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EDITORIAL

Back To The Basics

convention contained a number of controversial statements that still have the industry buzzing. However, to dwell only on the controversies is a mistake because the crux of Davis' speech concerned something more urgent - a genuine crisis that threatens the creative nature of the music industry.

Here's how the Arista Records president put it:

"A crisis is upon us and the warning signals are all around us. In a single word, our problem is bigness . . Records are ordered less often by instinct, more frequently by computer. The product that gets radio exposure is decided upon by music research firms or a variety of other computerized research. The modern statistical approach is gaining precedence over human creativity . . . What happens is the computer, the inventory number, the common denominator takes over the heart, the beat, the rhythm, the melody, and the music stops. We are in the arts and

Clive Davis' keynote address at the recent NARM we cannot afford for the human element to be missing.'

During the convention the president of a major record company told Cash Box that he didn't have to spend millions of dollars to purchase a major artist because he had enough confidence in himself and his staff to develop his own superstars. "If I didn't have this kind of belief in myself and my staff," he said, "then I wouldn't deserve to be in the position I'm in."

This is the outlook that should prevail at the top corporate level. Computers are incapable of replacing the brain, the ear, our instinct or any emotions.

We are an industry of individuals working with one of the most creative art forms in the world. We should be proud of it and work as hard as we can to perpetuate the universal art form known as recorded music.

Mel Albert

EWS HIGHLIGHT

- · 20th NARM Convention stresses need for industry-wide cooperation.
- WCI music market survey dispels myths about record buyers.
- BMI and colleges reach licensing agreement.
- MCA Records announces mid-line price album series.
- Polydor president Fred Haayen discusses his new role.

TOP POP DEBU

SINGLES

YOU'RE THE ONE I WANT — Olivia Newton-John/John Travolta — RSO

ALBUMS

CHAMPAGNE JAM — Atlanta Rhythm Section — Polydor

POP SINGLE

NIGHT FEVER Bee Gees — RSO

R&B SINGLE

FLASH LIGHT Parliament — Casablanca

COUNTRY SINGLE

READY FOR THE TIMES TO GET BETTER Crystal Gayle - UA

JAZZ

WEEKEND IN L.A. George Benson - WB

NUMBER



Crystal Gayle

POP ALBUM

SATURDAY NIGHT FEVER Bee Gees & Various Artists

R&B ALBUM

WEEKEND IN L.A. George Benson — WB

COUNTRY ALBUM

WAYLON & WILLIE Waylon and Willie - RCA

GOSPEL

LIVE AT CARNEGIE HALL James Cleveland - Savoy

CASHBOXTOPTOOSINGLES

Francis		April 1. 1978		
0.05	Weeks On	Weeks On		Weeks On
1 NIGHT FEVER	3/18 Chart	3/25 3/18 Chart 67 (THEME FROM) CLOSE	25 3/18	3 Chart
BEE GEES (RSO 889) WB 1 2 CAN'T SMILE WITHOUT	4 9	ATLANTA RHYTHM SECTION (Polydor 14459) CPP 46 56 5 ENCOUNTERS JOHN WILLIAMS (Arista 0300) CPP 5	2 35	15
YOU BARRY MANILOW (Arista 0305) WB 5	11 9	THE TRAMMPS (Atlantic 3389) CPP 42 50 8 68 SITTING IN LIMBO DON BROWN (First American 102) WB 7		
3 LAY DOWN SALLY		38 I'M GONNA TAKE CARE OF 69 THAT'S YOUR SECRET		N. N.
4 STAYIN' ALIVE	5 14	RUBICON (20th TC-2362) CPP 43 51 7 70 DON'T COST YOU	8 88	5
5 EMOTION BEE GEES (RSO 885) WB 3	4 17	39 JUST THE WAY YOU ARE BILLY JOEL (Columbia 3-10646) AB/B 29 24 21 NOTHING ASHFORD & SIMPSON		
SAMANTHA SANG (Private Stock 45-178) WB 2 6 THUNDER ISLAND	2 21	40 WONDERFUL WORLD ART GARFUNKEL WITH JAMES TAYLOR 8 71 WE ARE THE CHAMPIONS	4 82	3
JAY FERGUSON (Asylum 45444) WB 8	10 1 6	41 FANTASY OUEEN (Elektra E-45441) CPP 4	7 37	18
PAUL DAVIS (Bang B-733) WB 7	8 28	BOB WEIR (Arista 0315) WB 8	ю —	2
8 JACK AND JILL RAYDIO (Arista 0283) CPP 10	12 15	THINGS YOU DO PETER BROWN (Drive/TK 6269) CPP 8	90	3
9 IF I CAN'T HAVE YOU YVONNE ELLIMAN (RSO 884) WB 11	14 9	43) LOVE IS LIKE OXYGEN		
10 DUST IN THE WIND KANSAS (Kirshner ZS8-4274) WB 12	13 10	SWEET (Capitol 4549) WB 50 60 6 44 IT'S YOU THAT I NEED ENCHANTMENT (Boardshow/LL 19370) CBB 36 39 9 75 DANCE, DANCE, DANCE	9 85	7
11 SOMETIMES WHEN WE TOUCH		45 SWEET, SWEET SMILE 76 MAKE VOLLEFEL LOVE	36	22
DAN HILL (20th Century 2355) WB 6	6 18	46 PEG STEEN AND ACCOUNTS OF STEEL S		
LeBLANC & CARR (Big Tree 16100) CPP 13	11 24	47 HADDY ANNIVERSABY	_	
13 ALWAYS AND FOREVER HEATWAVE (Epic 8-50490) ALM 15	17 1 5	LITTLE RIVER BAND (Capitol 4524) WB 41 22 16 78 I LOVE MY MUSIC	6 –	2
JACKSON BROWNE (Asylum E-45460) WB 20	23 8	BABIES GROW UP TO BE 79 TWO OUT OF THREE AIN'T	33 87	4
15 EBONY EYES BOB WELCH (Capitol 4543) CPP 17	20 10	WAYLON JENNINGS & WILLIE NELSON MEAT LOAF (Cleve Intl. / Foic 8-		
16 GOOD-BYE GIRL DAVID GATES (Elektra 45450) WB 18	19 17	49 WITH A LITTLE LUCK (RCA PB 11198) CPP 44 47 8 80 (I WILL BE YOUR) SHADOW	15 —	2
17 OUR LOVE	21 11	WINGS (Capitol 4559) B-3 64 - 2 IN THE STREET ALLAN CLARKE (Atlantic 3459) ALM 8	89 <u> </u>	2
18 THANK YOU FOR BEING A		THE MICHAEL ZAGER BAND (Private Stock 184) CPP 54 63 7 81 EVERY KINDA PEOPLE ROBERT PALMER (Island 100) WB 9	00	2
	30 8	1 I WO DOUNT DOWN 11220 CBB 60 75 8 82 YOUR LOVE IS SO GOOD	0 –	-
PARLIAMENT (Casablanca NB 909) ALM 21	29 8	52 THIS TIME I'M IN IT FOR DIANA ROSS (Motown 1436F) CPP 8	7 92	5
20 BEFORE MY HEART FINDS OUT		LOVE PLAYER (RSO 890) CPP 61 73 4 83 WHEEL IN THE SKY JOURNEY (Columbia 3-10700)		1
GENE COTTON (Ariola 7675) CH 22	25 12	53 ROCKET RIDE KISS (Casablanca NB 915) ALM 59 64 5 84 YOU'LL LOVE AGAIN HOTEL (Mercury 73979) ALM 8	4 89	5
LOU RAWLS (Phila. Intl./CBS 3634) AB/B 23	28 11	MORE THAN A WOMAN TAVARES (Capitol 4500) WB 63 72 7 85 KINGS AND QUEENS AEROSMITH (Columbia 3-10699) WB 8	8 91	3
22 (LOVE IS) THICKER THAN WATER		55 MOVIN' OUT (ANTHONY'S SONG) 86 MAMA LET HIM PLAY DOUCETTE (Mushroom 7030)		1
ANDY GIBB (RSO RS 883) WB 9 23 WE'LL NEVER HAVE TO	3 22	BILLY JOEL (Columbia 3-10708) AB/B 70 84 3 87 DEACON BLUES STEELY DAN (ABC AB 12355) CPP		1
SAY GOODBYE AGAIN ENGLAND DAN & JOHN FORD COLEY		GEORGE BENSON (Warner Bros. 8542) CPP 66 80 3 88 A LOVER'S QUESTION JACKY WARD (Mercury 55018) B-3 9	1 94	5
(Big Tree 16110) B-3 27	32 5	57 YOU REALLY GOT ME VAN HALEN (Warner Bros. 8515) CPP 49 44 11 89 AM I LOSING YOU MANHATTANS (Columbia 3-10674) 9	2 97	3
STARGARD (MCA 40825) WB 24	27 12	58 POOR, POOR PITIFUL ME LINDA RONSTADT (Elektra E-45462) WB 51 26 10 YOUR LOVE		
	31 8	(DAPT 1) (DAPTY DAPTY L.T.D. (A&M 2005) B-3 9	3 98	3
26 SWEET TALKIN' WOMAN ELECTRIC LIGHT ORCHESTRA (UA/Jet XW 1145) B-3 28	33 7	PARTY) PINNY SIGLER (Gold Mind 4008) CPR C2 71 4 RHYTHM		
27 COUNT ON ME		60 WEREWOLVES OF 92 WALK RIGHT BACK	7 —	2
JEFFERSON STARSHIP (Grunt JH-11196) CPP 32 28 THE CLOSER I GET TO YOU	55 4	LONDON WARREN ZEVON (Elektra 45472) 75 — 2 93 LITTLE ONE	5 —	2
ROBERTA FLACK & DONNY HATHAWAY (Atlantic 3463) HAN 33	41 8	TOO LATE		7
29 WHAT'S YOUR NAME LYNYRD SKYNYRD (MCA 40819) BEL/MCA 14	9 23	JOHNNY MAI HIS/DENIECE WILLIAMS (Columbia 3-10693) WB 71 84 3 JIMMY "BO" HORNE (Sunshine Sound 1003)		1
FOOLING YOURSELF STYX (A&M 2007) ALM 39	46 8	BOOTSY'S RUBBER BAND ERUPTION (Ariola 7686)		1
31 THE NAME OF THE GAME ABBA (Atlantic 3449) B-3/IMM 16	16 15	63 REACHING FOR THE SKY BTO (Phonogram/Mercury 73987)		1
32 BABY HOLD ON EDDIE MONEY (Columbia 3-10663) ALM 38	43 10	PEABO BRYSON (Capitol 4522) WB 69 79 5 97 HOW DEEP IS YOUR LOVE BEE GEES (RSO 882) WB 5	6 49	27
33 BOOGIE SHOES KC & THE SUNSHINE BAND (TK 1025) CPP 34	40 9	DETECTIVES/ALISON ELVIS COSTELLO (Columbia 3-10696) 68 74 4 98 SHORT PEOPLE RANDY NEWMAN		
34 THE CIRCLE IS SMALL GORDON LIGHTFOOT (WBS 8518) WB 37	42 8	65 YOU'RE THE ONE I WANT OLIVIA NEWTON-JOHN/JOHN TRAVOLTA (Warner Bros. WBS 8492) ALM 5 99 BABY COME BACK		
35 FEELS SO GOOD CHUCK MANGIONE (A&M 2001) BB 40	45 10	(RSO 891) 1 100 RUMOUR HAS IT	8 54	27
		BONNIE TYLER (RCA PB-11249) 76 — 2 DONNA SUMMER (Casablanca 916) ALM 75 TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSES)	2 77	4
A Lover's (Eden Music/Progressive Music — BMI) 88 Ever	y Kinda (Island	1/Restless — BMI)		. 69
		- BMI)		. 34 28
Baby Come Back (Touch Of Gold/Crowbeck/ Flash	hlight (Ricks/N	Ites — BMI)		. 31
Baby Hold On (GRA-Jonca — BMI) 32 Good	d-bye Girl (WE	Almo/Stygian Songs — ASCAP) . 30 More Than (Stigwood/Unichappell — BMI)		
Bombs Away (Ice Nine — BMI) 72 Hot I	Legs (Riva Mu	(Austrailian Tumbleweed — BMI)47 Music, Harmony (Starrin Pub./Rick's — BMI) 91 Too Much (Homewood House — BMI) 91 sic — ASCAP) 90 Two Doors (Velvet Apple — BMI)		. 51
Bootzilla (Rubber Band — BMI)	n't (Burlington	vood/Unichappell — BMI)		. 92
Close Encounters (Gold Horizon — BMI)	Crazy (Web IV	I/Unichappell — BMI) 9 Our Love (Jay Enterprises/Chappell — ASCAP) 17 Watching The (Plangent Vision — BMI) ' — BMI) 7 Peg (ABC/Dunhill — BMI) 46 We Are The (Queen Music Ltd.) P — ASCAP) 78 Poor, Poor (Warner Tamerlane/Darkroom — BMI) 58 We'll Never Have (Dawnbreaker Music —		71
Dance Across (Sherlyn/Harrick — BMI) 94 Will	I Be (ATV/Sas	P — ASCAP)	3MI)	. 60
Dance With (Sherlyn/Decibel — BMI)	Sonna (Fox Fa	ow Sai — BMI)	MI)	
Disco (Six Strings/Golden Fleece — BMI) 37 It's Y	ou That (Dese	MI)		. 24
Down The Road (Overhaul/Turnup — PRO) 96 Just	The Way (Joe	Songs = BMI) 39 Sitting In (Island - BMI) 68 Wonderful World (Kags - BMI) Sing & Dance - BMI) 85 Sometimes (Welbeck - ASCAP/ATV/ You'll Love (Blair/Hotel - BMI) Sing & Dance - BMI) Songs = BMI) Songs = BMI Songs = BM		. 40
Dust In The Wind (Don Kirshner — BMI) 10 Lady	Love (Mighty	Three — BMI) 21 Mann & Weil — BMI) 11 You Really Got (Jay Boy — BMI)		. 57
	Me (Lucky Thr	se/Henry Sucmay — BMI) 59 Sweet, Sweet (Sterling/Ardison Street — ASCAP) . 45 (Stigwood/John Farrar/Ensign Music	— BMI)	. 65 . 82
		Head/Big Eye — ASCAP) 93 Thank You (Luckyu/Special Songs — BMI) 18		

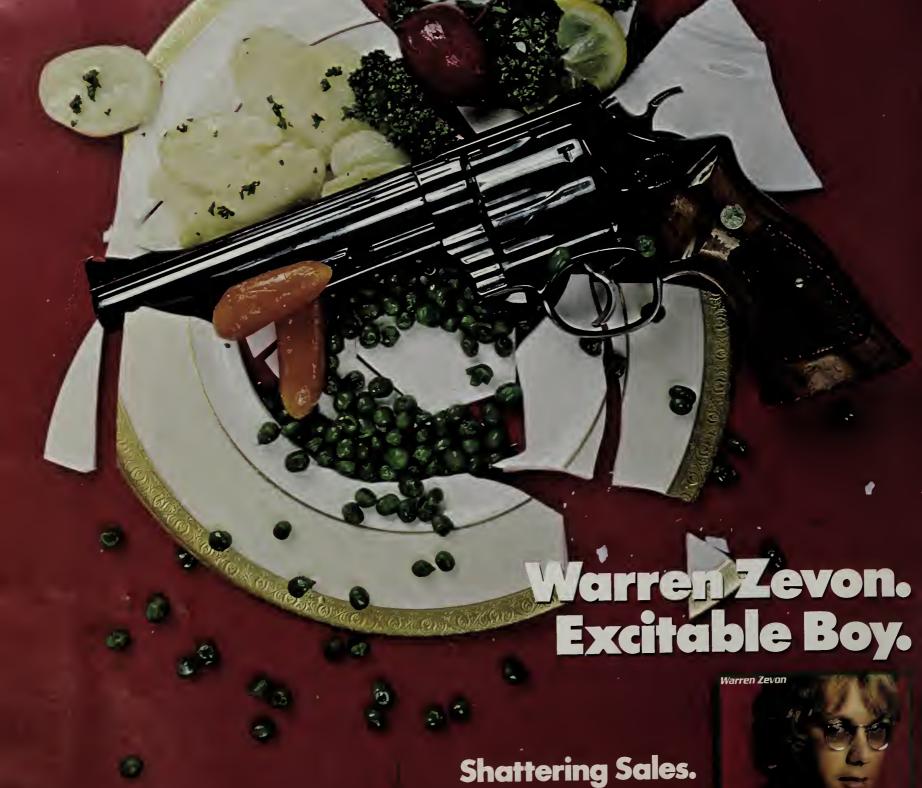
AB/B - April Blackwood/Bradley ALM - Almo AR - Acuff - Rose BB - Big Bells BEL/MCA - Belwin/MCA B-3 - Big Three CH - Chappell CIM - Cimno CL - Cherry Lane CPP - Columbia Pictures Pub IMM Han - Hansen IMM Ivan Moguil PLY - Plymouth WB - Warner Brothers



THEY COULD STOP THE SHOW.
BUT THEY COULD NEVER STOP ROCK 'N' ROLL.







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CASH BOX NEWS

Cooperation Is Key To NARM's Success Davis made a not-so-veiled reference to his

NEW ORLEANS -- The 20th Annual Convention of the National Association of Record Merchandisers was marked by an unusual amount of cooperation between record merchandisers and their suppliers, despite recent wholesale price changes that have upset many retailers (Cash Box, March 18).

An example of this cooperation was the decisions by CBS and WEA to apply for bar coding numbers, which were announced at the convention (see accompanying story). Rack jobbers, who had long been in favor of bar coding to complement their computer systems, were delighted by the decision; and pressure from retailers and distributors also apparently played a part in the manufacturers' move.

The jam-packed NARM schedule included seminars on advertising, merchandising, bar-coding and radio, among others. In addition, WCI representatives presented the results of a comprehensive study of the record business.

The five-day convention at the Hyatt Regency Hotel attracted nearly 2000 guests, of whom about 800 were product suppliers. This, the largest turnout for any NARM convention (1600 people attended last year's), was partly attributable to the fact that NARM has gained 91 new members within the past nine months.

John Cohen, president of Disc Records, called this year's NARM "the smoothestrunning convention we're ever had," and Roy Imber of El Roy Enterprises complimented Joe Cohen, NARM's executive vice president, for the careful coordination, planning and insight that made the convention a success. Joe Simone, president of Progress Record Distributors and the chairman of this year's NARM convention committee, also received extensive praise from the attendees.

Throughout the convention, Joe Cohen hammered away at the theme that NARM was no longer just an association that planned an annual convention for its membership. He promised that the regional meetings which were so successful this year would be repeated next fall and winter, and listed several year-round programs in

a store manager certification program. work-study programs for schools that have retail management courses, shopping mall displays that promote the record industry, and a recently authorized NARM study of tape packaging. The latter project will include market research at selected test sites. of various types of packaging, and the results will be submitted to the manufacturers. Cohen said he hoped that this problem, which has delayed implementation of bar coding, will be resolved before the next annual meeting of NARM.

Is Bigger Worse?

One of the convention's most controversial elements was the keynote address by Clive Davis, president of Arista Records. In the context of a speech about the evils of corporate bigness and computerization.



labels. While he saw nothing wrong with ap-**Progress On Bar Coding At NARM Shows Dealers' Clout**

called good.

by Ken Terry

NEW ORLEANS -- The decisions by WEA and CBS to seek numbers from the Uniform Product Code (UPC) Council, announced at a meeting of RIAA members at NARM, "the biggest single thing to come out of the convention" by Joe Cohen, executive vice president of the trade association.

The double announcement came at a time when regular NARM members were pushing hard for some progress on the seemingly stalled issue of bar coding. With other record companies expected to follow

the lead of the industry's two largest manufacturers, there is now no doubt that bar coding will eventually be implemented on an industry-wide basis.

departure from the presidency of CBS

what can happen when a corporation stifles

the voices of individuals," Davis said.

"When the corporate good must outweigh

an individual's sense of obligation, lovalty

and sense of equity to another. I can tell you

that it's mind shattering, numbing, paralyz-

ing. Four years ago, I woke up and found I

had lost a home and faced a steel trap door

that was coldly being kept open for me to

go into a state of suspended animation, and

waited for some outcry at the swirl of

events that you all remember so well. When

the opportunity came to speak out, fear ran

rampant. Voices were muffled. Self-concern was paramount. Individualized

justice was impossible. The corporate good

was the only goal. This is what happens

when companies grow larger and in-

dividuals - all individuals - become

pawns to be sacrificed for the common so-

Davis warned his listeners that the grow-

ing corporatization of the industry and the

blind worship of computerization could

lead to a day when the individual artist and

his music are no longer important to the

'Well, I didn't do either. But I did have to

either disappear or jump into.

"I've seen, from personal experience,

Records a few years ago.

The CBS move came as no surprise, since the company's representatives had previously stated that they intended to apply for a manufacturer's designation number. In contrast, WEA's vote of confidence for bar coding ended uncertainty about its position on the issue.

Bruce Lundvall, president of CBS Records Division, said he believed implementation of bar coding could begin with new releases as early as next year. Robert Summer, division vice president of RCA-U.S.A., agreed with this estimate, but other executives took a more cautious view. Walter Lee, national sales manager of Capitol Records, which has already received its bar code number, said it would take at least three years before the entire industry adopts the system.

Lou Dennis, vice president and director of sales for Warner Bros. Records, similarly believed implementation of bar coding is still a long way off. Before it becomes a

plying the tools of modern big business systems, market research, and data processing -- to selling music, he noted that the record industry must be careful with these tools.

"We have a unique role in living in the arts, in the midst of creativity . . . We have a special mission. We cannot allow music to succumb to the carnivorous grasp of big business, of cold institutions, of noncreative entities attracted to the glamour of our growth industry. Because what happens is that the computer, the inventory number, the common denominator takes over - and the heart, the beat, the rhythm, the melody, the music stops.'

Lowest Common Denominator

A sign that creativity is fading from the industry. Davis continued, is the proliferation of music research firms that test records for various companies. "The quickest way to take out the highs of the arts is to forever find what appears to be the common denominator," he commented. The same problem can be found in the radio field, he added, where call-out research has become a dominant trend. Terming this type of research "questionable" and its methodology "frequently primitive," Davis stated, "I say if you're going to use research exclusively, go all the way and get the best experts to design the most sophisticated

Polydor's Haaven Approaches New Job With Caution

by Dave Fulton

NEW ORLEANS — "My goal is to build up Polydor to be a major success story within the next three to five years," proposed Fred Haayen, the company's recently-named president, during a Cash Box interview at last week's NARM convention.

In addition to serving as the Polydor Inc. president, Haayen retains the vice presidency of Polydor International, to which he was named in December, 1977. "I am pleased that the company went with the concept of both jobs, and being located in the country where it's happening."

Being actively involved with his new job for less than a month, Haayen is pursuing a cautious, self-education approach. He said, "Right now, I'm trying to find out my biggest hurdles so I'm not jumping to any conclusions.

"I'm a good listener. And I am evaluating all that I am learning to come up with some solutions."

Haayen's immediate priority for the next three months is to hire a promotion chief. (continued on page 63)



SPRINGTIME FOR MILLIE — Spring Records recently feted Millie Jackson on the occasion of her gold LP, "Feelin' Bitchy." Pictured (I-r) at the New York party are: Bill Spitalsky, vice president of Spring; Fred Haayen, president of Polydor; Lou Simon, executive vice president and general manager of Polydor; Irwin Steinberg, chairman of Polydor; Jackson; Jerry B. of WWRL; Roy Rifkind, vice president of Spring; Julie Rifkind, president of Spring; Mrs. Rifkind; Dr. Ekke Schnabel, senior vice president of Polydor; Harry Anger, vice president of marketing for Polydor; and Rick Stevens, vice president of A&R for Polydor.

WCI Music Market Survey **Dispels Many Industry Myths**

by Randy Lewis

LOS ANGELES - If you want to sell a record today, the best way is to take it to a 20- to 29-year-old white male or female who is married, lives in the Pacific states, has had at least some college education and comes from a family whose annual income exceeds \$15,000. And make sure it is a rock record.

These generalizations have come out of a survey of the prerecorded music market conducted by Warner Communications Inc. and released by WCI last week at

The findings, based on 3,385 face-toface interviews conducted by WCI in April and May 1977, dispell several common misconceptions about record buyers.

One of the most common assumptions in the industry is that the majority of records are bought by teenagers, those 10-19 years

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old. In actuality, according to the WCI report, that group accounts for only 23% of total dollars spent on prerecorded music, while those in the 20-29 age bracket make 37% of all dollar purchases

It also shows those 25-49 years old account for virtually the same proportion of total dollar purchases (44%) as those aged 10-24 (45%). The groups also represent almost the same percentages of the current U.S. population over 30 (36% vs. 34%) and the same percentage (43% vs. 44%) of "current buyers," defined as those who have bought at least one record or tape within the last year.

