

WALRUS!

A&R ROULETTE

Who signed these guys?" That's the time-honored response to much of the music that comes pouring out of the vinyl pipelines each month, and anyone who's ever received, say, a fresh-pressed Jobriath album in the mail can surely sympathize.

In an effort to throw some light on the artist & repertoire business — that process by which artists are sought out, signed, and ultimately marketed — **Walrus** conducted a survey of key major-label A&R personnel on both coasts. How do they perceive their job? What are their special problems in evaluating new talent? What does the public want? How does radio help — or hinder — them? The answers were illuminating, to say the least.

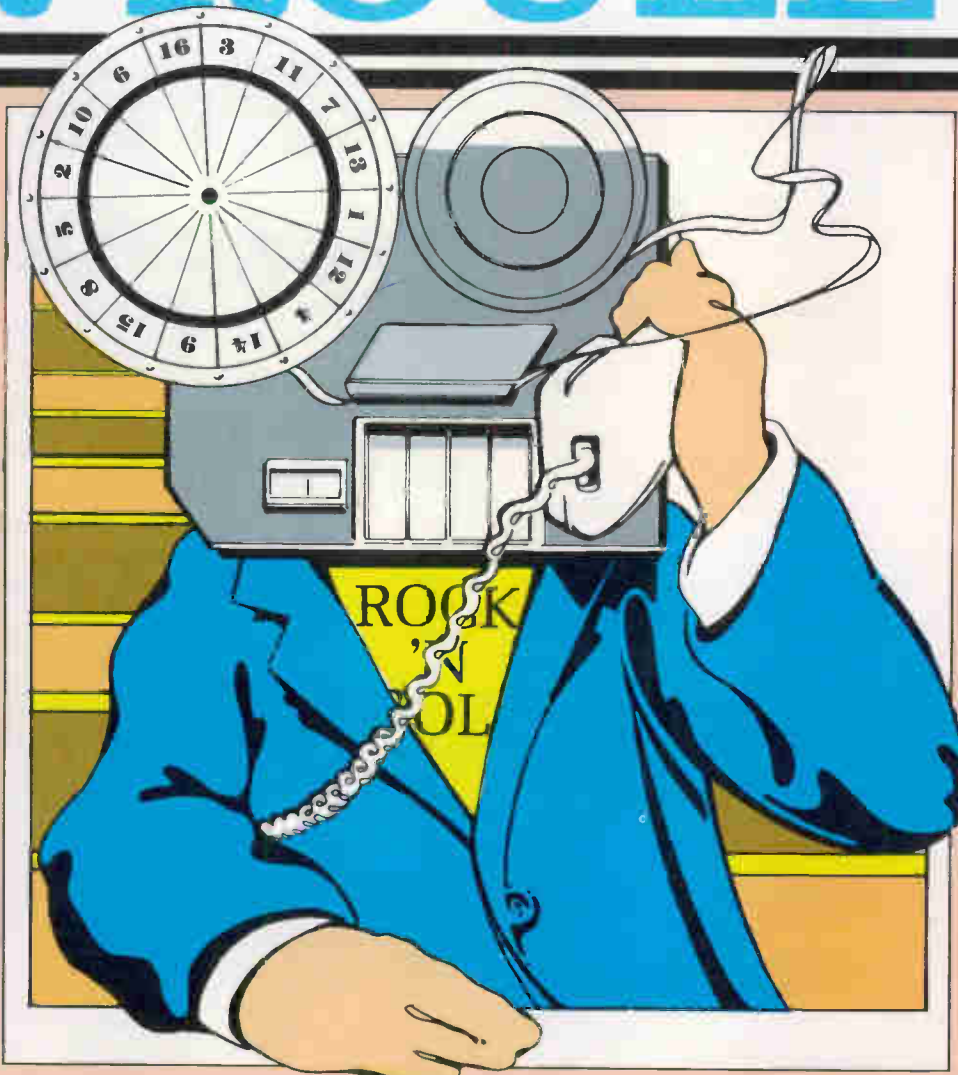
"Everybody knows how to make records today," says Jerry Wexler. "Getting a swinging track isn't shit anymore. Who can't do that? Production expertise is not the point. It's back to feeling. It's like all the horses are starting off at the starting gate together when the gun goes off — so what's the difference?"

At 62, the near-legendary Wexler — who entered the music business back in 1947, working for *Billboard*, and since 1953 has made "a couple of hundred albums and maybe a thousand singles" — knows his chosen biz backwards. And he has some strong, seasoned opinions about A&R policy and production — both of which come under his purview as senior VP at Warner Bros. in New York.

"If one endures," Wexler observes, "one learns what the components of a phonograph record are. There are three styles: There's the so-called documentary style, where you go and hear Muddy Waters playing in a bar on the South Side, and you bring him to the studio and do your best to duplicate exactly what you heard in the bar last night.

"Then there's the Phil Spector approach, which is studio confection, where you have a vision and you try to realize that in the studio, and the studio becomes your implement.

"Then there is the third way —



TOP A&R MEN ATTEMPT TO BALANCE ART AND COMMERCIALISM

BY KURT LODER

I call it serving the artist — which is my way: you try to bring out best — by whatever means necessary — the essence of that artist in ways which are neither documentary nor necessarily studio confections. I have dealt mainly in my life with people who could sing; the notion of bel canto enters into the picture, from Clyde McPhatter and the young LaVerne Baker right up through Ray Charles, Aretha Franklin or Dusty Springfield. I try to discern the essence of the artist

and elucidate that in the best possible manner."

Wexler has a producer's perspective, as you might imagine. And although he personally enjoys everything from hard-core Western Swing to Television, Talking Heads, and the nether limits of Fripp & Eno, his first love — after instrumental music — is soul singing. It's not surprising to hear that, after completing the second Dire Straits album in Nassau recently, he enthusiastically threw himself

into the production of erstwhile gospel singer Mavis Staples's solo album — which brings up a major A&R problem.

"If you're doing black music today and it's not disco," Wexler says, "you've got a hell of a problem on your hands. I mean, so many doors seem to be closing

Meaning radio? Exactly: "It's almost a cliché. Everything's so formularized; there's no more free-form, there's no place to go, there's no underground. And of course a very terrible thing to deal with is the virtual Coventry that black music has been put into by FM radio — by the world, I mean. Sure it's demographics, and it's the advertisers and people playing safe. But if this isn't another reversion to racism — in a subtle way — I don't know what the hell it is."

Wexler sighs a very knowing sigh. "The dollar calls the shot, you know. Wherever the advertisers and the stockholders of the radio station perceive the dollars to be coming from, that's the way it'll go. Altruism will play no part in it. Nor will taste."

At least Warner's is taking some risks in combating the current philistinism (after all, can the label that brought back Captain Beefheart be entirely timid?) But associate A&R director Karen Berg — who worked with Television and the Cars at Elektra/Asylum, and has been one of Wexler's most valued assistants since signing on with Warner's in December '77 — wishes other labels would follow their example.

"Other major companies do not seem to be taking as many risks as I think they should be taking," says Berg. "I think it's important for the industry, not just for each individual company, that we try to be taking some chances."

And of course radio, too. "Definitely. You have to try to break some rules. It's very hard to get through, sometimes, the deadlock and the 'safe airplay.' But you just have to try to find other ways to do it, then.

"The almost blacklist of punk and New Wave in the U.S. was really damaging, I think, to a lot of new artists," Berg contends. "Whether or not any band might have been better than others in

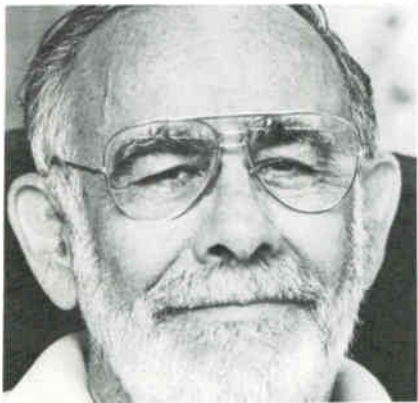
A&R ROULETTE

New Wave — a term that I dislike more than punk — there was no judgement made. Bands or artists weren't judged on the basis of whether they were good or bad; if they were New Wave or punk, they were

automatically bad — which I found infuriating, and patronizing, to just about all young musicians."

Not everyone shares these sentiments, of course. Take 29-year-old John David Kolodner, West Coast chief of A&R for Atlantic Records.

"Luckily, my taste is very adolescent rock and roll," says this onetime Philadelphia music writer. "For instance, I heard the Dire Straits record and I liked it, but I didn't think it was right for America at this time. I was wrong."



JERRY WEXLER W.B.

Kolodner is Atlantic's British rock specialist (Foreigner, Yes), and he says of such groups that "as long as they make the hits they'll be stars . . . when they stop, they'll be a memory." Very pragmatic. As for New Wave, he considers it ugly and repulsive. Not so tight radio formats, however.

"It makes my job much harder," he admits, "but personally, I love tight-formatted FM radio, which I think is unusual for an A&R guy. I love KMET and WPLJ, I love Kent Burkhardt's formula — but you have to remember, it's an advantage to me. I make radio records."

Filling up those tight formats with commercial music is another problem altogether. "I work every day from nine to six or seven, and I go out every night, except maybe Saturday night. I also go out on the road. But I'd say you have to see a thousand acts before you see one good one."

Over at MCA's Los Angeles offices, A&R head Denny Rosencrantz has a decidedly

different outlook. Rosencrantz, after all, was instrumental in the early careers of such disparate artists as Rod Stewart, Uriah Heep, Graham Parker, Thin Lizzy . . . and the reviled New York Dolls.

"I've been involved in a lot that might have been ahead of its time," says this former Mercury promo chief. "New Wave scared everybody, and the only bands that made the impact were mainstream bands with punk overtones — Elvis Costello, or whatever."

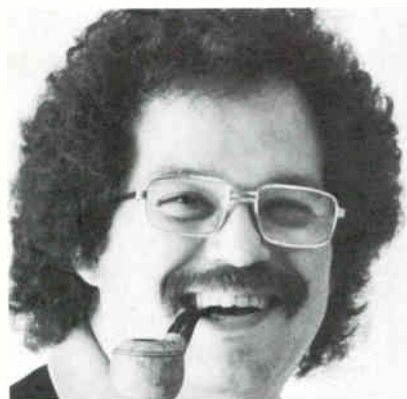
"I thought the Dolls and the Runaways were gonna change the face of music — but it was the Ohio Players who went on to sell millions of records. That showed me right there — there's a lot of luck involved in A&R . . ."

Since he arrived at MCA a little over a year ago, Rosencrantz says he's "dropped a lot of acts. There's only so much energy and money a record company has — and this company has promised me that when someone is signed now, there'll be money behind them."

Roger Watson, head of U. S. A&R for Chrysalis, describes himself as a "public-school, fairly upper-middle-class Englishman" who's been in the music business since the halcyon days of 1965, when he first went to work for Decca in London.

"It was an incredible training ground," says the 32-year-old Watson, "because we had the Rolling Stones and the Who. I'd go down to see the Who at the Marquee, and I did the first test pressing of 'My Generation.' The first black people I ever met in

(Continued on page 29)



WARREN SCHATZ R.C.A.



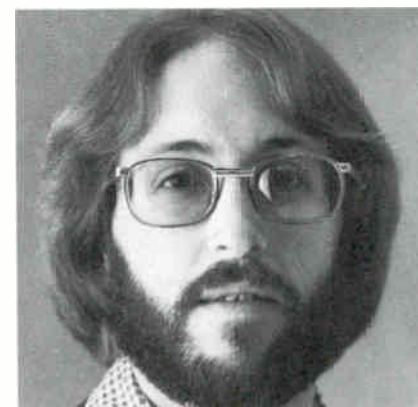
DENNY ROSENCRANTZ M.C.A.



JEFF ALDRICH CHRYSALIS



RODGER WATSON CHRYSALIS



NEIL PORTNOW R.C.A.



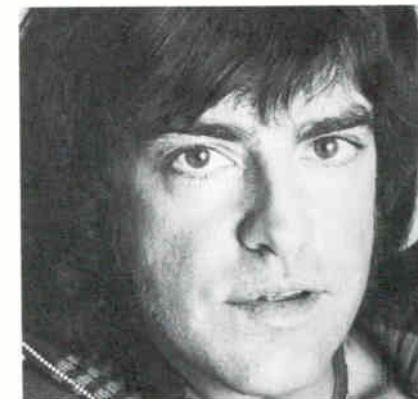
BRUCE E. GARFIELD CAPITOL



ROBERT FEIDEN ARISTA



STEVE KATZ PHONOGRAM



MARK LINDSAY U.A.



LENNY WARONKER W.B.

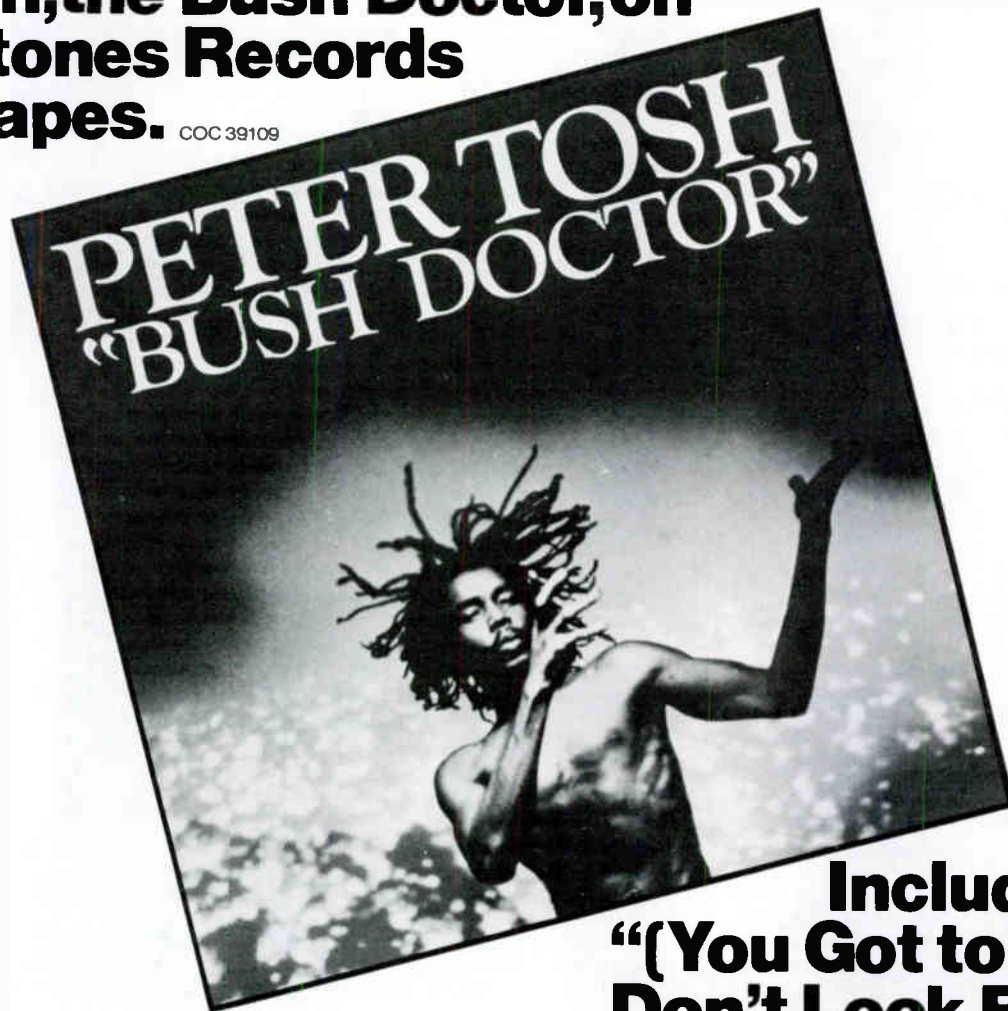
"I THINK THAT A&R IS ULTIMATELY EDUCATED GUESSWORK." — FEIDEN

If you miss the Bush Doctor when he comes to town, remember he also makes house calls.

**Peter Tosh, the Bush Doctor, on
Rolling Stones Records**



and Tapes. COC 39109



**Includes single,
“(You Got to Walk and)
Don’t Look Back.”** RS 19308

Produced by Peter Tosh & Robert Shakespeare
Executive Producers: The Glimmer Twins

Take your ears to the Bush Doctor; coming to your town soon.

Distributed by ATCO Records.
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Peter Tosh on Tour

- | | | | | | |
|----------|---|--------|--|------|---|
| FEB. 6-7 | The Roxy, Los Angeles, Calif. | 18 | Ole Man Rivers, W. Avondale, La. | 3 | Moot Hall, Buffalo, New York |
| 8-9 | Old Waldorf, San Francisco, Calif. | 20 | Brothers Music Hall, Birmingham, Alabama | 4 | Convocation Hall, Univ. of Toronto, Toronto, Canada |
| 10 | Catalyst, Santa Cruz, Calif. | 21 | Capri Ballroom, Atlanta, Georgia | 6 | Walnut Street Theatre, Phila., Pa. |
| 13 | Glenn Miller Club, Univ. of Colo., Boulder, Colo. | 23 | St. Louis, Missouri | 7-8 | The Bottom Line, New York City |
| 15 | Palladium, Dallas, Texas | 24 | Park West, Chicago, Illinois | 9-10 | Paradise Theatre, Boston, Mass. |
| 16 | Opry House, Austin, Texas | 25 | Madison, Wisconsin | 12 | Noble Centre, St. Lawrence Univ., Canton, New York |
| 17 | Opry House, Houston, Texas | 26 | Thumper's, Minneapolis, Minn. | 14 | Bayou Theatre, Washington, D.C. |
| | | 27 | The Palm, Milwaukee, Wisconsin | 15 | My Father's Place, Roslyn, L.I., N.Y. |
| | | MAR. 1 | Cincinnati, Ohio | 16 | Loeb Student Centre, New York University, New York |
| | | 2 | Centre Stage, Detroit, Michigan | | |

LOS ANGELES AND LONDON

L.A.

INDIES GO UNDER IN NEW YEAR'S PANIC: As of now, it looks something like this: A&M and Twentieth Century have gone over to RCA for distribution, and ABC has pacted with MCA. Of the remaining independents, rumors are running rampant around Arista (to Capitol/EMI?), Chrysalis (MCA?), Motown (talking with CBS, MCA and RCA) and Butterfly, (apparently meeting with everybody) . . . In other indie shake ups, Shelly Siegel's death gave Mushroom Records an understandably solemn set-back. Wink Vogel, Mushroom's Canadian-based president, will assume more of the label's day-to-day responsibilities, spending most of his time in Mushroom's L.A. headquarters. . . .

FISHKIN & GOLDBERG TO MODERN: Paul Fishkin, previously V.P. with Bearsville, has left to form Modern Records with N.Y. based P.R. exec Danny Goldberg. Modern's first signing: Stevie Nicks, and a solo album forthcoming, needless to say. Nicks will continue her Fleetwood Mac/Warner Bros. relationship.

HEROES GO CELLULOID: If that's not enough, the sassy blond Nicks has signed a deal with United Artists to write, compose and possibly star in a movie adaptation of her hit homage to the Welsh witch, "Rhiannon." . . . In other movie/music news, Michael Nesmith's Carmel, California-based Pacific Arts company has acquired the soundtrack rights to the surefire Academy Awards contender, DAYS OF HEAVEN. Ennio Morricone scored the pic, with additional pieces by guitarist Leo Kottke. . . . Jack Nitzsche, just finished with Graham Parker, goes on to score David Byrum's Jack Kerouac/Neil Cassidy nod, HEARTBEAT. . . . And Blues Brother John Belushi is being asked to reprise his ANIMAL HOUSE Bluto for the upcoming



POPEYE flick. This time he'd be playing the original Bluto opposite Robin Williams' Popeye and Shelley Duvall's Olive Oyl.

LAKE & KEANE GO TO WARNER PROMO POSTS:

Charley Lake, prior program director for KSLQ in St. Louis, WPEZ in Pittsburgh and Charter Broadcasting, has taken a National Promotion Directorship with Warners. Bert Keane — formerly Bugs' West Coast Regional Promo Manager — has also moved up to a National Director chair. Bruce Hix, another WB regional folk, will assume Keane's previous position. In an unrelated move, David Young, Warners' National Album Promotion Director, has departed the Burbank building.

DYLAN GOES TO ACCOMPLICE: After Bob Dylan's next LP (on which assigned producer Nick Venet has reportedly been dropped, with a possible replacement being Phil Spector), he'll be



putting out records on his own CBS-distributed custom label, Accomplice Records. Remember Mr. D.'s short-lived (10 days) Elektra/Asylum-distributed company, Ashes & Sand Records?

HEAD BOYS GO TO STIGWOOD-GET GREAT DEAL: RSO has picked up Head Boys, its first British signing in three years. Pete Ker (The Motors) will produce the Scottish lads' debut disc. . . .

GO GO GO GO GO: The Rolling Stones are in Chris Bladkwell's Nassau homed Compass Point Studios. . . . Gary Valentine, back from a winter jaunt in New York, getting hotter with every new performance. While no label has yet picked him up, the ex-Blondie popster just signed a hefty publishing deal with ATV. . . . Mike Chapman's production schedule for the next couple of months: Exile, Blondie and The Knack. . . . Charlene Tilton, the short, blond Lucy in TV's DALLAS, to do an MOR LP with Bruce Welch (Olivia Newton-John) producing. . . . Bonnie Raitt does Robert Palmer's "You're Gonna Get What's Comin'" on her soon-to-be-released Peter Asher produced Warner Bros. album. . . . Duncan (Metro) Browne's THE WILD PLACES on Sire in March. . . . Pure Prairie League's new one on RCA with the Fat Albert Brothers behind the boards. . . . Infinity has an Orleans LP due in March. . . . Carl Perkins is off the Elvis Costello tour. Look for

David Johanson as a possible opener?

—Steven X. Rea

LONDON

TEMP AND PRICES DIP IN U.K. . . . The first two months of 1979 have been relatively uneventful here in England, in the midst of the coldest winter in 15 years and a spate of strikes, both of which have added to the general post-holiday season slowdown. In order to spur sales and combat the expected slowdown in record sales during this period, record companies have actually begun to lower the suggested retail price on catalogue LP's, with Phonogram leading the way and others expected to follow suit. Pye, meanwhile, has cut the list price on their tape catalogue. . . .

IT'S A BOY, MRS. WALKER! . . . The Who's Pete Townshend, who recently signed a long-term solo contract with ATCO, is currently working as musical director for a stage version of the Who's Tommy, opening at the Queen's Theatre in the West End on February 6th. Townshend had been asked down to see the musical while it was in rehearsal and was impressed enough with the production to get personally involved. . . . Elvis Costello just finished a highly successful British tour with a jam-packed sold-out performance at Hammersmith Palais, a large, old-English-style dance hall in



West London. Joining Costello during his encores were guest guitarists Martin Belmont (the Rumour) and Dave Edmonds (Rockpile). Costello's "Armed Forces" is currently number 2 in the British LP charts and the single, "Oliver's Army" looks sure to be a hit here (it's backed by a straight rendition of "Funny Valentine"). . . . If this week's singles charts are any indication, New Wave/Disco Fusion is the rage over here at the moment, with Blondie's "Heart of Glass" grabbing the top spot after selling over 1/4 million copies in its first week of release, and Ian Dury's "Hit Me With Your Rhythm Stick", last week's number 1 still riding high at Number 2. . . .

IT'S A BOY, MRS. PLANT! . . . Congrats to Led Zep's Robert Plant and wife Maureen on the birth of a son on January 16th. The little fella's named Logan. . . 10CC guitarist Eric



Stewart was injured recently in a bad car crash, sustaining a skull fracture when his car somersaulted off an icy road. The fracture is reportedly not a bad one and Stewart's condition has been improving steadily. He hopes to be better in time for 10CC's far Eastern tour, scheduled for March. . . . The Kinks have just completed their first major UK tour in three years and leave here soon for a short series of U.S. college dates, from which may be culled a live album. . . .

FUEL FOR THE STARSHIP. . . . Jess Roden, the British singer who's done a handful of solo LP's for Island over the past five years, has become the second new member of Jefferson Starship in the past month (Aynsley Dunbar was the first), he steps into the spot vacated by the recent departure of Grace Slick. He's not as pretty, but he does sing rather well. . . . Joe Egan, Gerry Rafferty's former songwriter partner in Stealer's Wheel, has signed a world-wide deal with Ariola. . . . Both Virgin records and Radar records rumored to be near finalizing U.S. distribution deals. . . . Alan Price's "Baby of Mine" single is available over here in red-heart shaped vinyl, presumably intended as the perfect St. Valentine's gift. . . . American acts touring here during February include Cheap Trick, Chuck Mangione, Walter Egan, Moon Martin, McGuinn, Clark and Hillman and Herbie Hancock. . . . Graham Parker and the Rumour's new LP will be called "SQUEEZING OUT SPARKS," but Sparks' new one, recorded in Germany with Giorgio Moroder, will not be called 'Squeezing Out The Rumour.' It will be called 'NO. 1 IN HEAVEN,' though. . . .

RADIO, RADIO! . . . Radio history was made this week when BBC 2 became the first BBC (non-commercial, government owned) radio station to go to a 24 hour broadcast schedule.

—Dave Schulps

ANNOUNCING
“**AMERICA DREAMS**”
T-577
by **RUBICON**

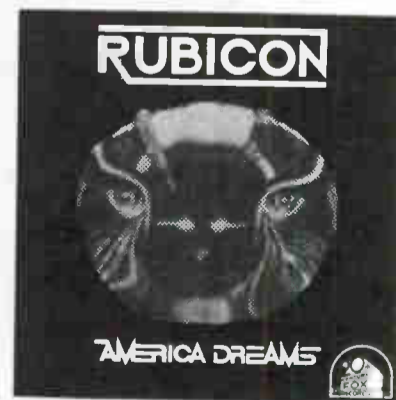


Their 1st album made significant AOR airplay penetration as their 100,000 unit-plus sales base indicates—

Their new album entitled **AMERICA DREAMS** delivers Rubicon into a new strata of explosive fused rock/funk—

RUBICON
“**AMERICA DREAMS**”

“America Dreams” and “Eyes of Mary” are two brilliant cuts that demonstrate their unique sound and versatility.



