic debut.

In addition to the fantastic chart showing, this album has helped to stimulate enthusiasm in both the trade and consumer sectors. At many retail out-

lets, die-hard Led Zeppelin fans waited patiently in long lines for stores to open to be able to purchase the new LP as soon as possible. The unique six-cover merchandising campaign with the "color by damp cloth" inner sleeve has generated additional interest.

This is the type of album the retail community has been crying out for to bring customers back into the stores. Now, it is up to them to see to it that the excitement created by the Zeppelin LP translates into multiple sales.

It is also significant to note that Led Zeppelin, a veteran rock band of more than ten years, has retained the popularity and musical muscle to continue in such dramatic fashion. That in itself is quite a feat.

NEWS HIGHLIGHTS

- CBS announces major restructuring of pricing, return policy (page 7).
- Polygram to sue Capricorn in dispute over collateral (page 7).
- NARM gears up for "gift-giving" campaign in the first quarter of 1980 (page 5).
- Casablanca, A&M and CBS product making its way to the cutout bins (page 8).
- "Identify Yourself" by the O'Jays and "Priority" by the Pointer Sisters are the top Cash Box Album Picks (page 15).
- "Dirty White Boy" by Foreigner and "You Decorated My Life" by Kenny Rogers are the top Cash Box Singles Picks (page 18).

TOP POP DEBUTS

SINGLES	66	GOOD GIRLS DON'T — The Knack — Capitol
ALBUMS	1	IN THROUGH THE OUT DOOR — Led Zeppelin — Swan Song

POP SINGLE

MY SHARONA
The Knack
Capitol

R&B SINGLE

DON'T STOP 'TIL YOU GET ENOUGH
Michael Jackson
Epic

COUNTRY SINGLE

I MAY NEVER GET TO HEAVEN
Conway Twitty
MCA

JAZZ

STREET LIFE
Crusaders
MCA

NUMBER ONES



Led Zeppelin

POP ALBUM

IN THROUGH THE OUT DOOR
Led Zeppelin
Swan Song

R&B ALBUM

TEDDY
Teddy Pendergrass
Phila. Int'l.
CBS

COUNTRY ALBUM

GREATEST HITS
Waylon Jennings
RCA

DISCO

THE BOSS/NO ONE GETS THE PRIZE
Diana Ross
Motown

CASH BOX TOP 100 SINGLES

September 8, 1979

		Weeks On Chart			Weeks On Chart
		9/1			9/1
1	MY SHARONA THE KNACK (Capitol P-4731)	1	12	16	17
2	GOOD TIMES CHIC (Atlantic 3584)	2	13	40	9
3	AFTER THE LOVE HAS GONE EARTH, WIND & FIRE (ARC/Columbia 3-11033)	5	10	32	12
4	THE DEVIL WENT DOWN TO GEORGIA THE CHARLIE DANIELS BAND (Epic 8-50700)	4	13	45	5
5	LEAD ME ON MAXINE NIGHTINGALE (Windsong/RCA PB11530)	6	19	43	6
6	SAD EYES ROBERT JOHN (EMI America P-8015)	8	17	31	26
7	THE MAIN EVENT/FIGHT BARBRA STREISAND (Columbia 3-11008)	3	13	50	4
8	DON'T BRING ME DOWN ELECTRIC LIGHT ORCHESTRA (Jet/CBS AZ9 5060)	10	7	48	6
9	BAD GIRLS DONNA SUMMER (Casablanca NB 988)	7	16	46	7
10	LONESOME LOSER LITTLE RIVER BAND (Harvest/Capitol P-4748)	12	9	39	12
11	I'LL NEVER LOVE THIS WAY AGAIN DIONNE WARWICK (Arista AS 0419)	13	12	52	5
12	WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN* DR. HOOK (Capitol P-4705)	9	22	47	9
13	MAMA CAN'T BUY YOU LOVE* ELTON JOHN (MCA MCA-41042)	11	14	57	3
14	LET'S GO THE CARS (Elektra E-46063)	14	11	60	5
15	BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) ROBERT PALMER (Island/Warner Bros. IS 49016)	18	8	55	4
16	GOODBYE STRANGER SUPERTRAMP (A&M 2162)	17	10	49	15
17	HEAVEN MUST HAVE SENT YOU* BONNIE POINTER (Motown M 1459)	20	12	50	13
18	SAIL ON COMMODORES (Motown M 1466F)	23	5	51	8
19	POP MUZIK M (Sire/Warner Bros. SRE 49033)	25	5	52	8
20	SUSPICIONS EDDIE RABBITT (Elektra E-46053)	19	14	53	21
21	DON'T STOP 'TIL YOU GET ENOUGH MICHAEL JACKSON (Epic 9-50742)	30	5	54	10
22	RING MY BELL ANITA WARD (Juana/TK 3422)	15	17	55	3
23	YOU CAN'T CHANGE THAT RAYDIO (Arista AS 0399)	21	21	56	7
24	BORN TO BE ALIVE PATRICK HERNANDEZ (Columbia 3-10986)	27	14	57	4
25	DRIVER'S SEAT SNIFF 'N' THE TEARS (Atlantic 3604)	28	8	58	5
26	HOT SUMMER NIGHTS NIGHT (Elektra E-48045)	26	12	59	6
27	RISE* HERB ALPERT (A&M 2151)	37	7	60	22
28	I DO LOVE YOU G. Q. (Arista AS 0426)	29	5	61	3
29	CRUEL TO BE KIND NICK LOWE (Columbia 3-11018)	33	8	62	12
30	THE BOSS* DIANA ROSS (Motown M 1462)	34	10	63	7
31	I WAS MADE FOR LOVIN' YOU* KISS (Casablanca NB 983)	22	16	64	5
32	IS SHE REALLY GOING OUT WITH HIM? JOE JACKSON (A&M 2132)	24	18	65	5
33	DIFFERENT WORLDS MAUREEN MCGOVERN (Warner/Curb WBS 8835)	35	11		
34	GOLD JOHN STEWART (RSO RS 931)	16	17		
35	LOVIN' TOUCHIN', SQUEEZIN' JOURNEY (Columbia 3-11036)	40	9		
36	HIGHWAY SONG BLACKFOOT (Atco 7104)	32	12		
37	GET IT RIGHT NEXT TIME GERRY RAFFERTY (United Artists UA-X1316-Y)	45	5		
38	WHAT CHA GONNA DO WITH MY LOVIN'* STEPHANIE MILLS (20th Century-Fox/RCA TC-2403)	43	6		
39	MAKIN' IT* DAVID NAUGHTON (RSO RS916)	31	26		
40	SPOOKY ATLANTA RHYTHM SECTION (BGO/Polydor PD 2001)	50	4		
41	AIN'T THAT A SHAME CHEAP TRICK (Epic 8-50743)	48	6		
42	WHERE WERE YOU WHEN I WAS FALLING IN LOVE LOBO (MCA/Curb MCA-41065)	46	7		
43	OH WELL ROCKETS (RSO RS 935)	39	12		
44	DEPENDIN' ON YOU DOOBIE BROTHERS (Warner Bros. WBS 49029)	52	5		
45	SATURDAY NIGHT HERMAN BROOD (Ariola 7754)	47	9		
46	DIM ALL THE LIGHTS DONNA SUMMER (Casablanca NB 2201)	57	3		
47	FIRECRACKER* MASS PRODUCTION (Cotillion/Atlantic 44254)	60	5		
48	ROLENE MOON MARTIN (Capitol P-4765)	55	4		
49	MORNING DANCE SPYRO GYRA (Infinity INF-50.011)	36	15		
50	HOLD ON TRIUMPH (RCA PB-11569)	42	13		
51	CHILDREN OF THE SUN BILLY THORPE (Polydor PD 2018)	53	8		
52	THIS NIGHT WON'T LAST FOREVER MICHAEL JOHNSON (EMI/United Artists EMI 8019)	58	6		
53	I WANT YOU TO WANT ME CHEAP TRICK (Epic 8-50680)	38	21		
54	I KNOW A HEARTACHE WHEN I SEE ONE JENNIFER WARNES (Arista AS 0430)	61	10		
55	ARROW THROUGH ME WINGS (Columbia 1-11070)	70	3		
56	YOUNG BLOOD RICKIE LEE JONES (Warner Bros. WBS 49018)	44	7		
57	FOUND A CURE* ASHFORD & SIMPSON (Warner Bros. WBS 8870)	67	4		
58	GOOD FRIEND MARY MACGREGOR (RSO RS 938)	64	5		
59	REMEMBER (WALKING IN THE SAND) LOUISE GOFFIN (Asylum E-46521)	66	4		
60	AIN'T NO STOPPIN' US NOW* MCFADDEN & WHITEHEAD (Phila. Int'l./CBS Z8 3681)	41	22		
61	MIDNIGHT WIND JOHN STEWART (RSO RS 1000)	69	3		
62	YOU GONNA MAKE ME LOVE SOMEBODY ELSE* THE JONES GIRLS (Phila. International/CBS A28 3680)	49	12		
63	GONE, GONE, GONE BAD COMPANY (Swan Song/Atlantic SS 71000)	65	7		
64	SO GOOD, SO RIGHT BRENDA RUSSELL (Horizon/A&M HZ-123-S)	72	5		
65	GHOST DANCER* ADDRESSI BROTHERS (Scotti Bros./Atlantic SB 500)	68	5		
66	GOOD GIRLS DON'T THE KNACK (Capitol P-4771)	—	1		
67	PLEASE DON'T GO K.C. AND THE SUNSHINE BAND (TK TKX-1035)	76	3		
68	GET A MOVE ON EDDIE MONEY (Columbia 1-11064)	75	3		
69	THEN YOU CAN TELL ME GOODBYE TOBY BEAU (RCA JH-11670)	71	6		
70	IF YOU REMEMBER ME CHRIS THOMPSON (Planet P-45904)	77	4		
71	WHERE WILL YOUR HEART TAKE YOU BUCKEYE (Polydor PD 14578)	73	4		
72	DIRTY WHITE BOY FOREIGNER (Atlantic 3618)	—	1		
73	GIRLS TALK DAVE EDMUNDS (Swan Song/Atlantic SS-71001)	80	3		
74	HOLD ON IAN GOMM (Stiff/Epic 9-50747)	83	2		
75	JUST ANOTHER NIGHT IAN HUNTER (Chrysalis CHS 2352)	78	4		
76	THE TOPICAL SONG THE BARRON KNIGHTS (Epic 9-50755)	79	3		
77	KILLER CUT CHARLIE (Arista AS 0449)	87	2		
78	STREET LIFE CRUSADERS (MCA MCA-41054)	82	4		
79	FINS JIMMY BUFFETT (MCA MCA-41109)	88	2		
80	REASON TO BE KANSAS (Kirshner/CBS ZS9 4285)	89	2		
81	BEAUTIFUL GIRLS VAN HALEN (Warner Bros. WBS 49035)	84	2		
82	SURE KNOW SOMETHING KISS (Casablanca NB 2205)	91	2		
83	I'VE NEVER BEEN IN LOVE SUZI QUATRO (RSO RS 1001)	—	1		
84	MUST HAVE BEEN CRAZY CHICAGO (Columbia 1-11061)	85	3		
85	VOULEZ-VOUS/ANGEL EYES ABBA (Atlantic 3609)	86	2		
86	YOU DECORATED MY LIFE KENNY ROGERS (United Artists UA-X1315-Y)	—	1		
87	BOOM BOOM (OUT GO THE LIGHTS) PAT TRAVERS (Polydor PD 2003)	93	2		
88	ONE FINE DAY RITA COOLIDGE (A&M 2169)	90	2		
89	STILLSANE CAROLYN MAS (Mercury-76004)	—	1		
90	HELLO, HELLO, HELLO NEW ENGLAND (Infinity 50.021)	—	1		
91	BABY I WANT YOU FUNKY COMMUNICATIONS COMMITTEE (Free Flight/RCA PB-11595)	59	10		
92	HOT STUFF DONNA SUMMER (Casablanca NB 978)	54	21		
93	CRANK IT UP (FUNK TOWN) PETER BROWN (Drive/TK 6278)	—	1		
94	IN THEE BLUE OYSTER CULT (Columbia 1-11055)	96	2		
95	FOR LOVE POUSETTE-DART BAND (Capitol P-4764)	97	2		
96	(no just) KNEE DEEP FUNKADELIC (Warner Bros. WBS 49040)	—	1		
97	YOU STEPPED INTO MY LIFE WAYNE NEWTON (Aries II WA 101)	—	1		
98	AFTER THE FIRST ONE YONAH (Free Flight/RCA JH-11696)	99	2		
99	GOT TO GIVE IN TO LOVE* BONNIE BOYER (Columbia 3-11028)	56	7		
100	LADY WRITER DIRE STRAITS (Warner Bros. WBS 49006)	63	7		

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The First One (Stone Mountain Music)	98	Get A Move On (Grajonca — BMI — Davalex — ASCAP)	68	Is She Really (Albion)	32	Rise (Almo/Badazz — ASCAP)	27
After The Love (Ninth/Garden Rake/Irving/Foster Frees — BMI/Bobette — ASCAP)	3	Get It Right (Colgems/EMI — ASCAP)	37	I've Never Been In Love (Big Neck — ASCAP)	83	Roiene (Rocks/Slam — BMI)	48
Ain't No Stoppin' (Mighty Three — BMI)	60	Ghost Dancer (Musicways/Flying Addressi — BMI)	65	I Want You To (Screen Gems/EMI/Adult — BMI)	53	Sad Eyes (Careers — BMI)	6
Ain't That A Shame (Cheap Trick/BMI)	41	Girls Talk (Plangent Visions — ASCAP)	73	I Was Made (Kiss/Mad Vincent — ASCAP/BMI)	31	Sail On (Jobete & Commodores — ASCAP)	18
Angel Eyes (Artwork — ASCAP)	85	Gold (Bugle/Stigwood/Unichappell — BMI)	34	Just Another Night (April/Ian Hunter/Hyde Park Gate/Main Man — ASCAP)	75	Saturday Night (Radmus/S.D.R.M. — ASCAP)	45
Arrow Through Me (MPL Comm. Inc./Welbeck — ASCAP)	55	Gone, Gone, Gone (Badco Music — ASCAP)	63	Killer Cut (Heavy)	77	So Good, So Right (Rutland Road Music — ASCAP)	64
Baby I Want You (Song Tailors/Alan Cartee — BMI)	91	Goodbye Stranger (Almo/Delicate — ASCAP)	16	Knee Deep (Mal-Biz — BMI)	96	Spooky (Lowery — BMI)	40
Bad Case Of Loving (Rocks/Slam Music — BMI)	15	Good Friend (Bernal/ASG/Haliburton/Summer Camp — ASCAP/BMI)	58	Lady Writer (Strait Jacket/Rodor/Almo — ASCAP)	100	Stillsane (Eggs and Coffee and Music/Chappell — ASCAP)	89
Bad Girls (Starrin'/Earborne/Sweet Summer Night — BMI)	9	Good Girls Don't (Eighties — ASCAP)	66	Lead Me On (Almo — ASCAP)	5	Street Life (Four Knights/Irving — BMI)	78
Beautiful Girls (Van Halen — ASCAP)	81	Good Times (Chic — BMI)	2	Let's Go (Lido — BMI)	14	Sure Know Something (Kiss — ASCAP/Mad Vincent — BMI)	82
Boom Boom (Arc — BMI)	87	Got To Give In To Love (Mad Lad/Pi-Gem — BMI)	99	Lonesome Loser (Screen Gems — EMI/BMI)	10	Suspicions (Debdave/Briarpatch — BMI)	20
Born To Be Alive (Radmus/Zeldgamous — ASCAP)	24	Hot Stuff (Rick's/Stop — BMI)	92	Lovin' Touchin' (Weed High Nightmare — BMI)	35	The Boss (Nick-O-Val — ASCAP)	30
Children Of The Sun (Rock Of Ages/Careers /Sasha Songs — BMI)	51	Hot Summer Nights (April/Swell Sounds/Melody Deluxe/Seidak — ASCAP)	26	Makin' It (Perren-Vibes — ASCAP)	39	The Devil Went Down (Hatband — BMI)	4
Crank It Up (Sherilyn/Decibel — BMI)	93	I Do Love You (Chevis — BMI)	28	Mama Can't Buy (Mighty Three — BMI)	13	The Main Event (Primus Artists/Diana/Rick's — BMI)	7
Cruel To Be Kind (Anglo-Rock/Albion — BMI)	29	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI)	54	Midnight Wind (Bugle/Stigwood/Unichappell — BMI)	61	The Topical Song (Almo/Delicate — ASCAP)	76
Dependin' On You (Soquel Songs — ASCAP/Snug — BMI)	44	I'll Never Love (Irving — BMI)	11	Morning Dance (Harlem/Crosseyed Bear — BMI)	49	Then You Can Tell Me (Acuff/Rose — BMI)	69
Different Worlds (Bruin Music — BMI)	33	If You Remember Me (Chappell/Red Bullet — ASCAP/Unichappell/Begonia — BMI)	70	Must Have Been Crazy (Donnie Dacus — ASCAP)	84	This Night Won't Last (Captain Crystal — BMI)	52
Dim All The Lights (Sweet Summer Night — BMI)	46	In Thee (B. O'cult — ASCAP)	94	My Sharona (Eighties/Small Hill — ASCAP)	1	Voulez-Vous (Artwork — ASCAP)	85
Dirty White Boy (Somerset/Evansongs — ASCAP)	72			Oh Well (Sunheath — ASCAP)	43	What Cha Gonna Do (Scarab — BMI)	38
Don't Bring Me Down (Unart/Jet — BMI)	8			One Fine Day (Screen Gems/EMI — BMI)	88	When You're In Love (Debdave — BMI)	12
Don't Stop Till You Get (Miran — BMI)	21			Please Don't Go (Sherlyn/Harrick — BMI)	67	Where Were You (Bobby Goldsboro/House Of Gold — ASCAP/BMI)	42
Driver's Seat (Complacent Toonz Inc. — ASCAP)	25			Pop Muzik (Publishing Pending)	19	Where Will Your Heart (Prisongs — BMI)	71
Fins (Coral Reeler — BMI)	79			Reason To Be (Don Kirshner/Blackwood — BMI)	80	You Can't Change (Rayiola — ASCAP)	23
Firecracker (Two Pepper — ASCAP)	47			Remember (Trio/Robert Mellin/Tender Tunes — BMI)	59	You Decorated (Music City — ASCAP)	86
For Love (The Closed Door — ASCAP)	95			Remember (Trio/Robert Mellin/Tender Tunes — BMI)	59	You Gonna Make (Mighty Three — BMI)	62
Found A Cure (Nick O Val — ASCAP)	57			Ring My Bell (Two Knight Admin. by Island — BMI)	22	Young Blood (Easy Money Music — ASCAP)	56
						You Stepped Into (Stigwood/Uni-Chappell — BMI)	97

★ 12" Available For Sale



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

CASH BOX NEWS



DIRTY WHITE BOYS (AND GIRL) — Atlantic recording group Foreigner has released a new single, "Dirty White Boy," from their forthcoming "Head Games" LP, which is due for release in September. The group will begin a tour in support of the LP on Sept. 26 at the Los Angeles Forum. Shown at a listening party for the new LP in New York (l-r) are: Ian McDonald of Foreigner; Roy Thomas Baker, who produced the new LP; John David Kalodner, west coast director of A&R for the label; Bud Prager, the group's manager; Jerry Greenberg, president of Atlantic; Judy Libow, associate director of national AOR promotion; Tunc Erim, vice president of national AOR promotion; and Mick Jones of Foreigner.

Sweeping Changes Posted In CBS Pricing, Return Policy

by Leo Sacks

NEW YORK — CBS Records announced last week that it would initiate a number of suggested list and wholesale price changes and implement a new returns and service policy.

One of the most dramatic features of the new program is the reduction of approximately 300 catalog titles from \$7.98 to \$5.98. In a letter dated Aug. 24, CBS informed its accounts that the selections would include the "bulk" of its pop releases by "accepted superstars and established artists." A list of these titles will be made available by September 10.

The reduced list price confirmed industry speculation that the company was contemplating the creation of a \$5.98 list price series in an effort to revive slumping catalog sales (*Cash Box*, July 28).

A spokesman for CBS said that the titles would represent a majority of the company's "P" series, although selected "P" product will remain at \$7.98 and will be restickered as "J" product.

The company also announced that, effective Jan. 1, 1980, it will implement a maximum annual exchange percentage of 20% to cover all product, including defectives, with the exception of 7-inch and 12-inch singles, Christmas releases, Limited Edition product, and the initial shipments on those releases included in its "artist development" program.

Following similar actions by other vendors in recent weeks, CBS has also raised its cost prices on all product lines approximately three percent, with the exception of 7-inch and 12-inch singles, Masterworks,

Odyssey, promotional records, and the \$5.98 catalog series. CBS attributed the need for the increases to "escalating, production, manufacturing, and other related costs" in its letter to accounts.

The company has also raised the suggested list price of its single disc Masterworks albums and tapes to \$8.98, effective Sept. 10. Single-disc Odyssey releases will carry a new list price of \$4.98. Multi-disc Masterworks and Odyssey records and tapes will be priced according

(continued on page 45)

Polygram Sues To Recover Collateral From Capricorn

by Ken Terry

NEW YORK — Polygram Corp. is seeking to recover all collateral on secured loans in excess of \$5 million to Capricorn Records, Inc. According to a Polygram spokesman, the company is filing a civil suit against Capricorn Records, No Exit Music Co. and Rear Music Co., all of which have assets that were secured under various loan agreements between Polygram and Capricorn. At press time, Polygram was about to file the documentation of its claims with the U.S. District Court for the Southern District of New York.

Among the properties which Polygram regards as collateral on its loans to Capricorn are "all master tapes, record and tape inventories, artist and production contracts, licensing agreements, copyrights and recording studio equipment," according to the Polygram source.

"We take no pleasure in this action, and do it reluctantly," commented the spokesman. "In fact, we had sought to avoid it by discussing a number of options with Capricorn. But after these discussions were halted, and after a great deal of soul-searching, we found we had no other choice to protect our interests."

Capricorn Suit

One of the secured properties, according to Polygram, is the master of Billy Thorpe's "Children Of The Sun" album, which contains the single of the same name. This week, the LP is #40 bullet on the *Cash Box* Top 200 Album chart, while the 45 is charted at #51 on the Pop Singles chart.

Prior to Polygram's most recent legal action, Capricorn had petitioned the Supreme Court of New York County for a preliminary injunction preventing Polydor from releasing Thorpe's records. Noting that there was reason to believe that Polydor was preparing to issue this product on its own label,

Led Zeppelin Hits #1 Out Of The Box

LOS ANGELES — Led Zeppelin's "In Through The Out Door" debuts this week at #1 bullet on the *Cash Box* Top 200 Albums chart, only the third album in the history of the recording industry to hit the top spot out of the box. The Swan Song/Atlantic LP is also #1 on the FM airplay chart. The first two albums to debut at #1 bullet were Elton John's "Captain Fantastic And The Brown Dirt Cowboy" (June 7, 1975) and Stevie Wonder's "Songs In The Key Of Life" (Oct. 16, 1976). Led Zeppelin's last studio album, "Presence," debuted at #24 bullet April 17, 1976 and shot up to #1 bullet the next week.

Capricorn first tried to obtain a temporary restraining order against Polydor on Aug. 24. Although this request was turned down, the court did agree to hear Capricorn's motion for an injunction on Aug. 30. At this time, attorneys for Thorpe petitioned to remove the case from the state court to U.S. district court. The judge allowed the case to be removed to the federal court; but if the latter court decides it is not within its jurisdiction, it may be sent back to the state court.

Capricorn's suit against Polygram Corp., Polygram Distribution, Polydor Records

(continued on page 16)

NARM's 'Gift Giving' Program To Debut In 1st Quarter 1980

by Richard Imamura

LOS ANGELES — Implementation of the National Association of Recording Merchandisers' (NARM's) music "gift giving" program will begin during the first quarter of 1980, according to Joe Cohen, NARM executive vice president.

Designed to promote records and tapes as gifts, the NARM campaign will feature various displays, promotions and a slogan and logo based on the gift giving theme, said Cohen, and will culminate with a full-blown presentation at the NARM national convention, March 23-27 in Las Vegas.

'Thoughtful Gift'

"We want to spread the idea that music is the ideal gift," Cohen explained. "Where else can you get such a personalized and thoughtful gift for under \$10?"

In the planning stages for the better part of the year, NARM's campaign will initially concentrate on the first quarter of 1980 for two primary reasons, according to Cohen. "First of all, we don't want to conflict with the Christmas (1979) campaigns of the record companies, but more important, we don't want to give the public or the labels the impression that NARM's 'gift giving' concept is confined to holidays. Ours is a concept that is intended to be year-round."

If NARM's campaign is properly implemented, Cohen added, it can have a significant effect because "the industry is solidly behind us (NARM) on this. I haven't met one person in the industry who didn't support the concept."

In addition to moral support, Cohen noted that over 20 of the labels have already provided concrete support by actively participating in NARM's planning meetings, providing samples of artwork, displays and slogans devised by their

respective marketing and merchandising units.

Market Research

The next step in the process, Cohen explained, will be the selection of a market research firm to test public acceptance of the various displays, logos and slogans devised by the record companies and NARM. "We have worked so hard on this project, and we have so much industry support that we don't want to risk it all by moving too fast."

"We're promoting a concept," Cohen continued, "so we have to be careful what we do. We want to establish a program that

(continued on page 25)

Accounts Register Mixed Reaction To CBS Guidelines

by Aaron Fuchs

NEW YORK — Retail and rack reaction to the CBS price and policy revision was varied with the diversity of opinion corresponding to the multiplicity of issues raised by the policy memo. The most controversial issues were the 20% percent returns ceiling (and the inclusion of defectives in that figure); the apparent inflexibility of ordering deadline dates; the possibility of having to mark down \$7.98 list product to \$5.98 without reimbursement; the application of the same minimum orders to both wholesalers and retailers; and the cancellation of unprocessed orders.

Oddly, there was little argument with the wholesale price increase. According to Chuck Smith, president of Pickwick International, "We think the wholesale price increases are fine. We have said before that they are a natural consequence of the inflationary pressures that are affecting all of us, and we will understand why the record companies have to get more money for their product."

Pickwick Cuts Orders

But Smith, who said that Pickwick has cut its CBS orders in half since Aug. 28, leveled some harsh criticism at the company's new policies. "We don't think that their decrease in list price from \$7.98 to \$5.98 is responsible at this period in time, given the inflationary pressures that normally would cause prices to go the other way. If shelf prices follow, these list price decreases are unfortunate. We haven't at all decided that our shelf prices in our retail stores are going to be decreased in concert with the CBS price decrease."

(continued on page 38)



LENNY WILLIAMS AT THE ROXY — MCA recording artist Lenny Williams performed at the Roxy in Los Angeles. Pictured after the show are: (l-r) Joan Bullard, vice president, publicity; Lou Cook, vice president of international; Larry King, vice president of promotion; Vaughn Thomas, national director of sales, MCA Distributing; Stan Layton, vice president, marketing; Bob Siner, president; Ruth Carson, product manager; Williams; Sam Passamano, Jr., national director of marketing; and Sandra Newman, Williams' manager.

Cutouts, Overstocks Include CBS, A&M And Casablanca

NEW YORK — The trend towards newer, better and more premium-priced cutouts and overruns (**Cash Box**, August 4) is continuing. A **Cash Box** survey of major cutout suppliers reveals that the already bloated cutout and overrun market has been further swollen by recent dumps by CBS, A&M and Casablanca.

Among the titles being offered by Rahway-based Sutton Distributors for \$3.50 are "Le Freak" by Chic; "Living In the U.S.A." by Linda Rondstadt; "Jazz," by Queen; a picture disc version of Boston's first album; and "Totally Hot" by Olivia Newton John. For \$2.75, the same firm is offering cassettes that included "Pure Pop For Now People," by Nick Lowe, "Watermark" by Art Garfunkel, "Whiskey" by the Charlie Daniels Band, and "Quarter Moon In A Ten Cent Town," by Emmylou Harris.

3 More Companies Go To \$5.98 List For Catalog LPs

by Alan Sutton

LOS ANGELES — The industry trend toward lower prices for some catalog items continued to accelerate last week as three more labels — Phonogram/Mercury, Capitol and CBS (see separate story on page 5) — joined MCA in announcing the creation of new \$5.98 list price series.

But unlike MCA, the three companies have not instituted similar price reductions for debut albums.

Phonogram/Mercury's "Encore Series" bows Oct. 1 with a 20-album release. Most of the titles originally appeared within the past 11 years, but some of them date back to the late 1950s. While a number of the albums have been available until now at full list price, others have been out-of-print for some time.

Lou Simon, senior vice president/director of marketing for the label, said Phonogram/Mercury will issue 12 to 20 new titles in the series on a quarterly basis. The new price structure will apply to cassettes as well as LPs, according to Simon, who added that all releases in the series will feature the same artwork, songs and sequencing as the original, full-price LPs.

New Stock Numbers

All the albums and cassettes in the series will be given new stock numbers with the revised price. Mercury albums will be in the ML 800 series, Philips in the PL 9000 series, and Smash albums will get an SL 7000

(continued on page 45)

Symphonette Music Distributors of Burbank lists close to 70 newly dumped A&M titles. Records and tapes selling for \$2.00 include "I'm In You" by Peter Frampton, "Captain and Tennille's Greatest Hits," and titles by Gato Barbieri, Rita Coolidge, the Brothers Johnson, Quincy Jones, Nils Lofgren and the Tubes.

Hit Records of Linden, New Jersey is offering over 120 CBS titles for prices ranging from \$2.50 to \$3.25. Titles include "Life Is A Song Worth Singing" by Teddy Pendergrass, "Showdown" by the Isley Brothers, "Bridge Over Troubled Water" by Simon and Garfunkel, and "You Don't Bring Me Flowers" by Neil Diamond.

Serve-Rite Records and Tapes of Trovose, Pa., is selling all four Kiss solo albums for \$1.75 each, two different double pocket Kiss albums for \$2.50 each, and the "Thank God It's Friday" soundtrack album for \$3.00. For \$2.00, the firm is offering "Thirty Three and One Third" by George Harrison and four different front-line Elvis Presley albums.

Surplus Records of Passaic, New Jersey, lists a wide range of RCA product, including two albums each by Dr. Buzzard's Original Savannah Dance Band, Odyssey, Elvis Presely and front-line titles such as "Beauty On A Back Street" by Hall and Oates.

Other bargains included Scorpio Distributors' offerings of two titles each by Parliament and the Ramones for \$1.50.

These titles supplement the already existing massive dumps by such labels as Arista, ABC, Atlantic-Atco, Polydor, Private Stock and London.

Indie Distributors Adapt To Changes, Express Optimism

by Charles Paikert

NEW YORK — The nation's independent record distributors appear to have adapted to a changed marketplace caused by the loss of A&M, ABC and 20th Century Fox Records nine months ago to branch distribution. And despite such chronic troubles as collections, returns and trans-shipping, they are anticipating an economically healthy fall season.

"We've lived past the shock and it's back to business as usual. In fact, business has been picking up lately and we're looking to a very good fall," commented Bill Emerson, manager of Texas-based Big State Record Distribution Co.

Emerson's comments were echoed by independents across the country, and although executives surveyed by **Cash Box**



Pictured (l-r): Neil Bogart and Snuff Garrett.

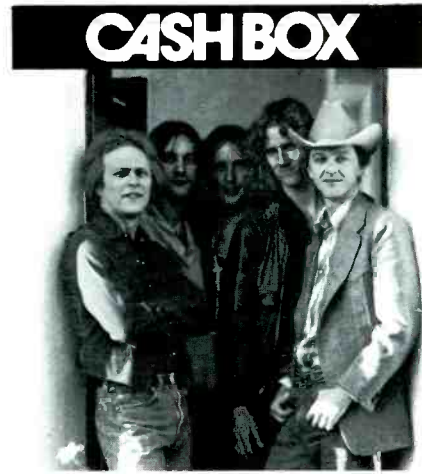
Casablanca Inks Country Label Pact With Garrett

by Richard Imamura

LOS ANGELES — The formation of Casablanca West, a custom label that will specialize in pop/country oriented music, was announced this week by Neil Bogart, president of Casablanca Record and FilmWorks, and Snuff Garrett, president of Snuff Garrett Music Enterprises. The new label will be headed by Garrett, with distribution by Casablanca.

First release on the label is tentatively scheduled for the end of September. Currently being recorded, the as-yet-untitled LP will feature Carol Chase, a well-

(Continued on page 32)



Poco is somewhat of an oddity. The band has remained a respected rock 'n' roll entity for more than a decade, survived numerous personnel changes and has always remained true to its country rock cult following. However, it is peculiar that the band finally achieved gold success when bassist Steve Chapman and drummer Charlie Harrison, two Englishmen, joined the band in 1978.

The band, which has always been the quintessential American country rock outfit, has flourished since its recent British invasion, as the recent "Legend" album has been certified gold. In addition the LP reached #18 on the **Cash Box** album chart and #15 on the country chart. "Legend's" two singles, "Heart Of The Night" and "Crazy Love" reached #19 and #14 on the pop singles chart respectively.

Paul Cotton (rhythm guitar and vocals) and Rusty Young (lead and pedal steel guitar) have been the team that has been the driving force behind Poco for eight years. However, last year, when bass player Tim Schmitt left the band for the Eagles, it seemed the band was destined for extinction. In the nick of time the British rhythm section and keyboard player Kim Bullard arrived on the scene, and the "legend" was still alive.

The ringing high harmonies, and sizzling western rock compositions, always a Poco trademark, are present on the "Legend," but there is a new energy and vitality in the music that comes from the English background. Also present is a new inventiveness in the band's vocals, and Young's masterful pedal steel guitar and Cotton's rhythms add an urgency to every cut. It is the searing steel work of Young that make songs like the torrid "Icy Fingers" and the majestic "Legend" equal to such Poco classics as "You Better Think Twice," "Good Feeling To Know," "Keep A Right Along," and "Rocky Mountain Breakdown."

"Legend" heralds a new chapter in the thick Poco history book, and signifies that the group will be with us for a long time to come.



AN RCA TRIUMPH IN NEW YORK — Members of RCA recording group Triumph recently visited their company's offices in New York for radio and press interviews concerning their new single, "Lay It On The Line," from their RCA album, "Just a Game." Pictured (l-r) are: Bob Fead, division vice president of RCA Records- U.S.A.; Mike Levine and Gil Moore of Triumph; Bob Summer, president of RCA Records; Rik Emmett of the group; and Don Wardell, manager of pop product merchandising for RCA.

acknowledged they had been hurt by the industry-wide sales slump, they voiced general agreement with Milt Salstone, president of Chicago based MS Distributing who said "What's happened to the industry in the past nine months makes indies look that much better. It proves branches are far from Utopia."

Piks, House, Examples of Indie Success

Two examples of how independent distribution has not only survived but thrived can be provided by Piks Corporation, a Cleveland based distributor, and The House Distributors, a Kansas City based independent.

Piks, which services accounts in Ohio, Michigan, western Pennsylvania and western New York, has, according to co-principal Harvey Korman, experienced a steady increase in sales for the last eight years, and the company was recently voted "Independent Distributor of the Year" by the Disc retail chain.

While Piks carries Arista, TK and Chrysalis product, House carries only small specialty labels, such as Alligator, Blue Goose, Flying Fish and Everest Records. Yet, according to album buyer Lane Turner, the four year old company has tripled its sales in the last year.

Changing Realities of Market

Both Piks and House serve as examples of companies who have adjusted to the changing realities of the record marketplace. Piks, for example, has just established a west coast representative to work more closely with the Tower chain, which has been buying from Piks since September, 1978.

"Russ Solomon (owner of the Tower chain) felt that if he bought from Pickwick he was buying from competition because of the retail chain that they own," Korman explained, "so we talked and made an agreement, and now I want to make sure they get the best possible service."

(Continued on page 32)

CASH BOX

Index

Album Reviews	15
Black Contemporary	33
Classified	44
Coin Machine News	42
Country News & Album Chart	27
Country Singles Chart	28
Disco	36
East Coastings	12
FM Analysis	20
Gospel	26
International News	40
Jazz	37
Jukebox Singles Chart	42
Latin	39
Merchandising	17
Points West	14
Pop Album Chart	46
Pop Radio Analysis	24
Pop Singles Chart	4
Radio News	19
Regional Programming Guide	22
Soundviews	16
Singles Reviews	18

This Kid isn't about to sing the Blues.



LOUISE GOFFIN

She's a dynamic new entertainer, part of the next chapter in rock and roll. And two months after the release of her first album, her numbers are listed...in everybody's book.

"REMEMBER (WALKING IN THE SAND),"
the hit single. BB/55* CB/59* RW/62*

KID BLUE, the smashing new album. 6E-203
Produced by Danny Kortchmar On Asylum Records and Tapes.



Louise Goffin. Everybody's singing her praises.

NEW FACES TO WATCH



Five Special

While Five Special is bubbling up the Black Contemporary LP and singles charts via the disco hit, "Why Leave Us Alone," a closer inspection of the group's debut album on Elektra reveals it to be more in the tradition of the great Detroit five-part harmony groups like Smokey Robinson and the Miracles and The Dramatics.

"The Temptations wrote the encyclopedia for what we are doing," said lead tenor Bryan Banks. "For most of our existence we have been a traditional five man stand-up group. It's a great heritage that dates back to the '50s doo-wop groups-street singing, five part harmonies and a whole lot of fancy stepping."

The group, comprised of Banks, Greg Finley (tenor), Mike Pettilo (bass), Greg Finley (baritone), Steve Boyd (high baritone) and Steve Harris (second tenor), are the definitive "Local Band makes Good," Horatio Alger story. For six years, the five members have gone to rehearsal everyday with no outside income coming in besides family support. They had little more to spur them on than the will to succeed.

"There was no real tangible hope or reason to believe we had a record coming out," mentioned Banks. "We scrounged for bus fare together, ate Vienna sausage together and froze together. It's one thing for someone to tell you, 'you can do it if you try,' while your singing on the street corner. But, it's another thing to make it."

The Detroit-based quintet had two regional hits on Mercury in 1976 and '77. However, it wasn't until Ron Banks (Brian's brother and a member of the Dramatics for more than 15 years) cut four tracks with the boys and took them to Elektra/Asylum, that Five Special got a chance to prove itself with an album.

"The local hit singles helped our confidence," stated Banks. "Detroit isn't exactly Hooterville, so we knew we could do well in a big record buying place. We just had to wait until we could find someone with the power and the reach. Elektra was just what the doctor ordered."

Although the band maintains its allegiance to the five-man stand-up genre, the band has shown that it can stay right in step with current musical trends by incorporating its intricate vocal blends with throbbing disco rhythms. Songs like "It's Such A Groove," "Rock Dancin'" and "Why Leave Us Alone," which reached #9 on the **Cash Box** B/C singles chart, have found acceptance with both the dance crowd and the general public.

"We hated disco when it first came out — it was so mechanical and like robot music," said Banks. "We considered our vocals an art form that might have been lost in the interest of making some money. But, Ronnie showed us this tune, and along with an undeniably danceable disco beat, (Why Leave Us Alone), it had a lot of room for some real singing. And we said, 'Let's do it.'"

The album, which was produced by Ron Banks, also features such varied cuts as "It's A Wonderful Day," an uptempo pop number, "Do It, Baby," a down and dirty funk song, and "You're Something Special," a silky smooth ballad. The diversity is one of the reasons why this Motor City vocal unit is currently at the #20 position on the **Cash Box** B/C LP chart.



Ellen Shipley

Growing up near Brooklyn's Prospect Park in the early '60s, Ellen Shipley, whose self-titled LP has just been released by New York International Records (distributed by RCA), remembers spending her free time singing three-part harmony with her grammar school classmates in the chamber-like underpasses that zigzag across New York's public parks. They would gather there to rehearse songs by girl groups such as the Chiffons, Shirelles, Ronettes, and would later perform them at school dances. Personnel, of course, changed frequently, Shipley recalls, "depending on who would get a boyfriend and decide they didn't want to perform on Friday nights anymore."

It was a time to celebrate the joys of youth and the search for the perfect boy, as Shipley and her friends learned the repertoire of the great '60s girl groups. Nevertheless, at the same time, Shipley was beginning to develop her own musical vision. And, while her debut LP shows traces of her indoctrination in '60s rock, it also demonstrates a full-blown individuality.

In high school and, later, at Hunter College in New York, Shipley became involved in both musical and experimental theatre groups that proliferated in the northeast at the height of the anti-war movement. "I was always politically active in school, and the theatre was a terrific outlet for me. The whole underground theatrical experience was filled with hidden messages at the time." Her politics were a little too much for the government of South Africa, however, as evidenced by a visit to that country to visit relatives. The trip ended in her deportation for protesting the country's apartheid policies.

"I was very naive and idealistic at the time, and I'd get up and make speeches at the University of Capetown, not realizing that people actually disappear there. I mean, I came from Brooklyn, where people lived together. But I was making it difficult for my relatives who were in politics there, and I was asked to leave."

Back in New York, she supported herself in a variety of jobs while playing around the city's clubs, first as a member of a folk-rock duo and then on her own. At a rehearsal studio in Manhattan where she was working as a receptionist, Shipley was introduced to veteran keyboard player Ralph Schuckett, who began writing with her and later produced her LP. "Ralph took my songs and gave them structure," she says. A demo tape was auditioned for Tommy Motola, president of Champion Entertainment and New York International Records, and Shipley was signed to the label.

Now in the midst of putting a band together for a fall tour, Shipley acknowledges Patti Smith as the first female performer to break the stereotyped role of the "chick singer" wide open. "There's a rock and roll women's movement that's building now which I definitely feel a part of," she says. "Music has always worked in cycles, and now we're back to the days when we need women again. To a certain degree, it's strength in numbers. But we also have an obligation to communicate; there's a fine line between self-indulgence and writing to affect people. Otherwise we might as well sit home and write for ourselves."

Infinity, MCA Kick Off 'Rising Star' Concept With Stepp LP

by Richard Imamura

LOS ANGELES — Set for Sept. 14 release, Infinity Records' first album in the recently established \$5.98 "Rising Star" line of new artists will be Richard Stepp's "Holiday In Hollywood." Recently established by MCA Distributing Corp. (**Cash Box**, Aug. 18), the "Rising Star" line features lower list prices for new artists on any of MCA's labels.

Established to help break new artists, MCA's concept will receive its first real test with the Stepp LP. "We are going to watch the Stepp album closely," said Gary Mankoff, Infinity vice president of marketing/finance. "We think we have a winner here, but we want to test the effect of the 'Rising Star' concept of the retailers and the public."

Economics

"We chose the Stepp LP for our first 'Rising Star' because, from an economic standpoint, it would allow a list price of \$5.98. In addition, since it is doubtful that any album can be sold on the basis of price alone, we feel comfortable with the Stepp LP since it is also strong musically."

Emphasizing the point, Infinity director of merchandising Alan Ostroff added, "A consumer relates directly to how much a record will cost. He doesn't really relate to a 'Rising Star' logo campaign. We have to keep in mind that just because we're selling this record less expensively doesn't mean it's going to be a smash. It still goes back to the basic philosophy of selling a record. It must get airplay."

To help generate interest in the new release, Infinity will conduct a widespread merchandising campaign, said Ostroff. Featuring prominent display of the "Rising Star" logo, their merchandising campaign will include in-store displays and sales aids, plus various trade and consumer ads.

"The logo, sticker and header card are specially designed so the the consumer will focus in on the new low price, so you won't have to sell people on giving them a break," Ostroff explained. "We would like the retailers to sell the record at a reduced price, passing the savings on to the customer. We would like to see the retailer sell the album to the consumer for somewhere between \$3.99 and \$4.25."

Fleetwood Mac LP Set For Oct. 15 Release

LOS ANGELES — The tenth and latest album by Fleetwood Mac on Warner Bros. Records, "Tusk," will be released Oct. 15, preceded by a single of the title track, to be shipped Sept. 12. The flip side of the 45 will be "Never Make Me Cry," also on the forthcoming double-record album.

The 20 new tunes in the package were composed by Stevie Nicks, Christine McVie and Lindsey Buckingham and the LP was produced by the group, along with Ken Caillat and Richard Dashut, both of whom also assisted in the production of the band's last top-selling collection, "Rumours."

The title single, written by Lindsey Buckingham, features the unusual backing of the 112-piece University of Southern California marching band on the track and the sleeve for the 45 bears photos of the remote recording at Dodger Stadium in Los Angeles.

The LP, which lists for \$15.98, will also feature collages created by photographer/artist Peter Beard.

Entries Due Soon

LOS ANGELES — Entries of historical recordings by Recording Academy members are due at the Recording Hall of Fame at its national offices, 4444 Riverside Dr., Burbank, Calif. before September 8.

Unit Change

Noting that once sales reach a level of somewhere between 75-100,000 copies, the Stepp album will no longer be considered a "Rising Star" and will revert to a \$7.98 list. Mankoff summarized, "By the first quarter of 1980, we expect to have a clearer idea of the effect of the 'Rising Star' concept. Naturally, we hope we can break through on this first 'Rising Star' and establish a viable concept for the industry as a whole."



Rising Star Logo

DeJoy To Head RCA's Pop A&R; Dain Named VP

NEW YORK — Edward DeJoy has been promoted to the position of division vice president, pop artists and repertoire for RCA Records. He will report to Bob Fead, division vice president of RCA Records — U.S.A. At the same time, Bud Dain has been appointed to the position of division vice president, pop A&R west coast. He will report to DeJoy.

New York Based

DeJoy, who was most recently RCA's division vice president, pop artists and repertoire, west coast, will be based in the company's New York headquarters. Prior to joining RCA, he was president of Janus Records. DeJoy began his career in the music business in 1966 as local promotion representative for Schwartz Brothers, the independent distributor based in the Washington, D.C. areas.

Dain, who will work in RCA's Los Angeles office, comes to the label after four years with the production and music publishing firm of Garrett Music Enterprises, where he was a partner and executive vice president. Dain began his industry career at Liberty/UA Records, ending as vice president and general manager of the firm.



RCA A&R CHIEFS — Pictured are Bud Dain (left) and Ed DeJoy.

John Cougar

Produced by
Ron & Howard Albert
Criteria Studios/Miami

POP LP CHART ACTION:

BILLBOARD 166

CASHBOX 184

RECORD WORLD 180

And now—the
original single,
“I Need A Lover.” R-202

JOHN COUGAR



RVL-7401

John Cougar on tour.