Another significant finding is that some 71% of those surveyed said they thought prerecorded music is a "good value for the money" (compared to other forms of home entertainment). "Since considerably less than 71% of the population purchased a record or tape in the preceding 12 months," the report states, "this data suggests that there is still a large untapped market awaiting the industry.

The survey showed 73% of the U.S. population over 10 years of age have bought at least one record or prerecorded tape in

ash Box/April 1, 1978

MCA Reduces Price On Its Slower-Moving Catalog Items

by Ken Terry

NEW YORK - MCA Records has announced that it will reclassify 249 titles from its full-line catalog as "midline" items. effective May 8

While no official list price will be assigned to these selections, accounts have been informed that the suggested price for purposes of calculating artist royalties is \$3.49 for LP and \$3.99 for tape. Currently, all of the albums that are being reclassified list for \$6.98.

Until May 5, returns on these titles will be . credited at \$6.98 list.

Like Columbia Records' similar series, MCA's "midline" is heavily weighted toward the country repertoire. Among the albums in the initial batch, for example, are LPs by Loretta Lynn, Conway Twitty, Mel Tillis, Bob Wills, Bill Monroe, Ernest Tubb, Jerry Clower, Kitty Wells & Red Foley, and Cal Smith. In addition, a number of MOR artists are featured, including Roger Williams, Bert Kaempfert, Bing Crosby, Fred Waring. Guy Lombardo, the Mills Brothers, and Wayne King. There are also some well-

MUSEXPO '78 Seminar Topics Are Announced

NEW YORK - Major topics for the workshop/seminar program to be held at MUSEXPO '78 — 4th Annual International Record and Music Industry Market Nov. 4-8, 1978, were announced recently by Roddy S. Shashoua, MUSEXPO president.

The five major topics selected are: (1) radio programming and the record industry. (2) A&R and artist development, (3) music publishing and exploitation of copyrights, (4) marketing and distribution, and (5) audio/video software. The scope of discussion will cover both U.S. and international for all topics.

Panelists for the above workshops will be announced during the course of the year as they are selected. The above represents an expanded seminar/workshop program from three sessions to five at MUSEXPO '78 and will cover for the first time the areas of distribution, talent development and audio/video software in the U.S. and internationally.

For further information please contact Maryann Olsen, U.S. News Coordinator, Tel: (212) 489-9245 Telex: 234107.

known jazz names included like Lionel Hampton, Warren Covington with Tommy Dorsey. Sammy Kaye, and Pete Fountain.

Issued between five and 15 years ago. many of these items would have normally been cut out of the catalog. Sam Passamano, vice president of distribution for MCA, thought there might be an alternative to simply deleting all these titles.

Tracked Sales
Passamano went to the accounting department at MCA and found out that, in order to make the same profit that had accrued from these titles at \$6.98 list, MCA would have to sell three times as many of them at midline price. Clearly, not every item among the 555 selections that looked like future cutouts would be able to meet this test. So for a three-year period, MCA tracked the sales of all these LPs. At the end of this time, it was decided to retain 18 titles in the full-line catalog, cut the price of 249 items, and delete the rest.

Phase Three

Passamano was encouraged along the way by the spectacular success of MCA's two-fer program and by the increased sales of Christmas albums at a reduced price. According to Passamano, the two-fers sold six times more units annually than the individual LPs had sold before they were packaged as two-fers. And five and a half times as many Christmas albums were sold after their price was cut.

Those programs are now regarded by MCA as phases one and two of its midline concept. The reclassification of the 249 items is phase three, and if it pays off as well

CHER SIGNS: Cher recently signed with Casablanca Record and FilmWorks. The label announced that it is planning a motion picture with a starring role designed especially for Cher. Pictured (I-r) are: Sandy Gallin, Cher's manager; Cher and Neil Bogart, Casablanca president.

BMI And Colleges Reach Blanket Access Contracts

NEW YORK — Contracts providing blanket access to the music of over 50,000 writers and publishers affiliated with Broadcast Music Inc. (BMI) are currently being tendered to over 3,000 American colleges and universities. The contracts, retroactive to January 1, 1978, also permit use of copyrighted music licensed by 39 performing rights societies around the world, with whom BMI has reciprocal agreements.

The basic two-year contract came about as a result of lengthy negotiations between BMI and the Higher Education Panel, a group representing the colleges and universities. The opening talks were held in

New Radio Ratings Service To Debut For Audits Surveys

by Joey Berlin

LOS ANGELES -- Audits & Surveys, one of the largest market research houses in the U.S., will be moving into the radio ratings field with a service called TRAC 7. The new service was tested in Chicago by a Radio Advertising Bureau task force last summer.

"It worked very well in Chicago and that was reported by the RAB," says TRAC 7 development director Herb Zeltner. "So in effect, they acknowledged the legitimacy of the system and then asked the industry to come in and develop it. Audits & Surveys decided to take a crack at it.

Key Ingredient

The key ingredient in the TRAC 7 system (Telephone Radio Audience Cumulation, with the seven referring to the number of times each respondent is interviewed) is the on-line cathode ray tube computer terminal that enables a unique methodology to be used in querying listeners.

"What we are doing is picking up people on the telephone with our CRT computer," says Zeltner. "To me the computer looks like a television set with a typewriter keyboard in front of it. The interviewer has the questions on the screen in front of him and depending on the answer, the machine is programmed to come up with the next question. If the respondent gives a bad answer, such as giving call letters that aren't in the market, the machine practically yells tilt and kicks the interviewer."

Other TRAC 7 features are detailed listenership breakdown, and seven-day recall to minimize memory falloff. "The seven-day recall is a dramatic new development," says Zeltner. "Rather than calling somebody once or twice a week and asking 'what was your listenership like the past five days or so,' you're picking up information on the 12 to 24 hour maximum recall basis.

Pricing

Zeltner indicates that Audits & Surveys' testing has shown that the service can be priced competitively with Arbitron, the leading radio ratings service. A spokesman for Arbitron, which is owned by Control Data Corporation, says "we welcome the competition," although adding that, "We have not seen what it is they're offering, and it is our policy not to comment on the methodology of other broadcast researchers.'

Pacific Jazz Label To Be Reactivated

LOS ANGELES - Pacific Jazz Records, the former United Artists Records-owned subsidiary, has been reactivated by Blue Note Records, United Artists/Blue Note will release several new albums recorded during the heyday of Pacific Jazz Records and culled from the label's jazz catalog.

An all-new, never-before-released live album recorded in 1969 at Donte's in Los Angeles by jazz violinist Jean-Luc Ponty will head the list of new Pacific Jazz releases. A half-live, half-studio album from pianist George Duke, also recorded in 1969, is included in the reactivated label's release schedule as are two-volume sets of Pacific Jazz recordings of the '50s and '60s.



It is hard to escape Abba. There is "Abba: The Album" and "Abba: The Book" and appearances on practically every musical variety TV show, not to mention the generous press coverage that the Swedish group has received both in America and

In their fifth year as a foursome, Abba has amassed a string of hit singles beginning with "Waterloo" in 1974 and continuing through "Dancing Queen" last year. U.S. album sales have kept pace, and worldwide sales are immense.

Aside from superb high harmonies and catchy melodies. Abba has a close-knit togetherness not found in most contemporary pop groups. Bjorn and Agnetha of the group are married, and the other members, Benny and Anni-Frid, share bed and board in a cozy Stockholm flat.

Obviously, all these elements were clear to Atlantic Records when it inked a U.S. distribution deal with Polar Music, Abba's European company, which is independently owned by Abba and manager Stig

If no one can escape Abba, it is because no one would want to.

Album Reviews 20 Artists On The Air 16 International Section 60 Jazz ... Jukebox Singles Chart 52 New Faces To Watch 10 Pop Album Chart 65 Pop Radio Analysis 30 Pop Singles Chart 4 Radio News Radio News 25 Regional Album Action 31 Regional Programming Guide 28 R&B Album Chart 38 R&B Singles Chart 39 Singles Reviews 22



READY TEDDY — Philadelphia International recording artist Teddy Pendergrass was recently awarded a platinum plaque for his latest album, "Teddy Pendergrass." Pictured (seated I-r) are: Ron Alexenburg, senior vice president and general manager for Epic/Portrait/Associated Labels; Tony Martell, vice president and general manager for E/P/A; Pendergrass; Harry Coombs, executive vice president for Philadelphia International Records; and John Hunt, manager/attorney. Standing (I-r) are: Richard Mack, vice president of national promotion for black music marketing for CBS; LeBaron Taylor, vice president of black music marketing for CBS; Al DeMarino, director of artist development for E/P/A; Vernon Slaughter, director of marketing for black music marketing for CBS; Charles Godfrey, director of promotion for PIR; Don Eason, director of national promotion, black music marketing, for E/P/A; and Paris Eley, director of merchandising for black music

Cash Box/April 1, 15



With A Little Luck-is the single from WINGS forthcoming Album LONDON TOWN (SW-11777)



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Fotomaker

Although Fotomaker is a new venture, you'd hardly call Wally Bryson, Gene Cornish or Dino Danelli new faces. Wally, along with Eric Carmen, formed the nucleus of the Raspberries, and Gene and Dino comprised half of one of the most popular groups of the '60s, The Rascals.

Between them, that's quite a bit of rock experience, which has been well applied in their approach to Fotomaker. For example, they decided that the group's debut album would be made on their terms, not those dictated by a record company.

dictated by a record company.

"In the early stages," Gene Cornish recalls, "we were fortunate enough to meet Sam Hood, who soon became our manager. He was enthusiastic, and agreed that we should retain autonomy before any label deals were set. So we laid out enough money for a full-time rehearsal schedule, and when we were ready to record we did it on our own. We wanted to walk into a company loaded with something tangible, so we wouldn't have to give away our souls."

What Fotomaker did was produce the album themselves, bringing in specific production help when needed. For a "hard edge," they brought in Eddie Kramer, and for smooth vocal harmonies the group imported Ron and Howard Albert. However, when the final mix came out, the group still wasn't satisfied, and they turned to Jack Douglas to help them re-mix. Finally, Cornish says, "We brought it back to where we wanted it."

The next step was the record company rounds, and that quickly ended when Atlantic Records snapped up the group. "They believe in the album as we did," Bryson states, "and every single one of us was convinced we were onto something very, very special."

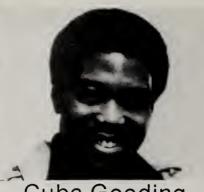
That includes the group's younger members. Lex Marchiesi and Frankie Vinci. Vinci, the keyboard player, came to Fotomaker at the suggestion of his brother John, who is now lead singer for Network. He happened to bring along a tape of his friend Marchiesi, a product of the grueling Long Island club circuit, and now Lex is Fotomaker's principal songwriter and lead singer.

Has there been any friction between the older and younger generation? "At first," Bryson says. "we were laying too much on them, going back to our own experience. Then they told us, 'Hey man, this is too heavy a dose, lay off.' And they were really right, it wasn't fair on our part."

"The beautiful thing now," Cornish adds. "is that Lex and Frankie add something to the band which we didn't have, that is, a fresh approach, with less preconceptions of how things are going to turn out."

Already, there are auspicious signs of success. "Fotomaker," the album, debuted on the charts as one of Cash Box's Most Added FM Albums, and has continued to make steady upward progress. Critical reception of the album has been enthusiastic, and the group's live appearances have met with approval.

For Gene and Wally, the success is something they want to savor. "The last time around," Bryson comments, "it all went so fast, and everything was a crisis when something went wrong. This time, I'm ready to enjoy it more."



Cuba Gooding

Cuba Gooding has always wanted to become a solo entertainer. His preparation for this began at age nine with voice training and breathing lessons given to him by his mother. Both parents shared their son's dream and his father, being very spiritual, named him for the country with the solemn promise that he would not only be an entertainer but would uniquely appeal to all people.

His career as a solo artist comes after many successful years as lead singer of the Main Ingredient, and his debut effort for Motown Records, "The First Cuba Gooding Album," demonstrates his aggregate abilities.

Although members of the group grew up together in New York, Gooding originally worked with them only as a background singer and his professional association with them was purely circumstantial.

"I never really wanted to become a part of a group," he explains. "I filled in for lead singer Donald McPherson who became ill in 1969 and never recovered. I began by working with the group on weekends — I was a credit manager at Saks Fifth Avenue at the time — then started traveling with the group while Donald was ill. I was a natural substitute since I knew all the material."

Gooding's first professional performance and point of recognition as lead singer of the group was in Los Angeles, prior to McPherson's death, at a club called "P.J.'s," presently the Starwood. Shortly afterwards, he recorded the "Bitter Sweet" album containing the million seller "Everybody Plays The Fool," which brought him to the foreground of the entertainment world. Gooding reveals that even after the success of the albums he recorded with the group, they never really became a group in the true sense of the word.

"During performances," he recalls, "I was always in front and the guys were in the back doing their routines. As far as a group routine, we never really worked that out. I couldn't regiment myself as part of a group nor could I orient myself to be that kind of an artist and they understood that. We loved each other, we all grew up together so we pretty much knew what each other's limitations and capabilities were."

The decision for Gooding's departure was a mutual one but, individually, he knew his time had come when, while listening to the radio, he heard one of their tunes followed by the DJ announcing that it was his birthday, but made reference to him as a woman. With that, he decided that being a member of a group was keeping him from realizing his dream. "They knew my music," he says, "but they didn't know me."

Gooding's upcoming tour will, no doubt, introduce him to unfamiliar audiences and reacquaint him with those who are familiar with his name and his past. Traveling with a six piece rhythm section and two female singers, he intends to bring music back to "the good music" of years ago.

"I feel that it is the responsibility of an artist to, through music, portray goodness and truth," he says. "Being a member of a group, you have to more or less roll with what's happening as opposed to being able to record what you feel as an individual. Being Cuba Gooding, I'm hoping that I can do more than that."

Manager's Series

Steve Borkum Helps Alessi Brothers To Create Their 'All American' Image

NEW YORK — After spending three years with Polydor as a promotion man, and three years with Jerry Weintraub's Management III, Steve Borkum felt that he knew a hit act when he heard one. In 1975, when Borkum first heard the Alessi Brothers, he was so convinced that he was hearing a group with hit potential that he decided to embark on a new career as the group's manager.

Billy and Bobby Alessi were then known

Billy and Bobby Alessi were then known as Barnaby Bye, and had already developed a following on their native Long Island. Borkum, however, strongly felt the brothers "needed a change of environment," so he took them to California to relax and develop their songwriting talents. The move paid off in two ways. Not only did A&M Records sign the brothers to a contract, but Alessi songs penned during that period were later recorded by established artists such as Olivia Newton-John and Richie Havens.

As Songwriters

According to Borkum, the development of the Alessi Brothers as songwriters has been the "bottom line of their credibility," and an essential element of his strategy in plotting the group's career. The songwriting, Borkum asserts, is a foundation that will enable the brothers to eventually transcend the teenage market where they currently have their base.

While Borkum does not stress the importance of the Alessis' teen appeal, he doesn't ignore it, either. "The teen base is a great vehicle," Borkum states. "We're coming out of an era of very heavy music, and I don't think there's really been anyone that young people can identify themselves with as young people. Artists like Elton John and Barry Manilow are great musicians, but I don't think their lives mean anything to young people."

Therefore, Borkum has sought to portray the Alessis as the fun-loving, active, and wholesome young Americans that they indeed seem to be. "I want to capture their lifestyle," Borkum said. "They're young people living the American dream. They've built a studio in the basement, they hangglide, and they've re-built a 1957 T-bird. It's important to convey the happy air in their life and their music."

One of the most effective means of achieving this goal, Borkum noted, is the massive coverage which the teen magazines have given the chicly-dressed and good-looking brothers. Television is

Harry Fox Looks For Income From Automated Music

NEW YORK — The Harry Fox Agency is presently seeking licensing arrangements with users of recorded music in syndicated and automated radio and in in-flight programs.

Al Berman, president of Harry Fox, said the new copyright law mandates that publishers obtain a license for their recordings. "It's not a question of getting them to pay, but of individual publishers and users determining a fair price. We are mounting an education program to advise these users, because some of them are not aware of their responsibilities."

These users, Berman noted, include the growing number of radio stations using automated tapes, airlines using musical program tapes, and users of background music in commercial and public locations.

Berman said discussions have already been held with a leading producer of recorded radio programming, and with an inflight music programmer. Payment proposals from both are expected shortly, he added.

another obvious media outlet, but Borkum feels the small screen can be also a dangerous, double-edged sword. He cited former teen idol and one-time record best seller David Cassidy as an example of a recording artist whose career is "limited to how long they're on TV."

Borkum has also developed an extremely selective strategy for the Alessis' concert appearances. They have done limited tour dates, because, Borkum says, "they should be presented only on the right package, where they can be in a warm, intimate setting and go one-on-one with the audience. Unfortunately, most auditorium venues today don't offer that. I believe it's better to let the media and record people in a particular town see them close-up and let the audience build from there."

Although Borkum's managerial methods involve selectivity, patience, and timing, he is quick to add that it's all for nothing without follow-through. "That's the most important thing I learned with Jerry Weintraub," he states — "that there's no such thing as 'no.'"

Pirates Convicted In Two Separate Cases

NEW YORK — Leon Wais and David Whetzel were recently convicted by a Washington D.C. federal court jury of 33 counts of copyright infringement and two counts of interstate shipment of stolen property. The convictions stemmed from the unauthorized duplication of the Isley Brothers' "Go For Your Guns" LP.

At the trial, group member Kelly Isley stated that no one had ever asked him for a license to duplicate the recording; if he had been asked, he said, he would have demanded \$2 million for such a license.

In a related development, Arthur Blake Moore, doing business as Sound Distributors Inc., and Charles Frederick Moss were found guilty on 10 counts of criminal copyright infringement and conspiracy in Portland, Oregon. A third defendant, Gary Fields, was convicted on one count of copyright infringement and conspiracy. Moore and Fields were charged with duplicating and distributing pirate tapes of such recordings as "Get Closer" by Seals & Crofts, "Station To Station" by David Bowie, and "Born To Die" by Grand Funk Railroad.

Moss was charged with knowingly distributing and selling the pirated 8-tracks.

The three defendants are slated to be sentenced in federal district court on May 1.

C'right Hearings Reset

WASHINGTON, D.C. — Representative Robert Kastenmeier's (D-Wis.) Judiciary Subcommittee hearings, originally scheduled for March 28-29 in Hollywood, will be held March 29-30 there. Also rescheduled, for a date to be announced, is a hearing to take testimony from Register of Copyrights Barbara Ringer on her recommendations in favor of a performance right. The Kastenmeier subcommittee will hear from broadcasters, jukebox distributors and operators, record company executives, performers and others potentially affected by the Danielson Bill.

AWB, Atlantic Pact

NEW YORK — The Average White Band has re-signed an exclusive long-term recording pact with Atlantic Records. The group's latest LP, "Warmer Communications," shipped earlier this month.

Steely Dan Album Gold

LOS ANGELES — "Countdown To second album for ABC Records, has been certified gold by the RIAA.

MUSHROOM RECORDS

PROUDLY ANNOUNCES

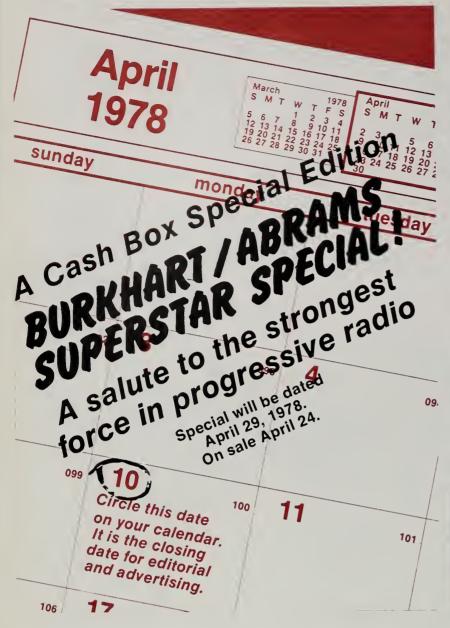
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February 24, 1978

Mr. J.B. Carmicle Cashbox Magazine 119 W. 57th Street New York, N.Y. 10019

Dear J.B.:

We are looking forward to going ahead with the SUPERSTARS special with Cashbox. Look forward to hearing from you regarding the next step.

Best regards,

Leay Lee Abrams

LA/df cc: Lee Michaels Kent Burkhart

For further information contact:

New York J.B. Carmicle (212) 586-2640 Los Angeles Mel Albert (213) 464-8241 Nashville Jim Sharp (615) 244-2898

Executives On The Move





Capplello Upped at Polygram — Polygram Distribution, Inc. has announced the appointment of Bob Cappiello as vice president/finance. He comes to Polygram Distribution, Inc. from RCA Records, where he served as director of international financial operations. His prior experience at RCA included the position of manager of financial planning for U.S. operations. He joined RCA in 1970 after six years with NBC

Moore To A&M — A&M Records has announced the appointment of Aubrey Moore to the post of general manager, A&M/Pacific, A&M's new branch facility in California. He was most recently general manager for Schwartz Brothers in Washington, D.C. He had been with Schwartz Brothers for 15 years in various capacities, including assistant to the president.

Katzel Leaves H&L — Bud Katzel has resigned as vice president and general manager of H&L Record Corporation to join Sonny Lester as a partner in and president of LRC Record Corp., distributed by T.K. Records. Prior to becoming vice president and general manager of Avco Records, Katzel spent five years at ABC Records.

Selover Appointed At Columbia - Columbia Records has announced the appointment of Shelley Selover to associate director, press and public information, Columbia Records, west coast. Two years ago she joined the press department of ABC Records as a tour publicist and held a series of positions, becoming national director of publicity for the label

Glass Promoted At Farr — Daniel Glass has been appointed executive vice president of Farr Records, Inc., Somerville, New Jersey, where he was national disco coordinator. He was also formerly with Spiral Publishing, New York.

Lackner Named At Monument — Monument Records has announced that Chuck Lackner has joined the firm as midwest promotion manager. He comes to Monument from Atlantic Records where he did promotion for the firm in Kansas City, Mo., and he will remain based



Two Named At Salsoul — Cayre Industries, Incorporated, has announced that Denny Zeitler has been appointed vice president of promotion for Salsoul Records and Diane DiMaggio has been promoted from assistant national pop promotion manager to national pop promotion manager. Zeitler was formerly with Private Stock Records as west coast promotion director and with CTI Records as national promotion manager. Joining him is DiMaggio as national pop manager with nine years of experience in the record industry. The appointment of Zeitler and DiMaggio represents Salsoul's continuous growth in the record industry. "Zeitler and DiMaggio are professionals in their area. Salsoul is happy to have them aboard," says Joe Cayre.

Hoffman Promoted at CEO — Champion Entertainment Organization has announced the appointment of Randy Hoffman as general manager. He has been with Champion for the past four years. At the same time Glenn Orsher, Esq. has been named assistant to Hoffman and will work with him on various company projects.

Rogers Appointed at E/P/A — Epic/Portrait/Associated Labels has announced the appointment of Greg Rogers as associate director, west coast artist development, E/P/A. He joined Epic Records in 1973 as Denver local promotion manager, and in 1975 became Columbia LPM in San Francisco. A year later he was appointed product manager for Epic and Portrait based in Los Angeles, the position he has held until his current appointment. Island Music Names McDougall — Allan McDougall has been named general manager of Island Music/Ackee Music, Inc. He was most recently managing editor of SongPlugger magazine. Prior to that positon he was in the A&R department of A&M Records.

Penney To Amherst — John Penney has been appointed to the position of national singles promotion director for Amherst Records. Most recently he was musical director and morning man for WDBS, Durham, NC.

Bonk Promoted At Stark — Stark Record and Tape Service, Inc. has announced the promotion of James E. Bonk as executive vice president. Previously, he served as store manager, rack salesman, retail supervisor, operations manager, and most recently as vice president of store operations



McDougall Bonk

- Cream Records has announced the appointment of Laurie Hersch Promoted at Cream -Hersch as director of publicity for Cream Records, Inc. She has been with the firm since it began two years ago and previously held positions with United Artists Records and The Don Kelley Organization. (continued on page 56)



——Industry Announcements———

ASCAP Election Results Reported

LOS ANGELES - The ASCAP committee on elections recently reported results of the election of new writer and publisher members to the Society's board of review.

The lyricists elected in the popularproduction division were two-time Tony Award winner Lee Adams and Donald Kahn, with Leonard Whitcup as alternate. The composer elected to represent the popular production writers is multiple Oscar winner Sammy Fain, with conductor and multiple Oscar winner John Green as alternate. Representing the standard division will be composer and educator Vincent Persichetti of the Juilliard Faculty with composer Jack Hamilton Beeson of the Columbia University music department as alternate.