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BELOW IS A CATALOGUE OF NEW RELEASES. THEY ARE DIVIDED INTO CATEGORIES DESIGNED TO GIVE YOU AN IDEA OF THEIR RELATIVE MUSICAL WORTH. THESE FIRST IMPRESSIONS ARE NOT MEANT TO RELATE IN ANY WAY TO PAST, PRESENT OR FUTURE SALES.

SPECIAL MENTION ALBUMS

High Artistic Achievement

(NONE)

STRONGLY MERITORIOUS

Consistently Striking at Excellence

(NONE)

MERIT PLUS ALBUMS

Competent Lps with Some Special Element

THE BOOMTOWN RATS

A TONIC FOR THE TROOPS/Columbia JC 35750

The Boomtown Rats deliver top-rank songs by Bob Geldof. Between Sparks and Springsteen, they make a home for themselves. No let up.

BILLY BURNETTE

Polydor PD 1-6187

Without any flashy gimmicks Billy Burnette's easy flowing album might slide by the ear. But, an Lp built on such a smooth musical base and populated by such a consistent batch of organic melodies deserves more and better.

HOT CHOCOLATE

EVERY 1'S A WINNER/Infinity INF-9002

It's the combination of fine material, really appealing tunes, and creative arranging which makes Hot Chocolate hot. Since Herman's Hermits, Mickey Most hasn't been this effective. The title is close to being true.

TONIO K.

LIFE IN THE FOODCHAIN/Full Moon-Epic JE-35545

A man of words, Tonio K. rocks with an undercurrent of humor and intelligence. Sometimes the words overwhelm the melodies. Wisely, the best tunes are placed up front. Unwisely, side 2 seems to be stronger than 1.

REGGIE LUCAS

SURVIVAL THEMES/Inner City IC 6010

This three year old Reggie Lucas album reveals a superior guitar thinker. A jazz-fusionist, he demonstrates a creative use of his skills and a strong melodic sense. Plucked from Japan.

MCGUINN, CLARK & HILLMAN

Capitol SW-11910

Remembering that the Byrds made their reputation as Dylan interpreters is important since these songs are largely self-generated. The old magic isn't there all the time, but when they get it right McGuinn, Clark & Hillman shake the trees. Roger's two contributions are outstanding.

CHARLES MINGUS

ME MYSELF AN EYE/Atlantic SD 8803

Bluesy "Devil Woman," with its Coryell lead, is an easy way to get to play Mingus in a rock context. His compositions otherwise stretch the jazz lexicon with their obvious originality. The big band takes on a new meaning behind his ideas. Side two is most accessible, but the whole Lp is a fitting note of departure for a lost legend.

FELIX PAPPALARDI

DON'T WORRY, MA/A&M SP-4729

A truly grooved set of tracks move these blues songs unmercifully. The tracks are alive. Felix's voice and singing just about get beyond the right intentions. They are passable in a better than average context.

THE POLICE

OUTLANDOS D'AMOUR/A&M SP-4753

"Roxanne" is the tip of the iceberg. More fine songs follow and that voice. Sting is a find. They take some getting used to, but the effort is rewarded. The evolution of new wave.

BONNIE TYLER

DIAMOND CUT/RCA AFL 1-3072

Bonnie's similarity to Rod Stewart is uncanny. Though her first Lp showed that clearly, its weakness was that it all hung on one great song. *Diamond Cut* has the advantage of a batch of Ronnie Scott - Steve Wolfe songs. They are uncanny too. They manage to find the ear and the pulse often.

MUDDY "MISSISSIPPI" WATERS

LIVE/Blue Sky JZ 357 12

Blues is rarely given this shot. Johnny Winter brings all of the sophistication of contemporary rock to the pure form. This recording has captured the presence of the moment. It is also supported by a collection of Morganfield classics.

TONY WILSON

CATCH ONE/Bearsville BRK 6985

Crossing all genre boundaries, this Tony Wilson Lp stands out because of its uniform quality. Tony's writing and his thoughtful vocals blend so well with the mellow instrumental flow. Enjoyable music.

WIRELESS

POSITIVELY HUMAN.../Mercury SRM 1-3750

Resting on talented shoulders, Wireless transmits a clear rock message. Songs are the point and the group seems to write them and perform them with uncommon resiliency. No Morse Code is needed.

MERIT ALBUMS

Thoroughly Competent Lps

THE AMAZING RHYTHM ACES

ABC AA-1123

Easy on the ear, The Amazing Rhythm Aces glide through some decent songs with feeling. Mild demeanor is a constant.

BARCLAY JAMES HARVEST

XII/Polydor PD 1-6173

Always crafted and always colorless, The Barclay James Harvest review tends to write itself. Their writing is easy to take, the sameness comes from their performance more than anything. A solid, but not historic, band.

BEE GEES

SPIRITS HAVING FLOWN/RSO RS 1-3041

A study in survival and craftsmanship. The Bee Gees' chameleon-like performances are amazing. Though *Spirits Having Flown* is sometimes a bit overdone, it is very creatively mounted and based in fundamentally solid songs, and one great one.

THE CARLA BLEY BAND

MUSIQUE MECANIQUE/watt 9

At her sanest. Carla's band music only implies the weird places it could have explored. Still, it has the taint of originality so often avoided by others.

BOHANNON

CUT LOOSE/Mercury SRM 1-3762

Not just another disco copycat, Bohannon is an original. His rhythms are structured like no one else's; they are nailed down and hot. Then there is the highblown soloing which is set in the activated drone. Magnified intensity.

DON BOWMAN

STILL FIGHTING MENTAL HEALTH/Lone Star L-4605

Take the Lp's title as a warning. After the classic "East Virginia Blues" Don leaves the straight life behind. His Texas country music is fun.

MAX DEMIAN BAND

TAKE IT TO THE MAX/RCA AFL 1-3273

Grooved for high energy rock success. A storm surrounding quality songs is contrasted against a few more delicately mounted tracks. Best of all is "High School Star." In its way, it is truth.

JOHN DENVER

RCA AQL 1-3075

Denver's bid to come back into the fold. The media gamble is that he could offend his pop audience and still not find acceptance among his pre-Frank-is-my-friend fans. Except for the association with his name, there is nothing wrong with the album beyond some soft spots.

THE FARAGHER BROTHERS

OPEN YOUR EYES/Polydor PD 1-6167

Harmonized strength up front dissipates on the second side but not before the Faraghers lay down a potential classic. "Long Hard Road" sounds like a great song which went unrecognized in the production.

NARVEL FELTS

ONE RUN FOR THE ROSES/ABC AY-1115

Ties to the South in early rock 'n' roll run deep. Narvel Felts represents that lineage better than anyone. What a voice. His choice of songs always seems perfect too. Avoid the pop tracks.

GILBERTO GIL

NIGHTINGALE/Elektra 6E-167

If you like Afro-Cuban rhythm and its offshoots, you will be hooked by Gilberto's Lp. Movement is the watchword as a few nice melodies glide past. Cleanest presentation this side of perfection.

HILARY

JUST BEFORE AFTER HOURS/Columbia JC 35547

Hilary is the name, but this is a Wayne Henderson album. Ironically in the notes, Hilary professes admiration for the masters of jazz, 'Trane and Miles and such, all of whom made unique contributions. That is the antithesis of what this Lp represents. It's a good rhythm album if you're at home with Henderson's style.

HORSLIPS

THE MAN WHO BUILT AMERICA/DJM-20

Horslips has had a scattered career. Traditional folkies to rockers, great writing to terrible garble have combined to leave a confusing trail. Here they walk the line between power-folk and rock. Steve Katz's production has unified the sound and this time the band supplied the worthy material.

JOE JACKSON

LOOK SHARP!/A&M SP-4743

His odd-ball back beat reaches back to the roots of rock 'n' roll but Joe's attitude is contemporary. It's the same formulation, done the Jackson way, as used by Elvis Costello. Joe's songs need to be as strong as his style.

THE JAM

ALL MOD CONS/Polydor PD 1-6188

"All Mod Cons" tells an interesting story with a strong strain of truth in it. Like The Clash, The Jam noticeably lightens up on their brashness. They have become more musical though they seem unsure of their commitment. The next step should be more certain.

RICK JAMES

BUSTIN' OUT OF L SEVEN/Gordy G7-984R1

It's no accident that Rick James' *Bustin' Out Of L Seven* contains some superior music. Rick has put in his time with all of the right people and he is an enormous talent in his own right. Here you will find the snappiest, funky-rock around. Side one is more to the point.

SYL JOHNSON

UPTOWN SHAKEDOWN/Hi HLP 6010

Don't get totally frightened off by the disco inclinations. Basically, Syl Johnson is a solid rhythm and blues singer from the traditional school. That comes through, especially after you get beyond the opening track on each side.

KIM KARNES

ST. VINCENT'S COURT/EMI America SW - 17004

Enormous potential goes partially unrealized. A combination of Kim's good, but not great, original material and standard, but not innovative, arranging keeps her in a constant state of ready-to-break. Still, one must root for her.

TIM KREKEL

CRAZY ME/Capricorn CPN-0219

Tim's rock 'n' roll spirit is endearing. He finds a terrific old song like "Little Bitty Pretty One" to lubricate his own solid contributions. He reaches back to borrow liberally from the rock 'n' blues lexicon. Comfortable.

MAGNET

WORLDWIDE ATTRACTION/A&M SP 4740

Several of Magnet's songs attract positive polarity, especially the first two. Things tend to standardize after them. But, the performances remain potent. You don't want to lose "I Don't Want To Lose Your Love" which is stuck in the back.

MARSHALL-HAIN

DANCING IN THE CITY/Harvest ST-11914

Starting off with a dazzling instrumental show in the opening track and a killer hook in the following track, sets up Marshall-Hain well. The Lp falls back to mortal thereafter but the positive damage had been done.

SAM MORRISON

DUNE/Inner City IC 6017

It is a shame that this sly, hip form of contemporary jazz had to get recorded originally in Japan. Sam is someone to be noted. Pleasing but defuse tunes work against the music's impact.

THE JAN PARK BAND

Columbia JC 35484

John Bartle is the other major force in this band. It is a safe rock band, aimed straight down the middle. Jan's vocals are a strong point coming out of the Grace Slick-Ann Wilson school.

RADIO

NORTHEAST

BOSTON, MASS.

WBCN

TONY BERARDINI

ADDS:

*Boomtownt Rats
*Flash & The Pan (import)
*Marshall Hain
*Amaz. Rhy. Aces
*Kayak
*McGuinn, Clark & Hillman

HEAVY AIRPLAY:

The Babys
The Clash
Elvis Costello
Dire Straits
Doobie Bros.
Fab. Poodles
J. Geils Band
Grateful Dead
Billy Joel
Eddie Money

MODERATE AIRPLAY:

Blues Bros.
Robert Johnson
Queen
Sad Cafe
G. Thorogood
Tanya Tucker
Crick Coraa
Cirdy Bullens
Boomtownt Rats
Fachel Sweet
Alice Cooper

SINGLES:

Alice Cooper
Suzi Quatro
Donna Summer
Little River Bd.
Georgio

IMPORT SINGLES:

Ian Dury
Devo
The Police

IMPORTS:

The Police (heavy)

BOSTON, MASS.

WCOZ

BOB SLAVIN

ADDS:

*The Police

HEAVY AIRPLAY:

Blues Bros.
The Cars
Eric Clapton
Elvis Costello
Dire Straits
Doobie Bros.
J. Geils Band

MODERATE AIRPLAY:

Fab. Poodles
Eddie Money
G. Thorogood
Bob Welch

SINGLES:

The Babys
Marshall Hain

CAMBRIDGE, MASS.

WCAS

HEAVY AIRPLAY:

Extra Heavy...
+Dire Straits
Doobie Bros.
Heavy...
J. Armatrading
Eric Clapton
Elvis Costello
Steve Forbert
Grateful Dead
Al Green
Albert King
Nicolette

Cont'd

WCAS Cont'd

MODERATE AIRPLAY:

Elvin Bishop
Bliss Band
Blues Bros.
David Bromberg
Albert Collins
*Fab. Poodles
Firefall
J. Geils Band
*Jules &
The Polar Bears
*Charles Lloyd
*Lene Lovich
*McCaslin/Ringer
J. Montgomery

COMMENTS:

The Advent Company is moving its famous speaker factory out of Cambridge to New Hampshire and the WCAS News Dept. was the first to confirm that Advent had been secretly planning the move for months. We also have been following the demise of the Rasmussen Report, which was written by an MIT professor and the state's new Secretary of Environmental Affairs. Heavy rains were reminiscent of the Blizzard of '78 and the Snow Job desk was reactivated. The Culture Vulture talked with New York Times critic Vincent Canby and is still raving about THE DEER HUNTER.

WORCESTER, MASS.

WAAF

JOHN DUNCAN

ADDS:

*The Police
*Jimmie Mack

DROPS:

Cat Stevens

HEAVY AIRPLAY:

Blues Bros.
Eric Clapton
Elvis Costello
Dire Straits
Doobie Bros.
J. Geils Band

MODERATE AIRPLAY:

The Babys
Chicago
Fab. Poodles
Grateful Dead
Nicolette
Ian Matthews
Eddie Money
Poco
Sad Cafe
Bee Gees
Cindy Bullens
Marshall Hain
Suzi Quatro

COMMENTS:

We had Jean-Michel Jarre in as guest D.J. last week. He did an hour on the air playing his own records, some of his faves by other artists, and a world premiere of brand new U.K. album and a special French pressing of EQUINOXE. Special thanx to our good friend Jerry Jaffe and to local yokel Don Masters. And a big merci to Jean-Michel. We also had Andy Mendelson in the studios for a guest D.J. stint and we hope the good guy's gonna win. Thanx to Andy, Buzzy, and Lois Kennedy from Arista.

Check out "Love and Happiness" from Amazing Rhythm Aces. It's a killer, with the recent success of an Al Green song by Talking Heads, this one is a natural. I'm standing on the corner listening to the new Jimmie Mack album. It's great.

'til next time,

John

HARTFORD, CT.

WCCC

BILL NOSAL

HEAVY AIRPLAY:

Rod Stewart
Dire Straits
Nicolette
Pointer Sisters
Doobie Bros.
Blues Bros.
Toto
J. Geils Band
Billy Joel
Eric Clapton

MODERATE AIRPLAY:

Firefall
The Police
Al Stewart
Van Morrison
Faith Band
Fab. Poodles
Cat Stevens
Neil Young
The Babys
Ian Matthews
Sad Cafe
Good Rats
Foreigner
E. W. & F.
Santana
Heart
Tanya Tucker

SINGLES:

Faith Band
Avalanche

HARTFORD, CT.

WIRC-FM

RUSS DANA, P.D./

COUNTRY PAUL PAYTON, REPORTER

HEAVY AIRPLAY:

Bee Gees
Boston
Chicago
Eric Clapton
Dire Straits

MODERATE AIRPLAY:

The Babys
*Blondie
+Elvis Costello
E. W. & F.
Heart
*Kayak
Little River Bd.
Ian Matthews
*Eddie Money
Pointer Sisters

LIGHT AIRPLAY:

E. L. & P.
Grateful Dead
Fogel./Weis.
Hall & Gates
Jethro Tull

SINGLES:

+Faith Band
Ace Frehley
J. Geils Band
Hot Chocolate
J. Starship
Nicolette
M. Manchester

COMMENTS:

The Stiff Sampler is a treat - who do I bribe for the Lps?? Seriously both "Hallelujah Europa" and "Crying Waiting Hoping" could be AOR-to-pop crossovers, and put new wave progressive back at the head of the mainstream. Other personal faves: McGuinn & Co., Sally Oldfield, and Marshall Hain (forget the single.) Due to unbelievable response, D-103 had to add a 2nd show to our Sha Na Na presentation 2/8 at Hartford Jai-Alai. And you thought "Grease" was the only word...

The Police are chasing the Jona Lewie down the hall through the Eiffel Towers and Towers of Pizze (double cheese, please!)
- Paul

P.S. Are Corrdry and Corry still at KZAM? If not, where?

HARTFORD, CT.

WHCN

DANIEL FRANCIS HAYDEN

MICHAEL PICOZZI

ADDS:

*Marc Tanner
*Kayak
*Peter Tosh

HEAVY AIRPLAY:

Doobie Bros.
Little River Bd.
Rod Stewart
Al Stewart
Dire Straits
Foreigner
Blues Bros.

MODERATE AIRPLAY:

G. Rafferty
Eric Clapton
Elvis Costello

LIGHT AIRPLAY:

Max Demian
Steve Forbert
Blondie

SINGLES:

Bob Welch

BUFFALO, N.Y.

WGRQ

IRV GOLDFARB

HEAVY AIRPLAY:

Blues Bros.
Rod Stewart
Rush
Billy Joel
Dire Straits
Styx
Poco
Talking Heads

MODERATE AIRPLAY:

*Bee Gees
*Horslips
Eddie Money
Elvis Costello
G. Rafferty

SINGLES:

Hot Chocolate
O. Newton-John

SPECIAL PROGRAMMING:

Yes concert.

ROCHESTER, N.Y.

WOMF

GARY WHIPPLE

ADDS:

*Trillion
*Max Demian

HEAVY AIRPLAY:

Rod Stewart
Blues Bros.
Doobie Bros.
Dire Straits
Toto
Eddie Money
Heart
Queen
Poco
Billy Joel
Elvis Costello

MODERATE AIRPLAY:

Robert Johnson
FM/BLACK NOISE
Fab. Poodles
Bandit
Good Rats
Gino Vannelli

NEW YORK, N.Y.

WPIX

JAY CRAWFORD

Cont'd

RADIO

SOUTH

HOUSTON, TEX.

KLJL

JR. HARBISON

ADDS:
 *Max Demian *Roadmaster
 *Ted Nugent *Jules &
 *Angel The Polar Bears
 *McGuinn, Clark & London Symphony
 Hillman Orchestra
 *Amaz. Rhy. Aces *Kim Carnes
 *Kayak *Bee Gees
 *Cirdy Bullens *TKO
 *Marc Tanner

SINGLES ADDS:

*Bob Welch *Walter Egan
 *Pelling Stones *Nancy Brooks
 "...Gold"

HEAVY AIRPLAY:

The Babys Billy Joel
 Blues Bros. Poco
 Dire Straits Linda Ronstadt
 Doobie Bros. Rod Stewart
 Steve Forbert Nazereth

MODERATE AIRPLAY:

Chicago Sad Cafe
 Firefall Cat Stevens
 Robert Johnson G. Thorogood
 Nicolette Peter Tosh
 Ian Matthews Toto
 Eddie Money Blondie
 Pointer Sisters Tom & Jerry's
 Queen Rockets

SINGLES:

The Police Boombtown Rats
 Bandit

HOUSTON, TEX.

KPET

WAYNE PITRIE

HEAVY AIRPLAY:

Jade Warrior Barre Phillips
 UFO Trillion
 Tonita Elvis Costello
 Lonnie L. Smith Souixsie &
 Brian Eno The Banchees
 David Bromberg Pere Ubu
 Good Rats Tonio K.
 Nazareth Wireless

MODERATE AIRPLAY:

Fab. Poodles Charles Lloyd
 Phil Manzanera Azimuth
 Bob Marley Bryan Ferry
 William Penn Devo
 Anthony Phillips Nick Jones
 Sally Oldfield Max Demian

IMPORTS:

National Health Steve Hillage
 Souixsie & Pere Ubu
 The Banchees X-Ray Specs

NOFOLK, VA.

WNOF

RON REGER

HEAVY AIRPLAY:

Giro Vannelli *Bee Gees
 Fogel./Weis. Eric Clapton
 Firefall Blues Bros.
 Rod Stewart Molly Hatchet
 Queen Toto
 Styx Nic. Larson
 Billy Joel

MODERATE AIRPLAY:

Linda Ronstadt Neil Young
 Boston Dire Straits
 Heart The Cars
 Al Stewart *Marc Tanner
 Doobie Bros.

SINGLES:

Ace Frehley Pointer Sisters
 *Nigel Olsson Ian Matthews
 The Babys *Bandit

MEMPHIS, TENN.

WLYX

STEVE STEVENSON

Cont'd

WLYX Cont'd

HEAVY AIRPLAY:

+Head East +Sally Oldfield
 *Horslips *Medusa
 +Elvis Costello +*Barclay James
 +Camel Harvest
 *Triumverat +The Babys
 *Marc Tanner +Rick Roberts
 *Max Demian *Boombtown Rats
 +Good Rats

MODERATE AIRPLAY:

+Nazareth Grateful Dead
 +UFO Trillion
 +Fab. Poodles +*Am. Rhy. Aces
 Eddie Money Frank Zappa
 *Angel Dry Jack
 *Tomita Baby Grand
 *Kayak Robben Ford
 +April Wine Chris Youlden
 *Peter Hammill Sean Delaney
 Wireless The Godz
 John Hartford Bighorn
 Jimmie Mack +Rock Invasion
 The Jam David Bromberg
 Willie Nelson

JOHNSON CITY, TENN.

WQUT

CHRIS WILSON

HEAVY AIRPLAY:

Rod Stewart E. L. & P.
 Doobie Bros. The Outlaws
 Blues Bros. Grateful Dead
 Billy Joel Queen
 Nicolette Firefall
 Poco Neil Young
 Dire Straits Styx

MODERATE AIRPLAY:

Van Morrison The Cars
 Eric Clapton Eddie Money
 J. Geils Band Linda Ronstadt
 Sad Cafe Cat Stevens
 Foreigner Heart
 Toto Santana
 Bob Marley Ian Matthews
 Crazy Horse

SINGLES:

Bandit Hot Chocolate
 Nigel Olsson

HARRISONBURG, VA.

WMRA

JAMES WINDSOR

HEAVY AIRPLAY:

+Boston Ambrosia
 *G. Thorogood Yes
 *Nat. Lampoon Fogel./Weis.
 Gong Happy the Man
 Neil Young Strawbs
 +Grateful Dead Blues Bros.
 Queen Phil Manzanera

MODERATE AIRPLAY:

*Triumvirat E. L. & P.
 *Be Bop Deluxe Steely Dan
 *J. Starship Eric Clapton
 *Elliot Murphy Todd Rundgren
 *Trillion Heart
 *Steve Martin Toto

DURHAM, N.C.

WDBS

STEVE HAUGHTON

HEAVY AIRPLAY:

+Dire Straits Billy Joel
 +Elvis Costello Steve Forbert
 +Nicolette Jules &
 +Doobie Bros. The Polar Bears
 Grateful Dead *McGuinn, Clark &
 Valerie Carter Hillman

MODERATE AIRPLAY:

*Am. Rhy. Aces Ian Matthews
 *Marc Tanner Neil Young
 Van Morrison +*David Bromberg
 Eric Clapton Camel
 J. Amatrading Elvin Bishop
 Bob Marley J.C. Young
 Blues Bros. Sad Cafe

ATHENS, GA.

WUOG

CHUCK HAMBLIN

HEAVY AIRPLAY:

*David Bromberg *David Anram
 *B.J. Harvest *Enrico Rava
 *Amaz. Rhy. Aces +Elvis Costello
 *Friesen/Stovall +Nic Jones
 *John Renbourn +Jade Warrior
 *M. Nascimento +Camel
 *Frank Zappa

MODERATE AIRPLAY:

*Jimmie Mack *UFO
 *Tonio K. *Robben Ford
 *Eddie Money *Melanie
 *Kris & Rita *Boombtown Rats

IMPORTS:

*Rod Argent

LAKE CHARLES, LA.

KGRA (NOVA 104)

SKY

HEAVY AIRPLAY:

+Dire Straits Ian Matthews
 Poco Firefall
 Queen +Al Stewart
 +Grateful Dead *Rick Roberts
 Pointer Sisters Cat Stevens
 +Blues Bros. Doobie Bros.
 Toto Billy Joel

MODERATE AIRPLAY:

Faith Band *Kris & Rita
 *Marc Tanner *B.J. Harvest
 *McGuinn, Clark & *Kayak
 Hillman *Elvis Costello
 Fotomaker *Desmond Child
 Pablo Cruise *Camel

HOUSTON, TEX.

KUHF

LAUREN VALLE

HEAVY AIRPLAY:

Camel Doobie Bros.
 Eddie Money Cat Stevens
 Andy Mendelson Toto
 100% Whole Wheat Nic. Larson
 Tom Scott Dave Valentin
 Rod Stewart Bob James
 Charles Lloyd Neil Larsen
 Jimmie Mack Mark-Almond
 Azimuth J. C. Young
 M. Manchester Chicago
 J. Amatrading Poco
 Billy Joel

MODERATE AIRPLAY:

Kiki Dee (Lone Star)
 Queen Angela Bofill
 Various Artists/
 6 PACK VOL. I

WICHITA FALLS, TEX.

KNTO

BOB ELIOT

HEAVY AIRPLAY:

Marc Tanner The Babys
 *Bee Gees Kayak
 *Good Rats *Cheryl Lynn
 *Rick James Cat Stevens
 +Eddie Money Trillion
 Rod Stewart +Blues Bros.
 *Brooklyn Dream

MODERATE AIRPLAY:

*Desmond Child & Fab. Poodles
 Rouge Le Pamplenussee
 *Bonnie Tyler *Jimmie Mack
 Reggie Knighton *Tavarez
 *Bighorn *Damon Harris
 *Space *Brian Cadd
 The Godz

CORPUS CHRISTI, TEX.

C-101 (KNCN)

MANDO CAMINA

Cont'd

C-101 (KNCN) Cont'd

HEAVY AIRPLAY:

Rod Stewart Poco
 Doobie Bros. Toto
 Blues Bros. Angel
 Eddie Money Grateful Dead
 Dire Straits Linda Ronstadt
 Nic. Larson Tantrum
 Billy Joel Cat Stevens
 Pointer Sisters Elvis Costello
 J. Geils Band Bee Gees

MODERATE AIRPLAY:

Hot Chocolate Dobie Gray
 Chicago Kris & Rita
 Van Morrison Valerie Carter

SINGLES:

Bob Welch

MIDWEST

CLEVELAND, OHIO

WWM (M 105)

ELLEN ROBERTS

HEAVY AIRPLAY:

*Bee Gees Toto
 *Marc Tanner Queen
 *U.F.O. Eddie Money
 *Red Stewart The Babys
 Blues Bros. Todd Rundgren
 SS Johnny Doobie Bros.
 Billy Joel Nicolette

MODERATE AIRPLAY:

Sad Cafe Grateful Dead
 Ian Matthews J. Geils Band
 Tantrum Outlaws
 *Elvis Costello Al Stewart
 Eric Clapton Talking Heads
 Alice Cooper Liv. Taylor
 Dire Straits Neil Young

SINGLES:

*Bob Welch Pointer Sisters
 SPECIAL PROGRAMMING;
 Conversation with Tantrum, Gabriel.