- | | | |
|---------------------|----------------------------|-----------------------|
| 7/31 Dallas, TX | 8/10 Schaumburg, IL | 8/18 Boston, MA |
| 8/1 Houston, TX | 8/13 Detroit, MI | 8/22 Philadelphia, PA |
| 8/3 Madison, IL | 8/14 Cleveland, OH | 8/23 Roslyn, NY |
| 8/7 Minneapolis, MN | 8/15 Toronto, Ont., Canada | 8/24 Washington, D.C. |
| 8/8 Milwaukee, WI | 8/16 Buffalo, NY | 8/25 Marjie, NY |
| 8/9 Madison, WI | 8/17 Albany, NY | |



MARKETED BY PHONOGRAM/
MERCURY RECORDS
A POLYGRAM COMPANY



DISTRIBUTED BY PHONOGRAM DISTRIBUTION, INC.
© 1987 Polygram Distribution. All rights reserved.
Printed in U.S.A.

EXECUTIVES ON THE MOVE



Bob Smith, Al Coury and Rich Fitzgerald Promoted To VP Positions At RSO

LOS ANGELES — RSO Records this week announced the promotions of Rich Fitzgerald to the post of senior vice president of A&R/promotion and Bob Smith to the position of vice president of promotion. The promotions were effective immediately, said label president Al Coury.

Formerly the vice president of promotion, Fitzgerald has been with the label since it was founded in 1976. In his new capacity, Fitzgerald will be responsible for handling the label's A&R activities and supervising RSO's national promotion efforts.

Also with RSO since 1976, Smith most recently served as the national promotion director. Smith's responsibilities in his new post will revolve around the coordination of the daily activities of RSO's national promotion staff.

Commenting on the promotions, Coury added, "RSO Records takes great pride in its policy of promoting from within, and I am pleased to announce the promotions of Rich Fitzgerald, who has been an important member of the RSO Records family and a significant contribution to the label's success since it was started, and Bob Smith, whose outstanding efforts during his years with RSO have been an integral part of our success."

Copeland Opens Agency For Booking New Music

NEW YORK — Ian Copeland, formerly of Paragon Booking Agency, has formed his own company here, Frontier Booking International, Inc. (F.B.I.). Copeland is known for his new wave tour bookings and his company will specialize in new music, exclusively representing such acts as Police, Squeeze, John Cale, Iggy Pop, Buzzcocks, Siouxsie and the Banshees, 999, Magazine and Ultravox.

F.B.I. offices are at 250 W. 57th St., Suite 603, N.Y. 10019, telephone number (212) 245-5587.

Hodges Resigns At The Paragon Agency

LOS ANGELES — Following his 10-year presidency at Paragon Agency, Alex Hodges has resigned from that firm. Hodges had also been an agent for the Macon-based booking agency, Walden Artists and Promotion, which operated under the trade name of Paragon. Hodges was the agent for the Marshall Tucker Band, Lynyrd Skynyrd, Bobby Womack and others.

Help For New Artists

LOS ANGELES — Harriet Sternberg and Walter Stewart have formed Starburst Management in L.A., a full-service artist development firm specializing in new artists.

Starburst represents Kathy Westmoreland, Barbara Johnson and Sara Anderson. Their offices are located at 1680 N. Vine St., Hollywood. Phone: (213) 656-4787.

AVI Negotiating For Ernie's Records Buy

LOS ANGELES — AVI is currently negotiating the acquisition of all the assets of Ernie's Record Mart, which owns Nashboro Records, Excellorec Music Publishing and Woodland Sound Recording Studios, a Nashville-based recording and record manufacturing operation.

The purchase price will be paid through a combination of cash and promissory notes. Purchase is contingent on a monetary settlement agreeable to both parties.

All affiliated companies will be included in the deal, according to Seymour N. Heller, AVI president. AVI's board of directors must also approve the deal.

Flexibility

The purchase will give AVI substantial flexibility in planning future development. Heller said, "We intend to strengthen the company through our existing lines of business. This proposed acquisition will be the first step in that direction. The Nashboro record catalog has been a mainstay in the black gospel business for many years."

When acquired, Woodland Sound Recording Studios will greatly complement AVI's existing studios in California. After the deal is consummated, AVI's publishing company will have 10,000 copyrights.

Interworld Music Group Relocates

LOS ANGELES — Interworld Music Group has moved into a new building located at 8304 Beverly Blvd. in Los Angeles. The publishing company currently has more than two dozen copyrights on the national charts. Its new phone number is (213) 852-0771.

Collison New VP At Solar Records

LOS ANGELES — Edna Collison has been named vice president, marketing, at Solar Records.

Company president Dick Griffey said of the appointment: "Edna Collison is a rare find, a unique person in this industry. We're pleased that we were able to attract a woman of such talent and ability to our company. I'm sure that she will be a definite asset to the growth of Solar, and we welcome her to our fold."

Collison had been VP at Tentmakers, a personal management firm. She began her career in the A&R department of RCA records in New York. From there she moved to L.A. where she did personal management with Gerald Purcell, Eddy Arnold and Al Hirt. Collison was also national promotion director at Sussex Records and western regional director of promotion at Motown.



Edna Collison



Manocchio



Boberg



Rogoff



Smith

Manocchio Named At Atlantic — Mike Manocchio has been named national pop promotion director for Atlantic Records. He joined Atlantic as midwest regional promotion director in October, 1977. Previously, he spent 3½ years as ABC regional promotion director in Cleveland, after a 3-year stint as a local promotion representative for Capitol.

Boberg Named At IRS — The International Record Syndicate has announced the appointment of Jay Boberg to vice president, west coast operations. He was previously A&M's west coast college promotion representative and director of concerts for the Associated Students at U.C.L.A.

Rogoff Appointed At Polygram — Polygram Distribution has announced the appointment of Sid Rogoff director, national credit. For the past five years, he was corporate director of credit and collections for Coleco Industries, Inc. in Hartford, Connecticut. Prior to joining Coleco Industries, he served as director of credit and collections for Aurora Products Corporation in Long Island, New York, for four years.

Ross Leaves RCA — Kelli Ross, division vice president of international creative affairs for RCA, is leaving the company.

Salsoul Taps Smith — Salsoul Record Corp. has appointed Billy Smith, former AOR and national disco coordinator for London Records, national director of disco promotions and disco radio. Most recently, he was director of AOR promotion and national disco coordinator for London Records. Previously he was director of eastern promotion at 20th Century Records.

Lubov Named At Chrysalis — Chrysalis Records has announced the appointment of Toby Lubov to director of national publicity. Prior to joining Chrysalis, she worked for ABC Network and served as assistant to Mrs. Robert F. Kennedy.



Lubov



Greenwald



Kemp



Cummings

Polydor Names Greenwald — Dave Greenwald was named western regional promotion manager for Polydor Records. He comes to Polydor from a similar post at the Janus and GRT Record Group, where he worked for four years.

Kemp To Ariola — Sparkle Kemp has been named the director of west coast regional promotion for Ariola Records' R&B division. She comes to Ariola after two years of west coast promotion experience while working with MCA Records. Prior to MCA, she was the assistant director of artist development at Whitfield Records for a year and a half.

Smolen Promoted At Polygram — Polygram Distribution has announced the promotion of Jackie Smolen to New York branch marketing manager. She has been with Polygram Distribution's New York branch for the past nine months, serving as market coordinator. Prior to joining Polygram Distribution, she held various positions at ABC Records including Manhattan salesperson and merchandising manager.

Arista Appoints Rubin — Arista Records has announced the appointment of Steve Rubin to manager, field marketing for the label. He comes to Arista from A&M Records, where he held a similar position. His background also includes managing the Franklin Record Music Stores in Georgia.

Polygram Promotes Cummings And Edwards — Polygram Distribution has announced the creation of the Claims and Adjustment Department and the resulting promotions of Bill Edwards to accounts receivable manager and Kevin Cummings to claims and adjustments manager. Edwards has been with the Polygram Distribution accounts receivable department since 1974, serving most recently as that department's assistant supervisor. Since 1974 Cummings has been with Polygram Distribution, serving as assistant accounts receivable supervisor and most recently accounts receivable supervisor.

Changes At RSO — Janet Kaye has been promoted to publicist at RSO Records and Sarah McMullen has joined the department as assistant to Ronnie Lippin, director of national publicity. Kaye joined RSO Records early in 1978, working in the publicity department. Prior to joining RSO Records, she had worked for a number of years in motion picture and television production. Prior to joining RSO Records, McMullen worked at BMI for two years, where she was assistant to the executive director of writer/publisher relations, west coast, as well as office manager.

Braithwaite Named At Infinity — Loren Braithwaite has been named administrative assistant to the director of national promotion at Infinity Records. She previously served with Elektra/Asylum in New York as assistant to the regional director of promotion. Prior to that, she interned with the program director at WILD in Boston while attending Harvard.

Peer Appoints Horton — The Peer-Southern Organization has announced the appointment of Steve Horton as east coast director of creative services. Before joining Peer-Southern, he was general manager of Castle Music Productions/Castle Hill publishing. Prior to that he was consultant, east coast A&R for Phonogram/Mercury Records.

Rose Relocates — Nancy Rose, marketing rep of Image Marketing and Media, Los Angeles, is relocating to London. Effective September 15, though overseas, she can still be contacted through the Los Angeles office.

Frohlich Appointed At CBS — Bill Frohlich has been appointed to single record coordinator for the New York Market, CBS Records. He joined CBS Records as an inventory specialist in 1978. Prior to that, he worked for E.J. Korvettes as a manager in the record department.

Shira To Casablanca — Casablanca Record and FilmWorks has announced the appointment of Pam Shira as publishing administrator. She was formerly publishing administrator for Cream Records, and, prior to that, with UA Music and WEA Inc.

CAROLYNIE MAS



**She gives
street-smart
rock 'n' roll
a new elegance.**



**Pick it up on her
sensational
debut album
featuring
the single,
"Stillsane." #75004**

Produced by Steve Burgh for Actual Music. SRM-1-3783

 ON MERCURY RECORDS
AND TAPES

 PHONOGRAM, INC.
A POLYGRAM COMPANY
DISTRIBUTED BY POLYGRAM DISTRIBUTION, INC.

Write or call your local Polygram Distributor—Sales office for display—and other promotional items.

WEA Int'l Sales Show Highlights Product Overseas

LOS ANGELES — The third WEA International roadshow, designed to showcase product from the Warner Bros., Elektra/Asylum, Atlantic and WEA International labels to sales personnel in 18 locations around the world, began Aug. 29.

Featuring video and still photography presentations of the acts at WEA sales meetings, the roadshow will be conducted by WEA International executives, who will visit numerous European countries, as well as other locations like South Africa, Brasil, Malaysia, Japan and Hong Kong.

Among the international acts to be spotlighted will be Supermax, Passport and Luisa Fernandez from Germany; Street Talk from New Zealand; Maggie MacNeal and Jan Akkerman from The Netherlands; Baxtop from South Africa, Veronique Sanson from France; Cold Chisel from Australia, Streethart from Canada, and Elvis Costello, Bram Tchaikovsky, Tubeway Army and Liner from the UK; plus Cindy & Roy, Renaissance and Mingus Dynasty, three acts signed directly to the WEA International label for overseas distribution.

Acts on the Warner Bros. label to be spotlighted are Nicolette Larson, Sly Stone, The Dukes, Bonnie Raitt, Ashford & Simpson, Tom Johnson (ex-DooBies), Rose Royce, Carlene Carter, Rod Stewart, Fleetwood Mac, Neil Young and Funkadelic.

Elektra/Asylum acts tentatively scheduled for presentations on the roadshow include Jackson Browne, Harry Chapin, Eagles, Richie Furay, Richie Havens, Oregon, Stella Parton, John Prine, Patrice Rushen, The Shoes, Simms Bros., Lenny White, Warren Zevon, Jerry Jeff Walker, The Cars, Friendship, David Gates, Louise Goffin, Andrew Gold, Night, Pointer Sisters, Eddie Rabbit, Carly Simon, Tom Waits and Wowii, plus excerpts from the "Apocalypse Now" soundtrack featuring the Doors.

Atlantic acts scheduled to be highlighted on the roadshow include Sister Sledge, Foreigner, AC/DC, Leif Garrett, Yes, Steve Howe, Bette Midler, Manhattan Transfer, Chuck Berry, Pete Townshend, Dave Edmunds, Bad Company and Led Zeppelin.

Back Street Moves

LOS ANGELES — Bambi Byrens and Terrence Quinn have moved their Back Street Management firm to larger offices at 9229 Sunset Blvd. in Los Angeles. The new phone number is (213) 550-1216.



AAMES ROCKS ON LORIMAR RECORDS — Willie Aames, co-star of the Lorimar/ABC-TV series "Eight Is Enough," recently signed an exclusive recording contract with Lorimar Records. Aames is currently cutting a rock 'n' roll LP for the label, which is distributed by CBS, with Bones Howe producing. The LP is slated for fall release. Pictured at the signing are (l-r): Joel Cohen, manager; Jay Levy, general manager, Lorimar Records; Aames; and Bones Howe.

Bandleader Kenton Dies At Age 67

LOS ANGELES — Stan Kenton, renowned jazz bandleader and composer who first rose to prominence in the 1940s, died Aug. 26 at Midway Hospital in Hollywood. He was 67.

Kenton died following a stroke suffered Aug. 17. He was admitted to Midway shortly thereafter.

A two-time Grammy winner, for his "West Side Story" LP in 1961 and "Adventures In Jazz" in 1962, the Wichita, Kan.-born musician, who played piano as well as arranging and composing, began his career as a bandleader in 1941. His early affiliation with Columbia Records produced such recordings as "Eager Beaver" and "Artist In Rhythm," which was based on a Ravel composition and became the band's theme.

Throughout the 1940s, the band featured a number of top female vocalists, including Anita O'Day and June Christy, but in 1947 and '48, Kenton began to pursue a more progressive direction, which won him the *down beat* magazine awards for those years as the top big band.

After experimenting with a 40-piece orchestra and dubbing his new symphonic sound "innovations in modern music," Kenton mixed both avant-garde and traditional jazz, leading to his organization of the L.A. Neophonic Orchestra in the mid-1960s, which became the resident band at the Los Angeles Music Center for two years and featured guest performances of Miles Davis, George Shearing, Dizzy Gillespie and others.

In 1970, Kenton left Columbia to form his own Creative World label, which became a direct mail outlet for his recordings, as well as those by many other jazz artists. He also became more heavily involved in jazz education, and by 1975 was conducting more than 100 clinics annually at college campuses across the country.

The bandleader was awarded a Doctorate of Music from Villanova, in addition to a Doctorate of Humane Letters from Drury College, and the Stan Kenton Orchestra was named Jazz Band of the Year by the Society for the Appreciation of Big Bands in 1974.

Kenton also produced an hour-long TV special in 1968, entitled "A Crusade For Jazz," and an educational film in 1969, "The Substance of Jazz."

He was married three times and had three children, a daughter, Leslie, by his first wife, Violet; a son, Lance, and a daughter, Dana, by his second wife, Ann Richards, who was also a singer at one time in his band.

EAST COASTINGS

PURE PULP FOR MUSIC PEOPLE — In case you haven't heard, there's a new paperback book out that's supposed to blow the lid off the record business. Although "Triple Platinum" is a work of fiction, it obviously draws heavily on the *roman a clef* school of writing, which, for insiders of course, makes it all the more fun. The author is **Stephen Holden**, a free-lance critic who also had limited experience as an A&R man at RCA Records. Holden is best known for his lofty, intellectual analysis of rock and roll as a reviewer for *Rolling Stone*; therefore, it's surprising to see him descend into the steamy, cliché-ridden world of potboiler paperbacks. But descend he does, and the results are decidedly mixed. Much of the dialogue, unfortunately, is awkward and unbelievable, and the story itself hinges on one plot twist that seems to be carried out by the author



CELEBRATING IN HEAVEN — After the opening show of a week-long stint at Toronto's O'Keefe Center, Casablanca Record and FilmWorks recording artist Cher was honored with a party at the Heaven Disco. Pictured at the party are (l-r): Tim Harrold, PolyGram Canada president, and Cher.

with little enthusiasm or conviction. And although sex and drugs are certainly *de rigueur* for the mass market paperback genre, Holden's inclusion of them seems dutiful rather than inspired. But "Triple Platinum" is, despite its pulp-cliche trappings, a cold, penetrating look at how some parts of the music business really work, and, for the most part, the author knows what he's talking about. His descriptions of decadent parties and veteran record biz types are particularly accurate, savagely so. Though it is sometimes clumsy, this book nonetheless deserves a place on the shelf as a bleak primer for the fast life in the business of selling music.

NEWS CRUISE — **Meat Loaf** will begin filming "The Roadie," wherein he plays the roadie and **Jackie Gleason** plays his father . . . **Robert Stigwood** has plans to anchor his yacht in the New York harbor next year and personally supervise four movies which RSO will film in New York City. The tentative titles are "Times Square," "The Fan" (taken from the book of the same name), "Angel," filmed in Harlem, and "Stayin' Alive," which will be written by "Saturday Night Fever" veteran **Norm Wexler** . . . A double-live **Teddy Pendergrass** LP by Christmas?

. . . A new **Rolling Stones** album by Christmas? Could be, but **Mick Jagger** (who is sporting a full beard these days) and cohorts are still recording in Paris . . . There are reports that the price tag so far on recording costs for the next **Pink Floyd** album is nearing a cool one million dollars. Who's paying, many folks wonder . . . Columbia Records will soon be out with albums by **Janis Ian** and **Leonard Cohen**, who has not been heard from in quite a while. **Cornell Dupree** reportedly is suing **Roberta Flack** Enterprises because of injuries sustained when he was a passenger in a car Flack was driving that hit the wall on the Triborough Bridge in 1972 . . . **Burt Bacharach** and **Paul Anka** are working together on writing projects for motion picture scores and a possible Broadway musical . . . **Felix Cavaliere** is coming out with a self-produced album on Epic that includes a version of the old **Rascals** hit, "People Got To Be Free" . . . **Larry Coryell** is cutting an acoustic album for Arista at Soundmixers Studio. **Mike Cuscuna** is producing.

MARY WILSON IS BACK — **Mary Wilson**, an original member of the Supremes, has cut her first solo album for Motown. She premiered her stage act at New York, New York last week and she'll take her show to Europe on Sept. 12. While visiting **Cash Box**, she described herself as "basically a ballad singer," although some disco cuts are included on her album. But, she says, that's really nothing new. "I firmly believe," she stressed, "that disco has been done by Motown for years." And the transition from back-up singer to soloist, she says, hasn't been difficult. "It's really no different if you've had the stage experience. There's just more words to learn." But there have been painful transitions in her life, and she admits that "leaving the Supremes was the hardest thing I had to do. I was very proud of that tradition, it was like the **Beatles**, and I'll always be proud of it." As a result, she's going to include a retrospective of Supremes songs in her concerts.

FILM NEWS — To film concert footage for the "Jazz Singer," **Neil Diamond** has slated a short concert tour for this fall. Several of the shows will be recorded for the EMI Production . . . If you think the **George Harrison**-financed "Life Of Brian" is having problems with church groups calling the movie "blasphemous," wait until **Marty Feldman's** "In God We Trust" hits the big screen. Among the controversial material in "In God" reportedly is a scene where a bill is presented for the "Last Supper." The bill is itemized and lists gefilte fish for 11, and four pork chops for Judas.

LIVE ON STATE — "The Reunion Concert," a 10th anniversary Woodstock reunion, will be held Saturday, Sept. 8 at Parr Meadows on Brookhaven, Long Island, which is about 60 miles outside New York. **Steve Stills**, **John Sebastian**, **Rick Danko**, **Country Joe**, **Canned Heat**, and **Paul Butterfield** will be there . . . **Earth, Wind and Fire** will play the Garden Oct. 5 . . . **The Chieftains** are set to perform at the outdoor Papal Mass that will be celebrated Sept. 29 at Phoenix Park in Dublin. Security for the event will be extraordinary because of the recent IRA terrorist killings, but **Pope John Paul II** has vowed to make the pilgrimage, regardless . . . Another unusual venue: **The Mighty Clouds of Joy** booked at the White House in September. Who books that place, anyway? . . . To help translate material from "Quadrophenia," **The Who** will bring along **Howard Casey** (saxophone), **Reginald Brooks** (trombone), **David Caswell** and "Rabbit" **Bundrick** (keyboards) for their dates in New Jersey and New York . . . There's an all-star lineup of country music at Ford's Theatre in Washington Oct. 2. NBC-TV is filming the show for the "Big Event." Among the performers are **Eddie Rabbit**, **Dolly Parton**, **Charlie Rich**, **Freddy Fender** and **Johnny Cash** . . . **Dizzy Gillespie** and **Panamla Francis** and his **Savoy Sultans** will perform at the AMC Cancer Center dinner honoring **Neshui Ertegun** at the New York Hilton Oct. 5 . . . **Ian Hunter** has a live album coming.



THE HAWK FLYS ON UA — Veteran rocker **Ronnie Hawkins** (r), who discovered **The Band**, among others, signed with **United Artists Records** recently. His debut LP for the label, "The Hawk," has just been released. Shown with him in the studio are **Don Grierson** (l), vice president of A&R for EMI-America/United Artists and producer **Keith Allison**.

charles paikert

URGENT
IMPORTANT

TO: THE TRADE

SUBJECT: Country Music Special

Advertising deadline: September 28, 1979

Issue date: October 13, 1979

CASH BOX is country music . . . and the most widely read trade in Nashville. Week in, week out, CASH BOX is #1 — especially during Country Music week. And the 1979 CASH BOX COUNTRY MUSIC SPECIAL is the advertising vehicle that is read first by industry folks from around the world.

Last October, the CASH BOX COUNTRY MUSIC SPECIAL set a new industry standard in terms of size and depth of coverage. This year's blockbuster issue will be even better. Among the highlights:

- ★ A salute to Country Artists past, present and future.
- ★ The CASH BOX Annual Country Music Awards.
- ★ Country Music: The Year In Review.
- ★ Up-to-date listing of Artist Managers and Booking Agents.
- ★ Label-by-label summary of company activities.

CASH BOX COUNTRY MUSIC SPECIAL 1979. A complete report on the year in country music. The one the industry turns to first. Don't miss this advertising closing date and be left out of the most important issue of the year. Reserve ad space now by contacting:

Marv Dorfman
6363 Sunset Blvd.
Suite #930
Hollywood, Ca. 90028
(213) 464-8241

Jim Sharp
21 Music Circle, E.
Nashville, Tn. 37203
(615) 244-2898

J.B. Carmicle
119 West 57th St.
N.Y., N.Y. 10019
(212) 586-2640



Derek Green

Green Promoted To Sr. VP Post At A&M Records

LOS ANGELES — Derek Green has been named to the positions of senior vice president and director of artist development and talent acquisition, Europe, for A&M Records.

Formerly the managing director of A&M in the UK, Green has been with the company for 10 years. Assigned to the London office, Green will be responsible for acquiring and developing new artists and maximizing the potential of the existing roster.

Green will also name his successor to the managing director post for A&M UK in the near future.

Commenting on the appointment, A&M chairman Jerry Moss said, "I am delighted to have our association with Derek Green complemented by his assuming an even greater role in our company's direction and management. Derek has been the dynamic force in directing our British company with style, taste and a great sense of integrity. His new involvement with us makes our future glow even brighter."

E/A To Release 10 LPs This Month

LOS ANGELES — Elektra/Asylum Records plans to release 10 new LPs during the month of September, highlighted by the soundtrack album for Francis Coppola's film, "Apocalypse Now," which ships Sept. 5.

The two-record set for the soundtrack features The Doors' "The End," an instrumental score written by Coppola and composer-father Carmine Coppola, "Susie Q" by Flash Cadillac and Richard Wagner's "Ride Of The Valkyries," as well as narration and dialogue.

Producer David Rubinson collaborated with Coppola on mixing and synchronizing the music, in addition to contracting the musicians to "realize" the Coppolas' compositions.

E/A has also scheduled five country albums for release during the month, including "Best Of" packages from Vern Gosdin and Stella Parton, the self-titled Elektra debut of Sonny Curtis, "The Real Tommy Overstreet" and the debut LP from Nashville songwriter Dennis William Wilson.

New pop releases for the label will include a two-record live set by Harry Chapin, a new studio album from Richie Furay and the self-titled debut from The Simms Brothers Band. In the jazz fusion vein will be "Hammer," Jan Hammer's second LP for E/A.

Singer Eberle Dies

LOS ANGELES — Vocalist Ray Eberle, featured in Glen Miller's 1930s and early '40s bands, died Aug. 25 at the age of 60. He is survived by six children, as well as four sisters and three brothers.

A&M, IRS Set Release Date For New Wave Discs

by Richard Imamura

LOS ANGELES — First product from the recent distribution deal between A&M Records and the International Record Syndicate, Inc. (IRS) of New York has been scheduled for USA release Sept. 25. An umbrella organization representing numerous British punk and New Wave labels, IRS will make available much product that had previously been confined to import status.

Singles set for the first release date include "Everybody's Happy Nowadays" by the Buzzcocks, "He's Frank" by the Monochrome Set, "You Can Borrow My Car" by the Necessaries, "Ain't That A Shame" by Brian James and "Innocent" by Fashion.

Albums to be released Sept. 25 will be "Singles Going Steady" by the Buzzcocks, "Product Perfect" by Fashion and "Live At The Witch Trials" by The Fall.

"This will be the first any of these artists will be available in America on a mass level," said Jay Boberg, IRS west coast vice president. "The many different labels under the IRS umbrella are so small that none of them could individually market and distribute their product here on the scale we plan."

Noting that IRS will press and produce the product in the USA, Boberg went on to add that an IRS logo will be used instead of the original UK logos. At the present time, Illegal Records, Rough Trade Records, Industrial Records, Step Forward Records, Deptford Fun City Records and Fashion Music of the UK and the American-based Spy Records have agreements with IRS.

"We have a lot of singles releases,"

(continued on page 25)

MCA To Release 5 LPs In Early September

LOS ANGELES — During the first half of September, MCA Records and two MCA distributed labels, Backstreet and Montage, will release five new albums. Heading the list will be the debut album on MCA by Bottles, comprised of lead singer, rhythm guitarist and bassist Peter Bayless and lead guitarist, drummer and pianist Jeffrey Levy, who also produced the self-titled LP. The first single from the rock album, "I Don't Wanna Be Your Man," has already been shipped.

Also on tap is another debut, by the rock quartet Storm, featuring lead singer Jeanette Chase, aimed at both AOR and Top 40 radio audiences. The band's LP is also self-titled. The first release on MCA's Backstreet label is from the Washington, D.C. trio Tears, whose '60s-influenced urban rock is also oriented towards AOR and Top 40.

MCA will ship a new John Conlee LP this month as well. Entitled "Forever," the album follows up his last C&W hit record, "Rose Colored Glasses," and three Top 5 country singles.

Lastly, the debut album on MCA/Montage by the quintet Kid Brother will be shipped this month. Radio buys in major markets will accompany all MCA releases, as well as flights of trade and consumer press advertising.

Ray Leaves Cream, Forms New Corp.

LOS ANGELES — Eddie Ray has resigned as vice president and general manager of Cream/Hi Records' Memphis operation. He will return to Los Angeles where he will begin duties as president and co-owner of a multi-industry corporation which will focus on real estate investments. The corporation will also have a music production, publishing and management division.

WHO DOES LIKE MONDAYS? — Attorneys for Brenda Spencer, the San Diego teenager accused of murdering two people and wounding eight children and a policeman, and who later said she went on the shooting spree because "I don't like Mondays", have set off a mini-controversy by trying to suppress the **Boomtown Rats** single "I Don't Like Mondays." One lawyer said the song "adds fire to a very volatile situation. It makes fun of a tragic case. And it's damaging to the case." The trial is set to begin in October, a few weeks after Columbia is expected to release the single, which rose to #1 on the English charts. "You cannot stop tragedy from being part of the human experience and you cannot stop people writing about it," replies **Bob Geldoff**, the Rats' lead singer/songwriter. "If you were to ban tragedy from the Arts, there would be no Shakespeare, no love stories, and no Blues. 'I Don't Like Mondays' does not exploit the tragic circumstance of the San Diego incident. It is an attempt to understand why it happened." Meanwhile, WPIX-FM/New York has the import version of the song in heavy rotation already, and a video of the song is set for the second show on "Juke Box" this fall. A quick look at the song's lyrics seems to support the Rats' case. Popular music will certainly suffer if sensitive subjects are kept from its reach, and so will our standard of freedom of speech.

BREAD & ROSES III — Fantasy Records, which is just now releasing a two-album set from the first Bread & Roses Festival of Acoustic Music in 1977, is reportedly planning to record the 1979 festival Oct. 5-7 at UC Berkeley's Greek Theatre. National Public Radio will air two hours of the show each day and the music will also be brought into the California prison system as well. The lineup of talent is as follows: Oct. 5 (7 p.m.) — **David Crosby, Kris Kristofferson, Chick Corea, the Roches, Hoyt Axton, Norton Buffalo**; Oct. 6 (1 p.m.) — **Pete Seeger, Joan Baez, Paul Siebel, the Chambers Brothers, Leah Kunkel, John Hammond**; Oct. 7 (1 p.m.) — **Peter, Paul & Mary, Graham Nash, Flora Purim, the Persuasions, and the New Generation Singers**. For information, call (415) 381-0320.



MAGNIFICENT DUET — RCA recording artist Dolly Parton, one of the top female country singers, took time off from her recent tour of Japan to visit with Pink Lady, that country's top female pop duo. Pictured are (l-r): Mie of Pink Lady, Parton and Kei of Pink Lady.

will lead the course, which will also feature guest speakers from the major labels. The course meets Wednesday nights, Sept. 19-Nov. 7. . . Other classes of interest to the industry include "Record Production: The Process of Creating the Product", Thursday nights Sept. 20-Dec. 6 taught by **Nikolas Venet**; "Personal Management — Dynamics of Career Development," one day only, Sept. 22, lead by **Ron DeBlasio**; and "1979 Entertainment Tax Institute," one day only, Oct. 27, co-chaired by attorneys **Daniel Alef** and **Arnold Kassoy**. For further information, call (213) 825-9064 or 825-7031 for the tax course.

ARTISTS IN ACTION — **Rod Stewart's** first TV special, "Tonight's The Night For Rod Stewart," will air Nov. 23 on NBC. Concert footage, guest appearances and a segment on Rod's rise to stardom will be included. . . ELO leader **Jeff Lynne** has pacted with Universal Pictures to write five songs for "Xanadu," the movie set to star **Olivia Newton-John**. . . The first "Jumbo Jet Jam" was held recently when **Bev Bevens, Al Stewart**, their wives and **Donovan** found themselves together on a British-bound plane. The sound was reportedly quite good, considering that the instruments were silverware and salt and pepper shakers. . . **Waylon Jennings** makes a rare TV appearance Sept. 6 on "Today". . . **Teddy Pendergrass** co-hosts "The Mike Douglas Show" Labor Day. . . **Bob Welch** taped the "Midnight Special" recently, to air in the fall, and was joined by **Elvin Bishop, John Mayall, and Paul Butterfield** during a show-closing jam. . . Also hosting an upcoming "Midnight Special" was the **Little River Band**, joined by Capitol stablemate **Moon Martin** for a show to air Sept. 7. . . **Joni Mitchell** is among the list of prominent women now writing 10-minute screenplays for a movie anthology about women, love and sex. . . Infinity recently presented **Blue Steel** at S.I.R. Studios/Hollywood and recorded the show for its radio "Live Concert Series". . . Another L.A. band creating a buzz in town is **Chaser**, managed by former Chrysalis publicity director **Rick Ambrose**. The band is unsigned — as yet.

CARAEFF MYSTERY SOLVED — Last week we reported the alleged disappearance of cover artist **Ed Caraeff**, but his friends and admirers need not worry. According to his lawyer, Caraeff has merely severed ties with his former business partner and placed his equipment in storage. He's recently completed cover art for **Kenny Loggins** and **Chaka Khan and Rufus** as well as a couple of book covers and is still very much in business. Ed can be reached through his service at (213) 276-4409.

COMING RELEASES — With **Led Zeppelin's** "In Through The Out Door" already creating the kind of retail action the industry has been lacking all year, Atlantic should be doing some great business in the coming months. **Foreigner's** "Head Games" will be out this month. . . The first single off **Blondie's** "Eat To The Beat" is "Dreaming". . . Chrysalis also has **Jethro Tull's** "Stormwatch" set for Sept. 14. Tull will have a new bass player on its fall tour; **Dave Pegg** of Fairport Convention replaces **John Glasscock**. . . And Chrysalis is looking forward to the New Year's release of an album by **The Specials**, now recording in England with **Elvis Costello** making his debut as producer. The Specials' "Gangster" is currently Top 10 in the U.K. . . "I'm The Man" is the title of **Joe Jackson's** next LP, due Oct 10. . . "**Mott The Hoople: An Ian Hunter Retrospective**" is coming soon from Columbia. . . **Ian Matthews'** next LP is called "Siamese Friends". . . The **Ramones'** **Phil Spector**-produced album "End Of The Century" is almost complete and will include a cover of "Baby I Love You". . . Coinciding with early fall tour plans, the next **Police** album, "Regattadeblanc," will be out in mid-October. . . **U.K.'s** third LP, recorded live in Japan, will be released late this month. It's called "Night After Night". . . **Jeff Baxter** and **David Lindley** guest on **Leo Sayer's** "Here," due shortly. . . **Al Jarreau**, **George Duke**, and, of course, **Airto Moriera** appear on "Carry On," **Flora Purim's** Sep-

(continued on page 45)

IDENTIFY YOURSELF — The O'Jays — Philadelphia International FZ 36027 — List: 8.98 — Bar Coded

Sammy, Eddie and Walter still run rings around most of the R&B competition, and that platinum O'Jays sound can be heard in all its glory on "Identify Yourself." All the usual ingredients are present — Gamble and Huff songs and Don Renaldo's horns and strings. The LP is destined to remain high on the charts for months to come. "Sing A Happy Song," and a classic Thom Bell song, "One In A Million (Girl)," are the ones to listen for on this LP.

SATISFIED — Rita Coolidge — A&M SP-4781 — Producer: David Anderle and Booker T. Jones — List: 7.98

Lovely Rita's soothing voice is augmented by a superior studio band and an all-star cast of background singers, i.e. Michael McDonald on "Satisfied." Booker T's sympathetic production and concise arrangements are perfectly suited to the songbird's "pure as the driven snow" vocals. "Let's Go Dancin'," a hot disco number, and "Can She Keep You Satisfied," a thought-provoking R&B/blues ballad, are two of the highlights on the LP. This album should find acceptance in several different formats.

FENETIKS — Jules and The Polar Bears — Columbia JC 36138 — Producers: Stephen Hage and Jules Shear — List: 7.98

Jules Shear is an original. His spirited vocals and catchy pop hooks blow a cool breeze on the current rock 'n' roll desert. His vocals are filled with a natural, youthful emotion and the Polar Bears are an economical musical vehicle. The frenzied "All Caked Up" and the pensive "What Do You Belong To" are the key cuts on this superb follow up to last year's debut. If the hooks and melodies aren't enough to keep the listener busy, the lyric sheet will.

DON'T LET GO — Isaac Hayes — Polydor — PD-1-6224 — Producer: Isaac Hayes — List: 7.98

The king of fully-orchestrated R&B makes a strong comeback on "Don't Let Go." The title cut is a simmering symphonic disco/funk treatment of the old Presley song, and is destined to become a Hayes classic. The rest of the LP is filled with slow-burning funk ballads and Memphisized disco infernos. Palumu, Towles and Williams make the wah wah sound an art form on this LP. Suited to disco, B/C and Top 40 formats.

JOE'S GARAGE ACT I — Frank Zappa — Zappa Records SRZ-1-1603 — Producer: Frank Zappa — List 8.98

The unpredictable Mr. Zappa has finally gotten his wish, and now has his own label. The first fruit from Zappa Records is one of the best LPs that this mother of invention has put out in a long time. Frank is at his most bizarre musically and lyrically and the first LP of this three-album concept piece has a continual Looney Tune feel to it. Zappa has one of the largest musical vocabularies of any modern day musician and he exercises it freely on "Wet T-Shirt Nite," "Catholic Girls" and "Why Does It Hurt When I Pee."

THE DAY THE EARTH CAUGHT FIRE — City Boy — Atlantic SD 19249 — Producer: Robert John Lange — List: 7.98

With the sterling production expertise of Robert John Lange behind them once again, and a parcel of newer, stronger self-penned originals, City Boy seems to be making their strongest bid for AOR acceptance to date. Their last charting single, "5-7-0-5," only hinted at the diversity offered on this release: full-tilt rockers, funkified mid-tempo stuff and the odd stirring ballad. A definite natch for AOR and Top 40.

PARTY GIRL — Pattie Brooks — Casablanca NBLP 7158 — Producer: Bunny Sigler — List: 7.98

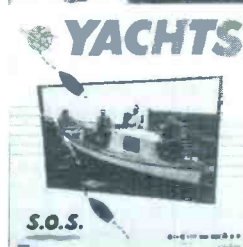
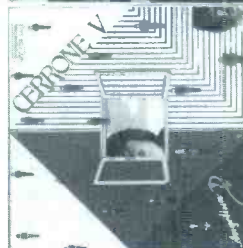
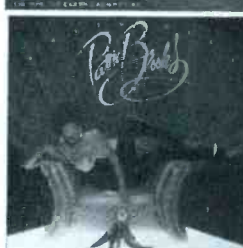
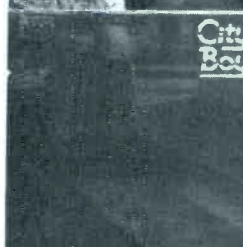
Instant Funk provides the sleek disco sound and the title cut on this LP should be a smash with the dancin' crowd. Brooks' passionate vocals have more feeling than just about anybody in the field today, and the background vocals are mixed up front so they perfectly accent the shimmering lead voice. "My Heart Belongs To You" and "If You Are My Man" are also top cuts. Bunny Sigler's production work is an added plus.

HI — Elizabeth Barraclough — Bearsville BRK 6992 — Producer: Willie Mitchell — List: 7.98

Barraclough possesses a tough mama, bluesy style that is somewhat reminiscent of Bonnie Raitt. Her gritty vocals are perfectly suited to the R&B rock sound she has been given by producer Willie Mitchell. The hard rockin' "Devil At The Door," the sexy "How Come," and "Bird In A Cage," a plaintive acoustic ballad, are the songs to listen to on this fine album. For AOR and A/C formats.

NO CAUSE FOR ALARM — Violinski — Jet JZ 36133 — Producer: Kaminski, Marcangelo and Hodgson — List: 7.98 — Bar Coded

This offshoot of ELO is led by violinist extraordinaire Mik Kaminski. While the busy ELO sound permeates much of the material here, the band infuses its symphonic rock with more of a hard rock punch. The sci-fi oriented title cut and the epic "Cow Caped Crusader" are the highlights on this sophisticated pop record. This is an admirable first solo project and principals Kaminski, Marcangelo and Hodgson should be congratulated.



PRIORITY — Pointer Sisters — Planet P-9003 — Producer: Richard Perry — List: 8.98

The Pointer Sisters struck gold last time with a contemporary rock classics formula, and this effort is a bolder step into familiar waters. The girls deliver passionate rock rave-ups of Springsteen's "She's Got The Fever," Robertson's "The Shape I'm In" and Richard Thompson's "Don't Let A Thief Steal Your Heart." A superb studio unit led by "Dirty Waddy" Wachtel fuels the Pointers' fiery harmonies. Suited to a vareity of lists.

THIGHS AND WHISPERS — Bette Midler — Atlantic SD 16004 — Producer: Arif Mardin — List: 8.98

The Divine Miss M. attempts another "Boogie Woogie Bugle Boy" with the first cut on her new LP, "Big Noise From Winnetka," and she succeeds with the '40s chestnut. "Thighs and Whispers" display her true versatility as she sails through a mixed bag of styles including disco, soft piano ballads and A/C oriented songs. Bette fares best on James Taylor's "Millworker" and a disco parody entitled, "My Knight In Black Leather."

EVE — The Alan Parsons Project — Arista AL 9504 — Producer: Alan Parsons — List: 8.98

Parson's brand of easy-listening prog-rock is a studio wonderment. The hypnotic, synthesized rhythms and dynamic orchestration that characterize the patented Parsons sound is at its most commercial on "Eve." A variety of male and female lead singers give the new LP a more disjointed feel than his past concept works, but at the same time, give the Project a chance to show how multi-talented it is. "Don't Hold Back," and "Damned If I Do" are the best cuts.

CERRONE V ANGELINA — Cerrone — Atlantic SD 19250 — Producer: Cerrone — List: 7.98

This French producer/artist has come up with one of the most engaging rock'n' roll disco records ever this time around. Cerrone's "sounds like it was recorded underwater" production work and his entrancing compositions and arrangements are given a shot of hot rock by guitar wizard Jeff "Skunk" Baxter. Baxter is totally at home in the sophisto-disco atmosphere, and his lead on "Living On Love" is a genre classic. The LP is perfect for dancers who like a little musical substance in their disco music.

YACHTS — Polydor PD-1-6220 — Producer: Richard Gottehere — List: 7.98

The Yachts have it all. Few quartets currently rocking out on record contain as much track for track creative excitement and energy as do these members of England's Radar Records fraternity of men. Strong, yet compact guitar playing coupled with nimble jabs and thrusts on organ, in turn layered over a rhythmic bass/drums foundation rivaling Costello's Attractions, are the band's instantaneous musical knock-out punch. And if this isn't enough of a listening thrill, the lyrics are an astounding assortment of lucid poetry.

EUCLID BEACH BAND — Epic JE 35619 — Producer: Eric Carmen — List: 7.98 — Bar Coded

The Euclid Beach Band's debut release is chock full of the kind of sugar-coated pop tunes that used to drive the Tiger Beat crowd wild. Eric Carmen, in a producing role here, leads the boys through a slick, sweet collection of upbeat rockers that should please the teens. "There Is No Surf In Cleveland," a Beach Boys homage, and "End Of The World," a classic Carmen ballad, are the gems on this LP.

TRANSFER STATION — Fotomaker — Atlantic SD 19246 — Producer: Barry Mraz — List: 7.98

Fotomaker has produced two excellent albums of pop 'n' rock prior to this. With no tour and lack of airplay, Fotomaker has remained in the cult stage waiting for transfer. Now with "Transfer Station," Fotomaker has swung into a slick, smooth stage of development. Extremely tight, Firefall-like harmonies, and carefully crafted songs take this album a slight step over the rock/danceable pop line. All formats should finally take notice.

NO MORE LONELY NIGHTS — Blue Steel — Infinity INF 9018 — Producers: Noah Shark, Max & Blue Steel — List: 7.98

A strong debut from these mainstream rockers whose Noah Shark/Dwight Twilley/Shelter Studios involvement is an added plus to a record which has AOR acceptance stamped all over it. Tight playing and meaty vocalizing are apparent toe-tapping group mainstays. Cuts worthy of note are the title track, "Baby, You Can't Dance," "Twist One Up" and a tasty rendering of "Shark," a heretofore unrecorded Dwight Twilley composition.

DUNCAN SISTERS — EarMarc — EMLP 4001 — Producers: Ian Guenther and Willi Morrison — List: 7.98

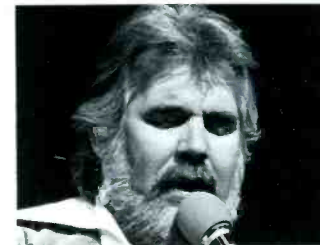
Although this is clearly a disco album, The Duncan Sisters' vocals are more akin to the classic female R&B vocal groups of yesteryear. Most of the songs are sung in duet form, and embellished by spacey synthesizer, steady rhythm kicks, punctuating horns and vibrant string fills. Top tracks on the first release for EarMarc include "You Give Me Such A Feeling," "Sadness In My Eyes" and "Rock Along Slowly."

FEATURE PICKS

FOREIGNER (Atlantic 3618)
Dirty White Boy (3:13) (Somerset Songs Publishing Inc./Evansongs Ltd. — ASCAP) (M. Jones, L. Gramm)
 A high-stepping bass line prods Mick Jones' fiery guitar chording to new heights on the first single from Foreigner's upcoming set, "Head Games." Lou Gramm's piercing vocals scratch and claw their way through this bone-crunching rocker, which should rapidly return the band to the Top 40 airwaves. Right at home on AOR as well.



KENNY ROGERS (United Artists UA-X1315-Y)
You Decorated My Life (3:37) (Music City Music, Inc. — ASCAP) (D. Hupp, B. Morrison)
 Rogers' smooth, sincere vocal reading here is once again up to his usual high standards, creating a sense of warmth and intimacy shared by few contemporary performers in any musical genre. The instrumental crescendos which adorn the singer's dulcet tones are also honest, lacking the melodramatic overkill on many ballads today. A hit for several formats.



SUZI QUATRO (RSO RS 1001)
I've Never Been In Love (3:00) (Big Neck Music-ASCAP) (M.A. Connell)
 The first single from Suzi Quatro's upcoming LP, "Suzi . . . And Other Four Letter Words," finds the petite songstress moving back into a harder pop-rock mode on this cut from L.A.-based group The Heaters. Boogie-woogie piano drives the most infectious hook home, while a guitar bridge adds spice. A winner.



BRAM TCHAIKOVSKY (Polydor PD 2016)
Lady From The U.S.A. (3:26) (Tchaikovsky Music Ltd., adm. by Warner Bros., Inc. — ASCAP) (B. Tchaikovsky)
 Ex-Motor Bram Tchaikovsky and crew took pop programmers by surprise last time around, as "Girl Of My Dreams" quietly crept into the Top 40. This track, from the "Strange Man, Changed Man" LP, sparkles with vibrant harmonies and an easy delivery which could just as easily appeal to Top 40 audiences. A sleeper with a great hook.

NEIL YOUNG (Reprise RPS 49031)
Rust Never Sleeps (Hey Hey, My My (Into The Black)) (3:40) (Silver Fiddle-BMI) (N. Young)
 Young and his backup group, Crazy Horse, make a challenging musical and lyrical statement here, as thrashing drums and brash fuzz guitar back this grinding three-chord rocker. From the Top 10 LP of the same name, this track has already received considerable AOR attention and could make for an unconventional add to adventurous pop lists.



SLY & THE FAMILY STONE (Warner Bros. WBS 49062)
Remember Who You Are (3:13) (Fresco Music — BMI/Bubba Music — ASCAP) (S. Stewart, H. Banks)
 Sly has returned with a smooth, slithering mixture of bluesy funk and pop on his first single from the aptly-titled "Back On The Right Track" LP, which is due out shortly. Snakey, solid rhythm section backs a sharp horn arrangement and jazzy guitar, as Sly growls and glides through the hook.