The three publishers who will represent the popular-production division are Jean M. Dinegar of Cherry Lane Music Co., Burt Litwin of Belwin-Mills Music Publishing Corp., and Ivan Mogull of Ivan Mogull Music Corporation, Publisher Bob Reno of Midsong Music, Inc. was selected to serve as alternate. Edward Murphy of G. Schirmer. Inc. will represent the standard division publishers and Walter Gould of Lawson-Gould Music Publishers, Inc. has been picked as alternate

Ranwood Merges Into GRT Group

LOS ANGELES - Ranwood Records, the label of such artists as Jim Nabors and the Lawrence Welk organization, will become part of the GRT Record Group, according to a recent announcement by the two companies. Ranwood and its parent company, Ranwood International, will merge into GRT, and Ranwood vice presidents Larry Welk, Chris Hamilton and Morry Goldman will move to GRT

"Ranwood and GRT have worked closely together in the marketing of Ranwood tapes and records during the past 10 years, making Ranwood a natural and comfortable addition to the GRT family," said GRT president and chairman Vinton Carver. "Also, combining the marketing and distribution of our GRT and Janus record labels with the Ranwood group will strengthen the market impact of all labels."

Disco Awards Panel Honors Casablanca

BOSTON - Casablanca Records was chosen American Label of the Year at the Third Annual Nightfall Disco Awards, held in Boston recently. The sponsor of the event, Nightfall, is a local entertainment

Other 1977 awards went to The Village People for the Best LP; to The Trammps as the year's Best Group; and to Donna Summer as the Best Female Artist.

"Love In C Minor" by Cerrone was chosen Best Instrumental; "Dance, Dance, Dance" by Chic was chosen as Best 12" Disc; Lenny Williams of ABC was chosen Best Male Artist; and "Native New Yorker" by Odyssey was tapped as Best Single.

Jazzman Webster Lewis received a special award for representing the city of Boston in international markets. Ray Caviano of TK was selected Best Local Promotion Man; Sonny Joe White was chosen as Best Radio Disco DJ; and special awards went to Tom Moulton, a sound mixer, and to Joe Carvello.

Finally, RCA-Canada was selected as the year's Best Foreign Label, and Peter Brown was honored as the first artist to record a

Butterfly Ups LP List

LOS ANGELES - Butterfly Records raised the list price of all its \$6.98 LPs to \$7.98 effective March 21.

Sam Sweepstakes Winners Chosen

LOS ANGELES - Martha Hatly, manager of White Dog Music in Fayetteville, Arkansas, will be driving a new Datsun 280Z to and from her record store soon. Hatly was the grand prize winner in ABC Records' "Sam" sweepstakes. The sweepstakes were part of ABC's "Display It Again, Sam" merchandising campaign. begun in Fall, 1977 and recently continued indefinitely.

ABC awarded two Datsun B210 Hatchbacks as second prizes. The winners were Barbara Balchick of National Record Mart in Austintown, Ohio and Brian Poehner of Flo's Records in Pittsburg, Pa.

Five RCA Selectavision Video Units and color televisions were given as third prizes. The recipients were Ken Amelisko Liberty Records and TV, Inc., Springfield, Mass.; Jerry Jones, Rocky Mountain Tapes and Records, Fort Collins, Colo.: Mark Love, American Mex Record Corp., Los Angeles, Cal.; Don Sutherland, Platerpuss #3, Long Beach, Cal.; and Chuck Rehn, House of Sounds, Santa Cruz,

Retailers became eligible for the sweepstakes by calling the toll-free hotline and requesting merchandising aids for ABC product. More than 3,000 calls were logged from around the country. Winners were selected by random drawing.

MSMA Seminar Set For Late May

MUSCLE SHOALS - The Muscle Shoals Music Association will be presenting its first annual records and producers seminar May 25-27 at the Joe Wheeler State Lodge. Prominent recording industry leaders have been scheduled to be guest speakers and panelists for the seminar.

Association president Rick Hall said, "This will be a seminar where record comexecutives can meet with the top record producers from throughout the world and listen to new product and help solve some of their irksome problems and have a good time doing it."

There will be a \$25 registration fee that will cover all seminar activities, sports tournaments and meals

BMI Offers Guide To Copyright Law

NEW YORK - BMI is distributing two new brochures that provide a basic guide for music use under the Copyright Act of 1976, which became effective January 1, 1978.

The Performance of Copyrighted Music: Questions and Answers." by Jack C. Goldstein, Esq., of Arnold, White & Durkee, in Houston, explores the use of music in public and semi-public situations. It also highlights various aspects of copyright obligation and possible infringements. Included are extensive legal references covering landmark copyright decisions.

You - And the Music You Use" is an introduction to the concept of copyright and public performance. Federal law covering the use of music and BMI's role as a music licensing organization is outlined in the question-and-answer brochure

Manhattan, Phonogram **Ink Distribution Pact**

NEW YORK - Manhattan Records has signed an overseas distribution pact with Phonogram International. The arrangement covers all territories, except the U.S. and Canada.

'Billy Falcon's Burning Rose," the first album released by Manhattan in the U.S., has just been released in other selected

East Coastings/Points West

EAST COASTINGS - WILL NEVER DIE DEPT. - Harlem's landmark Apollo Theatre on 125th Street is set to re-open in late April. Under new management, the theatre is currently being refurbished, with new seats, a new sound system and a fresh coat of paint. Headlining acts will be announced soon . . . There'll be a "rock 'n' roll convention and trade exposition" called Music Expo'78 at the Sheraton Hotel in Philadelphia on April 15 and 16. Among the items scheduled to be traded are such goodies as Elton John's electric cape. Hey, sounds exciting . . . And if that doesn't do it to you, there's The Rolling Rock Show, "a 36hour fantasy of lights, music, films and people" set for the Americana Hotel in New York April 22 and 23. Included are short films of The Who, Janis Joplin, and The Dead. Be

forewarned, though, mail-orders for tickets must be sent to "Scrupulous Productions"



SIGLER FETED - Gold Mind recording artist Bunny Sigler was recently honored at a New York reception celebrating his new LP, "Let Me Party With You." Pictured (I-r) are: Earl Young, a drummer with the Salsoul Orchestra and leader of the Trammps; Ken Cayre, executive vice president of Salsoul Records; Sigler; and Hall Jackson, program director of WBLS.

STRANGE BREW - Ever since Cream reached the crossroads many years back, their separate paths have led the lads in many strange directions. The latest roundup goes something like this: Jack Bruce was recently fined and banned from driving for three years in England after conviction on a drunk driving charge, among others. Bruce's last night on the road ended when his car crashed into the house of a local lawyer ... Ginger Baker, meanwhile, is reported to be thinking seriously of opening a polo school in Northamptonshire, England. Oh well, at least that beats trucking through the desert . . . And then there's Eric Clapton, "Slowhand," his latest album, has just gone platinum, and "Lay Down

Sally," after scoring big on the pop single charts, is beginning to make inroads on the country charts. Surprisingly, Clapton is celebrating his longest stint so far with one band. His current touring group, including George Terry, Carl Radle, Dick Sims, Jamie Oldaker and Marcy Levy, have been with E.C., in sum or parts, going on four years now...

NAMES IN THE NEWS - Miles Davis back in the studio after a three year absence ... John Lennon and Yoko Ono have bought land in Delaware County in upstate New York. A vacation retreat is planned, and, according to a local source, the Lennons also plan to raise registered Holstein cows . . . Mark Radice has joined Aerosmith . . . Jerry Butler back with Gamble and Huff, and also in Philly, Teddy Pendergrass finishing up his second album. Yes and Foreigner both nominated for German Academy Awards in, of course, music categories...Sorry, it was Robert John Lang, City Boy's producer, who is going to work for Arista, not the group. City Boy reportedly has two years left on its Mercury contract. Olivia Newton-John and Helen Reddy have cancelled their concert tours in Japan to protest the recent slaughtering of thousands of dolphins in that country . . . Mary Travers,

currently on a solo tour, finding time to rehearse with Paul Stookey and Peter Yarrow for their upcoming Peter, Paul, And Mary reunion album and tour Leiber and Mike Stoller, author of many a rock masterpiece, have an interesting new collaboration on Nonesuch Records. Pianist William Balcom and mezzosporano Joan Morris perform Leiber and Stoller's new material, which is described as a fusion of "European cabaret tunes and . Flo And Eddie producing art songs" D.M.Z. for Sire at Long Island's Kingdom Sound Studios . . . Bobby Short returns to the Cafe Carlyle in New York for his 10th season Jeanne Napoli recently impressed at the Rainbow Grill, offering a mixture of standards and new material, combined with a stylish stage presence. And down at Max's Kansas City, the Apple



FRIENDS CELEBRATE BIRTHDAY David Bromberg recently took to the stage to help celebrate the fourth anniversary of New York's Bottom Line. The show marked Bromberg's fourth consecutive year in the starring role for the birthday blast. Joining David for a turn on the stand was his friend. Dion.

got a look at a punk singer described as a cross between Johnny Rotten and Blondie. Her name — Helen Wheels.

TOURAMA - The Jam is in the U.S. on a major tour, their first here . . . As are The Stranglers, who will also have their third album, "Black And White," released soon . . his way back from Japan, Ted Nugent stops in Honolulu for the first time. The date is May 23, and when the Gonzo man is back on the continent, he begins a lengthy summer tour How about a cheer for AFTRA, which cancelled plans to hold its June convention in Chicago, because Illinois has not ratified the Equal Rights Amendment.

STREET REED — Lou Reed's all over the place these days. During a stop at Cash Box, he told interviewer Leo Sacks that his latest album, "Street Hassle," "is an enormously commercial album. Believe it or not, I make records to sell records. I can't see any point in making a record if people won't listen to it." Is that really the Metal Machine Music Man talking? At any rate, Reed's new band features Don Cherry on trumpet, and the new album has an uncredited appearance by Bruce Springsteen, who shouts out the line, "Tramps like us, Baby, we were born to pay." Now that's owning up, Bruce.

charles paikert

POINTS WEST — LET IT RIDE — There were quite a few red faces at the Beverly Hills Hotel last week when officials from Project Interspeak, an organization whose goal is the protection of sea life, had to admit to hundreds of reporters they had no written commitments from any acts, especially any former Beatles, for their proposed May 27-28 benefit concert at the L.A. Coliseum. This came at a press conference Wednesday after reports the previous night on a local news show that the concert would see a reunion of the Beatles to raise funds to protect whales. Telegrams sent out Tuesday asked members of the press to attend the "luncheon press conference . . . to announce a significant musical and cultural It was signed by George Harrison and Rod Stewart. Terry Dorn, the group's spokesman, said Interspeak never intended the concert to be a Beatles reunion, and added he had written confirmation only from Stewart, who is now said to be reconsidering that

Cash Box/April 1, 1978

On the evening of April 3rd all America will see Dolly perform Two Doors Down'

Watch Dolly on the Cher...Special preceding the Academy Awards on ABC (check your local listings for times.)

Includes the hit singles "Two Doors Down" and "It's All Wrong But It's All Right" - AFL/APS/APK1-2544







FERGUSON ON BANDSTAND Flektra/Asylum recording artist Jay Ferguson recently performed his current single "Thunder Island" on Dick Clark's "American Bandstand."

Pirates Found Guilty In U.S. District Court

WASHINGTON, D.C. - Defendants Leon H. Wais, 56, and David L. Whetzel, 35, last week were found guilty of copyright infringement and interstate transport of stolen goods by U.S. District Court Judge June L. Green.

The stolen property was over 2,800 pirated tape cassettes of numerous popular songs. The two defendants were arrested last summer in the FBI-D.C. police 'Triconn' phony fencing operation here. Pre-sentencing reports will be handed down in four to six weeks.

O'Kelly Isley, one of the Isley Brothers, was a star witness in the proceedings. Isley's role in the trial was to confirm, after the court heard an eight-track tape of "The Pride" by the Brothers, that the tape was not made by his company (T-Neck Records) or by CBS. Isley said he lost \$2 million due to the bootleg operation. That's the amount a licensing agreement would have cost in mid-1977 when the "Go For Your Guns" album containing that single was at its peak popularity

UCLA Music Business Extension Course Set

LOS ANGELES - The music business course at UCLA Extension will begin March 29 and will be conducted by music business attorney Al Schlesinger. The subject matter will cover opportunities in the music business and take a look at the record and music publishing business from the viewpoint of the recording artist, songwriter, record company, publishing company. personal manager, agent, concert promoter, attorney, accountant, the performing rights societies and the multi-national company.

Guest lecturers will include David Gates of Bread, E/A board chairman Joe Smith, EMI-Screen Gems Music president Lester Sill and Irving Azoff, president of Front Line Management.

New Doucette 45 Out

LOS ANGELES — "Mama Let Him Play" has been released by Mushroom Records as the new single by Doucette from the album of the same name.

AFM President Assails Carter Deduction Plan

WASHINGTON, D.C. - The House Ways and Means Committee last week heard American Federation of Musicians president Victor Fuentealba blast a White House proposal calling for the elimination of business deductions on concerts and theatre tickets.

"We are concerned with this proposal. and we are opposed to it because we feel that it will not produce significant revenue for our government, and it will result in the loss of thousands of jobs for our members and for others," Fuentealba testified.

The new AFM president cited the projec-

tions of theatre owners and producers that government revenues realized from the proposed measure would be "miniscule."

"This is simply another form of taxation imposed upon the arts," he continued. "History has proved such taxes to be disastrous... the elimination of deductability for this legitimate business expense is in reality a tax on jobs. It is prejudicial legisla-

Fuentealba mentioned the typically high unemployment rate among performing artists, and suggested that the proposed law would force even more artists to collect unemployment insurance, and therefore put a further drain on the treasury.

'So-called 'entertainment' has seemed fair game whenever our federal, state, or municipal governments need money because 'entertainment' on its face appears to imply only discretionary spending. But to the millions who earn their livelihoods in (this field) ... their work is not discretionary.

President Carter's overall tax package proposes large-scale deductions for businesses and families, and seeks to replace those funds, at least in part, through the elimination of various "loopholes." Another Carter proposal that has drawn the ire of the entertainment community is the limiting of business lunch deductions.

Wyoming Enacts Law **Against Record Piracy**

NEW YORK — Wyoming has become the 49th state to enact an anti-piracy law. Governor Ed Herschler signed legislation on March 9 outlawing the manufacture and sale of pirate and bootleg sound recordings.

The law leaves Vermont as the only state without an anti-piracy statute. The Vermont legislature recently voted to indefinitely postpone action on a piracy bill.

The Wyoming law provides for up to two years imprisonment for the unauthorized duplication of sound recordings and for the manufacture of recordings from live performances without gaining the artist's consent. Chris LeDoux, a country recording artist, was cited by the RIAA for his efforts in securing passage for the Wyoming measure



OLIVOR IN LOS ANGELES - Columbia recording artist Jane Olivor was treated to a champagne reception in her honor after her recent show at the Dorothy Chandler Pavillion in Los Angeles. Pictured (I-r) are: Myron Roth, vice president business affairs, west coast, CBS Records; Ron Oberman, director of merchandising, west coast, Columbia Records; Jack Craigo, senior vice president of marketing, CBS Records; Phyllis Teitler, Olivor's manager; Jason Darrow, producer; Olivor; Mickey Eichner, vice president, A&R, east coast, Columbia Records; and Chuck Thagard, national promotion director, west coast, Columbia Records.



HAGAR IN DETROIT — Capitol recording artist Sammy Hagar played Cobo Hall in Detroit recently during his current national tour. Pictured (I-r) are: Craig Lambert, Capitol's promotion manager, Detroit district; Jack Reynolds, Capitol's sales manager, Detroit district; Hagar; and Bob Coy and Jeff Johnson, customer service representatives, Detroit,

Screengems-EMI Moves Its Offices To New West Coast Headquarters

by Jeff Crossan

LOS ANGELES - Screengems-EMI Music has moved its headquarters from New York to Los Angeles, consolidating all its departments into one main office for the first time since the publishing company was founded, 15 years ago.

The new offices, located at 6255 Sunset Blvd. in Hollywood, contain the publishing company's professional, copyright, legal, administrative, promotion and business affairs departments, as well as Beechwood/Glenwood Music and a new recording facility, which enables the company to produce its own discs as well as tapes.

Prior to the move, the company maintained three separate offices in Hollywood, as well as offices in New York and Nashville. Most of the administrative work was handled by the New York office which housed the accounting, copyright, professional and legal departments. Both the New York and Nashville offices will remain as professional

Sitting in his new office on the 12th floor of the UCB building, Screengems-EMI president Lester Sill explained the reasons for the move to Los Angeles.

The west coast is the place to be now," he said. "New York is still alive, but you have all your studios out here and most of the television production is done here. You're able to contact the producers — both television and movie - as often as you want."

Close To Producers

This proximity to producers is important to Screengems-EMI, Sill said, "because we were once owned by Columbia Pictures, which gives us an advantage over a number of other publishers because of the experience we have in television and movies.

The source of income derived from movies and television, even in sync fees, is becoming more and more important

Debby Boone To Sing On 50th Awards

LOS ANGELES — Debby Boone will sing "You Light Up My Life," one of the five nominated songs on the 50th Annual Awards Presentation of the Academy of Motion Picture Arts and Sciences.

because producers often find that they are better off from time to time going out and buying songs that are well known, rather than having someone write them. And if you have a catalog such as ours, with 35,000 songs, it becomes a very lucrative area.'

Too Cumbersome

Maintaining separate offices, Sill said,

had become "a little too cumbersome.

"We're much more efficent now," he said, "and we will be able to expedite things more quickly. This is the first time we've ever had everything under one roof and I think now we will be able to communicate much more easily. When you have all these departments together they begin to generate ideas that would have been missed before?

Letters To The Editor

Just a note to express my thanks to you for the sentiments expressed in your editorial. "Yesterday And Today" in the March 18 issue. Rarely have I seen that position stated as clearly and succinctly.

As you may know, our entire format philosophy at KNX/FM is based on the points that you made. Records are evaluated on their strengths and weaknesses along with little or no regard for their sales potential. I am in the business of radio, not selling records. While record sales are a fortunate side benefit to what we do, I cannot concern myself with points which are best left to the record companies to worry about.

I feel that most programmers are choking their stations, and their audiences, to death on research. It seems as though a decision cannot be made without reams of computer print-out to support it. In the meantime, many good new albums and singles go begging. In that situation, both the station and its audience are the ultimate losers.

For taking the time and space in Cash Box to present this much-needed viewpoint, I thank you and I salute you.

Steve Marshall Program Director, KNX/FM National Programming Consultant, CBS/FM

Artists On The Air

Guest Fats Domino will join Daryl Dragon and Tonl Tennille on "The Captain and Ten-

nille In New Orleans" special April 3 on ABC.

"Pat Boone and Family," an ABC special April 8, will feature **Pat Boone**, his wife Shirley and daughters **Cherry, Lindy, Debby** and **Laury**.

On April 3 ABC will air "Cher . . . special" with guests **Dolly Parton** and **Rod Stewart**. **Jim Stafford** appears on the "Dinah" show on March 27.

Merv Griffin will host musical guests The Starland Vocal Band on March 31 and Chuck Berry on April 7.

Fablan will guest-host the "American Dream" special next month with guests Jessle Cutler, Flower and Electric Light Orchestra.

On March 31 Olivia Newton-John will host "Midnight Special" with Waylon Jennings, Leo Sayer, Ike & Tina Turner and Kenny Rankin as guests. Stephen Bishop is scheduled to appear on a Natalle Cole special on CBS on April 27.



Ferris A. Ashley, Executive Producer.



ABC DELIVERS

AA-1043

East Coastings/Points West

——Label Release Announcements ——

Set For Smokey

LOS ANGELES - Motown Records is planning a marketing and advertising blitz in support of Smokey Robinson's newest album, "Love Breeze." Major targets for the campaign include Chicago, Atlanta. New York and Los Angeles.

In Los Angeles, a billboard was erected on the Sunset Strip and 300 minibillboards featuring the LP cover were displayed throughout the city.

The label will be making numerous radio time buys and will purchase ad space in major consumers magazines, weekly newspapers and trade publications. There will also be hundreds of in-store displays on

Strawb's Lead Jem's **New LP Release Roster**

PLAINFIELD, N.J. — "Classic Strawbs," a double LP "best of" collection for the group of the same name, leads the list of new releases out on Jem Records.

Other new albums from the label include: 'Crossing The Red Sea With" by Adverts; 'Street Ballet," by Canadian singer/songwriter Ken Tobias; "Like A Duck To Water, by Mother Mallard's Portable Masterpiece Co.; "Two Old Two Soon" by Pezband; "Come Again" by Derek And Clive (Peter Cook and Dudley Moore); "Schizophonia" by Mike Batt; "Pretentious" by Gentle Giant; "Breakout" by the Dead End Kids and "Raw Deal" by various artists, including the G.T.s, Psychos, Acme Sewage Co., Sick Things, Zhain, Bloodclots, Users and The Very Good Killjoys

Newman Sampler Sent

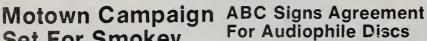
LOS ANGELES - A sampler LP containing 28 songs by Randy Newman has been produced by the publishing firm Interwold Music Group. More than 1,000 copies of the LP, "The Songs Of Randy Newman," are being sent to producers and A&R staffs across the country. Among the tunes included are "Davy The Fat Boy" and "Political Science."

12-Inch 'Dan' Single Out

LOS ANGELES — ABC Records has released a special 12-inch, 33-rpm disc of Steely Dan's new single, "Deacon Blues," to AOR stations across the country. The record is an edited version of the song which appears on "Aja.

Lisa Hartman LP Set

LOS ANGELES — Lisa Hartman, star of the 'Tabitha" television series, has recorded an album for Kirshner/CBS Records and has released "Nobody Likes Lovin' More Than I Do" as her debut single



NEW YORK — ABC Records has signed the first licensing agreement with the Mobile Fidelity Sound Lab to create and distribute select audiophile recordings from the ABC catalog.

Under the agreement, the label gives Sound Lab the right to distribute the recordings to audio retailers and record stores that have audiophile sections. Single albums will carry a suggested list price of

Among the records' special characteristics are high premium vinyl, and overseas pressing and plating utilizing a halfspeed lacquering process. John Klemmer's "Touch" is the first scheduled

Arista Slates Three For Late March Release

NEW YORK — "Atlanta's Burning Down" by Dickey Betts & Great Southern, John Miles "Zaragon," and the soundtrack LP of "The Fury" compose Arista Records' late March

"Atlanta's Burning Down" is Betts' second Arista LP, and features a new band lineup. Miles' LP is his first with Arista, and is produced by Rupert Holmes. "The Fury" soundtrack was written by John Williams, Oscar-nominated twice this year and a mul-

Garland Jeffreys Album Tops A&M Releases

LOS ANGELES - "One Eyed Jack," the new LP by Garland Jeffreys, topped the list of new albums released by A&M Records recently.

Other new releases included: "You're Okay, I'm Okay" by Billy Swan; "Letta" by Letta Mbulu; "It's Just A Lifetime" by Craig Nuttycomb; "New Day" from Airwaves; "Grand Arrival" by Bryn Haworth; "Wondergap" by the group of the same name; "Special Delivery" by .38 Special and "Impeckable" by Budgie.

Generation-X Album Release Date Changed

LOS ANGELES - The release date of the new Generation-X LP originally scheduled for March 27 has been changed to March 31 so that two more songs can be included on the Chrysalis album

Freed LPs On Roulette

LOS ANGELES - Roulette Records is currently promoting two catalog LPs which feature Alan Freed, the disc jockey on whose life the new film "American Hot Wax" is based. The two albums are "Alan Freed's Memory Lane" and "Alan Freed's Top 15."



- Foster Sylvers celebrated his sixteenth birthday recently in the midst of an engagement at Caesar's Palace in Las Vegas, where the Sylvers were performing with Tom Jones. Shown above as Jones presents Foster with a cake are (I-r): Al Ross, president of Sylro Enterprises; Foster; Pat, Ricky, Leon, Angie and James Sylvers; and

commitment because he signed only with the understanding certain other major acts would be on the bill. Other names mentioned in the lineup included Fleetwood Mac, Eric Clapton, Rufus and ELO among others. Each of the former Beatles said he was sympathetic with the cause but had no knowledge of and had given no commitments to performing at the proposed concert. Tanya Tucker, actress Pamela Sue Martin and actor Bruce Solomon were the only celebrities at the conference.