CINCINNATI, OHIO

WEBN

CURT GARY

ADDS:

*Camel *April Wine (sgl)
 *Horslips *Bob Welch (sgl.)

DROPS:

HEAVY AIRPLAY:

Cat Stevens
 The Babys Nicolette
 Blues Bros. Eddie Money
 Elvis Costello Pointer Sisters
 Doobie Bros. Linda Ronsta
 Foreigner Rod Stewart
 J. Geils Band Toto
 Billy Joel

MODERATE AIRPLAY:

The Cars Tanya Tucker
 Dire Straits NO WAVE
 Sad Cafe Neil Young
 G. Thorogood Kansas
 Trillion Max Demian

INDIANAPOLIS, IND.

WFBO (Q 95)

MIKE TINNES

HEAVY AIRPLAY:

Billy Joel +Dire Straits
 Queen +Molly Hatchet
 Eric Clapton Eddie Money
 Blues Bros. Little River Bd.
 Doobie Bros. J. Geils Ba
 Rod Stewart Poco
 Toto

MODERATE AIRPLAY:

Bandit Dane Donohue
 The Cars +G. Thorogood
 Sad Cafe Trillion
 Cat Stevens *Fab. Poodles
 Hot Chocolate *Head East
 Elvis Costello

RADIO

WEST

KZOK Cont'd

HEAVY AIRPLAY:
 Blues Bros. Eddie Money
 The Cars Rolling Stones
 Eric Clapton Sad Cafe
 Elvis Costello Al Stewart
 Dire Straits Rod Stewart
 Doobie Bros. Talking Heads
 Fab. Poodles G. Thorogood
 Firefall Toto
 Foreigner Neil Young
 Heart Van Halen
 Billy Joel Jules &
 Robert Johnson The Polar Bears

MODERATE AIRPLAY:
 J. Geils Band Fogel./Weis.
 Nicolette UFO
 Van Morrison Rush
 Linda Ronstadt Boston
 Styx J.M. Jarre

BELLEVUE, WASH.

KZAM
 MARION SEYMOUR

HEAVY AIRPLAY:
 *Am. Rhy. Aces Cat Stevens
 Billy Joel *Camel
 Steve Forbert Al Green
 Dire Straits Ian Matthews
 Fab. Poodles Valerie Carter
 Elvis Costello B. Springsteen
 10cc SS. Johnny
 Doobie Bros. Talking Heads
 Van Morrison Nicolette
 David Bromberg Bob James
 J. Armatrading *Linnie Liston
 Poco Smith
 Tracy Nelson Pat Metheny
 Jules &
 The Polar Bears

MODERATE AIRPLAY:
 Linda Ronstadt Triumverat
 Dr. John Phil Manzanera
 Neville Bros. Cheryl Lynn
 Al Stewart *Robben Ford
 Bruce Cockburn Joe Sample
 Kiki Dee Crusaders
 Rodney Crowell Third World
 Firefall Bob Marley
 Neil Larsen Tanya Tucker
 Bob Seger Eric Clapton
 Fuller/Kaz Grateful Dead
 Norton Buffalo Neil Young

SINGLES:
 Sherman Bros. Eagles
 Bob Welch

IMPORTS:
 Kate Bush Mickey Jupp
 Rachel Sweet Lene Lovich
 Mike Oldfield Jona Lewie
 Alan Stivil Tapper Zukie

LATEST ADDS:
 McGuinn,Clark & Hillman Lu Janis
 Kim Carnes Evie Sands
 Barclay James Harvest Gilberto Gil
 Billy Burnette Triumverat
 Muddy Waters Cedar Walton
 M. Nascimento
 Jimmie Mack Sally Oldfield
 Andy Mendleson Paul Korda
 Bonnie Tyler Marc Tanner
 Jim Gold

TACOMA, WASH.

KLAY
 BRUCE BOND

ADDs:
 *Boomtwn Rats *B. J. Harvest
 *Muddy Waters *Be Bop Deluxe
 *Rufus *Return to Forever
 *McGuinn,Clark & Hillman *Wireless
 *Amaz. Rhy. Aces

HEAVY AIRPLAY:
 Elvis Costello Eddie Money
 FM/BLACK NOISE Cat Stevens
 Grateful Dead Rod Stewart

MODERATE AIRPLAY:
 The Babys Angel
 Doobie Bros. Nazareth
 Nicolette UFO
 Triumvirat Head East

Cont'd

KLAY Cont'd

SINGLES:
 Bob Welch

PORTLAND, ORE.

KINK
 LES SARNOFF

ADDs:
 *Faragher Bros. *Robben Ford
 *McGuinn,Clark & Hillman *Kim Carnes
 *George Benson

HEAVY AIRPLAY:
 Chicago Linda Ronstadt
 Eric Clapton Dane Donahue
 Dire Straits Kenny Loggins
 Doobie Bros. Elton John
 Billy Joel J.M. Jarre
 Nicolette

MODERATE AIRPLAY:
 Camel Cat Stevens
 Grateful Dead Amaz. Rhy. Aces
 Heart Bob James
 Ian Matthews Joe Sample
 Van Morrison Tom Scott
 Poco J. C. Young

PORTLAND, ORE.

KGON
 GLORIA JOHNSON

ADDs:
 Kayak Talking Heads
 Good Rats

DROPPED:
 Phil Manzanera Cat Stevens
 J. Geils Band

HEAVY AIRPLAY:
 Blues Bros. Pointer Sisters
 Eric Clapton Rolling Stones
 Dire Straits Santana
 Doobie Bros. Al Stewart
 Foreigner Rod Stewart
 Heart Toto
 Billy Joel

MODERATE AIRPLAY:
 Elvis Costello Sad Cafe
 Eddie Money Bob Seger
 Queen

PORTLAND, ORE.

KVAN
 PAUL MITCHELL

HEAVY AIRPLAY:
 Blues Bros. Rolling Stones
 The Cars Linda Ronstadt
 Eric Clapton Sad Cafe
 Dire Straits Cat Stevens
 Doobie Bros. Al Stewart
 Firefall Rod Stewart
 Foreigner Talking Heads
 J. Geils Band G. Thorogood
 Grateful Dead Toto
 Nicolette Neil Young
 Van Morrison Bob Seger
 Poco Fogel./Weis.
 Pointer Sisters Alice Cooper
 Queen

MODERATE AIRPLAY:
 The Babys Marc Tanner
 Elvis Costello Baby Grand
 Boston
 Fab. Poodles J. C. Young
 FM/BLACK NOISE Kenny Loggins
 Heart J. Armatrading
 Eddie Money Elton John
 The Outlaws Little River Bd.
 Styx Tatrum
 The Who Max Demian
 Chic

SINGLES:
 J. Starship M. Manchester
 Bobby Caldwell

EUGENE, ORE.

KZEL
 CHRIS KOVARIK

ADDs:
 *Boomtwn Rats *The Jam
 *Muddy Waters *Faragher Bros.
 *The Police *Anthony Phillips
 *Tim Krekel *Charles Mingus
 *Kim Carnes *Joe Sample
 *Bighorn *Mitch Ryder
 *Peter Lang

Cont'd

KZEL Cont'd

HEAVY AIRPLAY:
 Marc Tanner Robben Ford
 Dire Straits Trillion
 McGuinn,Clark & Hillman Doobie Bros.
 Eddie Money J. Geils Band
 B. J. Harvest Elvis Costello
 Evie Sands Santana
 Blues Bros. Blondie
 Horslips

MODERATE AIRPLAY:
 Head East Camel
 The Babys Rod Stewart
 Poco Toto
 Eric Clapton The Outlaws
 Nicolette G. Thorogood
 Hot Chocolate Grateful Dead
 Pointer Sisters Amaz. Rhy. Aces

SINGLES:
 Rolling Stones Susie Quatro
 "Gold" Nick Lowe
 Tantrum Bob Welch
 Peter Criss Marshall Hain
 Cindy Bullens Dodgers
 Bandit

SACRAMENTO, CA.

KZAP
 CHRIS MILLER, P.D.

HEAVY AIRPLAY:
 +Dire Straits Doobie Bros.
 Billy Joel Linda Ronstadt
 Al Stewart +Blues Bros.
 Queen Foreigner
 Rod Stewart Toto
 Styx Eric Clapton
 Neil Young Talking Heads

MODERATE AIRPLAY:
 Molly Hatchet Santana
 The Babys *Fab. Poodles
 Poco *Bob Welch
 Eddie Money *Kayak
 Sad Cafe *Marc Tanner
 *Elvis Costello

SINGLES:
 Ace Frehley Rolling Stones
 Hot Chocolate

COMMENTS:
 Thanks to all the folks who have made my first month in California a good one.
 KZAP and A&M are in the middle of a major Sad Cafe promotion. Grand prize is 98 seconds in a Tower Store...we'll let you know how it went...

NEW AIR LINE-UP...
 6 - 10 am - ANDY RUSH (ex-KROI)
 10 - 2 pm - CHRIS MILLER, P.D. (ex-WQDR)
 2 - 7 pm - BRUCE MEIER
 7 - 12mid - GORDO
 12 - 6 am - TOM MENDOZA

SAN FRANCISCO, CA.

KMEL (KAMEL 106)
 MARK COOPER

ADDs:
 *Kayak *McGuinn,Clark & Hillman
 *The Police *UFO
 *Fab. Poodles

HEAVY AIRPLAY:
 Eric Clapton Poco
 Elvis Costello Queen
 Dire Straits Santana
 Doobie Bros. Rod Stewart
 J. Geils Band Nazareth
 Robert Johnson Max Demian
 Eddie Money

MODERATE AIRPLAY:
 Camel Sad Cafe
 Grateful Dead G. Thorogood
 Pointer Sisters Toto

SINGLES:
 *Bob Welch

SAN FRANCISCO, CA.

KSAN
 KATE INGRAM

ADDs:
 *Camel *Flash & The Pan
 *The Police

Cont'd

KSAN Cont'd

HEAVY AIRPLAY:
 Blues Bros. Rolling Stones
 Eric Clapton Santana
 Eric Costello SS. Johnny
 Dire Straits G. Thorogood
 Doobie Bros. J. Armatrading
 Robert Johnson Blondie
 Eddie Money The Who
 Van Morrison

MODERATE AIRPLAY:
 The Babys AC/DC
 The Clash Aerosmith
 Fab. Poodles Cindy Bullens
 J. Geils Band Creme/Godley
 Grateful Dead Devo
 Billy Joel Bryan Ferry
 Phil Manzanera The Jam
 Queen 10cc
 Linda Ronstadt J. Starship
 Al Stewart Greg Kihn
 Rod Stewart Bonnie Tyler
 Talking Heads UFO
 Toto

SAN JOSE, CA.

KOME
 DANA JANG

ADDs:
 *Kayak
 *McGuinn,Clark & Hillman

DROPS:
 Alice Cooper Van Morrison
 Hush Linda Ronstadt
 Hot Chocolate Neil Young
 Todd Rundgren

HEAVY AIRPLAY:
 AC/DC +Billy Joel
 Aerosmith +Nicolette
 The Babys +Eddie Money
 +Blues Bros. Pointer Sisters
 Eric Clapton Queen
 +Elvis Costello +Santana
 Dire Straits Cat Stevens
 Doobie Bros. G. Thorogood
 J. Geils Band +Toto
 Grateful Dead

MODERATE AIRPLAY:
 E. L. & P. U.F.O.
 Fab. Poodles Tanya Tucker
 FM/BLACK NOISE David Bromberg
 Head East Brownsville
 Robert Johnson *Max Demian
 Molly Hatchet Nazareth
 Outlaws *Marc Tanner
 Poco Trillion
 Sad Cafe *Bob James

SINGLES:
 *Boomtwn Rats *Suzi Quatro
 Frankie Miller Rolling Stones
 Police

IMPORTS:
 Cheap Trick
SPECIAL PROGRAMMING:
 Heart live broadcast from Boston.

LOS ANGELES, CA.

KLOS
 RUTH PINEDO

HEAVY AIRPLAY:
 Blues Bros. Dire Straits
 Rod Stewart The Cars
 Doobie Bros. Toto
 Elvis Costello

MODERATE AIRPLAY:
 Eddie Money Poco
 J. Geils Band Robert Johnson
 Santana The Babys
 UFO Talking Heads
 G. Thorogood *Fab. Poodles

IMPORTS:
 Cheap Trick

LOS ANGELES, CA.

KMET
 JACK SNYDER

HEAVY AIRPLAY:
 Blues Bros. Rolling Stones
 The Cars Rod Stewart
 Eric Clapton Styx
 Elvis Costello Ted Nugent
 *Fab. Poodles Cheap Trick
 J. Geils Band Alice Cooper
 Queen *Nazareth

Cont'd

HOT SONGS

HOT SONGS ARE DERIVED FROM INFORMATION OBTAINED BY SPECIAL SURVEY OF OUR CONTRIBUTORS. THE ALBUMS SPOTLIGHTED ARE SELECTED FROM AVAILABLE NEW RELEASES. TRACKS ARE LISTED IN ORDER OF PREFERENCE. AN UNDERLINE DENOTES AN OVERWHELMING CHOICE. THE TOP NEW TRACKS ARE LISTED IN PERCENTAGE ORDER TO THE LEFT.

ESTABLISHED SONGS		MORE SONGS		NEW SONGS	
1	DIRE STRAITS "Sultans of Swing"	ANGEL "Don't Take Your Love"	JIM GOLD "Child of Destiny" "My Best Friend"	.347	CAMEL "Breathless"
2	ROD STEWART "Do Ya Think I'm Sexy"	BIGHORN "Penny For Your Dreams" "Starrocker" "Stand Up"	GOOD RATS "School Days" "Cherry River" "You're Still Doin' It" "Gino"	.295	MARC TANNER "Elena"
3	BLUES BROS. "Soul Man"	CAMEL "Breathless" "Summer Lightning" "Wing & a Prayer"	KAYAK "Keep the Change" "Crime of Passion" "Winning Ways"	.284	MARC TANNER "Never Again"
4	DOOBIE BROS. "What a Fool Believes"	DESMOND CHILD & ROUGE "Westside Pow Wow" "Our Love is Insane" "City in Heat"	JIMMIE MACK "Ain't Gonna Make It" "On the Corner"	.274	KAYAK "Keep the Change"
5	NICOLETTE "Lotta Love"	DRY JACK "Americana Hoedown" "Magical Element"	MEDUSA "Soul Free"	.263	CAMEL "Summer Lightning"
6	POINTER SISTERS "Fire"	ROBBEN FORD "Magic Sam" "North Carolina" "There's No One Else" "The Inside Story"	ANDY MENDELSON "Fire in the Night" "We All Fall Down"	.253	CAMEL "Echoes"
7	BILLY JOEL "Big Shot"			.242	GOOD RATS "School Days"
8	ELVIS COSTELLO "Accidents will Happen"			.211	CAMEL "Wing & a Prayer"
9	TOTO "Hold the Line"			.200	UFO "Only You Can Rock Me"
10	BLUES BROS. "Rubber Biscuit"			.200	UFO "Only You Can Rock Me"
11	EDDIE MONEY "Maybe I'm a Fool"			.189	UFO "Too Hot to Handle"
12	POCO "Crazy Love"			.168	UFO "Lights Out"
13	THE BABYS "Every Time I Think..."			.168	ROBBEN FORD "Magic Sam"
14	J. GEILS BAND "One Last Kiss"			.168	JIM MOCK "Ain't Gonna Make It"
15	GRATEFUL DEAD "Shakedown Street"			.168	UFO "Doctor, Doctor"
16	ERIC CLAPTON "Promises"			.158	DESMOND CHILD & ROUGE "Westside Pow Wow"
17	TALKING HEADS "Take Me to the River"			.158	GOOD RATS "Cherry River"
18	CHICAGO "No Tell Lover"			.158	JIMMIE MACK "On the Corner"
19	IAN MATTHEWS "Shake It"			.147	ROBBEN FORD "North Carolina"
20	ELVIS COSTELLO "Peace, Love & ..."			.147	GOOD RATS "You're Still Doin' It"
21	FOREIGNER "Blue Morning, Blue Day"			.137	MEDUSA "Soul Free"
22	SAD CAFE "Run Home Girl"			.137	MARC TANNER "In a Spotlight"
23	ROLLING STONES "Shattered"			.137	MARC TANNER "She's So High"
24	TOTO "I'll Supply the Love"				
25	BLUES BROS. "Hey Bartender"				
26	POLICE "Roxanne"				
27	BILLY JOEL "My Life"				
28	FIREBALL "Good Bye, I Love You"				
29	GEORGE THOROGOOD "Move It On Over"				
30	FABULOUS POODLES "Mirror Star"				
31	GRATEFUL DEAD "Good Lovin'"				

JOBS

Successful jazz programmer and music director seeks position in radio, promotion or talent booking. Also all types of radio, TV production, voice overs, or jazz consultation. Preference to San Francisco area. Contact Michael Handler at KLCC in Eugene, Ore. (503) 747-4501, ext. 2488 or home (503) 344-9403.

WPDH is looking for qualified, reliable part-time announcers - knowledge of AOR format a plus, good personality a must. Send tapes and resumes to Ron Rizzi, P.D., WPDH-FM, P.O. Box 416, Poughkeepsie, N.Y. 12602.

Former Record Retailer and Music Director (now FM-Free Form morning programmer) seeks work in Bay Area / Santa Rosa area with small label, small label distributor, or FM Free Form Station. Will send tape and resume on request. Contact Jerry Zeiger, WORT-FM, P.O. Box 3219, Madison, WI. 53704 (608) 249-0111.

MISCELLANEOUS

Wanted Live concerts/interviews for "Backstage Pass" WXCI 181 White Street, Danbury, Ct. 06810 (203) 792-8666

To All Record Companies - Please send us biographical information and pictures of musicians for our "Bio File" and monthly program guide. WDET-FM, Detroit, Mi.

If anybody desires a dub of the Capital District's only true punk rock band's latest single, "Til It Hurts", please write Parole, WRPI, 1 WRPI Plaza, Troy, N.Y. 12181 (Please include about 75¢ to cover postage and handling) or if you need it urgently call the Parole Hotline (518) 270-6248 and ask for Mike Dubois. All responses are appreciated.

We really do need live concerts (tape and/or vinyl) for our "Front Row Center" show. We have already featured some rare or exclusive concerts, and would like some more. Please note that we support this show with print advertising as well as station promos. Thank you. WCDB, Albany, N.Y.