BROOKLYN DREAMS (Casablanca NB 2209)
Your Love's So Good To Me (3:27) (Starrin Music Publ. Corp./Earborne Music/Sweet Summer Night Music — BMI) (B. Sudano, D. Summer)
 The Dreams find a most pleasing balance between the snappy beat of disco and pop vocals and harmonies, which here sound amazingly similar to the Doobie Brothers'. The addition of Jeff "Skunk" Baxter on guitar, dealing out a few popping hot licks, should make this track most palatable to Top 40 audiences.



FRANCE JOLI (Prelude PRL-8001)
Come To Me (4:05) (Cicada Inc. — PRO/Trumor Inc. — BMI) (T. Green)
 Young Joli has been making a heavy impact on the disco world with this intriguing mix of pulsing disco and Donna Summer-like ballad intro, with pop radio action now mounting on this cut as well. Tony Green's arrangements are luscious.

SINGLES TO WATCH

WET WILLIE (Epic 9-50760)
Ramona (3:47) (Infinity Music/Baklava Music-ASCAP) (J. Droukas)
 Wet Willie follows up their last Top 30 single, "Weekend," with a cut that has all of the flavor of a hot mariachi band in full swing, brought out by castinets and a sassy horn section. Full vocals and neat lyrics make this a perfect Top 40 add.
QUEEN (Elektra E-46532)
We Will Rock You (3:07) (Queen Music Ltd./Beechwood Music Corp.-BMI) (B. May)
 This track, formerly featured in its studio version on the "News Of The World" LP, moves harder and faster on this pummeling re-working off of the "Live Killers" album. Brian May's supercharged lead guitar licks wing through behind Freddy Mercury's pumping vocal.
SHALAMAR (Solar YB-11709)
The Second Time Around (3:40) (Spectrum VII/Rosy Music-ASCAP) (L. Sylvers, W. Shelby)
 From the "Big Fun" LP, this swaying concoction of soul, pop and disco has an immensely likeable melody line and superb vocals. The arrangements are right on. Check this one out.
THE ALAN PARSONS PROJECT (Arista AS 0454)
Damned If I Do (3:31) (Woolfson Ltd./Careers Music, Inc., adm. by Irving Music, Inc.-BMI) (E. Woolfson, A. Parsons)
 Parsons offers his usual array of sensual electronically-produced textures, via keyboards and synthesizer, easily matched here by Lenny Zakatek's floating vocals. From Parsons' new "Eve" LP, this track should build AOR and POP support.
GEORGE THOROGOOD (MCA MCA-41117)
My Way (1:56) (Warner-Tamerlane Pub. Corp./Hill & Range Songs, Inc./Elvis Presley Music/Gladys Music Co.-BMI) (J. Capehart, E. Cochran)
 Hip shakin', foot stompin' classic rock is served up on this short single, off of the "Better Than The Rest" LP, again showing Thorogood to be a faithful interpreter of rock roots, as he plays and sings with a very natural feeling for the music.

CAROLE KING (Capitol P-4766)
Time Gone By (4:13) (Colgems-EMI Music, Inc.-ASCAP) (C. King)
 Pop audiences, especially those who found King's past hits so affecting, should find this track much more suited to their tastes than her last single, the adventurous "Move Lightly." King's voice is back out in front, where it belongs, with easy backing.
HOTEL (MCA MCA-41113)
Hold On To The Night (3:50) (ATV Music Corp./Mann & Weil Songs, Inc./Blair Music/Bel Hop Music-BMI) (M. Phillips, B. Mann)
 Somber keyboards open up the second single from Hotel's current self-titled LP, building to a rousing crescendo with a warbling lead vocal. Subtle instrumental power, with a tasteful use of strings, should make this a tasty pop, A/C add.
JOHN COUGAR (Mercury R-202)
I Need A Lover (3:40) (G.H. Music, Ltd., adm. by H.G. Music, Inc.-ASCAP) (J. Mellencamp)
 From Cougar's current sleeper LP, this track comes in a long and short version, suitable for either AOR or pop programming. Cougar's gutsy, forthright vocals and lyrics are nicely backed by passionate guitar and a footstomping, hell-raising beat.
REO SPEEDWAGON (Epic 9-507064)
Easy Money (3:19) (Buddy Music-BMI) (G. Richrath)
 Gary Richrath's guitar explodes with pounding power-chording on this good-natured "samba-rocker," as REO mixes maracas and metal around Kevin Cronin's zesty vocal phrasing. From the "Nine Lives" LP, this should gain heavy AOR and pop play.
SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury 76007)
I'm So Anxious (3:02) (War Music/Amundo Music-ASCAP) (B. Rush)
 Group lead guitarist Billy Rush handles the songwriting chores on this first single from "The Jukes" LP, as Southside Johnny Lyons provides a heartfelt, slightly melancholy vocal. The Miami Horns blow to an anthemic arrangement. Perfect AOR, pop material.

DR. JOHN (Horizon HZ-125)
Keep That Music Simple (3:35) (Bootchute Music-BMI) (G. Daniels)
 Mac Rebennack, a.k.a. Dr. John, returns with an aptly-titled cut revolving round a funky, bass-driven beat, swelling organ, horns and the good Doctor's distinctive vocals. The surprise here is that this track could cross to B/C as well as pop. And thanks for the mention, Doc.
SCORPIONS (Mercury 76008)
Loving You Sunday Morning (3:59) (Summer Breeze Music-ASCAP) (R. Schenker, K. Meine, H. Rarebell)
 A bludgeoning bass line, stout drumming and a screaming echo lead guitar line punctuate the scorching lead vocals on this skin-tight edit from the "Lovedrive" LP. The German Scorpions show all the signs of heavy-metal success and this feels right for AOR.
CHAPTER 8 (Ariola 7763)
Ready For Your Love (4:30) (Woodsong Music/Chapter 8 Music/U.S. Arabella Music-BMI) (D. Washington)
 Lilting acoustic guitar, together with sinewy strings and horn punctuations, introduces this silky R&B number, reminiscent of George Benson's ballads. Getting good B/C adds already, this should easily please black music audiences.
JOEL DIAMOND EXPERIENCE (Casablanca NB 2211)
Music Machine (Harmonica Song) (3:25) (Silver Blue Music, Ltd.-ASCAP) (G. Nissenson, B. Baker, S. Love)
 Labeled "In and Out Song" on Diamond's self-titled LP, this gyrateing sexy disco number features an inviting mix of female lead vocals and a blasting male chorus. Diamond's harmonica hook is most unique and could prove to be offbeat pop pick.
PHILIP D'ARROW (Polydor PD 2007)
Same Kind Of Woman (3:53) (Man Made Music/Possessed Music-ASCAP) (P. D'Arrow)
 A bittersweet, tender ballad, this second single off of D'Arrow's self-titled LP should fare much better than "Burn The Disco Down." Glistering background harmonies, clicking woodblock and twangy guitar phrase create an after-hours bar feeling. For pop lists.

RADIO NEWS

AIR PLAY

CONFERENCE REPORT — Anti/Muscolo's fourth annual Northeast Secondary Radio Conference was recently held in Providence, R.I. Aug. 24-25. A larger than expected turnout of radio and record representatives from the New England states, Pennsylvania, New York and New Jersey helped to make this one of the more informative, valuable conferences this year.

The secondary and small market session, moderated by **Curt Hansen**, MD of **KC101**/New Haven, was particularly healthy in its examination of determining success in secondary markets, how to promote a station with little or no budget available, and the lack of women on the air and why. It's difficult to compete with the strong signals of a **WABC**/New York, **WRKO**/Boston or **WFIL**/Philadelphia, so a station's emphasis in smaller markets like Trenton, N.J.; Milford, Conn.; or Farmington, Me. must be geared towards strong community image and visibility. Playing good music the community wants to hear is part of it, but it also requires meaningful area news coverage and localized public service messages to hopefully keep listeners from straying to the stronger, larger market signals.

Inexpensive items like pens and lighters with the station's call letters or logo printed on them were suggested by **Randy West**, PD of **WFIL**/Milford, for those with a limited budget. Other suggestions were jock appearances in local shopping malls or concerts, and as much local press coverage as possible.

One irony concerning the lack of women on the air is that there is a lack of tapes, resumes, and applications from women being submitted to stations for prospective jobs.

MINORITIES AND WOMEN IN RADIO — The FCC is making no bones about coming down hard on those stations lacking minorities and women on their staffs. As the law stands, a station is guilty until proven innocent. There are stations trying to hire these



people, but can't seem to find them. Why is it hard to recruit minorities and women? This is a question that **KJR**/Seattle is actively seeking an answer and solution to. **J.J. Jackson** of **KJR** developed a station community project to find out what the problem was. "A Seattle station that was trying to recruit some of these people," Jackson explained, "went to some agencies and saw nothing but ineptness. Some of the applicants hadn't even worked college radio before."

Questionnaires were sent to station managers and programmers and it was generally reported that these people weren't applying for jobs because they assumed that they wouldn't be hired anyway, or would not follow up an interview because of what they felt was a

SWINGIN' SAMMYS — Capitol recording artist **Sammy Hagar** embraced old pal **Sam Bellamy**, program director at **KMET**/Los Angeles, while on a promotional visit in support of his new "Street Machine" LP. Pictured at the **KMET** studios (l-r) are: Hagar, Bellamy and **KMET** MD **Jack Snyder**.

poor initial reception.

From this community project a company has been born. Jackson & Jackson/Shorter, Pierce & Shorter, which has set up a clearing house to recruit these people. The company is a bank of employees ready to work for employees looking for minorities and women. Also from this company, will come a new national magazine entitled, "Who's Who In Broadcasting." The publication will interview programmers, station managers, etc., and focus on station needs and the type of employees they are looking for. Articles will also discuss training programs and available facilities, as well as explain FCC and EEO requirements and loopholes. Jackson said that the magazine will also be a vehicle for future employees needing counsel about markets, types of jobs available, and even how to prepare tapes and resumes, all free of charge. Persons interested in this service can write to Jackson & Jackson at P.O. Box 58164, Seattle, Wash. 98188 or call (206) 623-3189.

Jackson emphasized that he and his partners and **KJR** are not looking for profits. "This is a service that not only benefits a station's image, but will help people find jobs. With regards to the FCC and stations' problems in hiring minorities and women, you could call this preventive maintenance for the future."

TEENAGE HEARTTHROB — **WLAC**/Nashville DJ **Captain Sunshine** has become such a local heartthrob to the teeny-bopper set, he has had Captain Sunshine posters made up to be distributed in stores that will hopefully coincide with a possible record release. The Captain has made several appearances at fund raising and charity events. He is also **WLAC**'s promotional figure, driving their "Sunshine" van. Captain credits the people at **WLAC** for helping him in this endeavor, but **WLAC** is NOT backing him financially. How many jocks have their own poster out?

ROCK'S GREATEST HITS — **Kris Stevens Enterprises, Inc.** has completed a radio program special, "The Top 10 Hits of All Time," which spans the greatest era of rock music history-1955 to the present. Stories about the superstars, styles, will be sandwiched in and around a chronological countdown of the biggest records ever made. The 24-hour radio special will be marketed by **TM Special Projects** of Dallas, Tx.

STATION TO STATION — **WLIR-FM** and **WRCN-FM** broadcast live from Belmont Park, last Aug. 21, **WLIR-FM**'s "Party In The Park." The all-day concert was in honor of the station's 20th anniversary. The birthday line-up featured **Pure Prairie League**, **Earl Scruggs Revue**, **The Good Rats**, **The David Bromberg Band** and special guests, **Southside Johnny and the Asbury Jukes**. . . . Beginning in October, **WNEW-FM**/New York will be the new Gotham flagship station for Westwood One's "The Great American Radio Show," hosted by **Mike Harrison**. Westwood One president **Norm Pattiz** said the move from **WXLO**/New York is effective the first week in October, beginning Sunday the seventh. . . . Mercury recording artists **The Scorpions** taped an hour long broadcast live in Tokyo earlier this year which will be broadcast via tape over approximately 100 stations the week of Sept. 10. . . . On Aug. 26, **WMET**/Chicago presented "Whole Lotta Led," everything ever recorded by **Led Zeppelin** in alphabetical order. . . . Look for a number of live broadcasts featuring Capitol recording group **The Shirts** in the eastern part of the country during the next several weeks.

mark albert



LIVE RECORDING — *Infinity Records'* new rock and roll group, **Blue Steel**, did a live LP for *Infinity's "Live Concert Series"* while 250 radio, record and press guests listened at *S.I.R. Studios* in Hollywood. Pictured standing backstage are (l-r): **Jim Conlee**, **KHTZ**/PD; **Joel Newman**, *Infinity Associate director of national promotion*; **Alan Ostroff**, *Infinity director of merchandising*; **Bud O'Shea**, *Infinity VP and general manager*; **Brian Blatt**, *Intrepid Productions*; **Richard Bowden**, *Blue Steel*; **Peter Schwartz**, *Infinity local promotion manager*; and **Dean MacDougall**, *Intrepid Production*. Middle row, seated (l-r): **Jack Snyder**, *KMET*/assistant PD; **Marc Durham**, **Michael Huey**, both of *Blue Steel*. Pictured on the bottom row are (l-r): **Rick Swig**, *Infinity VP of field promotion*; **Hugh Surratt**, *Intrepid Productions* and **Leonard Arnold**, *Blue Steel*.

WDAS/Phila. Gets Distress Sale OK

by Joanne Ostrow

WASHINGTON, D.C. — Licenses of stations **WDAS-AM** and **WDAS-FM** in Philadelphia, owned by **Max M. Leon Inc.**, have been assigned by the FCC to black-owned **Unity Broadcasting Network-Pennsylvania Inc.**, under distress sale conditions.

Under the commission's distress sale policy, the station's current owner may sell the radio properties at below-market value to an applicant with "significant minority ownership." In that way the owner avoids a hearing on the issues leading to the license renewal challenge.

The **WDAS** case involved several charges related to "plugola," which have been dropped in light of the distress sale. While the FCC did not get involved in a detailed investigation of the charges, a bill of particulars on file in the case contains charges of employess of **WDAS-AM-FM** using station facilities to promote concerts, allegedly playing certain records in pursuit of private interests and otherwise using the airwaves for personal gain, contrary to FCC rules.

On March 1, the FCC designated **Leon's** licenses for hearing. A petition to intervene and another to deny the applications for license renewal were filed by **Concerned Communicators of Philadelphia**. Another petition to intervene was filed by **Unity Broadcasting**. The FCC rejected the petition to deny renewal, but allowed both groups to intervene, or participate, in the case. Later, **Leon** petitioned for special relief but the FCC broadcast bureau petitioned to deny that request. On August 2, the FCC adopted the renewal and assignment under the distress sale option and on Aug. 23 released the order.

Ohio Country Station Runs On Solar Power

LOS ANGELES — **WBNO-AM**/Bryan, Ohio, the first solar powered commercial radio station in America, officially went on the air Aug. 29. About 80% of the electric power required to run the 500-watt country formatted radio station is supplied by a photovoltaic power system. The apparatus was designed by the Massachusetts Institute of Technology's Lincoln Laboratory under contract from the U.S. Department of Energy.

Sullivan Accepts GM Post At KHTZ

LOS ANGELES — **Tim Sullivan**, **KHJ**'s vice president and general manager for the past six years, has accepted the position of general manager for **KHTZ-FM**/ Los Angeles, the soon to be acquired **Greater Media** property in the Los Angeles market.

"After seven years as GM, the decision to leave **KHJ** was a difficult one. However, the opportunity of joining an expanding, privately owned company and being able to share in the birth and development of a new radio station in Los Angeles is an exciting and most attractive career move that highly appeals to me," said Sullivan. "I have the highest respect for **Dwight Case** and the many professionals at **KHJ**. I will miss the people at **KHJ** and **RKO** and wish them the best of everything."

Background

Prior to coming to **KHJ**, Sullivan served as general sales manager of **KLAC** and vice president of **Metro Radio Sales**.

KHTZ, under its present owner **Storer**, recently acquired the **Top 40** format and staff of **KTNQ**/Los Angeles, which was transformed into a Spanish station by its new owners, **K-Love Broadcasting**. No format change has been announced by **Greater Media** as of yet.



PRIVATE PERFORMANCE — **Carolyne Mas** performed her debut *Phonogram/Mercury LP* at a private reception for New York retailers. Pictured above are (l-r): **Mas** and **Jim Kerr**, **WPLJ-FM** DJ.

TOP FM ROTATION

TW	LW	WKS	TITLE	ARTIST	LABEL	TOP 200 POP	PRIME CUTS
1	25	2	In Through The Out Door	Led Zeppelin	Swan Song	1*	Various
2	2	11	Candy-O	The Cars	Elektra	3	Let's Go, All I Can Do, Night Spots, Title, Dangerous
3	1	11	Get The Knack	The Knack	Capitol	2	My Sharona, Selfish, Good Girls, Let Me Out
4	3	8	Secrets	Robert Palmer	Island	20*	Bad Case, Jealous
5	4	8	Low Budget	The Kinks	Arista	16	Superman, Gallon Of Gas, Emotion, Falling, Title
6	6	10	Labour Of Lust	Nick Lowe	Columbia	36*	American Squirm, Cruel, So Fine, Skin Deep, Switchboard
7	5	8	Rust Never Sleeps	Neil Young	Reprise	12	Powderfinger, Welfare, Black, Sail Away
8	27	2	Slow Train Coming	Bob Dylan	Columbia	42*	Gotta Serve, Gonna Change
9	7	4	First Under The Wire	Little River Band	Capitol	10*	Lonesome Loser
10	10	5	Fickle Heart	Sniff 'N' The Tears	Atlantic	60*	Driver's Seat
11	8	24	Breakfast In America	Supertramp	A&M	4	Logical Song, Goodbye, Darling, Title
12	9	13	Discovery	ELO	Jet	6	Shine, Don't Bring
13	11	9	Mirrors	Blue Oyster Cult	Columbia	66	In Thee, The Storm, Teardrops, Dr. Music
14	15	4	Highway To Hell	AC/DC	Atlantic	48*	Title, Bush, Shot Down, Prowler
15	18	5	The Jukes	Southside Johnny	Mercury	49*	Last Night, Everything
16	12	11	Communique	Dire Straits	WB	57	Writer, Angel, Sailor
17	14	18	Million Mile Reflections	Charlie Daniels Band	Epic	11	Passing Lane, Reflections, Georgia
18	28	2	Street Machine	Sammy Hagar	Capitol	96*	Plain Jane, Falling, Trans AM, Say Die
19	13	6	Go For What You Know	Pat Travers Band	Polydor	35	Boom, Magic, Go All Night
20	19	5	Nine Lives	REO Speedwagon	Epic	33	Easy Money, Take Me, Heavy
21	—	1	The Records	The Records	Virgin	71*	Starry, Teenarama
22	29	3	Fight Dirty	Charlie	Arista	102*	Killer Cut
23	22	2	Fear Of Music	Talking Heads	Sire	53*	Mind, Wartime, Paper, Heaven
24	26	3	Born Again	Randy Newman	WB	59*	Money, Pants
25	16	10	Strange Man, Changed Man	Bram Tchaikovsky	Polydor	92	My Dreams, Sarah Smiles, Robber, Bloodline, U.S.A.
26	—	1	Gomm With The Wind	Ian Gomm	Stiff	137	Hold On
27	21	4	David Werner	David Werner	Epic	105	Can't Imagine, She Sent, What's Right
28	30	5	Repeat When Necessary	Dave Edmunds	Swan Song	72	Girls Talk
29	17	5	Nils	Nils Lofgren	A&M	79	No Mercy, Steal Away
30	—	1	Into The Music	Van Morrison	WB	84*	So Free, In The Game, Troubadours

FM STATION REPORTS — NEW ADDS/HOT ROTATION

KRST-FM — ALBUQUERQUE — BOB SHULMAN

ADDS: Dirt Band, Van Morrison, Gamma, Sad Cafe, City Boy, Alan Parsons, Frank Zappa, J.D. Souther, Matthew Moore, Violinski

HOTS: Charlie Daniels, Billy Thorpe, Dire Straits, Little River Band, Nick Lowe, Nils Lofgren, Scorpions, Kinks, Moon Martin, Sniff 'N' The Tears, Charlie, AC/DC, Records, Doobie Bros., Eddie Money (45), Cars

WSAN-AM — ALLENTOWN — RICK HARVEY

ADDS: Garland Jeffreys, Van Morrison, City Boy, Jimmy Buffett

HOTS: Cars, Knack, Robert Palmer, ELO, Neil Young, Bob Dylan, Dire Straits, Sniff 'N' The Tears, Kansas, Southside Johnny, Atlanta Rhythm Section, Charlie Daniels, Gerry Rafferty, John Stewart, Led Zeppelin

KYTX-FM — AMARILLO — MAX MILLER

ADDS: Jimmy Buffett, Alan Parsons, Bob Dylan, Nick Lowe, Blue Steel (45)

HOTS: Cars, Knack, Robert Palmer, ELO, Neil Young, Bob Dylan, AC/DC, Led Zeppelin, Point Blank, Atlanta Rhythm Section, Little River Band, Kansas, Cars, REO Speedwagon, Chicago, Knack, "Americathon"

KEZY-FM — ANAHEIM — LARRY REISMAN

ADDS: Van Morrison

HOTS: Knack, Neil Young, Nils Lofgren, Kinks, Charlie, Little River Band, Sammy Hagar, Nick Lowe, REO Speedwagon, Robert Palmer, Led Zeppelin, Cars, Sniff 'N' The Tears, "Americathon"

WKLS-FM — ATLANTA — RICH PIAMBINO

ADDS: Led Zeppelin, Molly Hatchet (45 live), Barron Knights (45), Ian Lloyd, Records, Rainbow, Steve Dahl (45), Alan Parsons (45)

HOTS: Cars, Bob Dylan, Knack, Nick Lowe, Kinks, Blue Oyster Cult, Dave Edmunds, REO Speedwagon, Ellen Foley, Led Zeppelin

WLPL-FM — BALTIMORE — CHRIS PHILLIPS

ADDS: Moon Martin, Foreigner (45), Joe Jackson

HOTS: Led Zeppelin, Knack, AC/DC

WAAL-FM — BINGHAMTON — DICK BASCOM

ADDS: Alan Parsons, City Boy, Sinceros, Yachts, Sweetbottom, Wha-Koo, Genya Ravan, Garland Jeffreys, Gamma, Ellen Foley, Tubeway Army, Van Morrison, Foreigner (45)

HOTS: Joe Egan, Charlie, Records, Atlanta Rhythm Section, Blue Oyster Cult, Chicago, Cars, Southside Johnny, Bob Dylan, Prism, Pat Travers, Robert Palmer, Neil Young, Little River Band, Nick Lowe, REO Speedwagon, Kinks, Led Zeppelin, Bram Tchaikovsky, Sniff 'N' The Tears, Knack

WBCN-FM — BOSTON — TONY BERARDINI/KATE INGRAM

ADDS: Garland Jeffreys, B.B. King, Van Morrison, Graham Parker (live radio edit), Persuasions, Rainbow, Tom Verlaine, Yachts, Yipes, Blackfoot (45)

HOTS: Led Zeppelin, Genya Ravan, Van Morrison, Bob Dylan, Talking Heads, Ellen Foley, Tubeway Army, Cars, Tim Curry, Sammy Hagar, Carolyne Mas, Randy Newman, B-52s, Nils Lofgren, Robert Palmer, Iggy Pop, Records, David Werner

WXRT-FM — CHICAGO — BOB GELMS

ADDS: Led Zeppelin, Bob Dylan, Van Morrison, Frank Zappa, Jimmy Buffett, Graham Parker (live radio edit), Sad Cafe, Genya Ravan, Fischer-Z, Tubeway Army, "Propaganda"

HOTS: Bob Dylan, Ian Gomm, Southside Johnny, Led Zeppelin, Supertramp, Nick Lowe, Dire Straits, Randy Newman, Patti Smith, Graham Parker, Who, Neil Young, Herman Brood, Robert Palmer, Stanley Clarke

WMMS-FM — CLEVELAND — KID LEO/JOHN GORMAN

ADDS: Euclid Beach Band, J.D. Souther, George Thorogood, Alan Parsons, Joe Egan, AC/DC, Carolyne Mas, Genya Ravan, "Propaganda," Suzi Quatro (45), Foreigner (45)

HOTS: Knack, Michael Stanley, Neil Young, Jimmy Buffett, Southside Johnny, Cars, Led Zeppelin, Bob Dylan, Kinks, Robert Palmer

WLVO-FM — COLUMBUS — TOM TEUBER/STEVE RUNNER

ADDS: Alan Parsons, Southside Johnny, Charlie, Sammy Hagar, Foreigner (45)

HOTS: Led Zeppelin, Journey, Supertramp, ELO, Charlie Daniels, Cars, Knack, Neil Young, REO Speedwagon, Pat Travers, Robert Palmer, AC/DC, Little River Band, Billy Thorpe, Sniff 'N' The Tears, Kinks, Scorpions, Nick Lowe, Blackfoot

C-101 — CORPUS CHRISTI — CHARLIE PALMER

ADDS: Bob Dylan, Alan Parsons, Van Morrison, Gamma, Ian Lloyd, Yachts, J.D. Souther, "Bread & Roses," Sinceros, Steve Forbert (45), Foreigner (45), Hank Williams Jr. (45)

HOTS: Led Zeppelin, Knack, Cars, Robert Palmer, Supertramp, Chicago, ELO, Rickie Lee Jones, Little River Band, B.B. King, Atlanta Rhythm Section, Donna Summer, Jimmy Buffett, Commodores, Bad Co.

NEW-FM — DALLAS — TOM OWENS/DORIS MILLER

ADDS: Scorpions, Gamma, Prism, Alan Parsons, Jules & Polar Bears, Foreigner (45)

HOTS: Led Zeppelin, Knack, Supertramp, Wings, Bad Co., Gerry Rafferty, Kansas, Cars, Robert Palmer, Little River Band, Records, ELO (45), Sniff 'N' The Tears (45), Van Halen (45), Cheap Trick (45)

KBPI-FM — DENVER — FRANK CODY

ADDS: Sinceros, Genya Ravan, George Thorogood, Foreigner (45), Blue Steel (45)

HOTS: Led Zeppelin, Knack, Cars, Supertramp, Neil Young, Little River Band, ELO, Kinks, Nick Lowe, Dire Straits, Robert Palmer, Sniff 'N' The Tears, Van Halen

KFML-AM — DENVER — IRA GORDON/NICK COOK

ADDS: Dirt Band, Sad Cafe, John Prine, Van Morrison, J.D. Souther, Fischer-Z

HOTS: Moon Martin, John Cougar, Little River Band, David Werner, Dire Straits, J.J. Cale, Ian Gomm, Charlie, Ry Cooder, Randy Newman

WABX-FM — DETROIT — ERIC GOLDBERG

ADDS: Alan Parsons, Ian Lloyd, Foreigner (45)

HOTS: Led Zeppelin, Knack, Cars, Van Halen, REO Speedwagon, Blackfoot, Charlie Daniels, Kinks, Neil Young, Blue Oyster Cult, Robert Palmer

W-4 — DETROIT — MARK McEWEN

ADDS: AC/DC, Genya Ravan, Scorpions, Ellen Foley, Sammy Hagar, David Johnsen, Iggy Pop, Foreigner (45)

HOTS: Knack, Cars, Led Zeppelin, Journey, Van Halen, Supertramp, Neil Young, Blackfoot, Cheap Trick, ELO, REO Speedwagon, Kinks, Who, Charlie Daniels, Robert Palmer, Nick Lowe, Talking Heads, George Thorogood, Pat Travers, Clash

WJKL-FM — ELGIN — TOM MARKER/WALLY LEISERING

ADDS: Chuck Berry, Kris Kristofferson, City Boy, Alan Parsons, Red Clay Ramblers, Joanne Brackeen, Paul McCandless, Foreigner (45), Patti Smith (45)

HOTS: Dire Straits, Led Zeppelin, John Prine, Nick Lowe, Dave Edmunds, Randy Newman, Talking Heads, B.B. King, Charlie, Fabulous Thunderbirds, Oregon, Asleep At The Wheel, Kinks, Mick Taylor, Cars, J.J. Cale, Bob Dylan, Garland Jeffreys, Long John Baldry, Bad Co.

KZEL-FM — EUGENE — PEYTON MAYES/CHRIS KOVARIK

ADDS: Van Morrison, Jimmy Buffett, Alan Parsons, Larry Raspberry, City Boy, Sad Cafe, Shirts, Violinski, Breathless, J.D. Souther, Frank Zappa (45)

HOTS: Randy Newman, Led Zeppelin, Bob Dylan, AC/DC, Cars, Sammy Hagar, John Cougar, David Werner, Knack, Blue Oyster Cult

WSHE-FM — FT. LAUDERDALE — MICHELE ROBINSON

ADDS: Van Morrison, Garland Jeffreys, Sad Cafe, Yachts, Elizabeth Barraclough, City Boy, Genya Ravan, Alan Parsons, Dirt Band, Jule & Polar Bears

HOTS: Led Zeppelin, Knack, Cars, Robert Palmer, Kinks, Talking Heads, Ian Gomm, Moon Martin, Who, Dave Edmunds, David Werner

WCCC-FM — HARTFORD — BILL NOSAL

ADDS: "Propaganda," Scorpions, J.D. Souther, Blue Steel (45), Sinceros, Ian Lloyd, Van Morrison, Pousette-Dart Band, Foreigner (45), Hot Head Slater (45)

HOTS: Cars, Knack, Robert Palmer, Sniff 'N' The Tears, Little River Band, ELO, Supertramp, Nick Lowe, Pat Travers, Bram Tchaikovsky, Kinks, Led Zeppelin, Bob Dylan, B-52s, Talking Heads, Sammy Hagar, Neil Young, Ian Gomm, Charlie, Alan Parsons

KL0L-FM — HOUSTON — SANDY MATHIS

ADDS: Jimmy Buffett, Ian Lloyd, Sammy Hagar, Records, Randy Newman, Foreigner (45)

HOTS: Led Zeppelin, Cars, Knack, Robert Palmer, Dire Straits, Supertramp, AC/DC, Bob Dylan, Sniff 'N' The Tears, Barron Knights (45), Cheap Trick, Little River Band

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

ADDS: Graham Parker (live radio edit), Bob Dylan, Van Morrison, Genya Ravan, Vapour Trails, "Bread & Roses," Stevens & Gardnic, Fabulous Thunderbirds, Yachts, Garland Jeffreys, Bottles (45)

HOTS: Knack, Little River Band, Led Zeppelin, Cars, Neil Young, Pat Travers, Point Blank, Nick Lowe, ELO, Robert Palmer, Kinks, AC/DC, Sammy Hagar, David Werner, Scorpions

WBLM-FM — LEWISTON/PORTLAND — JOSE DIAZ

ADDS: Van Morrison, Frank Zappa, Yachts, Alan Parsons, City Boy, A's, Garland Jeffreys, Genya Ravan, Foreigner (45), Barron Knights (45), Karla Bonoff (45), Molly Hatchet (45 live)

HOTS: Led Zeppelin, Bob Dylan, Robert Palmer, Randy Newman, Charlie, Neil Young, Sniff 'N' The Tears, Cars, Nick Lowe, Knack, Pousette-Dart Band, Blue Oyster Cult, Kinks, Moon Martin, Little River Band, Nils Lofgren, Supertramp, Wings, Billy Thorpe, Night

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

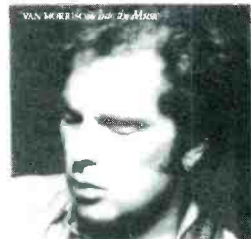
ADDS: Mistress, Breathless, Foreigner (45), Blue Steel (45), Molly Hatchet (45 live)

#1 Most Added



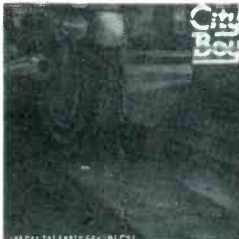
THE ALAN PARSONS PROJECT
Eve
Arista

#2 Most Added



VAN MORRISON
Into The Music
Warner Bros.

#3 Most Added



CITY BOY
The Day The Earth Caught Fire
Atlantic

#4 Most Added



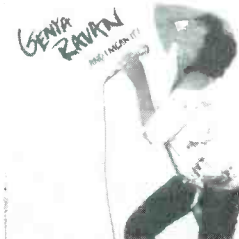
THE YACHTS
The Yachts
Polydor

#5 Most Added



JIMMY BUFFETT
Volcano
MCA

#6 Most Added



GENYA RAVAN
And I Mean It
20th Century-Fox

#1 Most Added

THE ALAN PARSONS PROJECT — Eve — Arista

ADDED THIS WEEK — KSJO, KWST, KMEL, KSHE, WABX, WJKL, WYDD, WBLM, WLWQ, KZOK, KRST, WNEW, WBAB, WAAL, WKDF, WRNW, KZEL, KZAM, ZETA-7, KINK, WIBZ, WOUR, WSHE, KREM, KNX, WMMS, WIOQ, KROQ, KYTX, C-101, WLIR, KZEW

HISTORY TO DATE — Prior single activity

#2 Most Added

VAN MORRISON — Into The Music — Warner Bros.

ADDED THIS WEEK — KWST, KMEL, KSHE, WHFS, WBLM, KEZY, KRST, WAAL, WKDF, KZEL, KINK, KKTIX, WOUR, WSHE, KOME,

KREM, WCCC, WSAN, C-101, WXRT, KFML, WBCN
HISTORY TO DATE — WNEW, WBAB, WLIR, KROQ, KZAM, WPIX

#3 Most Added

CITY BOY — The Day The Earth Caught Fire — Atlantic

ADDED THIS WEEK — KSJO, WHFS, WJKL, WBLM, KRST, WNEW, WBAB, WAAL, WKDF, KZEL, ZETA-7, WOUR, WSHE, KREM, WSAN, WIOQ, KROQ, WLIR

HISTORY TO DATE — None

#4 Most Added

THE YACHTS — The Yachts — Polydor

ADDED THIS WEEK — KSJO, WHFS, WBLM, WPIX, C-101, WNEW, WAAL, KKTIX, WOUR, WSHE, WBCN, WIOQ,

KROQ, WLIR
HISTORY TO DATE — Prior import single activity

#5 Most Added

JIMMY BUFFETT — Volcano — MCA

ADDED THIS WEEK — KWST, WPIX, KLOL, KZEL, KZAM, KINK, KREM, ZETA-4, WSAN, KNX, WIOQ, KYTX, WXRT

HISTORY TO DATE — KMET, WSHE, WQXM, WYDD, WLWQ, WJKL, WNEW, KEZY, WAAL, C-101, WBAB, WLIR, KRST, WBLM, KROQ, WIBZ, WKDF, WMMS, KKTIX, WOUR, ZETA-7, KFML, WCCC

#6 Most Added

GENYA RAVAN — ... And I Mean It — 20th Century-Fox

ADDED THIS WEEK — WBLM, WBAB, WAAL,

KBPI, WRNW, KKTIX, WSHE, W-4, KREM, WMMS, KROQ, WXRT, WLIR

HISTORY TO DATE — KMEL, KSHE, WJKL, WNEW, KNAC, WCCC, WBCN, KRST, WIOQ, KSAN, KZEL, WPIX

#7 Most Added

THE SINCEROS — The Sound Of Sunbathing — Columbia

ADDED THIS WEEK — KSJO, WHFS, WPIX, WNEW, WYFE, WAAL, KBPI, WIBZ, WCCC, WIOQ, C-101, WLIR

HISTORY TO DATE — WSHE, WJKL

#8 Most Added

J.D. SOUTHER — You're The Only One — Columbia

ADDED THIS WEEK — KSJO, KRST, WKDF,

WRNW, KZEL, KINK, WOUR, WCCC, WMMS, C-101, KFML, WLIR

#9 Most Added

SAD CAFE — Facades — A&M

ADDED THIS WEEK — KZOK, KRST, WOUR, WSHE, KZEL, KOME, WIOQ, KROQ, WXRT, KSAN, KFML

HISTORY TO DATE — WNEW, KEZY, WAAL, WBAB, WLIR, KYTX, WKDF, KZEW, KNX, KBPI

#10 Most Added

BOB DYLAN — Slow Train Coming — Columbia

ADDED THIS WEEK — KSJO, WRNO, KKTIX, WIBZ, KYTX, C-101, WXRT

HISTORY TO DATE — KWST, WABX, KSHE, KMET, WSHE, WYDD, WLWQ, WJKL, WNEW, KEZY, KNAC, WBCN, WAAL, WBAB, WLIR, WBLM, WXRT, WIOQ, KZAM, KSAN, KINK, WKDF, W-4, KZEW, WMMS, WPIX, KREM, KOME, ZETA-7, KFML, WCCC, WSAN, WOUR, KZEL, KROQ, KMEL, KRST, KZOK, KBPI

#11 Most Added

GARLAND JEFFREYS — American Boy & Girl — A&M

ADDED THIS WEEK — WBLM, WAAL, KKTIX, WSHE, WSAN, WBCN, KSAN

HISTORY TO DATE — WNEW, WBAB, WLIR, KZEL, WPIX, KSJO, WRNW, WJKL, WHFS

FM STATION REPORTS — NEW ADDS/HOT ROTATION

HOTS: Led Zeppelin, Bob Dylan, Talking Heads, Knack, Cars, Neil Young, Supertramp, Kinks, Journey, George Thorogood

WBAB-FM — LONG ISLAND — MARTY CURLEY/BERNIE BERNARD
ADDS: Wha-Koo, Genya Ravan, Fotomaker, Alan Parsons, Graham Parker (live radio edit), David Loggins, City Boy

HOTS: Led Zeppelin, Cars, Nick Lowe, Supertramp, Little River Band, Robert Palmer, "Americathon," ELO, Knack, Chicago, Charlie Daniels, Dire Straits, Sports (imp), Neil Young, Van Morrison, Southside Johnny, Records, Blue Oyster Cult, Long John Baldrey, Kinks

WLIR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN
ADDS: Molly Hatchet (45 live), Chuck Berry, A's, Genya Rvan, New England (live radio edit), Sinceros, Buckeye, City Boy, Alan Parsons, NRBB, Yachts, J.D. Souther, Barron Knights (45), Foreigner (45)

HOTS: Led Zeppelin, Van Morrison, John Cougar, Charlie Daniels, Joe Jackson, Knack, Southside Johnny, Shirts, Blackjack, Records

KMET-FM — LOS ANGELES — JACK SNYDER
ADDS: None

HOTS: Led Zeppelin, Knack, Cars, Neil Young, Van Halen, Cheap Trick, Greg Kihn, Who, Bad Co., Sammy Hagar, Blue Steel (45), Herman Brood, Bram Tchaikovsky, Ted Nugent, REO Speedwagon, Supertramp

KNX-FM — LOS ANGELES — MICHAEL SHEEHY
ADDS: Alan Parsons, David Loggins, Dirt Band, Bama, Jimmy Buffett, J.J. Cale, Wings (45), Chris Thompson (45), Alan Parsons (45)

HOTS: Danny Douma, Lenny Zakatek, Randy Newman, Little River Band, Rickie Lee Jones, Pousette-Dart Band, Michael Johnson, Bliss Band, Charlie, Brenda Russell, Hotel, Wilson Bros., Buckeye, Sad Cafe, Michael Clark, Bob James

KWST-FM — LOS ANGELES — PAM MAY
ADDS: Alan Parsons, Van Morrison, Jimmy Buffett, Chuck Berry, Gamma, Foreigner (45)

HOTS: Led Zeppelin, Bob Dylan, Cars, Kinks, Knack, Southside Johnny, Sammy Hagar, Robert Palmer, Nick Lowe, Ian Gomm, Neil Young, Chicago

ZETA-4 — MIAMI — ROBIN MARTIN
ADDS: Who, Jimmy Buffett, Pat Travers, Ian Hunter, Molly Hatchet (45 live), Foreigner (45), Steve Dahl (45)

HOTS: Led Zeppelin, Knack, Supertramp, Cars, Cheap Trick, ELO, Charlie Daniels, Neil Young

WKDF-FM — NASHVILLE — ALAN SNEED
ADDS: J.D. Souther, Alan Parsons, Van Morrison, City Boy, Streethart, Foreigner (45)

HOTS: Knack, Led Zeppelin, Charlie Daniels, Cars, Little River Band, ELO, Supertramp, Bob Dylan, Journey, REO Speedwagon

WRNO-FM — NEW ORLEANS — ROD GLENN
ADDS: Talking Heads, Bob Dylan, Charlie, Moon Martin

HOTS: Supertramp, Robert Palmer, Sniff 'N' The Tears, Rickie Lee Jones, Little River Band, Flash & The Pan, ELO, Bram Tchaikovsky

WNEW-FM — NEW YORK — SCOTT MUNI/MARY MacINTIRE
ADDS: Barron Knights (45), Nick Lowe, Sinceros, John Prine, City Boy, Yachts, Alan Parsons, Pointer Sisters, Foreigner, Frank Zappa

HOTS: Led Zeppelin, Van Morrison, Bob Dylan, Dave Edmunds, Kinks, Tim Curry, Cars, Knack, Robert Palmer, Records, Sniff & The Tears, Southside Johnny

WPIX-FM — NEW YORK — MEG GRIFFIN
ADDS: Persuasions, Yachts, Jimmy Buffett, Inmates, Sinceros

HOTS: Clash, Knack, Neil Young, Bob Dylan, Led Zeppelin, Van Morrison, Cars, B-52s, Kinks, Nick Lowe, Lene Lovich, Robert Palmer, Charlie Daniels, Dave Edmunds, "Propaganda," Tim Curry, David Johansen, Garland Jeffreys, Southside Johnny, J.J. Cale, Talking Heads, Tom Verlaine, "Americathon," Tubeway Army, Ian Gomm, Records

ZETA-7 — ORLANDO — BILL MIMS
ADDS: Alan Parsons, City Boy

KROQ-FM — PASADENA — RICK CARROLL/LARRY GROVES
ADDS: Frank Zappa, Genya Ravan, Alan Parsons, City Boy, Graham Parker (live radio edit), Yachts, Sad Cafe, Durocks, Last, Foreigner (45), Pearl Harbor & The Explosions (45)

HOTS: Nick Lowe, Kinks, Queen, Cars, Robert Palmer, Neil Young, Herman Brood, Knack, Dire Straits, AC/DC, Talking Heads, Blue Oyster Cult, Sniff 'N' The Tears, Ian Lloyd, "Americathon," "Propaganda," Bob Dylan, Led Zeppelin, Pat Travers

WIOQ-FM — PHILADELPHIA — HELEN LEICHT
ADDS: City Boy, Jimmy Buffett, Sinceros, Sad Cafe, Shirts, Alan Parsons, Violinski, Yachts, Suzi Quatro (45), Foreigner (45)

HOTS: Led Zeppelin, Supertramp, Cars, Flash & The Pan, Ian Hunter, Knack, Robert Palmer, Sniff 'N' The Tears, Bad Co., Nick Lowe, Patti Smith, Kansas, Kinks, Bob Dylan, John Cougar, Night, Neil Young, Wings, ELO, David Werner

WYDD-FM — PITTSBURGH — JIM KINNEY
ADDS: Alan Parsons, Foreigner (45), Blue Steel (45)

HOTS: Led Zeppelin, Kansas, Cars, Charlie Daniels, Knack, ELO, Pat Travers, Neil Young, Van Halen, REO Speedwagon, Triumph, Henry Paul, Kinks, Sniff 'N' The Tears, David Werner, AC/DC, Southside Johnny, Robert Palmer, Rainbow, Blue Oyster Cult, Little River Band, Nick Lowe, Atlanta Rhythm Section, John Stewart, Bram Tchaikovsky

KINK-FM — PORTLAND — LESLIE SARNOFF
ADDS: Jimmy Buffett, Van Morrison, Alan Parsons, David Loggins, "Bread & Roses," J.D. Souther, Lonnie Liston Smith

HOTS: Randy Newman, Atlanta Rhythm Section, Jeff Lorber, Little River Band, Bob Dylan, Chicago, Dire Straits, Rickie Lee Jones, Robert Palmer, James Taylor, Wings, Supertramp, Lazy Racer, Carly Simon, Marshall Tucker, Pleasure

WYFE-FM — ROCKFORD — BRENT ALBERTS
ADDS: Yipes, Tim Curry, Mistress, Sinceros, Foreigner (45)

HOTS: Robert Palmer, Little River Band, Sniff 'N' The Tears, Nick Lowe, Journey, Night, Knack, Led Zeppelin, AC/DC, REO Speedwagon, ELO, Billy Thorpe, Neil Young, Cars, Blue Oyster Cult, Scorpions, Kinks, Charlie Daniels, Who, Pat Travers, Chicago

KSHE-FM — ST. LOUIS — TED HABECK
ADDS: Van Morrison, Alan Parsons, Gamma, Randy Newman, Fabulous Thunderbirds, Foreigner (45)

HOTS: Led Zeppelin, REO Speedwagon, Michael Stanley, Little River Band, Nick Lowe, Charlie, John Cougar, Sammy Hagar, Bob Dylan, Knack, David Werner, Long John Baldry, Ian Gomm, Southside Johnny, Robert Palmer

KMEL-FM — SAN FRANCISCO — MARK COOPER
ADDS: Alan Parsons, Van Morrison, Randy Newman, Foreigner (45)

HOTS: Led Zeppelin, AC/DC, Cars, ELO, Bob Dylan, Kinks, Sammy Hagar, Robert Palmer, "Americathon," Talking Heads

KSAN-FM — SAN FRANCISCO — DAVID PERRY
ADDS: Sad Cafe, Garland Jeffreys

HOTS: Blue Oyster Cult, Cars, Dave Edmunds, Joe Jackson, Greg Kihn, Knack, Nils Lofgren, Nick Lowe, Graham Parker (live radio edit), Genya Ravan, Bram Tchaikovsky, Who

KOME-FM — SAN JOSE — DANA JANG
ADDS: Van Morrison, Sad Cafe

HOTS: AC/DC, Blue Oyster Cult, Cars, Charlie Daniels, Dire Straits, ELO, Sammy Hagar, Kansas, Greg Kihn, Kinks, Knack, Little River Band, Nils Lofgren, Nick Lowe, Robert Palmer, REO Speedwagon, Sniff 'N' The Tears, Supertramp, Pat Travers, Van Halen, Wings, Who

KSJO-FM — SAN JOSE — PAUL WELLS/TAWN MASTREY
ADDS: Alan Parsons, City Boy, Sinceros, J.D. Souther, Bob Dylan, Trooper, Yachts, Larry Raspberry, Foreigner (45), Molly Hatchet (45 live), Blue Steel (45)

HOTS: Kinks, AC/DC, Sniff 'N' The Tears, Knack, Gamma, Led Zeppelin, Sammy Hagar, Rainbow, Mistress, Cars, David Werner, Blue Oyster Cult, Records, Talking Heads, Flamin' Groovies, Pat Travers, Bram Tchaikovsky

KZAM-FM — SEATTLE — MARION SEYMOUR
ADDS: Michael Johnson, Vapour Trails, Jimmy Buffett, Alan Parsons, Bobby Hutcherson, Corea/Burton

HOTS: Little River Band, Robert Palmer, Ry Cooder, Bob Dylan, Van Morrison, Dire Straits, Ian Gomm, Joe Egan, Kinks, Joni Mitchell, Nick Lowe, Southside Johnny, Rickie Lee Jones, Leo Kottke, B.B. King

KZOK-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN
ADDS: Alan Parsons, Foreigner, Mistress, Sad Cafe

HOTS: Blue Oyster Cult, Pat Travers, Led Zeppelin, Sammy Hagar, Greg Kihn, Bob Dylan, Knack, Cars, Kinks, Moon Martin, Robert Palmer, Nick Lowe, George Thorogood, Scorpions, Records

REGIONAL PROGRAMMING GUIDE

NORTHEAST

WTRY — ALBANY/TROY — DON PERY, MD

1-1 — Knack. JUMPS: 30 To 24 — Doobie Bros., 26 To 17 — G. Rafferty, 19 To 16 — M. McGovern, 18 To 14 — R. Palmer, 21 To 13 — N. Lowe, 22 To 10 — Commodores, 11 To 8 — D. Warwick, 10 To 6 — Earth, Wind & Fire, 6 To 4 — Little River Band, 8 To 2 — ELO, Ex To 26 — B. Pointer, Ex To 25 — D. Summer, ADDS: 22 — H. Alpert, Cheap Trick, Journey, S. Mills.