MORE HELP FOR DOLPHINS — Olivia Newton-John and Helen Reddy jointly an-

nounced they are cancelling their originally scheduled concert tours of Japan in 1978 in protest of the killing of thousands of dolphins there. Olivia had 24 concerts scheduled in the Orient during October 1978 and Helen planned a tour in the fall. Reddy said, "I feel that the only way to properly protest such slaughter in a country which is such a lucrative record and concert market for us is by the cancellation of our tours, even though it could ultimately affect our record sales. We hope that other entertainers who feel as positively as Olivia and I do, will join forces with us." . . . There has been talk recently of a live album from Jerry Lee



MILLER IN STUDIO — Chrysalis recording artist Frankie Miller (I) was in the studio recently with producer Jack Douglas putting the finishing touches on his upcoming album "Double Trouble" which is scheduled for release April 1.

Lewis, possibly to be recorded at the Roxy. Because Jerry Lee is held in such high esteem by many current stars, it has also been mentioned that the instrumental lineup, in addition to Jerry Lee on plano, could include Eric Clapton and Rod Wood on guitars, Mick Fleetwood on drums and perhaps female vocalists Emmylou Harrls, Dolly Parton and/or Linda Ronstadt ... Chariton Heston and Anne Murray will be the guests of talk show host Barth Gimbel in the return of America Tonight, Norman Lear's creation. As expected Barth (Martin Mull) will dominate the conversation, so Heston reportedly won't talk on the segment and Murray won't sing. Mull's new ABC album, "Sex And Violins," is set for mid-April. The new album has a couple of Martin & Martin cuts — a collaboration between Mull and Steve (w-i-i-l-l-d and k-r-ra-a-z-y guy) Martin.

ROCK AND ROLL RETURNS - Possibly for the first time since the Beatles emerged, the film, television and music industries simultaneously are focusing on rock and roll. While the record industry, naturally, is always concerned with the subject, rock and roll is also the subject of several films currently in various states of completion. And all three television networks have specials about rock history slated for the fall schedules. ABC's special will be entitled "Heroes of Rock And Roll" and will be, according to ABC, the finest filmed moments in rock history and the first complete, in-depth documentary history of rock and roll. It is written, produced and directed by Malcolm Leo and Andrew Solt, with Jack Haley Jr. as executive producer. Celebrities in the rock field will host. NBC's "Echoes of Rock and Roll" will also cover rock music, but may center around the 1960s through such shows as "Shindig" and "Hulabaloo." For CBS, **Richard Perry** is developing a six-hour mini-series which will be either a docu-drama or straight drama about rock . . . In other rock and roil areas, Bob Seger's tour, postponed because he was finishing work on the new Capitol album, has been rescheduled and will have stops in 13 states. The only bad news is that the new itinerary lists no stops in California, or any state west of Nebraska, for that matter. Sweet will open the shows for Seger.

MORE ALAN/ELVIS ACTION? — Shortly after it was announced Jerry Weintraub was

negotiating with Col. Tom Parker for "The Elvis Presley Story," a motion picture based on Elvis Presley's life, Chet Actls of ICA Talent submitted a proposal that his client Alan **Meyer,** of "Alan: A Tribute To Elvis" fame, play the part of the young Elvis Presley and supply the vocals for the accompanying soundtrack. Alan's new show, "Elvis Forever," is set to open at the Aquarius Theatre in Los Angeles May 4 . . . The **Crusaders** have completed a tour of Japan, which included three headlining dates in Tokyo. Three of the concerts were recorded for a possible live album. Joe Sample, keyboard player in the group, has his own album, "Rainbow Seeker," which is doing well enough that his role on stage with the band is being expanded ... **Dirk Hamilton's** first album for Elektra/Asylum, "Meet Me At The Crux," has just been released and Dirk will be supporting it with some out-of-the-ordinary concert venues, including the Sweetwater in Redondo Beach April 2-3... The reunion of the Allman Brothers, we are assured, will happen. It will most likely be, however, for only one album and one tour. The album will probably have a few Allman Brothers songs, a couple by Dickey Betts and his group and a couple of Sea Level tunes, since the group is doing well right now

SHORT SHOTS -- RCA's Fandango was joined in Wally Heider's studio here by Jimmy Hall of Wet Wille, who added some harmonica and vocals for the group's new album, being produced by Nell Portnow . . . Arlo Guthrle has signed to do a cameo singing appearance in Peter Starr Productions' new film "Take It To The Limit." The film, about motorcycles, will feature Guthrie singing his classic "The Motorcycle Song" or as it is affectionately known "I Don't Want A Pickle, Just Want To Ride On My Motorcycle." . . . George Lucas has granted Jerry Weintraub's Management Three exclusive U.S. and Canada performance rights to "The Star Wars Concert"... Natalle Cole is completing her first television special for CBS . . . Tony King, executive vice president of Rocket Records, recently was greeted with a singing telegram in honor of his 40th birthday and his 20th year in the business... Irving Azoff, president of Front Line Management, was married Sunday, March 26 in Los Angeles to Rochelle Cumsky of the Howard Rose agency . . . Record engineer BIII Schnee, who just won a Grammy for his work on Steely Dan's "Aja" album, was presented by his wife Chris Schnee with an even better gift, March 22, in the form of a daughter, Jessica Danielle . . . Alice Cooper's next album for Warner Bros. will be titled "From The Inside." It is based on his recent experiences recovering from alcoholism on the east coast. Writing lyrics for the album will be Bernle Taupin. Cooper will do the music. REUNION RUMOR? — Several uncomfirmed rumors were flying fast last week when it was reported The Rutles would re-unite for a benefit concert raising funds to fight whales which have been killing tuna fishermen. Confusion arose when Richard Meltzer, rock-criticturned-punk-rock-star and composer of the first anti-whale song, asked The Rutles individually if they would participate in the concert, which will also feature Meltzer's group, Vom. Before they had a chance to reply, it was announced they would get back together to aid the cause. A press conference in Los Angeles last week was called to clear up the fiasco. Dirk McQuirkly said he is busy on a new album but would take part if his schedule allowed. Barry Wom said he would be happy to emcee the event and Stig O'Hara offered to play "if I don't have to sing." Ron Nasty thumbed his nose at the whole affair... Happy April

With five of their CBS-distributed albums at platinum plus, and "Go for Your Guns" nearing two million, are you ready for the next phase?

The Isley Brothers will take you there with "Take Me to the Next Phase."

The tough, new single that is already making playlist leaps—

and breaking through to more homes than ever before.

"Take Me to the Next Phase" is just the first single from

The Isley Brothers' "Showdown." Watch out. This album is going all the way.

On T-Neck Records and Tapes.



REVIEWS ALB

ZAPPA IN NEW YORK — Frank Zappa — Warner Bros. 2D

2290 — Producer: Frank Zappa — List: 11.98

More than a year ago Frank Zappa and company, which includes the Brecker Brothers and Don Pardo this time out, swept into the Big Apple for seven sellout appearances, the highlights of which have been recorded for posterity on this 2-LP set. Among the most outrageous cuts — remember this is Zappa — are the Satanic dialogue in "Tittles & Beer" and "The Illinois Enema Bandit," based on the bandit's true adventures.

EASTER — Pattl Smith Group — Arista AB4171 — Producer: Jimmy Jovine - List: 7.98

Maybe the times have finally caught up with Patti Smith. With all the attention focused on punk in the last few months, it can be seen Smith was an important early force behind the style. Here, she has some of her characteristically obtuse poetry as well as some first-rate rockers, the best of which is the Smith-Bruce Springsteen collaboration "Because The Night." "Till Victory" is a fiery power pop piece. Just in time for Easter, this is this week's second most added AOR LP.

CATS UNDER THE STARS — Jerry Garcia Band — Arista AB 4160 — Producer: Jerry Garcia — List: 7.98

The Grateful Dead's Jerry Garcia has come out with his fourth album under his own name, and it's a gem. With writing help from Dead lyricist Robert Hunter and musical aid from Keith and Donna Godchaux among others, Garcia has assembled an invigorating package of songs sure to please Dead-heads and most anyone else who gives it a listen. Garcia's crisp guitar riffs abound - with "Rubin And Cherise" standing out as perhaps the strongest cut.

ONE-EYED JACK — Garland Jeffreys -- A&M SP-4681 Producers: David Spinozza and Garland Jeffreys -- List: 7.98

Garland Jeffreys' "Ghost Writer" turned into one of the most popular albums among critics during 1977. With his latest work, it appears he is aiming to spread some of that popularity to a greater number of record buyers. The songs have greater accessibility from the R&B beat, but also contain that emotional edge, as on "Scream In The Night." Support from such luminaries as Dr. John, Phoebe Snow, producer Spinozza and members of stuff adds spice.

MAGIC — The Floaters — ABC AA-1047 — Producers: James Mitchell, Jr. and Marvin Willis — List: 7.98 The second album from this fountain of taste and integrity

known as The Floaters continues the record of excellence they established with last year's debut. Practitioners of a distinctive soft Motown/Harold Melvinish funk hybrid, The Floaters score strong plusses on this outing with cuts like the title song, which contains charming flute passages. R&B for the fans of softer soul sounds.

NEW DAY - Airwaves - A&M SP-4689 - Producer: Pat Moran - List: 7.98

Airwaves is a British trio which does not play heavy metal. What we have here is a promising debut offering with tight, yet soaring harmonies and a hook-laden sound which effectively blends mellower moments with power pop savvy. A liberal dose of funk and an occasional full-tilt rocker make this a welcome addition for AOR and pop stations. Best cuts are "Love Stop," "Nobody is" and "You Are The New Day."

BURNING THE BALLROOM DOWN — Amazing Rhythm Aces ABC AA-1063 — Producer: Barry Burton — List: 7.98

Longtime fans of this six-member band are in for a treat in the form of this release, which should add new members to the ranks of Aces fans. Vocalist Russell Smith wrote or co-wrote eight of the nine tracks, all reflecting the Aces' famed country-rock style. The clean arrangements shine on such tunes as "Out Of Control," "Della's Long Brown Hair" and the title song. "Byrd" Burton's guitar work adds flair.

BLACK BEN THE BLACK SMITH — Richard Pryor — Laff A-200 — Producer: Louis Drozen — List: 7.98

By now almost everybody is aware of Pryor, probably the most outrageous comedian since Lenny Bruce, who takes Don Rickles insult comedy one step further - he makes no apologies. This time out Pryor touches on history, show biz, "Nigroes" and prison in his own inimitable style. As usual he pulls no punches ("God was a junkie"), but some of the cuts could get unedited airplay. Bound to be a big seller.

ENCORE -- Brian Auger & Julie Tippetts -- Warner Bros. BSK 3153 — Producer: Brian Auger — List: 7.98

Brian Auger and Julie (Driscoll) Tippetts have reunited on this album (their first together since 1969) to create an almost flawless, delightful work. Julie's excellent phrasing and distinctive bluesy-jazz voice meshes perfectly with Auger's incessant organ riffs on Al Jarreau's "Spirit," Jack Bruce's "Rope Ladder To The Moon" and "Don't Let Me Be Misunderstood." This is jazz-rock at its best, as the number of jazz and AOR stations already on the LP proves.































KOOL & THE GANG SPIN THEIR TOP HITS - De-Lite DSR-9507 — Producer: Ronald Bell — List: 7.98

A classy collection of the funky sounds of Kool & The Gang, this LP includes two hit movie soundtrack tunes, "Open Sesame" from "Saturday Night Fever" and "Summer Madness" from "Rocky." A must for all the "Hollywood Swingers" and lovers of good funky rhythms and jazz, this album is going to get a lot of parties jumping in the coming months. Also included is an early funk favorite, "Jungle Boogie."

KAYA — Bob Marley And The Wallers — Island ILPS 9517 — Producers: Bob Marley And The Wallers - List: 7.98

With much of the future commercial success of reggae riding on the new Bob Marley album, it is fortunate that it is probably his most accessible album yet. The production is smoother than usual and while the album's title, the Jamaican word for marijuana, has certain implications, some of the songs contradict that, saying a person can't drift away from reality. He even has a couple of love songs which would be suitable even for MOR playlists, as well as AOR, Top 40 and R&B.

MEL BROOKS' GREATEST HITS FEATURING THE FABULOUS FILM SCORES OF JOHN MORRIS — Asylum 5E-

501 — Producers: Various — List: 8.95

Mel Brooks' greatest hits? That's right, and it's about time, too. This collection includes some of the funniest songs ever to grace the silver screen, "Springtime For Hitler" from "The Producers" and "I'm Tired" and "Blazing Saddles" from "Blazing Saddles." Side one features songs from Brooks' latest comedy, "High Anxiety." While it's true the Brooks' and Morris' music is no match for the former's comedy, this LP is nonetheless a noteworthy release.

THE ROCKY HORROR PICTURE SHOW -- Various Artists -Ode Sounds and Visions OSV-21653 — Producer: Richard Hartley - List: 7.98

Producer Lou Adler brought this outrageous show to America, where it was made into a film in 1975. After a slow start, the movie has become a cult favorite, inspiring fans to dress up as their favorite characters to attend the film. Now the movie soundtrack has been released for the first time in America, and should become a cult favorite as well. Featuring science-fiction and perverse sexuality in its spoof of gothic horror films, as well as Meat Loaf as Eddie, this one's a one of a kind.

BRITISH LIONS - RSO RS-1-3032 - Producer: British Lions - List: 7.98

Like a phoenix rising from the ashes of Mott The Hoople arises British Lions, stirred up and ready to go for the throat. With the addition of Medicine Head alumnus John Fiddler, the Lions deliver a knock-out musical punch. Rock riffs threaten to leap off the grooves and devour the listener, but the brave are rewarded with imaginatively constructed hooks on almost every cut. Potential blue collar anthem "Eat The Rich" is one of the cuts that will make many AOR playlists.

DEADLINES — The Strawbs — Arista AB 4172 — Producer: Jeffrey Lesser - List: 7.98

After recording more than a dozen albums, Dave Cousins' Strawbs still change personnel and sounds frequently. This time the angry moodiness has given way to a collection of predominantly piano-based pop ballads. "Joey And Me" and "Time and Life" are two slices of Cousins' ham, as opposed to the rest of the mellow album that features lead guitarist Dave Lambert. With the style shift shown on this LP, the Strawbs should get airplay on AOR, pop and MOR stations.

KEEP THE DOGS AWAY -- Thor -- Midsong/MCA-2337 -

Producers: Ian Guenther and Willi Morrison — List: 6.98
This is hard rock, or maybe muscle rock. You see, Thor is a former Mr. Universe who grew up pumping iron to the beat of Led Zeppelin records. The result is the first rock 'n' roller who can bend steel with his teeth. His stage show - complete with laser animation - reportedly must be seen to be believed. Until the live show comes around, this LP should earn AOR airplay in anticipation of what could be one of the most unique rock shows ever.

IN TIME - Renee Armand - Windsong BXL1-2708 -Producer: Jim Horn — List: 7.98

Lovely pop ballads about love and its difficulties and pleasures abound on this album. Producer Horn has gathered an outstanding group of musicians to support this talented singer/songwriter, including himself. Horn's sax solo helps make '(We're) Dancin' In The Dark" a potential Top 40 hit, and the "Suite For 3 Poems" and the title track also are strong. For pop and adult contemporary formats.

HOTEL SHEET — Jack Ashford — Magic Disc MD 116 —

Producer: Jack Ashford — List: 7.98

Jack Ashford's "Hotel Sheet" is a new concept in sound for disco. Similar to Stargard's current hit, "Which Way Is Up?," Ashford's title cut moves beyond to show some of the new sounds a piece of plastic can generate. The album also contains a number of funky dance songs and an easy flowing ballad, 'Shar," but the star is "Hotel Sheet," which may well become the next rage in discos across the country.



R

WINGS (Capitol PRO-8813)

With A Little Luck (3:13) (MPL Communications/ATV Music Corp. — BMI) (McCartney)

Street action has been fast and furious on this optimistic ditty taken from the new "London Town" album. The lead vocals and harmonies are smooth and soothing. Paul again shows his hook flair. A sure Top 40 climber.



JOHN TRAVOLTA & OLIVIA NEWTON-JOHN (RSO 891)

You're The One That I Want (2:49) (Stigwood/Buffalo/Ensign; Admin. Stigwood/Unichappell - BMI) (J. Farrar)

Travolta and Newton-John are smashing on this track taken from the "Grease" soundtrack. The bassline is jumpy; the hook is tight. Horns and strings add flourish.





STEELY DAN (ABC 12355)

Deacon Blues (6:40) (ABC/Dunhill Music - BMI) (W. Becker/D. Fagen)

Gary Katz' production is elegantly simple on this stunning track taken from the "Aja" album. Jazzy guitar licks, excellent lead vocals by Fagen

and tasty keyboard touches combine to make this song a strong follow-up to "Peg.

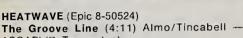


CHIC (Atlantic 3469)

Everybody Dance (3:30) (Cotillion/Kreimers/Chic

BMI) (Edwards, Rodgers)

The subject matter is the same on this follow-up to "Dance, Dance, Dance." The fine, flashy bass work, double-timing on the high-hat and handclapping make the beat infectious. Strings on top. Solid singing. Excellent R&B, pop add.



ASCAP) (R. Temperton) Heatwave is one of the hottest new groups around and this track reminiscent of "Boogie Nights" ought to keep the fires burning. With jumpy vocals, nice bass work and dancing beat in the grooves, R&B and Top 40 action is likely.



SEALS & CROFTS (WB 8551)

You're The Love (3:17) (D. Batteau ASCAP/Dawnbreaker/Oaktree --- BMI) (D. Batteau/L. Shelton)

This track is a skillful blend of disco and pop influences. Strings, a perky beat and Seals & Crofts' distinctive vocal style make this song a likely Top 40 contender. The cascading chorus stands out.





HELEN REDDY (Capitol P-4555)

We'll Sing In The Sunshine (3:34) (Lupercalia --ASCAP) (G. Garnett)

The production by Kim Fowley on this cover of the Gale Garnett tune is an impeccable blend of harmonica, guitar, string and horn work. The beat is gentle. Helen's voice is squeaky clean. Pop and MOR playlist material.



BLONDIE (Chrysalis 2220)

Denis (2:15) (Bright Tunes -- ASCAP) (N. Levenson)

With this song and its album "Plastic Letters" climbing international charts, 1978 could usher in a breakthrough for this power pop group from Manhattan. The track features recognizable thrashing guitar licks, kick drumming and Deborah's bright vocals.

DEBBY BOONE (WB 8554)

Baby, I'm Yours (2:36) (Blackwood -- BMI) (Van McCoy) This faithful cover of the tune by Barbara Lewis

features a lush arrangement of background singers, strings and a gentle beat. Debby's voice is smooth and complimentary. A likely pop and MOR playlist add.

LISA HARTMAN (Kirshner ZS8 4275)

Nobody Likes Lovin' More Than I Do (3:20) (Warner-Tamerlane/Marsaint — BMI) (A. Toussaint)

In addition to being an actress ("Tabitha"), Lisa is a good singer and the country feel of this bright tune is well-suited to her voice. The beat is upfront. The arrangement simple. Backing vocals strengthen the hook. Pop potential.

GARY WRIGHT (WB 8548)

Something Very Special (3:38) (High Wave/WB -ASCAP) (G. Wright/J. Quinn)

Synthesizer work accounts for most of the music on this track taken from the "Touch And Gone" LP. Drums add bottom; chimes add sparkle. Gary's singing is characteristically strong. Good pop playlist add.

RICK DANKO (Arista 0320)

Java Blues (2:46) (Myomy Music — BMI) (R. Danko/B. Charles)

The Band may be gone but its sound lives on in this single from Danko's new album. Excellent snappy guitar, romping beat and Rick's immediately recognizable vocals make this track dedicated to the coffee shakes a good pop playlist add.

KONGAS (Polydor 14461)

Gimme Some Lovin' (3:39) (Sacem Cerrone/Island - BMI) (S. Winwood/M. Winwood/S. Davis)

Driving conga and drum work characterize this cover of the classic Davis-Winwood tune. Cerrone's production. demands dance floor action. Lead and backing vocals are solid. R&B and pop churner.

PURE PRAIRIE LEAGUE (RCA JH-11260)

Working In The Coal Mine (3:15) (Marsaint -- ASCAP) (A. Toussaint)

This cover version of the Lee Dorsey tune displays tight vocals, well-arranged background instrumentals and the ever-present hook that made this song a hit the first time around. From the forthcoming "Just Fly" album.

CAMEO (Chocolate City/Casablanca CC013) It's Serious (3:20) (Better Days - BMI) (G. Johnson/L.

Blackmon)

It may be serious but it's all for fun. Taken from the "We All Know Who We Are" album, this predominately instrumental track is chock full of funk — ringing guitars, dancin' beat, dashing horns and crowd sounds

GENESIS (Atlantic 3474)

Follow You Follow Me (3:19) (Gelring Ltd./Run It Music BMI) (Rutherford/Banks/Collins)

An unusual percussion texture, synthesizer work and a gentle beat characterize this single taken from the forthcoming "And Then There Were Three" LP. Collins' singing is airy; the chorus floats.

PARLET (Casablanca NB 919)

Pleasure Principle (4:10) (Rick's/Malbiz — BMI) (G. Clinton/R. Ford/B. Worrell)

This very danceable tune was co-written and produced by George Clinton of "Dr. Funkenstein" fame. Strong vocals and a solid hook will make this record a good addition to R&B playlists.

THE O'JAYS (Philadelphia Int'I./CBS)

Use Ta Be My Girl (4:02) (Mighty Three Music — BMI) (K. Gamble/L. Huff)

Taken from the "So Full Of Love" album, this cut has a jazzy Benson-like guitar intro, smooth vocals and harmonies and classy production of strings and horns. Likely R&B and pop chart action.

THE IMPERIALS (Omni/Island OM 5501)

Who's Gonna Love Me (3:40) (All Of A Sudden/Brookside/Ceberg/Piedmont — ASCAP) (A. Davison)

This first release by the Omni label in conjunction with Island features strong percussion and soprano saxophone passages and a cute and simple lyric. The singing is smooth. Dancing is recommended.

LAWRENCE HILTON-JACOBS (ABC 12351)

Fly Away (To My Wonderland) (3:12) (Dozier/Aandika/Blackwood - BMI) (L. Dozier/M. Jackson)

This funk ballad taken from Hilton-Jacobs' recent album features a production of strings and horns and intelligent lyric about escaping the doldrums. Hilton-Jacobs and the backing vocalists are fine.

LARRY GATLIN (Monument 45-249)

Night Time Magic (2:31) (First Generation - BMI) (L.

Gatlin's roots may be country but this single demonstrates his potential pop appeal. The production features sweeping string passages, acoustic guitar work, an arrangement of powerful transitions and Gatlin's strong voice.

BOB JAMES (Tappan Zee/Columbia 3-10715)

Night Crawler (3:31) (B. James & DeShufflin/Wayward ASCAP) (B. James)

This jazz/pop instrumental taken from the successful "Heads" album features excellent horn work and arrangement, tasty bassline and sparkling keyboards. Good addition to pop, jazz and R&B playlists.

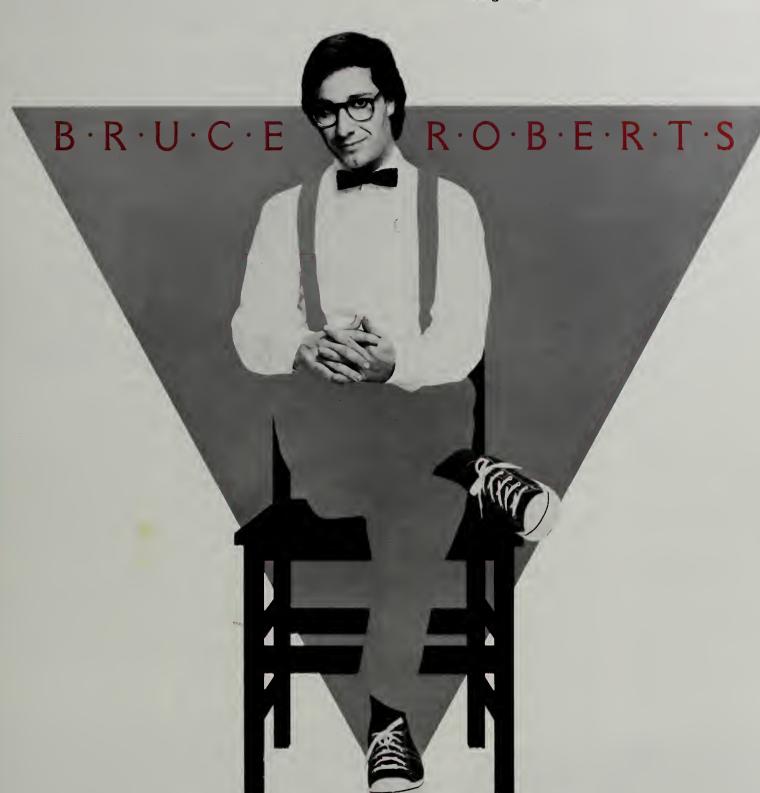
EMMYLOU HARRIS (WB 8553)

Two More Bottles Of Wine (3:08) (ABC-Dunhill — BMI) (D. McClinton)

Emmylou has fun on this track taken from the "Quarter Moon In A Ten Cent Town" album. The arrangement straddles country and pop licks. Boogie-woogie piano and wrangling guitar add spice. Not for imbibers only.