IMPORTANT IMPORTS

Cheap Trick
Public Image
Rachel Sweet
Bob Dylan

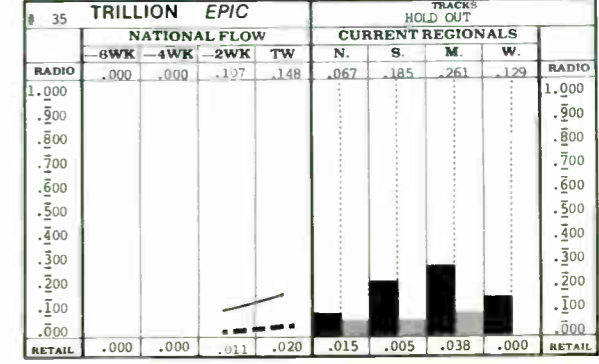
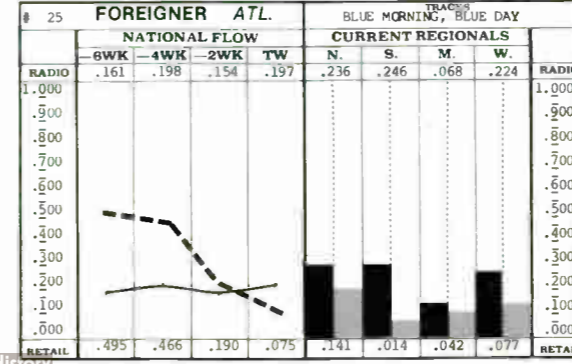
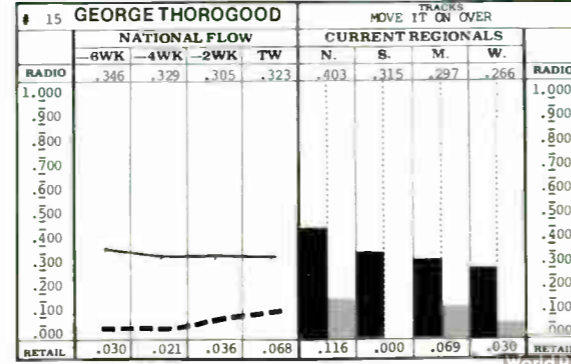
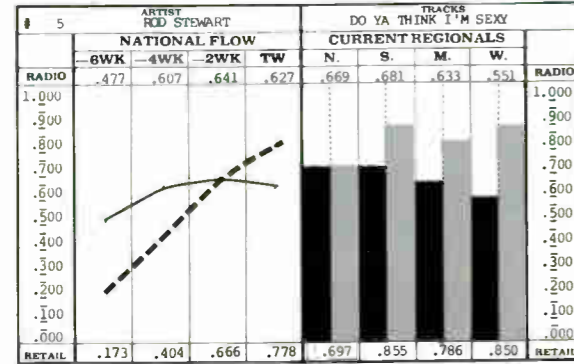
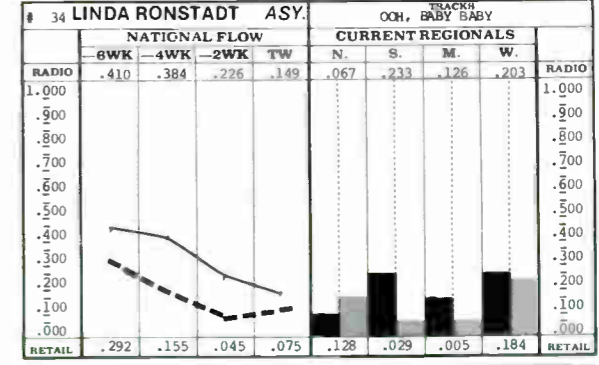
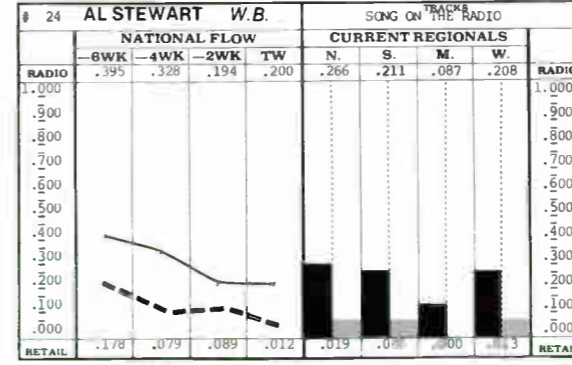
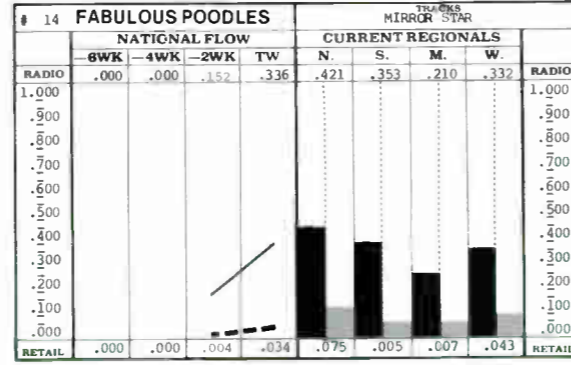
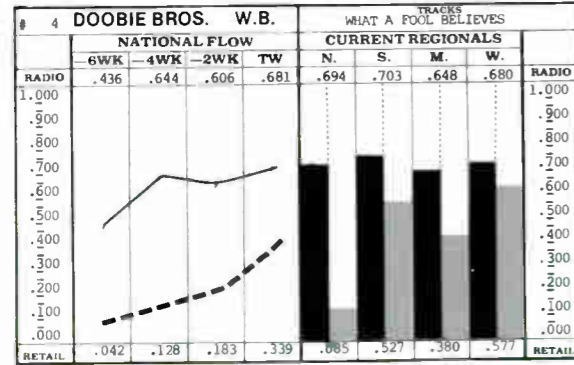
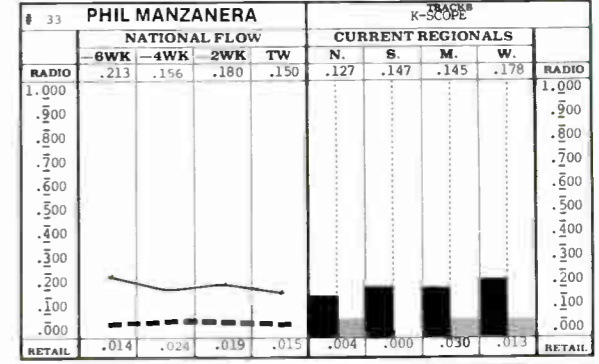
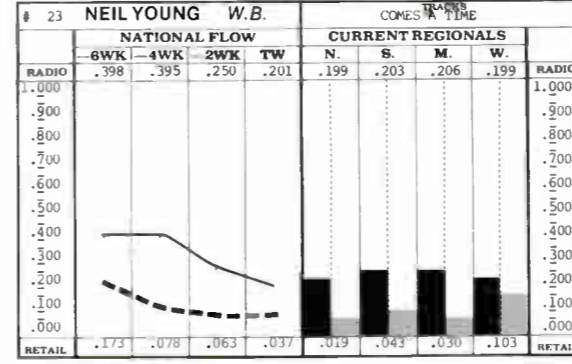
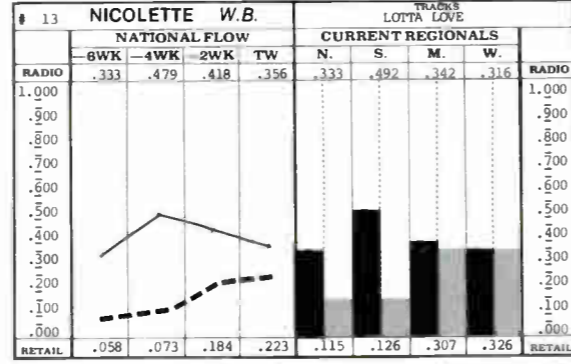
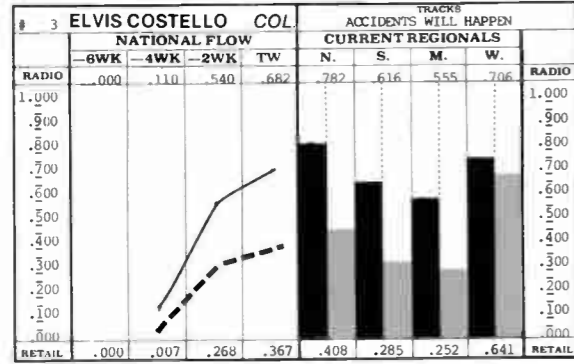
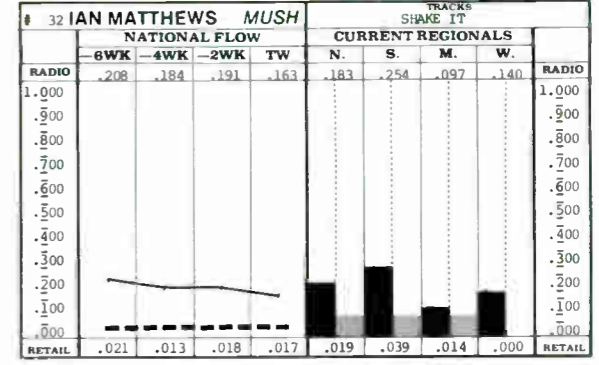
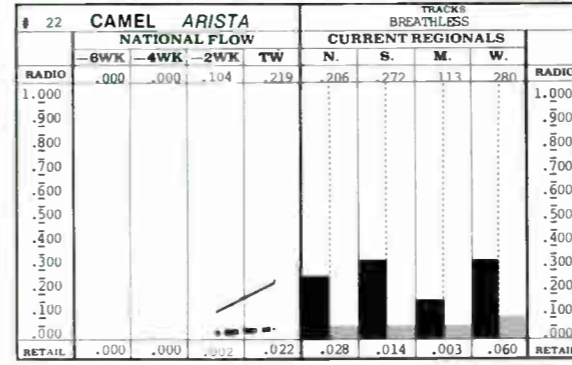
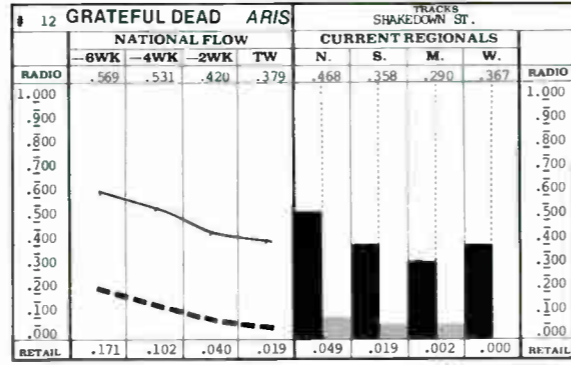
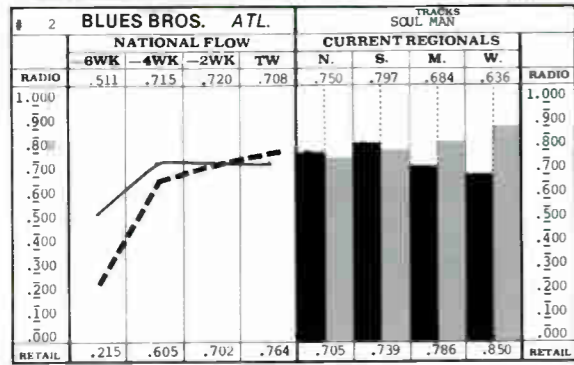
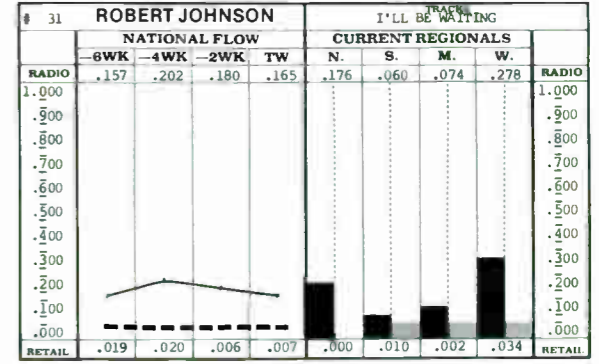
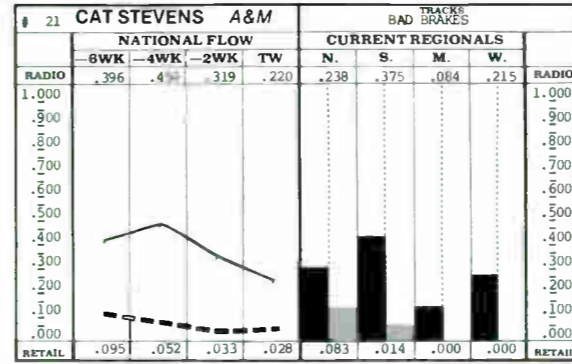
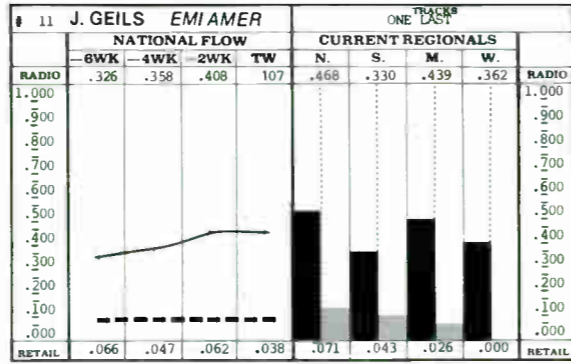
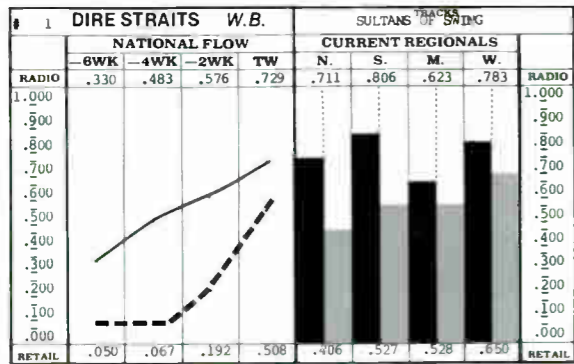
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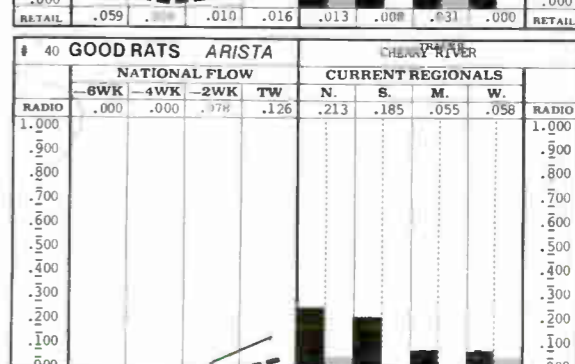
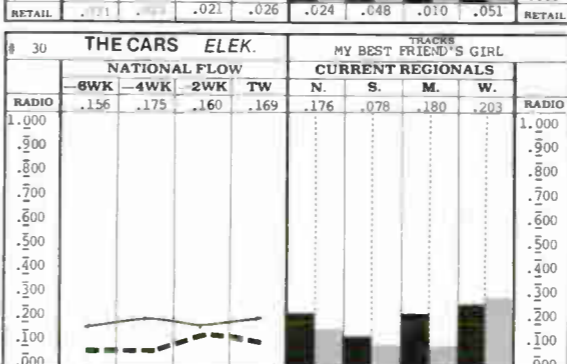
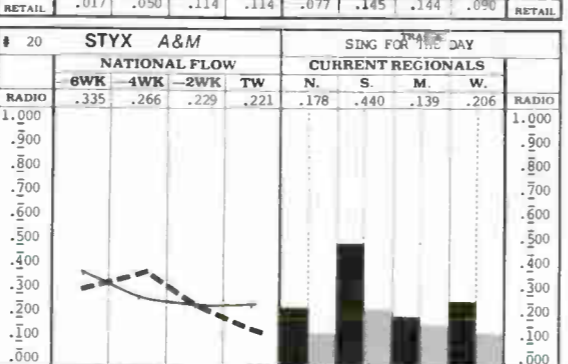
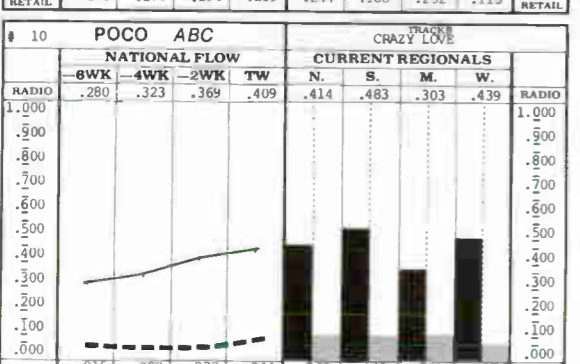
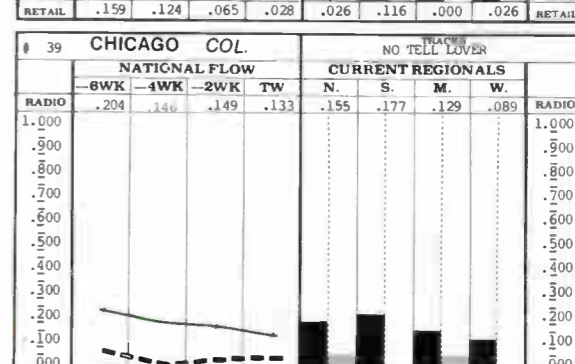
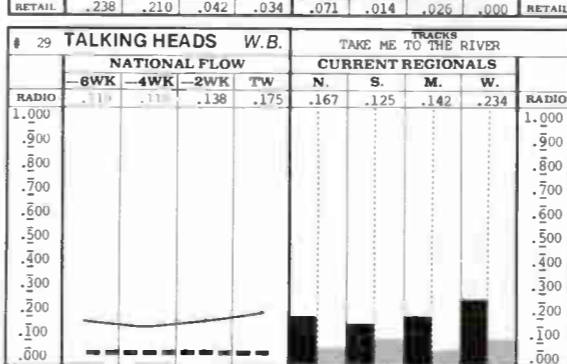
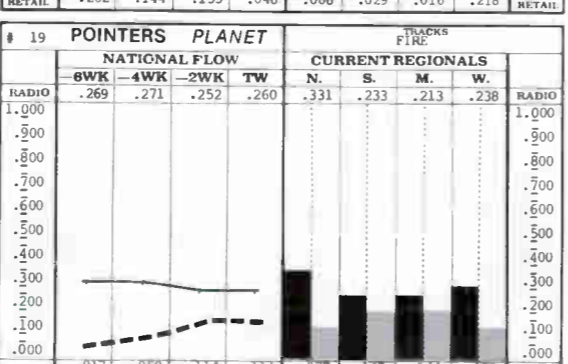
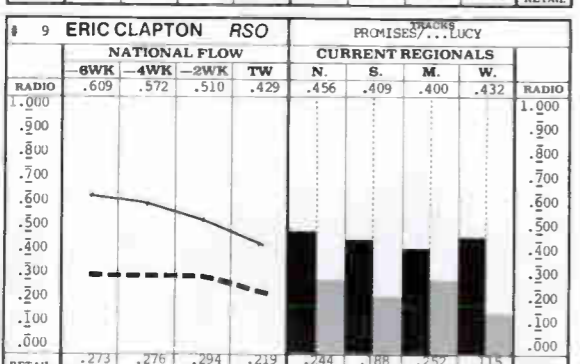
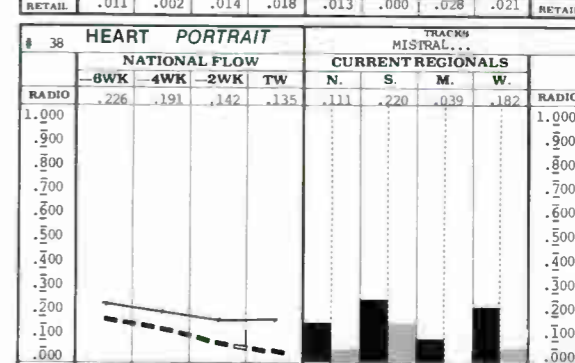
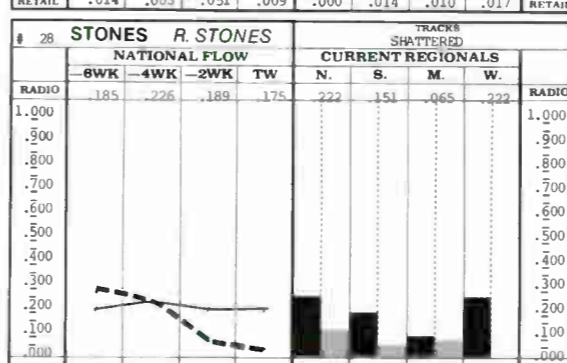
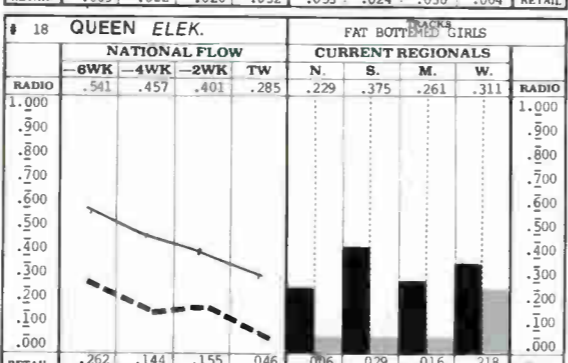
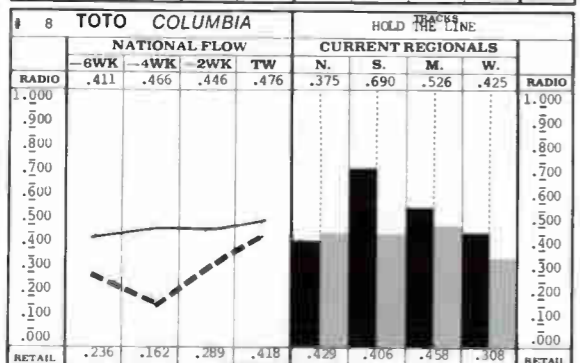
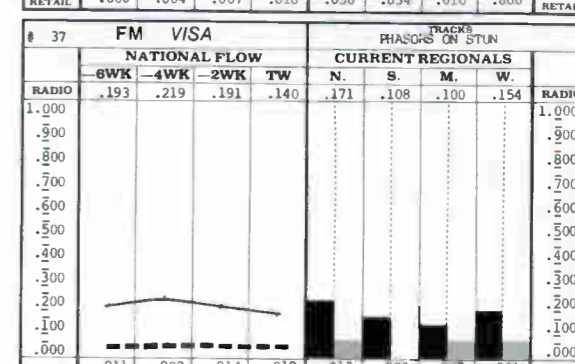
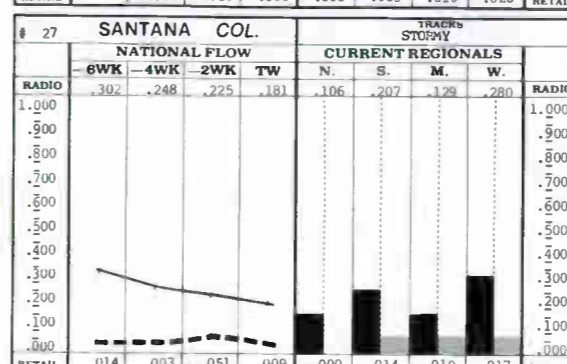
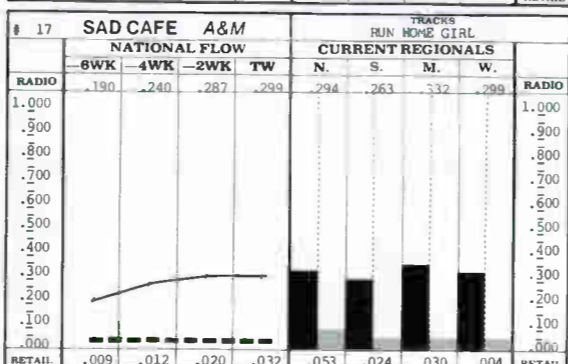
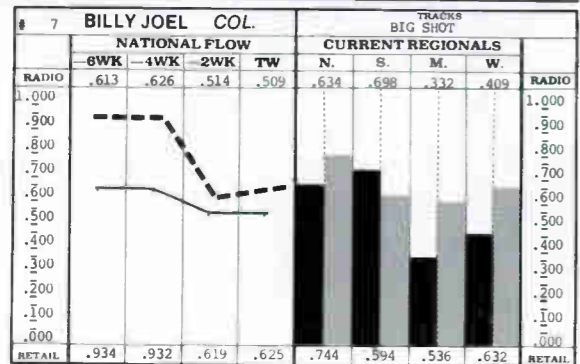
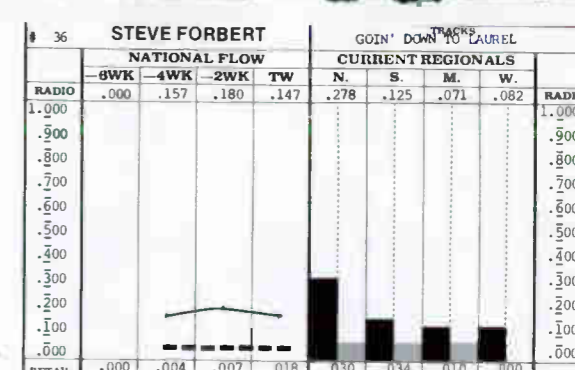
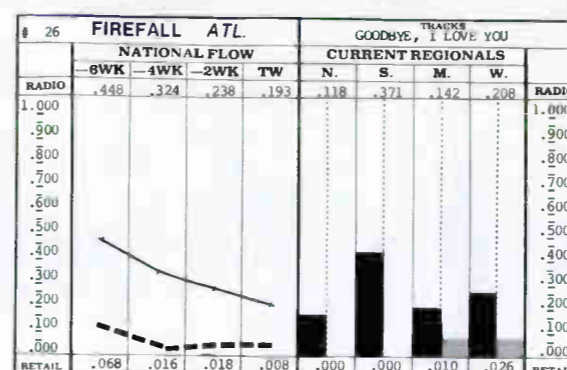
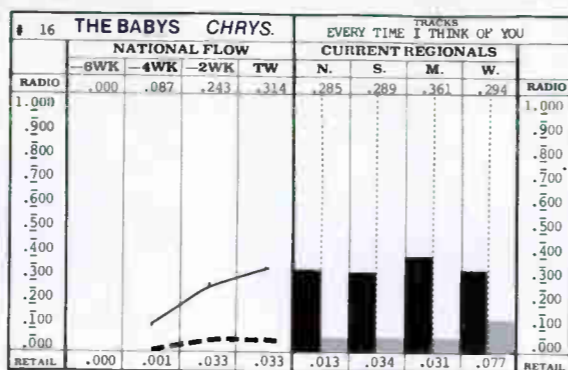
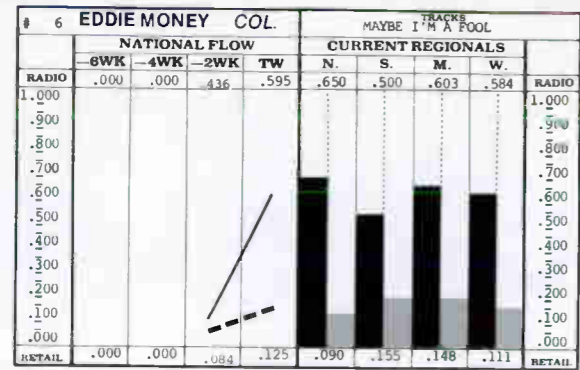
Bob Welch
Rod Stewart
Pointer Sisters
Jefferson Starship
Hot Chocolate

RECORD SERVICE

KBSU/Boise, Idaho - Motown, Casablanca
 KDIC/Grinnell, Ia - Columbia
 KICE/Bend, Or. - ABC Rock & Jazz
 KNCR/Corpus Christi, Tx. - Blues Product, all labels
 KSBR/Mission Viejo, Ca. - Any jazz or new contemporary music of all kinds
 KSCU/Santa Clara, Ca. - RCA, Ariola, Mushroom
 KSPC/Claremont, Ca. - Antilles, Siamese
 KUPS/Tacoma, Wash. - Chrysalis
 KVSC/St. Cloud, Minn. - Fantasy, ABC, TK, Inner City
 KZEL/Eugene, Ore. - Imports
 WFMU/East Orange, N. J. - Fantasy/Milestone
 WKUE/Jacksonville, Fla. - Atlantic
 WLUR/Lexington, Va. - Col., WB, Chrysalis
 WOCR/Oswego, N.Y. - RCA, E/A, Arista, MCA
 WQAX/Bloomington, Ind. - ABC
 WQUT/Johnson City, Tn. - RSO
 WRCU/Hamilton, N.Y. - Mitch Ryder
 WUVT/Blacksburg, Va. - London, Capricorn
 Any country & Bluegrass
 WVB/Lewisburg, Pa. - Casablanca
 WVHC/Hempstead, N.Y. - Country, Imports
 WKWR/Poughkeepsie, N.Y. - Capricorn; Classical

WALRUS! CENTERFOLD





BEHIND THE GRAPHS

RADIO ACTION CHART

TOP 40 LPs IN GAIN/LOSS ORDER

+28.4 Fabulous Poodles	+ 4.0 Poco	- 0.5 Billy Joel	- 4.1 Grateful Dead
+15.9 Eddie Money	+ 3.7 Talking Heads	- 0.7 Heart	- 4.4 Santana
+15.3 Dire Straits	+ 3.0 Toto	- 0.8 Styx	- 4.5 Firefall
+14.2 Elvis Costello	+ 1.8 George Thorogood	- 1.2 Blues Brothers	- 4.9 Neil Young
+11.5 Camel	+ 1.2 Sad Cafe	- 1.4 Rolling Stones	- 5.1 FM/BLACK NOISE
+ 7.5 Doobie Brothers	+ 0.9 The Cars	- 1.4 Rod Stewart	- 6.2 Nicolette Larson
+ 7.1 The Babys	+ 0.8 Pointer Sisters	- 1.5 Robert Johnson	- 7.7 Linda Ronstadt
+ 4.8 Good Rats	+ 0.6 Al Stewart	- 1.6 Chicago	- 8.1 Eric Clapton
+ 4.3 Foreigner	- 0.1 J. Geils Band	- 2.8 Ian Matthews	- 9.9 Cat Stevens
+ 4.1 Trillion	- 0.4 Phil Manzanera	- 3.3 Steve Forbert	-11.6 Queen

REGIONALS

RADIO TOP 15s

NORTHEAST	SOUTH	MIDWEST	WEST
.782 Elvis Costello	.806 Dire Straits	.684 Blues Bros.	.783 Dire Straits
.750 Blues Bros.	.797 Blues Bros.	.648 Doobie Bros.	.706 E. Costello
.711 Dire Straits	.703 Doobie Bros.	.623 Dire Straits	.680 Doobie Bros.
.694 Doobie Bros.	.698 Billy Joel	.603 Eddie Money	.636 Blues Bros.
.669 Rod Stewart	.690 Toto	.594 Rod Stewart	.584 Eddie Money
.650 Eddie Money	.681 Rod Stewart	.555 E. Costello	.551 Rod Stewart
.634 Billy Joel	.616 E. Costello	.526 Toto	.439 Poco
.468 J. Geils Band	.500 Eddie Money	.439 J. Geils Band	.432 Eric Clapton
.468 Grateful Dead	.492 Nicolette	.400 Eric Clapton	.425 Toto
.456 Eric Clapton	.483 Poco	.361 The Babys	.409 Billy Joel
.421 Fab. Poodles	.440 Styx	.342 Nicolette	.367 G. Dead
.414 Poco	.409 Eric Clapton	.332 Billy Joel	.362 J. Geils Bd.
.403 G. Thorogood	.375 Queen	.332 Sad Cafe	.332 Fab. Poodles
.375 Toto	.375 Cat Stevens	.303 Poco	.316 Nicolette
.333 Nicolette	.371 Firefall	.297 G. Thorogood	.311 Queen

RETAIL TOP 15s

.744 Billy Joel	.855 Rod Stewart	.786 Blues Bros.	.850 Blues Bros.
.705 Blues Bros.	.739 Blues Bros.	.786 Rod Stewart	.850 Rod Stewart
.697 Rod Stewart	.594 Billy Joel	.554 E. W. & F.	.650 Dire Straits
.429 Toto	.527 Dire Straits	.536 Billy Joel	.641 E. Costello
.408 E. Costello	.527 Doobie Bros.	.528 Dire Straits	.632 Billy Joel
.406 Dire Straits	.406 Toto	.458 Toto	.577 Doobie Bros.
.340 E. W. & F.	.377 E. W. & F.	.380 Doobie Bros.	.436 E. W. & F.
.244 Eric Clapton	.324 Rick James	.307 Nicolette	.316 Nicolette
.141 Foreigner	.285 E. Costello	.252 Eric Clapton	.308 Toto
.128 L. Ronstadt	.188 Eric Clapton	.252 E. Costello	.235 The Cars
.128 Bob Seger	.188 Steve Martin	.148 Eddie Money	.218 Bee Gee's
.115 Nicolette	.188 Styx	.144 Pointer Sis.	.218 Queen
.109 Angela Bofill	.155 Eddie Money	.130 Styx	.184 L. Ronstadt
.109 The Cars	.145 Pointer Sis.	.115 Nazareth	.179 UFO
.090 Eddie Money	.140 UFO	.106 R. Pryor	.115 Eric Clapton

ANALYSIS

BY GEORGE MEIER

It's the little things you notice which are intriguing. There's always a horse race going on at the top of the chart. Dire Straits relentlessly marches to the number one radio position, who would have guessed. They may have effectively cut off Elvis Costello's move to the top spot. Even with his 43% raise in last issue's chart and his 14% raise in this one, Elvis may never reach number one.

Regionally Elvis continues to show the standard street music pattern of relative sales weakness in the South and Midwest. That MW point of view also figures into Billy Joel's significantly weaker airplay there. Dire Straits, a new idea, struggles in conservative MW too.