WCAO — BALTIMORE — SCOTT RICHARDS, MD

1-1 — Knack. JUMPS: 29 To 23 — B. Pointer, 25 To 20 — Night, 23 To 19 — E. Rabbitt, 24 To 18 — R. Palmer, 22 To 13 — Commodores, 20 To 12 — H. Alpert, 15 To 10 — Supertramp, 14 To 9 — Little River Band, 18 To 7 — C. Daniels Band, 11 To 6 — M. Nightingale, Ex To 25 — S. Mills. ADDS: 29 — M. McGovern, Atlanta Rhythm Section.

WGUY — BANGOR — MARK LAURENCE, PD

3-1 — Little River Band. JUMPS: 24 To 18 — M., 22 To 17 — D. Warwick, 21 To 16 — N. Lowe, 19 To 15 — Cheap Trick, 17 To 13 — Earth, Wind & Fire, 16 To 12 — Records, 12 To 10 — E. Rabbitt, 14 To 8 — Sniff 'N' Tears, 10 To 6 — R. Palmer, 8 To 4 — ELO, Ex To 30 — G. Rafferty, Ex To 28 — B. Pointer, Ex To 29 — H. Alpert. ADDS: Foreigner, Moon Martin, Commodores.

WRKO — BOSTON — RICH WOODWARD, MD

1-1 — Knack. JUMPS: 28 To 25 — Cheap Trick, 27 To 24 — Commodores, 26 To 23 — H. Brood, 24 To 21 — N. Lowe, 23 To 20 — S. Mills, 22 To 18 — D. Warwick, 25 To 16 — D. Summer, 19 To 13 — M., 15 To 11 — R. Palmer, 13 To 9 — R. John, 10 To 7 — ELO, 6 To 4 — Sniff 'N' Tears, 4 To 2 — Night, Ex To 30 — Kiss, Ex To 29 — D. Ross, Ex To 26 — M. Jackson. ADDS: Knack (new), Doobie Bros.

WICC — BRIDGEPORT — BOB MITCHELL, MD

1-1 — Knack. JUMPS: 29 To 24 — Lobo, 25 To 22 — M. McGovern, 28 To 20 — P. Hernandez, 30 To 19 — G. Rafferty, 27 To 18 — Sniff 'N' Tears, 18 To 15 — M., 17 To 13 — B. Pointer, 16 To 11 — N. Lowe, 26 To 10 — Commodores, 13 To 9 — D. Warwick, 11 To 7 — R. Palmer, 12 To 5 — R. John, 9 To 4 — Earth, Wind & Fire, 6 To 3 — ELO, 8 To 2 — Little River Band, Ex To 30 — D. Summer, Ex To 29 — Moon Martin, Ex To 28 — Doobie Bros., Ex To 27 — I. Gomm, Ex To 26 — D. Ross, Ex To 25 — Cheap Trick, Ex To 23 — H. Alpert, Ex To 21 — Atlanta Rhythm Section. ADDS: J. Stewart, Wings, M. Jackson, Foreigner, C. Thompson, Journey, Poussette-Dart Band.

WKBW — BUFFALO — JON SUMMERS, MD

1-1 — Knack. JUMPS: 27 To 22 — J. Warnes, 30 To 19 — B. Tchaikovsky, 24 To 18 — Cheap Trick, 19 To 14 — D. Ross, 22 To 14 — Sniff 'N' Tears, 16 To 13 — Little River Band, 11 To 9 — R. John, 9 To 7 — ELO, 10 To 6 — Journey, 7 To 5 — M. McGovern, 13 To 4 — Commodores, Ex To 30 — Moon Martin, Ex To 27 — G. Rafferty, Ex To 24 — Abba "Voulez". ADDS: 25 — Earth, Wind & Fire, 28 — Atlanta Rhythm Section, D. Edmunds, New England, B. Pointer.

WBLI — LONG ISLAND — BILL TERRY, MD

1-1 — Knack. JUMPS: 28 To 25 — B. Pointer, 24 To 20 — R. Palmer, 21 To 17 — H. Alpert, 17 To 13 — Little River Band, 18 To 11 — D. Warwick, 13 To 10 — Supertramp, 11 To 9 — M. Nightingale, 10 To 7 — Cars, 8 To 5 — Earth, Wind & Fire, 5 To 3 — C. Daniels Band, Ex To 30 — Commodores, Ex To 29 — D. Ross, Ex To 27 — M., Ex To 26 — Sniff 'N' Tears, Ex To 24 — Atlanta Rhythm Section. ADDS: Wings, I. Gomm, Foreigner, J. Stewart.

WABC — NEW YORK — SONIA JONES, MD

1-1 — Knack. JUMPS: 26 To 21 — ELO, 24 To 15 — D. Warwick, 14 To 7 — M. Nightingale, 11 To 6 — C. Daniels Band, 5 To 3 — B. Streisand. ADDS: 8 — H. Alpert, 13 — M. Jackson, 18 — Little River Band, 31 — Cars.

WXLO — NEW YORK — DON KELLY, PD

1-1 — B. Streisand. JUMPS: 30 To 27 — Sniff 'N' Tears, 29 To 26 — D. Summer, 28 To 25 — M., 26 To 23 — Commodores, 25 To 22 — N. Lowe, 23 To 20 — B. Pointer, 22 To 17 — Supertramp, 20 To 16 — D. Ross, 19 To 15 — D. Warwick, 17 To 14 — Little River Band, 18 To 12 — R. John, 11 To 6 — H. Alpert, 10 To 5 — M. Nightingale, 6 To 4 — S. Mills, Ex To 29 — Crusaders. ADDS: 28 — P. Hernandez, 30 — F. Joli, Atlanta Rhythm Section.

WIFI — PHILADELPHIA — JEFF ROBBINS, MD

1-1 — Knack. JUMPS: 30 To 25 — Commodores, 27 To 24 — Cheap Trick, 28 To 23 — Rockets, 24 To 20 — Sniff 'N' Tears, 29 To 19 — D. Warwick, 21 To 18 — Bad Company, 20 To 14 — C. Daniels Band, 19 To 13 — Supertramp, 16 To 12 — R. John, 14 To 11 — M. Nightingale, 15 To 5 — ELO, 8 To 3 — Earth, Wind & Fire.

WPEZ — PITTSBURGH — MARK FRITZGES, MD

1-1 — Knack. JUMPS: 28 To 25 — Toby Beau, 23 To 20 — Cheap Trick, 22 To 19 — Night, 21 To 18 — R. Palmer, 17 To 13 — E. Rabbitt, 15 To 12 — D. Warwick. ADDS: Kansas, Knack (new).

WKTQ — PITTSBURGH — TIM POWELL, PD

3-1 — R. John. JUMPS: 29 To 24 — Mass Production, 24 To 21 — Toby Beau, 25 To 20 — Little River Band, 26 To 18 — S. Mills, 20 To 13 — Commodores, 12 To 10 — ELO, Ex To 30 — R. Palmer, Ex To 27 — B. Pointer, Ex To 23 — D. Summer. ADDS: G. Rafferty, Foreigner, H. Alpert, P. Travers Band, K. Rogers.

JB105 — PROVIDENCE — TODD CHASE, PD

1-1 — Knack. JUMPS: 35 To 30 — Lobo, 33 To 29 — G. Rafferty, 32 To 28 — Moon Martin, 34 To 25 — E. Money, 30 To 24 — H. Alpert, 31 To 19 — M. Jackson, 26 To 17 — D. Summer, 25 To 16 — Commodores, 19 To 15 — R. Palmer, 12 To 10 — Little River Band, 8 To 5 — D. Warwick, 5 To 3 — C. Daniels Band, Ex To 32 — Kiss. ADDS: 31 — Knack (new), 33 — J. Stewart, 34 — I. Goffin, 35 — S. Mills.

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, PD/MD

1-1 — Knack. JUMPS: 23 To 17 — F. Joli, 22 To 16 — Sniff 'N' Tears, 21 To 15 — Commodores, 19 To 14 — S. Mills, 18 To 13 — C. Daniels Band, 15 To 9 — P. Hernandez, 10 To 7 — D. Warwick, 9 To 6 — Chic, 11 To 3 — Little River Band, Ex To 22 — H. Alpert, Ex To 21 — Moon Martin, Ex To 20 — N. Lowe, Ex To 19 — D. Summer, Ex To 18 — R. Palmer. ADDS: R. John, G. Rafferty.

WBBF — ROCHESTER — TOM NAST, MD

1-1 — M. Nightingale. JUMPS: 40 To 36 — J. Ferguson, 38 To 33 — M. Macgregor, 36 To 30 — Oak, 39 To 28 — Atlanta Rhythm Section, 32 To 26 — Doobie Bros., 37 To 24 — P. Hernandez, 35 To 23 — N. Lowe, 26 To 22 — Address Bros., 28 To 21 — G.Q., 22 To 19 — E. Rabbitt, 31 To 18 — M., 24 To 17 — H. Alpert, 19 To 15 — J. Taylor, 20 To 14 — D. Ross, 16 To 13 — Marshall Tucker Band, 17 To 12 — M. McGovern, 13 To 10 — Cars, 15 To 8 — D. Warwick, 23 To 7 — Commodores, 10 To 6 — Supertramp, 8 To 4 — Earth, Wind & Fire, 4 To 2 — ELO, Ex To 40 — W. Newton, Ex To 39 — I. Lloyd, Ex To 34 — C. Thompson, Ex To 27 — Wings. ADDS: B. Russell, G. Rafferty, J. Warnes, Sniff 'N' Tears, M. Johnson.

WPGC — WAHSINGTON — JIM ELLIOT, MD

1-1 — Knack. JUMPS: 29 To 24 — M. Jackson, 25 To 22 — S. Mills, 19 To 15 — H. Alpert, 17 To 13 — B. Pointer, 15 To 11 — R. Palmer, 12 To 8 — Commodores, 9 To 6 — Little River Band, Ex To 28 — Night, Ex To 27 — E. Rabbitt. ADDS: Atlanta Rhythm Section, Foreigner.

SOUTHEAST

WANS — ANDERSON — CHARLIE MCCOY, PD

1-1 — R. Palmer. JUMPS: 34 To 30 — Toby Beau, 37 To 29 — Atlanta Rhythm Section, 35 To 28 — G.Q., 32 To 27 — Yonah, 31 To 25 — N. Lowe, 30 To 23 — B. Pointer, 29 To 22 — G. Rafferty, 24 To 21 — New England, 25 To 20 — Commodores, 22 To 19 — Triumph, 19 To 13 — M., 16 To 11 — J. Warnes, 17 To 10 — Moon Martin, 15 To 8 — Earth, Wind & Fire, 10 To 7 — D. Warwick, 8 To 6 — Cheap Trick, 7 To 4 — Sniff 'N' Tears, Ex To 37 — Records, Ex To 36 — Blue Oyster Cult, Ex To 35 — Blackjack, Ex To 34 — I. Gomm, Ex To 33 — Poussette-Dart Band, Ex To 32 — K.C. & Sunshine Band, Ex To 31 — I. Hunter. ADDS: 26 — Knack (new), Charlie, Kansas, L. Goffin, M. Jackson, Sherry & Marie Curry, Sad Cafe.

WAGO — ATHENS — BRADY MCGRAW, PD

1-1 — R. John. JUMPS: 30 To 26 — B. Pointer, 29 To 25 — Journey, 28 To 24 — H. Alpert, 26 To 23 — G. Rafferty, 27 To 22 — L. Goffin, 25 To 19 — Doobie Bros., 23 To 17 — Atlanta Rhythm Section, 22 To 16 — Cheap Trick, 16 To 12 — N. Lowe, 18 To 11 — Commodores, 19 To 10 — M., 15 To 9 — Sniff 'N' Tears, 10 To 7 — R. Palmer, 9 To 6 — ELO, 8 To 2 — Little River Band, Ex To 30 — M. Jackson, Ex To 29 — J. Stewart, Ex To 28 — D. Summer, Ex To 27 — Moon Martin. ADDS: K.C. & Sunshine Band, Mass Production, J. Buffett, Wings.

WRFC — ATHENS — GARY KIRK, MD

1-1 — D. Warwick. JUMPS: 29 To 26 — J. Stewart, 28 To 25 — G. Rafferty, 30 To 22 — M., 23 To 19 — H. Alpert, 26 To 20 — D. Summer, 22 To 18 — B. Thorpe, 20 To 14 — L. Goffin, 19 To 12 — N. Lowe, 15 To 11 — Night, 16 To 10 — Sniff 'N' Tears, 12 To 9 — ELO, 13 To 8 — R. Palmer, 9 To 6 — Little River Band, 7 To 4 — R. John, 5 To 2 — Commodores, Ex To 30 — Doobie Bros., Ex To 29 — D. Ross, Ex To 28 — K.C. &

Sunshine Band, Ex To 27 — Journey, Ex To 24 — Mass Production, ADDS: S. Quatro, K. Rogers, Knack (new), M. Jackson, Moon Martin.

Z93 — ATLANTA — DALE O'BRIEN, MD

2-1 — ELO. ADDS: 30 To 26 — G. Rafferty, 27 To 24 — L. Goffin, 23 To 17 — H. Alpert, 19 To 16 — Atlanta Rhythm Section, 28 To 15 — M. Jackson, 17 To 13 — N. Lowe, 16 To 10 — Journey, 10 To 8 — R. Palmer, 8 To 6 — Cars, 9 To 4 — Commodores, 7 To 3 — D. Warwick, Ex To 30 — B. Pointer, Ex To 29 — Ashford & Simpson, Ex To 28 — Wings. ADDS: S. Quatro.

94Q — ATLANTA — JEFF McCARTNEY, MD

4-1 — H. Alpert. JUMPS: 29 To 26 — Doobie Bros., 30 To 25 — I. Gomm, 27 To 22 — J. Stewart, 25 To 21 — Buckeye, 23 To 20 — Wings, 22 To 18 — G. Rafferty, 20 To 15 — Atlanta Rhythm Section, 15 To 12 — Sniff 'N' Tears, 17 To 10 — Journey, 13 To 8 — Commodores, 8 To 5 — R. Palmer, 6 To 3 — L. Goffin. ADDS: 29 — C. Thompson, 30 — J. Buffett.

WQXI — ATLANTA — J.J. JACKSON, MD

2-1 — D. Warwick. JUMPS: 29 To 23 — D. Ross, 26 To 22 — Sniff 'N' Tears, 25 To 20 — Buckeye, 23 To 19 — G. Rafferty, 22 To 17 — Atlanta Rhythm Section, 18 To 14 — B. Pointer, 16 To 13 — G.Q., 15 To 10 — N. Lowe, 14 To 8 — L. Goffin, 10 To 6 — Commodores, 8 To 4 — Little River Band, 9 To 3 — H. Alpert, 5 To 2 — R. Palmer, Ex To 30 — M. McGovern, Ex To 29 — S. Mills, Ex To 28 — Journey, Ex To 27 — D. Summer, Ex To 25 — M. Jackson. ADDS: Wings, Ashford & Simpson, K.C. & Sunshine Band, I. Gomm, C. Thompson.

WBBQ — AUGUSTA — BRUCE STEVENS, MD

1-1 — R. John. JUMPS: 30 To 27 — Moon Martin, 29 To 25 — Mass Production, 27 To 24 — M. Jackson, 25 To 22 — H. Alpert, 24 To 19 — B. Pointer, 26 To 18 — K.C. & Sunshine Band, 22 To 16 — Journey, 19 To 14 — L. Goffin, 18 To 13 — G.Q., 16 To 12 — M. McGovern, 20 To 8 — N. Lowe, 14 To 7 — M., Ex To 30 — M. Johnson, Ex To 29 — Charlie, Ex To 28 — J. Stewart. ADDS: Kid Brother, H. Brood, K. Rogers, S. Quatro, Foreigner.

WAUG — AUGUSTA — MARK BELL, MD

1-1 — Supertramp. JUMPS: 29 To 25 — H. Alpert, 30 To 23 — Wings, 28 To 22 — Journey, 26 To 21 — Doobie Bros., 24 To 20 — Van Halen, 27 To 19 — P. Travers, 22 To 18 — Atlanta Rhythm Section, 23 To 17 — Cheap Trick, 21 To 16 — Commodores, 19 To 15 — B. Thorpe, 17 To 14 — N. Lowe, 16 To 13 — Sniff 'N' Tears, 14 To 11 — Night, 15 To 10 — D. Warwick, 11 To 8 — R. John, 13 To 7 — M., 9 To 5 — L. Goffin, Ex To 30 — Buckeye, Ex To 29 — J. Stewart, Ex To 28 — Kiss, Ex To 27 — D. Summer, Ex To 26 — Axe. ADDS: C. Thompson, L. Wood, J. Buffett, Knack (new).

WKXX — BIRMINGHAM — STEVE DAVIS, MD

2-1 — Journey. JUMPS: 29 To 25 — Blue Oyster Cult, 30 To 24 — Wings, 27 To 23 — Van Halen, 28 To 22 — Commodores, 24 To 20 — G. Rafferty, 20 To 17 — J. Warnes, 19 To 16 — Cheap Trick, 16 To 12 — Doobie Bros., 14 To 11 — Lobo, 23 To 10 — M., 11 To 8 — Bad Company, 9 To 7 — Blackfoot, 4 To 2 — Little River Band, Ex To 30 — L. Goffin, Ex To 29 — E. Money, Ex To 28 — P. Travers, Ex To 27 — R. Milsap, Ex To 26 — Atlanta Rhythm Section. ADDS: D. Summer, I. Gomm, J. Buffett.

WSGN — BIRMINGHAM — BEAU BRAXTON, MD

2-1 — Knack. JUMPS: 33 To 28 — Sniff 'N' Tears, 32 To 25 — N. Lowe, 34 To 24 — J. Warnes, 26 To 20 — R. Palmer, 25 To 19 — G. Rafferty, 24 To 18 — Atlanta Rhythm Section, 23 To 16 — S. Mills, 28 To 15 — Commodores, 18 To 13 — Cars, 22 To 12 — M., 21 To 11 — Journey, 7 To 4 — D. Warwick, 6 To 3 — Earth, Wind & Fire, Ex To 31 — J. Stewart, Ex To 30 — H. Alpert, Ex To 26 — Wings. ADDS: K. Rogers, D. Summer, Knack (new), S. Quatro.

WERC — BIRMINGHAM — COYTE CALHOUN, MD

1-1 — Chic. JUMPS: 25 To 22 — G. Rafferty, 23 To 20 — Atlanta Rhythm Section, 24 To 18 — Commodores, 19 To 13 — J. Warnes, 21 To 12 — M., 14 To 9 — B. Streisand, 10 To 7 — D. Warwick, 9 To 5 — Journey, Ex To 25 — H. Alpert, Ex To 24 — Wings, Ex To 23 — D. Summer. ADDS: D. Ross, M. Macgregor, J. Stewart.

WAYS — CHARLOTTE — SCOTT SLADE, PD

1-1 — Knack. JUMPS: 32 To 27 — Sniff 'N' Tears, 29 To 24 — J. Warnes, 28 To 23 — Atlanta Rhythm Section, 22 To 18 — H. Alpert, 26 To 15 — N. Lowe, 17 To 13 — B. Pointer, 20 To 12 — M. Jackson, 14 To 10 — G.Q., 11 To 8 — ELO, 10 To 6 — P. Hernandez, 7 To 5 — R. Palmer, Ex To 34 — E. Money, Ex To 28 — J. Buffett. ADDS: 33 — Mass Production, Journey, Wings, D. Ross, S. Quatro.

WQXQ-FM — DAYTONA BEACH — JOHN SCOTT, MD

4-1 — Earth, Wind & Fire. JUMPS: 40 To 34 — D. Summer, 39 To 33 — Abba, 37 To 30 — Wings, 36 To 29 — Beckmeier Bros., 38 To 28 — Chicago, 35 To 27 — Heart, 34 To 26 — H. Brood, 31 To 21 — Moon Martin, 28 To 20 — Doobie Bros., 25 To 18 — Night, 24 To 16 — Buckeye, 20 To 14 — Atlanta Rhythm Section, 18 To 13 — N. Lowe, 16 To 12 — B. Tchaikovsky, 15 To 11 — Supertramp, 14 To 10 — ELO, 12 To 8 — R. Palmer, 10 To 6 — Cars, 8 To 5 — Journey, 5 To 2 — Marshall Tucker Band, Ex To 40 — D. Edmunds, Ex To 39 — E. Money, Ex To 38 — P. Travers, Ex To 37 — Kansas, Ex To 36 — G. Rafferty, ADDS: Foreigner, Ashford & Simpson, B. Thorpe, M.

WFLB — FAYETTEVILLE — MIKE MONDAY, MD

3-1 — Knack. JUMPS: 35 To 31 — J. Warnes, 32 To 27 — S. Mills, 30 To 26 — N. Lowe, 25 To 22 — R. Palmer, 28 To 20 — K.C. & Sunshine Band, 23 To 14 — Ashford & Simpson, 17 To 13 — Commodores, 15 To 10 — Earth, Wind & Fire, 16 To 7 — M. Jackson, 7 To 5 — D. Warwick, Ex To 35 — M., Ex To 34 — H. Alpert, Ex To 33 — D. Summer. ADDS: Records, C. Mas, Knack (new), L. Goffin, Foreigner, G. Rafferty, Poussette-Dart Band, Yonah.

WGSV — GUNTERSVILLE — TIM LOGAN, MD

2-1 — Lobo. JUMPS: 36 To 32 — I. Gomm, 35 To 31 — K.C. & Sunshine Band, 34 To 29 — D. Ross, 33 To 28 — C. Thompson, 30 To 27 — Climax Blues Band, 31 To 26 — Buckeye, 32 To 25 — Wings, 28 To 24 — D. Summer, 26 To 23 — Atlanta Rhythm Section, 25 To 22 — J. Warnes, 24 To 21 — Doobie Bros., 23 To 20 — M. Macgregor, 21 To 19 — G. Rafferty, 20 To 15 — M., 16 To 10 — Commodores, 11 To 9 — D. Warwick, 9 To 6 — Little River Band, Ex To 36 — Clout, Ex To 35 — B. Russell, Ex To 34 — J. Stewart, Ex To 33 — Kansas, Ex To 30 — J. Buffett. ADDS: Abba "Angel", Hotel, L. Goffin, R. Coolidge, M. Johnson, S. Mills.

WAPE — JACKSONVILLE — PAUL SEBASTIAN, PD

3-1 — Knack. JUMPS: 30 To 27 — Doobie Bros., 29 To 26 — Atlanta Rhythm Section, 28 To 24 — N. Lowe, 27 To 22 — H. Alpert, 26 To 21 — Commodores, 24 To 20 — M., 25 To 19 — Sniff 'N' Tears, 23 To 18 — R. Palmer, 22 To 17 — ELO, 21 To 16 — Cheap Trick, 20 To 15 — Supertramp, 19 To 13 — Night, 15 To 12 — G.Q., 14 To 9 — Little River Band, 13 To 7 — D. Warwick, 10 To 5 — Chic, 9 To 4 — Earth, Wind & Fire, Ex To 30 — Moon Martin, Ex To 29 — D. Summer, Ex To 28 — M. Jackson. ADDS: J. Buffett, S. Quatro, B. Pointer, Wings.

V97 — JACKSONVILLE — JEFF RYAN, MD

2-1 — R. John. JUMPS: 38 To 33 — G. Rafferty, 40 To 31 — Atlanta Rhythm Section, 36 To 30 — Cheap Trick, 32 To 29 — Night, 33 To 27 — Journey, 29 To 26 — H. Brood, 28 To 24 — M. Johnson, 30 To 22 — Commodores, 27 To 21 — B. Streisand, 31 To 20 — Little River Band, 24 To 19 — R. Palmer, 19 To 16 — E. Rabbitt, 22 To 15 — M., 18 To 14 — N. Lowe, 17 To 12 — Earth, Wind & Fire, 21 To 11 — D. Warwick, 12 To 10 — Cars, 13 To 9 — Sniff 'N' Tears, 9 To 7 — Supertramp, 10 To 5 — ELO. ADDS: 39 — Knack (new), 40 — E. Money, Poco, D. Edmunds, Kiss.

Y100 — MIAMI — ROBERT MUZZY, MD

2-1 — Knack. JUMPS: 35 To 30 — F. Joli, 32 To 29 — C. Mayfield & L. Clifford, 31 To 28 — S. Cassidy, 29 To 26 — Ashford & Simpson, 30 To 25 — Cars, 28 To 23 — H. Alpert, 25 To 20 — Little River Band, 23 To 19 — D. Warwick, 20 To 17 — M., 21 To 16 — M. Jackson, 18 To 15 — T. Pendergrass, 17 To 13 — Commodores, 16 To 11 — B. Pointer, 15 To 10 — R. John, 13 To 9 — E. Rabbitt, 10 To 6 — Jones Girls, 8 To 5 — Mass Production. ADDS: 31 — D. Summer, 32 — D. Ross, 34 — Crusaders, 36 — Nitelyte.

WHYY — MONTGOMERY — RICH THOMAS, MD

2-1 — Supertramp. JUMPS: 29 To 26 — G. Rafferty, 27 To 24 — D. Summer, 28 To 23 — H. Alpert, 26 To 22 — Atlanta Rhythm Section, 25 To 20 — Journey, 22 To 19 — D. Ross, 23 To 18 — O. Newton-John, 20 To 17 — M., 19 To 16 — Doobie Bros., 18 To 15 — F.C.C., 16 To 12 — N. Lowe, 14 To 10 — Commodores, 12 To 9 — Sniff 'N' Tears, 11 To 8 — R. Palmer, 10 To 7 — Lobo, 8 To 4 — Little River Band, Ex To 29 — Wings, Ex To 28 — R. Milsap, Ex To 27 — J. Stewart, Ex To 25 — Moon Martin. ADDS: Mass Production, K.C. & Sunshine Band, J. Warnes.

WLAC — NASHVILLE — RICK HARRIS, PD

1-1 — Knack. JUMPS: 37 To 33 — Ashford & Simpson, 38 To 31 — H. Alpert, 35 To 30 — Night, 39 To 29 — Sniff 'N' Tears, 33 To 28 — Cheap Trick, 30 To 27 — H. Brood, 28 To 23 — G. Rafferty, 25 To 19 — Kiss, 16 To 12 — R. Palmer, 12 To 9 — D. Warwick, 13 To 8 — G.Q., 10 To 7 — J. Warnes, 9 To 6 — ELO, Ex To 40 — D. Summer, Ex To 38 — L. Goffin, Ex To 37 — M. Johnson, Ex To 36 — J. Stewart, Ex To 35 — Journey, Ex To 32 — Atlanta Rhythm Section. ADDS: Foreigner, Mass Production, Kansas, Charlie, Doobie Bros.

REGIONAL PROGRAMMING GUIDE

WWKS — NASHVILLE — STEVE DENTON, MD

1-1 — Knack. JUMPS: 30 To 26 — Cheap Trick, 28 To 23 — G. Rafferty, 26 To 21 — H. Alpert, 25 To 20 — Atlanta Rhythm Section, 24 To 17 — M. 19 To 14 — N. Lowe, 17 To 13 — R. Palmer, 14 To 9 — D. Warwick, 13 To 7 — Commodores, 8 To 6 — ELO, 6 To 4 — Little River Band. ADDS: E. Money, Foreigner, Kiss, M. Macgregor.

BJ105 — ORLANDO — TERRY LONG, MD

1-1 — Knack. JUMPS: 40 To 30 — J. Buffett, 33 To 27 — P. Hernandez, 30 To 25 — N. Lowe, 28 To 24 — R. Palmer, 26 To 23 — Commodores, 25 To 22 — M. Johnson, 24 To 21 — B. Boyer, 23 To 18 — D. Warwick, 18 To 15 — Supertramp, 14 To 11 — Little River Band, 20 To 10 — M. 16 To 9 — R. John, 10 To 8 — Sniff 'N' Tears, 8 To 5 — Earth, Wind & Fire, Ex To 20 — ELO. ADDS: 38 — Knack (new), 39 — E. Money, 40 — D. Edmunds, Poco, Kiss, Cheap Trick.

WKIX — RALEIGH — RON MCKAY, MD

1-1 — Knack. JUMPS: 26 To 23 — H. Alpert, 25 To 21 — J. Warnes, 23 To 19 — R. Palmer, 21 To 16 — ELO, 13 To 10 — Supertramp, 11 To 8 — Little River Band, Ex To 28 — S. Mills, Ex To 24 — M. Jackson.

WLEE — RICHMOND — MIKE O'BRIAN, MD

2-1 — R. John. JUMPS: 30 To 25 — Toby Beau, 29 To 22 — M. Jackson, 28 To 21 — O. Newton-John, 24 To 19 — G. Rafferty, 22 To 17 — H. Alpert, 19 To 14 — Commodores, 16 To 11 — Lobo, 10 To 7 — Wet Willie, 12 To 6 — G.Q., 6 To 3 — Supertramp, 4 To 2 — M. Nightingale. ADDS: Atlanta Rhythm Section, R. Coolidge, Abba "Voulez," D. Peek, Wings.

WPGA — SAVANNAH — JIM LEWIS, MD

3-1 — M. Jackson. JUMPS: 33 To 29 — L. Goffin, 32 To 28 — G. Rafferty, 31 To 27 — Journey, 30 To 26 — Moon Martin, 29 To 25 — Cheap Trick, 28 To 24 — D. Summer, 26 To 21 — Sniff 'N' Tears, 27 To 20 — H. Alpert, 22 To 19 — P. Hernandez, 23 To 18 — K.C. & Sunshine Band, 17 To 12 — B. Pointer, 11 To 9 — Little River Band, 9 To 7 — Commodores, 12 To 4 — M. ADDS: 31 — Knack (new), 32 — K. Rogers.

WSEZ — WINSTON/SALEM — DUTCH BERRY, PD/MD

10-1 — ELO. JUMPS: 37 To 33 — Atlanta Rhythm Section, 30 To 27 — D. Ross, 35 To 25 — Moon Martin, 27 To 22 — Cheap Trick, 28 To 21 — Lobo, 32 To 19 — N. Lowe, 23 To 18 — H. Alpert, 25 To 16 — Sniff 'N' Tears, 15 To 11 — B. Pointer, 14 To 10 — R. Palmer, 19 To 7 — Commodores, Ex To 31 — Journey, Ex To 30 — M. Jackson. ADDS: 34 — Doobie Bros., D. Summer, Wings, L. Goffin, Knack (new).

SOUTHWEST

Z97 — DALLAS — GARY MACK, PD/MD

1-1 — ELO. JUMPS: 25 To 22 — Cheap Trick, 24 To 20 — E. Rabbitt, 22 To 16 — Little River Band, 15 To 11 — Cars, 14 To 10 — Supertramp, 12 To 8 — Blondie, 8 To 3 — C. Daniels Band. ADDS: 21 — Earth, Wind & Fire, 23 — D. Warwick, 24 — R. Palmer.

KVIL — DALLAS — RON CHAPMAN, PD

1-1 — Chic. JUMPS: 25 To 22 — Night, 24 To 20 — B. Pointer, 22 To 19 — P. Hernandez, 20 To 16 — Supertramp, 19 To 14 — Little River Band, 12 To 10 — D. Summer "Bad," 10 To 8 — R. John, 9 To 7 — C. Daniels Band, 11 To 6 — Earth, Wind & Fire, 8 To 5 — M. Nightingale, Ex To 23 — Commodores.

KINT — EL PASO — JHANIE KAYE, MD

1-1 — Knack. JUMPS: 24 To 19 — Commodores, 18 To 11 — Little River Band, 16 To 10 — Supertramp, 7 To 4 — Earth, Wind & Fire, Ex To 23 — D. Summer. ADDS: B. Pointer, H. Alpert.

KRBE — HOUSTON — CLAY GISH, PD/MD

1-1 — Knack. JUMPS: 28 To 25 — G. Rafferty, 25 To 22 — Supertramp, 23 To 20 — Sniff 'N' Tears, 16 To 11 — Little River Band, 12 To 10 — Night, 19 To 8 — Commodores, 10 To 7 — P. Hernandez, 8 To 6 — Chic, 7 To 5 — M. Nightingale, Ex To 12 — Earth, Wind & Fire. ADDS: 17 — N. Lowe, 28 — Moon Martin, 30 — Journey, Knack (new), Cheap Trick, Foreigner, B. Dylan, L. Garrett.

KAAY — LITTLE ROCK — JACK RANDALL, PD

2-1 — Earth, Wind & Fire. JUMPS: 21 To 17 — ELO, 20 To 16 — J. Warnes, 17 To 10 — Commodores, 10 To 8 — Supertramp, 13 To 7 — R. John, 12 To 6 — G. Rafferty, 8 To 5 — M. McGovern, Ex To 23 — Sniff 'N' Tears. ADDS: Journey, R. Palmer, Missouri, M. Abba "Voulez."

WHBQ — MEMPHIS — JOHN LONG, PD

1-1 — Chic. JUMPS: 25 To 21 — M. 22 To 18 — R. Palmer, 28 To 15 — B. Pointer, 13 To 10 — M. Nightingale, 12 To 8 — M. Jackson, 11 To 7 — Commodores, 9 To 6 — ELO, 8 To 4 — R. John, Ex To 30 — H. Alpert, Ex To 28 — Ashford & Simpson, Ex To 25 — Night. ADDS: Knack (new), K. Rogers, J. D. Souther, S. Quatro, L. Goffin, Doobie Bros., Foreigner.

WNOE — NEW ORLEANS — WAYNE WATKINS, MD

1-1 — D. Warwick. JUMPS: 40 To 33 — Atlanta Rhythm Section, 39 To 32 — Addressi Bros., 37 To 31 — Cheap Trick, 36 To 29 — Journey, 34 To 28 — Commodores, 31 To 27 — R. Palmer, 29 To 25 — P. Hernandez, 38 To 24 — K.C. & Sunshine Band, 28 To 18 — Mass Production, 27 To 16 — N. Lowe, 19 To 15 — G.Q., 18 To 11 — E. Rabbitt, 15 To 9 — Little River Band, 10 To 6 — ELO, 4 To 2 — R. John, Ex To 40 — O'Jays, Ex To 39 — Ashford & Simpson, Ex To 38 — Doobie Bros., Ex To 37 — Buckeye, Ex To 36 — H. Alpert, Ex To 34 — G. Rafferty. ADDS: I. Gomm, M. H. Brood, Kiss, M. Johnson, L. Garrett.

WKY — OKLAHOMA CITY — DAN LUCAS, MD

1-1 — D. Warwick. JUMPS: 28 To 22 — Doobie Bros., 26 To 21 — P. Anka, 23 To 14 — Toby Beau, 16 To 12 — M. Macgregor, 12 To 8 — Lobo, 10 To 5 — Little River Band, 5 To 3 — M. McGovern, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Nitelyte, Ex To 28 — S. Mills, Ex To 27 — J. Stewart. ADDS: D. Gray, L. Garrett, C. Simon, G. Benson, F. Golde, J. Mathis.

KSLQ — ST. LOUIS — PHIL IRONS, MD

3-1 — ELO. JUMPS: 37 To 34 — C. Mas, 36 To 33 — Knack, 35 To 31 — H. Alpert, 32 To 29 — Moon Martin, 31 To 27 — Wings, 34 To 26 — B. Pointer, 27 To 24 — Atlanta Rhythm Section, 26 To 23 — G. Rafferty, 29 To 21 — D. Warwick, 24 To 16 — Cheap Trick, 23 To 13 — Commodores, 15 To 12 — G. Q., 18 To 11 — Night, 8 To 6 — B. Thorpe, 10 To 5 — R. John, 7 To 4 — R. Palmer, 5 To 2 — Journey, Ex To 32 — REO Speedwagon. ADDS: 36 — Foreigner, 37 — K. Rogers.

KXOK — ST. LOUIS — LEE DOUGLASS, PD/MD

5-1 — E. Rabbitt. JUMPS: 25 To 20 — Night, 24 To 13 — Atlanta Rhythm Section, 15 To 10 — R. John, 14 To 5 — Raydio, 13 To 4 — D. Naughton. ADDS: 16 — C. Daniels Band, 22 — G. Rafferty, 25 — N. Lowe, 26 — Commodores, 27 — Wings, 28 — B. Russell, 29 — J. Warnes, 30 — H. Alpert.

KEEL — SHREVEPORT — HOWARD CLARK, MD

1-1 — Chic. JUMPS: 30 To 24 — H. Brood, 29 To 23 — P. Hernandez, 25 To 18 — Journey, 20 To 17 — R. Palmer, 19 To 15 — B. Pointer, 17 To 13 — Little River Band, 22 To 12 — Commodores, 11 To 9 — D. Warwick, Ex To 29 — Sniff 'N' Tears, Ex To 28 — M. Ex To 27 — Night. ADDS: 20 — M. Johnson, 30 — G. Rafferty, Atlanta Rhythm Section, H. Alpert.

KELI — TULSA — RAY LIVINGSTON, PD

1-1 — R. John. JUMPS: 30 To 27 — R.L. Jones, 29 To 26 — Rockets, 28 To 24 — G. Rafferty, 24 To 21 — N. Lowe, 22 To 19 — Commodores, 19 To 13 — R. Palmer, 16 To 9 — ELO, 12 To 7 — D. Warwick, 11 To 6 — Little River Band, 6 To 3 — Earth, Wind & Fire, Ex To 30 — Doobie Bros., Ex To 29 — H. Alpert, Ex To 28 — Atlanta Rhythm Section. ADDS: Journey, C. Thompson, D. Summer, Addressi Bros., M. Jackson.

MIDWEST

WCUE — AKRON — CRAIG JOHNS, PD

1-1 — Knack. JUMPS: 39 To 34 — Lobo, 40 To 30 — Mass Production, 33 To 29 — N. Lowe, 38 To 28 — M. Jackson, 31 To 27 — M. McGovern, 29 To 26 — B. Pointer, 26 To 22 — Night, 22 To 17 — D. Ross, 24 To 16 — M. 20 To 15 — R. Palmer, 17 To 14 — E. Rabbitt, 16 To 13 — Supertramp, 15 To 12 — D. Warwick, 18 To 11 — P. Hernandez, 14 To 10 — Cars, 9 To 7 — Little River Band, 8 To 4 — ELO. ADDS: 36 — Journey, 37 — Atlanta Rhythm Section, 38 — D. Summer, 39 — Ashford & Simpson, 40 — H. Brood.

WINW — CANTON — RICK SINGER, PD/MD

1-1 — B. Streisand. JUMPS: 35 To 24 — Boatz, 32 To 23 — F.C.C., 25 To 22 — R.L. Jones, 27 To 19 — B. Pointer, 24 To 17 — M. Macgregor, 26 To 16 — Commodores, 21 To 12 — Toby Beau, 16 To 11 — Lobo, 12 To 9 — G.Q., 9 To 5 — D. Warwick, 5 To 3 — H. Alpert, Ex To 34 — C. Thompson, Ex To 31 — O. Newton-John "Dancin' Around," Ex To 26 — B. Mandrell, Ex To 15 — D. Summer. ADDS: Bama, L. Garrett, W. Newton, J. Buffett, J. Stewart, I. Gomm.

WLS — CHICAGO — ALAN BURNS, MD

1-1 — Knack. JUMPS: 40 To 29 — Little River Band, 31 To 23 — Night, 25 To 18 — M. Nightingale, 20 To 15 — ELO, 22 To 11 — R. John, 17 To 14 — Earth, Wind & Fire, 11 To 8 — J. Jackson, 8 To 5 — C. Daniels Band. ADDS: 22 — D. Warwick, Supertramp.

Q102 — CINCINNATI — PAT O'BRIEN, MD

3-1 — Earth, Wind & Fire. JUMPS: 26 To 22 — G. Rafferty, 25 To 19 — Commodores, 20 To 16 — Sniff 'N' Tears, 18 To 13 — R. Palmer, 16 To 11 — Night, 13 To 9 — D. Warwick, 12 To 8 — Little River Band, 9 To 7 — ELO, 8 To 6 — Cars, 6 To 4 — Supertramp, 4 To 2 — R. John. ADDS: 24 — N. Lowe, 25 — Atlanta Rhythm Section, 26 — Knack (new).

WGCL — CLEVELAND — DAVE COLLINS, MD

1-1 — Knack. JUMPS: 27 To 24 — Crusaders, 29 To 22 — Sniff 'N' Tears, 26 To 20 — Journey, 25 To 18 — R. Palmer, 28 To 15 — G.Q., 22 To 13 — M. 15 To 10 — D. Ross, 14 To 9 — Earth, Wind & Fire, 12 To 5 — ELO, Ex To 30 — L. Goffin, Ex To 29 — S. Mills, Ex To 27 — Cheap Trick, Ex To 26 — D. Summer, Ex To 25 — Ashford & Simpson. ADDS: 21 — M. Jackson, Cher, Charlie.

WZZP — CLEVELAND — CLEVELAND REYNOLDS, MD

1-1 — R. John. JUMPS: 34 To 29 — N. Lowe, 32 To 26 — Wet Willie, 29 To 25 — Ashford & Simpson, 30 To 23 — Commodores, 26 To 22 — B. Boyer, 25 To 21 — Triumph, 22 To 19 — R. Palmer, 20 To 17 — E. Rabbitt, 19 To 16 — B. Pointer, 18 To 14 — Night, 16 To 12 — G.Q., 15 To 11 — D. Warwick, 12 To 9 — P. Hernandez, 11 To 8 — Supertramp, 10 To 5 — ELO, 6 To 3 — Little River Band, Ex To 35 — D. Summer, Ex To 34 — Rockets, Ex To 33 — S. Mills, Ex To 31 — Addressi Bros., Ex To 28 — M. McGovern, Ex To 27 — M. ADDS: Atlanta Rhythm Section, Cheap Trick, Cher, Breathless.

WNCI — COLUMBUS — STEVE EDWARDS, MD

2-1 — Knack. JUMPS: 25 To 18 — Commodores, 15 To 11 — Little River Band, 9 To 7 — Earth, Wind & Fire, 7 To 2 — R. John, Ex To 24 — Night. ADDS: 25 — G. Rafferty, Atlanta Rhythm Section, M.

92X — COLUMBUS — MIKE PERKINS, MD

1-1 — Knack. JUMPS: 38 To 31 — Cheap Trick, 39 To 30 — M. McGovern, 32 To 29 — M. 31 To 27 — N. Lowe, 37 To 23 — D. Ross, 30 To 22 — Commodores, 26 To 20 — Night, 25 To 19 — G. Q., 24 To 18 — R. Palmer, 11 To 8 — ELO, 6 To 4 — R. John, 5 To 3 — Chic. ADDS: 37 — Atlanta Rhythm Section, 38 — M. Jackson, 39 — Knack (new), 40 — Foreigner.

WING — DAYTON — KEN WARREN, MD

1-1 — Supertramp. JUMPS: 39 To 35 — Dire Straits, 38 To 29 — Doobie Bros., 37 To 28 — G. Rafferty, 36 To 27 — H. Alpert, 29 To 26 — Journey, 27 To 24 — N. Lowe, 28 To 20 — Lobo, 26 To 19 — Sniff 'N' Tears, 23 To 18 — S. Mills, 19 To 16 — Night, 21 To 15 — R. John, 20 To 12 — R. Palmer, 15 To 10 — Commodores, 14 To 9 — ELO, 11 To 7 — Knack, 10 To 6 — D. Warwick, Ex To 40 — Kansas, Ex To 34 — Wings, Ex To 33 — M. Ex To 32 — M. McGovern. ADDS: 36 — D. Ross, 39 — M. Jackson.

KIOA — DES MOINES — GARY STEVENS, PD/MD

5-1 — ELO. JUMPS: 24 To 19 — Commodores, 18 To 15 — D. Warwick, 23 To 13 — Little River Band, 14 To 10 — B. Thorpe, 15 To 9 — Cars. ADDS: 22 — M. 23 — H. Alpert, 25 — N. Lowe.

CKLW — DETROIT — ROSALIE TROMBLEY, MD

1-1 — Knack. JUMPS: 29 To 19 — Crusaders, 25 To 14 — Sniff 'N' Tears, 15 To 12 — M. McGovern, 14 To 9 — ELO, 8 To 6 — M. Jackson, 6 To 4 — R. John, 5 To 3 — H. Alpert, Ex To 30 — N. Lowe, Ex To 27 — B. Russell. ADDS: 25 — G. Q., 26 — D. Summer "There Will Always Be A You," I. Gomm.

WDBQ — DUBUQUE — CHUCK BAILEY, PD/MD

2-1 — Knack. JUMPS: 30 To 26 — G. Q., 26 To 20 — R. Palmer, 22 To 17 — Night, 19 To 16 — Earth, Wind & Fire, 24 To 15 — D. Warwick, 16 To 12 — Supertramp, 15 To 8 — ELO, 10 To 7 — Little River Band, 5 To 2 — P. Hernandez, Ex To 30 — Journey, Ex To 29 — M. Macgregor, Ex To 28 — M. ADDS: Poco, Toby Beau, Atlanta Rhythm Section, Cheap Trick.

KFMD — DUBUQUE — STEVE SESTERHENN, MD

1-1 — P. Hernandez. JUMPS: 25 To 21 — N. Lowe, 24 To 19 — Sniff 'N' Tears, 22 To 18 — Commodores, 20 To 17 — M. 17 To 14 — D. Warwick, 12 To 10 — Earth, Wind & Fire, 11 To 9 — Blackfoot, 10 To 8 — ELO, 9 To 7 — Night, 8 To 6 — Supertramp. ADDS: 20 — H. Alpert, 24 — B. Pointer, 25 — Journey, Moon Martin, M. Johnson.