"...near perfect."

Rolling Stone



STARMAKER

Just a little number (E-45455) from BRUCE ROBERTS (7E-1119) on Elektra.





Produced by Tom Dowd

NARM Seminar On Advertising Better Radio, Retail Rapport Needed Presents Basics, Features Film

by Ken Terry

NEW ORLEANS - The advertising seminar at this year's NARM was viewed, along with the merchandising presentation, as a symbol of the convention's growing sophistication. Integrating a professionally produced film with talks by three experts in the fields of radio, print and TV advertising, the seminar was one of the most informative at the convention.

Don Dempsey, vice president of marketing for Columbia Records, started off the proceedings with some remarks about creative advertising. Pointing out that the industry's advertising practices have been enormously improved over the past 20 years, he also noted that "a true function of advertising is to reduce sales cost by increasing number of units sold."

The film which followed highlighted techniques for advertising in each of the three traditional media, as well as how to plan an effective media mix.

In the segment about newspapers, it was observed that record retail ads placed in college publications will often be more cost-efficient than those placed in dailies. Daily newspapers have a short life and aim for too wide an audience, the narrator noted, whereas college papers zero in on record-buying readers. Alternative publications that focus on the lifestyle of readers in the 14-30 age group, such as The Village Voice and The Boston Phoenix. were also cited as good places in which to advertise

Magazines, it was noted, have a longer life than newspapers, but are not the proper medium for advertising that includes price. Some magazines such as TV Guide have local editions where a well-placed record ad could be effective.

'Most Exciting Player'

TV was called "the most exciting player in the media mix," because it has the largest audience and the most immediate impact. It was noted that local TV stations are getting better at producing inexpensive spots for retailers, and several interesting examples of this kind of advertising were

Radio, "the most inescapable medium," is still the place where the product is presented in its purest form, the narrator said. For teens, radio is more than entertainment: It's a way of life. College students, too, are heavy radio listeners. It was suggested that retailers carefully study the formats of local radio stations before they advertise with them, and feature recognizable product in their spots.

Other promotional media mentioned in the presentation included billboards, film

shorts shown at local movie houses, and instore video.

Merchandisers Respond

After the film ended, a panel of record merchandisers discussed individual techniques that have worked for them. On this panel were Buddy Boswell, advertising director of Slebert's Inc.; Joe Bressi, vice president of Camelot Music, Inc.; David Crockett, vice president of Father's and Son's; Richard Greenwald, president of Interestate Record Distributors; Stephen Salsberg, advertising director for Lieberman Enterprises; and Stuart Schwartz, secretary and treasurer of Harmony Hut Stores.

Crockett, speaking on the basis of his experience with Father's and Son's Karma retail chain, supported the use of concert flyers to draw people into stores. He also advocated cross-merchandising records with other kinds of businesses.

Salsberg noted that, since the racks know their own customers best, the manufacturers should allow them to work out media mixes with individual accounts. Similarly, Boswell, pointed out that Siebert's accounts are more attuned to print advertising than are most record advertisers, so that's where most co-op advertising money should go. He added that, in discount stores, the best way to sell records is to lure customers into record departments with eye-catching displays near the door.

Greenwald, whose firm services many accounts in small towns, said that radio ads can be very effective where there is only one strong station in an area. On weekends he also advertises on the sports pages of local newspapers.

Importance Of Frequency

After the film ended, George Burns of

Hampton's New Label **Bows At NARM Meet**

NEW ORLEANS — Lionel Hampton launched his new "Who's Who In Jazz" label with a concert at the 1978 NARM Con-

The concert began with the New Orleans Funeral Marching Band parading through the audience playing "When The Saints Go Marching In." Later, Zoot Sims, Bucky Pizzarelli and Bill Doggett joined Hampton on stage for a jam session. Finally, Al Hirt and his group joined Hamp for a set mixing some old and new jazz tunes.

Bill Titone, Hampton's manager, said the initial Who's Who release consists of 14 LPs from such artists as Woody Herman, Dexter Gordon, Charlie Mingus, Gerry Mulligan and Buddy Rich



ABC HOSTS JAPANESE REPS - ABC Records hosted a luncheon in Los Angeles last week for three international retail representatives from Japan who were in town with 16 retailers from Japan to observe American marketing and sales at the retail level. Shown (Ir) in the **front row** are: Miss Arano, interpreter; K. Inoue, management director of All Japan Record Dealers Union; S. Saito, owner and president, Record Tokushin/Music Report/Cash Box Japan, and M. Hori, vice president, Recordgakki Shinpo. Pictured (I-r) in rear are: Elaine Corlett, vice president, international artist development; Steve Diener, ABC Records president; Helen Pine, vice president, international, marketing services; Jay Morganstern, president ABC publishing and vice president and general manager ABC Records international division.

Stresses NARM Radio Seminar

NEW ORLEANS - Better two-way communication between radio stations and retailers was emphasized at the NARM Radio Seminar chaired by Bob Wilson, publisher of Radio & Records

Craig Scott, vice president of programming for Plough Broadcasting, and Bob Pittman, program director stressed that retailers do not talk to radio stations enough to find out who is influenc-

ing the market.
"Radio stations want to give information, not only receive it," noted Scott. He added, There is a need for credible information from the stores. We trust, but we never really know.

In his opening remarks, Wilson pointed out that retailers have more in common with radio than with manufacturers because they both use music to attract an audience. 'So far our two companion industries have only scratched the surface of what should valuable and long-lasting relationship," he said.

Comparing the radio listener-turnedbuyer. Pittman said that 30-40% of an AOR audience buys records while AM listeners account for roughly 5%. He also said that

looking at top AM stations to make buys is not necessarily wise today because of fragmentation in the market.

According to Wilson, a wider spread of demographics among record buyers today means that there are more kinds of records which retailers must stock.

Pittman said his criteria for adding records is that they must "sound like the station" or have some significant impact. He commented further that the initial thrust of top adds on AOR stations is heavy rotation, then a leveling off like other albums on

Scott, who works with Lee Abrams, said that records must be from stadium-filling acts (app. 80,000 people) before moving into power rotation.

One problem that Pittman pointed out was the large volume of calls and mail regarding where to buy country records. In local record stores, he said, it was often hard for buyers to find the country section and oftentimes the records available were not the same as on the air. According to Pittman, "Stores in general seem to be un-interested in country product." Scott said that his firm recently opened three stations with a black AOR format in Memphis,

NARM 'Creative Merchandising' Panel Suggests Variety Of Techniques

NEW ORLEANS — "Records and tapes are consumed differently than, say, potatoes or shoes," noted Stan Marshall, vice president of sales for Elektra/Asylum, Speaking as the moderator of a panel on Merchandising" at the annual NARM Convention last Tuesday, Marshall pointed out that when consumers run out of potatoes and shoes, they simply go back to the store for replenishment. Because record purchases are not made in this way, he asserted, "creative merchandising" grabs the emotions and fantasies of the customer is indispensable in the record retail business.

What you're doing is creating a total environment to encourage sales, said. "Merchandising is more than posters and scotch tape. We need more point-ofpurchase display, because it works. And we always need more creativity."

Also participating in the panel discussion were: Cletus Anderson, president of the V.I.P. Records chain; Charles Blacksmith, buyer for Round Up Music Distributors: Adam Somers, director of merchandising for Warner Brothers; Bob Reitman, director of merchandising and advertising for A&M; Bud O'Shea, west coast director of marketing for E/P/A; Arnie Orleans, senior vice president of marketing for 20th Century Fox; and Ron Oberman, west coast director of merchandising for Columbia.

Attractive Displays

All the panelists continuously stressed the theme of "attractive" in-store display.

Oberman pointed to the nowestablished conclusion that point-ofpurchase material is a key factor in sales. Calling it the "silent salesman," Oberman noted that not only does POP keep customers in the stores longer, but also encourages them to purchase more records.

Somers suggested that the best merchandising tool at the grass-roots store level is the album jacket itself, because it is "a visual extension of the musical statement" of the artist. Reitman noted that in his experience, concerts are a prime sales motivator, and added that the best customers tend to be those who have just seen a concert. He mentioned the importance of tying displays and in-store play to local musical attractions

Another key area that prompted panel discussion was the increasing use of crossmerchandising. Oberman advised retailers giant supermarket chains, including creative arrangements of items and coupon promotions.

Anderson spoke of the importance of programming in-store play just as radio stations do "Proper in-store play creates impulse sales," he asserted. He noted that on records that don't receive radio airplay, in-store exposure can help fill that void.

A number of retailers expressed interest in continued sharing of merchandising ideas, and Marshall said that such merchandising meetings would be a regular feature at NARM's regional

Scholarships Awarded To Fifteen At NARM

NEW ORLEANS - Fifteen young people received college scholarship awards at the annual NARM Scholarship Award Dinner during last week's convention.

Among the students who received scholarships were: Cynthia Bilous, the Theodore Izenstark Memorial award; Elsa Schoonover, the Elvis Presley Memorial award; Daniel Grindle, the Casablanca Record and Filmworks award; Darby Mullen, the Arnold Berland Memorial award; Michael Taveres, the Henry Hildebrand Memorial award of A&M Records; and Scott Burger, the Leonard Goldenson (ABC Records) award.

Also honored were: Thomas Bennetti, the B'nai B'rith Scholarship of Music and Performing Arts Lodge award; Lori Ninmer, the Jim Croce Memorial award; Janice Nakagami, the Polygram Records Corp. award; Sonia Panchyshn, the Goddard Lieberson Memorial award, Jeanne Palaigos, the CBS Records award; Anna Schoffmann, the Warner Communications award, Craig Kruempel, the Capitol Records award; Patricia Moosbrugger, the Heilicher Family award: and Sean Keelan. the David Knapp Memorial award.

All applicants were either children of regular of associate NARM members, or employees themselves. Each scholarship is \$4,000, or \$1,000 per college year.

The applicants were judged on the basis of academic achievement and financial need by a special scholarship committee. The NARM Board of Directors then approved all choices.

PROMOTION IN MOTION COMPETITION FOR ARB — Audits & Surveys' new TRAC 7 radio ratings service will begin

COMPETITION FOR ARB — Audits & Surveys' new TRAC 7 radio ratings service will begin telephone interviews in the four top radio markets (New York, Chicago, Los Angeles, and Philadelphia) this fall. Within the next 18-20 months, the new syndicated service expects to be operating in the Top 20 national markets.

While TRAC 7 is not seen as an immediate threat to Arbitron, the older service has been taking steps to remedy some problems that might have contributed to the birth of the new

competitor.

Theodore Shaker, president of Arbitron, told New York's new daily, *The Trib*, that the firm is trying to remedy the hyping problem by expanding the measurement period from four week sweeps to 12-week sweeps. Arbitron is testing the new system with two 12-week yearly sweeps in New Orleans and Seattle-Tacoma.

Spokesmen for A&S assert that TRAC 7 has several advantages over Arbitron, including the fact that the results of its telephone interviews with respondents will be coded into a computer directly from a Cathode Ray Tube (CRT). This will save the time and expense of transferring the data from printed ARB questionnaires to a computer. In addition, A&S hopes to provide more demographic and product information than is currently provided by Arbitron.

ON THE STREET — Last Tuesday was "Ellen McIlwaine Day" in Atlanta, by order of Mayor Maynard Jackson. The UA artist, whose debut LP was recently released, was appointed an Honorary Lt. Colonel. Atlanta radio stations, in honor of the occasion, gave the McIlwaine disc its first concentrated exposure . . . CBS Records and WMMS in Cleveland literally jumped for joy at the release of Crack The Sky's new album, "Safety In Numbers." A dozen celebrants bailed out over Ohio at 2,700 feet, at a local skydiving school. They included WMMS djs Jeff Kinzbach and Betty Korvan, and some CBS branch personnel. The members of the band were among the 1,000 spectators who watched the intrepid dozen unfuri a



NOT WIND, NOR SNOW — While heavy snows recently idled many in Milwaukee, the weather did not keep Motown's midwest pop promotion manager, Gregg Dodd from his rounds. Getting around on a snowmobile, Dodd dropped off the new Fresh and Fantacy Hill LPs to Bobbie Bean, music director, and Tom Donovan, program director at WLPX. Pictured (I-r) revving to go are: Donovan; Bean; and Dodd.

In Numbers, CBS and WMMS Buzzards Have Cracked The Sky ... Yeow!" ... WASH-FM in Washington, D.C. will air the 52-hour "History of Rock & Roll" show on April 7 . . . Mary Lou Webb has left Arista to become national director of FM promotion for CTI...Joey Perello, promotion head of Sweet City Records, visits the Big Apple this weekend to ask for his girlfriend's 'hand in marriage.'' Should her old man say no, Joey said he's prepared to take her anyway . . . WWVA will broadcast live auditions for the upcoming Jamoree In The Hills. The 13-week competition will take place at the Jam Session Ballroom in Wheeling, W.Va. The station will air the shows on Saturday nights, following its regular Jamboree U.S.A. program ... Several changes at Warners in New York.

banner reading, "With Total Belief in Safety

Kenny Puvogel moves to northeast regional album promotion, and Michael Symonds, WB's Boston rep, is now doing northeast regional singles. Mike Olivierl, who formerly did both jobs, is now co-managing the Good Rats on Passport . . . Kris Slocum left Sire to become director of national promotion and merchandising at Versatile Records, a New York-based jazz label. Cal Stiles and Bob Craig are doing east and west coast Versatile promotion, respectively . . . Mel (Springtime For Hitler) Brooks kicks off WABC's "\$500,-000 Game" with a few "good words" about NYC. Other scheduled "good word" celebrities include the Bee Gees, Barry Manllow, Paul Anka, and Ed Koch . . . Just when we were getting used to tight formats and superhit radio, promotion people are beginning to perceive a shift back to the old days. "I think we're seeing a general move back to personality in radio," says Arista's Sam Karamanos, echoing the feelings of other national reps.

WLS Promo Seeks Most Popular Rock Songs

CHICAGO — WLS Music radio here is currently compiling a list of the most popular rock songs from 1955 to the present as judged by the station's listeners. To determine which songs and artists will be inducted into the "Rock Hall of Fame." the

station, through a series of newspaper ads and on-air promos, invited listeners to send in a list of their Top 10 favorite rock songs of the past 23 years. The top 500 most popular songs will then be played on WLS during a special weekend.



TRB HITS NYC — Tom Robinson, lead singer/songwriter/bassist for Harvest's Tom Robinson Band, stopped by the WNEW-FM studios in New York recently for an on-the-air interview with WNEW program director Scott Muni that lasted over an hour. Pictured above at the studio after the interview are (I-r): WNEW music director Tom Morrera; Robinson; Muni; and Irwin Sirotta, Capitol's eastern AOR promotion manager.

KROQ Suspends Paid Ads; New Partners Kick In \$3 Mil.

by Joey Berlin

LOS ANGELES — Major changes in station personnel and management have been announced by KROQ-AM (Burbank) and KROQ-FM (Pasadena), a locally owned 24-hour AM/FM combine. The changes follow arrangements calling for the sale of some of the station's long and short term notes, existing or future stock (via options, warrants and pledges) and partnership interests in the station's licensee companies to Progressive Media Group, Ltd., a newly formed California corporation.

Progressive Media is set to pay outgoing principals, optioners and lenders \$3 million in cash and notes as well as making new lines of credit available to the station. This will enable the station, under the leadership of KROQ founder and general manager Gary Bookasta, to initiate and complete programming, personnel and promotion changes. Most prominent of the changes is the unprecedented suspension of all commercials for a period of at least 60 days, beginning April 1.

The suspension of commercials is a promotional tool being used to launch the station's new lineup, promotions and contests. Besides Bookasta's resumption of an active general manager's role, KROQ will bring in former KROQ, KRLA and KMET programmer Shadoe Stevens as a consultant, through Stevens' Big Bucks production company, Paul Huffsteter, KROO's music librarian for nearly two years, has been named music director, and will also serve as special assistant/consultant to Bookasta. Huffsteter, along with KROQ dj Rodney Bingenheimer, is credited by many with helping to establish the "new wave" scene in Los Angeles.

Also taking a new post is former chief engineer Darrell Wampler, who is now both engineering and operations director.

On-Air Lineup

Cindy Paulus, who achieved the station's

STATION

Bill Garcia is out as PD at KNUS, Dallas. How much \$\$\$ will 10Q offer Bob Hamllton of KRTH to move across town to program the Storer outlet?? Steve Scott moves from KOMA, Oklahoma City to KLIF, Dallas to do afternoon drive. Glenn Lambert now doing 6-10 am at KSAN, San Francisco. He had been doing weekends. Vinny Brown, MD at WKND, Hartford, now doing morning drive at WAMO, Pittsburgh.

New AM drive at WZZP, Cleveland is Jack Fitzgerald (from WOKY, Milwaukee). Craig McKee is the new sales manager at WLS, Chicago. Craig comes to WLS from Biair Radio, Minneapolis. Bob Church is the new MD at WORJ, Orlando. Mike McCoy (from WRAQ, Ashville) is now 10 am-2 pm at WANS, Adnerson. Congratulations to our old friend Jon Little who has assumed to PD reins at WISM, Madison. Jon has appointed R.J. Reynolds to his old MD job.

Jerry Kaye is not handling weekend air chores at KLOS, Los Angeles. Jerry was most recently news director at KROQ, Los Angeles. New lineup at WRAP, Norfolk: J.D. Jackson, 6-10 am, PD Barry Mayo, 10 amnoon, Milton Bule, noon-3, Frankle Stewart, 3-7 pm, and Alvin Reazes, 7 pmmidnight. Harris Allen, former PD and MD at WRNW, Westchester, is on the west coast looking for an AOR programming or air gig. Contact him at (213) 787-2642. A

WCOZ Sets Live Show

BOSTON — WCOZ transmitted a live concert from The Rat March 19 as part of its "Boston Beat" series. The Atlantics, a local rock band, are scheduled to perform.

highest ratings ever according to the May-June 1974 Pulse, is returning to KROQ at the 6-10 a.m. slot. Longtime KROQ jock Bob Sala will follow at 10-2 p.m. Jeanne Chappe has had her afternoon drive shift lengthened to 2-7 p.m., and she will be followed by the station's best-known dj, Jimmy Rabbitt, in the 7-12 a.m. shift. Rabbitt, who has many of his own fans as a result of his country-rock band Jimmy Rabbitt & Renegade, will also work Sunday afternoons and will adjust his schedule occasionally to coincide with his concert schedule. New personality Brent Khalen will round out the regular lineup at midnight-6 a.m.

Sundays will feature a variety of regular features, including "Hollywood Night Shift," 7-8 p.m.; Bingenheimer's "Rodney on the Roqs" show, 8-10 p.m.; and the "Young Marquis" hosted by Doc Nemo and friends, 10-midnight.

Promo Plans

New promotion plans to go with the suspension of commercials call for extensive television, billboard and print advertising to publicize the changes and the station's giveaway promotions. The advertising and promotion budgets are estimated at more than a quarter of a million dollars by Bookasta. Prizes will include concert tickets, albums, stereo equipment, clothes and musical outfits. Among the supporters of these promotions are local clothing stores, stereo equipment chains and national corporations.

Bookasta points out that the 60-day commercial-free period may be extended. He also adds that when KROQ returns to commercials they will number only four per hour, at 15 minute intervals, and will never exceed six per hour. "Other stations may be able to outpromote us, or give away more prizes, but they can't touch us when it

(continued on page 41)

BREAKS

special hello to Carla Dean at WKND, Hartford who is celebrating her first anniversary at the station. Also, a special welcome to PD Hal Jackson and WBLS, New York, the newest Cash Box pop reporting station.

Answer to last week's trivia question: The Alice Cooper Band. This week: Who Played the harpsichord intro to the Yardbirds' single "For Your Love?"

Until Next Week . .

scott anderson & ken kirkwood



KELLY TO TEN-Q — Machine Gun Kelly has signed on with L.A. station KTNQ (Ten-Q). Introducing Kelly (I, foreground) on the air is the Real Don Steele (r, foreground).

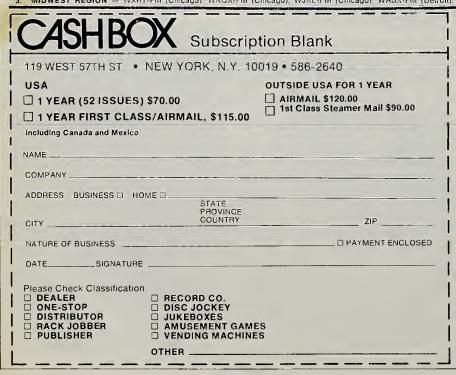
TW	wks	Actv. Reg.	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	3	N	Earth	Jefferson Starship	Grunt	11*	Count On Me, All Nite Long, Love Too Good
2	13	N	Running On Empty	Jackson Browne	Asylum	5	You Love The Thunder, Title
3	2	N	Champagne Jam	ARS	Polydor	63*	Imaginary Lover, Title
4	5	N	Waiting For Columbus	Little Feat	WB	22*	Time Loves A Hero, Feats Don't Fail, Fatman
5	9	Z	Excitable Boy	Warren Zevon	Asylum	34*	Werewolves, Johnny Strikes Up, Title
6	17	N	Slowhand	Eric Clapton	RSO	3	Cocaine, Sally, Peaches, The Core
7	10	N	Infinity	Journey	Columbia	31	Lights, Wheel, Winds Of March
8	3	N	Double Fun	Robert Palmer	Island	57*	Every Kinda People, Overwhelm Me, You're Gonna Get
9	25	N	The Stranger	Billy Joel	Columbia	2	Just The Way, Movin' Out
10	24	Ν	Aja	Steely Dan	ABC	6	Black Cow, Deacon, Home
11	_	N	Son Of A Son Of A Sailor	Jimmy Buffett	ABC		Livingston, Saturday, Cheeseburger, Coast, Cowboy
12	8	N	Point Of Know Return	Kansas	Kirshner	8	Dust, Paradox, Title
13	5	N	Van Halen	Van Halen	WB	43*	You Really Got Me, Ice Cream Man, Race With The Devil
14	4	N	Watch	Manfred Mann	WB	83	Circles, Chicago Institute, California, Mighty Quinn
15	18	N	My Aim Is True	Elvis Costello	Columbia	33	Detectives, Miracle Man, Red Shoes, Mystery Dance
16	8	N	Heaven Help The Fool	Bob Weir	Arista	76	Easy To Slip, Bombs Away, Title
17	16	N	The Grand Illusion	Styx	A&M	10	Sail Away, Fooling Yourself, Miss America
18	19	Z	Out Of The Blue	ELO	Jet	35	Night In The City, Mr. Blue Sky, Sweet Talkin' Woman
19	25	2,3,4	French Kiss	Bob Welch	Capitol	17*	Ebony Eyes, Hot Love, Mystery
20	20	1,2,3,4	Street Survivors	Lynyrd Skynyrd	MCA	26	That Smell, What's Your Name, Got That Right
21	7	1,3,4,5	Starlight Dancer	Kayak	Janus	111	I Want You, Still My Heart, Irene, Title
22	22	Ν	Eddie Money	Eddie Money	Columbia	42*	Two Tickets, Hold On, Jealousy
23	15	1	Bat Out Of Hell	Meat Loaf	Epic	51	Paradise, Words, Two Out Of Three, Title
24	18	N	Foot Loose & Fancy Free	Rod Stewart	WB	13	Hot Legs, You're Insane, Only Joking
25	10	1,2	Saturday Night Fever	Various	RSO	1*	Night Fever, If I Can't Have You, Disco Inferno
26	10	1,3,4	Endless Wire	Gordon Lightfoot	WB	27	Circle Is Small, Daylight Katy
27	4	N	Drastic Plastic	Be-Bop Deluxe	Harvest	91*	Panic In The World, Japan, Electric Language
28	20	1,3	News Of The World	Queen	Elektra	9	It's Late, Spread Your Wings, Champions
29	8	1,3,5	Double Live Gonzo	Ted Nugent	Epic	15	Yank Me, Stranglehold, Cat Scratch
30	.10	1,3,4	Cats On The Coast	Sea Level	Capricorn	48	You're Secret, Storm Warning
31	2	1,2,3,5	The Rutles	The Rutles	WB	98*	Various
32	2	1,2,4,5	A Song For All Seasons	Renaissance	Sire	114*	Opening Out, Northern Lights, Back Home, Title
33	2	N	Fotomaker	Fotomaker	Atlantic	127*	Where Have You Been, The Other Side, Lose At Love
34	4	1,2,3,4	Fresh Fish Special	Robert Gordon	P. Stock	170	Fire, Red Cadillac, Sea Cruise
35	9	N	Weekend in L.A.	George Benson	WB	7*	On Broadway, Greatest Love
36		1,2,3,5	Bring It Back Alive	The Outlaws	Arista	68*	Stick Around, Song For You, Green Grass
37		N	Lonewolf	Michael Murphey	Epic	132*	
38	9	1,3	Watermark	Art Garfunkel	Columbia	24	Wonderful World, Crying, Saturday
39		N	City To City	Gerry Rafferty	UA		Baker Street, Home And Dry, Stealin' Time
40	3	1,3	Head East	Head East	A&M	72*	Open Up The Door, Get Up & Enjoy Yourself

KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY

1. NORTHEAST REGION — WLIR-FM (Long Island), WGRO-FM (Buffalo), WBAB-FM (Long Island), WRNW-FM (Westchester), WOUR-FM (Utica), WAAL-FM (Binghampton), WMMR-FM (Philadelphia), WYSP-FM (Philadelphia), WIOQ-FM (Philadelphia), WYDD-FM (Pittsburgh), WDVE-FM (Pittsburgh), WSAN-FM (Allentown), WCCC-FM (Hartford), WPLR-FM (New Haven), WBCN-FM (Boston), WCOZ-FM (Boston), WBLM-FM (Maine), WHFS-FM

SOUTHEAST REGION — WKLS-FM (Atlanta), WINZ-FM (Miami), WAIV-FM (Jacksonville), WORJ-FM (Orlando), WNOR-FM (Norfolk), WQDR-FM (Raleigh/Durham), WRNO-FM (New Orleans), WKDF-FM (Nashville)
MIDWEST REGION — WXNT-FM (Chicago), WKCX-FM (Chicago), WJKL-FM (Chicago), WADX-FM (Detroit),

WWWW-FM (Detroit), WLAV-FM (Grand Rapids), WMMS-FM (Cleveland), M-105-FM (Cleveland), WLVQ-FM (Columbus), WZMF-FM (Miwaukee), KSHE-FM (St. Louis), KADI-FM (St. Louis), KWKI-FM (Kansas City) CENTRAL REGION — KFWD-FM (Dallas), KZEW-FM (Dallas), KLQL-FM (Houston), KNCN-FM (Corpus Christi), KBPI-FM (Denver), KDKB-FM (Phoenix), KRST-FM (Albuquerque) WESTERN REGION — KLOS-FM (Los Angeles), KWST-FM (Los Angeles), KNX-FM (Los Angeles), KNX-FM (Los Angeles), KNX-FM (San Jose), KOME-FM (San Jose), KSAN-FM (San Francisco), KMEL-FM (San Francisco), KZAM-FM (Seattle), KREM-FM (Spokane), KZEL-FM (Eugene), KINK-FM (Portland)





BRIDGEWATER AT KRE-FM - Elektra/Asylum recording artist Dee Dee Bridgewater dropped in at KRE-FM in San Francisco recently for an on-the-air interview in support of her "Just Family" LP. Pictured (I-r) are: Joe Morrow, E/A jazz/fusion regional marketing coordinator/west coast; Bridgewater; Rob Singleton, program director; Bruce Shindler, E/A local promotion representative/San Francisco, and Dr. Don Mizell, E/A jazz/fusion

general manager.