The South contributes strong airplay for Toto, Cat Stevens, Styx, and Firefall. Meanwhile the Northeast does the trick for Steve Forbert, George Thorogood, and Robert Johnson, who is also finding air in the West. Queen gets out of proportion sales in the West while The Doobies sell poorly in the NE in spite of strong airplay there. The Doobies sales number is so out of wack that it looks wrong.

The Radio Action Chart, seen above, takes the albums on our graph pages and puts them in gain/loss order. It shows the speed they are moving and the direction (up or down the chart) of the movement for each record. Again, this week there are many fewer gainers than losers. We already know that Dire Straits is an important new group, but now we know that the Fabulous Poodles are too. It also shows us that The Good Rats have learned how to make records people like.

The Bee Gees star in both the radio and the retail Futures categories, though they don't overrun anyone. Marc Tanner Band, Max Demian Band, and McGuinn, Clark, Hillman start off best of the new configurations.

RADIO FUTURES

NATIONAL %	ARTIST	N.E.	S.	M.W.	W.
.169	BEE GEES	.208	.276	.213	.040
.162	UFO	.088	.185	.168	.217
.150	MARC TANNER	.144	.220	.116	.145
.118	KAYAK	.137	.164	.123	.072
.108	MAX DEMIAN BAND	.097	.164	.103	.093
.103	HORSLIPS	.174	.091	.068	.063
.102	LITTLE RIVER BAND	.150	.073	.123	.054
.099	MCGUINN/CLARK/HILL.	.155	.129	.026	.079
.097	NAZARETH	.051	.095	.058	.126
.092	HEAD EAST	.056	.112	.119	.098

NON-PROGRESSIVE SALES

Olivia Newton-John
Barbra Streisand
Chic
Village People
Barry Manilow
Gloria Gaynor
Kenny Rogers

RETAIL FUTURES

NATIONAL %	ARTIST	N.E.	S.	M.W.	W.
.096	BEE GEES	.060	.043	.094	.218
.096	RICK JAMES	.064	.324	.045	.081
.075	RICHARD PRYOR	.062	.101	.106	.000

RADIO

WEST

RMET Cont'd

MODERATE AIRPLAY:
Dire Straits Sad Cafe
Doobie Bros. G. Thorogood
Grateful Dead Toto
Robert Johnson UFO
Eddie Money Aerosmith
Poco

SINGLES:
*Blues Eros. *Bob Welch

LOS ANGELES, CA.

KWST

PAM MAY

ADDS:
*Bee Gees *Triumvirat
*Steve Forbert *TKO
*McGuinn, Clark & Hillman *The Police
*Kayak *UFO
*Horslips *Neil Larson
*Boomtown Rats

HEAVY AIRPLAY:
Elvis Costello Eddie Money
Dire Straits Poco
Doobie Bros. Pointer Sisters
Billy Joel Rod Stewart
Nicolette Toto
Ian Matthews Hot Chocolate

MODERATE AIRPLAY:
The Babys Bee Gees
Blues Eros. Marc Taner
Fab. Poodles Candy Bullens
Sad Cafe Max Demian
Trillion Nazareth

SINGLES:
*Bob Welch *Bandit

PASADENA, CA.

KROQ

JED FISH GOULD

HEAVY AIRPLAY:
+Levo Eddie Money
+Talking Heads +The Cars
+Elvis Costello Tanya Tucker
+The Clash UFO
Robert Johnson +*Boomtown Rats
Blues Bros.

MODERATE AIRPLAY:
+The Who +Heart
Dire Straits +Rolling Stones
Alvin Bishop Aerosmith
Jules & *David Johansen
The Polar Bears *Bob Seger
Bryan Ferry (re-add)
*Be Bop Deluxe Bob Marley
Phil Manzanera Blondie

ADDS:
*999 *The Police
*Horslips *Werewolves
*Kayak *Jimmie Mack
*Angels *Rubicon

SINGLES:
Low Numbers "Thank You..."
Third Rail
Talking Heads
(version -

IMPORTS:
+The Normal Ian Dury
+Public Image +Flying Lizards

SPECIAL PROGRAMMING:
Mike Rapone's "Lunch Hour Special" - One hour on an artist, subject, or musical genre... from 12 to 1pm every weekday.
Enormous response on "Reggae Day" ... the show even scores ratings.

LONG BEACH, CA.

KNAC

DENISE WESTWOOD

ADDS:
*Max Demian *G. J. Harvest
*Boomtown Rats Head East
*Horslips Marc Tanner
*Kayak Wireless
*Camel TKO
*Be Bop Deluxe
*McGuinn, Clark & Hillman

Cont'd

KNAC Cont'd

DROPPED:
E. L. & P. 1994
Starz Kansas
Blue Oyster Cult Todd Rundgren
Ambrosia

HEAVY AIRPLAY:
The Babys Santana
Nazareth Bob Seger
The Cars Styx
Eric Clapton Toto
Elvis Costello Neil Young
Dire Straits Rod Stewart
Doobie Bros. Eddie Money
The Doors Cheap Trick
Foreigner Ted Nugent
Billy Joel Talking Heads
Robert Johnson Van Halen
Poco UFO
Queen Sad Cafe
Linda Ronstadt

MODERATE AIRPLAY:
Boston The Who
Chicago Yes
Alice Cooper Kenny Loggins
E. L. & P. Rory Gallagher
J. Geils Band Fab. Poodles
Grateful Dead Trillion
Van Morrison Steve Martin
Rush Jean-Luc Ponty
Cat Stevens The Outlaws
Al Stewart Heart
10cc Nicolette
Peter Tosh Aerosmith

SINGLES:
*Bob Welch Steely Dan
J. Starship Melanie
Rolling Stones

COMMENTS:
Jimmy Christopher has joined us
7 - 12mid from KLOL.

SAN DIEGO, CA.

KFRI

KATHY DEROUVILLE

HEAVY AIRPLAY:
Eric Clapton Queen
Dire Straits Rod Stewart
Doobie Bros. Styx
Foreigner Talking Heads
Heart Toto
Billy Joel Hot Chocolate
Poco

MODERATE AIRPLAY:
Blues Bros. Pointer Sisters
Elvis Costello Cat Stevens
Fab. Poodles Al Stewart
Grateful Dead Neil Young
Eddie Money Tom Petty
The Outlaws Bandit

COLORADO SPRINGS, COLO.

KILO

CHARLIE BROWN

HEAVY AIRPLAY:
+Blues Bros. Rod Stewart
Elvis Costello Dire Straits
Toto Nicolette
Molly Hatchet *Am. Rhy. Aces
Tantrum *McGuinn, Clark & Hillman
Melanie
Doobie Bros.

MODERATE AIRPLAY:
Sad Cafe Bob Marley
Styx George Thorogood
Camel Cindy Bullens
Grateful Dead Van Morrison
Sally Oldfield *Triumvirat
Marc Tanner Band

ALBUQUERQUE, N.M.

KRST

JIM ZALEWSKI, M.D.

HEAVY AIRPLAY:
Dire Straits Rolling Stones
Rod Stewart Billy Joel
Doobie Bros. Blues Bros.
MIDNIGHT EXPRESS Van Morrison
Toto Fab. Poodles
Queen Eddie Money
FM/BLACK NOISE Bee Gees
Desmond Child & Rouge

Cont'd

KRST Cont'd

MODERATE AIRPLAY:
The Babys J. Geils Band
Poco *Horslips
Molly Hatchet *Amaz. Rhy. Aces
Sad Cafe *Camel
Elvis Costello *Trillion

RENO, NEV.

KGLR

PAUL EMERY

HEAVY AIRPLAY:
Doobie Bros. Firefall
Blues Bros. Van Morrison
Toto J. Geils Band
Dire Straits Eric Clapton
Santana Styx
Rod Stewart Al Stewart

MODERATE AIRPLAY:
Queen FM/BLACK NOISE
The Babys *A. Phillips
Bandit *McGuinn, Clark & Hillman
Marc Tanner
The Outlaws *Kayak
Grateful Dead *Bob Welch/
SS Johnny single
Neil Young

LARAMIE, WYO.

KIOZ

JOHN LOGAN

HEAVY AIRPLAY:
Dire Straits Rod Stewart
Poco Richard T. Bear
Eddie Money G. Thorogood
Doobie Bros. Sad Cafe

MODERATE AIRPLAY:
*Kayak *April Wine
*Jim Gold *Melanie
*B. J. Harvest *Good Rats
*Fab. Poodles *M. Nascimento
*Max Demian *Amaz. Rhy. Aces
*Marc Tanner +Albert King
*Nat. Lampoon Marvin Gaye
*David Bromberg

BOISE, IDAHO

KBSU

ROBB CAMPBELL

HEAVY AIRPLAY:
+Bighorn NO WAVE
+Elvis Costello Neil Larsen
Sad Cafe Phil Manzanera
+Sour Mash Neil Young
+Joe Sample +FM/BLACK NOISE
+Michael Wendling +Camel
John Eansen Triumvirat

MODERATE AIRPLAY:
Bruce Cockburn +Eddie Money
Cat Stevens Herbie Mann
1994 +Poco
+Dire Straits +Blondie
Santana Grateful Dead
+Blues Bros. +Keith Jarrett

SINGLES:
J. Starship

SPOKANE, WASH.

KREM

LARRY SNIDER

HEAVY AIRPLAY:
+Rod Stewart Billy Joel
Queen Foreigner
Eric Clapton Robert Johnson
+Blues Bros. Grateful Dead
Doobie Bros. Poco
E. L. & P. J. Geils Band

MODERATE AIRPLAY:
Steve Forbert Eddie Money
Dire Straits Cat Stevens
Toto Elton John
*Elvis Costello *Horslips
Firefall *McGuinn, Clark & Hillman
Sad Cafe
Camel
Johnny's Dance Band

EUGENE, ORE.

KLCC

MICHAEL HANDLER

HEAVY AIRPLAY:
*Charlie Parker Cedar Walton
+James Newton Charles Lloyd
Ernie Krivda Philly Joe Jones
Flim & Stan Getz
The BB's Bob James
Art Farmer

MODERATE AIRPLAY:
Azimuth *Oliver Nelson
Enrico Rava *Noel Jewkes
+Frank Zappa *All releases
Anthony Davis from Artist's
Mary Watkins House
George Tidwell +*David Friesen/
Neil Larson John Stowell
Jackie McLean *Ira Sullivan
Dwight Dickerson *Dry Jack
*Carla Bley *Joe Sample

BEND, ORE.

KICE

JON SCHWARTZ

HEAVY AIRPLAY:
*Dire Straits Poco
Doobie Bros. Blues Bros.
+Grateful Dead David Bromberg
*Rick Roberts +Ter Brock &
The Babys Therasa
Firefall Nicolette

MODERATE AIRPLAY:
*B.J. Harvest Tracy Nelson
*Camel *Artist: House
*Kayak new releases
*Lu Janis J. Armatrading
*Hubert Eaves *Sally Oldfield
*Dry Jack *David Friesen
*A. Phillips Rod Stewart

SINGLES:
*Ross/Robinson/ You'
Gaye/Wonder -
"Pops We Love"

DAVIS, CA.

KDVS

TOM GRACYK

HEAVY AIRPLAY:
Elvis Costello Camel
NO WAVE Enrico Rava
Creme/Godley Dire Straits
Phil Manzanera Blues Bros.
Peter Tosh The Clash

MODERATE AIRPLAY:
Fab. Poodles Temple City
Robert Johnson Kazoo Band
Sally Oldfield Frank Zappa
Ornette Coleman Tomita
David Bromberg

IMPORTS:
Rachel Sweet XTC
Lene Lovich Here and Now
Jona Lewie Bob Dylan
Wreckless Eric

SAN RAFAEL, CA.

KTIM

MICHAEL KNIGHT

HEAVY AIRPLAY:
Elvis Costello Bob Dylan
Fab. Poodles Albert Collin
Mitch Ryder Albert King
J. Geils Band U.F.O.
Robert Johnson J. Starship

MODERATE AIRPLAY:
Rubicon Clash
Eddie Money Manzanera
Sad Cafe Nazareth
Tonio K. The Babys
Head East Ralph McTell
Pacific Steel Rod Stewart

SINGLES:
Bob Welch Frankie Miller
Blondie

RETAIL

NORTHEAST

CAMBRIDGE, MASS.

HARVARD COOP
BRUCE DICKINSON
(Representing 3 stores...)

NEW REACTION:
The Police Tracy Nelson
Fab. Poodles Trillion
McGuinn, Clark & Andy Mendelson
Hillman Charlie Parker
Boomtown Rats Randy Roos
Anthony Braxton

TOP 15:
Elvis Costello The Clash
Blues Bros. MILESTONE
Billy Joel JAZZSTARS
E. W. & F. Grateful Dead
Dire Straits B. Streisand
Rolling Stones Steve Martin
The Cars Rod Stewart
Billy Joel/Pat Metheny
THE STRANGER George Thorogood
Eric Clapton Talking Heads
Blondie J. Geils Band

SELLING IMPORTS:
Lene Lovich The Clash
Cheap Trick Rachel Sweet
Public Image

FRAMINGHAM, MASS.

STRAWBERRIES
AL WILSON
(Representing 7 stores...)

NEW REACTION:
Bee Gees Chick Brown
Angela Bofill Joe Sample
Sad Cafe Instant Funk
Bionic Boogie Fab. Poodles
Cindy Bullens Rick James
Andy Mendelson Doobie Bros.
Desmond Child & Peter Tosh
Rouge Nicolette
Arpeggio Jacksons
Al Green Lakeside
M. Nascimento

TOP 15:
Gloria Gaynor Voyage
Rod Stewart Blues Bros.
Elvis Costello Gene Chandler
Cheryl Lynn Donna Summer
E. W. & F. Bell & James
Chic The Clash
Dire Straits Peabo Bryson
Blondie Peaches & Herb
Parliament Eddie Money
The Cars Phyllis Hyman

SELLING IMPORTS:
Lene Lovich Rachel Sweet
Police Cheap Trick

SELLING SINGLES:
Gloria Gaynor Wardell Piper
Rod Stewart Chic
Cheryl Lynn Sister Sledge
Gene Chandler Bee Gees
Evelyn C. King Gonzalez

COMMENTS:
Hot Wax: "Roxanne" by the Police and "Our Love is Insane" by Desmond Child & Rouge. Also check out "Captain Boogie" by Wardell Piper (Midsong '45).

PROVIDENCE, R.I.

BEACON SHOPS
STEVE PERRY

NEW REACTION:
Frank Zappa #Elvis Costello
Rick James Grateful Dead
Rufus J. Starship
Cindy Bullens Blondie
SUPERMAN The Babys
Bee Gees

TOP 15:
Dire Straits Blues Bros.
Rod Stewart O. Newton-John
Gloria Gaynor Barry Manilow
Billy Joel Donna Summer

SELLING SINGLES:
Rod Stewart Village People
Gloria Gaynor Pointer Sisters
Chic

HARTFORD, CT.

RECORDS UNLIMITED
GLENN MASON
(Representing 2 stores...)

NEW REACTION:
#Eddie Money #Doobie Bros.
#Yankees #Sad Cafe
#The Babys #Phil Manzanera
#Trillion #Camel
#Max Damien #Good Rats
#J. Starship #A. Phillips

TOP 15:
Rod Stewart O. Newton-John
Blues Bros. Toto
Dire Straits Ian Matthews
Fab. Poodles Cat Stevens
Elvis Costello G. Thorogood
Bee Gees Poco
Billy Joel FM/BLACK NOISE
Nicolette Eric Clapton

SELLING IMPORTS:
Cheap Trick The Clash

SELLING SINGLES:
Desmond Child & Bee Gees
Rouge Cindy Bullens
Ian Matthews

NEW YORK, N.Y.

KORVETTES
BERNARD H. OSHIN
(Representing 50 stores...)

NEW REACTION:
Rod Stewart Hot Chocolate
Marvin Gaye Sad Cafe
Cat Stevens M. Manchester
J. Geils Band Gonzales
Elvis Costello Gloria Gaynor

TOP 15:
Billy Joel Donna Summer
Barry Manilow O. Newton-John
B. Streisand Foreigner
Chic Neil Diamond
Blues Bros. Eric Clapton
Toto Parliament
E. W. & F. Steve Miller
Village People

NORTHEAST

TWO GUYS
JEFF TEITELBAUM
(Representing 60 stores...)

NEW REACTION:
Elvis Costello Marvin Gaye
Peaches & Herb Dire Straits
Nicolette Bob James
John Denver Cat Stevens
Eddie Money Poco

TOP 15:
Rod Stewart Bob Seger
Billy Joel SUPERMAN
Barbra Streisand Chic
Village People Kenny Rogers
Barry Manilow Gloria Gaynor
Toto Pointer Sisters
Linda Ronstadt Foreigner
O. Newton-John Blues Bros.

DEDHAM, MASS.

POP CORN RECORDS
RICK PLASMATI

NEW REACTION:
Bee Gees Eddie Money
Peaches & Herb #Andy Mendelson
Doobie Bros. Desmond Child
U.F.O. Fab. Poodles
#Sad Cafe The Babys

TOP 15:
Blues Bros. E. W. & F.
Rod Stewart Donna Summer
Gloria Gaynor Blondie
Billy Joel J. Geils Band
Steve Martin Dire Straits
Elvis Costello B. Streisand
Toto Nicolette

O. Newton-John
Cont'd

POPCORN Cont'd
SELLING IMPORTS:

Cheap Trick E. W. & F.
Rachel Sweet Donna Summer
Lene Lovich Blondie
Steely Dan J. Geils Band
Little River Bd. Dire Straits
Elvis Costello B. Streisand
Toto Nicolette
O. Newton-John

SELLING IMPORTS:
Cheap Trick Steely Dan
Rachel Sweet Little River Bd.
Lene Lovich Elvis Costello

SELLING SINGLES:
Gloria Gaynor Nicolette
Rod Stewart Village People
Bee Gees Toto
Chic Bob Seger

COMMENTS:
Watch out for - The Police, Cindy Bullens, The Fabulous Poodles.

BROOKLYN, N.Y.

TITUS OAKS
JENNIE

NEW REACTION:
The Clash Marvin Gaye
Wild Fantasy Grateful Dead
Blondie Peabo Bryson
Joe Sample Cheryl Lynn
T Connection Steve Forbert
Grey & Hanks Boomtown Rats

TOP 15:
Chic Bell & James
Elvis Costello Peaches & Herb
Blues Bros. Bee Gees
Jacksons Cat Stevens
Gloria Gaynor Phyllis Hyman
Dire Straits Rufus
Angela Bofill Third World
Rod Stewart

LONG ISLAND, N.Y.

RECORD WORLD/TSS
IRA ROTHSTEIN
(Representing 24 stores...)

NEW REACTION:
Eddie Money Sad Cafe
Elvis Costello Herbie Mann
SS. Johnny Marc Tanner
Gonzales Doobie Bros.
Desmond Child & John Denver
Rouge J. Starship
Good Rats Bee Gees
Phyllis Hyman Rufus
Bell & James Hot Chocolate

TOP 15:
B. Streisand Steve Martin
Rod Stewart Chic
Blues Bros. E. W. & F.
Billy Joel Village People
O. Newton-John Steve Miller
Toto Cat Stevens
Barry Manilow Nicolette
Styx Angela Bofill
Eric Clapton Dire Straits

SELLING IMPORTS:
Deep Purple Little River Bd.
Anthony Phillips Cheap Trick/LIVE
Pez Band The Kinks
Bee Gees/BEST OF
Bee Gees/
ODESSA

ALBANY, N.Y.

JUST A SONG
KEITH LOBDELL/BILL DOCKUM

NEW REACTION:
Fab. Poodles Marc Tanner
Trillion Be Bop Deluxe
Bee Gees Boomtown Rats
McGuinn, Clark & J. Starship
Hillman #Randy Mendleson
Camel

TOP 15:
Rod Stewart Nicolette
Blues Bros. Cheap Trick
Dire Straits Styx
Elvis Costello Pointer Sisters
Doobie Bros. Steve Forbert
Billy Joel David Bromberg
The Cars Al Stewart
Toto

Cont'd

JUST A SONG Cont'd
SELLING IMPORTS:

Johnny Thunders National Health
Public Image Sally Oldfield
Ultravox Ian Dury
Cheap Trick/LIVE Nick Lowe 45
COMMENTS:
Walrus staff is great! I like the new format!

VICTOR, N.Y.

RECORD THEATRE
ROBBY ADE

NEW REACTION:
Good Rats Bill Anderson
Bernie Worrell Be Bop Deluxe
David Bromberg Fab. Poodles
Camel Jah Man
Hot Chocolate Patrice Rush

TOP 15:
Rod Stewart Third World
Blues Bros. Elvis Costello
Dire Straits Chicago
Billy Joel Doobie Bros.
Eric Clapton Peter Tosh
Heart Tanya Tucker
E. W. & F. Bob Marley
Village People

SELLING IMPORTS:
The Cars/Mickey Jupp
pic disc Cheap Trick
Beatles Gregory Issacs

SELLING SINGLES:
7" - Van Morrison
Blues Bros. 12" -
The Doors Village People
Nick Lowe Chic
Cheap Trick Third World

PHILADELPHIA, PA.

PEACHES RECORDS & TAPES
PETER HALSBAND

NEW REACTION:
Fab. Poodles Boomtown Rats
Melanie Camel
Good Rats Dixie Dregs
Cheap Trick Poco
Desmond Child & The Babys
Rouge Bee Gees
Andy Mendelson Bob Dylan
Triumvirat

TOP 15:
Billy Joel Barry Manilow
Billy Joel/Doobie Bros.
THE STRANGER Toto
O. Newton-John Grateful Dead
Village People Nicolette
Dire Straits Ted Nugent
Neil Diamond Al Stewart
B. Streisand Eric Clapton
Donna Summer Gene Chandler
Rod Stewart E. W. & F.
Elvis Costello Foreigner
Blues Bros. J. Geils Band
Steve Martin Gloria Gaynor
Rolling Stones Styx
Sylvester SESAME ST. FEVER

SELLING IMPORTS:
Cheap Trick Bob Dylan
COMMENTS:
Congratulations to George and the whole staff of Walrus on the new format. It's really terrific, and we all wish you the best year ever. Good luck to A & M at their new home, as well as ABC. We welcome Cookie, the new promo rep with A & M in Philadelphia.

PHILADELPHIA, PA.

3RD ST. JAZZ & ROCK
JERRY GORDON
(Representing 2 stores...)

TOP 15:
Richard Pryor Angela Bofill
Al Jarreau Phyllis Hyman
Weather Report Bernie Worrell
Joe Sample Breakwater
Chic Wilton Felder
Instant Funk Bobby Caldwell
T Connection Rufus
Bohannon

Cont'd

RETAIL

NORTHEAST

3RD ST. JAZZ & ROCK Cont'd

JAZZ:
 Michael Walden Heath Bros.
 Return to Cedar Walton
 Forever Oliver Nelson
 Patrice Rushen Enrico Rava
 Jeff Lorber Charlie Parker
 Dry Jack

TOP 10 ROCK:
 Rod Stewart Good Rats
 Frank Zappa IMPORT LPs:
 Police Mike Oldfield
 Tomita Rod Argent
 Jam Brian Eno
 Horslips Bob Dylan
 NO WAVE Braxton/Lewis
 Elvis Costello NY Jazz Quartet
 Boomytown Rats Human Arts Ens.

SINGLES:
 XTC Magazine
 Dave Edmunds B 52's
 Reds Subway Sect
 X-Ray Specs MC 5

PHILADELPHIA, PA.

WEE THREE RECORDS

BOB KONDROSKY
 (Representing 12 stores...)

NEW REACTION:
 Elvis Costello U.F.O.
 Gloria Gaynor Peaches & Herb
 G. Thorogood John Denver
 Grey & Hanks Sad Cafe
 Eddie Money Cindy Bullens

TOP 15:
 Billy Joel Toto
 Blues Bros. Barry Manilow
 Rod Stewart Dire Straits
 Village People Foreigner
 Eric Clapton Cat Stevens
 B. Streisand O. Newton-John
 E. W. & F. Donna Summer
 Styx

BRYN MAWR (PHILADELPHIA), PA.

PLASTIC FANTASTIC
 BETSY BERLIN & HAROLD GOLD

NEW REACTION:
 J. Starship Bee Gees
 Boomtown Rats Be-Bop Deluxe
 Angel Camel

TOP 15:
 Dire Straits Rolling Stones
 Elvis Costello Billy Joel
 The Cars Neil Young
 Rod Stewart Blues Bros.
 Grateful Dead The Police
 E. W. & F. Fab. Poodles
 Eddie Money Queen
 Frank Zappa

SELLING IMPORTS:
 Cheap Trick Brian Eno
 X-Ray Spex Kate Bush
 Pere Ubu Devo

SELLING SINGLES:
 The Reds Magazine
 The Police Cramps
 B-52's (Both 45s)

COMMENTS:
 It was our pleasure to sponsor
 the British Rock Weekend on WMMR.
 The response was just tremendous!

WASHINGTON, D.C.

WAXIE MAXIE'S
 KENNY DOBIN/BOB BOILEN
 (Representing 16 stores...)

Cont'd

WAXIE MAXIE'S Cont'd
NEW REACTION:

Instant Funk	Poco
Angela Bofill	Arpeggio
Anne Murray	Gloria Gaynor
Joe Sample	Desmond Child
Bohannon	J. Geils Band
Voyage	Camel
Sad Cafe	Kim Carnes
Rufus	Tavares
John Denver	Kayak
Bobby Caldwell	Fatback
Bell & James	Steve Forbert
Bernie Worrell	Herbie Mann
Phyllis Hyman	Gonzalez
Horslips	Max Demian
Patrice Rushen	J. Starship

COMMENTS:
 Congrats to RCA & MCA on their
 acquisitions. When you are as close
 to these fine companies as we are,
 relationships are only strength-
 ened.

K.D.
 On January 31, 1979 WGTB-FM Geor-
 getown's non-commercial alternative
 media was shut down by the univer-
 sity. The loss of the station to
 the D.C. community is quite a cul-
 tural loss. With 20,000 names on
 file with the FCC and a battle over
 the transfer of the license there
 is still hope that WGTB may return.
 Many people have put in a lot of
 hard work at their own expense and
 they should be thanked. I hope the
 spirit of WGTB will continue and
 trust it will.