Z96 — GRAND RAPIDS — JAY MICHAELS, PD

3-1 — Cars. JUMPS: 29 To 24 — B. Tchaikovsky, 27 To 21 — Triumph, 26 To 19 — F.C.C., 22 To 18 — Night, 24 To 17 — G.Q., 19 To 14 — Blackfoot, 17 To 13 — R. Palmer, 16 To 11 — Sniff 'N' Tears, 13 To 10 — R. John, 10 To 8 — ELO, 7 To 5 — D. Warwick, Ex To 30 — G. Rafferty, Ex To 29 — Commodores, Ex To 28 — P. Hernandez, Ex To 26 — Dire Straits. ADDS: M. Doobie Bros., J. Stewart, Atlanta Rhythm Section.

WNDE — INDIANAPOLIS — BILL GARCIA, PD

2-1 — Earth, Wind & Fire. JUMPS: 27 To 24 — Atlanta Rhythm Section, 25 To 19 — N. Lowe, 24 To 18 — Commodores, 19 To 15 — Doobie Bros., 12 To 8 — M. 9 To 7 — Little River Band, 6 To 4 — P. Hernandez, Ex To 30 — S. Mills, Ex To 29 — H. Brood, Ex To 28 — Moon Martin, Ex To 27 — Journey. ADDS: Foreigner, Knack (new), Wings, M. Jackson, K. Rogers.

KBEQ — KANSAS CITY — MARSHA LERENBERG, MD

1-1 — Knack. JUMPS: 37 To 33 — Wings, 36 To 32 — B. Russell, 38 To 34 — M. Johnson, 40 To 27 — H. Alpert, 34 To 24 — Journey, 33 To 21 — N. Lowe, 23 To 19 — Commodores, 25 To 18 — Sniff 'N' Tears, 31 To 16 — B. Pointer, 18 To 12 — D. Warwick, 12 To 10 — R. Palmer, 13 To 9 — Little River Band, 14 To 8 — R. John, 8 To 6 — M. Nightingale, Ex To 40 — K.C. & Sunshine Band, Ex To 39 — REO Speedwagon, Ex To 38 — M. Ex To 37 — Van Halen. ADDS: L. Wood, J. Warnes, Atlanta Rhythm Section, C. Mas, D. Summer, G. Rafferty.

WHB — KANSAS CITY — AL CASEY, PD

1-1 — Little River Band. JUMPS: 27 To 23 — Lobo, 25 To 21 — Addressi Bros., 24 To 19 — Commodores, 22 To 14 — G. Rafferty, 14 To 11 — N. Lowe, 13 To 10 — D. Warwick, 10 To 8 — E. Rabbitt, 8 To 5 — R. John, 6 To 4 — M. Nightingale. ADDS: 29 — K. Rogers, 25 — Atlanta Rhythm Section.

WAKY — LOUISVILLE — MIKE McVAY, PD

1-1 — Knack. JUMPS: 28 To 22 — N. Lowe, 26 To 20 — G. Rafferty, 22 To 17 — Sniff 'N' Tears, 20 To 16 — R. Palmer, 19 To 14 — Night, 17 To 13 — Spyro Gyra, 10 To 5 — Little River Band, Ex To 28 — Atlanta Rhythm Section, Ex To 27 — Doobie Bros., Ex To 26 — H. Alpert, Ex To 24 — M. Jackson. ADDS: B. Russell.

WISM — MADISON — JON LITTLE, PD

1-1 — Knack. JUMPS: 30 To 26 — Atlanta Rhythm Section, 28 To 25 — N. Lowe, 27 To 22 — Commodores, 23 To 20 — Sniff 'N' Tears, 25 To 19 — Night, 21 To 18 — Journey, 24 To 17 — Cheap Trick, 19 To 15 — D. Warwick, 17 To 13 — R. Palmer, 14 To 10 — M. 15 To 8 — Little River Band, 9 To 6 — M. Nightingale, 10 To 5 — R. John, 6 To 4 — Earth, Wind & Fire, Ex To 30 — Rockets, Ex To 29 — E. Money, Ex To 27 — Wings. ADDS: Knack (new), Doobie Bros.

WOKY — MILWAUKEE — JIM BROWN, PD

3-1 — Supertramp. JUMPS: 31 To 28 — D. Ross, 30 To 23 — Crusaders, 25 To 18 — Night, 21 To 16 — R.L. Jones, 17 To 14 — Spyro Gyra, 19 To 13 — B. Pointer, 20 To 12 — R. Palmer, 13 To 10 — Sniff 'N' Tears, 12 To 9 — ELO, 10 To 6 — Commodores, 7 To 4 — R. John, 4 To 2 — M. Nightingale, 6 To 3 — Little River Band. ADDS: 20 — M. McGovern, 30 — M. Johnson, 34 — Atlanta Rhythm Section, 35 — D. Summer, K. Rogers, I. Gomm, Ashford & Simpson.

KDWB — MINNEAPOLIS — DAVE THOMSON, PD

1-1 — Knack. JUMPS: 26 To 22 — Doobie Bros., 23 To 20 — Supertramp, 19 To 16 — Journey, 21 To 15 — Sniff 'N' Tears, 18 To 14 — Blackfoot, 17 To 13 — E. Rabbitt, 16 To 12 — R. Palmer, 15 To 11 — B. Thorpe, 9 To 7 — Little River Band, 11 To 6 — R. John, 13 To 5 — Earth, Wind & Fire, 5 To 3 — ELO. ADDS: 23 — Commodores, 28 — Wings, 30 — Atlanta Rhythm Section.

KSTP — MINNEAPOLIS — DON MICHAELS, MD

1-1 — Earth, Wind & Fire. JUMPS: 30 To 24 — Toby Beau, 28 To 20 — Commodores, 24 To 17 — M. Macgregor, 19 To 16 — M. Johnson, 17 To 13 — Lobo, 14 To 8 — H. Alpert, 12 To 6 — Little River Band, 6 To 4 — R. John, Ex To 30 — R. Coolidge, Ex To 29 — R.L. Jones, Ex To 28 — Supertramp. ADDS: G. Rafferty, B. Russell.

WOW — OMAHA — ERIK FOXX, PD/MD

1-1 — Knack. JUMPS: 30 To 24 — M. 26 To 23 — Sniff 'N' Tears, 24 To 19 — Journey, 20 To 15 — Bad Company, 25 To 14 — Atlanta Rhythm Section, 22 To 13 — G. Rafferty, 19 To 12 — N. Lowe, 12 To 2 — Commodores, Ex To 30 — Chicago, Ex To 29 — B. Pointer. ADDS: P. Hernandez, Breathless, J. Stewart, O. Newton-John & A. Gibb "Rest Your Love On Me."

KLEO — WICHITA — BOB MCKAY, PD

1-1 — Earth, Wind & Fire. JUMPS: 26 To 22 — M. Johnson, 20 To 17 — Doobie Bros., 24 To 15 — F.C.C., 21 To 13 — M. McGovern, 7 To 5 — D. Warwick, 8 To 4 — Commodores, 5 To 3 — ELO, 4 To 2 — Little River Band, Ex To 25 — Wings, Ex To 24 — Atlanta Rhythm Section. ADDS: Kansas, B. Dylan, Poco, Buckeye.

continued on page 25

POP RADIO

ANALYSIS

REGIONAL ACTION

EAST

Most Added 1. SPOOKY — Atlanta Rhythm Section — BGO/Polydor

- 2. DIRTY WHITE BOY — Foreigner — Atlantic
- 3. GOOD GIRLS DON'T — The Knack — Capitol
- 4. GET IT RIGHT NEXT TIME — Gerry Rafferty — United Artists

Most Active 1. SAIL ON — Commodores — Motown

- 2. LONESOME LOSER — Little River Band — Harvest/Capitol
- 3. I'LL NEVER LOVE THIS WAY AGAIN — Dionne Warwick — Arista
- 4. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — Robert Palmer — Island

SOUTHEAST

Most Added 1. GOOD GIRLS DON'T — The Knack — Capitol

- 2. I'VE NEVER BEEN IN LOVE — Suzi Quatro — RSO
- 3. ARROW THROUGH ME — Wings — Columbia
- 4. FINS — Jimmy Buffett — MCA

Most Active 1. SAIL ON — Commodores — Motown

- 2. RISE — Herb Alpert — A&M
- 3. SPOOKY — Atlanta Rhythm Section — BGO/Polydor
- 4. POP MUZIK — M — Sire/W.B.

SOUTHWEST

Most Added 1. GOOD GIRLS DON'T — The Knack — Capitol

- 2. DIRTY WHITE BOY — Foreigner — Atlantic
- 3. GET IT RIGHT NEXT TIME — Gerry Rafferty — United Artists
- 4. LOVIN' TOUCHIN' SQUEEZIN' — Journey — Columbia

Most Active 1. SAIL ON — Commodores — Motown

- 2. LONESOME LOSER — Little River Band — Harvest/Capitol
- 3. SPOOKY — Atlanta Rhythm Section — BGO/Polydor
- 4. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — Robert Palmer — Island

MIDWEST

Most Added 1. SPOOKY — Atlanta Rhythm Section — BGO/Polydor

- 2. GOOD GIRLS DON'T — The Knack — Capitol
- 3. DON'T STOP TIL' YOU GET ENOUGH — Michael Jackson — Epic
- 4. DIM ALL THE LIGHTS — Donna Summer — Casablanca

Most Active 1. SAIL ON — Commodores — Motown

- 2. LONESOME LOSER — Little River Band — Harvest/Capitol
- 3. BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — Robert Palmer — Island
- 4. I'LL NEVER LOVE THIS WAY AGAIN — Dionne Warwick — Arista

WEST

Most Added 1. DEPENDIN' ON YOU — Doobie Brothers — Warner Bros.

- 2. DIRTY WHITE BOY — Foreigner — Atlantic
- 3. GOOD GIRLS DON'T — The Knack — Capitol
- 4. ARROW THROUGH ME — Wings — Columbia

Most Active 1. SAIL ON — Commodores — Motown

- 2. POP MUZIK — M — Sire/W.B.
- 3. LONESOME LOSER — Little River Band — Harvest/Capitol
- 4. RISE — Herb Alpert — A&M

MOST ADDED RECORDS

1. **GOOD GIRLS DON'T — THE KNACK — CAPITOL**
WANS, WRFC, WSEZ, WFLB, V97, WAUG, KRTH, KSLQ, Q102, WISM, 92X, WTX, WSGA, WRVQ, KERN, B100, KFI, KING, BJ105, WSGN, JB105, KRBE, WNDE, WRKO, WHBQ, WPEZ, KILT, WSPT.
2. **DIRTY WHITE BOY — FOREIGNER — ATLANTIC**
WWKS, WFLB, WICC, WGUY, WQXQ, WBLI, WHBQ, KHJ, KFRC, WNDE, WLAC, WPGC, KRBE, WKTQ, WBBQ, KFI, KERN, KXOK, 92X, KCPX.
3. **SPOOKY — ATLANTA RHYTHM SECTION — BGO/POLYDOR**
KEEL, WLEE, Q102, WCAO, 92X, WOKY, WNCI, KIMN, KDWB, WFIL, WKBW, WPGC, WHB, WXLO, KTLK, WDBQ, Z96, WCUE.
4. **ARROW THROUGH ME — WINGS — COLUMBIA**
WLEE, KXOK, KJR, KREM, KJRB, WAPE, KDWB, WAYS, WNDE, WQXI, KRIB, WSEZ, WICC, WAGQ, WBLI, KRSP, WFOM.
5. **DON'T STOP TIL' YOU GET ENOUGH — MICHAEL JACKSON — EPIC**
KEEL, WABC, 92X, WRVQ, KFI, WGCL, WNDE, KHJ, KILT, WANS, KRIB, WRFC, WICC, KOPA, KSLY, WING, KELI.
6. **YOU DECORATED MY LIFE — KENNY ROGERS — UNITED ARTISTS**
WOKY, KXOK, WRFC, KOPA, KSLY, WSGA, WSGN, WBBQ, WFIL, WKTO, WHB, WNOE, WHBQ.
7. **DEPENDIN' ON YOU — DOOBIE BROTHERS — WARNER BROS.**
WISM, KTAC, KIMN, WLAC, WRKO, KFRC, KHJ, WHBQ, KLIF, WSEZ, Z96, KSLY.
8. **I'VE NEVER BEEN IN LOVE — SUZI QUATRO — RSO**
WRFC, KRKE, WRVQ, WAPE, WSGN, WBBQ, Z93, WAYS, KFRC, KHJ, KRTH, WHBQ.
9. **GET IT RIGHT NEXT TIME — GERRY RAFFERTY — UNITED ARTISTS**
KEEL, WNCI, KXOK, WBBF, WKTQ, KBEQ, KSTP, WPRO-FM, KLIF, WFLB, WKIX.
10. **DIM ALL THE LIGHTS — DONNA SUMMER — CASABLANCA**
WOKY, WTX, WSGN, WKXX, KBEQ, Y100, F105, WSEZ, WCUE, KELI, KSTP.
11. **RISE — HERB ALPERT — A&M**
KEEL, WABC, KXOK, KERN, B100, KIOA, WKTO, WTRY, KFMD, KINT.
12. **LOVIN', TOUCHIN', SQUEEZIN' — JOURNEY — COLUMBIA**
KRBE, WAYS, KLIF, KRIB, WTRY, KAAY, KFMD, WICC, WCUE, KELI.

RADIO ACTIVE SINGLES

1. **SAIL ON — COMMODORES — MOTOWN**
KEEL 22-12, WHHY 14-10, WISM 27-22, WLEE 19-14, Q102 25-19, WRVQ 14-3, WERC 24-18, WSGA 9-7, KCPX 10-10, KREM 21-11, KTAC Ex-30, KJR 19-13, WTX Ex-31, WNDE 34-28, KSLQ 23-13, WNCI 25-18, WZZP 30-23, WOKY 10-6, 92X 30-22, WCAO 22-13, WKBW 13-4, WFI 30-25, WKTQ 20-13, WBBF 23-7, WFIL Ex-19, JB105 25-16, KVIL Ex-23, KIOA 24-19, WOW 12-2, KLEO 8-4, WKXX 28-22, WSGN 28-15, WAPE 26-21, BJ105 26-13, KING Ex-18, KFI 27-17, KERN 21-17, KIMN 26-18, KJRB 22-16, KGW Ex-22, KRBE 19-8, KBEQ 23-19, Y100 17-13, Z93 9-4, WHB 24-19, WPGC 12-8, WNDE 24-18, KSTP 28-20, WHBQ 11-7, KRTH 19-16, KHJ 24-20, WXLO 26-23, WRKO 27-24, WQXI 10-6, 94Q 13-8, WPRO-FM 21-15, KYA 26-19, KTLK 22-17.
2. **LONESOME LOSER — LITTLE RIVER BAND — HARVEST/CAPITOL**
KEEL 17-13, WHHY 8-4, WISM 15-8, WKY 10-5, Z97 22-16, Q102 12-8, WSGA 11-9, KREM 12-10, KTAC 19-14, KJR 5-3, WNOE 15-9, WNCI 15-11, WAKY 10-5, WZZP 6-3, WOKY 6-3, WCAO 14-9, WKBW 16-13, WKTQ 25-20, WFIL Ex-16, JB105 12-10, KVIL 19-14, KIOA 23-13, WLS 40-29, KLEO 4-2, KDWB 9-7, WKXX 4-2, WAPE 14-9, BJ105 14-11, KING 9-2, KFI 14-11, B100 12-9, KIMN 4-2, KGW 11-7, KRBE 16-11, KBEQ 13-9, Y100 25-20, WPGC 9-6, WNDE 9-7, KSTP 12-6, KRTH 12-9, KHJ 15-12, KFRC 13-10, WXLO 17-14, WQXI 8-4, WPRO-FM 11-3, KYA 8-5, KTLK 19-16.
3. **RISE — HERB ALBERT — A&M**
WHHY 28-23, WLEE 22-17, WRVQ Ex-26, WERC Ex-25, WSGA 27-20, KCPX Ex-27, KREM 28-22, WTX 27-29, WNDE Ex-36, KSLQ 35-31, WAKY Ex-26, WOKY Ex-31, CKLW 5-3, WLAO 20-12, WBBF 24-17, WFIL 10-6, JB105 30-24, WBBQ 25-22, WSGN Ex-30, WAPE 27-22, KING 17-14, KFI 28-18, KIMN Ex-28, KGW Ex-25, KBEQ 40-27, WAYS 22-18, Z93 23-17, WPGC 19-15, KSTP 14-8, WLAC 38-31, WHBQ Ex-30, KRTH 18-11, KHJ 19-14, KFRC Ex-29, WXLO 11-6, WQXI 9-3, WPRO-FM Ex-22, KYA 24-17, KTLK 18-15.
4. **I'LL NEVER LOVE THIS WAY AGAIN — DIONNE WARWICK — ARISTA**
KEEL 11-9, WISM 19-15, Q102 13-9, WERC 10-7, KJR 25-20, WTX 4-2, KSLQ 29-21, WZZP 15-11, WABC 24-15, WFI 29-19, WBBF 15-8, JB105, 8-5, KIOA 18-15, KLEO 7-5, WSGN 7-4, WAPE 13-7, BJ105 23-18, KING 20-12, KFI 25-22, B100 20-13, KERN 17-13, KIMN 10-4, KJRB 15-12, KGW 16-9, KBEQ 18-12, Y100 23-19, Z93 7-3, WHB 13-10, WLAC 12-9, KHJ 13-10, KFRC 23-16, WXLO 19-15, WRKO 22-18, WPRO-FM 10-7, WPEZ 15-12, KYA 7-3.
5. **POP MUZIK — M — SIRE/WARNER BROS.**
KEEL Ex-28, WHHY 20-17, WISM 14-10, WERC 21-12, WSGA 12-4, KREM 27-15, KTAC 22-15, KCPX 6-3, KJR 22-15, WTX Ex-39, WZZP Ex-27, 92X 33-29, WBBF 31-18, WOW 30-24, WGCL 22-13, WBBQ 14-7, WKXX 23-10, WSGN 22-12, WAPE 24-20, BJ105 20-10, KING 19-6, KFI 17-14, B100 24-20, KERN 9-7, KJRB 18-13, KGW 29-24, KBEQ Ex-38, Y100 20-17, WNDE 12-8, WHBQ 25-21, KHJ 22-16, KFRC 6-4, WXLO 28-25, WRKO 19-13, KTLK 34-30.

SECONDARY RADIO ACTIVE

1. **SAIL ON — COMMODORES — MOTOWN**
WANS 25-20, KRIB 30-18, WRFC 5-2, WTRY 22-10, WSEZ 19-7, WWKS 13-7, WFLB 17-13, WGSV 16-10, Z96 Ex-29, KAAY 17-10, WINW 26-16, KFMD 22-18, WICC 26-10, KINT 24-19, V97 30-22, WAGQ 18-11, WING 15-10, WAUG 21-16, KROY 29-22, KSLY 16-13, KOPA 30-18, WBLI Ex-30, KRKE 25-22, KELI 22-19, WFOM 10-6.
2. **BAD CASE OF LOVING YOU (DOCTOR, DOCTOR) — ROBERT PALMER — ISLAND**
KRIB 17-10, WDBQ 26-20, WRFC 13-8, WTRY 18-14, WSEZ 14-10, WWKS 17-13, WFLB 25-22, WKIX 23-19, Z96 17-13, WICC 11-7, WGUY 10-6, V97 24-19, WQXQ 12-8, WING 20-12, KROY 18-14, KSLY 23-20, KOPA 19-15, WBLI 24-20, WCUE 20-15, KRKE 17-14, KRSP 17-14, KELI 19-13, WFOM 8-5.
3. **I'LL NEVER LOVE THIS WAY AGAIN — DIONNE WARWICK — ARISTA**
WANS 10-7, KRIB 15-9, WDBQ 24-15, WRFC 4-1, WTRY 11-8, WWKS 14-9, WFLB 7-5, WGSV 11-9, Z96 7-5, WINW 9-5, WICC 13-9, WGUY 22-17, V97 21-11, WING 10-6, WAUG 15-10, KROY Ex-27, KOPA 24-19, WBLI 18-11, WCUE 15-12, KRSP 11-8, KELI 12-7, WFOM 6-3.
4. **DON'T BRING ME DOWN — ELO — JET/CBS**
KRIB 11-4, WDBQ 15-8, WRFC 12-9, WTRY 8-2, WSEZ 10-1, WWKS 8-6, WKIX 21-16, Z96 10-8, KAAY 21-17, WICC 6-3, WGUY 8-4, V97 10-5, WAGQ 9-6, WING 14-9, KSLY 9-4, WCUE 8-4, KRKE 11-8, KRSP 9-7, KELI 16-9, WFOM 9-4.
5. **POP MUSIK — M — SIRE/WARNER BROS.**
WANS 19-13, KRIB Ex-27, WDBQ Ex-28, WRFC 30-22, WSEZ 25-16, WWKS 24-17, WFLB Ex-35, WGSV 20-15, WICC 18-15, WGUY 24-18, V97 22-15, WAGQ 19-10, WING Ex-38, WAUG 13-7, KOPA 25-21, WBLI Ex-27, WCUE 24-16, KRSP 28-19, WFOM 20-16.
6. **LONESOME LOSER — LITTLE RIVER BAND — HARVEST/CAPITOL**
KRIB 13-5, WDBQ 10-7, WRFC 9-6, WTRY 6-4, WWKS 6-4, WKIX 11-8, WGSV 9-6, WICC 8-2, WGUY 3-1, KINT 18-11, V97 31-20, WAGQ 8-2, KROY 16-12, KOPA 11-7, WBLI 17-13, WCUE 9-7, KRSP 12-10, KELI 11-6, WFOM 5-2.
7. **GET IT RIGHT NEXT TIME — GERRY RAFFERTY — UNITED ARTISTS**
WANS 29-22, KRIB 26-20, WRFC 28-25, WTRY 26-17, WWKS 28-23, Z96 Ex-30, KAAY 12-6, WICC 30-19, WGUY Ex-30, V97 38-33, WQXQ Ex-36, WAGQ 26-23, WING 37-28, KROY Ex-28, KSLY 14-9, KELI 28-24, WFOM 29-25.

REGIONAL PROGRAMMING GUIDE

(continued from page 23)

WEST

KERN — BAKERSFIELD — KRIS MITCHELL, MD

4-1 — R. John. JUMPS: 27 To 23 — G. Rafferty, 29 To 22 — N. Lowe, 30 To 21 — Journey, 23 To 19 — P. Hernandez, 22 To 18 — Sniff 'N' Tears, 21 To 17 — Commodores, 20 To 16 — E. Rabbitt, 17 To 23 — D. Warwick, 12 To 10 — Supertramp, 11 To 9 — ELO, 9 To 7 — M., Ex To 30 — L. Goffin, Ex To 29 — Address Bros., Ex To 28 — R.L. Jones, Ex To 27 — Doobie Bros., Ex To 25 — Atlanta Rhythm Section, ADDS: Lobo, Cheap Trick, Moon Martin, Knack (new), Foreigner, H. Alpert, C. Mas.

KIMN — DENVER — DOUG ERICKSON, MD

1-1 — Earth Wind & Fire, JUMPS: 30 To 27 — Journey, 29 To 26 — M. Johnson, 28 To 24 — Moon Martin, 22 To 19 — B. Russell, 26 To 18 — Commodores, 20 To 13 — R. Palmer, 16 To 11 — Night, 18 To 9 — Sniff 'N' Tears, 10 To 4 — D. Warwick, 7 To 3 — ELO, 4 To 2 — Little River Band, Ex To 30 — Cheap Trick, Ex To 29 — Charlie, Ex To 28 — H. Alpert, ADDS: Atlanta Rhythm Section, Doobie Bros.

KRTH — LOS ANGELES — BOB HAMILTON, PD

1-1 Knack, JUMPS: 24 To 21 — Sniff 'N' Tears, 22 To 19 — M. Macgregor, 19 To 16 — Commodores, 18 To 11 — H. Alpert, 12 To 9 — Little River Band, 10 To 8 — Supertramp, 8 To 5 — R. John, Ex To 30 — Knack (new), Ex To 28 — M. Jackson, ADDS: F. Joli, Abba "Angel", S. Quatro.

KHJ — LOS ANGELES — CHUCK MARTIN, PD

1-1 — Knack, JUMPS: 30 To 27 — S. Mills, 29 To 26 — G. Rafferty, 28 To 25 — Atlanta Rhythm Section, 27 To 24 — Lobo, 24 To 20 — Commodores, 22 To 16 — M., 19 To 14 — H. Alpert, 16 To 13 — D. Ross, 15 To 12 — Little River Band, 13 To 10 — D. Warwick, 14 To 7 — M. Nightingale, 8 To 6 — R. John, 7 To 5 — B. Pointer, Ex To 29 — Moon Martin, Ex To 28 — E. Money, ADDS: Doobie Bros, S. Quatro, Foreigner, M. Jackson.

KFI — LOS ANGELES — ROGER COLLINS, MD

1-1 — Knack, JUMPS: 30 To 27 — G. Rafferty, 25 To 22 — D. Warwick, 28 To 18 — H. Alpert, 27 To 17 — Commodores, 19 To 16 — R. Palmer, 17 To 14 — M., 16 To 13 — Night, 14 To 11 — Little River Band, 13 To 10 — ELO, 11 To 9 — G.Q., 10 To 8 — R. John, 8 To 5 — C. Daniels Band, 5 To 3 — Earth Wind & Fire, Ex To 28 — D. Summer, ADDS: 30 — Knack (new), E. Money, J.D. Souther, M. Jackson, Kansas, Foreigner.

KOPA — PHOENIX — STEVE RIVERS, PD

1-1 — Knack, JUMPS: 28 To 25 — Sniff 'N' Tears, 27 To 24 — B. Pointer, 29 To 23 — D. Summer, 26 To 22 — Journey, 25 To 21 — M., 23 To 20 — I. Hunter, 24 To 19 — D. Warwick, 30 To 18 — Commodores, 22 To 17 — D. Ross, 19 To 15 — R. Palmer, 16 To 13 — Night, 15 To 11 — M. Nightingale, 12 To 9 — P. Hernandez, 11 To 7 — Little River Band, 8 To 4 — R. John, Ex To 30 — H. Alpert, ADDS: L. Wood, M. Jackson, B. Thorpe, K. Rogers.

KGW — PORTLAND — RICHARD HARKER, PD

1-1 — R. John, JUMPS: 29 To 24 — M., 26 To 23 — G. Rafferty, 25 To 20 — N. Lowe, 24 To 19 — B. Pointer, 20 To 15 — C. Daniels Band, 16 To 9 — D. Warwick, 10 To 8 — Chic, 11 To 7 — Little River Band, 7 To 3 — ELO, 4 To 2 — Earth Wind & Fire, Ex To 29 — R.L. Jones, Ex To 28 — Wings, Ex To 27 — Doobie Bros., Ex To 25 — H. Alpert, Ex To 22 — Commodores.

KROY — SACRAMENTO — CHUCK HALE, PD

1-1 — Knack, JUMPS: 28 To 25 — Cheap Trick, 29 To 22 — Commodores, 30 To 20 — M. Jackson, 22 To 17 — Sniff 'N' Tears, 18 To 14 — R. Palmer, 16 To 12 — Little River Band, 6 To 4 — M. Nightingale, Ex To 30 — Rockets, Ex To 28 — G. Rafferty, Ex To 27 — D. Warwick, Ex To 26 — E. Money, ADDS: Blue Oyster Cult, S. Mills, D. Edmunds.

KCPX — SALT LAKE CITY — GARY WALDRON, PD

2-1 — Earth Wind & Fire, JUMPS: 28 To 24 — Lobo, 29 To 23 — Buckeye, 27 To 22 — Atlanta Rhythm Section, 26 To 21 — G. Rafferty, 21 To 18 — Moon Martin, 20 To 17 — M. McGovern, 18 To 14 — Journey, 17 To 13 — N. Lowe, 19 To 10 — Commodores, 11 To 9 — Sniff 'N' Tears, 10 To 7 — R. Palmer, 8 To 5 — Supertramp, 4 To 2 — M. Nightingale, Ex To 30 — E. Money, Ex To 29 — Wings, Ex To 28 — L. Goffin, Ex To 27 — H. Alpert, Ex To 26 — Foreigner, ADDS: Bama, P. Hernandez, D. Edmunds, Kansas, S. Hagar, P. Travers Band.

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD

2-1 — M. Nightingale, JUMPS: 28 To 19 — M., 21 To 18 — Commodores, 20 To 17 — Sniff 'N' Tears, 19 To 16 — N. Lowe, 18 To 15 — B. Pointer, 17 To 14 — R. Palmer, 12 To 10 — Little River Band, 11 To 8 — D. Warwick, 9 To 7 — ELO, 8 To 6 — Supertramp, 7 To 5 — Cars, Ex To 30 — Moon Martin, Ex To 29 — H. Alpert, Ex To 28 — Cheap Trick, Ex To 27 — Journey, ADDS: Lobo, Wings.

B100 — SAN DIEGO — BOBBY RICH, PD

2-1 — Earth Wind & Fire, JUMPS: 25 To 22 — Cheap Trick, 24 To 20 — M., 21 To 18 — N. Lowe, 20 To 13 — D. Warwick, 12 To 9 — Little River Band, 9 To 5 — Chic, 6 To 4 — M. Nightingale, Ex To 26 — I. Gomm, Ex To 25 — C. Mas, Ex To 24 — Atlanta Rhythm Section, ADDS: 27 — H. Alpert, Knack (new), Commodores, S. Dahl "Do You Think I'm Disco", P. Travers Band.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD

1-1 — Knack, JUMPS: 23 To 16 — D. Warwick, 19 To 15 — N. Lowe, 16 To 12 — C. Daniels Band, 13 To 10 — Little River Band, 9 To 7 — G.Q., 7 To 5 — M. Nightingale, 6 To 4 — M., Ex To 30 — E. Money, Ex To 29 — H. Alpert, Ex To 21 — M. Jackson, ADDS: Foreigner, Doobie Bros., J.D. Souther, S. Quatro.

KYA — SAN FRANCISCO — RICK SCOTT, MD

1-1 — Earth Wind & Fire, JUMPS: 30 To 26 — N. Lowe, 27 To 24 — Journey, 28 To 22 — M. McGovern, 26 To 29 — Commodores, 25 To 20 — Doobie Bros., 24 To 17 — H. Alpert, 18 To 15 — C. Daniels Band, 12 To 10 — ELO, 9 To 6 — Supertramp, 8 To 5 — Little River Band, 7 To 3 — D. Warwick.

KSLY — SAN LUIS OBISPO — HARRY MAY, PD

1-1 — Knack, JUMPS: 30 To 27 — E. Money, 29 To 26 — D. Ross, 28 To 24 — Atlanta Rhythm Section, 27 To 22 — Heart, 24 To 21 — Lobo, 23 To 20 — R. Palmer, 22 To 18 — H. Alpert, 20 To 17 — M. Macgregor, 19 To 14 — Night, 16 To 13 — Commodores, 15 To 10 — Sniff 'N' Tears, 14 To 9 — G. Rafferty, 11 To 8 — B. Pointer, 10 To 6 — G.Q., 9 To 4 — ELO, Ex To 29 — M. Johnson, Ex To 28 — Address Bros., Ex To 23 — Barron Knights, ADDS: K. Rogers, S. Mills, Doobie Brothers, M. Jackson.

KJR — SEATTLE — TRACY MITCHELL, PD

1-1 — Knack, JUMPS: 24 To 21 — Atlanta Rhythm Section, 25 To 20 — D. Warwick, 20 To 17 — Rockets, 23 To 16 — B. Pointer, 22 To 15 — M., 19 To 13 — Commodores, 18 To 12 — Doobie Bros., 15 To 10 — Journey, 9 To 7 — Chic, 10 To 6 — R. Palmer, 8 To 4 — R. John, 5 To 3 — Little River Band, 6 To 2 — M. Nightingale, Ex To 25 — G. Rafferty, Ex To 24 — B. Dylan, Ex To 22 — Sniff 'N' Tears, ADDS: Wings.

KING — SEATTLE — TOM MCKAY, MD

2-1 — Earth Wind & Fire, JUMPS: 25 To 19 — Night, 24 To 17 — Sniff 'N' Tears, 22 To 15 — Doobie Bros., 17 To 14 — H. Alpert, 20 To 12 — D. Warwick, 16 To 9 — R. Palmer, 19 To 6 — M., 7 To 5 — M. Nightingale, 9 To 2 — Little River Band, Ex To 25 — Atlanta Rhythm Section, Ex To 24 — G. Rafferty, Ex To 22 — B. Pointer, Ex To 18 — Commodores, ADDS: P. Hernandez, E. Money, Knack (new).

KJRB — SPOKANE — TOM HUTYLER, MD

1-1 — Knack, JUMPS: 27 To 20 — N. Lowe, 21 To 18 — Night, 22 To 16 — Commodores, 18 To 13 — M., 15 To 12 — D. Warwick, 8 To 6 — P. Hernandez, Ex To 31 — Doobie Bros., Ex To 30 — D. Edmunds, Ex To 29 — D. Summer, Ex To 25 — Journey, ADDS: Wings, B. Pointer, Cheap Trick.

KREM — SPOKANE — DON NORDINE, PD

1-1 — Knack, JUMPS: 30 To 26 — Atlanta Rhythm Section, 29 To 24 — G. Rafferty, 28 To 22 — H. Alpert, 24 To 19 — Night, 20 To 17 — Sniff 'N' Tears, 27 To 15 — M., 17 To 13 — Journey, 21 To 11 — Commodores, 12 To 10 — Little River Band, Ex To 30 — B. Pointer, Ex To 29 — Doobie Bros., Ex To 28 — New England, Ex To 27 — N. Lowe, Ex To 25 — D. Summer, ADDS: Wings, P. Hernandez.

KTAC — TACOMA — BRUCE CANNON, MD

1-1 — Knack, JUMPS: 23 To 20 — R. Palmer, 22 To 15 — M., 19 To 14 — Little River Band, 18 To 13 — Cars, 14 To 10 — Supertramp, 12 To 9 — ELO, 9 To 7 — M. Nightingale, 7 To 5 — R. John, Ex To 30 — Commodores, Ex To 29 — Atlanta Rhythm Section, ADDS: Lobo, Cheap Trick, Doobie Bros.

The following stations were also used in this week's research: WRVQ, KTLK, WFDM, KILT, WSPT, KLIF, KRLE, KRIB, WTIX.



VIRGIN PRODUCT PRESENTATION — Virgin Records, which recently signed a U.S. distribution pact with Atlantic Records, held parties last week in Chicago and Cleveland to introduce label personnel to local Atlantic and WEA personnel. Shown at the presentation in Chicago (l-r) are: Chuck Lackner, regional pop promotion director for Atlantic; Wally Leisnering, music director for WKTL; Judy Libow, associate director of national AOR promotion for Atlantic; Tom Gordon, local St. Louis promotion representative for Atlantic; Ken Berry, president of Virgin; Don Cox of WEFM; Kurt Nerlinger, vice president of promotion for Virgin; Jim Finn, WEA field merchandising representative; Sam Kaiser, director of field operations for Atlantic and Mike Egan, WEA field merchandising representative.

NARM 'Gift Giving' Campaign To Begin In 1980

(continued from page 5)

will be valid five to ten years from now. That's why we want to be sure of what we've got before we take it to the public."

As a result, said Cohen, NARM will take the time to do the job properly. "We originally had a tentative target date of the Christmas season, but business is beginning to take care of itself and the holidays really aren't when the majority of records and tapes are given as gifts. Record companies can pretty much handle the Christmas season with their own promotions, so our program in the first quarter will fill the gap, providing support when it is most needed."

The NARM program should be in full swing by the time the national convention rolls around. Scheduled for the MGM Grand Hotel in Las Vegas, the theme of the convention will be the gift giving program, said Cohen. Among the features of the convention will be an audio-visual presentation of ideas and methods being used, followed by a presentation and summary of the specifics of NARM's program.

Polygram Sets Contest With Record Bar Chain

NEW YORK — Polygram Distribution's Atlanta branch has set up a national display contest for all 90 stores in the Record Bar chain. The contest, conceived by Fred Traulo, Record Bar's head buyer, Tim Monig, Atlanta branch manager for PDI, and Tim and Carl Spurlin, PDI's Charlotte salesmen, will allow the stores to compete against each other for each of four prizes in four separate display categories.

The contest will run from September 6 through October 3, with a photo deadline of October 15. Each store will have four displays: a Mercury display focusing on Southside Johnny; a Polydor rock and roll display featuring Pat Travers, Bram Tchaikovsky, Buckeye, and Rainbow; an RSO display keying in on new albums by Suzi Quatro and Mistress; and a Casablanca display highlighting current product by Donna Summer, Cameo, Robin Williams, Studio 54 and Kiss. Each individual package will be accompanied by advertising dollars and radio support. Prizes for winning displays by label will include a pinball machine, a Sony Betamax, a \$1,000 bill and a Kissmobile motorcycle valued at \$2,800.

A&M, IRS Set Release Date For New Wave Discs

(continued from page 14)

because they are a big part of IRS," Boberg said. "Many of the singles were released in the UK with picture sleeves, and we plan to do the same."

Competitively Priced Singles

"We will market these singles as well as would LPs," Boberg added, "but with a more competitive price than the English imports."

Noting that import singles cost about \$3, Boberg explained that IRS singles will have a suggested list of \$2, "which we hope will be discounted down to the \$1.50 range."

Regarding the albums to be released, Boberg explained that "Singles Going Steady" by the Buzzcocks "will be a compilation album of their eight Top 30 singles hits in the UK," while the Fashion and The Fall albums will be all new material.

More Releases Due

A second wave of releases will follow Oct. 10, Boberg added, and will include the singles "I'm On Fire" by Chelsea, "United" by Throbbing Gristle and something called "S*c F*cks," plus the LPs "Sabotage" by John Cale, "Things Aren't Right" by Wazmo Nariz, "Zoom" by Rootboy Slim and the Sex Change Band and "Gravest Hits" by The Cramps.

"We stress 'working bands' at IRS," Boberg explained. "We aren't really too interested in studio bands at this point, but rather, bands that have developed a reputation or shown the potential to take it out on the road. In fact, one of the prerequisites for joining IRS was that the band must tour."

Among the upcoming tours by IRS artists will be the Buzzcocks (Aug. 30-Sept. 12), Fashion and Wazmo Nariz.

"Our advertising and promotion budget is pretty minimal," Boberg explained. "It is our belief that the acts and their product speak for themselves."

American headquarters for IRS are in New York at 250 W. 57th St., Suite 603, with the phone: (212) 245-5587. Los Angeles offices are located at 1416 N. LaBrea, with the phone: (213) 469-2411, extension 474.

Gail Roberts' Offices Are On The Move

LOS ANGELES — Gail Roberts Public Relations has moved to 7250 Beverly Blvd. in Los Angeles. Their new number is (213) 934-7765.

GOSPEL

TOP 20 ALBUMS

Spiritual

	Weeks On Chart	
1 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5735)	1 44	
2 LEGENDARY GENTLEMEN JACKSON SOUTHERNAIRS (Malaco 4362)	2 22	
3 THE GOSPEL KEYNOTES SALUTE PAUL BEASLEY (Nashboro 7210)	3 14	
4 LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 5686)	4 112	
5 I DON'T FEEL NOWAYS TIRED REV. JAMES CLEVELAND & SALEM INSPIRATIONAL CHOIR (Savoy 7024)	5 42	
6 PUSH FOR EXCELLENCE VARIOUS ARTISTS (Myrrh MSB 6617)	6 18	
7 CHANGING TIMES MIGHTY CLOUDS OF JOY (Light/Epics JE 35971)	8 12	
8 GOSPEL FIRE GOSPEL KEYNOTES (Nashboro 7202)	10 50	
9 GIVE ME SOMETHING TO HOLD ON TO MYRNA SUMMERS (Savoy 14520)	11 6	
10 THINK OF HIS GOODNESS TO YOU JAMES CLEVELAND & THE CLEVELAND SINGERS (Savoy SGL 14438)	13 6	
11 DR. JESUS THE SWANEE QUINTET (Creed 3088)	15 40	
12 TRY JESUS TROY RAMSEY & THE SOUL SEARCHERS (Nashboro 7213)	16 4	
13 FROM THE HEART SHIRLEY CAESAR (Hob HBL 501B)	7 50	
14 LIVE IN LONDON ANDRAE CROUCH & THE DISCIPLES (Light LS 5717)	14 60	
15 EVERYTHING WILL BE ALRIGHT REV. CLAY EVANS (Jewel 0146)	9 14	
16 FOR THE WRONG I'VE DONE WILLIE BANKS & THE MESSENGERS (HSE 1521)	12 40	
17 EVERY THING WILL BE ALRIGHT REV. JAMES CLEVELAND & THE NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 14499)	17 34	
18 MORE THAN ALIVE SLIM & THE SUPREME ANGELS (Nashboro 7209)	18 34	
19 YOU LIGHT UP MY LIFE REV. ISAAC DOUGLAS (Creed 3090)	19 24	
20 COME LET'S REASON TOGETHER FLORIDA MASS CHOIR (Savoy SGL 7034)	20 12	

Inspirational

	Weeks On Chart	
1 NEVER THE SAME EVIE TOURQUIST (Word WSB 8806)	1 12	8/25
2 HAPPY MAN B. J. THOMAS (Myrrh MSB 6593)	2 52	
3 HOME WHERE I BELONG B. J. THOMAS (Myrrh MSB 6574)	3 112	
4 NO COMPROMISE KEITH GREEN (Sparrow SPR 1024)	4 40	
5 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	5 18	
6 FORGIVEN DON FRANCISCO (New Pax NP 33042)	6 38	
7 YOU GAVE ME LOVE B. J. THOMAS (Myrrh MSB 6633)	11 4	
8 THE VERY BEST OF THE VERY BEST BILL GAITHER TRIO (Word WSB 8804)	8 42	
9 DALLAS HOLM & PRAISE LIVE (Greentree R3441)	7 40	
10 MUSIC MACHINE CANDLE (Birdwing BDWG 2004)	9 76	
11 MIRROR EVIE TOURQUIST (Word WST 8735)	12 112	
12 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	13 13	
13 STAND UP THE ARCHERS (Light LS 5755)	14 4	
14 PRAISE III VARIOUS ARTISTS (Maranatha MM 00481)	10 22	
15 THE MASTER AND THE MUSICIAN PHIL KEAGGY (New Song NS 006)	16 6	
16 THE LORD'S SUPPER JOHN MICHAEL TALBOT (Birdwing BDWG 2013)	19 18	
17 ALL THINGS ARE POSSIBLE DAN PEEK (Lamb & Lion LL 1040)	15 14	
18 GENTLE MOMENTS EVIE TOURQUIST (Word WST 8714)	18 112	
19 FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Sparrow SPR 1015)	17 112	
20 MANSION BUILDERS THE 2nd CHAPTER OF ACTS (Sparrow SPR 1020)	20 68	



HONEYTREE GAINS SUPPORT FROM WORD STAFF — The title of Word artist Nancy Honeytree's latest LP, "Maranatha Marathon," conjures up several ideas for promotional gimmicks, not the least of which was getting Word's marketing and A&R staff up bright and early to pose in jogging togs with Honeytree. Pictured smiling bravely into the camera are (l-r): Tom Wolfe, vice president of finance; Word: Gary Whitlock, associate A&R director, west coast; Word: Stan Moser, sr. vice president; Word: Roland Lundy, vice president of sales; Word: Honeytree; Dan Hickling, radio promotion; Word; Buddy Huey, vice president; A&R; Word: Mike Blanton, associate A&R director, east coast; Word; and Dan Johnson, director of marketing and promotion, Word.

GMA Plans Music Festival; Set For Late December, 1980

NASHVILLE — The Gospel Music Association will be sponsoring the International Festival of Gospel Music in Israel, tentatively slated for the first week in December, 1980.

The festival, which was scheduled at the invitation of the state of Israel, will feature two free concerts — one in Jerusalem at the Binyanei Ha-ooma national auditorium and another in either the Galilee area or Haifa. Five as yet unnamed acts will be participating in the program.

GMA board member Polly Grimes of Gospel Concerts in Los Angeles and Israeli consul Moshe Shoshani will be working together to coordinate the event, with the assistance of a committee of fellow GMA board members.

'Common Denominator'

"Music is a common denominator, and I don't know of any better way to show good

will and love and to project the Christianity we feel than presenting music to other countries," said Don Butler, GMA's executive director.

"It's exciting because the people in Israel really love gospel music. Since Israel is a Jewish nation, the fact they would open their arms to gospel music the way they are doing is just overwhelming. We have not scratched the surface of gospel music's potential," he added.

Film, LP Plans

Grimes, who has presented a number of gospel shows in Israel during the past six years, just recently returned from a series of meetings with the Israeli government and members of the music and television industries, where they made initial plans for the upcoming festival. The festival will be filmed by both Israeli and U.S. film crews, and a live album is planned.

Consul Shoshani will be visiting the United States in September to finalize festival plans.

Good News Releases Gospel Picture Disc

HOLLYWOOD — Gospel music made history recently with the release of the first gospel music picture disc. Released through Good News Records and Word, Inc., the disc is a reproduction of the cover photo of Chuck Girard's fourth solo album, "Take It Easy."

Featured as a limited edition, only 3,000 copies of the disc will be pressed. Of that number, most will be released in the United States, with additional releases in Europe, Canada, Australia and New Zealand.

"The idea of making a picture disc from the album began as a surprise for Chuck," said Freddie Piro, president of Good News Records. "But the more we pursued the project, the more we felt the gospel music audience was ready to accept it. 'Take It Easy' has already received wide acclaim from gospel markets nationwide, and it seemed natural to choose this album for such an unprecedented release."

REVIEWS

ANGELS WATCHING OVER ME — Micki Fuhrman — Canaan: 9855 — Producer: David Kent — List: 7.98

Micki Fuhrman is a small, blond bundle of talent and as if that were not enough, now she's got "Angels Watching Over Me," and it's the best album by a new artist this year. "Name Dropping," which she wrote, is simply irresistible. It's about a friend of hers in high places, and that is exactly the spot the song is headed for on the charts. New versions of old standards rarely attain definitive status, but Micki's arrangement of "There Is A Fountain" is a masterpiece, as is her interpretation of Larry Stallings' "You Make It Rain For Me." Gospel music has a new star!