FM L Ps



CHARLIE Lines Janus (31 stations)

THE PATTI SMITH GROUP Easter



THE JERRY GARCIA BAND Cats Under The Stars Arista (14 stations)



JIMMY BUFFETT Son Of A Son Of A Sailor ABC (11 stations)



THE STRAWBS Deadlines Arista (11 stations)

WLIR-FM — LONG ISLAND — Denis McNamara/Larry Kleinman The Jerry Garcia Band Michael Franks

Charlie Jimmy Buffett Frank Zappa

Airwaves
The Patti Smith Group
The Rocky Horror Pioture Show (film sndtrk)
Wet Willie (live radio edit)
Carole King (hits)
Bill Butord (imp) Bilistroid (mp)
Wings (45)
Henry Gross (45)
Bonnie Tyler (45)
Romie Spector (45)
Elvis Costelio (imp 45)
WBAB-FM — LONG ISLAND — Bernie Bernard

Charile
James Vincent
Hot Tuna
The Strawbs
The Patti Smith Group The Matti Smith Group
Loudon Wamwright III
England Dan and John Ford Coley
Brian Auger and Julie Tippetts
Garriand Joffreys
WJKL-FM — CHICAGO — Tom Marker/Wally Leisering

The Strawbs

Bob Mariey and The Wallers

George Thorogood and The Destroyers

New Grass Revival Benny Goodman Iggy Pop/James Williamson Gil Goldstein Richard Terrance John Kay Brian Eno Brian Eno
British Lions
American Hot Wax (sndtrk)
Eluc Collar (sndtrk)
The Tom Robinson Band (ep)
War (45)
WKQX-FM — CHICAGO — Bob King
British Lions
Mike Finnigan
Waiter Egan
Doucette

Doucette
The Fatti Smith Group
Be-Bop Deluxe

The Hounds
WXRT-FM — CHICAGO — Bob Gelms

lan Dury Stiffs Live Charlie Proctor and Bergman Jimmy Buffett Flora Purim John Kay Immer Sel — Flemish I

John Kay
Immer Sel — Flemish Harpeichord Music
KNX-FM — LOS ANGELES — Michael Sheehy
England Dan and John Ford Coley
Jimmy Buffett
John Hall
Mike Finnigan
Gerry Rafferty
Group With No Name
Bonnie Tyler (45)
Randy Newman (45)
George Benson (45)
KWST-FM — LOS ANGELES — Paul Sullivan
Charlie

38 Specia Wings (45)
KNAC-FM — LONG BEACH — Bill Clay
The Patti Smith Group Charlie Charlie
Garland Jeffreys
Gale Force
28 Special
Budgie
Wings (45)
Bonnie Tyler (45)

WIOQ-FM - PHILADELPHIA - Helen Leicht

WIOQ-FM — PHILADE British Lions Charlie Garland Jeffreys Eilen Mollwaine Gene Cotton Mike Finnigan John Hall The Patti Smith Group The Jerry Garcia Band Wings (45)

WMMR-FM — PHILADELPHIA — Jerry Stevens Country Joe McDonald Charlie

Jimmy Buffett Hot Tuna WYSP-FM — PHILADELPHIA — Stephen Johnson

Jimmy Buffett Yvonne Eiliman The Patti Smith Group Wings (45)
WABX-FM — DETROIT — Joe Krause

The Hutles
Genesis (45)
KMEL-FM — SAN FRANCISCO — Mark Cooper
Maria Muldaur
Mike Finnigan
The Jerry Garcia Band
Wings (45)

Wings (45)
Allen Clarke (45)
KSAN-FM — SAN FRANCISCO — Beverly Wilshire
The Patti Smith Group
John Hall
British Lions Jimmy Buffett
Allen Toussaint
Mike Finnigan
Foot Boy Slim and The Sex Change Band
Elvis Costello (imp)
WHFS-FM — WASHINGTON D.C. — Dave Einstein

WHFS-FM — WASHIN
Garland Jeffreys
Loudon Wainwright III
The Jerry Garcia Band
The Patti Smith Group
Kris Kristofferson
John Kay
Proctor and Bergman
British Lions
Elen McIlwaine
The Amazing Blydhm #

Elen Mchwaine The Amazing Rhythm Aces Frank Zappa Brian Auger and Julie Tippetts Richard Torrance American Hot Wax (sndtrk)

wBCN-FM — BOSTON — John Brodey Garland Joffreys Loudon Wainwright ill The Strawbs

Mike Finnigan

Reggae Sampler
WCOZ-FM — BOSTON — Beverly Mire
Jimmy Buffett
The Atlanta Rhythm Section

The Atlanta Rinythm Section
Wings (45)
The Patti Smith Group
KFWD-FM — DALLAS — Tim Spencer
Brian Auger and Julie Tippetts
Hot Tuna
The Patti Smith Group
The Strawbs
The Jerry Garcia Band
Charlie
Steven T. Steven T Richard Torrance

38 Special Genesis KZEW-FM — DALLAS — Mike Hedges The Patti Smith Group

Gariand Jeffreys LeBlanc and Carr British Lions The Strawbs Mike Finnigan

Hot Tuna KADI-FM — ST. LOUIS — Pete Parisi

Charlie The Patti Smith Group

Wings (45)
WSHE-FM — ST. LOUIS — Ted Habeck

Charlie 38 Special Hot Tuna

Thor WDVE-FM -- PITTSBURGH --- Marcy Posner

The Godz The Atlanta Rhythm Section ELO (45)

Wings (45)
WYDD-FM — PITTSBURGH — Steve Downes/Jack

Robinson Meat Loaf Van Halen Head East

Wings (45)
KLOL-FM — HOUSTON — Sandy Mathis/Jackle

Brian Auger and Julie Tippetts

Charlie Wings (45)

Genesis (45)
WMMS-FM — CLEVELAND — Kld Leo/John Gorman

The Patti Smith Group Charlie Hot Tuna Gerry Rafferty British Lions

The Rutles

WKLS-FM — ATLANTA — Kelth Allen
Michael Murphey

Robert Palmer
WZMF-FM — MILWAUKEE — Joe Santoro/Joe Benson

Bad Boy Gerry Rafferty Flora Purim The Patti Smith Group Blondie Charlie

Charlie KBPI-FM -- DENVER -- Jean Valdez

Andrew Gold KZAM-FM — SEATTLE — Jon Kertzer

The Strawbs Charlie The Jerry Garcia Band John Hall

Henry Gross Paul Parrish Marc Jordan Brian Auger and Julie Tippetts

Woody Shaw WINZ-FM — MIAMI — Dave Souza

Richard Torrance Manfred Mann's Earth Band

Gerry Rafferty

KWKI-FM — KANSAS CITY — Melissa Levine

Charlie

KSJO-FM - SAN JOSE - Paul Wells

The Pattl Smith Group
The Pattl Smith Group
The Jerry Garcia Band
Frank Zappa
British Lions
Charlie
John Kay
Budgie
The Other Side
The Michael Murphey Band
The Sutherland Brothers
Tower Of Power
Richard Torrance
Hot Tuna

Hot Tuna Garland Jeffreys

Gariand Gerreys
Elvis Costello (imp)
KOME-FM — SAN JOSE — Dana Jang
lan Dury
George Benson

KDKB-FM — PHOENIX — Hank Cookenboo

Be-Bop Deluxe
The Tubes
Robert Gordon w/ Link Wray

Wings (45) Bonnie Tyler (45) Eddie Money (45)

Bonnie Tyler (45)
Eddie Money (45)
WRNO-FM — NEW ORLEANS — Sam Roberts
Robert Gordon w/Link Wray
Mike Pinera
Chuck Mangione
Waylon Jennings and Willie Nelson
Head East
KINK-FM — PORTLAND — Mike Balley
John Kay
John Hall
Brian Auger and Julie Tippetts
Maria Muldaur
Rubicon (45)

Rubicon (45)
WLVO-FM — COLUMBUS — Tom Teuber/Steve Runner
George Benson

George Benson Charlie The Patti Smith Group Walter Egan The Rutles

Wings (45)
WNOR-FM --- NORFOLK --- Ron Reger

Walter Egan KZEL-FM — EUGENE — Stan Garrett

British Lions The Strawbs 38 Special Smokey Robinson The Jerry Garcia Band

Proctor and Bergman The Atlanta Rhythm Section Charlie Dirk Hamilton Dirk Hamilton
Brian Auger and Julie Tippetts
Henry Gross
WKDF-FM — NASHVILLE — Jack Crawlord
England Dan and John Ford Coley
Walter Egan
Be-Bop Deluxe
Fottomaker Fotomaker Fotomaker Jimmy Buffett WCCC-FM — HARTFORD — Bill Nosal John Hall Jimmy Buffett Michael Franks Maria Muldaur Renaissance Elvis Costello (imp) Wings (45)

Bonnie Tyler (45)
WAIV-FM — JACKSONVILLE — Jamle Brooks/Charlle

Brown 38 Special Charlie Charles
The Curtiss Wills Band (tape)
WSAN-FM — ALLENTOWN — Rick Harvey
The Strawbs
The Patti Smith Group

38 Special Ellen McIlwaine

The Jerry Garcia Band Charlie Walter Egan Wha-Koo Tuff Darts

Elvis Costello (imp) WORJ-FM — ORLANDO — Bill McGathy

Meat Loaf Head East Wings (45) Genesis (45) Elton John (45)

KCKN-FM — CORPUS CHRISTI — Mando Camina Jimmy Buffett Michael Franks

Kris Kristofferson Nigel Olsson Jimmie Mack Renaissance

Charlie KHEM-FM — SPOKANE — Don Adalr

Head East Jimmy Buffett Fotomaker Renaissance Michael Franks

The Patti Smith Group
Brian Auger and Julie Tippetts
Hotel (45)

Wings (45)

WGRO-FM - BUFFALO - John Velchoff The Patti Smith Group British Lions Gerry Rafferty

Charlie Elvis Costello (imp)
WLAV-FM — GRAND RAPIDS — Doc Donovan
Marc Jordan
Lou Reed Jimmie Mack John Hall Michael Franks

38 Special Maria Muldaur

The Strawbs
The Patti Smith Group
American Hot Wax (sndtrk)
WOUR-FM — UTICA — Tom Starr Dragon Marc Jordan

Marc Jordan
The Rutles
The Patti Smith Group
The Jerry Garcia Band
Joe Sample
Coryell/Catherine
Gerry Rafferty
Bonnie Tyler (45)
The Patti Smith Group (45)
WODR-FM — RALEIGH/DURHAM — Chris Miller
Pagaiseance

Renaissance

Charlie Mike Finnigan Allen Toussaint

REGIONAL PROGRAMING GUIDE

wtry — Albany/troy — Jeff Ryan, MD — Pick: Wings
1-1 — Barry Manilow. JUMPS: 29 To 24 — Styx, 27 To 18 — Natalie Cole, 21 To 9 — KC & The Sunshine Band, 16 To 12 — David Gates, 8 To 5 — Eric Clapton, Ex To 30 — Flack/Hathaway, Ex To 29 — Parliament, Ex To 28 — E,W&F. ADDS: Wings, Trammps, Chicago, Chuck Mangione, Angel, Sweet

WGUY — BANGOR — MARK LAWRENCE, MD — PICK: BOB WELCH
1-1 — Bee Gees, Fever, JUMPS: 30 To 25 — Atlanta Rhythm Section, 27 To 22 — LeBlanc & Carr, 21 To
16 — Bob Welch, Ex To 30 — Wings, Ex To 29 — Flack/Hathaway, Ex To 28 — Warren Zevon, Ex To 27 —
KC & The Sunshine Band. ADDS: Travolta/John

WRKO — BOSTON — RICH WOODWARD, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — Billy Joel, 29 To 24 — England Dan & J.F. Coley, 28 To 22 — Jefferson Starship, 25 To 21 — ELO, 26 To 19 — Natalie Cole, 21 To 16 — Andrew Gold, 20 To 17 — Heatwave, 19 To 15 — Jackson Browne, 14 To 11 — Raydio, 12 To 6 — Yvonne Elliman, To 4 — Bob Welch, Ex To 30 — Player, Ex To 29 — Wings, Ex To 28 — Flack/Hathaway, Ex To 26 — Tavares. ADDS: David Gates. Styx, Atlanta Rhythm Section, Trammps, Wet Willie

WVBF — BOSTON — CHARLIE FERNANDEZ, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 20 To 12 — Raydio, 19 To 13 — Jackson Browne, 17 To 7 — Bot Welch, 16 To 10 — Yvonne Elliman, Ex To 30 — Meat Loag, Ex To 29 — Heatwave, Ex To 28 — Natalie Cole, Ex To 27 — LeBlanc & Carr, Ex To 26 — ELO, Ex To 21 — Andrew Gold. ADDS: England Dan & J.F.

WICC — BRIDGEPORT — GREG LOEHR, MD — PICK: GEORGE BENSON
1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Andrew Gold, 27 To 23 — Raydio, 25 To 21 — Jefferson Starship, 23 To 18 — Yvonne Elliman, 18 To 14 — Tavares, 13 To 7 — Billy Joel — New, 9 To 5 — Eric Clapton, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Trammps, Ex To 27 — Chuck Mangione, Ex To 20 — Wings. ADDS: George Benson, Dolly Parton, Flack/Hathaway, Warren Zevon

WKBW -- BUFFALO --- JON SUMMERS, MD -- PICK: NONE

1-1 — Barry Manilow, JUMPS: 30 To 26 — Heatwave, 24 To 20 — Styx, 22 To 18 — Carpenters, 17 To 12 — Raydio, 7 To 5 — Paul Davis, Ex To 30 — Jefferson Starship, Ex To 28 — ELO, Ex To 27 — Player, Ex To 23 — Andrew Gold. ADDS: Wings, Bonnie Tyler, Atlanta Rhythm Section, Angel

WDRC — HARTFORD — JIM ENGLISH, MD — PICK: TRAVOLTA/JOHN
1-1 — Andy Gibb. JUMPS: 29 To 22 — Yvonne Elliman, 23 To 14 — Raydio, 22 To 15 — ELO, Ex To 30 — Jefferson Starship, Ex To 29 — England Dan & J.F. Coley, Ex To 28 — Jackson Browne. ADDS: Travolta/John, Natalie Cole, Billy Joel, Wings

WBLI — LONG ISLAND — MIKE SCALZI, MD — PICKS: MATHIS/WILLIAMS
1-1 — Bee Gees — Fever. JUMPS: 31 To 26 — Jefferson Starship, 29 To 24 — David Gates, 28 To 23 —
Atlanta Rhythm Section, 26 To 20 — Raydio, 24 To 19 — Andrew Gold, 8 To 2 — Yvonne Elliman. ADDS:
Mathis/Williams, Player, Rubicon

WAVZ — NEW HAVEN — CURT HANSON, MD — PICK: NONE
1-1 — Barry Manilow. JUMPS: 36 To 30 — Gordon Lightfoot, 32 To 22 — Mathis/Williams, 30 To 26 — David Gates, 27 To 19 — ELO, 20 To 13 — Styx, 19 To 10 — Trammps, 10 To 6 — Jefferson Starship. ADDS: 28 — George Benson, 27 — Bob Welch

WABC — NEW YORK — SONIA JONES, MD — PICK: NONE
1-1 — Bee Gees — Alive. JUMPS: 29 To 14 — Jay Ferguson, 25 To 10 — Yvonne Elliman, 24 To 19 — Paul Davis, 14 To 11 — Natalie Cole, 7 To 4 — Barry Manilow. ADDS: 39 — David Gates, 36 — Heatwave, 32 — Jackson Browne, 23 — Kansas

99X — NEW YORK — RORY MYZAL, MD — PICK: NONE
1-1 — Bee Gees — Alive, JUMPS: 32 To 20 — Player, 30 To 24 — Bob Welch, 29 To 25 — Paul Davis, 27 To 14 — Natalie Cole, 24 To 20 — Kansas, 23 To 21 — Jay Ferguson, 21 To 17 — Rod Stewart, 19 To 9 — Billy Joel, 17 To 13 — E,W&F, 15 To 8 — Yvonne Elliman. ADDS: 34 — Peter Brown, 33 — Flack/Hathaway, 32 — Billy Joel, 29 — Travolta/John

WFIL — PHILADELPHIA — JAY COOK, PD — PICK: NONE
2-1 — Barry Manilow. JUMPS: 19 To 13 — Kansas, 16 To 12 — Yvonne Elliman, 13 To 7 — England Da & J.F. Coley, 4 To 2 — Bee Gees — Fever, Ex To 20 — Bee Gees — More. ADDS: Flack/Hathaway, Travolta/John

WIFI — PHILADELPHIA — JEFF ROBINS, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 30 To 22 — Parliament, 29 To 23 — Lou Rawis, 25 To 18 — Raydio, 24
To 17 — Jackson Browne, 23 To 15 — David Gates, 16 To 11 — Natalie Cole, 15 To 10 — Yvonne Elliman,
9 To 6 — Eric Clapton. ADDS: 30 — Wings, 28 — England Dan & J.F. Coley, 27 — Player, 26 — Jefferson
Starship, 25 — Flack/Hathaway, 24 — Bee Gees/Tavares

WPRO-FM — PROVIDENCE — GARY BERKOWITZ, MD — PICK: TRAVOLTA/JOHN

1-1 — Bee Gees — Alive. JUMPS: 29 To 24 — Jackson Browne, 28 To 22 — David Gates, 26 To 20 — ELO, 25 To 17 — Tavares, 21 To 16 — Rita Coolidge, 17 To 11 — Raydio, 12 To 7 — Barry Manilow, Ex To 29 — Travolta/Johns To 29 — Andrew Gold, Ex To 27 — Styx, Ex To 26 — Lou Rawls, Ex To 25 — Tramples, ADDS: Sweet Publican Chicago, Flagdy Hataway Trammps. ADDS: Sweet, Rubicon, Chicago, Flack/Hataway

WBBF — ROCHESTER — TOM NAST, MD — PICK: WINGS
1-1 — Natalie Cole. JUMPS: 28 To 23 — Jefferson Starship, 19 To 13 — ELO, 14 To 11 — Jackson Browne, 13 To 9 — Barry Manilow, 11 To 6 — Yvonne Eiliman. ADDS: Wings, Billy Joel

WTLB — UTICA JIM RIETZ, MD — PICK: TRAVOLTA/JOHN
1-1 — Bee Gees, Fever. JUMPS: 29 To 25 — Andrew Gold, 28 To 19 — Parliament, 26 To 22 — Kiss, 25 To 20 — ELO, 23 To 17 — KC & The Sunshine Band, 21 To 10 — Yvonne Elliman, 20 To 11 — England Dan & J.F. Coley, 13 To 9 — David Gates, 8 To 5 — Raydio, 6 To 3 — Kansas, Ex To 30 — Jefferson Starship, Ex To 29 — Styx, Ex To 28 — Billy Joel. ADDS: Wings, Travolta/John, Dolly Parton

southeast

WANS — ANDERSON — BILL McCOWN, PD — PICK: BONNIE TYLER

1-1 — Eric Clapton. JUMPS: 30 To 26 — Michael Zager, 27 To 22 — Chuck Mangione, 24 To 20 — KC & The Sunshine Band, 23 To 18 — England Dan & J.F. Coley, 21 To 17 — Rubicon, 20 To 16 — Gene Cotton, 18To 13 — Jackson Browne, 17 To 10 — Yvonne Elliman, 14 To 7 — Flack/Hathaway, 12 To 8 — Bob Welch, 11 To 6 — Parliament, 81 To 6 — Parliament, 81 To 5 — Rod Stewart, Ex To 32 — Styx, Ex To 31 — Warren Zevon, Ex To 30 — Jefferson Starship. ADDS: 29 — Bee Gees — More, Travolta/John, Wings, Steely Dan, Bonnie Tyler

WRFC — ATHENS — KELLY McCOY, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 19 To 14 — Rubicon, 15 To 10 — Rod Stewart, 14 To 8 — Atlanta Rhythm Section, 12 To 6 — Andrew Gold, 8 To 5 — Yvonne Elliman, 7 To 4 — Chuck Mangione, Ex To 35 — Barry White, Ex To 34 — Enchantment, Ex To 33 — Bob Weir, Ex To 32 — George Benson. ADDS: Travolta/John, Wings, Bonnie Tyler, Eruption, Hotel

Z-93 — ATLANTA — DALE O'BRIEN, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 20 To 17 — ELO, 19 To 16 — Bob Welch, 18 To 15 — Jay Ferguson, 17 To 13 — ARS, 16 To 12 — Jackson Browne, Ex To 30 — Rubicon, Ex To 29 — Carpenters. ADDS: Travolta/John, George Benson

WQXI — ATLANTA — RHETT WALKER, MD — PICK: NONE:
1-1 — Bee Gees — Fever. JUMPS: 26 To 19 — England Dan & J.F. Coley, 25 To 18 — Parliament, 23 To
17 — ELO, 21 To 16 — Roberta Flack, 13 To 8 — Yvonne Elliman, Ex To 29 — Styx, Ex To 25 — Gene
Cotton. ADDS: George Benson, Shaun Cassidy, Rubicon Mathis/Williams, Player