Bob Boilen
 Warner's price increase on Rod
 Stewart was needless and also mis-
 handled. I can hardly wait for
 Warner's \$14.98 Benson package. I
 hope they are boxed in 25's so I
 can use the record to hold up my
 stacks of THE WIZ.

K.D.

BELTSVILLE, MD./WASHINGTON, D.C.

KEMP MILL RECORDS
 JOEL GOLDBERG
 (Representing 10 stores...)

NEW REACTION:
 Instant Funk Third World
 Gloria Gaynor Bobby Caldwell
 Bar Kays Captain Sky
 Ian Matthews Grey & Hanks
 Rufus Bee Gees

TOP 15:
 Blues Bros. Chic
 Rod Stewart George Thorogood
 Soul Searchers Elvis Costello
 Rick James Peaches & Herb
 Angela Bofill Lakeside
 Phyllis Hymen Bell & James
 Dire Straits Billy Joel
 Peabo Bryson

SELLING IMPORTS:
 Public Image Pere Ubu
 Gene Chandler Sham 69
 Edwin Starr

SELLING SINGLES:
 Rod Stewart Bar Kays
 Peabo Bryson Parliament
 Village People Rance Allen
 Chic Pointer Sisters
 Gene Chandler Soul Searchers

COMMENTS:
 LPS breaking big for us:

Angie Bofill
 Dire Straits
 Bar Kays
 Rick James
 Bee Gees
 Instant Funk
 Tavares
 UFO
 Gloria Gaynor
 George Thorogood

FAIRFAX, VA.

PENGUIN FEATHER
 DANA GORE

Cont'd

PENGUIN FEATHER Cont'd
NEW REACTION:

Blondie	Starz
Talking Heads	The Godz
J. Geils Band	Am. Rhy. Aces
Richard Pryor	Steve Forbert
Brownsville	Angela Bofill
Fab. Poodles	Sad Cafe

TOP 15:
 Rod Stewart UFO
 Dire Straits Eddie Money
 Blues Bros. Rolling Stones
 G. Thorogood Molly Hatchet
 Elvis Costello Nicolette
 Eric Clapton Neil Young
 Fogel./Weis. Poco
 Toto

SELLING IMPORTS:
 Cheap Trick Public Image
 Bob Dylan Kate Bush
 Mike Oldfield Brian Eno

NORTHEAST

RECORD BAR
 GERI DUCEY
 (Representing 7 stores...)

TOP 15:
 Blues Bros. Village People
 Rod Stewart Billy Joel
 Billy Joel Donna Summer
 Toto Styx
 Richard Pryor B. Streisand
 E. W. & F. Steve Miller
 Peabo Bryson Doobie Bros.
 Elvis Costello

SOUTH

LOUISVILLE, KY.

VINE RECORDS
 JOHN TIMMONS

NEW REACTION:
 #Max Demian #Dire Straits
 Dane Donahue Third World
 Rufus The Babys
 Sad Cafe #Pointer Sisters
 Elvis Costello #Bonnie Pointer

SELLING IMPORTS:
 Cheap Trick The Kinks
 E.L.O.

SELLING SINGLES:
 Rod Stewart Billy Joel
 Bee Gees Gene Chandler
 Village People E. W. & F.
 Pointer Sisters Chic
 Peaches & Herb Toto

COMMENTS:
 Thanks to A&M Records for the ad-
 vance copy of the Tubes' latest -
 it's great!!! This is going to be
 BIG! Nice production by Mr. Rund-
 gren - look out - this is a hot
 one!!

ORLANDO/WINTER PARK/DAYTONA, FLA.

EAST-WEST RECORDS
 BILL CORDY
 (Representing 3 stores...)

NEW REACTION:
 Pipedream Joe Sample
 Be Bop Deluxe Angel
 Poco Wireless
 Camel Robert Johnson
 Max Demian O. Newton-John

TOP 15:
 Molly Hatchet Billy Joel
 Blues Bros. Jacksons
 Rick James Talking Heads
 Dire Straits E. W. & F.
 Rod Stewart Chuck Brown
 Pat Travers Peaches & Herb
 Capt. Sky Bar-Kays
 Eddie Money

SARASOTA/ST. PETE./TAMPA, FLA.

ASYLUM RECORD SHOPS
 JOHN BOCK

Cont'd

ASYLUM RECORD SHOPS Cont'd
NEW REACTION:

McQuinn/Clark/	Kayak
Hillman	Tomita
The Jam	Dane Donahue
The Babys	Horslips
Jimmy Buffett	Frank Zappa
Angel	

TOP 15:
 Rod Stewart Elvis Costello
 Dire Straits Billy Joel
 Doobie Bros. Styx
 UFO Rush
 Heart J. Geils Band
 Eric Clapton Bob James
 Blues Bros. Poco
 TOTO Nicolette

SELLING IMPORTS:
 Judas Priest UFO
 Cheap Trick Grobschnitt
 Status Quo Amon Duul I
 National Health Gong
 Deep Purple Steve Hillage
 Gary Moore Scorpions
 Here & Now Budgie

COMMENTS:
 We were so overwhelmed with the
 new UFO live we completely for-
 got about Walrus - nice to be back
 in the pink.

FT. LAUDERDALE, FLA.

SID'S RECORDS & TAPES
 SKIP ASBURY
 (Representing 2 stores...)

NEW REACTION:
 Pointer Sisters Third World
 Head East Talking Heads
 Barry White Alan Parsons
 Peaches & Herb Ian Matthews
 Waylon Jennings Tanya Tucker

TOP 15:
 Rod Stewart Heart
 Dire Straits John Denver
 Billy Joel Elvis Costello
 UFO Tomita
 Toto Jimmy Buffett
 O. Newton-John Neil Young
 Blues Bros. Santana
 Eddie Money

SELLING IMPORTS:
 Cheap Trick Bob Dylan
 The Cars - pic
 disc

CORAL GABLES, FLA.

SPEC'S
 DEBBIE RIDARSICK
NEW REACTION:

Melanie	Eddie Money
*Poco	John Denver
Nicolette	*Chuck Brown & Soul Searchers
Phyllis Hyman	*Bell & James
*Tavares	
Elvis Costello	

TOP 15:
 Rod Stewart Billy Joel
 Gloria Gaynor Barry Manilow
 Billy Joel Peabo Bryson
 M. Manchester E. W. & F.
 Jacksons Jimmy Buffett
 Toto Issac Hayes
 Kenny Loggins Cat Stevens

SELLING SINGLES:
 Rod Stewart Cheryl Lynn
 Pointer Sisters Jacksons
 Billy Joel Village People
 Gloria Gaynor Bobby Caldwell
 Bob Seger

DALLAS, TEX.

SOUND TOWN
 HARVEY HOFFNER
NEW REACTION:

The Babys	Sad Cafe
Eddie Money	Rainbow
Elvis Costello	M. Manchester
John Denver	Sea Level
Dire Straits	Superman

Cont'd

RETAIL

SOUTH

SOUND TOWN Cont'd

TOP 15:
 Blues Bros. O. Newton-John
 B. Streisand Doobie Bros.
 Billy Joel Chic
 Rod Stewart Al Stewart
 Steve Martin Pointer Sisters
 Eric Clapton Ian Matthews
 Barry Manilow Nicolette
 Toto

SELLING SINGLES:
 Chic Peaches & Herb
 Bee Gees Nicolette
 Rod Stewart Dire Straits
 O. Newton-John M. Manchester
 Toto Pointer Sisters
 Barry Manilow Hot Chocolate
 The Babys Cheryl Lynn

ARLINGTON, VA.

FANTASIA RECORDS & TAPES

BOB BOBBITT
 CHRIS POOL

NEW REACTION:
 Eddie Money #Marc Tanner
 Robber Ford #Arlyn Gale
 Tomita Nazareth
 UFO Trillion
 Poco #Fab. Poodles

TOP 15:
 Rod Stewart Pat Travers
 Blues Bros. Nicolette
 Dire Straits Toto
 Elvis Costello Queen
 Styx J. Geils Band
 Doobie Bros. Robin Trower
 Billy Joel The Doors
 Eric Clapton

SELLING IMPORTS:
 Bob Segarini Brian Eno
 Rachel Sweet Rhino Royale
 Public Image Cheap Trick
 Pere Ubu ROCKY HORROR
 Jona Lewie PICTURE SHOW
 Gary Boyle 13th Fl.
 XTC Elevators
 Anthony Phillips

HOUSTON, TEX.

CACTUS RECORDS & TAPES

JOHN EDWARDS
 (Representing 4 stores...)

NEW REACTION:
 Grey & Hanks T. Connection
 Bell & James Wilton Felder
 Sad Cafe David Bromberg
 Rufus Ian Matthews
 Angela Bofill Kayak

TOP 15:
 Dire Straits Donna Summer
 Rod Stewart Elvis Costello
 Billy Joel Chic
 Blues Bros. Steve Forbert
 Eddie Money Village People
 B. Streisand Willie Nelson
 Rick James The Cars
 Peabo Bryson

SELLING SINGLES:
 Houston Edwin Starr
 Oilers #1 E. W. & F.
 Chic Gloria Gaynor
 Rod Stewart Parliament
 Pointer Sisters Bell & James
 Gene Chandler

HOUSTON, TEX.

RECORD RACK

BRUCE GODWIN

NEW REACTION:
 Desmond Child & Ultimate
 Rogue Rick James
 Angela Bofill Anne Murray
 D. Springfield Instant Funk
 Shirley Bassey Bohannon
 Tavares

Cont'd

RECORD RACK Cont'd

TOP 15:
 Gloria Gaynor Rod Stewart
 Bee Gees Blondie
 Voyage Dire Straits
 Arpeggio Chic
 T-Connection Phyllis Hyman
 Gonzales Romeo & Juliet
 Celi Bee Dan Hartman
 Lorraine Johnson

SELLING IMPORTS:
 Romance Disco Boogie
 Chilly Cafe Creme
 P. Hernandez Karen Young
 Aframerica Cheryl Lynn
 Rock Solid James Wells
 Patrick Juvet Edwin Starr

SELLING SINGLES:
 12" Dolly Parton
 Gong's Gong Village People
 Superman Sarah Dash
 Amii Stewart Celi Bee
 Rod Stewart Bombers
 Grey & Hanks Machine
 McCoo & Davis Sister Sledge

COMMENTS:
 Congratulations Bill McGathy.
 Good luck with Polydor National!
 You and Polydor deserve it-
 ...A Rose is a Rose is a Rose...
 and she makes the world go around.

AUSTIN, TEX.

INNER SANCTUM

NEIL RUTTENBERG

NEW REACTION:
 Sally Oldfield Camel
 Ian Gomm UFO
 Head East Nicolette
 Temple City Burning Spear
 Kazoo Orch. John Cooper
 Doobie Bros. Clarke

TOP 15:
 Elvis Costello Billy Joel
 Blues Bros. B. Springsteen
 Bob Marley Talking Heads
 Peter Tosh The Clash
 Dire Straits Brian Eno
 The Cars Steve Forbert
 The Residents Devo
 Willie Nelson

SELLING IMPORTS:
 Devo Pere Ubu
 Public Image U-Roy
 Eno, Moebius, 13th Fl.
 Roedelius Elevators
 Elvis Costello XTC
 Mike Oldfield Wire
 Kate Bush
 Throbbing
 Gristle

SELLING SINGLES:
 The Cars The Normals
 Magazine The Rezillos
 All Clash Elvis Costello/
 Public Image all

COMMENTS:
 January was boring!
 Rev. Neil X

AUSTIN, TEX.

ZEBRA/RECORD & TAPE STORE

AL RAGLE

NEW REACTION:
 #Muddy Waters #Bobby Caldwell
 #Jules & Joe Sample
 The Polar Bears M. Nascimento
 #Steve Forbert Sally Oldfield
 #Police BEST OF BOMP
 Hot Chocolate

TOP 15:
 Dire Straits Linda Ronstadt
 Elvis Costello Ramones
 Blues Bros. Chic
 Rod Stewart Willie Nelson
 Peter Tosh The Cars
 Billy Joel Rolling Stones
 E. W. & F. Grateful Dead
 Nicolette

SELLING IMPORTS:
 Lps... Nick Lowe
 Public Image The Clash
 Devo Ian Dury
 Mike Oldfield X-Ray Specs
 XTC 13th Fl.
 Rachel Sweet Elevators
 45s...

Cont'd

ZEBRA/RECORD & TAPE STORE Cont'd

SELLING SINGLES:
 Pointer Sisters Blues Brs.
 Chic Police
 Keith Richards Kenny Rogers
 Ian Matthews O. Newton-John
 Bee Gees E. W. & F.

TULSA, OKLA.

PEACHES RECORDS & TAPES

JAMES R. SMITH

NEW REACTION:
 The Babys Grateful Dead
 Eddie Money

TOP 15:
 Rod Stewart J.L. Wills
 Doobie Bros. Jerry L. Lewis
 Billy Joel Steely Dan
 Oak Ridge Boys Don Williams
 Eric Clapton Queen
 Elvis Costello Styx
 Fogel./Weis. Foreigner
 Neil Young

SELLING SINGLES:
 Village People Bob Clear &
 Rod Stewart Don Moore/
 Village People/ "Tulsa Mtns."
 "Macho Man" Pointer Sisters

SOUTH

RECORD BAR

GERI DUCEY
 (Representing 30 stores...)

TOP 15:
 Rod Stewart Toto
 Blues Bros. Billy Joel
 E. W. & F. B. Streisand
 Doobie Bros. Pointer Sisters
 Chic Dire Straits
 Rick James Richard Pryor
 Cheryl Lynn Steve Martin
 O. Newton-John Styx
 Kenny Rogers

MIDWEST

CLEVELAND, OHIO

RECORD RENDEZVOUS

J.E. JONES

NEW REACTION:
 Bee Gees #Sally Oldfield
 Doobie Bros. Peaches & Herb
 Nazareth Sad Cafe
 #Dire Straits The Babys
 UFO #Pointer Sisters

TOP 15:
 Rod Stewart Talking Heads
 Barry White G. Thorogood
 Marvin Gaye Elvis Costello
 Hot Chocolate The Cars
 Billy Joel O. Newton-John
 Queen Nicolette
 Toto Neil Young
 Blues Bros.

SELLING IMPORTS:
 Pere Ubu Cluster & Eno
 Wire X-Ray Specs
 Rachel Sweet Ultravox
 Brian Eno XTC
 Siouxsie & Kate Bush
 The Banshees

SELLING SINGLES:
 U.S. - IMPORT -
 Rod Stewart The Cars
 Barry White Public Image
 Bee Gees Flying Lizards
 Magazine
 Toto Pere Ubu
 O. Newton-John Elvis Costello
 Hot Chocolate Buzzcocks
 Amii Stewart Red Crayola
 Talking Heads Brian Eno
 Blondie Richard Hell
 Blues Bros.

CLEVELAND HEIGHTS, OHIO

RECORD REVOLUTION

GEORGE BERKOVICH

Cont'd

RECORD REVOLUTION Cont'd

NEW REACTION:
 The Jam Phil Manzanera
 Camel Joseph Jarman
 UFO Ornette Coleman
 Al Green Art Ensemble
 Pointer Sisters of Chicago
 Angela Bofill

SELLING IMPORTS:
 Lene Lovich Public Image
 Pere Ubu Annette Peacock
 Ultravox Klaus Schulze
 Rachel Sweet Jade Warrior
 Johnny Thunder

COMMENTS:
 Thanks to Mitch Ryder for visiting.

CLEVELAND, OHIO

PEACHES RECORDS & TAPES

TONY FONOMARENKO

NEW REACTION:
 John Denver Grateful Dead
 Elvis Costello Dire Straits

TOP 15:
 Rod Stewart Bob Seger
 Todd Rundgren Foreigner
 The Cars Steve Martin
 Blues Bros. Billy Joel
 SS Johnny Eddie Money
 B. Streisand Rolling Stones
 Toto Styx
 Village People

SELLING IMPORTS:
 ROCKY HORROR Jimi Hendrix -
 PICTURE SHOW all
 Cheap Trick Judas Priest
 Beatles - all

SELLING SINGLES:
 Pointer Sisters Village People
 Rod Stewart Sylveste
 Bee Gees O. Newton-John
 Chic Donna Summer
 Leif Garrett Ian Hartman

COLUMBUS, OHIO

PEACHES RECORDS & TAPES

BERNARD W. SCHEIDER

NEW REACTION:
 Dire Straits O. Newton-John
 The Babys Gino Vannelli
 M. Manchester Sad Cafe
 Angela Bofill The Godz
 Elvis Costello J. Geils Band

TOP 15:
 Blues Bros. John Denver
 Rod Stewart Billy Joel
 Eddie Money Rolling Stones
 Chic Doobie Bros.
 Toto Nicolette
 Richard Pryor Steely Dan
 Eric Clapton Steve Miller
 E. W. & F.

SELLING SINGLES:
 Rod Stewart The Babys
 Village People Dire Straits
 Pointer Sisters O. Newton-John
 M. Manchester Toto
 Chic Nicolette

COMMENTS:
 Due to the fact that the J.S. is on hold with Iran for oil, it is inevitable that record prices will be soaring higher than ever. Not only will this be bad for the consumer, but also for the artists themselves. What's going to happen to those who do not have a "hit" on the charts. As it is now, the labels don't concern them with breaking all of their acts, which is understandable. And since radio keeps leaning more toward the hits, perhaps, it will be up to the retail stores to promote new artists. After all we can give more exposure to more artists from more labels than any radio stati

CINCINNATI, OHIO

SIGHT IN SOUND

GLENN LINDAHL

Cont'd

RETAIL

MIDWEST

PEACHES RECORDS & TAPES Cont'd

SELLING SINGLES:
 Chic E. W. & F.
 Rod Stewart Gloria Gaynor
 Parliament Billy Joel
 Bee Gees Evelyn C. King
 Gene Chandler

ST. LOUIS, MO.

STREET SIDE RECORDS STEVE FERZACCA

NEW REACTION:
 Frank Zappa Angela Bofill
 Elvis Costello John Denver
 Bee Gees Triumvirat
 Hot Chocolate Valentine Bros.
 Rick James Albert Collins
 Peaches & Herb Bernie Worrell
 O. Newton-John Dobie Gray
 Willie Nelson

TOP 15:
 Billy Joel Weather Report
 Blues Bros. Nicolette
 Parliament Rush
 Rod Stewart Lakeside
 Marvin Gaye Jacksons
 Santana Dire Straits
 Bar-Kays G. Thorogood
 Pointer Sisters

SELLING IMPORTS:
 Cheap Trick Public Image
 Bob Dylan Gary Boyle
 Kate Bush All Big Star
 Devo All Residents

COMMENTS:
 Make a listen to Milton
 Scimerto's new American LP (A&M)
 also his new import LP (Odeon)
 available from Record People, both
 amazing!
 KOK

ST. LOUIS, MO.

DISCOUNT RECORDS

BILL MILLER
 (Representing 4 stores...)
NEW REACTION:
 Max Demian Kayak
 Morslips Bonnie Tyler
 Angel The Godz
 Gloria Gaynor Rick James
 Tavares Rufus

TOP 15:
 Rod Stewart John Denver
 Blues Bros. UFO
 Bee Gees Cindy Bullens
 Hot Chocolate Peaches & Herb
 O. Newton-John The Babys
 Chic Village People
 Billy Joel Barry White

SELLING IMPORTS:
 Pere Ubu Deep Purple
 X-Ray Spex Little River Bd.

SELLING SINGLES:
 Hot Chocolate Frank Mills
 Muzi Quatro Dobie Gray
 Peaches & Herb Third World
 Bee Gees Marshall Hain
 Penny Rogers

KANSAS CITY, MO.

PENNY LANE RECORDS

CHARLES HADLIX
NEW REACTION:
 Charles Lloyd Enrico Rava
 Joe Sample Carla Bley Band
 Duke Tomato & Mal Waldron
 Allstar Frogs Friesen/Stowall
 Muddy Waters Oliver Nelson
 Alberta Hunter

OVERLAND PARK, KS.

PEACHES RECORDS & TAPES L. MICHAEL SHEPARD

Cont'd

PEACHES RECORDS & TAPES Cont'd

NEW REACTION:
 Duke Tomatoe Pointer Sisters
 Charlie Douglas Head East
 Dry Jack Rick James
 Kenny Rogers J. Geils Band
 Elvis Costello Doobie Bros.

TOP 15:
 Blues Bros. B. Streisand
 Rod Stewart Donna Summer
 Nicolette Styx
 Bob James SAT. NIGHT FEVER
 Dire Straits Little River Bd.
 E. W. & F. GREASE
 Billy Joel Chic
 Poco

SELLING IMPORTS:
 Cheap Trick Mickey Jupp
 Devo Public Image

SELLING SINGLES:
 Village People O. Newton-John
 Pointer Sisters Bee Gees
 Chic Hot Chocolate
 Rod Stewart Gloria Gaynor
 Village People Steve Martin

MIDWEST

RECORD BAR

GERI DUCEY
 (Representing 20 stores...)

TOP 15:
 Blues Bros. Kenny Rogers
 Rod Stewart Village People
 Toto Steve Martin
 E. W. & F. Bob Seger
 B. Streisand Foreigner
 O. Newton-John Chic
 Billy Joel Doobie Bros.
 Styx

WEST

PHOENIX, ARIZ.

HOLLYWOOD RECORDS & TAPES

PHIL DI BLASI
 (Representing 7 stores...)
NEW REACTION:
 Kenny Rogers Rick James
 Camel Little River Bd.
 Kris & Rita David Bromberg
 Eddie Money John Denver
 Kayak FM/BLACK NOISE

TOP 15:
 Rod Stewart Chic
 Blues Bros. Linda Ronstadt
 Dire Straits Pointer Sisters
 Doobie Bros. Nazareth
 Billy Joel E. W. & F.
 Outlaws The Cars
 Styx Queen
 Head East

SELLING SINGLES:
 Chic Ian Matthews
 Village People Rick James
 Pointer Sisters Hot Chocolate
 Rod Stewart Cheryl Lynn
 Ace Frehley M. Manchester

TUCSON, ARIZ.

ZIP'S RECORDS
JIM HARDY
 (Representing 2 stores...)

NEW REACTION:
 #Poco FM/BLACK NOISE
 Angela Bofill Head East
 John Denver Fab. Poodles
 #The Babys Rick James
 Frank Zappa Joe Sample

TOP 15:
 Rod Stewart B. Streisand
 Blues Bros. E. W. & F.
 Dire Straits Bob James
 Billy Joel Eddie Money
 The Cars Chic
 Eric Clapton Linda Ronstadt
 Elvis Costello Pointer Sisters
 Nicolette

SELLING IMPORTS:
 Cheap Trick

PORTLAND/CORVALLIS/EUGENE, ORE.

EVERYBODY'S RECORDS

DEB FLANAGAN
 (Representing 6 stores...)
NEW REACTION:
 J.M. Jarre Santana
 Head East U.F.O.
 Steve Khan Tanya Tucker
 Nazareth Fab. Poodles
 David Bromberg

TOP 15:
 Blues Bros. Billy Joel
 Rod Stewart Eddie Money
 Elvis Costello Toto
 Dire Straits Nicolette
 E. W. & F. The Cars
 Tom Scott Eric Clapton
 Bob James Jules &
 Doobie Bros. The Polar Bears

SELLING SINGLES:
 Chic Blues Bros.
 Pointer Sisters Chanson
 Rolling Stones Eddie Rabbitt
 Hot Chocolate Ace Frehley
 Keith Richards The Eagles
 Cheryl Lynn

COMMENTS:
 GUARANTEED GREAT CONCERTS - Every-
 body's presents shows in con-
 junction with Double-Tee Promo-
 tions, selling albums at \$4.44
 (7.98) with money back guarantee
 at shows held at the Euphoria.
 Very successful venture so far!
 Walrus never looked better!

SACRAMENTO, CA.

TOWER RECORDS STEVE HORMAN

NEW REACTION:
 Neil Diamond Elvis Costello
 Tomita Bob James
 Rick James #Pointer Sisters
 Bee Gees G. Thorogood
 #J. Starship Peaches & Herb

SELLING SINGLES:
 Cheryl Lynn Bobby Caldwell
 Chic E. W. & F.
 Peaches & Herb Rose Royce
 Rod Stewart Pointer Sisters
 Village People Ian Matthews
 Gene Chandler

BERKELEY, CA.

RATHER RIPPED

R. DAVID JOHNSON
NEW REACTION:
 Morslips Jason Martz
 Good Rats Amos Milburn
 Jordon de la Tuxedo Moon
 Sierra Nighthawks
 M. Dalglish Mary Watkins
 David Friesen

TOP 15:
 Dire Straits Eddie Money
 Elvis Costello Otis Rush
 Ultravox Robert Johnson
 Talking Heads Residents
 Camel Phil Manzanera
 Clash Willie Nelson
 Blondie Godley/Creme
 10cc

SELLING IMPORTS:
 Pere Ubu Dan Ar Bras
 Brian Eno Oisín
 Flash In The Public Image
 Pan Jona Lewie
 XTC AC/DC
 Clash Georg Deuter
 Cheap Trick Georghe Zamfir
 Bob Dylan Ace Story

SELLING SINGLES:
 Bags Alternative TV
 Undertones Larry Lurex
 Vermillion Negative Trend
 Misfits Los Microwaves
 The Cars Tennis Shoes

Cont'd

RATHER RIPPED Cont'd

COMMENTS:
 Great response to RR's handpainted
 picture records and batterdrilled
 Chic-Disc. Eat more...
 Congrats to Rubinoos on openers
 for national Costello tour. Look
 out McDonald's...
 Johnny Crawford award to the Blues
 Bros. for BB #1 LP.
 Rex Rude

CAMPBELL, CA.

TOWER RECORDS

STEVE RODAK
NEW REACTION:
 Nicolette Angela Bofi
 Gloria Gaynor Cheap Trick/
 Bee Gees LIVE
 Fab. Poodles Cindy Bullens
 Peaches & Herb Blondie
 Camel

TOP 15:
 Rod Stewart AC/DC
 E. W. & F. The Eabys
 Blues Bros. Eddie Money
 UFO Al Stewart
 Barry Manilow Elvis Costello
 Queen B. Streisand
 Donna Summer Toto

SELLING IMPORTS:
 Status Quo UFO
 Dr. Feelgood Angels
 AC/DC Ian Gomm
 Queen Boomtown Rats
 Ian Hunter Deep Purple/LIVE

SELLING SINGLES:
 Chic Blues Bros.
 Village People Chanson
 Pointer Sisters Kenny Rogers
 Peaches & Herb Dolly Parton
 Hot Chocolate Talking Heads

SAN LUIS OBISPO, CA.