ORDINARY MAN — Dogwood — Myrrh: 6616 — Producer: Brown Bannister — List: 7.98

Dogwood (Steve Chapman and Ron Elder) have deep roots in acoustic music and lush vocal harmonies and when they make music under that shade it's refreshing. "Ordinary Man," their new release on Myrrh, has three outstanding cuts on it and in the age of assembly-line records that's not a bad batting average. The title cut, "Wasted Time" and the Wayne Moss classic "If There Were Only Time For Love" will garner a lot of airplay time and make up for the misdirection of "The Treasure," a song about personal virtue that has little itself.



50 National Premieres Follow Tempo Release

NASHVILLE — Tempo Music Publications recently announced the publication of "The Day That Never Ends," a musical composition and recording by Otis Skillings. Release of the record and music of the work is scheduled for early fall. That release will be followed by more than 50 national premieres of "The Day That Never Ends." Scheduled for September-November, the premieres will be held in churches and auditoriums across the United States and Canada.

The program is the first major musical work by Skillings in several years. "This is the most exciting and moving composition on which I have worked," Skillings commented. "While I do not claim to be an authority on God's exact timetable and make no effort to place events in any exact order, I do know for sure these events will happen and we must be ready."

President of Tempo, Dr. Jesse Peterson stated that the promotional effort behind both the music and record will be "the greatest with which I have ever been associated."

COUNTRY

TOP 75 ALBUMS

	Weeks On 9/1 Chart		Weeks On 9/1 Chart
1 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	2 20	37 REBORN ORION (Sun 1012)	37 7
2 MILLION MILE REFLECTIONS THE CHARLIE DANIELS BAND (Epic JE 35751)	1 17	38 SERVING 190 PROOF MERLE HAGGARD (MCA-3089)	29 15
3 ONE FOR THE ROAD WILLIE & LEON (Columbia KC2 36064)	3 13	39 GOLDEN TEARS/STAY WITH ME DAVE & SUGAR (RCA AHL 1-3360)	— 1
4 LOVELINE EDDIE RABBITT (Elektra 6E-181)	4 15	40 JUST FOR THE RECORD BARBARA MANDRELL (MCA MCA-3165)	— 1
5 THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	5 39	41 MAKIN' MUSIC ROY CLARK AND CLARENCE "GATEMOUTH" BROWN (MCA MCA-3161)	41 6
6 IMAGES RONNIE MILSAP (RCA-AHL-3346)	6 14	42 REFLECTIONS GENE WATSON (Capitol SW-11805)	42 24
7 GREAT BALLS OF FIRE DOLLY PARTON (RCA AHL 1-3361)	7 13	43 MOODS BARBARA MANDRELL (MCA AY-1088)	43 46
8 WE SHOULD BE TOGETHER CRYSTAL GAYLE (United Artists UA-LA969-H)	8 9	44 LEGEND POCO (MCA AA-1099)	44 29
9 FAMILY TRADITION HANK WILLIAMS, JR. (Elektra 6E-194)	9 12	45 ALONE TOO LONG CHARLY McCLAIN (Epic JE-36090)	45 4
10 THE BEST OF DON WILLIAMS; VOL. II DON WILLIAMS (MCA 3096)	10 17	46 THE ORIGINALS THE STATLER BROTHERS (Mercury SRM 1-5016)	32 22
11 3/4 LONELY T.G. SHEPPARD (Warner Bros. BSK-3353)	14 6	47 Y'ALL COME BACK SALOON OAK RIDGE BOYS (MCA DO 2093)	47 96
12 BLUE KENTUCKY GIRL EMMYLOU HARRIS (Warner Bros. BSK-3318)	12 18	48 ROOM SERVICE OAK RIDGE BOYS (MCA AY-1065)	46 64
13 THE LEGEND AND THE LEGACY VOL. 1 ERNEST TUBB (Cachet CL3-3001)	16 6	49 LARRY GATLIN'S GREATEST HITS (Monument MG-7628)	33 43
14 MR. ENTERTAINER MEL TILLIS (MCA MCA-3167)	18 6	50 SWEET MEMORIES WILLIE NELSON (RCA AHL 1-3243)	52 31
15 THE VERY BEST OF LORETTA AND CONWAY LORETTA LYNN AND CONWAY TWITTY (MCA MCA-3164)	17 6	51 LET'S KEEP IT THAT WAY ANNE MURRAY (Capitol ST 11739)	53 80
16 CLASSICS KENNY ROGERS & DOTTIE WEST (United Artists UA-LA-946-H)	11 23	52 HEART TO HEART SUSIE ALLANSON (Elektra 6E-177)	48 19
17 YOU'RE MY JAMAICA CHARLEY PRIDE (RCA AHL 1-3441)	24 3	53 PROFILE/BEST OF EMMYLOU HARRIS (Warner Bros. BKS-3528)	49 40
18 OUR MEMORIES OF ELVIS VOL. 2 ELVIS PRESLEY (RCA AQL 1-3448)	25 3	54 LAUGHING AND CRYING LIVING AND DYING BILLY "CRASH" CRADDOCK (Capitol ST-11946)	51 11
19 STARDUST WILLIE NELSON (Columbia JC 35305)	19 71	55 THE SOUND OF A PIONEER BOB NOLAN (Elektra/Asylum 6E-212)	57 4
20 CROSS WINDS CONWAY TWITTY (MCA-3086)	13 15	56 EVERY TIME TWO FOOLS COLLIDE KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	56 75
21 NEW KIND OF FEELING ANNE MURRAY (Capitol SW 11849)	15 30	57 SERVED LIVE ASLEEP AT THE WHEEL (Capitol ST-11945)	59 3
22 THE OAK RIDGE BOYS HAVE ARRIVED THE OAK RIDGE BOYS (MCA-AY-1135)	20 23	58 OUR MEMORIES OF ELVIS ELVIS PRESLEY (RCA AQL 1-3279)	58 28
23 THE BEST OF BARBARA MANDRELL BARBARA MANDRELL (MCA AY-1119)	23 31	59 WAYLON & WILLIE WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	50 80
24 THE TWO AND ONLY THE BELLAMY BROTHERS (Warner Bros. BSK-3347)	21 7	60 IT'S A CHEATING SITUATION MOE BANDY (Columbia KC-35779)	54 25
25 WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-2-35642)	22 40	61 TNT TANYA TUCKER (MCA-3066)	61 39
26 TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	26 82	62 RODRIGUEZ JOHNNY RODRIGUEZ (Epic KE 36014)	62 13
27 SILVER JOHNNY CASH (Columbia JC 36086)	40 2	63 ARE YOU SINCERE? MEL TILLIS (MCA-3077)	55 26
28 THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	31 89	64 THE TEXAS BALLADEER FREDDY FENDER (Starlite JZ-36073)	60 5
29 A RUSTY OLD HALO HOYT AXTON (Jeremiah JH-5000)	36 5	65 JUST LIKE REAL PEOPLE THE KENDALLS (Ovation OV-1739)	63 38
30 ROSE COLORED GLASSES JOHN CONLEE (MCA AY-1105)	30 42	66 RUNNING LIKE THE WIND THE MARSHALL TUCKER BAND (Warner Bros. BSK 3317)	64 16
31 ROCKIN' YOU EASY, LOVIN' YOU SLOW RONNIE McDOWELL (Epic JE 36142)	38 5	67 TOTALLY HOT OLIVIA NEWTON-JOHN (MCA-3067)	65 39
32 RANDY BARLOW RANDY BARLOW (Republic RLP-6024B)	39 3	68 CON HUNLEY (Warner Bros. BSK 3285)	66 24
33 WHEN I DREAM CRYSTAL GAYLE (United Artists UA-LA-858-H)	28 62	69 I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS (RCA AFL 1-2979)	67 46
34 EXPRESSIONS DON WILLIAMS (MCA AY-1069)	34 48	70 VARIATIONS EDDIE RABBITT (Elektra 6E-127)	70 74
35 JERRY LEE LEWIS (Elektra 6E-184)	35 21	71 JIM ED & HELEN JIM ED BROWN & HELEN CORNELIUS (RCA-AHL-3258)	71 26
36 JUST TAMMY TAMMY WYNETTE (Epic KE-36013)	27 10	72 IF LOVE HAD A FACE RAZZY BAILEY (RCA AHL 1-3391)	68 13
		73 BURGERS AND FRIES CHARLEY PRIDE (RCA APL 1-2983)	69 41
		74 TRYING TO SATISFY YOU DOTTSY (RCA AFL-3380)	72 12
		75 I DON'T LIE JOE STAMPLEY (Epic KE-36016)	73 12



WILLIAMS RE-SIGNS WITH MCA — Country artist Don Williams has signed a new, long-term recording contract with MCA Records, MCA president Bob Siner has announced. The announcement came at a recent party held for Williams at the home of Jim Fogelsong, MCA's Nashville president. Shown at the reception are (l-r): Siner; Jim Sharp, Nashville director of operations, Cash Box; Mel Albert, vice president and general manager, Cash Box; Williams, and Fogelsong.

Thunderbird Agency Formed As Adjunct To Halsey Firm

by Bob Campbell

TULSA, OKLA. — Jim Halsey, president of the Jim Halsey Booking and Management Agency, has announced the formation of Thunderbird Artists, a smaller, subsidiary booking and management company. The Thunderbird Agency will serve as a "parallel operation to the main company," Halsey said.

Halsey marketing director Carl Lund has been named to oversee the Thunderbird operation. The Thunderbird agents are Glenn Allison, Scott Hurowitz and Randy Wade. Donna Swaffar will serve as executive secretary to the agency.

Nine acts have been signed to Thunderbird at this point. They are Randy Barlow, Ed Bruce, Paul T. Morris, Dale Smith, Joe Sun, James Talley, The Shoppe, Tweed and Freddy Weller.

'Grooming Company'

The main Halsey Co. books and manages such acts as Roy Clark, Tammy Wynette, The Oak Ridge Boys, Mel Tillis, Freddy Fender and Don Williams, and Lund

said the Thunderbird Agency will act as a grooming company to boost its acts into a superstar category.

"We have learned from the Jim Halsey Co. the success of maintaining a small roster which allows for more personalized attention directed to each artist," Lund said. "A key objective for us will be in trying to groom these artists for superstardom."

The Thunderbird roster is a mixture of Nashville and southwest-based acts. The Nashville acts include Republic's Barlow, Epic's Bruce, Ovation's Sun, Columbia's Weller and Talley, who formerly was signed to Capitol.

Acts from Oklahoma and Texas include Morris and his band, White Mountain Express; Smith, whose song, "Oklahoma's Will," has been selected as the national theme song for the Will Rogers Centennial; The Shoppe, a Dallas-based group which combines music and humor; and Tweed, a Tulsa group which has opened shows for Clark, Hank Thompson and The Oak Ridge Boys.

Distribution Pending For Hickory, Monument

NASHVILLE — Hickory Records and Monument Records, two independent labels that have previously been distributed by major record companies, are now negotiating for other agreements, but no pacts have been finalized, according to label sources. Monument's arrangement with Phonogram/Mercury ended in July, and Hickory's deal with MCA was terminated on Sept. 1.

Wesley Rose, president of Hickory Records, said last week that he expected an announcement could be made in two weeks. "We are close, but don't have a deal yet. It could blow up. We should be able to announce something in two weeks if it goes through," he said.

Monument Records president Fred Foster has been unavailable for comment the past couple of weeks, but Cash Box has learned that Foster has been on the west coast at least once in the past three weeks working on a distribution agreement. In addition, it is understood that Monument has cut back its office staff by at least four employees, including two executives.



BRENDA LEE RECORDING AGAIN — Veteran pop and country artist Brenda Lee (r), who recently signed a contract with MCA Records, has been working at Woodland Studios with producer Ron Chancey. Lee had a long string of pop hits in the early '60s when she was a teenager.

CASH BOX TOP 100 COUNTRY

September 8, 1979

		Weeks On 9/1 Chart			Weeks On 9/1 Chart			Weeks On 9/1 Chart
1	I MAY NEVER GET TO HEAVEN CONWAY TWITTY (MCA 41059)	2	33	I COULD SURE USE THE FEELING EARL SCRUGGS REVUE (Columbia 3-10992)	33	65	EASY BOBBY HOOD (Chute CR 0008)	82
2	TILL I CAN MAKE IT ON MY OWN KENNY ROGER & DOTTIE WEST (United Artists UA-X1299-Y)	4	34	SWEET SUMMER LOVIN'/GREAT BALLS DOLLY PARTON (RCA PB-11705)	41	66	BESIDE ME STEVE WARINER (RCA PB-11658)	71
3	HEARTBREAK HOTEL WILLIE NELSON & LEON RUSSELL (Columbia 3-11023)	3	35	I DON'T DO LIKE THAT NO MORE/NEVER MY LOVE THE KENDALLS (Ovation OV 1129)	40	67	SEE YOU IN SEPTEMBER DEBBY BOONE (Warner/Curb WBS 49042)	77
4	YOU'RE MY JAMAICA CHARLEY PRIDE (RCA PB-11655)	5	36	DANCIN' 'ROUND AND 'ROUND OLIVIA NEWTON-JOHN (MCA S45-1837)	42	68	NO MEMORIES HANGIN' ROUND ROSANNE CASH WITH BOBBY BARE (Columbia 1-11045)	78
5	JUST GOOD OL' BOYS MOE BANDY & JOE STAMPLEY (Columbia 3-11027)	9	37	I AIN'T GOT NO BUSINESS DOIN' BUSINESS TODAY RAZZY BAILEY (RCA PB-11682)	45	69	MIDNIGHT LACE BIG AL DOWNING (Warner Bros. WBS 49034)	—
6	IT MUST BE LOVE DON WILLIAMS (MCA 41069)	10	38	LIVIN' OUR LOVE TOGETHER BILLY JO SPEARS (United Artists UA-X1309-Y)	49	70	FAMILY TRADITION HANK WILLIAMS, JR. (Elektra E-46046)	51
7	YOUR KISSES WILL CRYSTAL GAYLE (United Artists UA-X1306-Y)	8	39	THE DREAM NEVER DIES BILL ANDERSON & THE PO FOLKS (MCA 41060)	39	71	SUSPICIONS EDDIE RABBITT (Elektra E-46046)	55
8	THE DEVIL WENT DOWN TO GEORGIA THE CHARLIE DANIELS BAND (Epic 8-50700)	1	40	THE ROOM AT THE TOP OF THE STAIRS STELLA PARTON (Elektra E-46502)	43	72	ONCE IN A BLUE MOON ZELLA LEHR (RCA PB-11648)	34
9	FOOLS JIM ED BROWN & HELEN CORNELIUS (RCA PB-11672)	14	41	ANOTHER EASY LOVIN' NIGHT RANDY BARLOW (Republic REP-044)	47	73	I CAN'T SAY GOODBYE TO YOU BECKY HOBBS (Mercury 55062)	46
10	DADDY DONNA FARGO (Warner Bros. WBS 8867)	12	42	WE GOT LOVE MUNDO EARWOOD (GMC GMC-107)	44	74	IT'S SUMMER TIME JESS GARRON (Charta CH 136)	74
11	HERE WE ARE AGAIN THE STATLER BROTHERS (Mercury 55066)	11	43	EVERYTHING I'VE ALWAYS WANTED PORTER WAGONER (RCA PB-11671)	48	75	PICK THE WILDWOOD FLOWER GENE WATSON (Capitol P-4723)	59
12	LAST CHEATER'S WALTZ T.G. SHEPPARD (Warner Bros. WBS 49024)	18	44	COCA COLA COWBOY MEL TILLIS (MCA MCA-41041)	24	76	I NEVER LOVED ANYONE LIKE I LOVE YOU LOUISE MANDRELL (Epic 9-50752)	81
13	FOOLS FOR EACH OTHER JOHNNY RODRIGUEZ (Epic 8-50735)	13	45	WHAT MORE COULD A MAN NEED TOMMY OVERSTREET (Elektra E-46516)	52	77	GUESS WHO LOVES YOU MARY K. MILLER (RCA PB-11665)	50
14	I KNOW A HEARTACHE WHEN I SEE ONE JENNIFER WARNES (Arista AS 0430)	15	46	SLIPPIN' UP, SLIPPIN' AROUND CRISTY LANE (United Artists UA-X1314-Y)	54	78	LIFE GOES ON CHARLIE RICH (United Artists UA-X 1307-Y)	84
15	MY SILVER LINING MICKEY GILLEY (Epic 8-50740)	16	47	CRAZY ARMS WILLIE NELSON (RCA PB-11673)	57	79	LET'S TRY AGAIN JANIE FRICKE (Columbia 3-11029)	63
16	ONLY LOVE CAN BREAK A HEART KENNY DALE (Capitol P-4746)	17	48	SOMEDAY MY DAY WILL COME GEORGE JONES (Epic 8-50684)	21	80	LIBERATED WOMAN JOHN WESLEY RYLES (MCA MCA 41033)	66
17	BEFORE MY TIME JOHN CONLEE (MCA 41072)	19	49	HALF THE WAY CRYSTAL GAYLE (Columbia 1-11087)	65	81	YOURS AND MINE MARY LOU TURNER (Churchill CR 7741)	68
18	THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN) ELVIS PRESLEY (RCA PB-11679)	20	50	LOVE ME NOW RONNIE McDOWELL (Epic 9-50753)	61	82	HOT STUFF JERRY REED (RCA PB-11698)	—
19	FOOLED BY A FEELING BARBARA MANDRELL (MCA 41077)	27	51	PLAY HER BACK TO YESTERDAY MEL McDANIEL (Capitol P-4704)	22	83	I'VE GOT A RIGHT TO BE WRONG B.J. WRIGHT (Soundwaves SW 4589)	72
20	DREAM ON THE OAK RIDGE BOYS (MCA MCA-41078)	26	52	IT'S TOO SOON TO SAY GOODBYE TERRI HOLLOWELL (Con Brio CBK 156)	53	84	HANGIN' IN AND HANGIN' ON BUCK OWENS (Warner Bros. WBS 49046)	—
21	DON'T LET ME CROSS OVER JIM REEVES (RCA PB-11564)	7	53	I'M JUST A HEARTACHE AWAY DICKEY LEE (Mercury 55068)	56	85	TOWER OF STRENGTH NARVEL FELTS (MCA 41055)	75
22	IN NO TIME AT ALL RONNIE MILSAP (RCA PB-11695)	32	54	PLEASE SING SATIN SHEETS FOR ME JEANNE PRUETT (IBC IBC 0002)	58	86	THANKS A LOT BILLY PARKER (SRC SC-177)	86
23	IF I FELL IN LOVE WITH YOU REX ALLEN JR. (Warner Bros. WBS 49020)	28	55	PUT YOUR CLOTHES BACK ON JOE STAMPLEY (Epic 9-50754)	67	87	SECOND HAND EMOTION FARON YOUNG (MCA 41046)	76
24	WHO WILL THE NEXT FOOL BE JERRY LEE LEWIS (Elektra E-46067)	25	56	THAT MAKES TWO OF US JACKY WARD & REBA McENTIRE (Mercury 55054)	23	88	(GHOST) RIDERS IN THE SKY JOHNNY CASH (Columbia 3-10961)	60
25	STAY WITH ME DAVE & SUGAR (RCA PB-11654)	6	57	MY EMPTY ARMS ANN J. MORTON (Prairie Dust PD-7632)	62	89	HERE I GO AGAIN DORSEY BURNETTE (Elektra E-46513)	98
26	LOW DOG BLUES JOHN ANDERSON (Warner Bros. WBS 8863)	29	58	THAT RUN-AWAY WOMAN OF MINE FREDDY WELLER (Columbia 1-11044)	64	90	RED NECK DISCO GLENN SUTTON (Mercury 57001)	—
27	YOU AIN'T JUST WHISTLIN' DIXIE BELLAMY BROS. (Warner Bros. WBS 49032)	38	59	SOAP O.B. McCLINTON (Epic 9-50749)	70	91	RAINY DAYS AND RAINBOWS PAUL SCHMUCKER (Star Fox SF-779)	94
28	ALL THE GOLD IN CALIFORNIA LARRY GATLIN (Columbia 1-11066)	37	60	I HEAR THE SOUTH CALLIN' ME HANK THOMPSON (MCA MCA-41079)	73	92	HURRICANE SHIRLEY BOBBY BARE (RCA PB-11673)	93
29	ALL I WANT AND NEED FOREVER VERN GOSDIN (Elektra E-46052)	30	61	HOUDOG MAN GLEN CAMPBELL (Capitol P-4769)	80	93	SKIP A ROPE ROGER YOUNG (Dessa 79-2)	95
30	THE LETTER SAMMI SMITH (Cyclone CYS-104)	31	62	SAIL ON TOM GRANT (Republic REP-045)	—	94	UNBREAKABLE HEARTS HARGUS 'PIG' ROBBINS (Elektra E-46512)	96
31	ROBINHOOD BILLY "CRASH" CRADDOCK (Capitol P-4753)	35	63	LET YOUR LOVE FALL BACK ON ME DAVID HOUSTON (Derrick DRC 126)	69	95	THAT'S YOU, THAT'S ME DAWN CHASTAIN (SCR SC-178)	—
32	GOODBYE EDDY ARNOLD (RCA PB-11668)	36				96	LOVE DOESN'T CARE WHOSE HOUSE IT LIVES IN CHARLIE LOUVIN & EMMYLOU HARRIS (Little Darlin' LD 7922)	97

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

All Around Cowboy (Mariposa — BMI)	98	Heartbreak Hotel (Tree — BMI)	3	Last Cheater's Waltz (Tree — BMI)	12	Skip A Rope (Tree — BMI)	93
All I Want (Gary S. Paxton — BMI)	29	Here I Go Again (Six Continents — BMI/World Song — ASCAP)	89	Let Your Love Fall Back (United Artists — BMI)	64	Slippin' Up, Slippin' Around (I've Got The Music — ASCAP/Song Tailors — BMI)	46
All The Gold In California (Larry Gatlin — BMI)	28	Here We Are Again (American Cowboy — BMI)	11	Let's Try Again (Texas Red Songs — BMI)	79	Soap (Cross Keys — ASCAP)	60
Another Easy Lovin' Night (Febar — BMI)	41	Hot Stuff (Vector — BMI)	82	Liberated Woman (Rose Bridge — BMI)	80	Someday My Day Will Come (Window — BMI)	48
Baby My Baby (Galamar/AI Gallico/Dusty Roads — BMI/Mack David — ASCAP)	51	Hound Dog Man (Gobion/Fancy That — ASCAP)	62	Love Goes On (Makamilion — BMI)	78	Stay With Me (Chinnichap Pub./Careers — BMI)	25
Backslider's Wine (Mystery — BMI)	100	Hurricane Shirley (Return — BMI)	92	Lovin' Our Love Together (Ben Peters — BMI)	38	Sweet Summer Lovin' (Song Yard — ASCAP)	71
Barstool Mountain (Rose Bridge — BMI)	99	I Ain't Got No Business Doin' Business Today (House Of Gold/Tree Pub. — BMI)	37	Love Doesn't Care Whose House It Lives In (Blue Hedge/Legature/Merkado — ASCAP)	96	The Dream Never Dies (Welbeck — ASCAP)	39
Before My Time (Ben Peters — BMI)	17	I Can't Say Goodbye (AI Gallico — BMI)	73	Love Me Now (Tree — BMI)	50	Thanks A Lot (Reico Music — BMI)	86
Beside Me (Chappell/Sailmaker — ASCAP)	66	I Could Sure Use (Combine/Music City — ASCAP)	33	Midnight Lace (AI Gallico/Metaphor — BMI)	69	That Makes Two Of Us (Blackwood/Fulness — BMI)	57
Coca Cola Cowboy (Peso/Malkyle/Senor — BMI)	44	I Don't Do Like That No More (Cross Keys — ASCAP/Tree — BMI)	35	My Empty Arms (One More/Music Craft Shop — ASCAP)	58	That Run-Away Woman Of Mine (Tree Pub. — BMI/Cross Keys — ASCAP)	59
Crazy Arms (Pam/Cham — BMI)	47	I Hear The South Callin' Me (Warner-Tamerlane/Sweet Harmony — BMI/ASCAP)	61	My Silver Lining (Blackwood/Magic Castle — BMI)	15	That's You, That's Me (House of Gold — BMI)	95
Daddy (Prima-Donna — BMI)	10	I Know A Heartache (Chappell — ASCAP/Unichappell — BMI)	14	Never My Love (Jack & Bill — ASCAP)	35	The Devil Went Down (Hat Bank — BMI)	8
Dancin' 'Round And 'Round (Warner-Tamerlane/Ten Speed — BMI)	36	I May Never Get To Heaven (Tree Pub. — BMI)	1	No Memories Hangin' Round (Coolwell/Granite — ASCAP)	68	The Letter (Earl Barton — BMI)	30
Don't Let Me Cross Over (Tros Martin — BMI)	21	I Never Loved Anyone Like I Love You (Warner/Tamerlane — BMI)	76	Once In A Blue Moon (Bobby Goldsboro — ASCAP)	72	The Room At The Top Of The Stairs (DebDave / Briarpatch — BMI)	40
Dream On (Duchess — BMI)	20	If I Fell In Love With You (Tree — BMI)	23	Only Love Can (World Song — ASCAP)	16	There's A Honky Tonk Angel (Irving/Danor — BMI)	18
Easy (Blackwood/Fulness Music — BMI)	65	I'm Just A Heartache (Hall Clement/Maplehill/Vogue — BMI)	54	Pick The Wildwood Flower (Tree Pub. — BMI)	75	Till I Can Make It (Algee/Altam — BMI)	2
Everything I've Always Wanted (St. Nicholas — ASCAP)	43	In No Time At All (Chess/United Artists — ASCAP)	22	Play Her Back To Yesterday (Music City — ASCAP)	52	Tower Of Strength (Famous — ASCAP)	85
Family Tradition (Bocephus Music — BMI)	70	It's Summer Time (Mr. Mort/Music Craftshop — ASCAP)	6	Please Sing Satin Sheets For Me (Jeanne Pruett/Champion — EMI)	55	Unbreakable Hearts (Me and Sam — ASCAP/Annextra — BMI)	94
Fooled By A Feeling (Pi-Gem — BMI)	19	It's Too Soon To Say Goodbye (Wiljex — ASCAP)	53	Put Your Clothes Back On (Algee — BMI)	56	We Got Love (Music West Of The Pecos — BMI)	42
Fools (Pi-Gem — BMI)	9	I've Got A Right To Be Wrong (Blue Creek/On The House — BMI)	83	Rainy Days And Rainbows (Troy Shondell — SESAC)	91	What More Could A Man Need (ATV/Rainsongs — BMI)	45
Fools For Each Other (Hallnote/Bus Ride — BMI)	13	Just Good Ol' Boys (Branwood/Muliet — BMI)	5	Red Neck Disco (Starship — ASCAP)	90	Who Will The Next Fool Be (Knox — BMI)	24
(Ghost) Riders (Edwin H. Morris — ASCAP)	88			Robinhoud (Flagship — BMI)	31	Without You (Apple — ASCAP)	97
Goodbye (Tree — BMI)	32			Sail On (Jobete/Commodores Entertainment — ASCAP)	63	Your Kisses Will (House Of Told — BMI)	7
Great Balls Of Fire (Unichappell — BMI/Chappell & Co. — ASCAP)	34			Second Hand Emotion (Chappell — ASCAP)	87	Yours And Mine (Music City Music — ASCAP)	81
Guess Who Loves You (Tree Publ./Duchess Music/Posy Pub. — BMI)	77			See You In September (Vibar — ASCAP)	67	You're My Jamaica (Pi-Gem — BMI)	4
Half The Way (Chriswood — BMI/Murfezzongs — ASCAP)	49						
Hangin' In And Hangin' On (Blue Book Music — BMI)	84						



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

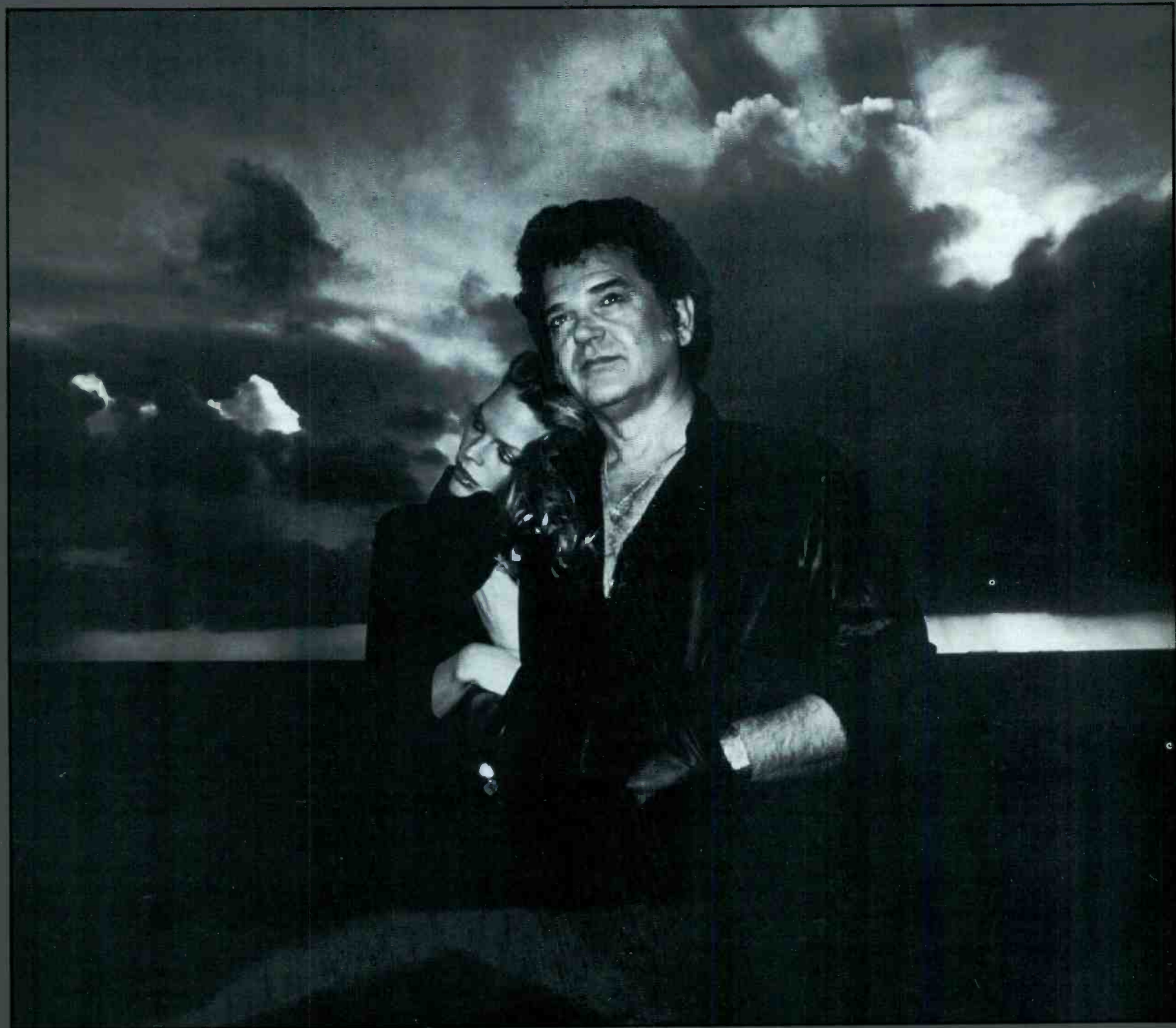
**“I MAY NEVER GET
TO HEAVEN”**

(MCA-41059)

is Conway's second #1 single from

CROSSWINDS

MCA-3086



COUNTRY

REVIEWS

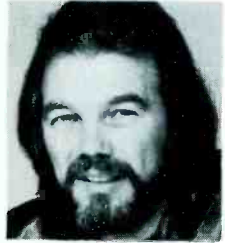


SOUND WAREHOUSE PROMOTES MILSAP LP — RCA artist Ronnie Milsap recently drew the name of a winner in a Dallas, Tex. Sound Warehouse promotion focusing on Milsap's "Images" LP. The winning entry won a Fujica camera. The hosts and co-sponsors of the contest shown standing are (l-r): Jim Yates, RCA branch manager, Dallas; Milsap; Doris Pronge, Sound Warehouse; Bert Williams, salesman, RCA, Dallas; and Julie Myers, Sound Warehouse. Shown kneeling are (l-r): Tom McKusker, sales administration, RCA, Dallas; Wayne Edwards, RCA regional promotion director; Connie David, Sound Warehouse; Carl Williams, manager, Sound Warehouse; and Mike Coldion, Sound Warehouse.

THE COUNTRY COLUMN

Jerry Fuller's reputation as a songwriter and producer has long been established. The author of such hits as "Young Girl" and "Lady Willpower" for Gary Puckett, Fuller is now taking his turn in front of the microphone. His debut LP for MCA, titled appropriately enough, "It's My Turn Now," features Fuller wearing the cap of singer and songwriter. And the cover shouldn't go unmentioned. An unusual concept, the LP jacket features Fuller in 11 different guises. The back cover offers several selected accolades from Fuller fans, including **Mac Davis**, **Gene Autry**, **Andy Williams**, etc.

Judy Collins will be **Crystal Gayle's** special guest star in Gayle's upcoming television special, "Crystal Gayle, The Other Side Of Me." Collins is scheduled to tape her segment Sept. 6 in Nashville.



Jerry Fuller

DJ **Grayham Roe** reported last week that the **Jim Reeves** Anniversary Show broadcast on Radio Oxford in England drew a record number of phone calls from the listening audience — 730 calls during the seven and a half hour broadcast.

Ken Scott, sales manager for Nashville radio station WNAH, has signed a recording contract with Charta Records. The 29-year-old singer from Hot Springs, Ark. released his first single last week, "Cuttin' Close To The Heart," and hopes to begin work on his first album soon.

Mae Axton, co-writer of the hit "Heartbreak Hotel," and mother of **Hoyt**, reported a rather unusual fan letter she received concerning her son. One frantic fan in Michigan requested that Mae send him "everything" on Hoyt — photos, bio, press clippings and any information on concert dates Hoyt might be scheduling in the area. The fan pleaded for this information, Mae relates, before he had a "hoyt" attack. Get it?

Warren Storm recently completed his first album for Starlite Records. Produced by **Huey Meaux**, the LP was recorded at Sugar Hill Studios in Houston.

The Oak Ridge Band will be recording an album of their own for MCA. The Oaks' **Duane Allen** and **Jimmy Tarbutton** will produce the album, which will feature all band members on vocals, except **Don Breland**.

And in keeping up with the times, the Oak Ridge Band and Boys are expecting a shipment of wireless microphones and pickups, valued at \$20,000. A spokesman claims that this purchase will make their production equipment the best in the country music business, and rivalled only by **Kiss** in the rock world.

After acting roles in five movies, **Jerry Reed** still isn't positively sure what he wants — a movie career or a music career. So he is continuing his pursuit of both. Firmly established in the music business, and rapidly gathering his share of kudos in the movie industry, that double role seems to pose no threat to Reed, who admits he just fell into acting. "Maybe it's because I'm not a trained actor . . . because I never worked toward an acting career . . . that I have a hard time accepting it," Reed offered. "I mean if someone told me tomorrow, 'Jerry, you're never gonna make another movie,' I'd say, 'That's okay, it's pretty weird that I made five of 'em.'"

Ronny Robbins has just signed with the newly formed Thunder Record Corporation. A first release is scheduled for early September.

COUNTRY IN GERMANY — **Faron Young** and his **Country Deputes** are scheduled to make several appearances in Germany, beginning late October. And in early September, **David Houston** and his **Persuaders** will begin a tour of 15 military installations in Germany.

AN OFFER HE COULDN'T REFUSE — **Roy Clark** is going to be a Godfather — to **Gatemouth Brown's** two-month old daughter, **Rene**. **Freddy Weller**

Congratulations to **Jerry Clower** and wife **Homerline**, who recently celebrated their 32nd wedding anniversary.

HAPPY BIRTHDAY TO . . . Tompall Glaser and **Hank Thompson**, both celebrating on Sept. 3. And to the Country Music Association, 21 years old Sept. 5.

Bobbie Seymour and the **Nashville Rhythm Section** have signed with The Little Giant Record Company in Nashville. A debut album is scheduled for September.

MCA is hinting at **Barbara Mandrell** possibly taking on some sort of project with **Peter Fonda**.

Freddy Weller's performance at Wolf Trap in Vienna, Va. was video taped for the new Osmond TV Production, "Country Roads," a nationally syndicated production. Host **Sammy Jackson** also interviewed Weller for the show.

jennifer bohler

MERLE HAGGARD (MCA-41112)

My Own Kind Of Hat (2:46) (Shade Tree Music, Inc./Tree Pub. Inc.-BMI) (Merle Haggard/Red Lane)

This could be one of Merle Haggard's strongest singles in a long time. The lyrics are inventive with several interesting double entendres in the chorus. A sure winner for Haggard.

KENNY ROGERS (United Artists -UA-X1315-4)

You Decorated My Life (3:37) (Music City Music, Inc./ASCAP) (D.Hupp/B. Morrison)

With his powerful, expressive voice, Kenny Rogers can spellbind a listener; his new single is another superb ballad. Look for top sales and airplay on this one.

EMMY LOU HARRIS (Warner Bros. -WBS-49056)

Blue Kentucky Girl (3:17) (Sure Fire Music Co, Inc./BMI) (Johnny Mullins)

Ignoring the pop trend in country music, Emmylou Harris continues to record pure country songs and this single is a traditional classic. Emmylou's sweet, sensitive voice shines here.

GENE WATSON (Capitol- P-4772)

Should I Come Home (Or Should I Go Crazy) (2:33) (Tree Publishing Co., Inc./BMI) (J. Allen)

Gene Watson consistently charts well, and his new single is a solid record. As with most Watson songs, the lyrics are intelligent and follow a story-line.

SINGLES TO WATCH

CHARLY McCLAIN (Epic-9-50759)

You're A Part Of Me (3:26) (Chappell & Co., Inc./Brown Shoes Music Co./ASCAP) (Kim Carnes)

R.C. BANNON (Columbia - 1-11081)

Winner and Losers (2:54) (Hall-Clement Publications/BMI) (K. Bell-T.Skinner — J.L. Wallace)

FARON YOUNG (MCA-41046)

That Over Thirty Look (2:18) (Right Song Music, Inc./BMI) (Rick Klange- Billy Arr)

DALE McBRIDE (Con Brio — CBK-158-A)

Get Your Hands On Me Baby (2:48) (Con Brio Music Co./BMI) (Dale McBride)

FLOYD CRAMER (RCA-PB-11715)

Last Date (2:22) (Acuff-Rose Publications/BMI) (Floyd Cramer)

ERNIE ROWELL (Grass Records- 63-05-A)

I'm Leavin' You Alone (2:59) (Blue Creek Music/BMI) (Ernie Rowell)

GENE PERRINE (Concorde Records - CRS 067 A)

Lady Let Me Love You (2:54) (Witjex Publishing Co./ASCAP) (Don King-Dave Woodward-Jeff Walker)



DON'T LET ME CROSS OVER — **Jim Reeves** — RCA — Ahl-1834548 — **Producer: Various** — **List: 7.98**

After all these years, it is a tribute to Jim Reeves that the public still responds to the warmth and sincerity of his voice. Although several albums have been released since his death in the early '60s, this LP may be the best yet. A new twist is here is the addition of Deborah Allen's voice on five of the songs. Allen is a Nashville songwriter with one of the most compelling, original voices heard in some time. The combination of the two is magic.



ALL AROUND COWBOY — **Marty Robbins** — Columbia — JC836085 — **Producer: Billy Sherrill** — **List: 7.98**

Marty Robbins has always felt a special kinship with the Old West and the cowboy, and many of his greatest hits have been woven with a Western theme. His new album is a total concept album filled with songs about life and times of cowboys. Robbins wrote most of the material, and the LP contains his recent single, "All Around Cowboy." "The Ballad of a Small Man" is also a fine cut.



OUT OF A DREAM — **Reba McEntire** — Mercury — SRM-1-5017 — **Producer: Jerry Kennedy** — **List: 7.98**

Reba McEntire has yet to receive the recognition she deserves, but her time will come. Blessed with a big, warm voice, McEntire is at home with almost any song and she takes on a variety of material in this LP. Jerry Kennedy's production work is supportive and keeps McEntire's vocals right out front. The best cuts are "That Makes Two Of Us (with Jacky Ward)," "Sweet Dreams" and "(I Still Long To Hold You) Now and Then."



IT'S MY TURN NOW — **Jerry Fuller** — MCA-3170 — **Producer: Ron Chancey** — **List: 7.98**

Jerry Fuller has excelled in the music business as a songwriter and producer and publisher, and now he is seeking the brass ring as an artist. Although he worked in Los Angeles for most of his music career, Fuller came to Nashville to record his debut album under the production of Ron Chancey. All of the songs are written by Fuller, and the result is a personalized album punctuated by fine vocals. "Lines" and "Over You," a '60s hit by Gary Puckett and the Union Gap, are included.



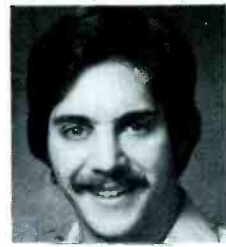
THE BEST OF JACKY WARD . . . UP 'TIL NOW — **Jacky Ward** — Mercury-SRM1-5021 — **Producer: Jerry Kennedy** — **List: 7.98**

Jacky Ward appears regularly on the country charts with quality songs, but he is still somewhat of an unknown quantity on a large scale. However, this "best of" package should reacquaint everyone with his talents. A smooth singer and versatile entertainer, Ward shows here why he is capable of achieving more and more success. "Wisdom Of A Fool," "A Lover's Question" and "Fools Fall In Love" are included.

COUNTRY RADIO

THE COUNTRY MIKE

MALTZ AND HIRSCH ACCEPT NEW POSITIONS WITH MALRITE BROADCASTING — The board of directors of Malrite Broadcasting Company has elected **Milton Maltz** as its chairman and chief executive officer. **Carl E. Hirsch** moves up to the presidency and will become Malrite's chief operating officer. The chairman's position had previously been unfilled. This new alignment of Maltz and Hirsch represents the company's repositioning of its top executives to reflect the growth of the company in the communications industry. Hirsch, 33, becomes the youngest president of a major communications corporation. He previously served as the company's executive vice president. Prior to that post, Hirsch was vice president and general manager of WHK and WMMS in Cleveland (Malrite's flagship stations). Maltz, had served as Malrite's president since the company's inception in 1956.



Bud Forte

MUSIC DIRECTOR PROFILE — **Bud Forte**, MD for WWVA/Wheeling, began his broadcasting career in 1968 at WTCS/Fairmont, WV, while still in high school. He moved to WMMN/Fairmont in 1969 as the news director. In 1972, Bud was an air personality at WNCG/WKTM in Charleston, SC, while stationed in the Navy. He returned to WMMN/Fairmont in 1975 doing middays at the station and two years later went to work at his present station of WWVA as the morning drive jock. In 1979, Bud was moved up to the MD position along with his morning drive show at the station.

The new KNOE/Monroe jock line-up, according to MD **Bill Warren**, is as follows: **Jay Scott** from 5 to 6 in the morning and then at 6 he teams up with **Danna K** until 9. At 9 Danna K goes along until 10 when **PD Randy Deaton** comes in for his show. **Bob Mann** handles the 12:30-2 chores and then **Jeff Jasper** takes care of the afternoon drive show from 2-6. At 6 it is MD **Bill Warren** with his 3-hour shift followed by **Mary Ann** from 9-1 a.m.

WUBE'S LARRY B POSES AS "QUICKDRAW MCGRAW" AT KINGS ISLAND — **Larry B**, air personality for WUBE/Cincinnati, had always wondered what it would be like to be a character at Kings Island. So one day recently, he suited up as "Quickdraw McGraw," and made his way around the park greeting visitors. Larry had mentioned on his show that morning what he would be doing later on, and those who recognized him at Kings Island would receive a top country album. Larry said of the venture, "In one word, hot. After about twenty minutes, I was ready to go back in and change out of the character — either that or faint."

WKDA/Nashville has a new air personality schedule, according to MD **Mike Beck**. **Jim DeMarco** is in charge of morning drive from 6-9 with **Denny Ray** (new air person in the line-up) in from 9-2. MD **Mike Beck** takes care of afternoon drive from 2-6 followed by **Fred Buc** with the 6-11 p.m. air shift. **Larry King**, a syndicated show, is run from 11-4:30 a.m. and **Steve Jordan** does the remaining 4:30-6 a.m. show. MD **Mike Beck** takes his music calls on Mondays and Tuesdays only from 9 until 1.

The Cleveland National Air Show was held recently at the Burke Lakefront Airport. WHK/Cleveland had an information center in operation through out the show, with daily appearances by the WHK air personalities — **Joe Finan**, **Carolyn Carr**, **Mike Dawson** and **Bill Wilkins**. **Gary Dee** narrated the Model Aircraft Reenactment of 1929. WHK broadcast portions of the show live, via call-ins from the air personalities at the show.