WBBQ — AUGUSTA — BRUCE STEVENS, MD — PICK: TRAVOLTA/JOHN
2-1 — Heatwave. JUMPS: 30 To 24 — Sea Level, 29 To 19 — Warren Zevon, 24 To 18 — Andrew Gold, 22
To 14 — Bob Welch, 19 To 13 — Kansas, 15 To 11 — Yvonne Elliman, Ex To 30 — Rubicon, Ex To 29 —
Eddle Money, Ex To 28 — Bob Wier, Ex To 27 — Flack/Hathaway. ADDS: Travolta/John, Trammps, Wings, Steely Dan, Deacon, Elvis Presley — LP

WCAO - BALTIMORE - ALAN SMITH, MD - PICK: WINGS

1-1 --- Bee Gees --- Fever. JUMPS: 27 To 19 --- Flack/Hathaway, 25 To 18 --- Player, 22 To 17 --- Jackson Browne, 19 To 10 --- Yvonne Elliman, 5 To 2 --- Raydio, Ex To 30 --- Trammps, Ex To 29 --- Michael Zager, Ex To 28 --- Parliament, Ex To 26 --- Rubicon. ADDS: Wings, Travolta/John, Warren Zevon, Chuck

WERC — BIRMINGHAM — WALT BROWN, MD — PICK: WARREN ZEVON
1-1 — Andy Gibb. JUMPS: 29 To 20 — Hotel, 28 To 17 — Parliament, 26 To 19 — Flack/Hathaway. 15 To
11 — Bob Welch, 12 To 8 — Yvonne Elliman, 11 To 7 — Natalie Cole, 6 To 3 — Kansas, Ex To 31 —
Warren Zevon, Ex To 30 — Atlanta Rhythm Section, Ex To 28 — Paul Simon, Ex To 26 — Wet Willie. ADDS: Shaun Cassidy

WKXX-106 — BIRMINGHAM — STEVE DAVIS, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 27 To 22 — Flack/Hathaway, 20 To 15 — Hotel, Ex To 28 — Robert
Palmer. Ex To 27 — Jefferson Starship. ADDS: Eddie Money, Wet Willie, Wings, Bill La Bounty, George

WAYS — CHARLOTTE — SCOTT SLADE, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 24 To 14 — Flack/Hathaway, 18 To 10 — Chuck Mangione, 13 To 9 — Jay Ferguson, 15 To 7 — Kansas, 6 To 2 — Natalie Cole, Ex To 31 — Dolly Parton, Ex To 28 — Styx, Ex To 26 — Yvonne Elliman. ADDS: Parliament, Wings

WMFJ — DAYTONA BEACH — JOHN SCOTT, MD — PICK: NONE
2-1 — Cazz. JUMPS: 26 To 20 — Tavares, 35 To 29 — Rod Stewart, 33 To 28 — Atlanta Rhythm Section,
31 To 26 — Starz, 30 To 25 — Alan Clarke, 28 To 22 — Eruption, 27 To 23 — Michael Zager, 25 To 19 —
Chuck Mangione, 24 To 20 — Brooklyn Dreams, 22 To 17 — Flack/Hathaway, 21 To 16 — Andrew Gold,
18 To 14 — Mesa, 16 To 12 — Jackson Browne, 13 To 9 — England Dan & J.F. Coley, 12 To 8 — Barry
Manilow, 8 To 5 — Lou Rawls, 5 To 2 — Kansas, Ex To 35 — Juice Newton, Ex To 34 — Eddie Money, Ex
To 33 — Fotomaker, Ex To 32 — ELO. ADDS: Wings, Warren Zevon, Raydio, Helen Reddy

WFLB — FAYETTEVILLE — LARRY CANNON, MD — PICK: TRAVOLTA/JOHN
1-1 — Barry Manilow. JUMPS: 32 To 27 — Chuck Mangione, 29 To 24 — Barry White, 27 To 23 — Jackson Browne, 21 To 16 — Bob Welch, 20 To 15 — Sweet, 13 To 9 — Kansas, 7 To 4 — Flack/Hathaway, Ex To 35 — George Benson, Ex To 34 — Jefferson Starship, Ex To 33 — Wings. ADDS: Travolta/John, Warren Zevon, Kiss

WSGV — GUNTERSVILLE — KERRY JACKSON, MD — PICKS: KARLA BONOFF, STEELY DAN 3-1—David Gates. JUMPS: 32 To 26 — Jefferson Starship, 30 To 25 — Player, 26 To 21 — Bob Welch, 18 To 15 — Atlanta Rhythm Section, 13 To 10 — Rubicon, Ex To 34 — Warren Zevon, Ex To 33 — Robert Palmer, Ex To 32 — George Benson, Ex To 31 — Eddie Money, Ex To 30 — Wings. ADDS: Dolly Parton, Travolta/John, Barry White

WAPE -- JACKSONVILLE -- PAUL SEBASTIAN, MD -- PICK: WARREN ZEVON
1-1 -- Bee Gees -- Fever. JUMPS: 21 To 18 -- Jackson Browne, 20 To 16 -- Trammps, 16 To 11 -- Heatwave, 6 To 4 -- Barry Manilow. ADDS: Warren Zevon

KAAY — LITTLE ROCK — DAVE HAMILTON, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 20 To 16 — Yvonne Elliman, 18 To 14 — Natalie Cole, 17 To 10 — Bob Welch, 13 To 8 — LeBlanc & Carr. ADDS: 20 — England Dan & J.F. Coley, 19 — ELO, 18 — Jackson Browne, 17 — David Gates

WQAM — MIAMI — DECKY TORREZ, MD — PICK: GEORGE BENSON
1-1 — Bee Gees — Fever. JUMPS: 37 To 33 — David Gates, 31 To 26 — Yvonne Elliman, 32 To 25 — Lou
Rawls, 28 To 23 — Trammps, 13 To 9 — Natalie Cole, 11 To 6 — Heatwave. ADDS: 39 — George Benson. 40 - Andrew Gold

Y100 — MIAMI — COLLENE CASSIDY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 28 To 23 — Eric Clapton, 26 To 21 — George Benson, 24 To 18 — Bob Welch, 14 To 10 — Kansas, 11 To 6 — Yvonne Elliman. ADDS: 30 — Wings, 29 — Travolta/John, 26 — David Gates, 24 — Michael Zager

96-X — MIAMI — JACK FORSYTH, MD — PICK: NONE 2-1 — Bee Gees — Fever. JUMPS: 28 To 20 — Lou Rawls, 17 To 12 — Yonne Elliman, 12 To 4 — Michael Zager. ADDS: 30 — Wings, 29 — Rubicon, 27 — Jefferson Starship, 26 — George Benson

WLAC --- NASHVILLE -- EVA WOOD, MD --- PICK: NONE
1-1 --- Bee Gees --- Fever. JUMPS: 40 To 34 --- KC & The Sunshine Band, 39 To 33 --- Andrew Gold, 27 To
20 --- Gene Cotton, 28 To 18 --- Flack/Hathaway, 29 To 17 --- Steely Dan, 17 To 12 --- Parliament, 15 To 9
--- Lou Rawls, 10 To 5 --- Raydio. ADDS: Rubicon, Styx, Sweet

WMAK — NASHVILLE — COYOTE McCLOUD, MD — PICK: NONE
3-1 — Bee Gees — Fever. JUMPS: 28 To 21 — Natalie Cole, 23 To 19 — Raydio, 24 To 17 — Jackson Browne, 22 To 18 — Gene Cotton, 20 To 16 — England Dan & J.F. Coley, 18 To 14 — Yvonne Elliman, 13 To 7 — Rod Stewart. ADDS: Wings

BJ105 — ORLANDO — BARRY LONG, MD — PICK: ALAN CLARKE
2-1 — Bee Gees — Fever, JUMPS: 40 To 30 — E,W&F, 39 To 33 — Atlanta Rhythm Section, 38 To 32 —
Jefferson Starship, 37 To 31 — Andrew Gold, 31 To 26 — Jackson Browne, 30 To 24 — Tavares, 28 To 23
— Gene Cotton, 24 To 17 — Lou Rawls, 22 To 9 — Sweet, 12 To 6 — LeBlanc & Carr. ADDS: 40 — Alan Clarke, 39 — Yvonne Elliman, 38 — Wings, 37 — Flack/Hathaway, 36 — Travolta/John

WKIX — RALEIGH — RON McKAY, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 28 To 20 — Raydio, 27 To 23 — Jackson Browne, 25 To 16 — Flack/Hathaway, 21 To 17 — Lou Rawls, 17 To 13 — Parliament, 8 To 5 — Kansas, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 27 — Stargard. ADDS: ELO, Chuck Mangione, Pilife Lock

Q-94 — RICHMOND — TIM WATTS, MD — PICK: BILLY JOEL
1-1 — Eric Clapton. JUMPS: 27To 21 — Raydio, 25To 20 — Yvonne Elliman, 22To 18 — England Dan &
J.F. Coley, 21To 17 — Natalie Cole, 18 To 14 — David Gates, 15 To 11 — LeBlanc & Carr, 13 To 9 —
Abba, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 26 — Parliament

WLEE — RICHMOND — KEN CURTIS, MD — PICK: WINGS 1-1 — Barry Manilow. JUMPS: 30 To 27 — Gene Cotton, 29 To 25 — Dolly Parton, 28 To 22 — George Benson, 24 To 20 — Bee Gees — More, 23 To 18 — England Dan & J.F. Coley, 22 To 15 — Raydio, 21 To 12 — Yvonne Elliman, 18 To 13 — Andrew Gold, 11 To 4 — Natalie Cole. ADDS: 30 — Wings, 28 — Lou Rawls, 24 — ELO, 21 — Flack/Hathaway

WSGA — SAVANNAH — BRADY McGRAW/JIM LEWIS, CO-MDs — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 24 To 20 — Rod Stewart, 20 To 13 — Parliament, 16 To 11 — Yvonne Elliman. ADDS: Jefferson Starship, Wings, Travolta/John

98-Q — VIDALIA — COWBOY BOB, MD — PICK: PARLIAMENT
1-1 — Bee Gees — Fever, JUMPS: 34 To 28 — E,W&F, 32 To 27 — Warren Zevon, 31 To 26 — Barbara Mandrell, 29 To 23 — Styx, 20 To 16 — Rod Stewart, 19 To 15 — Andrew Gold, 18 To 14 — Yvonne Elliman, 17 To 13 — Sea Level, 16 To 12 — Rubicon, 14 To 10 — Little River Band, 13 To 8 — Bob Welch, Ex To 35 — Eruption, Ex To 34 — Bill LaBounty, Ex To 32 — Eddie Money, Ex To 31 — Jefferson Starship. ADDS: 30 — Parliament, 29 — Bee Gees — More, Dolly Parton, Bob Weir, Barry White

WPGC — WASHINGTON — JIM ELLIOT, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 27 To 22 — England Dan & J.F. Coley, 23 To 15 — Andrew Gold, 22 To 18 — Jackson Browne, 18 To 13 — Bee Gees — More, 14 To 8 — Yvonne Elliman, 7 To 5 — Flack/Hathaway, Ex To 30 — Atlanta Rhythm Section, Ex To 29 — Jefferson Starship, Ex To 26 — Wings. ADDS: Trammps, Travolta/John

WAIR — WINSTON/SALEM — STEVE NORRIS, MD — PICK: NONE
5-1 — Yvonne Elliman. JUMPS: 39 To 34 — Carpenters, 35 To 29 — Eddie Money, 31 To 28 — E,W&F, 30
To 25 — Chuck Mangione, 28 To 24 — Kiss, 27 To 23 — Hotel, 26 To 22 — Gordon Lightfoot, 25 To 21 —
England Dan & J.F. Coley, 24 To 19 — Parliament, 23 To 17 — Moonlighters, 21 To 16 — Sweet, 20 To 15
— Andrew Gold, 19 To 11 — Natalie Cole, 17 To 9 — Flack/Hathaway, 7 To 3 — Commodores, Ex To 40
— Mary MacGregor, Ex To 39 — George Benson, Ex To 38 — Robert Palmer, Ex To 36 — Wings, Ex To
33 — Starz, Ex To 31 — Bob Weir. ADDS: Warren Zevon, Tavares, Billy Joel, Bonnie Tyler,
Travolta/John

southwest

Z97 - FT. WORTH - GARY MARK, MD - PICK: NONE

(continued on page 29)

SECIONAL PROGRAMING GUIDE

(continued from page 28)

-1 — Bee Gees — Fever, JUMPS: 20 To 14 — David Gates, 15 To 11 — England Dan & J.F. Coley, 9 To 5 - ELO, Ex To 28 — Samantha Sang, Ex To 26 — Linda Ronstadt, Ex To 19 — Andrew Gold

KLIF — DALLAS — NICK ALEXANDER, MD — PICK: NONE
1-1 — Bee Gees — Fever, JUMPS: 25 To 22 — Natalie Cole, 22 To 19 — Gene Cotton, 21 To 18 — Yvonne Elliman, 20 To 17 — Jackson Browne, 19 To 16 — David Gates, 18 To 15 — Bob Welch, 16 To 12 — Chuck Mangione, 14 To 10 — Jay Ferguson, 11 To 7 — England Dan & J.F. Coley, 10 To 5 — Kansas, Ex To 30 — Rubicon, Ex To 29 — Jefferson Starship, Ex To 28 — Flack/Hathaway, 27 — Styx. ADDS: Player, Travolta/John, Warren Zeven

KELP — EL PASO — TIM PAGE, MD — PICK: WINGS
2-1 — Bee Gees — Fever, JUMPS: 25 To 22 — Gordon Lightfoot, 23 To 19 — ELO, 22 To 18 — Atlanta Rhythm Section, 21 To 17 — Jackson Browne, 20 To 16 — Bob Welch, 19 To 15 — Enchantment, 17 To 14 — Waylon & Willie, 14 To 5 — England Dan & J.F. Coley, Ex To 24 — Andrew Gold, Ex To 23 — Natalie Cole, Ex To 20 — Yvonne Elliman, ADDS: 25 — Wings, Jefferson Starship, Barry Manilow, Fotomaker

KINT — EL PASO — RICH WOOD, MD — PICK: NONE 2-1 — Bee Gees — Fever. JUMPS: 29 To 24 — Styx, 22 To 17 — ELO, 20 To 16 — Jackson Browne, 14 To 10 — Bob Welch, 9 To 6 — Kansas, Ex To 28 — Raydio, Ex To 27 — Bee Gees — More. ADDS: 30 —

KILT — HOUSTON — BILL YOUNG, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 40 To 31 — Bee Gees — More, 38 To 26 — Heatwave, 37 To 28 — Jay
Ferguson, 33 To 19 — Bob Welch, 28 To 18 — Warren Zevon, 26 To 20 — Crystal Gayle, 23 To 14 — Rod
Stewart, 17 To 11 — Jackson Browne, 11 To 6 — Andrew Gold, 9 To 4 — Barry Manilow, Ex To 40 —
Jefferson Starship, Ex To 33 — Wings, Ex To 29 — Yvonne Elliman. ADDS: Travolta/John, Gene Cotton,
Billy Joel, Chuck Mangione

KRBE — HOUSTON — CLAY GISH, PD — PICK: PETER BROWN
1-1 — Bee Gees — Fever. JUMPS: 30 To 27 — Tavares, 27 To 23 — Warren Zevon, 26 To 23 — England Dan & J.F. Coley, 19 To 16 — Crystal Gayle, 18 To 12 — Rod Stewart, 14 To 11 — Jackson Browne, 11 To 8 — Andrew Gold, 9 To 6 — Barry Manilow. ADDS: 28 — Wings, 26 — Parliament, Peter Brown

WHBQ — MEMPHIS — HARRIETTE LAPIDES, MD — PICK: NONE
3-1 — Parliament, JUMPS: 30 To 21 — Yvonne Elifman, 24 To 22 — KC & The Sunshine Band, 21 To 18
— England Dan & J.F. Coley, 20 To 13 — L.T.D., 15 To 12 — Rod Stewart, 13 To 11 — Trammps, 6 To 4 —
Eric Clapton, 4 To 2 — Bee Gees — Fever, ADDS: 27 — Ashford & Simpson, Travolta/John, Kansas

WNOE — NEW ORLEANS — MARC SUMMERS, MD — PICK: NONE

1-1 — Bee Gees — Fever, JUMPS: 36 To 32 — Dolly Parton, 33 To 28 — Andrew Gold, 32 To 29 —
Jefferson Starship, 31 To 27 — Bob Welch, 29 To 25 — Edole Money, 28 To 24 — Jackson Browne, 25 To
22 — Stargard, 21 To 18 — Eric Clapton, 19 To 14 — Yvonne Elliman, 18 To 15 — Kansas, 13 To 9 —
Tranmps, Ex To 38 — Travis Womack, Ex To 37 — Sea Level. ADDS: Warren Zevon, Odyssey — New, Don Brown, Doucette, Travolta/John

WTIX — NEW ORLEANS — MARTY MAXWELL, MD — PICK: NONE
6-1 — Heatwave, JUMPS: 38 To 31 — Player, 34 To 23 — Flack/Hathaway, 33 To 21 — David Gates, 29
To 19 — Raydio, 23 To 15 — Paul Davis, 17 To 13 — Jackson Browne, ADDS: 40 — Bunny Sigler, 39 —
Bonnie Tyler/Juice Newton, 38 — Alan Clarke, 37 — ARS, 36 — Sea Level, 35 — Chuck Mangione, 34 —

WKY — OKLAHOMA CITY — SAMMY JONES, MD — PICK: ATLANTA RHYTHM SECTION
1-1 — Bee Gees — Fever, JUMPS: 19 To 15 — David Gates, 13 To 9 — Bob Welch, 11 To 8 — Raydio, 10
To 7 — Kansas, 6 To 2 — Barry Manilow, Ex To 20 — England Dan & J.F. Coley, Ex To 19 — Natalie Cole, ADDS: Atlanta Rhythm Section

KSLQ — ST. LOUIS — SHERRY TOENNIES, MD — PICK: NONE
2-1 — Bee Gees — Fever, JUMPS: 34 To 30 — Wings, 33 To 29 — Ted Nugent, 32 To 28 — Parliament,
31 To 25 — Lou Rawis, 29 To 19 — Flack/Hathaway, 18 To 14 — Yvonne Eiliman, 13 To 5 — David Gates.
ADDS: 34 — Warren Zevon, 33 — Journey, 32 — Peter Brown, 31 — Mathis/Williams

KXOK — ST. LOUIS — LOU KIRBY, MD — PICK: NONE
3-1— Bee Gees — Fever, JUMPS: 33 To 20 — ELO, 32 To 25 — Chuck Manglone, 29 To 22 — Styx, 22 To
11 — Rod Stewart, 8 To 5 — Raydio, ADDS: 35 — Atlanta Rhythm Section, 32 — Andrew Gold, Dolly Parton, Tavares

KEEL — SHREVEPORT — HOWARD CLARK, PD — PICK: NONE
1-1 — Natalie Cole, JUMPS: 17 To 11 — Heatwave, 11 To 5 — Stargard, Ex To 35 — Styx, Ex To 34 — Atlanta Rhythm Section

KAKC — TULSA — DR. DON, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 38 To 33 — Gordon Lightfoot, 36 To 20 — Styx, 34 To 29 — Bee Gees — More, 27 To 20 — Natalie Cole, 25 To 19 — Chuck Mangione, 17 To 12 — Andrew Gold, 16 To 9 — LeBlanc & Carr, 13 To 8 — Bob Welch, 7 To 2 — Yvonne Elliman, Ex To 40 — Warren Zevon, Ex To 39 — Sea Level, Ex To 34 — Jefferson Starship, Ex To 31 — Crystal Gayle. ADDS: Alan Clarke, Wings, Travolta/John, Eddie Money, Wet Willie

wcue — AKRON — BOBBY KNIGHT, MD — PICK: WINGS
2-1 — Bee Gees — Fever, JUMPS: 38 To 32 — Trammps, 26 To 20 — Stargard, 7 To 4 — Parliament, 6
To 3 — Barry Manilow, Ex To 40 — Diana Ross, Ex To 39 — Meat Loaf, Ex To 38 — Chuck Mangione.
ADDS: Mathis/Williams, Billy Joel, Wings, Hotel, Warren Zevon

KFYR — BISMARCK — DAN BRANNON, MD — PICK: NONE
1-1 — Kansas. JUMPS: 18 To 14 — ELO, 17 To 12 — David Gates, 16 To 10 — Bob Welch, 14 To 7 — England Dan & J.F. Coley, Ex To 20 — Jefferson Starship, Ex To 19 — Yvonne Elliman. ADDS: Dolly Parton, Travolta/John

WLS — CHICAGO — ALAN BURNS, MD — PICK: NONE
1-1 — Bee Gees — Alive. JUMPS: 38 To 31 — Bob Welch, 30 To 19 — Kansas, 20 To 17 — Jay Ferguson,
15 To 9 — Raydio, 9 To 5 — Barry Manilow. ADDS: 32 — Yvonne Elliman

WMET — CHICAGO — DAVE MORGAN, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 30 To 26 — Shaun Cassidy, 27 To 18 — Parliament, 16 To 12 — Stargard. ADDS: 31 — Journey, 30 — Flack/Hathaway, 29 — Styx, 28 — Lou Rawls

Q102 — CINCINNATI — MARK ELLIOT, MD — PICK: JEFFERSON STARSHIP
1-1 — Andy Gibb. JUMPS: 23 To 16 — Yvonne Elliman, 20 To 15 — Andrew Gold, 19 To 12 — Jackson Browne, 12 To 9 — Rod Stewart, 10 To 7 — Barry Manilow, Ex To 28 — Trammps, Ex To 25 — David Gates, Ex To 23 — Eddle Money. ADDS: Travolta/John, Jefferson Starship

WSAI — CINCINNATI — C.C. MATHEWS, MD — PICK: NONE
1-1 — Andy Gibb. JUMPS: 30 To 27 — Rubicon, 29 To 26 — Jefferson Starship, 27 To 20 — Yvonne Eiliman, 22 To 18 — Jackson Browne, ADDS: 29 — Eddie Money, 30 — Warren Zevon

WGCL — CLEVELAND — BOB TRAVIS, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 28 To 18 — Kansas, 25 To 15 — Lou Rawls, 23 To 17 — LeBlanc & Carr, 22 To 16 — England Dan & J.F. Coley, 20 To 12 — Andrew Gold, 19 To 11 — Rod Stewart, 17 To 8 — Paul Davis

WZZP — CLEVELAND — BO RAINES, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Kiss, 27 To 22 — Rubicon, 25 To 30 — Styx, 24 To 18 — Rod Stewart, 22 To 17 — Gene Cotton, 20 To 12 — Flack/Hathaway, 19 To 13 — Jackson Browne, 18 To 11 — FLO, 14 To 10 — Yvonne Elliman, 10 To 5 — Kansas, 6 To 3 — Barry Manilow, EX To 40 — Robert Palmer, Ex To 39 — Angel, Ex To 38 — Brooklyn Dreams, Ex To 37 — Chuck Mangione. ADDS: 36 — Wings, 34 — Warren Zevon, 31 — Mathis/Williams, Travolta/John, Tavares, Jefferson Starship, Gordon Lightfoot

WNCI — COLUMBUS — STEVE EDWARDS, MD — PICK: NONE
1-1 — Andy Gibb. JUMPS: 20 To 12 — Flack/Hathaway, 16 To 10 — Paul Davis, 14 To 9 — Natalie Cole, 9
To 5 — Eric Clapton, Ex To 20 — Atlanta Rhythm Section, Ex To 16 — Yvonne Elliman

CKLW — DETROIT — ROSALIE TROMBLEY, MD — PICK: NONE
1-1 — Samantha Sang, JUMPS: 28 To 15 — Paul Davis, 21 To 10 — Mathis/Williams, 20 To 16 — Chuck Mangione, 17 To 12 — George Benson, 16 To 11 — Bob Welch, ADDS: 30 — Travolta/John, 29 — Wings, David Cycle — Travolta/John, 29 — Wings, David Gates, Trammps

WDRQ — DETROIT — LAURIE DARWIN, MD — PICK: PETER BROWN
1-1 — Bee Gees — Fever. JUMPS: 31 To 26 — Trammps, 30 To 25 — E,W&F, 27 To 23 — England Dan & J.F. Coley, 24 To 20 — Ted Nugent. ADDS: 32 — Styx, 31 — Mathis/Williams, 30 — Jefferson Starship,

WDBQ — DUBUQUE — CHUCK BAILEY, MD — PICK: JEFFERSON STARSHIP
4-1 — Bee Gees — Fever. JUMPS: 28 To 16 — Gene Cotton, 24 To 17 — Carpenters, 23 To 18 — Roc Stewart, 20 To 11 — Raydio, 13 To 8 — Yvonne Eiliman, 12 To 5 — LeBlanc & Carr, 11 To 3 — Kansas. ADDS: Lobo, Dolly Parton, Natalie Cole, Jefferson Starship