BOO BOO RECORDS

ED TAYLOR
 (Representing 3 stores...)
NEW REACTION:
 Bee Gees Brian Eno
 Joe Sample Big Horn
 #Sally Oldfield David Grisman

TOP 15:
 Rod Stewart Steve Mar
 Blues Bros. The Babys
 Elvis Costello Doobie Bros.
 Chic Lakeside
 Dire Straits Talking Heads
 Toto B. Streisand
 Nicolette Poco
 Firefall Neil Young
 Foreigner Eric Clapton
 Queen Linda Ronstadt

SELLING IMPORTS:
 Sensations Bob Dylan
 National Health Sac Cafe - all

COMMENTS:
 Why have 12" singles been raised
 to \$3.98? We have been trying
 get the last 3 Bruce Cockburn lps
 for the past 4 months without
 success? Can someone tell us how
 we can get True North?

SOUTHERN CALIFORNIA

MUSIC PLUS
 (Representing 18 stores...)

NEW REACTION:
 Phyllis Hyman George Thorogood
 Nazareth Arpeggio
 Robert Johnson Lakeside
 Hot Chocolate MINDNIGHT EXP
 Rick James Bee Gees

TOP 15:
 Rod Stewart Queen
 O. Newton-John Donna Summer
 Dire Straits Linda R
 Blues Bros. Nicolette
 Elvis Costello Eric Clapton
 Doobie Bros. Billy Joel
 The Cars Toto
 UFO

SELLING IMPORTS:
 Machiavel Trettioariga
 J.M. Jarre Krigt
 Andy MacKay

Cont'd

RETAIL

WEST

MUSIC PLUS Cont'd

SELLING SINGLES:

Rod Stewart O. Newton-John
Chic Bee Gees
Village People

GARDENA, CA.

WHEREHOUSE

BILL PIERCE
(Representing 124 stores...)

NEW REACTION:

Dire Straits Peaches & Herb
Eddie Money Pointer Sisters
The Babys Hot Chocolate
UFO Superman
Gloria Gaynor Sad Cafe

TOP 15:

Rod Stewart Chic
B. Streisand Neil Diamond
Billy Joel Linda Ronstadt
E. W. & F. Styx
Blues Bros. The Cars
Toto Santana
O. Newton-John Elvis Costello
Barry Manilow

SELLING IMPORTS:

Cheap Trick/LIVE Elvis Costello
Bob Dylan XTC
FM/BLACK NOISE Devo

SHERMAN OAKS, CA.

NEW DISC

BOB FARROW

NEW REACTION:

Ultravox Nicolette
Joe Sample Billy Joel
Rufus Blues Bros.
Rick James Eddie Money
Kayak Frank Zappa
Pipedream UFO
J. Starship Linda Ronstadt
Peter Hammill Dire Straits
Horslips The Cars
Nazareth Brian Eno
Top 15: Camel
Elvis Costello The Clash
Rod Stewart FM/BLACK NOISE

SELLING IMPORTS:

Eno, Moebius, Siouxsie &
Roedelius The Banshees
Machiavel Far East
Pere Ubu Colin Towns
Fleetwood Mac Public Image
Flash & Pan Elvis Costello
Cheap Trick

SELLING SINGLES:

Slammer Rotters
The Doll Nick Lowe
Magazine

CAPITOLA, CA.

ODYSSEY RECORDS & TAPES

STUART CLICK

NEW REACTION:

#Fab. Poodles Angela Bofill
The Babys Phyllis Hyman
#Pac. Steel Co. Anne Murray
Kris & Rita #Peter Rowan
Rick James #Robbem Ford

TOP 15:

Rod Stewart B. Streisand
Blues Bros. E. W. & F.
Doobie Bros. Kenny Rogers
Billy Joel John Denver
Elvis Costello Chic
Dire Straits Neil Young
Nicolette Toto
Bee Gees

WEST

RECORD BAR

GERI DUCEY

(Representing 6 stores...)

Blues Bros.
Rod Stewart
E. W. & F.
Chic
Toto
Kenny Rogers
Foreigner
Village People

TOP 15:

Billy Joel
Steve Miller
Doobie Bros.
Billy Joel
Pointer Sisters
B. Streisand
Heart

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CONCERTIZING

NEUR/West Chester, Pa.

Artist(s): DERRINGER;
JOHNNY'S DANCE BAND; FANDANGO
Place & Date: Tower Theatre, Upper Darby,
Pa. - 2/3
Type of Place: Converted movie-vaudeville
house
Ticket Price: \$5.50 - \$4.50
Capacity: 3100
Attendance: Teenage - early 20's
Production Values: Derringer J.D.B. Fandango
Musicianship Good Excel. Good
Material Quality Fair Excel. Good
Showmanship Fair Excel. Fair
Sound Quality Fair Excel. Good
Lighting & Staging Good Excel. Good

Reviewer's Reaction: Opener, Fandango, from North Jersey served up a competent set of rock and roll, using material from their two RCA LPs. Next up, J.D.B., a Philly favorite for a number of years showed the home crowd that they are a group of the future. Led by the acrobatic-prancing of lead vocalist, Nannette Mancini and lead guitarist, Bobby Lenti, they put together a fine hour-long set of rock music, some new songs and some older material. Watch out for them to break nationally. For those who stayed for the headliners, Derringer, they received a loud barrage of worn-out riffs from the band led by the guitarist who wrote "Hang On Sloopy" and "Rock & Roll Hootchie Koo."

WMRA-FM/Harrisonburg, Va. - James Windsor

Artist(s): BOSTON; SAMMY HAGAR
Place & Date: Godwin Hall - 1/22
Ticket Price: \$7.50
Capacity: 5000
Attendance: Sold out
Audience Composition: Teenage, college age
Production Values: Headliner Opening Act
Musicianship Excellent Very good
Material Quality Great Good
Showmanship Good Excellent
Sound Quality Clear Clear
Lighting & Staging Professional Good

Reviewer's Reaction: "Just another band out of Boston." Boston proved Monday night that they are anything but just another group of boys on the bus to stardom. 12 year olds and college seniors alike stood by side playing their imaginary guitars as the familiar riffs echoed throughout the hall. Boston did an excellent job of mixing selections from their multi-million selling first album and their latest release, Don't Look Back. As Brad Delp sang the opening lines of "A Man I'll Never Be," Boston's current single, the crowd relaxed for a break from the driving rock which Boston had produced all night. The concert ended after 4 encores including one previously unreleased song entitled "Television Politician."

WOBK-FM/Albany, N.Y. - John R. Cooper

Artist(s): STEVE FORBERT
Place & Date: Hullabaloo, Rens., N.Y.
Type of Place: Club
Ticket Price: \$5.00
Capacity: 500
Attendance: 400
Audience Composition: Co. lege age, 20's
Production Values: Headliner
Musicianship Very good
Material Quality Excellent
Showmanship Good
Sound Quality Very good
Lighting & Staging Good

Reviewer's Reaction: Steve Forbert's first show with a backing band proved to be quite an event for both Steve and the audience. By the end of the second set everyone was enjoying themselves. Forbert's shyness worked to his advantage in a smaller setting, but I don't think it would translate well to a big stage. Otherwise, he is an outstanding artist and one whose talent should be experienced by all.

WORT/Madison, Wisc. - Danny Kahn

Artist(s): NAT ADDERLEY; SAL NISTICO
Place & Date: Sheraton/Gateway Room,
Madison, Wisc.
Type of Place: Club type room
Ticket Price: \$6.00
Capacity: 200/per show
Attendance: 150/per show
Production Values: Headliner
Musicianship Excellent
Material Quality Jazz standards & blues
Showmanship Comical & educational
Sound Quality Good
Lighting & Staging Good

Reviewer's Reaction: Backed by a superb rhythm section from the Madison and Milwaukee area, Nat Adderley and Sal Nistico brought their hard driving bebop sounds to an enthusiastic jazz audience in Madison. Both shows consisted of different material, with a good deal of spontaneous creations taking place. Nat added some extra excitement with short comedy routines between tunes as well as some very tasty soloing. Sal Nistico, an alumnus of the Woody Herman band and the Mangione Bros. group in the early sixties proved that he is a highly underrated and underexposed saxophonist. His performance of the ballad "I Can't Get Started" was a classic. Bebop is alive and well in Madison.

WRPI/Troy, N.Y. - Michael DuBois

Artist(s): GEORGE THOROGOOD
Place & Date: Madison Theater, Albany,
N.Y. - 1/18
Ticket Price: \$7.50
Capacity: 1000
Attendance: 900
Audience Composition: College age & 20's
Production Values: Headliner
Musicianship Superb
Material Quality Improvement possible
Showmanship No one better!!!
Sound Quality Not quite up to par
Lighting & Staging Adequate

Reviewer's Reaction: There was no doubt left in my mind at the end of the evening that George Thorogood has the potential to become a superstar. In addition to being an extremely proficient guitarist, Thorogood's stage presence is extremely vibrant, reminiscent of a younger Bruce Springsteen. Two important criticisms of Thorogood's are 1) a lack of original material, and 2) a lack of pace in his sets. These faults though, will be corrected with the maturity he is sure to acquire over the next few years. Overall, one can only see a bright future for George Thorogood.

WICB-FM/Ithaca, N.Y. - Bill Rose

Artist(s): HEART; THE GOOD RATS
Place & Date: Barton Hall at Cornell
University - 1/28
Type of Place: Large gymnasium
Ticket Price: \$4.50
Capacity: 12,000
Attendance: 10,500
Audience Composition: High school - college age
Production Values: Headliner Opening Act
Musicianship Good Excellent
Material Quality Good Very good
Showmanship Very good Excellent
Sound Quality Excellent Good & loud
Lighting & Staging Impressive Good

Reviewer's Reaction: Concerning the Good Rats, I said jeez, why haven't I bothered to listen to them before. They were great! Performing material spanning their vast career, The Good Rats returned for a well earned and received encore. Heart's show started slowly with tunes from their new LP, but with "Crazy On You" Barton Hall and Ithaca, N.Y. started rocking. For the most part Heart was very impressive although parts of the show dragged. The band's double encore highlighted the evening.

NEW RELEASES

BELOW IS A CATALOGUE OF NEW RELEASES. THEY ARE DIVIDED INTO CATEGORIES DESIGNED TO GIVE YOU AN IDEA OF THEIR RELATIVE MUSICAL WORTH. THESE FIRST IMPRESSIONS ARE NOT MEANT TO RELATE IN ANY WAY TO PAST, PRESENT OR FUTURE SALES.

MERIT ALBUMS CONTINUED

PIPEDREAM

ABC AA-1121

Passable hard rock. Movement and rock flash are exploited in lieu of really strong material. Still, they get through it riding on the power performance.

THE PLAYERS ASSOCIATION

TURN THE MUSIC UP!/Vanguard VSD-79421

Jazz meets disco. Though the Chris Hills aggregation leans heavy on its jazz base at strategic times, it leans into a big beat. The process blurs their image as they try to keep established fans and draw new ones from a different audience. A media balancing act.

RETURN TO FOREVER

LIVE/Columbia JC 35281

Dexterity and worthy effort still distinguish R.T.F. However, this looser musical style isn't as cogent a thought as the old band generated. Especially good recording quality enhances the experience.

RUFUS

NUMBERS/ABC AA-1098

Though the logo remains the same, Rufus has to be considered differently now. Instrumentally, the band is a mighty force. Vocally they are not sure which way they want to go. We get a mixture of rock and R&B and hybrid instrumentals. Decent tunes lag behind the sterling presentation.

JOE SAMPLE

CARMEL/ABC AA-1126

Be-bop with a kick. The thing most be-bop albums lack is a contemporary rhythm track. That's why they seem benign. Joe Sample's piano gets a hot-shot because of the crisp rhythm. Pleasing melodies help the appeal too.

MARILYN SCOTT

DREAMS OF TOMORROW/Atco SD 38-109

Jazz singers and those who work in that tradition, like Marilyn, tend to bend lyrics around melodies in unnatural ways. That is a vocal trick which, if misused, does damage, as in "Let's Be Friends." Otherwise, it is the presentation which elevates the package's quality.

SUN RA

LANQUIDITY/Philly Jazz PJ 666

Of Sun Ra's spacial excursions, Lanquidity is very much down to earth. Nice tunes fill the album, highlighted by a few marvelous ones called "That's How I Feel" and "Twin Stars Of Trencé." Unfortunately few people take Sun Ra seriously. Write: Box 8167, Phila., Pa. 19101.

CHIP TAYLOR

SAINT SEBASTIAN/Capitol ST-11909

We associate country with the South. Well, in truth, there is rural life everywhere. Still, it is surprising to note that such a pure country singer/songwriter like Chip Taylor is from the State of New York. Warm and mellow music.

TKO

LET IT ROLL/Infinity INF-9005

Like Marciano they just keep coming. Not much finesse, but they come from both the right and left side with power. If you were to design the most efficient rock sound, TKO might well be the design. Consistency.

MAL WALDRON

MOODS/Inner City IC 3018-2

Starting with a strikingly beautiful cover helps to set the mood. It is a somber mood which pervades this two edged, two record set. Both the sextet and the solo piano records tend to be down and introspective. Quite nice.

LARRY JON WILSON

SOJOURNER/Monument MG-7631

Bad times are etched in his face and find their way into his dark baritone. When he gets a hold of a special song he really steps on it, in that unique Larry Jon way.

FRANK ZAPPA

SLEEP DIRT/DiscReet DSK 2292

Always an original, Zappa leans into his own brand of fusion instrumentals. The tunes tend to be on the down side, but they are cut of a different cloth. At times, they stretch into the avant garde, i.e. "Time Is Money" and "The Ocean Is The Ultimate Solution."

DARTANYAN

INFLUENCES/Sularue

The major problem with Dartanyan is that their influences have not fully developed into a singular style of their own. Instead, the group is so diverse that it makes no statement. A little self-indulgence handcuffs these jazzy players. Freedom as bondage. Write: 2723 Columbia Street, Des Moines, Iowa 50313.

JAMES DURST

SONGSMITH/Phoenixsongs PX 01

Everything is fair. Melodies, lyrics and performances are all fair. Songsmith is, in one way, an overstatement given the quality of these tunes. Yet, to the extent that the word songsmith implies construction and work, the word is accurate. Instead of sounding natural, James' folk songs tend to be self-conscious.

DAN LAMBERT

FANCY GUITAR/Houndstooth HT 914

Dan is compared to Leo Kottke. He often plays in a similar bottleneck style but not as powerfully. Vocally, he resembles a cross between Wainwright and Bromberg, but he does not have their control. Finally, he does not possess any sense of humor which distinguishes his predecessors. Write: 615 Baltimore, El Paso, Tex. 79902.

LEGS DIAMOND

FIRE POWER/Cream CR-1010

Walter P. Marriner Jr. deserves the credit for whipping these guys into shape. Their performance pumps up barely passable songs. It is precise and powerful. Better songs and the same hard work would do it.

EVIE SANDS

SUSPENDED ANIMATION/RCA AFL 1-2943

Decent in most areas of concern yet Evie's album is lacking something in the undefineables. Many times the tunes seem energy drained. Either the performances or the mix rob the album of the extra snap every record tries for.

FRINGE ALBUMS

Competent Lps Of Secondary Interest

ARTHUR ADAMS

I LOVE.../A&M SP 4752

He may not have made much impact as an artist, but Arthur Adams has long been a fine R&B musician. Again, he proves it with a fine pop album. Some things apply.

BROOKLYN DREAMS

SLEEPLESS NIGHTS/Casablanca NBLP 7135

With this pop production texture, Brooklyn Dreams moves into their natural habitat. They reach back to a favored pop-R&B period for inspiration. Motown forever.

KENNY BURRELL

HANDCRAFTED/Muse MR 5144

Quiet and classy, Kenny Burrell's guitarwork is a beacon of subtlety in a sea of shiney sham. Articulate and melodious music is the rule.

JAKI BYARD

FAMILY MAN/Muse MR 5173

The best of both worlds are combined in the work of Jaki Byard. He is an educated musician who can feel. Therein, he bridges the schism which has always existed in music between those educated and those instinctual players. "Family Suite" is a sensitive, controlled statement. Skillful. A meritorious side 2.

CHARLIE EARLAND

MAMA ROOTS/Muse MR 5156

At times in the past Earland has shown vision. Here he grooves through a light session. His stuff is bluesy and funky and easy.

RON ESCHETE

TO LET YOU KNOW I CARE/Muse MR 5186

A latter day Pat Martino, Ron picks a mellow sounding jazz guitar with notable dexterity. Whether he has something new or powerful to say in his music is the hard question to answer. O.K.

JOE GOLDMARK

VERTIGO/Lo-Ball #2

Goldmark's steel playing can blaze, swing or croon with equal facility. His instrumentals move between country and rock feeling comfortable either way. Write: 5965-B Ocean View Dr., Oakland, Ca. 94618

SONNY PHILLIPS

I CONCENTRATE ON YOU/Muse MR 5157

Making himself a lounge act by virtue of his choice of material, Sonny places himself on the fringes. However, we shouldn't miss a swinging original like "Hard Times" because of it. Light.

SASKIA & SERGE

I BELIEVE IN LOVE/Hickory HB-44016

Lightly dusted country is the pleasing format used by the non-country looking Saskia & Serge. A major aspect of their quality is their collection of singable songs. A name change would help.

DUSTY SPRINGFIELD

LIVING WITHOUT YOUR LOVE/United Artists UA LA 936H

Her uniquely smokey voice laying over a Smokey tune like "You've Really Got A Hold On Me" is quite a grabber. Still, the thrust of the Lp pops out in a production sense.

JOE TURNER

EFFERVESCENT/Classic Jazz 138

Effervescent is the perfect word to describe Joe Turner's stride piano style. Completely fluid, you hear a master playing the style which has been a staple of background, nightclub music for years.

NARADA MICHAEL WALDEN

AWAKENING/Atlantic SD 19222

Awakening is more like a metamorphosis. An inspired fusionist converts to an orchestrated disco-nast. If you want a glimpse of the former Walden just taste "Awakening Suite Part 1." It features Santana and it soars.

ROBERT WATSON

ALL BECAUSE OF YOU/Roulette SR-5010

Here is a case where a real talent is squandered by the afternoon session syndrome. Watson's raw-edged tone and unrelenting intensity, best exemplified in "Pamela," needs a group context to develop. This jam only implies the possibilities. It's like a demo, in that sense, not a finished record. This guy is too good to lose to antiquated recording ideas.

SPECIAL PROGRAMMING

Spoken word, poetry, comedy and extraneous musics

BARRY ALTSCHUL

ANOTHER TUNE-ANOTHER PLACE/Muse MR 5176

Altschul's music stretches the imagination. It is out in the metronomic wilderness, at the frontiers of time. Group abstraction is an adventure for both participants and audiences.

BLACK ARTHUR BLYTHE

Toward experimental, Black Arthur's saxophone is accompanied, in its meanderings, by a tuba and a conga drum. Mildly abstract, it does not get zany. Controlled.

ANTHONY BRAXTON

Arista A3L 8900

Music for four, count 'em four, orchestras. To properly appreciate the event one needs a quadrophonic rig. The audience is supposed to be in the middle with the musicians in four corners. Braxton's orchestral writing is no less challenging than his obscure solo, duo, trio and combo writing. Abstract throughout.

THE LONDON SYMPHONY ORCHESTRA

CLASSIC ROCK/RSO RS 1-3043

These orchestral versions of classic rock tunes, like "Whiter Shade Of Pale," have some value in the production studio. Beyond that, they are instructive in that they demonstrate that a good tune should hold up in almost any musical context.

TOMITA

THE BERMUDA TRIANGLE/RCA ARL 1-2885

Obviously, the Tomita formula has topped out. He really has nothing new to say. Still, his electronic jesticulations are O.K. because they are built on fine classical music. The Bermuda Triangle could fill a need.

RADIO CITY

BY DEAN SCIARRA

WORKING WITHOUT A NET...

The following is a sampling of reactions from a number of people whose employment recently came to an abrupt end. These are random catches of thought, emotion, frustration...

Larry Miller has been in radio for 22 years. He is now 38. Reflecting back on the past 12 years in FM, he has this to say...

"Any young people who are entering this field should definitely train on the side in bartending or real estate — have some alternative career to fall back on. That's my basic advice, or else they should just go to law school in the first place. About the only way you can have job security in this business is if your father owns the station. Even that, I wouldn't depend on. Obviously, I'm a little cynical about the whole thing.

The PD decided that he wanted one of his old buddies to come to work for him. Since I was low man on the totem pole, I got offed. Half the people that work there have 'just cause' clauses in their contracts. I didn't. Just as a matter of lack of seniority I was considered to be expendable. Even though I'd been doing a good job, everyone was happy with the work I was doing, but in order to make a hole I was the guy who got the ax."

Gary Brown worked in concert promotion in southern Florida for 6 years. His feelings are . . .

"It is the most insecure business in the whole world. I left with a pat on the back and a boot in the ass at the same time.

"In 3½ years I went from being a week-end-late-night guy to the point where I ran the station in an interim period until the new PD got there, after which I became MD. Through all of this I picked up \$150.00 in pay raises. Then, when the new cats came in, they said I wasn't worth that much money to them. They replaced me with a \$125.00-a-week guy."

"There's absolutely nothing you can do to secure your position. You can't even do a good job to secure it. I was good enough to work my way up from the bottom to PD and still I got booted."

"From my experience all I can say is that rock 'n' roll radio has gone into the corporate boardroom. It is no longer an alternative, counter-culture type of radio. There's a saying that's getting older every day — 'Progressive radio is dead.' Well, it didn't die a natural death. It was killed by people in the trade, wanting more and more money."

"Core audience is gone. By trying to reach all the fringes, they've shot the core."

Michael Fox is 33 and has been working the west coast stations for the last 10 years . . .



"I was getting frustrated and I gave up on free-form for a while. I thought, hell, after ten years it's just not happening. I worked the consultant thing for two months and told them to go shove it. I think I'll go back to the insecurity before that. I felt like a fuckin' whore. So I came back to Seattle, doin' music. We really started to make waves in the market. It was lookin' real good. Then came management problems, along with a personal problem of one of the staff. I started buttin' heads and finally told them to fuck themselves. For what I was making and the hours I was working, it just wasn't worth it."

"So I backed off after ten years and decided to get out of radio for a while — semi-retirement. I'm going back into the record business, working for Licorice Pizza. I've worked a lot of retail outlets, managed some stores, worked in one-stops over the years, so it will be like getting back into the more secure aspect of the business. I wanna stay in the music business, but after 10 years, I'm just a little burnt out."

"I believe underground radio will resurge. The consultants can't rule the world forever."

Steve Johnson tells this story . . .

"In the 3 years the owner showed up once. That was a few weeks ago. The day after he arrived he said 'Who is this Johnson character?' He wanted me off the air immediately. In the middle of an ARB, out of the blue sky — I had no idea this was going to happen. In the 3 years I was there I had only received more and more responsibility as a reward for, what I thought was doing a good job' . . . 'The only reason I got into this business was because of the music. I'm not too sure what I'll do next but it'll be in music."

Donna Halper (MD) and Tim Powell (PD) recently exited D.C.

Donna asks . . .

"Doesn't anybody want somebody who has a wide knowledge of radio and isn't afraid to play new records? The radio business is getting dirtier and dirtier. The money we were promised for promotion — never got it. We were promised new equipment — it was never delivered. We were off the air five times during the ARB. They never fixed it. The place was run like the Keystone Cops. They took a media trend survey — 70% of the listeners in the Washington D.C. area had no idea we were even on the air. We were the best kept secret in town. People would find us and they'd love us. Nobody found us — that was the problem. They wouldn't promote us. When we came we were told that there would be a massive promotional campaign; billboards, tee-shirts, concerts — let everybody know that this new station was going on the air. It never happened."

"Tim Powell and I didn't even have an office. We sat on boxes while the G.M. sat in a \$5,000.00 beautiful oak and teak office. Every promise that was made to us was broken. I realize this is not a unique story. This is an old familiar story."

"I'm 100% in favor of having some kind of format. I think there has to be some kind of control to guarantee that certain records are heard whether the D.J.'s personally like them or not. It's not fair to let everyone be at the mercy of the ego of the jock — because I have heard some really bad free-form radio. But a format doesn't have to be restrictive. We were playing about 5,000 albums."

"You can break new artists. We were told to take Little Feat out of the library because they were supposedly unimportant and that no one wanted to hear them. D.C. is the biggest area in the world for Little Feat."

"Management wants magic. They're totally impatient. They

want to see overnight ratings — success without investing time or energy or money. When it doesn't happen right away, they make scapegoats of the PD and MD. This is an old sad story that I've seen too many times. I have been fired before and I'll wager it will happen again."

Tim joins in . . .

"I was having problems picking up the station from my home, which is only 5 miles away from the transmitter. So, heaven only knows what was happening to people who were 20 miles away."

"Donna drove all the way around the Beltway one day and did a seat-of-the-pants monitor of the signal and found all these dead spots which they, of course, poo-pooed because what the management is looking for is instant gratification, instant gains, instant magic."

"There's no security. We work without nets. There was a great movie done in the 30's called 'Dawn Patrol,' which has a hell of a lot of relevance to radio. You go up in a very unstable craft every day and you're totally exposed, with no parachute, and that's it."

"I'm very tired of sales guys on one side and programming people on another side and the GM usually being with the sales guys and there's a tug of war. It's like the old Levi's ad. I don't like being the Levi's pulled apart by two horses. That's bullshit."

In the past month or so, 20 people (mostly management) were 'let go.' Former MD, Cynde Slater isn't as worried about her future as she is the future of the art.

"For most of the people who were in managerial positions we see it more as an end of the 10 or 11 year cycle of progressive radio. Unfortunately, progressives are a small entity. I'm real sorry that certain people don't seem to want that kind of radio anymore. I don't really have sour grapes — I intend to continue somewhere. I'm a survivor"

"What really concerns me is, What will happen to artist development? What happens to the good quality artist who is not in the top ten? Instead of artists dictating the direction of radio, radio is affecting the direction of the artist. I see us heading into a musically stagnant era simply because no one will take a chance anymore. And that affects everything. What will happen to the record company's advertising dollar? . . .