THE COUNTRY DOCTOR COMES TO KAYSON — **Cal Stout** (The Country Doctor) is the new all night air personality for KSON/San Diego. Stout is a 16-year veteran of radio with his most recent on-air job being with WHO/Des Moines as the host of a day-time talk show for the station. He was with WHO for five years and in that time attained the position of assistant PD. The rest of the KSON line-up is as follows: From 6-10 is PD **Rod Hunter** followed by **Dick Warren** with the mid-day show. MD **Ron West** takes care of the 2-6 air slot with **Greg Edwards** in from 6-midnight when the Country Doctor takes over.

country mike

PROGRAMMERS PICKS

Jim Randall	WMZQ/Washington D.C.	Half The Way — Crystal Gayle — Columbia
King Ed	WSLC/Roanoke	Half The Way — Crystal Gayle — Columbia
Jay Hoffer	KERE/Denver	Hound Dog Man — Glen Campbell — Capitol
Mike Corbin	KLLL/Lubbock	Hound Dog Man — Glen Campbell — Capitol
Albert Cox	KOUL/Corpus Christi	Baby My Baby — Margo Smith — Warner Bros.
Ray Sherwood	WAXX/Eau Claire	Sweet Summer Lovin' — Dolly Parton — RCA
Steve Chappell	WDOB/Chattanooga	Hound Dog Man — Glen Campbell — Capitol
Dave Beadles	KSSS/Colorado Springs	Half The Way — Crystal Gayle — Columbia
Tim Rowe	WMNI/Columbus	Baby My Baby — Margo Smith — Warner Bros.
Pam Green	WHN/New York	Half The Way — Crystal Gayle — Columbia
Charlie White	WVOJ/Jacksonville	I Never Loved Anyone Like I Love You — Louise Mandrell — Epic
Hal Jay	WMC/Memphis	Put Your Clothes Back On — Joe Stampley — Epic
Dan Williams	WCMS/Norfolk	Hound Dog Man — Glen Campbell — Capitol
Dick Buchanan	KHEY/El Paso	Hound Dog Man — Glen Campbell — Capitol

MOST ADDED COUNTRY SINGLES

1. **BABY MY BABY** — MARGO SMITH — WARNER BROS. — 36 REPORTS
2. **SAIL ON** — TOM GRANT — REPUBLIC — 26 REPORTS
3. **MIDNIGHT LACE** — BIG AL DOWNING — WARNER BROS. — 21 REPORTS
4. **HOUD DOG MAN** — GLEN CAMPBELL — CAPITOL — 19 REPORTS
5. **HALF THE WAY** — CRYSTAL GAYLE — COLUMBIA — 17 REPORTS
6. **PUT YOUR CLOTHES BACK ON** — JOE STAMPLEY — EPIC — 17 REPORTS
7. **SWEET SUMMER LOVIN'/GREAT BALLS OF FIRE** — DOLLY PARTON — RCA — 15 REPORTS
8. **HOT STUFF** — JERRY REED — RCA — 15 REPORTS
9. **HANGIN' IN AND HANGIN' ON** — BUCK OWENS — WARNER BROS. — 13 REPORTS
10. **SEE YOU IN SEPTEMBER** — DEBBY BOONE — WARNER BROS. — 12 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. **LAST CHEATER'S WALTZ** — T.G. SHEPPARD — WARNER BROS. — 55 REPORTS
2. **BEFORE MY TIME** — JOHN CONLEE — MCA — 55 REPORTS
3. **FOOLED BY A FEELING** — BARBARA MANDRELL — MCA — 54 REPORTS
4. **DREAM ON** — THE OAK RIDGE BOYS — MCA — 52 REPORTS
5. **THERE'S A HONKY TONK ANGEL (WHO WILL TAKE ME BACK IN)** — ELVIS PRESLEY — RCA — 50 REPORTS
6. **YOU AIN'T JUST WHISTLIN' DIXIE** — BELLAMY BROTHERS — WARNER BROS. — 49 REPORTS
7. **FOOLS** — JIM ED BROWN & HELEN CORNELIUS — RCA — 48 REPORTS
8. **IN NO TIME AT ALL** — RONNIE MILSAP — RCA — 46 REPORTS
9. **ONLY LOVE CAN BREAK A HEART** — KENNY DALE — CAPITOL — 42 REPORTS
10. **ALL THE GOLD IN CALIFORNIA** — LARRY GATLIN — COLUMBIA — 39 REPORTS

Dual Career Keeps Jerry Reed Busy

NASHVILLE — In support of his recently released movie, "Hot Stuff" and LP, "Jerry Reed Live! Featuring 'Hot Stuff,'" RCA artist Jerry Reed last week covered five cities in four days on a promotional tour.

A cooperative venture between RCA and Columbia Pictures, the tour kicked off Aug. 27 in Raleigh, N.C., continued the 28th in Memphis, moved through Kansas City and Minneapolis on the 29th and wound up the 30th in Los Angeles.

In each city, Reed hosted a special screening of "Hot Stuff" for the local media, radio and sales account representatives. Before showings, Reed talked with the guests about the movie, his new album and his dual career in film and music.

Balancing a double career so far has presented no problem to Reed. Even when he was shooting "Hot Stuff" on location in Miami, Reed found time to perform at Disney World and area clubs. And during the movie promotional tour, Reed had plans to play a date in Clarksville, Tenn.

Future plans for Reed include various concert dates and another move — the sequel to "Smokey and the Bandit," which begins filming in mid-October. The "Smokey II" chase will be set in Georgia, Alabama and Louisiana as Reed, Burt Reynolds, Jackie Gleason and Sally Fields are reunited. Dom Deluise, who directed and starred with Reed in "Hot Stuff," will also be featured in "Smokey II."

Nelson Catalog Set For Regional Promo

DALLAS, TEX. — CBS Dallas branch manager Danny Yarbrough has announced a major campaign with Lieberman and its Sears accounts within the Dallas market to promote Willie Nelson's entire catalog.

30-Days

Yarbrough said the promotion, which will begin the second week in September and last for 30 days, will spotlight Nelson's catalog throughout the regional Sears Stores which are serviced by Lieberman.

BMA Board To Meet In Nashville Sept. 7

NEW YORK — The next meeting of the Black Music Association's Board of Directors is scheduled for September 7 to 10 in Nashville, Tenn.

After the meeting set for Friday morning, the BMA board will attend a special luncheon at the invitation of Frances Preston, vice president of BMI.

On Saturday, the board will tour the Country Music Hall of Fame, and attend a dinner hosted by the CMA.



WAXX HOLDS OUTDOOR COUNTRY CONCERT — WAXX Radio in Eau Claire, Wis. recently held an outdoor country show at the Dunn County Fair in Manomomie, which featured RCA artist Ronnie Milsap and CBS artists R.C. Bannon and Louise Mandrell. The shows were delayed because of rain, but the two performances drew large crowds. Shown backstage following the concerts are (l-r): Bob Holtan, WAXX manager; Milsap; Mandrell; Tim Wilson, WAXX program director; and Bannon.

Dealers Give Mixed Reaction To CBS Policy Guidelines

(continued from page 5)

"I think that the returns limitation policy is also unfortunate especially in respect to its timing, in that the industry is trying to recover from a bad situation. And CBS artists are going to suffer, because neither wholesalers nor retailers will be as free to offer their product to the public as they have been in the past."

Fred Traub, vice president of purchasing for the Record Bar chain, drew very different conclusions on some points. "As a result of the shipping charge for less than 90 unit orders," he said, "it appears to me that we will be warehousing considerably more CBS product than in the past. We would rather have the inventory housed at our central facility rather than at strong level, because of the minimum shipment of 30 pieces needed to order."

Traub endorsed the move to \$5.98 list because "those records will retail at \$4.99, and at a cost of \$2.93, your markup is 41.3% which is better than the markup on a \$6.98."

Good Deal On Classics

Traub anticipated a negative reaction from retailers who do not feel it appropriate for a company to use a reduction in the value of their inventory, from \$7.98 to \$5.98 list. At the same time, he said he appreciated the fact that while CBS has raised the list price on Masterworks, the company is not asking the retailer to "rebate the profit on that." "Since all authorizations must be in prior to Aug. 24," Traub continued, "if you have authorizations into CBS prior to that date and they have not already authorized, then you become penalized by their delay, and that's inequitable." Traub estimated that, between field and warehouse inventory and product that's in the return pipeline, the new CBS rules could represent a loss of \$40,000 to \$50,000 for Record Bar. "I don't like the trend," concluded Traub. "I don't think it's equitable, reasonable, or consistent."

No Bestsellers

John Kaplan, executive vice president of the Handleman Company, had a number of reservations. In addition to arguing against receiving \$5.98 list credit for albums that listed for \$7.98, Kaplan felt that even the reduction of product to \$5.98 list was no big sales incentive. "The selections that are being reduced are not the better selling selections, so what they are doing, in effect is not reducing the list by two dollars, but increasing the list by a dollar, since this is the kind of product that used to be put in the midline energies at \$4.98."

But the segment of the letter that Kaplan is looking at most carefully is the returns policy that will become effective next year. "I would think that the fact that they're making it effective Jan 8 is because they want to get reaction from accounts before they

make it definite, and it's possible that they could mediate it. It's unfair to expect a rack jobber to merchandise under the same returns policy as retailers; and, as far as I'm concerned, the letter says that both operate under the same rule." Secondly, it's a simple matter of economics that the 20% returns policy will force us to take an extremely conservative approach to the marketing of CBS product and will limit the exposure we can give to CBS acts. As a result of this policy, CBS artists will not be competitive with artists that record for other labels. With 5,000 locations, we cannot now take a chance with new artists the way that we did for Meat Loaf and Rex Smith."

Other Reactions

According to Mary Bird, assistant to the buyer at the Harvard Coop, "My immediate reaction is that the CBS policy won't affect us in a negative way. Our returns have always been below 20%. Ironically, though we do a huge catalog business, I don't foresee increasing our volume. For us, space is a problem—we already utilize every inch we have—and, regardless of price, I can't see us carrying any more catalog than we already do."

According to Don Simpson, head of purchasing for Fathers and Sons, "the only part of the policy that generated interest was the idea of dropping the catalogue to \$5.98. It's a welcome change in philosophy — one that should generate companion sales — and we expect everyone to follow suit. As far as the exchange policy, we can live with the 20% ceiling on returns — I understand their need to control that — but there needs to be an alternative to including defective product."

CBS Defends Policy

According to a spokesman for CBS, "We've been working on a pricing and service policy for some time now that would allow us to make a fair profit on what we sell and at the same time meet the needs of our customers so that we could better service them. Many of the changes we made in the service policy will make our operation more efficient and, will benefit our accounts in turn."

"We had problems in the past where we were filling orders on what amounted to a first-come, first-serve basis that filled orders for small ones and twos, stuff that disregarded bulk and had no priority: now we've put it on a system where there are priority time items that will be handled immediately, such as breaking acts, new releases, and items that will be handled right away for certain minimum quantities. In doing that, we won't be tied up pulling a lot of product of secondary importance. "I suppose there are accounts that will have to change their ordering pattern to conform with those policies. There are accounts that will have to anticipate their needs a little better, but I don't think any of these policies will result in any way in heavier returns. There had been a tendency for people to order every day, because in the past we've said that we service people on a daily basis; but now, since the policy says that we will ship catalog-type orders within four days, they will have to figure on ordering every four days."

The spokesman argued that, despite the fact that some retailers would be left with records that list for less than the list price when they paid for them, the pricing system was equitable for everyone. "The list of releases that are being reduced in price will represent a relatively smaller percentage of the total CBS inventory that any account is handling, and when you consider all of the price increases and decreases, the total value of the inventory they've got will increase. Some selections will go down in value while others will go up, but overall, the value of their inventory will increase."

Pacific, Metronome Ink European Distrib Deal

LOS ANGELES — Pacific Arts Records & Tapes of the USA and Metronome Musik of West Germany have signed a pact for distribution of Pacific Arts product in West Germany, Switzerland and Austria. First release under the three-year agreement will be Michael Nesmith's "Infinite Rider On The Big Dogma" LP. Subsequent releases will include Nesmith's catalog and Celebration.

For The Record

In a story about the pricing of Columbia Masterworks albums in the August 25 issue of **Cash Box**, it was incorrectly stated that these LPs carried a list price of \$8.98. They are now list-priced at \$7.98; however, they will be priced at \$8.98 as of September 10.

(continued from page 36)

think we are striking a blow for good taste here in the Holy City," the Rt.-On Rev stated. With that aesthetic in mind, the clerical DJ has spun the soundtrack from *Car Wash*, and singles by **Kiss**, **Van Halen** and **Ted Nugent**. Now it seems **Claudja Barry** will have to cancel her plans to record an Italian-language version of "Boogie Woogie Dancin' Shoes of the Fisherman."

MORE DISH — NYC Ring DJs **Phil Alexion** and **Richie Rivera** are both being considered for the jock job at the **Flamingo**, a top private club in New York . . . Correction: Last week **Disco Breaks** incorrectly reported that **Craig Morey** shares dishing duties with **Marlo Gonzalez** at **Circus Disco**. Wrong. Gonzalez and **Victor Flores** spin at Circus, while Morey alternates with **Mike Lewis** at **Studio One** . . . Sharon White, who spins at NYC's Sahara club at night and works at RSO during the day celebrates her birthday Sept. 3, followed by **Prelude's Michael Gomes** on the 4th . . . **Dennis Wheeler** is leaving his promotion duties at **Tom Hayden & Associates** and will move over to Casablanca where he will assist **Michele Hart**. The 23-year-old promoter started out at age 19 doing pre-production work for United Artists and reports that his departure from Hayden's office was mutually amicable. "Tom even urged me to take my new job," Wheeler reports, "because it's a step upward." . . . Once a month, **Disco All-Stars**, a production company, throws a disco party at Chicago's **Aragon Ballroom**. Last month's event drew over 2300 revellers. **Ken Jason**, who recently won best DJ honors at the Chicago Disco Awards, spins at the event every month in addition to dishing regularly at the north side's **Footloose & Fancy Free** disco . . . **Randy Sills**, national promo manager at **Inphasion**, has left that label to form his own production company. "It's not the end of me, just the beginning," the 26-year-old producer, composer, arranger and musician says, citing his new company's first production effort, the A.M. Orchestra's "6:05 A.M." single. The cutesy angle on the release is its playing time (6:05 minutes) and the recording engineer's street address, also 605 . . . Insiders at **Ocean Records** say that the much-rumored reports of a **Cossie-Kreiner** split are not true. . . . From the "I Bet" file: While **Butterfly's "Hottest Disco in Town"** traveling disco troupe was in Frisco recently, troupe members **Saint Tropez**, **Tuxedo Junction**, **Bob McGilpin**, **Denise McCann**, **Destination** and **J.T. Connection** rode to major record stores in a fire engine. En route, the disco acts passed a real firetruck and the firemen invited them all back for a party at the firehouse . . . Having spent all summer in NYC, **Prelude's Michael Gomes** decided he had had enough of the big city and called the local airlines to ask how far he could get on \$262.51. He admits it was a tough decision when the reservations clerk asked, "One-way or roundtrip?" Micheal ultimately chose the latter option, and so this weekend he will vacation in Des Moines, Iowa. He considers it a working weekend, however. "I'll probably be the first disco rep to hit the capital of Iowa," Gomes speculates . . .

SPLASHES IN THE POOLS — The **Boston Record Pool**, the nation's oldest (founded in 1976 by John "ReMix" Luongo), will celebrate its three-and-a-half-year anniversary with a party Oct. 15 at **Boston, Boston** disco. Four or five as yet undetermined disco acts will perform at the event. Interested labels can contact the pool's **George Borden** at (617) 536-2094 . . . **Salty Dogs** is sponsoring the first of three "Battle of the DJs" competitions Sept. 9 at the **Star System** disco in Tempe, Ariz. Eight DJs, all members of the **Southwest Record Pool**, will participate. The club's regular DJs, **Mike Merber** and **Jim Kumas**, will also be on hand for the festivities.

SUPER TRAIN, SUPER STARS, SUPER DISCO — **Gloria Gaynor**, **Fern Kinney**, **Cindy & Roy**, the **Trammps**, the **Raes**, **Musique** and **Ednah Holt** will perform Sept. 8 at the **Buffalo Convention** for an event which is being billed by producers **Bruce Marsh** and **Glenn Arnette** as the "World's Largest Disco." With its 64,00 square foot dance floor, 20 miles of electrical cabling and 40,000 watts of quadrophonic sound, the event is being submitted for inclusion in the Guinness Book of Records. 8,000 tickets have already been sold through Ticketron, and the promoters expect 5,000 walk-ins. Record execs, including **Neil Bogart**, **Ray Caviano** and others, have already R.S.V.P.ed for the program, which will feature displays of album jackets and other merchandising aids. **Studio One DJ Mike Lewis** and **Buffalo DJs Charlie Anzalone** and **John Ceglia** from the local record pool will spin.



Taana Gardner

IN PERSONS — A surprise performance by **Patrick Hernandez** at **Osko's "Under Age Night"** Aug. 27 was quite a coup for **Osko promoter**, 22-year-old **Michael Del Rey**, since the "Born To Be Alive" artist was only in town for three days. With an assist from **Bev Hills High Senior David Price**, who was wearing a T-Shirt which read "Under Age Director," **Del Rey** introduced **Hernandez**, scheduled artist **Debbie Jacobs** and **Tom Hayden**, president of **Hernandez' label** . . . **WBL's Frankie Crocker** introduced **Diana Ross** who introduced **Mary Wilson** who performed at **New York, New York's** grand opening party Aug. 28 . . . The following day, E/A artist **Bruni Pagan**, whose "Fantasy" '12" is soaring up the disco charts, and **RCA's Machine** taped a segment of TV's "Soap Factory" at the **Fun House** disco in NYC. DJ **Jonathan Fearing** spun for the event.

frank sanello & cookie amerson



THE BUTTERFLY COLLECTION — **Butterfly Records** recently brought its traveling roadshow to **New York's Copacabana**, where several of the acts performed. Pictured in the front row outside the night club are (l-r): dancer **Linda Chase**; **Butterfly** artist **Bob McGilpin**; dancer **Kathleen King**; **Butterfly** artist **Denise McCann**; **Midge Barnett** and **Leisha of Butterfly** act **Tuxedo Junction**; **A.J. Cervantes**, president of **Butterfly Records**; **Caryn Richman** of **Tuxedo Junction**; and **Phyllis Rhodes** of **St. Tropez**. Pictured in the back row are (l-r): **John Hoke**, **McGilpin's co-writer**; **Love Chile Theus**, **Danny Lugo**, and **Kathleen Bradley**, who comprise **Butterfly** act **Destination**; **John Davis**, **Butterfly's vice president of promotion**; and **Jim Henry**, **Butterfly's tour manager**.

LATIN

LATIN BEAT

COLOMBIA EN CHARANGA — Nestor Torres — Color-Clip-7073 — Producer: Nestor Torres

Nestor Torres debuts with this swinging charanga album on Color Records in South America. Usually a charanga band is in the bag of Cuban sounds, but here they demonstrate their modernistic sounds with violins and flute and chorus backgrounds. Special recognition goes to the piano player and rhythm section. Each cut is a gem in its own right. With good promotion it should go to the top.



TU SIEMPRE TU — Raquel Olmedo — CBS-Mexico DCS-887 — Producer: Lolita De La Colina

Multi-talented female vocalist Raquel Olmedo debuts with this beautiful album for CBS of Mexico. Her voice and range blend artistically with the orchestrations behind her. All songs are very strong in this album. The best songs are "Mi Amor Se Queda Solo," "Extranandote," "De Quererte Asi," "Si Esto No Es Amor," "Sigo Siendo Yo," "Una Mujer A Tulado" and "Tu Siempre Tu." Special credit goes to the background vocals behind Raquel Olmedo.



POR AMORES COMO TU — Estela Nunez — Pronto-Pts-1054 — No Producer

Veteran Songstress Estela Nunez gives her heart and soul on this album of love songs, which she handles superbly. Great backing by the orchestra is demonstrated on songs such as "Temores," "Que Por Amor," "De Sed Murio," "Para Siempre Adios," "Por Amores Como Tu," "Hoy Me He Despertado" and "Despues De Ti." Without any doubt this album should go high on all the charts in Mexico.



SINGLES TO WATCH

- QUETA JIMENEZ** (RCA — Mexico) **La Prieta Linda** (Heriberto Aceves)
- MANANTIAL** (CBS — Costa Rica) **Serena** (Sergio Garaido)
- JUAN GABRIEL** (Arcano) **María Jose** (Juan Gabriel)
- LEO DAN** (Caytronics) **No Quiero Ser** (Leo Dan)
- DAVID CORPUS** (Arcano) **Puro Cachanilla** (Antonio Herrera)
- SONORA DINAMITA** (Fuentes) **Se Me Perdió La Cadenita** (Luis Cedron)
- OLGA MARIA** (Musart) **Si Te Habla De Me** (Alejandro/Magdalena)
- RODOLFO** (Fuentes) **Te Vas, Te Vas** (Luis Ocegura)
- LOS GRILLOS** (Musart) **El Rey De Los Tahures** (Aguilar/Mendoza)
- LOS FELINOS** (Musart) **Morena Tenias Que Ser** (V. Maldonado)

LATIN PICKS

The Association of Hispanic Arts and The Snug Harbor Cultural Center in Staten Island are sponsoring a summer celebration of Latin Culture at a two-day festival, Sept. 7 and 8.

The spectacular grounds of the Snug Harbor Estate will vibrate with the exuberant energy of actors, puppeteers, singers, musicians and poets against a colorful backdrop of modern art provided by visual artists.

On Sept. 7 all performances will be presented free of charge to the public by artists of the Association of Hispanic Arts/CETA Artist Project 1979-80.

The performances will range from a classical Spanish play by **Miguel de Cervantes** staged with lively movement and a modern original score to the controversial imagery of contemporary poetry by **Americo Casiano**.

Musical selections include a concert of traditional songs from Puerto Rico, a classical piano recital and Latin jazz trio. . . . Other highlights are a children's puppet show, a newly choreographed dance, and a short play by Cuba's foremost poet **Jose Marti**.

Participating artists who are familiar to Hispanic audiences include **Sally Montero**, starring in the highly acclaimed film *El Super* playing now in New York; **Brenda Feliciano** star of *Carmencita* and *Columbus*, Columbus and currently starring in the Duo Theatre production at Intar of Dolores Prida's *The Beggars Soap Opera* and **Mirta Cartaya** of *Te Juro Juana Que Tengo Ganas* at *Repertorio Espanol*.

Playwright **Eduardo Gallardo**, whose play, "Simpson Street," was produced successfully by The Puerto Rican Traveling Theatre, will also participate. Visual artists **Alfredo Hernandez**, **Elizan Escobar**, **Brenda Alejandro**, **Manuel Vega**, **Marco Kalishch**, **Malmgren Restrepo**, **Adal Maldonado** and **Guillermo Lucero** will have their works exhibited. **Ray Ramirez** and **Lui Marquez** will handle the duties of M.C.

Ralph Mercado Management has signed **Pete "El Conde" Rodriguez** to appear at Ft.

Jackson, Columbia, So. Carolina in September in conjunction with Armed Forces Hispanic Week which will be celebrated during that month. RMM will be working with the U.S. Armed Forces in an effort to book other "salsa" acts at the different bases during Armed Forces Hispanic Week.

Word is that **Fajardo** has received his release from **Coco Records** and is getting ready to sign with **Fania**.

Ruben Blades will be taking Panama by storm when he returns home in August. He will appear with **Willie Colon** and **Celia Cruz** on Aug. 24 and 25.

Celia Cruz is playing a month of dates in Miami. Then, on Sept. 7 and 8 it's down to California for two concerts at San Francisco and Los Angeles.

It has just been announced by **Ralph Mercado** and **Ray Aviles** that **Hector LaVoe** has re-signed with **Ralph Mercado** Management for an extended period of time.

Fania Records will be releasing the first album by **Guarare** in August. The band is made up of **Ray Barretto's** former band members, and under Ray's direction they have come up with a top notch "Salsa" album.

Out on the Trova label in Argentina is an album featuring five compositions and arrangements by **Carlos Franzetti**. Titled "The Prime Element," it features some top notch New York studio musicians. The album was coordinated by **Carlos** and **Omar Clay**. Carlos arranged several cuts in **Hector LaVoe's** album, "Recordando A Felipe Pirela," including the single, "Sombra Nada Mas."

Carla Pinza, host of "The Puerto Rican New Yorker," a public service show on WPIX-TV, recently taped a show with Pete "El Conde" on location. Aside from doing an interview with Pete, she taped his performance for Jazzmobile.

The taping coincided with the release of Pete's new Fania album, "Soy La Le" which he produced with **Louie Ramirez**.

ray terrace

LATIN BEST SELLERS

Chicago (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Siembra — Willie Colon/Ruben Blades — Fania
- 3 Salsa Mayor — Velvet
- 4 N.Y. City Salsa — Orquesta Broadway — Coco
- 5 La Charanga 76 En El 78 — Charanga 76 — TR
- 6 En Cuba — Tipica 73 — Fania
- 7 Bobby Valentín — Bronco
- 8 Sweet Trumpet — Tommy Olivencia — T.H.
- 9 La Comedia — Hector Lavoe — Fania
- 10 Homenaje A Benny — Tito Puente — Tico
- 11 Ray Rodriguez — Tico
- 12 Super Salsa — Luis Ortiz — New Generation
- 13 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 14 El Progreso — Roberto Roena — International
- 15 Red Hot — Mongo Santamaria — Columbia
- 16 Popeye — Adaberto Santiago — Fania
- 17 Dandy's Danny — LP — Venture
- 18 Albino Divino — Fania
- 19 Untouchable — Tito Allen — Alegre
- 20 Pacheco/Casanova — Fania

Miami (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Eternos — Cruz/Pacheco — Vaya
- 3 Siembra — Willie Colon/Ruben Blades — Fania
- 4 N.Y. City Salsa — Orquesta Broadway — Coco
- 5 En Las Vegas — El Gran Combo
- 6 Conjunto Universal — Jaquir
- 7 Spanish Fever — Fania All Stars — Columbia
- 8 Fuera De Esta Mundo — Tipica Ideal — Coco
- 9 Saoco Original — Salsoul
- 10 Oscar De Leon — T.H.
- 11 El Progreso — Roberto Roena — International
- 12 Homenaje A Benny — Tito Puente — Tico
- 13 Red Hot — Mongo Santamaria — Columbia
- 14 Sweet Trumpet — Tommy Olivencia — T.H.
- 15 La Comedia — Hector Lavoe — Fania
- 16 Super Salsa — Luis Ortiz — New Generation
- 17 Pacheco/Casanova — Fania
- 18 Salud Dinero Y Amor — Tipica Novel — Fania
- 19 Algo Solido — Louie Colon — El Sonido
- 20 Poder Musical — Wilfredo Vargas — Karen

Los Angeles (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 Siembra — Willie Colon/Ruben Blades — Fania
- 3 En Cuba — Tipica 73 — Fania
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 La Fuerza Latina — Combo
- 6 Sweet Trumpet — Tommy Olivencia — T.H.
- 7 Bobby Valentín — Bronco
- 8 Dandy's Danny — LP — Venture
- 9 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 10 Pacheco/Casanova — Fania
- 11 Homenaje A Benny — Tito Puente — Fania
- 12 Super Salsa — Luis Ortiz — New Generation
- 13 El Progreso — Roberto Roena — International
- 14 Ray Rodriguez — Tico
- 15 Popeye — Adaberto Santiago — Fania
- 16 La Comedia — Hector Lavoe — Fania
- 17 N.Y. City Salsa — Orquesta Broadway — Coco
- 18 Esto Si Es Lo Mio — Ismael Rivera — Tico
- 19 Untouchable — Tito Allen — Alegre
- 20 El Negrito Del Sabor — Luigi Texidor — Miestra

New York (Salsa)

- 1 Solo — Willie Colon — Fania
- 2 En Cuba — Tipica 73 — Fania
- 3 Pacheco Y Casanova — Fania
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 Siembra — Willie Colon/Ruben Blades — Fania
- 6 Super Salsa — Luis Ortiz — New Generation
- 7 Dandy's Danny — LP — Venture
- 8 Bobby Valentín — Bronco
- 9 Sweet Trumpet — Tommy Olivencia — T.H.
- 10 Ray Rodriguez — Tico
- 11 La Orquesta De Mi Tierra — Sonora Poncena — Inca
- 12 La Fuerza Latina — Combo
- 13 N.Y. City Salsa — Orquesta Broadway — Coco
- 14 La Comedia — Hector Lavoe — Fania
- 15 Homenaje A Benny More — Tito Puente — Tico
- 16 El Progreso — Roberto Roena — International
- 17 Popeye — Adaberto Santiago — Fania
- 18 Untouchable — Tito Allen — Alegre
- 19 El Negrito Del Sabor — Luigi Texidor — Nuestra
- 20 Esto Si Es Lo Mio — Ismael Rivera — Tico

Mexico

- 1 Disco Samba — Two Man Sound — Gamma
- 2 Buenos Dias Señor Sol — Juan Gabriel — Ariola
- 3 El Amor De Mi Vida — Camilo Sesto — Ariola
- 4 Hasta Que Amanezca — Joan Sebastian — Musart
- 5 Brujeria — Alvaro Davila — Melody
- 6 Callados — Angels Carráxco y Camilo Sesto — Ariola
- 7 Soy Y — Los Yonic's — Poiydor
- 8 Motivos — Jose Domingo — Melody
- 9 Recuerdos — Los Baby's — Peerless
- 10 Sinofia Del Mar — Piero — RCA
- 11 Y Al Principio Boleros — La Peguena Compania — Melody
- 12 Borinquen Disco Party — CBS
- 13 Que Alegria — Pedro Vargas — RCA
- 14 Yolando Del Rio — RCA
- 15 Toca Madera — Amii Stewart — Ariola
- 16 Sobreviviré — Gloria Gaynor — Polydor
- 17 Tragedia — Bee Gees — RSO
- 18 En La Marina — Village People — Casablanca
- 19 Chiquitita — ABBA — RCA
- 20 Tropezando — Suzi Quatro & Chris Norman — RSO

Puerto Rico

- 1 Solo — Willie Colon — Fania
- 2 Siempre — Willie Colon — Ruben Blades — Fania
- 3 Bobby Valentín — Bronco
- 4 Eternos — Cruz/Pacheco — Vaya
- 5 En Cuba — Tipica 73 — Fania
- 6 Emociones — Julio Iglesias — Alhambra
- 7 Poder Musical — Wilfredo Vargas — Karen
- 4 Sentimientos — Camilo Sesto — Pronto
- 9 Los Hijos Del Rey — Karen
- 10 Super Salsa — Luis Ortiz — New Generation
- 11 Sweet Trumpet — Tommy Olivencia — T.H.
- 12 Sophy — Velvet
- 13 Puerto Rico 79 — Alhambra
- 14 La Selecta — Raíphy Levitt — Borinquen
- 15 Yolandita Monge — Coco
- 16 Rafael Jose — Boriquen
- 17 Borinquen Disco Party — Latinum
- 18 Homenaje A Benny — Tito Puente — Fania
- 19 Untouchable — Tito Allen — Alegre
- 20 El Progreso — Roberto Roena — International

INTERNATIONAL

Cohen Reveals NARM Plans To Enter Canadian Market

by Kirk LaPointe

TORONTO — As a prelude to plans for expansion into the Canadian market, National Association of Recording Merchandisers (NARM) executive vice president Joe Cohen was the featured speaker at the Sam The Record Man convention, held Aug. 20 at the Harbour Castle Hilton.

The convention, attended by managers of the retail chain's 120 full-line stores, as well as representatives from the RD 2000 merchandising units in smaller Canadian towns, marked the first time any official NARM activity had taken place outside of the USA.

"This is a sincere measure to assist the Canadian retail merchandiser," said Cohen in an exclusive interview with **Cash Box**. "We're not coming here to take over another organization's territory, to absorb them into NARM."

"We feel the Canadian retailer hasn't any organized body for collective support. Many of our problems as record and tape retailers are universal, and many Canadian retailers have worked with us in the past on an unofficial basis. We just hope that we can gain from discussions here, and can also benefit the region."

First Canadian Regional

NARM's first officially-sponsored function in Canada will be the regional meeting scheduled for Sept. 13 at Toronto's Holiday Inn. NARM officials expect the meeting to be one of the largest in the current schedule of 22 regionals.

Delivering the keynote speech at the Sam The Record Man convention, Cohen concentrated on the state of the market, singling out bidding wars, high returns and lack of planning as key factors in the industry's sales slump.

Citing the high cost of product, and the subsequently high operational costs for retailers, Cohen condemned the "illogical and senseless" competition for artist signings as being the primary cause of "senseless" price increases.

"When artists stop dictating to the industry," he said, perhaps some stability will return to the out-of-hand economic trend.

Cohen also cited high returns — calling it "marketing myopia" — as damaging to the reputation of the music business. "We learned the hard way that the record industry was not recession-proof," he told the convention. Cohen blamed hyping, the shipping "of excessive tonnage with little regard" for the long-term market situation, as one of three return problems at the crux of the industry woes.

He said defectives "are on the way to destroying our already-tarnished

reputation." The record industry has been unable to keep technological pace with other once-fledgling fields, like the electronics industry, which "is light years ahead of us now" in developing problem-free hardware and software, he said.

Worst yet, the "marketing myopia" has been a reflection of a "frightening" inability to plan ahead. Cohen said record retailers must lead the way in trying to capture the "small, but important" home video business, now being swept up by electronics and department stores.

Of his comments blaming artists for contributing to the troubled times in the music industry, which raised more than a few eyebrows at the convention, Cohen explained, "It's most important at this stage that the artist realize his dominant role has hurt us."

He listed several artists embroiled in contract renegotiations and bidding wars, and said they have been to blame for lower sales levels, having withheld finished and unfinished product from the marketplace.

Music Retailers Call For U.K. Polydor Boycott

LONDON — Reflecting a growing retail discontent with the pricing policies of record companies, record merchants from the Liverpool area have called for a general boycott of all Polydor product.

Spurred by Polydor's decision to reduce the dealer profit margin from 33 1/3% to 30% (effective Sept. 1), the action by the Liverpool retailers shows signs of spreading throughout the nation.

The militant mood of the retailers was obvious, as shown by the fact that the Polydor boycott was actually the mildest of the three alternatives seriously considered by the Liverpool merchants — the others being a boycott of all record manufacturers and the selling of all product at full suggested list price.

The Liverpool action, virtually unanimously supported at the local branch meeting of the Gramophone Record Retailers' Committee, has already found growing support from retailers and their organizations in other major urban areas, notably London, Coventry and Birmingham.

Polydor officials were unavailable for comment on the boycott.

With the UK record industry in the throes of what has been called the worst sales slump since World War II, retailers have seen profits drop steadily and dramatically, as both prices and taxes inexorably increase.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — A strong Argentinian delegation will attend the upcoming FLAPP (Latin American Federation of Record Producers) meeting in Rio de Janeiro, Sept. 12-14. Members of the IFPI (International Federation of Record Producers) board will also be in attendance, presenting Latin American record producers with their first opportunity to meet the directors in this part of the world.

Hugo Piombi has been appointed manager at the Sicamericana label as part of the revamping of the company under the direction of Nestor Selasco. Piombi's former company, Discos TK, has been rather inactive in the past two months, with several of its artists signing contracts with other labels.

RCA's Howard Dean McCluskey has reported to **Cash Box** the recent increase in activity in the field of Spanish language versions of international hits. Recent visitor Madleen Kane will record one of her latest tunes in Spanish, as will Laurent Voulzy, Brazilian star Maria Creuza and others. McCluskey has also scheduled a trip to Stockholm to discuss new recordings in Spanish by ABBA and the possibility of a 1980 visit to Argentina by the Swedish recording group.

A comprehensive promo campaign in support of Johnny Mathis' latest LP has been launched by CBS. CBS president Heclio Cuomo explained to **Cash Box** that the company is enthusiastic about the singer's sales potential and is providing an intensive promo campaign in support of the new release. In addition, Cuomo also noted that the company has plans to provide full promotional support for Roberto Carlos, the Brazilian chanteur who is already a standard in this country.

Phonogram recently hosted a party in honor of opera singer Placido Domingo, who some time ago entered the pop charts with a crossover album. Domingo revealed that he intends to record some tango music in the future, with an eye on both the international and Argentinian markets.

EMI has decided to trim costs by tightening its local artist roster, concentrating on the singers and/or groups that appear to have the most potential and appeal in the pop, folk and MOR categories.

miguel smirnoff

France

PARIS — Promoter Robert Bialek has arranged a six-concert tour in France for Polydor recording artist Ian Matthews. Scheduled for October, the tour will include a date at the Olympia in Paris. Matthews' "Man In The Station" single and "Stealing Home" LP have been on the French charts for three months, and the new "Siamese Friends" LP will be released to coincide with his tour.

Cathy Oudemans, promotion director for A&M Records, Europe, recently announced the appointment of Claude Pupin to the post of promotion director, France. An international rock music critic and commentator with *Rock and Folk*, France's top music magazine, Pupin is also respected for his promotion work with Bonneville, Lewis Furey and other rock bands.

Barclay Records and Logo Records have decided on an amicable split. Barclay's decision to terminate its UK distribution deal with Logo comes at a time when there is still plenty of Barclay product available in the UK, including both French back catalog and the progressive Egg label, which includes Tim Blake's albums. An announcement is expected within the next two weeks on a new system utilizing parallel importer/distributors for the UK, where Barclay has raised its sales goals to 700,000 French francs for 1979.

Barclay has also renewed its agreement with RCA for distribution in Argentina, Brasil and Uruguay. Having experienced great success in these territories with Patrick Juvet, Romance, Charisma and Continent No. 6, Barclay is hoping to overcome difficulties experienced this year in the Central American market (Nicaragua, Salvador, Honduras and Costa Rica) due to instability in the region.

dllek koc

United Kingdom

LONDON — Yes' Jon Anderson and Ian Anderson, David Palmer and Martin Barre of Jethro Tull recently fused their talents and created the musical score for a most unusual project — a ballet. The rock stars' months of work came to fruition this week when the Scottish Ballet Company performed the work, titled "Underground Rumours," for the rock-biz writers at the Sadlers Wells theatre in London. The opening show was a resounding success, once again demonstrating that different art forms can link up successfully.

DJM Records recently signed the USA west coast-based Hilltak label to a three-year agreement for the UK and Eire. The new label was developed by Hillery Johnson and Tom Takayoshi. Virgin Records completed a deal with Eddy Grant's Ice Records for long term licensing in the UK. First release under the new deal will be Grant's single titled "Walking On Sunshine."

Ensign Records' chart band, the Boomtown Rats, will embark on a long-awaited major tour of the UK at the end of September. The Rats' third LP, as yet untitled, is scheduled for release at the beginning of the tour. Virgin's group of industrial music clones, Devo, will return to the UK in October for four dates that will include London's Rainbow Theatre. Rickie

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Chiquitita — ABBA — RCA
- 2 Da Ya Think I'm Sexy — Rod Stewart — WEA/EMI
- 3 La De Le Mochila Azul — Pedrito Fernandez — CBS
- 4 Palsaje — Franco Simone — Microfon
- 5 Tragedy — Bee Gees — RSO
- 6 Hooray! Hooray! It's A Holl-Holiday — Boney M — RCA
- 7 El Amor De Mi Vida — Camilo Sesto — Microfon
- 8 Ring My Bell — Anita Ward — CBS
- 9 YMCA — Village People — RCA
- 10 Marco — Jose Maria Pascoal — Philips

TOP TEN LPs

- 1 Music For UNICEF — various artists — Phonogram
- 2 La Carpa Del Amor — soundtrack — Microfon
- 3 Super Disco, vol. 2 — various artists — RCA
- 4 Voulez-Vous — ABBA — RCA
- 5 Emociones — Julio Iglesias — CBS
- 6 Cantanlino, vol. 3 — various artists — CBS
- 7 Spirits Having Flown — Bee Gees — RSO
- 8 Reveries — Richard Clayderman — Tonodisc
- 9 Hit Sounds, vol. 3 — various artists — CBS
- 10 Habla Una Vez Un Disco — Gaby Fofito, Miliki y Milikito — CBS

Australia

TOP TEN 45s

- 1 Some Girls — Racey — Rak
- 2 Pop Muzik — M — MCA
- 3 Ring My Bell — Anita Ward — Epic/TK
- 4 Up There Cazaly — The Two-Man Band — Fable
- 5 Cool For Cats — UK Squeeze — A&M
- 6 Bright Eyes — Art Garfunkel — CBS
- 7 I Was Made For Lovin' You — Kiss — Casablanca
- 8 Reunited — Peaches & Herb — Polydor
- 9 My Sharona — The Knack — Capitol
- 10 One Way Ticket — Eruption — RCA

TOP TEN LPs

- 1 Discovery — ELO — Jet
- 2 The Very Best Of Leo Sayer — Chrysalis
- 3 First Under The Wire — Little River Band — Capitol
- 4 Back To The Egg — Wings — MPL
- 5 English History — John English — Mercury
- 6 Breakfast In America — Supertramp — A&M
- 7 Fate For Breakfast — Art Garfunkel — CBS
- 8 Never Sleeps — Neil Young — Reprise
- 9 Get The Knack — Capitol
- 10 Dynasty — Kiss — Casablanca

—Kent Music Report

Brasil

(Rio de Janeiro)

TOP TEN 45s

- 1 Got To Be Real — Cheryl Lynn — CBS
- 2 Born To Be Alive — Patrick Hernandez — CID
- 3 Ate Parece Que Foi Sonho — Fabio-Tim Maia — Odeon
- 4 Por Multas Razoes Eu Te Quero — Jane Herondy — RCA
- 5 Ring My Bell — Anita Ward — CBS
- 6 Allouete — Denise Emmer — Tapeacar
- 7 Sonho Meu — Maria Bethania — PolyGram
- 8 I'd Rather Hurt Myself — Randy Brown — Tapeacar
- 9 Nao Chore Mais — Gilberto Gil — WEA
- 10 Pai — Fabio Junior — Som Livre

TOP TEN LPs

- 1 Chatuba — Dicro — Continental
- 2 Gal Tropical — Gal Costa — PolyGram
- 3 Feijao Maravilha — various artists — Som Livre
- 4 Momentos — various artists — K-Tel
- 5 Cheio de Razao — Bebeto — Copacabana
- 6 Pai Herol — various artists — Som Livre
- 7 Lady Laura/Cafe da Manha — Roberto Carlos — CBS
- 8 Chanson D'Amour — various artists — K-Tel
- 9 Pedacos — Simone — Odeon
- 10 Alibi — Maria Bethania — PolyGram

—Pandisc

INTERNATIONAL

INTERNATIONAL DATELINE

Lee Jones' Sept. 9 concert at London's Dominion Theatre has been sold out and an extra show has been added.

One of the original new wave bands, **The Slits**, have their long-awaited debut LP scheduled for Sept. 7 release on Island Records. Titled "Cut," the LP was produced by **Dennis Bovell**. Island has planned a weighty marketing campaign in support of the release. . . . Currently causing a stir in disco circles, the new black UK band **Light Of The World** will debut soon with a self-titled album on the Ensign label.

New executive appointments see freelance producer **Billie Swern** joining DJM Records as A&R manager. . . . Whilst at Phonogram, **Jeremy Ensor** has been appointed A&R manager. Ensor was formerly with Pye Records. . . . And **Tommy Sander-son Jr.**, previously professional manager with Chrysalis Music, has joined Marksman Music in the same capacity.

nick underwood

West Germany

MUNICH — **Rudolf ("Rudi") Wolpert**, CBS Germany's boss for the last 10 years, has announced his departure from the post to become an independent consultant to the company. During Wolpert's tenure, CBS Germany increased its market share from 2% to 13% with a strong local artist roster that includes such gold and platinum acts as **Wolf Biermann, Costa Cordalis, Ricky King, Tina Rainford, Nina Hagen, Lake** and others.

Dieter Dierk's rock group, **Scorpions**, headlined the recent Reading Open Air Festival, held Aug. 25 in the UK, thus becoming the first continental group ever to headline the British festival. Dierks, who recorded the **Scorpions'** performance, has also just completed live recordings of **Queen, Rory Gallagher, Voyager, The Commodores** and **Skin**.

The International Musik and TV/Hi-Fi Fair has just opened to record crowds and representation. After only two days, more than 250,000 persons have attended the exhibition. All record companies were in attendance, except Arcade and K-Tel, with unanimous attendance by manufacturers of video and home entertainment hardware. A fast-growing business in Germany, over 150,000 home video units have been sold so far this year, with the industry anticipating doubling this figure by the end of the year. Entertainment at the fair has so far been highlighted by the "Las Vegas Special" on opening night — featuring **Wayne Newton, Lola Falana, Liza Minelli, Ben Vereen, Udo Juergens** and the **James Last Orchestra**, who presented a new and exciting form of entertainment, topped by a Muppets Ballet.

While the two government-supported television networks are becoming more and more competitive, the rise of the home

video unit might well be the forerunner of private television here in Germany. Informed sources project that private television will be a reality by 1981. . . . Control over private television is currently the issue being contested by the Post Office Department and private enterprise. Central to the dispute are cable television and informational video units, over which the Post Office claims to have jurisdiction by virtue of its legal monopoly in mass communications media in Germany. However, private enterprise, represented by various major publishing houses and newspaper companies, has expressed the desire to enter the field as a proper extension of its current business.

Former film director **Boris Karan Gosov**, who scored big in movies during the early '70s, has come up with a new multi-media concept that has everybody flabbergasted. Introduced on German television recently, Karan Gosov's one-man personality show featured "new dimensions in music-video entertainment so startling that it needs to be experienced to be believed. . . . **Horst Bork** has been appointed new A&R chief at Teldec, following two years as an independent consultant.

gerhard augustin

CRI Names Larsen To Interim Post In Germany

LOS ANGELES — Jorgen Larsen has been named interim managing director, CBS Schallplatten, CBS Records International/Germany, replacing Rudi Wolpert, who recently resigned to pursue personal interests. Larsen will retain his current position as area vice president, CBS Records International, and will relocate from Paris to Frankfurt by the end of August.

Larsen joined CBS Records International in 1971.



Jorgen Larsen

Asher Optimistic CRI Can 'Survive' Worldwide Slump

by Nick Underwood

LONDON — Rescheduled from Madrid to London due to recent political violence, the CBS Records International (CRI) annual convention, held Aug. 23-25 at the Grosvenor House Hotel, featured an optimistic assessment that the company will be one of the "survivors" of the current economic slump that has engulfed much of the international record business.

"CBS Records International is having its best year ever," said CRI president Dick Asher to the gathered executives, "far surpassing 1978 in both sales and profits. Yet, as 1979 develops, it seems that this year, more than any other in the history of our industry, is the year to celebrate the 'survival' of the record business."

Recognizing that economic factors like "fluctuating currencies, energy shortages and recession" had created soft market conditions around the world, Asher also pointed out that as depressed as many markets are, CRI has often been able to maintain the top spot locally.

Australian Pirate Rings Raided, Closed By Police

MELBOURNE — In a dramatic series of raids on both the west and east coasts, Australian police shut down two alleged pirate rings, seizing approximately 15,000 bootleg albums and over 4,000 pirated tapes.

The raids, conducted over a two-week period, were directed at Toad Hall Records of Perth, on the west coast, and a major tapering centered in the suburbs of Sydney on the east coast. The raids culminated months of investigation by police and the Australian Record Industry Assn.

The raid on Toad Hall Records, whose owner, Charles O'Halloran, was fined in 1977 on a similar charge, netted an estimated 15,000 albums, including copies of David Bowie, Bob Dylan, ELO, Fleetwood Mac and Bruce Springsteen, plus tape masters of what are believed to be live Australian performances by Dylan and others.

The raids in the Sydney suburbs, which resulted in the arrests of five men, netted over 4,000 tapes of such acts as Billy Joel, the Bee Gees, Meat Loaf, Leo Sayer, Demis Roussos and Glen Campbell, plus a wide and sophisticated variety of tape duplicating equipment.

At the present time, the Australian Copyright Act provides a maximum penalty of \$100 fine and loss of facilities for violations.

Citing CBS' position as a market share leader in the UK, as well as all-time high market shares in France, West Germany, The Netherlands, Scandinavia, Mexico, Argentina and New Zealand, Asher went on to say that "the record business is currently poor in the UK, as it is in many markets around the world, but in the UK as well as many of the other markets around the world, CBS is on the top of the heap. We are, right now, fighting a strong current of economic unrest, but our house is in good order, and when business returns to a more normal stable base, as we believe it will, we are primed to maintain our market leadership."

This confidence in the ability of CRI to not only weather the storm, but also to prosper in its midst, was further explained by Asher, who added, "As an international company, we are probably better constituted to prosper in uneven or uncertain times than any other competitor in the industry. A reliance on local artists' repertoires is a core consideration of each CRI affiliate, and with that as a foundation, we are able to plan and execute strategies for the exposure of national artists to international audiences, thus maximizing the value of our talent 'inventory' without adding additional overhead."

Marketing Techniques

"The marketing techniques we have developed and refined have enabled us to make quantum leaps in markets where we faced firmly entrenched competition with more than 50 years head start on us in some cases. It is this kind of effort that gives rise to the optimism I hold for our future as a division. We have proven our capability in the past, and as we head towards 1980, our sound operating philosophies and innovative management teams will see us through the roughest of times."

Hand-in-hand with the economic crisis, Asher noted, was the continuing pressure to maintain high quality in the face of rising costs. "As an industry, we are facing a quality crisis," Asher contended. "I am well aware that cost cutting is often the necessary by-product of recession but let's not confuse cost reduction with quality reduction."

"Being the best," Asher continued, "means producing the best — the best packages, the best album covers, the best trade ads, the best posters and merchandising aids and the best audio-visual documents. The best 'anything' that leaves this organization in support of an artist or a piece of music."

"Quality must be the cornerstone of anything we do. And that quality must be grounded in creative imagination."

INTERNATIONAL BESTSELLERS

Canada

TOP TEN 45s

- Born To Be Alive** — Patrick Hernandez — CBS
- I Was Made For Loving You** — Kiss — PolyGram
- Ring My Bell** — Anita Ward — CBS
- Bad Girls** — Donna Summer — PolyGram
- Good Times** — Chic — WEA
- My Sharona** — The Knack — Capitol
- Goodbye Stranger** — Supertramp — A&M
- Shine A Little Love** — ELO — CBS
- Gold** — John Stewart — PolyGram
- I Want You To Want Me** — Cheap Trick — CBS

TOP TEN LPs

- Breakfast In America** — Supertramp — A&M
- Get The Knack** — The Knack — Capitol
- Candy-O** — The Cars — WEA
- Live At Budokan** — Cheap Trick — CBS
- The Cars** — WEA
- Discovery** — ELO — CBS
- Bad Girls** — Donna Summer — PolyGram
- Dynasty** — Kiss — PolyGram
- Voulez-Vous** — ABBA — WEA
- The Gambler** — Kenny Rogers — Capitol

—CRIA

New Zealand

TOP TEN 45s

- Some Girls** — Racey — EMI
- Bright Eyes** — Art Garfunkel — CBS
- Pop Muzik** — M — PolyGram
- Lay Your Love On Me** — Racey — EMI
- Ring My Bell** — Anita Ward — CBS
- Bad Girls** — Donna Summer — PolyGram
- Boogie Wonderland** — Earth, Wind & Fire — CBS
- When You're In Love** — Dr. Hook — EMI
- My Sharona** — The Knack — EMI
- We Are Family** — Sister Sledge — WEA

TOP TEN LPs

- Breakfast In America** — Supertramp — A&M
- Communique** — Dire Straits — PolyGram
- I Am** — Earth, Wind & Fire — CBS
- Fate For Breakfast** — Art Garfunkel — CBS
- Discovery** — ELO — CBS
- Bad Girls** — Donna Summer — PolyGram
- Rickie Lee Jones** — WEA
- Candy-O** — The Cars — WEA
- The Very Best Of Leo Sayer** — Festival
- Outlandos D'Amour** — Police — Festival

—Record Publications Ltd.

West Germany

TOP TEN 45s

- El Lute** — Boney M — Hansa/Ariola
- So Bist Du** — Peter Maffay — Teldec
- Moskau** — Dschinghis Khan — Jupiter/Ariola
- I Was Made For Loving You** — Kiss — Casablanca/Bellaphon
- Ring My Bell** — Anita Ward — TK/CBS
- Pop Muzik** — M — MCA/Metronome
- Bright Eyes** — Art Garfunkel — CBS
- Sunday Girl** — Blondie — Chrysalis/Phonogram
- Hot Stuff** — Donna Summer — Casablanca/Bellaphon
- Do To Me** — Smokie — EMI/Rak

TOP TEN LPs

- Steppenwolf** — Peter Maffay — Teldec
- Breakfast In America** — Supertramp — A&M/CBS
- Communique** — Dire Straits — Phonogram/Vertigo
- Live Killers** — Queen — EMI
- Dire Straits** — Phonogram/Vertigo
- Voulez-Vous** — ABBA — DGG/Polydor
- Traumereien** — Richard Clayderman — Teldec
- Dynasty** — Kiss — Casablanca/Bellaphon
- Fate For Breakfast** — Art Garfunkel — CBS
- Bad Girls** — Donna Summer — Casablanca/Bellaphon

—Der Musikmarkt

COIN MACHINE

Tournament Sets '79 Soccer Dates

SEATTLE — Tournament Soccer of Seattle Washington has released its upcoming tournament schedule. At every tourney, excepting the Austin Open, Tournament will award a combination of merchandise prizes, including motorcycles, soccer tables and Atari video equipment, to winners of the special novice only, qualifiers category.

The schedule is as follows: The Shaffer Distributing \$50,000 Cleveland Open, August 31- Sept. 3; The \$10,000 Austin Open (novice only), Sept. 21-23; Rowe International \$50,000 Syracuse Open, Sept. 21-23; The Seattle \$10,000 Tournament (masters excluded); The Advance Automatic \$50,000 Bay Area Open, Oct. 19-21; The \$10,000 Salt Lake City Open, Oct. 26-28; The Mountain Coin \$10,000 Open, Nov. 2-4; The Phillip Moss \$10,000 Open, Nov. 16-18 and The Empire Distributing Super Doubles II \$100,000 Chicago Open, Nov. 23-25.

European Tourney

Tournament Soccer will also be holding its first \$50,000 European tournament in London, England this year. In addition, the Seattle-based manufacturer will give away \$250,000 in prize money on the continent and in the British Isles. Most of the prizes will be awarded in tournaments in London, Dublin and Frankfurt.

Irving Kaye Taps Rowe/Memphis

STAMFORD, CONN. — The Irving Kaye Company, leading manufacturer of coin-operated pool tables, announced the appointment of Rowe International in Memphis, Tenn. as the exclusive distributor for Kaye products in that territory. The Rowe facilities are located at 628 Madison Ave. in Memphis.

Commenting on the new appointment, Bill Currier, sales manager at the Kaye company, stated, "With the very capable hands of Bill Stewart at the helm and Ron Harris in sales, we have every confidence that their phenomenal success with our new 'Silver Shadow' pool table will continue to be a source of pride to the Irving Kaye Company. Their concern with providing only top calibre equipment to their customers has made them the most sought-after distributor in their area and we are most pleased to have them representing us."

Currier advised that Rowe/Memphis maintains a good stock of Kaye tables at all times, noting that "if there are any operators in the territory who haven't seen the new 'Silver Shadow' they can view it at the Memphis distributor's showroom."

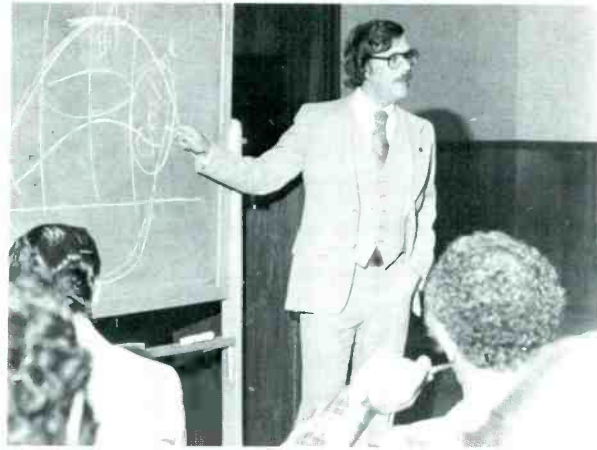
Int'l Venture Bows New Coin Analyzer

CHICAGO — International Venture, Inc. of Las Vegas, Nev., is currently marketing a new, all-electronic coin analyzer and slug rejector.

WANT: Bally Listed Super Continental, Bonus Line, Wall Street, and Ticker Tape

SALE: Japanese Invader

Bally Service Co. Ltd.
1-27 Higashi Azabu
Minato-ku, Tokyo
(03) 582-0857



ACCENT ON PROFIT — Sandler Vending Co. of Minneapolis recently sponsored a seminar on coin industry profit. Among those participating in the presentation were Dr. Alan J. Goldman, assistant director of the U.S. Mint; Bernie Powers, marketing field service manager for the Bally Pinball Division; and Irving R. Sandler, president of Sandler Vending. In the first photo, Powers is shown at the blackboard during one of the presentations. The second photo shows a portion of the more than 60 participants who attended the seminar. The impact of the new Susan B. Anthony dollar coin on the industry was a prime topic of the seminar.

Sandler's Profit Seminar Hailed As Success

MINNEAPOLIS — Some 60 owner/manager/operators were in attendance at the Profit Seminar and luncheon sponsored by Sandler Vending Company of Minneapolis July 18 at the Golden Valley House. The program drew enthusiastic response from those present and was hailed as one of the most informative of its kind ever held in the area.

Highlighting the agenda was a seminar presentation covering such subjects as "Your Future With The Dollar Coin," "Pinball Management" and a "Return On Investment Forum." The entire program was planned and coordinated by Sandler sales executives Irv Sandler, Hy Sandler and David Sandler. Among those participating in the presentation were Dr. Alan J. Goldman, assistant director of the U.S. Mint for Technology; Bernard M. Powers, marketing field service manager for the Bally Pinball Division; and Irving R. Sandler, president of Sandler Vending Company.

S.B.A. Dollar Promo

In mid-August, Sandler Vending Company issued a customer mailing to promote the Susan B. Anthony dollar, which was a prime topic at the seminar, and the current Bally "Kiss" pinball machine which is equipped with a coin chute that will accept the new coin. The letter reads as follows:

"Congratulations! You are now operating the first machine to accept the new \$1 coin. The Bally "Kiss."

"The Bally "Kiss" will earn more money if a few simple procedures are followed:

1. First and foremost make sure that the location and the players are aware that "Kiss" accepts the new \$1 coin.
2. Make sure that the location is supplied with an adequate supply of the \$1 coins.
3. Run some promotions on the \$1 coin if

The unit has the ability to "electronically analyze each coin at nearly three times the speed of the mechanical acceptor, with much more accuracy," according to company director J. R. Dunkin. This capability provides protection against slugs and foreign coins.

Dunkin further noted that the coin analyzer is simple to install "since the unit will retrofit nearly all vending machines" and it has the added advantage of a "free-fall chute which helps eliminate costly service calls."

Single coin units are available for 5c, 10c, 25c, 50c, \$1 and the new Susan B. Anthony coin.

Full information on price and availability may be obtained by contacting International Venture, Inc., 3580 Polaris Ave., Suite 27, Las Vegas, Nev. 89102 or by phoning 702-873-5506.

you are operating on straight quarter play. Give 6 plays for a dollar. Another idea is to have the location sell Susan B. Anthony dollars for 95c up to a limit of \$2 or \$3 or \$5 per person. If you did this with \$1000, it would cost you \$50. Imagine all the talk, all the excitement and all the interest you could stir up at a total cost to you of just 50 bucks!

"Resistance to anything new is natural — don't panic. The more enthusiastic you are

about the \$1 coin the quicker the locations will accept the idea. Enthusiasm is contagious — you are the key.

"There are those who said the player would not pay a quarter to play any game. They were wrong. And they will be proven wrong on the \$1 coin. I predict that in the near future any machine that does not accept the \$1 coin will be obsolete.

"The dollar coin will earn more money — that's the bottom line."

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. **GET IT RIGHT NEXT TIME** GERRY RAFFERTY (United Artist UA-X1316-Y)
2. **SPOOKY ATLANTA RHYTHM SECTION** (BGO/Polydor PD2001)
3. **WHERE WERE YOU WHEN I WAS FALLING IN LOVE** LOBO (MCA/Curb — 41065)
4. **REMEMBER (WALKING IN THE SAND)** LOUISE GOFFIN (Asylum E-46521A)
5. **ARROW THROUGH ME** WINGS (Columbia 1-11070)
6. **GOOD GIRLS DON'T** THE KNACK (Capitol P-4771)
7. **MIDNIGHT WIND** JOHN STEWART (RSO RS1000)
8. **FINS** JIMMY BUFFETT (MCA MCA 41109)
9. **GET A MOVE ON** EDDIE MONEY (Columbia 1-11064)
10. **ROLENE MOON** MARTIN (Capitol P-4765)

TOP NEW COUNTRY SINGLES

1. **DREAM ON** THE OAK RIDGE BOYS (MCA-41078)
2. **FOOLED BY A FEELING** BARBRA MANDRELL (MCA-41077)
3. **YOU AIN'T JUST WHISTLIN'** DIXIE BELLAMY BROTHERS (Warner Bros. WBS49032)
4. **IN NO TIME AT ALL** RONNIE MILSAP (RCA PB11695)
5. **GREAT BALLS OF FIRE** DOLLY PARTON (RCA PB-11705)
6. **WHAT MORE COULD A MAN NEED** TOMMY OVERSTREET (Elektra E-46516)
7. **HALF THE WAY** CRYSTAL GAYLE (Columbia 1-11087)
8. **HOT STUFF** JERRY REED (RCA PB-11698)
9. **BABY MY BABY** MARGO SMITH (Warner Bros. WBS 49038)
10. **IT MUST BE LOVE** DON WILLIAMS (MCA-41069)

TOP NEW R&B SINGLES

1. **SAIL ON** COMMODORES (Motown M1466F)
2. **FOOL ON THE STREET** RICK JAMES (Gordy/Motown G7171F)
3. **BREAK MY HEART** DAVID RUFFIN (Warner Bros. WBS 49030)
4. **LOST IN MUSIC** SISTER SLEDGE (Cotillion/Atlantic 45001)
5. **I LOVE YOU** NEW BIRTH (Ariola 7760)
6. **LOVER AND FRIEND** MINNIE RIPERTON (Capitol P-4761)
7. **LADIES NIGHT** KOOL AND THE GANG (De-Lite/Mercury DE-801)
8. **CRUISIN'** SMOKEY ROBINSON (Tama/Motown T54306)
9. **BETTER NOT LOOK DOWN** B. B. KING (MCA-41062)
10. **IS IT LOVE THAT YOU'RE AFTER** ROSE ROYCE (Whitfield/W.B. WHI 49049)

TOP NEW DISCO SINGLES

1. **GREEN LIGHT** CORY DAYE (New York Int./RCA JH-11674)
2. **GOT TO GO** DISCO PATTIE BROOKS (Casablanca NB 2204)
3. **SWEET BLINDNESS** MIGHTY POPE (RFC/Warner RCS 49023)
4. **WHEN THE BELL RINGS** ELUSION (Midsong International MI 1009)
5. **COME AND GET IT ON SOCCER** (Salsoul S7 2089)

3 More Labels Bow \$5.98 List Series

(continued from page 6)

designation. Cassette prefixes will be MLR-4-8000 for Mercury, PIR-4-9000 for Philips, and SLR-4-7000 for Smash.

Capitol's \$5.98 series debuts Sept. 10 with a 14-title offering, including LPs by Nat "King" Cole, Frank Sinatra, Glen Campbell, the Beach Boys, John Stewart, Minnie

AGAC Announces September Speakers

NEW YORK — AGAC has announced the September lineup of guest speakers for its Thursday noontime rap session for songwriters.

Music industry professionals who will be fielding questions from lyricists and composers will include David Wilkes, director of MLO Music (Sept. 6); Leida Snow, whose songs have been recorded by Jane Oliver, Nancy Wilson, and Helen Schneider (Sept. 13); Jim Burgess, hot disco DJ, mixer, and record producer (Sept. 20); and Frank Owens, pianist, artist, arranger, and music director for Johnny Mathis, Freda Payne, and others (Sept. 27).

The seminars are held at AGAC, 40 West 57th St., room 410, and are open to all songwriters. To reserve a space call 757-8833.

Riperton, Little River Band and Grand Funk Railroad. Some of the titles have been available at full list price, while others have been out of print for a while and still others have never before been released in the U.S.

Included in the initial release are two collections previously issued in Australia, but never released in America: "Marcus Hook Roll Band" by Harry Vanda and George Young and "Glenn Shorrock, Beeb Bertles & Graham Goble (Beginnings): Before Little River Band."

Unlike Capitol's ongoing \$3.98 midline series, which only includes the album configuration, the new price structure will also apply to 8-tracks and cassettes. New prefixes for titles included in the series are as follows: SN (albums), 8N (8-tracks) and 4N (cassettes).

Rare Beatles

As part of its \$5.98 series, Capitol on Oct. 8 will release "Beatles Rarities," a 17-song collection of tracks never before released in single or LP form. The album was included in a special limited edition gift box the label issued last fall which contained all 12 Beatles studio LPs and carried a suggested list price of \$132.98.

A Capitol spokesman said new titles will be added periodically to the \$5.98 series.

Sweeping Changes Posted In CBS Pricing, Return Policy

(continued from page 5)

to the prefix and number of records in the package.

Returns Policy

CBS has notified its accounts that all returns authorized prior to Aug. 24 on these catalog selections that have been reduced to \$5.98 will be credited at the cost for \$7.98 list product if they are received and processed prior to Sept. 28. No new return authorizations will be issued on these items during September. Returns on these titles that are authorized on or after Oct. 1 will be credited at the cost corresponding to the \$5.98 list.

Returns on selections on which the wholesale price is being increased will be credited until Nov. 30 at the prices in effect prior to Sept. 10. After Nov. 30, all returns on the product will be processed at the now list prices. Masterworks and Odyssey releases which are returned after Sept. 10 will receive credit at the prices then in effect, even if they were purchased at the previous list prices. Thus, Masterworks product can be returned for the higher cost even though it was purchased at a lower cost.

Additionally, all unprocessed orders and backorders as of Sept. 7 will be cancelled, according to the letter, and must be reinstated beginning Sept. 10. On that date as well, back orders that are 21 calendar days old will be cancelled, regardless of the selection or quantity. Product must be reordered thereafter.

New Artist Incentive

Effective Sept. 17, initial shipments on releases included in the company's "artist development" program will be billed at \$1 off the cost price for a \$7.98 release. The first shipments will carry the same selection number as subsequent shipments, but will feature an "N" prefix, so that all returns, regardless of when they are made, will be credited at the price at which they are purchased (the "N" prefix will be dropped thereafter). Although the "one free with nine billed" program will no longer apply, the company will be offering 120 days dating and a guaranteed sale on the initial shipments.

CBS has also revised its singles pricing policy. While the effective price on all 7-inch singles product that lists for \$1.49 remains unchanged, the company is reverting to its former policy of shipping 25 free singles with each 100 billed.

Seven-inch and 12-inch singles product and the initial shipments on those CBS records included in the "artist development" program will be sold at a 100% exchangeable rate; all Christmas releases will be sold on a 50% exchangeable basis; and all Limited Edition product will be sold on a non-exchangeable basis.

Departure From Norm

The CBS policy of placing a ceiling on returns, which will go into effect this January, is a radical departure from current industry practice. The 100% return policy of the major manufacturers, however, has been questioned severely by many in the industry due to the massive returns experienced since the beginning of the year. Some industry veterans recall that the guaranteed sale approach has been in use only since the early '60s. Before that, the customary returns ceiling was approximately 10% on an annual basis.

Starting next year, CBS accounts have been informed, they will be notified of the dollar amount available to them for return at the end of each month. This will add up to one-twelfth of 20% of their gross billing for the previous 12-month period, plus any unused dollar amounts that have previously accrued to them. The CBS letter to accounts also specified that "at no point can the total of both credits issue and the un-

used accrual exceed the total dollar amount allowable for the previous 12-month period."

However, the CBS spokesman said that the company has yet to work out the exact details of the policy. While he confirmed that the exchange policy would remain at 20% and would be based on a rolling figure, he added that "how it will be implemented has not yet been finalized."

Shipping Cycle

CBS' new policy will also affect its new release shipping cycle. Effective with new releases scheduled to ship the week of Sept. 17, shipments will be scheduled to arrive in stores on Monday, Sept. 24 rather than on Thursday, Sept. 20. However, the cut-off date for receipt of orders on new releases remains the Thursday prior to the ship week. Any order received after the cut-off date will be held and shipped on the Monday in-store date.

Minimum order requirements for CBS accounts have also been re-established. Seven-inch singles must now be ordered in multiples of 25 units with a minimum of 100 billed units per order (there was no previous minimum). LPs and tapes must be ordered in configurations of 30 billed units combined. Multi-disc releases and 12-inch singles will count as one unit; orders for less than 30 billed units will not be accepted. The minimums apply to "ship to" locations only.

Shipments for original orders have also been revised. All bulk LP and tape orders (30 or more of a selection number) for key product and 7-inch and 12-inch singles will ship the following day if the order is placed by noon of the preceding day. All other orders will ship on the fourth day, including all loose shipments and catalog bulk.

For back orders, carton lot quantities on individual album and tape selections and all orders on 7-inch and 12-inch singles will be shipped daily as product becomes available. Product ordered in less than carton quantities will be shipped once a week.

Pick, pack and ship charges have also been adjusted. Pick and pack has increased to 5 cents per unit and ship charges have risen to 7 cents per unit. The pick and pack charge applies to any order from any qualifying account regardless of the unit quantity. (Developing artists, Masterworks, Odyssey, 7-inch singles, and all free goods are excluded). The ship charge will apply to any order from any account for any specific "ship to" address if the order is for less than 90 LP/tape units. Orders for 90 billed units or more will be shipped prepaid. A ship charge will not apply to any "free goods" units.



KID BLUE AT KRTH — Elektra/Asylum's Louise Goffin, currently touring in support of her "Kid Blue" LP, visited friends at KRTH/Los Angeles. Pictured (l-r) are: Brian Byrne, DJ, KRTH; Goffin; Cherri, DJ, KRTH; Guy Zapolien, DJ, KRTH and Scott Burns, E/A promotion representative. Kneeling: Bob Hamilton, PD, KRTH.

POINTS WEST

(continued from page 14)

tember release . . . **Bell & James**, who penned two songs on Teddy Pendergrass' and Lou Rawls' latest LPs and Elton John's hit "Mama Can't Buy You Love," have their own "Only Make Believe" LP due out this month . . . Former Doobie Brother **Tom Johnston's** "Everything You Heard Is True" will be out Sept. 7.

STUDIO TRACKS — The Automatt in San Francisco recently threw a party to celebrate the arrival of equipment in Studio A, making the entire recording complex fully automated, and to welcome engineer/producer **Jim Gaines** to the Automatt staff. Among the more than 300 guests were **Herbie Hancock**, **Eddie Henderson**, **Pearl E. Gates** (Pearl Harbor and the Explosions), **Ron Nagle** (The Durocs), members of **Santana**, the **Tubes** and the **Steve Miller Band**, **Bill Graham** and Journey manager **Herbie Herbert** . . . At Cherokee Recording Studios, **Rod Stewart** is tracking his next Warner Bros. LP with producer **Tom Dowd**. **Foreigner** and producer **Geoff Workman** did final mixes on the group's upcoming third album at Cherokee . . . **Bonnie Raitt** and producer **Peter Asher** are wrapping her next, "The Glow" . . . 13 years ago, **Rob Grill** cut his first hit with the **Grassroots**, "Where Were You When I Needed You," in Western Sound. Now Grill is mixing his new solo LP, "Rock Sugar," at Western Sound . . . **Barooga Bandit** is cutting its second LP at Miami's Criteria Studios . . . **April Wine** is recording its second with **Myles Goodwyn** producing at the Place in Seattle, using Sea-West's remote truck . . . **Bones Howe** is in the studio with TV star **Willie Aames** ("Eight Is Enough"). Lorimar/CBS will release the album . . . **The Popsicles** are laying down tracks with **Kim Fowley** producing at Kitchen Sync Recording . . . **BT Express** has been working with producer **Morrie Brown** and arranger **Gary Scott** on both coasts on its next Roadshow LP. Scott also arranged and conducted the new **Deborah Washington** album at Studio Sound Recorders. **George Tobin** produced.

ON THE ROAD — **Dolly Parton** is now on the second leg of her U.S. tour, playing the west this month. Included are four nights at the Universal Amphitheatre Sept. 21-24 . . . **Kenny Loggins** plays UC Irvine's Crawford Hall Sept. 18 for two shows . . . Also coming to Orange County is **Dr. Hook**. The sextet hits Knott's Berry Farm Sept. 7-8 for three shows nightly . . . When **Prism** played Vancouver last week, the group was presented with a key to the city by the mayor. Prism is now on a west coast tour with **AC/DC** . . . **Southside Johnny and the Asbury Jukes** are booked into the Santa Monica Civic Sept. 27 . . . Coming to Denver's Rainbow Music Hall, **David Grisman** with **Stephane Grappelli**, Sept. 11; **Blackfoot**, Sept. 13-14; **Stanley Clarke**, Sept. 18; and **Jean-Luc Ponty**, Sept. 23 . . . **John Hiatt** will be at the Starwood Sept. 7-8 . . . **Michael Johnson** is on the road, including a Disneyland date Sept. 15 . . . Inphasion's **Mary Love** performed Aug. 27 at Chino Correctional Institute . . . **Brand X** will be at the Roxy Sept. 21-22 . . . **Magazine** was in L.A. last weekend, and plays the Old Waldorf Sept. 4-5.

NOT ON THE ROAD — Contrary to published reports, **Jimmy Buffett** will not be making his far eastern debut with the **Eagles** on their upcoming Japan-Hawaii dates. It seems that MCA has declined to put up tour support money for the sold-out concert swing, and manager **Irv Azoff** is reportedly quite upset with MCA's decision.

SHORT TAKES — **Ronnie Dio**, former lead singer with Ritchie Blackmore's Rainbow and Trapeze, is replacing **Ozzy Osborne** as lead singer for **Black Sabbath**, if legal entanglements don't interfere . . . Almo/Irving Music has shipped 650 copies of a **Rod Temperton** sampler to a select group of artists and producers. Temperton has written and arranged three **Heatwave** LPs which have sold more than seven million copies . . . Songwriters Resources and Services (SRS) conducts its monthly Song Evaluation Workshop for Bay Area songwriters Sept. 11 at Fort Mason Center. For information, call SRS at (213) 463-7178 . . . Best wished for a speedy return to work for **Andrea Accardo**, A&M publicist.

FAMILY AFFAIRS — When the invitations are pressed on picture discs, you know it's a record industry wedding. The date is Sept. 8 and the bride and groom are **Denise Madden**, a broadcasting exec with Storer, and **Nell Hartley**, a senior exec at MCA Distributing. Groomsmen include **Al Bergamo**, **Ron Douglas**, **Del Costello**, **Frank Mooney** and **Jack Chase** . . . Filmways Audio Services Group president **Laurence Estrin** and his wife **Linda** are now the proud parents of **Allison Courtney**, born Aug. 16 at Cedar Sinai.

joey berlin

CASH BOX TOP 100 ALBUMS

September 8, 1979

		Weeks On 9/1 Chart		Weeks On 9/1 Chart		Weeks On 9/1 Chart
1	IN THROUGH THE OUT DOOR	8.98	LED ZEPPELIN (Swan Song SS 16002)	—	1	
2	GET THE KNACK	7.98	THE KNACK (Capitol SO-11948)	1	11	
3	CANDY-O	8.98	THE CARS (Elektra 5E-507)	3	11	
4	BREAKFAST IN AMERICA	8.98	SUPERTRAMP (A&M SP-3708)	4	24	
5	BAD GIRLS	13.98	DONNA SUMMER (Casablanca NBLP-2-7150)	2	17	
6	DISCOVERY	8.98	ELECTRIC LIGHT ORCHESTRA (Jet/CBS FZ 35769)	6	12	
	RISQUE	8.98	CHIC (Atlantic SD 16003)	8	4	
8	MIDNIGHT MAGIC	7.98	COMMODORES (Motown M8-926M1)	10	4	
9	I AM	8.98	EARTH, WIND & FIRE (ARC/Columbia FC-35730)	5	13	
10	FIRST UNDER THE WIRE	8.98	LITTLE RIVER BAND (Capitol SOO-11954)	11	5	
11	MILLION MILE REFLECTIONS	7.98	CHARLIE DANIELS BAND (Epic JE-35751)	7	19	
12	RUST NEVER SLEEPS	8.98	NEIL YOUNG & CRAZY HORSE (Reprise HS 2295)	9	9	
13	CHEAP TRICK AT BUDOKAN	8.98	(Epic FE 35795)	13	29	
14	TEDDY	8.98	TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36003)	14	12	
15	OFF THE WALL	8.98	MICHAEL JACKSON (Epic FE 35745)	39	2	
16	LOW BUDGET	7.98	THE KINKS (Arista AB 4240)	17	8	
17	REALITY . . . WHAT A CONCEPT	8.98	ROBIN WILLIAMS (Casablanca NBLP 7162)	12	9	
18	RICKIE LEE JONES	7.98	(Warner Bros. BSK 3296)	15	24	
19	THE BOSS	7.98	DIANA ROSS (Motown M7-923R1)	19	14	
20	SECRETS	7.98	ROBERT PALMER (Island ILPS 9544)	23	8	
21	DIONNE	7.98	DIONNE WARWICK (Arista AB 4280)	27	15	
22	BACK TO THE EGG	8.98	WINGS (Columbia FC 36057)	18	11	
23	STAY FREE	8.98	ASHFORD AND SIMPSON (Warner Bros. HS 3357)	34	3	
24	STREETLIFE	7.98	CRUSADERS (MCA-3094)	24	15	
25	WHAT CHA GONNA DO WITH MY LOVIN'	7.98	STEPHANIE MILLS (20th Century-Fox/RCA T-583)	25	15	
26	DYNASTY	8.98	KISS (Casablanca NBLP-7152)	21	13	
27	THE CARS	7.98	(Elektra 6E 135)	28	64	
28	THE KIDS ARE ALRIGHT	11.98	(THE WHO (MCA 2-11005)	16	11	
29	A NIGHT AT STUDIO 54	13.98	VARIOUS ARTISTS (Casablanca NBLP 2-7161)	29	8	
30	13	8.98	CHICAGO (Columbia FC 36105)	64	2	
31	VAN HALEN II	8.98	VAN HALEN (Warner Bros. HS 3312)	31	22	
32	VOULEZ-VOUS	8.98	ABBA (Atlantic SD 16000)	26	11	
33	NINE LIVES	8.98	REO SPEEDWAGON (Epic FE 35988)	35	6	
34	MORNING DANCE	7.98	SPYRO GYRA (Infinity INF-9004)	37	24	
35	GO FOR WHAT YOU KNOW	7.98	PAT TRAVERS BAND (Polydor PD-1-6202)	36	9	
36	LABOUR OF LUST	7.98	NICK LOWE (Columbia JC 36087)	41	11	
37	DESOLATION ANGELS	7.98	BAD COMPANY (Swan Song SS 8506)	30	25	
38	THE MAIN EVENT	8.98	ORIGINAL SOUNDTRACK (Columbia JS 36115)	20	10	
39	BOMBS AWAY DREAM BABIES	7.98	JOHN STEWART (RSO RS-1-3051)	22	17	
40	CHILDREN OF THE SUN	7.98	BILLY THORPE (Polydor PD-1-6-228)	45	19	
41	EVOLUTION	8.98	JOURNEY (Columbia FC 35797)	47	23	
42	SLOW TRAIN COMING	8.98	BOB DYLAN (Columbia FC 36120)	—	1	
43	THE GAMBLER	7.98	KENNY ROGERS (United Artists UA-LA-934)	32	39	
44	SECRET OMEN	7.98	CAMEO (Chocolate City/Casablanca CCLP 2008)	50	9	
45	MONOLITH	8.98	KANSAS (Kirshner/CBS FZ 36008)	33	14	
46	PARALLEL LINES	7.98	BLONDIE (Chrysalis CHR 1192)	42	51	
47	LUCKY SEVEN	7.98	BOB JAMES (Tappan Zee/Columbia JC 36056)	49	5	
48	HIGHWAY TO HELL	7.98	AC/DC (Atlantic SD 19244)	59	4	
49	THE JUKES	7.98	SOUTHSIDE JOHNNY AND THE ASBURY JUKES (Mercury SRM-1-3793)	54	5	
50	MINNIE	7.98	MINNIE RIPERTON (Capitol SO-11936)	43	19	
51	SPIRITS HAVING FLOWN	8.98	THE BEE GEES (RSO RS 1-3041)	46	30	
52	DO IT ALL	7.98	MICHAEL HENDERSON (Buddah/Arista BDS 5719)	55	8	
53	FEAR OF MUSIC	7.98	TALKING HEADS (Sire SRK 6076)	78	3	
54	IN THE PUREST FORM	7.98	MASS PRODUCTION (Cotillion/Atlantic SD 5211)	60	21	
55	DISCO NIGHTS	7.98	G. Q. (Arista AB 4225)	58	24	
56	ROCK ON	7.98	RAYDIO (Arista AB 4212)	56	21	
57	COMMUNIQUE	8.98	DIRE STRAITS (Warner Bros. HS 3330)	40	11	
58	SWITCH II	7.98	(Gordy/Motown G7-988R1)	44	17	
59	BORN AGAIN	8.98	RANDY NEWMAN (Warner Bros. HS-3346)	72	3	
60	FICKLE HEART	7.98	SNIFF 'N' THE TEARS (Atlantic SD 19242)	66	9	
61	IDENTIFY YOURSELF	8.98	THE O'JAYS (Phila. Int'l./CBS FZ 36027)	—	1	
62	MINUTE BY MINUTE	8.98	THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	48	38	
63	GREATEST HITS	7.98	WAYLON JENNINGS (RCA AHL 1-3378)	67	20	
64	VAN HALEN	7.98	(Warner Bros. BSK 3075)	65	81	
65	MINGUS	8.98	JONI MITCHELL (Elektra 5E-505)	38	11	
66	MIRRORS	7.98	BLUE OYSTER CULT (Columbia JC 36009)	52	10	
67	I WANNA PLAY FOR YOU	11.98	STANLEY CLARKE (Nemperor PZ2 35680)	69	9	
68	STRIKES	7.98	BLACKFOOT (Atco SD 38-112)	57	23	
69	FLAG	8.98	JAMES TAYLOR (Columbia FC 36058)	51	18	
70	UNDERDOG	8.98	ATLANTA RHYTHM SECTION (Polydor PD-1-6200)	70	13	
71	THE RECORDS	7.98	(Virgin/Atlantic VA 13130)	83	5	
72	REPEAT WHEN NECESSARY	7.98	DAVE EDMUNDS (Swan Song SS 8507)	76	7	
73	DEVOTION	7.98	LTD (A&M SP-4771)	63	11	
74	BOP TILL YOU DROP	7.98	RY COODER (Warner Bros. BSK 3358)	79	7	
75	PIECES OF EIGHT	7.98	STYX (A&M SP 4724)	75	50	
76	AN EVENING OF MAGIC	13.98	CHUCK MANGIONE (A&M SP-6701)	53	10	
77	THE B-52'S	7.98	(Warner Bros. BSK 3355)	88	7	
78	CANDY	7.98	CON FUNK SHUN (Mercury SRM 1-3754)	81	17	
79	NILS	7.98	NILS LOFGREN (A&M SP 4756)	80	9	
80	LIVE KILLERS	12.98	QUEEN (Elektra BB-702)	62	10	
81	LOVEDRIVE	7.98	SCORPIONS (Mercury SRM-1-3795)	93	9	
82	THE MUPPET MOVIE	8.98	ORIGINAL SOUNDTRACK (Atlantic SD 16001)	87	7	
83	LOOK SHARP!	7.98	JOE JACKSON (A&M SP 4743)	61	25	
84	INTO THE MUSIC	8.98	VAN MORRISON (Warner Bros. HS 3390)	—	1	
85	WINNER TAKES ALL	13.98	THE ISLEY BROTHERS (T-Neck/CBS PZ2-36077)	71	14	
86	YOU'RE NEVER ALONE WITH A SCHIZOPHRENIC	7.98	IAN HUNTER (Chrysalis CHR 1214)	74	21	
87	2 HOT!	7.98	PEACHES & HERB (MVP/Polydor PD-1-6172)	82	40	
88	DOWN TO EARTH	7.98	RAINBOW (Polydor PD-1-6221)	100	4	
89	JUST A GAME	7.98	TRIUMPH (RCA AFL 1-3224)	68	20	
90	VOLCANO	8.98	JIMMY BUFFETT (MCA-5102)	—	1	
91	WHERE I SHOULD BE	8.98	PETER FRAMPTON (A&M SP 3710)	77	12	
92	STRANGE MAN, CHANGED MAN	7.98	BRAM TCHAIKOVSKY (Polydor PD-1-6211)	73	12	
93	THE JONES GIRLS	7.98	(Phila. Int'l./CBS JZ 34557)	86	15	
94	NIGHT OWL	7.98	GERRY RAFFERTY (United Artists UA-LA-958-1)	94	14	
95	WE SHOULD BE TOGETHER	7.98	CRYSTAL GAYLE (United Artists UA-LA969-H)	89	7	
96	STREET MACHINE	7.98	SAMMY HAGAR (Capitol ST-11983)	123	2	
97	THE THOM BELL SESSIONS	3.98	ELTON JOHN (MCA 13921)	84	10	
98	GO WEST	8.98	VILLAGE PEOPLE (Casablanca NBLP 7144)	92	22	
99	BACK ON THE STREETS	7.98	TOWER OF POWER (Columbia JC 35784)	102	6	
100	SOONER OR LATER	7.98	REX SMITH (Columbia JC 35813)	99	22	

COIN MACHINE

CALIFORNIA CLIPPINGS

Atari's "Lunar Lander" has arrived at C.A. Robinson. According to the distrib's **Hank Ironick**, the first samples went out to some good bowling alley customers who are raving about the take on the machines. The distrib has also seen a resurgence in demand for Gremlin's "Head-On." Gremlin/Sega's **Jack Gordon** recently visited with C.A. Robinson vice president **Ira Bettelman** and Tronick, and Hank had a chance to reminisce about the old days. Their friendship goes back as far as 1946, when Gordon was the regional manager for Seeburg and Tronick was with the Seeburg distributor in Los Angeles. Many happy reflections as well as a few sad ones passed between the two. In other action at the distrib, the first shipment of Stern's "Magic" is in. "It looks like 'Magic' is going to be one of the best pins that Gary and Sam Stern have turned out since their first venture into solid state," said Tronick. Exidy's "Crash" also is coming on strong at C.A. Robinson. **Nancy Tronick**, Hank's daughter, married **Randall E. Gross** on August 19. **Cash Box** felicitations go out to the happy couple, who are honeymooning in Aspen.

PORTALE'S OSCAR ROBINS reported that the distrib has already sold out of its first shipment of "Lunar Lander," and that its supplies of Gottlieb's "Totem" and "Pinball Pool" have seriously been depleted. Phonographs are also heavily in demand at Portale, as the customers are quite taken with Rock-Ola 477's small cabinet configuration.

ROWE INTERNATIONAL'S **Jack Sutton** told us that "Lunar Lander" has far out-earned everything around while on test. The "Lunar Lander" garnered more than \$200 on its first weekend at Rowe's Fisherman's Wharf site. Sutton also mentioned that Midway's "18 Wheeler" is also selling extremely well.

STATE ASSOCIATION NEWS

A new state association was recently organized by North Dakota operators. It's called the **North Dakota Coin Machine Operators Association**. Officers are **Rolf Severinson**, president; **Cal Baeder**, vice president and **Mrs. Margo Bennett**, secretary-treasurer. Welcome aboard . . . Incidentally, state association officers and members, as well as ops interested in forming state groups, are invited to attend the State Association Conference being sponsored by AMOA in conjunction with this year's annual convention. The conference will take place on Thursday, Nov. 8, the day before the opening of Expo. For details call AMOA at (312) 726-2180 . . . **ICMOA**, the Illinois state group, has a new slate of officers, elected at the association's recent annual meeting. **Walt Lowry** is the new president; vice president is **George Wooldridge**; **David Marik** is secretary and **Charles Sacco**, treasurer. Outgoing president **Kem Thom** was awarded a commemorative plaque at the annual meeting for his energetic leadership in two legislative campaigns and his efforts in arranging for the association's first digital repair school. President elect **Walt Lowry** was also singled out for an award in recognition of his extensive committee work during the past two years. At present, ICMOA is protesting a location list requirement on state license applications. A pressing problem, in view of the fact that Illinois ops must also contend with the CRT ruling as well. The state association was represented by **Walt Lowry**, **Kem Thom** and AMOA president **Wayne Hesch** (a past president of ICMOA) at a meeting in the state capital with the Director of the Illinois Department of Revenue, to protest the action. A reversal was not achieved at this session but ICMOA retained an attorney and within a couple of weeks a letter went out to all members instructing them to attach a legend when applying for the licenses, reading in part that the list is "submitted only for official use by the Department of Revenue and without any disclosure to the public except in the event of litigation by or between the Department and the undersigned" . . . The **Ohio Music & Amusement Association**, another of our industry's most active state organizations, has another big event coming up Nov. 28. It's the annual dinner/drawing being held at the Tangier in Akron. As in past years, the association offers only 150 tickets for this gala affair and they are priced at \$100 each — which includes gourmet food, cocktails, all the trimmings plus outstanding prizes. The state group has also scheduled its next digital mechanics school for Dec. 3-12 at the Imperial House North in Columbus. For full specifics call **Paul Cory** at (614) 221-8600 . . . Coming up during the period of Sept. 24-Oct. 3 is an AMOA mechanics school under sponsorship of the **Florida Amusement Vending Association**. Classes will be held at the Southwest Recreation Complex in Winter Haven. For details call FAVA president **James Prather** at (813) 967-1711.

EASTERN FLASHES

Since announcing that he will proceed with the International Coin Games tournament (**Cash Box**, Aug. 11), **Jim Ferguson** of Tournament Headquarters, Inc., has received numerous inquiries about the big event. At present, he is busily involved in promotion and all of the other detail work such an endeavor demands. However, operators, distributors, et al, who want further specifics may contact him at (315) 458-2910 or by writing Tournament Headquarters, Inc., P.O. Box 2518, Syracuse, N.Y. 13220.

SPOKE WITH **Bob LeBlanc** at Bally Northeast-Dedham where business is picking up nicely. Looks like the normal summer slowdown has run its course. Bob said there's been a great deal of activity out there, attributable to a number of very hot games — such as Midway's "Space Invaders" (which just won't stop selling); Bally's "Kiss" pinball machine; Gremlin's "Head On;" Exidy's "Crash" and Bally's "Paragon" supersize pin. The distrib is heavily backordered on the "Space Invaders" cocktail table, he added. Coming up on Sept. 11 is an Atari service school to be held at Ben White's Restaurant — and a packed attendance is expected.

CONGRATS TO **Mark McCleskey** who has been upped to marketing manager at Sefco Distributing in Hanover, Md. Mark told us that **Gregg Kalifut** has taken over his former post of district sales manager for Maryland and D.C. Missed a chance to say hello to **Dan Collins**, district sales manager for Virginia, who was out in the territory when we called. With the exception of a little slow period in the month of August, Sefco enjoyed a very good summer business. Mark told us, "Flash" has been an outstanding seller and they've done a tremendous pre-sell on "Tri Zone" and "Stellar Wars," Williams' latest pins. The distrib recently added Gremlin/Sega to its roster and "Head On" has been doing just beautifully. Currently on the planning board is a full schedule of tournaments. Details later.

CHICAGO CHATTER

Steve Kaufman, marketing vice president at Stern Electronics, Inc., announced that the factory is preparing to ship prototypes of its upcoming new 4-player called "Meteor" — which is named after the soon to be released disaster film. Needless to say, the machine is outstanding in every respect and the backglass design is "incredible," as Steve put it. Stern plans to launch an extensive promotion campaign as a tie-in with the "Meteor" film and will shortly provide distrib with all of the details. Meanwhile, the factory is maintaining full production schedules on its recently released "Magic" pin.

DATELINE MILWAUKEE, home of Hastings Dist., Inc. — or should we say new home, since although they are still based in Milwaukee, the distrib recently relocated to more spacious facilities in a big new building at 1718 N. First. Company president **Wally Bohrer** supervised all of the remodeling work and is very proud of the new digs. Hastings now has three floors of space, which means plenty of room for offices, shop showrooms, etc. An open house celebration will be scheduled very shortly. The distrib recently took on the Loewen NSM phonograph line and, as we learned from veepee **Jack Hastings**, the new "Festival" is looking good and attracting lots of attention in this market.

IT'S BEEN ALMOST A YEAR since Midway's "Space Invaders" first hit the market and "we are at present heavily back-ordered and still enjoy the same amount of orders on the books as when this machine made its initial impact," according to Midway's director of sales **Larry Berke**. The factory began delivering the game in October of '78, at a time when the video business was rather soft and operators were a bit reluctant and inclined to taking a longer look at a video game before buying it. At the onset "Space Invaders" was a good earning piece of equipment, as Larry pointed out, but operators were still concerned about whether or not it could sustain the earnings. This it did, and by mid-February '79, "orders began to pour in and we were shipping them out as fast as we could make them." The situation still exists — "Space Invaders" is still in very big demand — and the cocktail table version is also establishing quite a reputation for itself.

DATELINE PHOENIX: **Bernie Shapiro** longdistanced word that he has rejoined Mirco, Inc. as general sales manager of the company. He told us that the firm is presently concentrating on its new fall line, which is scheduled for premiere at the November AMOA convention.

CASH BOX

Subscription Blank

1775 Broadway, New York, N.Y. 10019 (212) 586-2640

NAME _____

COMPANY _____

ADDRESS BUSINESS HOME _____

CITY _____ STATE _____ PROVINCE _____ COUNTRY _____ ZIP _____

NATURE OF BUSINESS _____ PAYMENT ENCLOSED

DATE _____ SIGNATURE _____

USA

- 1 YEAR (52 ISSUES) \$80.00
- 2 YEAR SPECIAL \$140.00
- 1 YEAR FIRST CLASS/AIRMAIL, \$140.00 including Canada and Mexico

OUTSIDE USA FOR 1 YEAR

- AIRMAIL \$145.00
- 1st Class Steamer Mail \$115.00

Please Check Classification Below

- DEALER
- ONE-STOP
- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD CO.
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER _____

Billy Thorpe—"Children Of The Sun" Power to Conquer the Universe.



**An Intergalactic Vision of What's To Come.
Proudly Presented by Polydor Records & Tapes.**

Produced by Spencer Proffer for The Pasha Music Organisation.
Direction: Raymond & Abraham, Ltd. Agency: Monterey Peninsula Artists