"I hope that progressive radio people will be regarded as professionals because today's radio did come out of this era. Maybe some day we'll go back to progressive. Until then it'll be aggressive."

.....
Anyone in management wishing equal time dial—(212) 677-4500.
GOO GOO GOO JOOB!

A&R ROULETTE

(Continued from page 6)

my life was when I had to go to the airport to meet the Drifters."

Watson started the Chrysalis A&R department in London ("I was the only person listening to bands"), and moved to America in 1975.

"From the A&R standpoint," he says, "I feel that although the presentation here is a lot slicker, and the tapes you get in are all sort of pretty well produced . . . that the tapes you get coming through London just seem somehow to be more inventive, more original. Which is why I think the New Wave — which never really caught on here — is really new music. I mean, you hear new music. You turn on the radio in L.A. and what do you hear — the Eagles, Steely Dan; you hear a bit of Elvis Costello, some of the new stuff. But still, there's a lot more creativity seems to come out of England — the raw talent."

U.S. radio stations, Watson says, "are catering to their audiences. It's not them, in part, it's the audience, the listeners themselves. But I would honestly rather that stations stop playing so many oldies, you know? I mean, I love the Eagles, and I love Van Morrison and everything, but I hear way, way too much of them. I don't think there's enough room for new talent on radio. I think the listeners are a bit brainwashed. I was horrified to see that KSAN, which was one of the last non-format stations, has just gone format. But, he says stoically, "I understand that they probably need to."

"I'm very aware of the power of the radio; I'm only critical insofar as I feel that much of it could be more adventurous. I keep hearing 'Yesterday,' by the Beatles, on KHJ — give me a break! I mean the Beatles have had a great run — what about Blondie, you know?"

A&R chief Rick Stevens came to Polygram from marketing jobs at Columbia and Epic, and in between — in the early '70s — he produced concerts for a while. "It gave me a very practical view of the A&R job, of how the product will break," says the 30-year-old Stevens. "You always have to look for aesthetic excellence, but you also have to be aware of the reality of the marketplace. As a major record company, you have to be represented in every product category. Almost like a football team, in some ways: You have to have some well-developed artists in rock and roll, and you have to have some artists coming up — and somewhere between starting and the platinum level, you have to have the home team. As credible or effective as your record company may be, it's virtually impossible to walk into radio and say, 'Here are our ten new rock and roll groups, and

every one of them is the new Foreigner.'

Capitol A&R VP Bruce Garfield says, "Our department is very career-oriented — toward the artist. It's almost like an A&R man is a product manager. The guys here are very into themselves staying on top of each artist that's assigned to them. We are the only major label — among the top five labels — that has a small, concise artist roster. We put more into less, rather than less into more. You put out less product than some of your competitors, but you score heavier percentage-wise."

At Mercury, according to East Coast A&R head Steve Katz (formerly of Blood, Sweat & Tears), "the corporate philosophy up to now has been fairly conservative. Basically, we've been a small label, so everything that happens in here becomes exposed a lot more."

The talent-attrition rate at Mercury could be reversed by ex-Columbia promo wiz Bob Sherwood, who's just taken over the presidency of the company. Anyway, Katz, 33, is optimistic. As for radio: "I believe that even with tight playlists, the new groups get their exposure. I really believe that. Both records and radio are reflections of the consumer."

Katz recently finished production of *The Man Who Built America*, the new LP by Ireland's Horslips, and he harbors quite a bit of admiration for the less raunchy elements of the New Wave.

"I'd like to look for the Elvis Costellos of this world. The one thing about New Wave is that certain bands have come out of it growing up — Elvis, the Jam, the Boomtown Rats. You have to find talent that you can build for the '80s. Two-thirds of the acts that were usually in the Top 20 last year were signed before 1970."

"I have two functions," says RCA A&R head Warren Schatz. "One is to get the most competitive music, regardless of what it is . . . and to meet the needs of the sales, promotion and publicity staff — and they are completely different needs in each area."

"A lot of the more esoteric signings are really good image things for us. They're interesting to the press. For instance, Robert Gordon — except the difference with Robert is that I also hear a very big hit record."

"I'm permitted to do whatever I have to do; however, I'm very careful about trying to bring as much excellence to the roster as I can, keeping in mind our immediate needs of having to turn over X amount of dollars to keep the place rollin'."

Schatz says the RCA roster has been cut down from 82 acts to about 40 since he arrived last

September — "Less than any other major company, because I want these acts to be taken care of. We've cleaned up the roster to fit what we're proud of and what our company is proud of."

Mark Lindsay, 36-year-old former lead singer with Paul Revere and the Raiders, has been VP of A&R at United Artists for about a year now, and he loves it. "I'm a music junkie," he says cheerfully. "But if somebody brings me an act now and says they sound just like so-and-so, I immediately don't want to hear them. Because there's not enough room for two so-and-sos. The original is always gonna be better."

"We're becoming more selective," Lindsay adds. "The company is beginning to feel like a young, new company. When I first came here it felt like a big company, you know? You felt a little ponderous. But now there's energy building. We had incredible success last year with Gerry Rafferty, and breaking Chris Rea." But, he notes, "There's been too much resistance to the new music. It has been stagnant. People are waiting for something fresh."

Could that something be the upsurge of young bands like Earthquake and the Rubinoos, whose scintillating energy often recalls the mid-'60s sound of the Raiders themselves?

"They will make a major dent in the market," Lindsay prophesies, "because, gosh, raw rock and roll, when you're growing up and the adrenaline is surging through your veins — sure it's gonna turn people on. If I was 13 or 14, I'd be right there."

"What I wish stations would do is invest a few bucks to put out really good sound. I think AM stereo is right around the corner, and I hope to see a move by stations to investigate the field of psycho-acoustics — how to trick the brain into hearing more than it's hearing. There are ways of doing this . . ."

More down-to-earth is Bob Feiden, a lawyer in his early thirties who's now head of East Coast A&R for Arista Records. "In A&R," Feiden explains, "one has to learn to relegate one's own subjective tastes, and bear in mind the commercial tastes of that mass public out there. The question we ask ourselves here is, 'Is it qualitative?' And then, 'How commercial is it?'"

"I think that A&R is ultimately educated guesswork." He candidly admits. "There is a lot of risk."

Columbia East Coast A&R dynamo Mickey Eichner has been on the job for more than seven years, starting out as director of independent productions. "I am a pure A&R-type person," he says. "Committed to artistry and song, selection of material. And if something's happening in Milwaukee, I'm on the next plane to Milwaukee."

"I think radio kind of keeps us on our toes," Eichner says. "I think a place will always be

found to expose great music. Ideally, I'd like to do what I did 10 or 15 years ago — make the record, rush the acetate up to the station myself, and hear it there. But those days are gone."

"Disco," says A&M's A&R chief, 38-year-old Kip Cohen, "is like herpes simplex — if it doesn't go away, there's no cure for it." Not that this former New York radio jock and Fillmore staffer has any malignant designs on the disco phenomena. "I think I understand how it got here and why it's sticking," he says. "We would like whatever disco product we have not to feel and sound as though it was made by machines. We call it 'dance music' here, and we're interested in singers — people who'll still be around when disco's gone."

This preoccupation with marketing muscle is both understandable and, for many within the various A&R enclaves, dismaying. In an era of 20,000,000 — unit sales of a single album like "Saturday Night Fever", the temptation to inundate the masses with evermore of what they demonstrably want is fiscally irresistible. In itself, this phenomenon is not new (in the 60's, the sudden success of groups like the Grateful Dead and Jefferson Airplane seemed sanction enough for signing up the next five love-bead bedecked bands that walked in the door.) But the scale of the current marketing mania is new — and to some, alarming.

For while the new breed of record exec may be the demographics-oriented promo man, several of the A&R staffers Walrus interviewed expressed an emphatic loyalty to the music that drew them to the business in the first place. At Epic, — East Coast A&R Director Bruce Harris contends that sophisticated marketing techniques can as easily — and successfully — be used to promote new music as old.

But while Epic may still be willing to give a shot to such oddball acts as Tonio K and The Fabulous Poodles, and while regional eccentrics like George Thorogood and The Cars may occasionally shake the industry out of its mass marketing trance, for every one of them that makes it, there are hundreds, maybe thousands, of Big Star's, Modern Lovers and Sex Pistols that will wither and die from lack of exposure. And it's not just the A&R departments that are to blame.

"The current situation in radio," says Warners' Karen Berg, "is very similar to the reactionary attitude that it had in the mid 60's, before the breakthrough of underground radio. I would like to see some more 'underground radio.'"

"The record companies have to exhibit some courage in what they sign," she admits. "But radio stations have to exhibit some courage in what they play."

"TWO-THIRDS OF THE ACTS THAT WERE USUALLY IN THE TOP 20 LAST YEAR WERE SIGNED BEFORE 1970." — KATZ

BOOK

REVIEWS

THE BEACH BOYS AND THE CALIFORNIA MYTH
by David Leaf Grosset & Dunlap
192pp. \$7.75

Maybe it's funny. Or ironic. Somehow **these** five kids from California transformed the ordinariness of their teenage wasteland and made it over into a special kind of magic. If there is magic in music, there is magic in the Beach Boys. And more.

The Beach Boys were both an overnight success and an overnight failure. There were never-ending battles, brother against brother. Brian Wilson, who reworked the face of American music, is virtually deaf in one ear. Maybe it's not even ironic. Maybe it's unique.

Brian Wilson was a genius and a star before he was able to vote. His brilliance as a composer and a producer is rivaled only by pathological insecurities and monomania. The music, itself, is diamond-bright, curiously sexless, but always passionate.

As the Orson Welles of rock and roll, Brian is both hero and victim. His father, Murry Wilson, punished and humiliated his son by forcing him to defecate on newspapers. When the record companies and business managers stopped treating Brian like a kid, his money began to mysteriously dissipate. Business as usual in the family of rock and roll.

It is strange to think that even the Beach Boys have their monsters. Even angels have their devils.

David Leaf's book, **The Beach Boys and the California Myth**, is an escort through the hellfire. It is an attempt to order the life and art of Brian Wilson. Leaf wants us to feel the tragedy of Brian's career but he falls short. We get snapshots of intimacy and not much more. Too often Brian is presented as a contradiction at war with himself. It might be better to think of him as an enigma — both child and genius. Leaf reports Brian's talent, but never clarifies it.

Of course, Brian Wilson doesn't make the job of biography any easier. He maps out a musical campaign to conquer America and DOES. At the same time, he can't find the strength or resource to do what he has almost always committed himself to do — produce his own record.

Leaf wants us to buy the idea that Brian Wilson's career is analogous to the inverted life of a butterfly. This Beach Boy starts out wings akimbo, resplendent in California glory, and then retreats, with age, into a cocoon of personal withdrawal and artistic isolation.

At this stage of the ballgame, Leaf's judgement is premature. He is sympathetic, even in awe

of Brian's stature as an artist (by contrast, the rest of the Beach Boys are written off as surferficial). But Leaf is of no service to argue that Brian's life as an artist has expired. **The Beach Boys and the California Myth** is epitaph-hungry; Leaf is writing a tombstone, not a biography.

That isn't the only critical breach of faith. Leaf stakes his book to the notion that Brian Wilson was the primary architect of "The California Myth," a frankenstein that ultimately destroyed him. The "California Myth" follows from the spurious notion that somewhere there is a Garden of Eden, unspoiled and uncorrupted. When Leaf gets to California in the first place, he tells us that he was surprised to discover it wasn't all surf, sun and Disneyland. The fact is we not only get Disneyland but Charles Manson, political assassination, and people who put rattlesnakes in the U.S. Mail. These aren't "facts" about California, just more fiction — a different kind of myth-making.

The point is The Beach Boys are not the master architects of the monster myth that Leaf makes them out to be. Brian Wilson did not invent California any more than Raymond Chandler invented the detective story. As much as Brian Wilson, California belongs to Nathaniel West, Mark Twain, and Hollywood. Brian didn't create a California fantasy, but he did embody it. He didn't invent American culture, he reflected and captured it.

Despite this dereliction of duty, Leaf's book may be useful to people who don't know much about the Beach Boys. But the more you know about Brian Wilson, the more this book is a disappointment. Most of the surprises in the Leaf narrative are borrowed from other books and articles. There is another

handicap. The public image of the Beach Boys is radically different from the private reality. In fact, it seems that the Beach Boys press department has been as honest about things as Nixon during Cambodia.

The story of Brian Wilson, though, is one helluva story and someday, somebody is going to do it right. Until then, we can look at the pictures in David Leaf's book. They are, by the way, great pictures.

Bill Vitka

ROCK CRITICS' CHOICE THE TOP 200 ALBUMS
Compiled by Paul Gambaccini
96 pp. paperback, New York: Quick Fox. \$4.95

Paul Gambaccini, an American writer and broadcaster now working in London, has turned a clever idea into an attractive, entertaining and informative book. To compile a list of the "Top 200" albums as a guide for new rock fans, Gambaccini polled 47 rock critics and broadcasters (with an emphasis on the former) and then turned their choices into his chart, using a point system for rankings.

From lists submitted by such diverse types as Greil Marcus, Scott Muni, Ben Fong-Torres, Murray The K, Lisa Robinson and Rosalie Trombley, Gambaccini's chart shows The Beatles' **Sergeant Pepper's Lonely Hearts Club Band** as number one, and Richie Havens' **Mixed Bag** as number two hundred. In between are many surprises, and not a few chuckles.

The first part of the book gives each LP from one — two hundred; with album cover, track listing, and British/American record number/producer/year of release. The layout in this section is clean and easy to follow. The second part has each contributor's picture, with their

list of Top Ten albums, and usually a short paragraph of explanation of criteria, biases, etc. (In the case of Greil Marcus, there is practically a whole page of explanation.)

This is the more interesting section of the book. We learn that Lenny Kaye, rock critic and guitarist in the Patti Smith Group, regards Bob Dylan's **Blonde On Blonde** as #1, and I **Dig Acapella**, Vol. 1 as #7. **Rolling Stone's** Dave Marsh unsurprisingly picks Bruce Springsteen's **Born To Run** as #1, with Elvis Presley's **A Date With Elvis** #2. Robert Christgau's top spot belongs to the Rolling Stones' **Exile On Main Street**.

With one exception (Stevie Wonder's **Talking Book**, #2 Murray The K's choices date from the 'sixties. **Sgt. Pepper** is number one with him. Rock researcher Joel Whitburn also has **Sgt. Pepper** as number one, but his #8 is Deep Purple's **Machine Head**. Bruce Morrow's list is topped by The Beach Boys' **Endless Summer**. Number one for CKLW's Rosalie Trombley is Wonder's **Songs In The Key Of Life**, and her list contains four greatest hits records and two live albums (including Bob Seger's **Live Bullet**, number two).

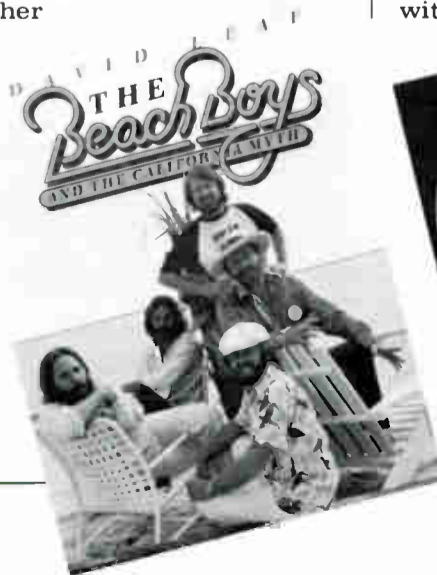
The top 100 has mainly fairly obvious selections, such as the Stones' **Let It Bleed**, (#8), Jimi Hendrix's **Are You Experienced** (#17), Van Morrison's **Moondance** (#22), and The Who's **Tommy** (#32).

In Gambaccini's witty introduction, he notes "In the bottom half of the two hundred the reader will find some amusingly personal choices." He's not kidding. Apparently, one or two highly placed votes could put a record into the Top 200, so we find things like The Appletree Theatre's **Playback** (a 1969 Verve-Forecast LP) at #159, The Belmonts' 1972 Buddah release **Cigars, Acapella and Candy** at #161 (no doubt helped by Ed Ward's #5 personal rating), and Ege **Bamyasi**, by the German electronic group Can, at #184.

Nor is the Top 100 immune to oddities. Number 98 is something called **Romance Is On The Rise** by Genevieve Waite. Number 89 is a bootleg, Bob Dylan and The Band's **In 1966 There Was**.

This book should provide a generally good record-buying guide for the neophyte rock follower. But its more important value is in giving an insight into the minds of some of our most respected writers and broadcasters. It's a lot of fun, will no doubt provoke some arguments, and if not taken too seriously, can be fascinating reading.

Bruce Rosenstein



THE FACTS

THE QUOTES:

THE QUOTES:

"The Police are not punk.
The Police are not disco.
The Police are not heavy metal.
The Police are just the best
rock and roll band I've seen
in years."

John Pidgeon
Melody Maker

"The Police is the #2
record in our playlist
and is the #1 import in
Boston."

Tony Berardini
WBCN

"Probably, the strongest
album to be released
from an import... 'Roxanne'
is a classic."

Kate Ingram
KSAN

"The Police with 'Roxanne'
is a great hit for any
album rock and/or Top 40
station in the country
and I'm not kidding--
it's got a great hook..."

Paul "Lobster"
Wells
KSJO

THE STATIONS:

HOT NEW AOR ADDS!

KZEW! KTXQ! WKDF!
dallas dallas nashville

WZMF WMMS
milwaukee cleveland

WAVA! WIOQ! KILT-FM!
wash.d.c.phila. houston

KMEL! KHFI! KLBJ! WMMR
s.f. austin austin phila.

WPLR! KMAC! KAZY!
new haven san antonio denver

KADI! KZOM! WFFX!
st. louis beaumont grand rapids

WWCK! WHCN! WCCC!
flint hartford hartford

KWST! WBAB! KQFM!
los angeles long island portland

SMASH AT!
KSJO! KSAN! KLRB! KLLO!
WBCN! WPIX! WNEW-FM!

THE TOP 40 ACTION:

Most requested record at KRBE!
Charts this week at #28!

THE REASON:

RUSH RELEASE!

Incredible import sales!
Overwhelming demand for single
"Roxanne" which was a standout cut
on A&M's recent "No Wave" album!

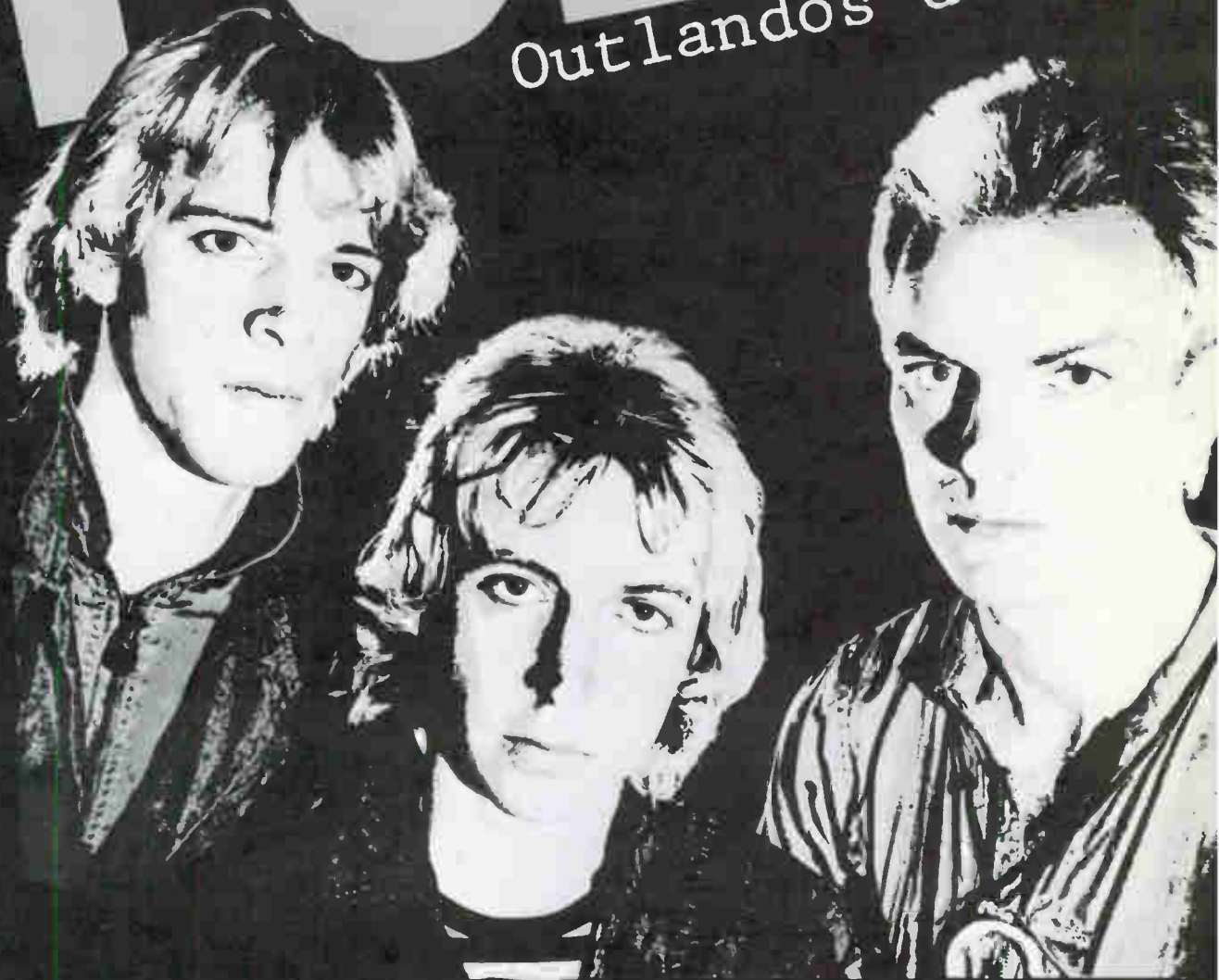
THE TOUR:

Starting March 1st
from L.A. to Boston!

THE POLICE!

THE POLICE

Outlandos d'Amour SP-4753



FEATURES THE HIT SINGLE

"ROXANNE" AM 2096

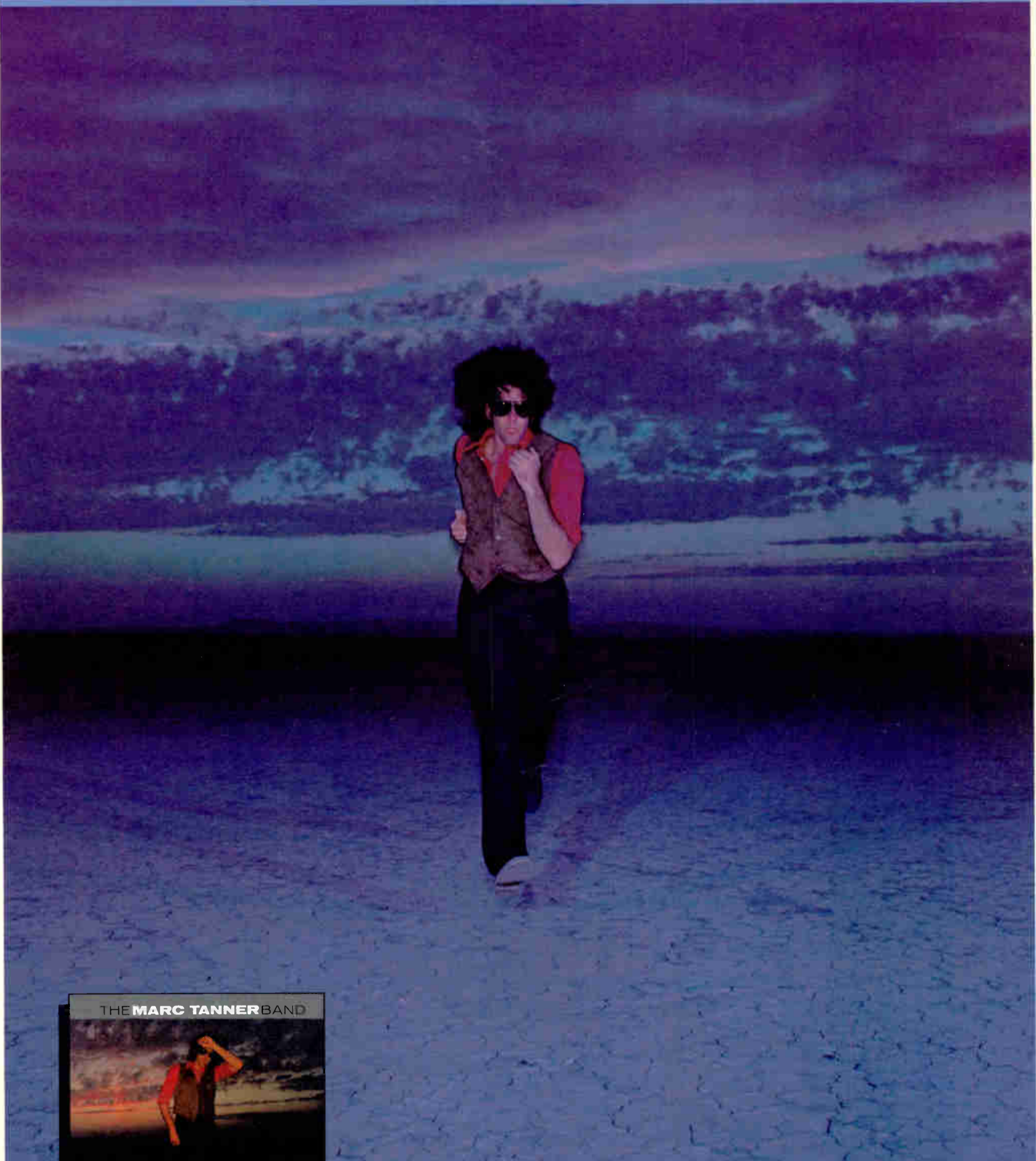
Produced by The Police

ON A&M RECORDS & TAPES



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THE MARC TANNER BAND's debut album, **NO ESCAPE** featuring the new single, "ELENA." On Elektra Records and Tapes. 
Produced by Nat Jeffrey. Co-Produced and Arranged by Glen Spreen.