WEBC - DULUTH - BO ELLIOT, MD - PICK: NONE

1-1 — Bee Gees — Fever, JUMPS: 24 To 20 — Jefferson Starship, 20 To 15 — Andrew Gold, 17 To 13 — England Dan & J.F. Coley, 16 To 8 — Yvonne Elilman, 12 To 4 — David Gates, Ex To 27 — Bee Gees — More, Ex To 23 — Wings, Ex To 18 — Chuck Manglone, Ex To 16 — Gordon Lightfoot. ADDS: Player, Atlanta Rhythm Section, Billy Joel, Bonnie Tyler

Z96 — GRAND RAPIDS — JAY MICHAELS, MD — PICK: WARREN ZEVON
2-1 — Bee Gees — Fever, JUMPS: 30 To 26 — Raydio, 28 To 18 — Yvonne Elliman, 25 To 20 — Jackson Browne, 21 To 16 — Stargard, 18 To 6 — Parliament, Ex To 20 — Flack/Hathaway, Ex To 24 — Heatwave. ADDS: 30 — Wings, 29 — Gene Cotton, 27 — Andrew Gold

KEIN — GREAT FALLS — JOHN WALTON, MD — PICK: WINGS
1-1 — Eric Clapton, JUMPS: 30 To 25 — Chuck Mangione, 25 To 20 — ELO, 23 To 19 — England Dan &
J.F. Coley, 17 To 12 — Jackson Browne, 14 To 8 — Yvonne Elilman, Ex To 30 — Styx, Ex To 29 — Gordon
Lightfoot, Ex To 28 — Atlanta Rhythm Section, Ex To 27 — Jefferson Starship, ADDS: Wings, Dolly
Parton, Billy Joel, Meat Loaf, Flack/Hathaway

WNDE — INDIANAPOLIS — JEFF LUCIFER, PD — PICK: FLACK/HATHAWAY
1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Styx, 28 To 19 — Yvonne Elliman, 22 To 18 — Heatwave
17 To 13, Abba, 15 To 11 — Kansas. ADDS: Rod Stewart, Flack/Hathaway, Atlanta Rhythm Section

KBEQ — KANSAS CITY — KIM WELCH, MD — PICK: WINGS
3-1 — Bee Gees — Fever. JUMPS: 28 To 23 — Natalie Cole, 25 To 15 — David Gates, 24 To 10 — KC 8
The Sunshine Band, 23 To 13 — Andrew Gold, 21 To 16 — ELO. ADDS: 30 — Yvonne Elliman, 29 — Bob
Welch, 28 — Wings, Ted Nugent, Warren Zevon, Missouri

WAKY — LOUISVILLE — BOB MOODY, MD — PICK: ERUPTION
7-1 — Barry Manilow, JUMPS: 28 To 23 — Andrew Gold, 27 To 20 — Flack/Hathaway, 26 To 19 — Bob Welch, 23 To 16 — Jackson Browne, 21 To 15 — Kiss, 18 To 5 — Yvonne Elliman, ADDS: Manfred Mann, 28 — KC & The Sunshine Band, 27 — Dolly Parton, 25 — Lou Rawls

WKLO — LOUISVILLE — BO BRADY, MD — PICK: NONE
3-1 — Samantha Sang, JUMPS: 23 To 19 — Yvonne Elliman, 22 To 17 — Jackso Barry Manilow, 9 To 5 — Kansas. ADDS: Eruption, Chuck Mangione, Stargard Jackson Browne, 17 To 12 --

KRIB — MASON CITY — BOB SCOTT, PD — PICK: WINGS
3-1 — Eric Clapton, JUMPS: 29 To 23 — Rod Stewart, 27 To 22 — Gordon Lightfoot, 28 To 21 — ELO, 26
To 19 — Gene Cotton, 24 To 18 — Yvonne Elliman, 22 To 16 — England Dan & J.F. Coley, 13 To 7 — Bee
Gees — Fever, 9 To 5 — David Gates, 8 To 4 — Barry Manilow, Ex To 29 — KC & The Sunshine Band, Ex
To 25 — Lou Rawls, Ex To 24 — Jackson Browne, ADDS: Wings, Player, Dolly Parton, Eddie Money

WOKY — MILWAUKEE — JIM SMITH, MD — PICK: NONE
2-1 — Samantha Sang, JUMPS: 32 To 26 — Flack/Hathaway, 31 To 25 — Lou Rawis, 24 To 18 — Yvonne
Elliman, 17 To 12 — Jackson Browne, 12 To 7 — Eric Clapton, ADDS: 35 — England Dan & J.F. Coley, 33
— Raydio, 31 — ELO, 30 — Andrew Goid, 28 — Chuck Mangione, Wings, Travolta/John, Atlanta
Rhythm Section, Jefferson Starship

WZUU — MILWAUKEE — CHRIS CURTIS, MD — PICK: WINGS
2-1 — Kansas, 25 To 20 — Atlanta Rhythm Section, 24 To 19 — Rod Stewart, 21 To 18 — Styx, 18 To 14
— Flack/Hathaway, 17 To 13 — Andrew Gold, 12 To 9 — Jackson Browne, 11 To 8 — LeBlanc & Carr, Ex
To 25 — Eddie Money, Ex To 24 — Gene Cotton, Ex To 23 — Jefferson Starship, Ex To 22 — Wings

KDWB — MINNEAPOLIS — DAVE THOMPSON, PD — PICK: WINGS 6-1 — Barry Manilow. JUMPS: 30 To 27 — Billy Joel, 25 To 21 — Jefferson Starship, 23 To 17 — Yvonne Elliman, 13 To 9 — David Gates, ADDS: 30 — Wings, 24 — Gordon Lightfoot, 23 — Jackson Browne

KSTP — MINNEAPOLIS — GREG AUSHAN, MD — PICK: BILLY JOEL
2-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Andrew Gold, 24 To 21 — Jackson Browne, 23 To 18 —
Chuck Mangione, 20 To 14 — Yvonne Elliman, 17 To 13 — Gordon Lightfoot, 15 To 11 — England Dan &
J.F. Coley, 13 To 10 — Bob Welch, 8 To 4 — Barry Manilow, 7 To 3 — Kansas. ADDS: Jefferson Starship,
Gene Cotton, Billy Joel

WOW — OMAHA — ROGER DAVIS, MD — PICK: NONE
2-1 — Bee Gees — Fever. JUMPS: 27 To 22 — Yvonne Elliman, 18 To 10 — England Dan & J.F. Coley
10 12 — Paul Davis, 15 To 9 — David Gates, 7 To 3 — Samantha Sang. ADDS: 27 — Gordon Lightfoor — Heatwave, Andrew Gold

WIRL — PEORIA — LEE MALCOM, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 29 To 25 — Jackson Browne, 23 To 19 — Styx, 18 To 14 — Rod
Stewart, 17 To 11 — Bob Welch, 10 To 4 — Kansas. ADDS: 30 — Andrew Gold, 28 — Gene Cotton, 27 —
Bee Gees — More

13-Q — PITTSBURGH — PATTI SULLIVAN, MD — PICK: JACKSON BROWNE
1-1 — Bee Gees — Alive, JUMPS: 28 To 24 — Rod Stewart, 27 To 22 — Jackson Browne, 24 To 20 — Flack/Hathaway, 22 To 18 — ELO, 23 To 17 — Andrew Gold, 20 To 16 — Raydio, Ex To 27 — Atlanta Rhythm Section. ADDS: 30 — Trammps, 26 — Michael Zager, Styx, Warren Zevon

WPEZ — PITTSBURGH — TOM MORGAN, MD — PICK: WARREN ZEVON
1-1 — Bee Gees — Alive. JUMPS: 40 To 31 — Wild Cherry, 37 To 29 — Atlanta Rhythm Section, 35 To 26 — Flack/Hathaway, 34 To 25 — Michael Zager, 31 To 27 — Rod Stewart, 30 To 24 — David Gates, 29 To 23 — England Dan & J.F. Coley, 28 To 22 — Bob Welch, 23 To 14 — Yvonne Elliman, 17 To 13 — Lou Rawls, Ex To 40 — Rubicon, Ex To 39 — ELO, Ex To 38 — Trammps, Ex To 36 — Jackson Browne, Ex To 35 — Stargard, Ex To 30 — Andrew Gold. ADDS: Warren Zevon, Tavares, Doucette, Parliament, Jefferson Starship

KKLS — RAPID CITY — MIKE KJAR, MD — PICK: NONE
2-1 — David Gates: JUMPS: 18 To 14 — Kansas, 15 To 11 — Raydio, 6 To 3 — Waylon & Willie, Ex To 25
— Jefferson Starship, Ex To 24 — Jackson Browne, ADDS: Billy Joel, Chuck Mangione, Wings, Bonnie

WSPT — STEVENS POINT — PAT MARTIN, PD & MD — PICK: STEELY DAN
1-1 — Bob Welch. JUMPS: 29 To 24 — Flack/Hathaway, 25 To 20 — Yvonne Elliman, 13 To 6 — Andrew
Gold, 12 To 7 — ELO, Ex To 31 — Warren Zevon, Ex To 29 — Steely Dan — Deacon, Ex To 27 — Billy
Joel, Ex To 26 — Dolly Parton. ADDS: Wings, E,W&F, Travolta/John, Patti Smith Group

KLEO — WICHITA — BOB LAURENCE, MD — PICK: NONE
1-1 — Queen. JUMPS: 29 To 20 — Rubicon, 19 To 13 — ELO. ADDS: 29 — Gene Cotton, 28 — Abba, 25 — Yvonne Elliman

west

KRKE — ALBUQUERQUE — DEBI HINES, MD — PICK: WARREN ZEVON
1-1 — Bee Gees — Fever. JUMPS: 22 To 11 — Raydio, 21 To 12 — Yvonne Elliman, 20 To 13 — England Dan & J.F. Coley, 14 To 8 — Natalie Cole, 12 To 6 — Chuck Mangione. ADDS: 23 — Gene Cotton, Bonnie

KERN — BAKERSFIELD — PETE SHANNON, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 22 To 19 — Raydio, 20 To 15 — Heatwave, 18 To 12 — David Gates, 14 To 9 — Abba, 13 To 8 — Andrew Gold, 10 To 5 — Bob Welch, Ex To 30 — Stargard, Ex To 29 — Jefferson Starship, Ex To 27 — Styx. ADDS: Wings, Atlanta Rhythm Section, Flack/Hathaway

KAFY — BAKERSFIELD — RICH IRWIN, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 21 To 16 — England Dan & J.F. Coley, 18 To 13 — David Gates, 9 To 4

REGIONAL ACTION

NORTHEAST

Most Added 1. WITH A LITTLE LUCK — Wings — Capitol
2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
3. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
4. MOVIN' OUT (ANTHONY'S SONG) — Billy Joel — Columbia

Most Active 1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
2. JACK & JILL — Raydio — Arista
3. COUNT ON ME — Jefferson Starship — Grunt
4. RUNNING ON EMPTY — Jackson Browne — Asylum

SOUTHEAST

Most Added 1. WITH A LITTLE LUCK — Wings — Capitol
2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
3. ON BROADWAY — George Benson — Warner Brothers
4. WEREWOLVES OF LONDON — Warren Zevon — Elektra

Most Active 1. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
2. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
3. FLASHLIGHT — Parliament — Casablanca
4. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor

SOUTHWEST

Most Added 1. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
2. WEREWOLVES OF LONDON — Warren Zevon — Elektra
3. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor
4. (I WILL BE YOUR) SHADOW IN THE STREET — Alian Clarke — Atlantic
Most Active 1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
2. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlanti
3. WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — England Dan &
John Ford Coley — Atlantic
4. RUNNING ON EMPTY — Jackson Browne — Asylum

MIDWEST

Most Added 1. WITH A LITTLE LUCK — Wings — Capitol
2. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
3. COUNT ON ME — Jefferson Starship — Grunt
4. WEREWOLVES OF LONDON — Warren Zevon — Elektra

Most Active 1. IF I CAN'T HAVE YOU — Yvonne Elliman — RSO
2. THANK YOU FOR BEING A FRIEND — Andrew Gold — Asylum
3. SWEET TALKIN' WOMAN — Electric Light Orchestra — United Artists
4. BEFORE MY HEART FINDS OUT — Gene Cotton — Ariola

WEST

Most Added 1. WITH A LITTLE LUCK — Wings — Capitol
2. THE CLOSER I GET TO YOU — Roberta Flack/Donny Hathaway — Atlantic
3. YOU'RE THE ONE I WANT — John Travolta/Olivia Newton-John — RSO
4. IMAGINARY LOVER — Atlanta Rhythm Section — Polydor

Most Active 1. COUNT ON ME — Jefferson Starship — Grunt
2. WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — England Dan & John Earl Colony Atlantic

John Ford Coley — Atlantic
3. RUNNING ON EMPTY — Jackson Browne — Asylum
4. FOOLING YOURSELF — Styx — A&M

MOST ADDED RECORDS

WITH A LITTLE LUCK — WINGS — CAPITOL
CKLW, KDWB, WKBW, Y100, WOKY, WDRQ, WZZP, KBEQ, KRBE, KAKC,
WMAK, KERN, KIMN, KTLK, KCPX, KING, KPAM, KTAC, KJRB, KRJ, 10Q,
96X, WIFI, WAYS, WCAO, WLEE, WSGA, Q94, BJ105, WBBQ, WDRC, WBBF.

YOU'RE THE ONE I WANT -- JOHN TRAVOLTA/OLIVIA NEWTON-JOHN -

WFIL, WPGC, KFRC, KILT, KLIF, CKLW, WHBQ, Z93, Y100, WOKY, WZZP, Q102, KNDE, WNOE, KAKC, KRTH, KPAM, KING, 99X, WCAO, WSGA, Q94, BJ105, WBBQ, WDRC.

THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY — ATLANTIC WFIL, WMET, WNDE, KJR, KTAC, KPAM, KIMN, KERN, 99X, WIFI, WLEE, BJ105, WPRO-FM.

IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR WRKO, WKBW, WTIX, 96X, KRTH, WOKY, WNDE, KXOK, WKY, KTAC, KPAM,

WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA KFRC, KLIF, WCAO, WAPE, WNOE, KSLQ, 13Q, KBEQ, WPEZ, WZZP, WSAI.

COUNT ON ME — JEFFERSON STARSHIP — GRUNT KSTP, WPEZ, Q102, KJRB, WIFI, WSGA, WZZP, WDRQ, WOKY, 96X.

I'M GONNATAKE CARE OF EVERYTHING — RUBICON — 20TH CENTURY WQXI, WLAC, WPRO-FM, KIMN, KCPX, WZUU, WTIX, 96X.

MOVIN; OUT (ANTHONY'S SONG) — BILLY JOEL — COLUMBIA KILT, KSTP, WZUU, B100, Q94, WDRC, WBBF.

FEELS SO GOOD — CHUCK MANGIONE — A& KFRC, WTIX, WOKY, WKLO, KILT, WCAO, KIMN.

DISCO INFERNO — THE TRAMMPS — ATLANTIC WRKO, WPGC, CKLW, 13Q, KNDE, WBBQ.

FOOLING YOURSELF — STYX — A&M WRKO, WDRC, WMET, 13Q, B100, WLAC.

BEFORE MY HEART FINDS OUT — C KILT, KSTP, KJRB, KGW, Q94, KLEO. - GENE COTTON -- ARIOLA

GOOD-BYE GIRL — DAVID GATES — E WABC, WRKO, KHJ, CKLW, Y100, KIMN. - ELEKTRA

TOO MUCH, TOO LITTLE, TOO LATE — JOHNNY MATHIS/DENIECE WILLIAMS — COLUMBIA WQXI, KGW, KSLQ, WZZP, WDRQ.

ON BROADWAY — GEORGE BENSON — WARNER BROS. KILT, WQXI, WQAM, Z93, 96X.

THANK YOU FOR BEING A FRIEND -- ANDREW GOLD -- ASYLUM KXOK, KGW, WQAM, WOW, WOKY.

IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO WLS, KBEQ, KLEO, KTLK, BJ105.

CONDAKY

RADIO ACTIVE SINGI

IF I CAN'T HAVE YOU — YVONNE ELLIMAN — RSO
 WABC 25-10, WFIL 16-12, WRKO 12-6, WPGC 14-8, WQXI 13-8, KLIF 21-18,
 KFRC 12-9, KILT ex-29, WCAO 19-10, 99X 15-8, WHBQ 30-21, KSLQ 18-14,
 WIFI 15-10, WNOE 19-14, WPEZ 23-14, KRBE ex-25, WKY 20-16, WSAI 27-20,
 Q102 23-16, WAKY 18-5, 96X 17-12, WQAM 31-26, WDRC 29-22, B100 22-14,
 KCBQ 19-11, KING 24-17, KIMN ex-25, WVBF 16-10, WZZP 14-10, WKLO 23 19, WOKY 24-18, Y100 11-6, KDWB 23-17, KSTP 20-14, WMAK 18-14, WOW
 27-22, WAYS ex-26, WNDE 28-19, WBBF 11-6, WLEE 21-12, Q94 25-20,
 WSGA 16-11 KAKC 7-2, WNCI ex-16.
 RUNNING ON EMPTY — JACKSON BROWNE — ASYLUM
 WRKO 19-15, WPGC 22-18, KLIF 20-17, KFRC 28-23, KILT 17-11, WCAO 22 17, Z93 16-12, WPEZ ex-36, WIFI 24-17, KSTP 24-21, 13Q 22-17, WSAI 22-18,
 Q102 19-12, WZZP 19-13, KRBE 14-11, WNOE 28-24, WTIX 17-13, WVBF 19 13, WAKY 23-16, WKLO 22-17, WOKY 17-12, WZUU 12-9, WMAK 24-17, KYA
 24-18, KPAM 14-9, KTLK ex-30, KING 13-9, KIMN 27-23, KCBQ 18-14, KNDE
 15-9, WAPE 21-18, WPRO-FM 29-24, WDRC ex-28, WBBF 14-11, BJ105 31 26, KTAC ex-24, KJRB 27-20.
 WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — ENGLAND DAN & JOHN

26, KTAC ex-24, KJRB 27-20.

WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — ENGLAND DAN & JOHN FORD COLEY — BIG TREE

WRKO 29-24, WFIL 13-7, WPGC 27-22, WQXI 26-19, KLIF 11-7, 10Q 23-20, KRBE 26-23, WGCL 22-16, WZZP 25-16, WDRQ 27-23, KSTP 15-11, WHBQ 21-18, WPEZ 29-23, WKY ex-20, WMAK 20-16, B100 16-11, KPAM 25-16, KGW 14-8, KING 20-16, KJR 18-14, KNDE 20-11, WOW 18-10, WDRC ex-29, KCPX 18-12, KJRB 18-14, WLEE 23-18, Q94 22-18, WSGA 27-22.

THANK YOU FOR BEING A FRIEND — ANDREW GOLD — ASYLUM WRKO 21-16, WPGC 23-15, KLIF 29-25, KILT 11-6, WGCL 20-12, WZZP 33-26, WPEZ ex-30, 13Q 23-17, KSTP 25-22, KRBE 11-8, WNOE 33-28, B100 19-13, WKBW ex-23, WLAC 39-33, WVBF ex-21, KBEQ 23-13, WNDE ex-30, Q102 20-15, WZUU 17-13, KIMN 25-20, WBBQ 24-18, WPRO-FM ex-28, WAKY 28-23, KERN 13-8, WLEE 18-13, BJ105 37-31, KAKC 17-12.

THE CLOSER I GET TO YOU — ROBERTA FLACK/DONNY HATHAWAY —

WRKO ex-28, WPGC 7-5, WQXI 21-16, KLIF ex-28, KFRC 21-15, WNOE 39-36, WCAO 27-19, WQAM 40-34, KSLQ 29-19, WZZP 32-26, KRTH 19-13, WZUU 18-14, WAKY 27-20, 13Q 24-20, WPEZ 35-26, WOKY 32-26, WTIX 34-23, WLAC 28-18, WAYS 24-14, WBBQ ex-27, KNDE 30-17, KJRB ex-28, KYA ex-12, KAKC 39-28, WSGA 30-24, WNCI 20-12.

COUNT ON ME — JEFFERSON STARSHIP — GRUNT
WRKO 28-22, WPGC ex-29, KLIF ex-29, KFRC 24-20, KILT ex-40, KDWB 2521, 10Q ex-29, WNDE 32-29, WSAI 29-26, WMAK ex-30, WZUU ex-23, KYA 2219, B100 24-17, KPAM 26-18, KIMN ex-29, KGW ex-28, WKBW ex-30, WDRC
ex-30, KNDE 23-18, KTAC ex-26, WBBF 28-23, B105 38-22, KCPX ex-29, KERN ex-29, Q94 ex-29, KAKC ex-34.

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

WITH A LITTLE LUCK — WINGS — CAPITOL Adds: WTLB, WTRY, WSPT, KRIB, KEIN, KFMD, KMGK, WCUE, WSGA, WMFJ, WKXX, WRFC, WANS, KRSP, KSLY, KROY. Jumps: WICC ex-20, WGUY ex-30, WAIR ex-36, WSGV ex-30, Z96 ex-30, KELP ex-25, KTFX 39-31.

THE CLOSER I GET TO YOU -- ROBERTA FLACK/DONNY HATHAWAY --ATLANTIC Adds: WICC, KEIN, KRSP, KROY, KYNO. Jumps: WBLI ex-29, WTRY ex-30, WGUY ex-29, WCUE 39-25, Z96 ex-28, WSPT 29-24, WANS 14-7, WERC 26-19, WKXX 27-22, WMFJ 22-17, WKIX 25-16, 98Q 32-25, WAIR 17-9, KTFX ex-

IF I CAN'T HAVE YOU --- YVONNE ELLIMAN --- RSO Jumps: WICC 23-18, WTLB 23-10, WBLI 8-2, WANS 17-10, WRFC 8-5, WERC 12-8, WSGA 16-11, 98Q 18-14, KMGK 24-16, KFMD 14-9, WDBQ 13-8, Z96 28-18, KEIN 26-10, KRIB 24-18, WSPT 25-20, KRKE 21-12, 96KX ex-28, KROY 22-15, KELP ex-20.

IMAGINARY LOVER — ATLANTA RHYTHM SECTION — POLYDOR Adds: KROY. Jumps: WRFC 14-8, WERC ex-30, WMFJ 33-28, WSGV 18-15, WKIX ex-30, 98Q 24-17, WGUY 30-25, WICC ex-30, WBLI 28-23, KSLY 30-24, KRSP 25-19, KMGK ex-22, KFMD ex-24, KEIN ex-28, KELP 22-18, KTFX 17-

COUNT ON ME — JEFFERSON STARSHIP — GRUNT

Adds: WSGA, WDBQ, KROY, KELP. Jumps: WICC 25-21, WTLB ex-30, WBLI
31-26, KXKX 23-18, KRSP 22-17, KEIN ex-27, KTFX 26-21, WANS ex-30, WKXX ex-27, WSGV 32-26, WKIX ex-29, 98Q ex-31.

SWEET TALKIN' WOMAN — ELECTRIC LIGHT ORCHESTRA — JET

Adds: WKIX. Jumps: WTLB 25-20, KYNO 23-17, KROY 29-22, KMGK ex-28, KFMD 15-10, KEIN 25-20, KRIB 28-21, WSPT 12-7, Z97 9-5, KELP 23-19, 98Q
26-21, WMFJ ex-32.

WEREWOLVES OF LONDON — WARREN ZEVON — ELEKTRA
Adds: WAIR, WMFJ, WICC, KSLY, KRKE, WCUE. Jumps: WSPT ex-31, WANS
ex-31, WERC ex-31, WSGV ex-34, 98Q 33-27, WGUY ex-28, KTFX ex-35.
FEELS SO GOOD — CHUCK MANGIONE — A&M
Adds. WTRY, WKIX. Jumps: WANS 27-22, WRFC 7-4, WMFJ 25-19, WAIR 3025, WICC ex-27, WBLI ex-30, KFMD ex-22, KEIN 30-25, KMGK ex-23, KRSP

WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — ENGLAND DAN & JOHN FORD COLEY — BIG TREE

Jumps: WTLB 20-11, KRKE 20-13, KAFY 21-16, 96KX 30-25, KROY 25-21, WDBQ 29-20, KEIN 23-19, KRIB 22-16, Z97 15-11, KELP 14-5, WANS 23-18, WMFJ 13-9, WAIR 25-21.

ECIONAL ALBUM ACTION

Northeast

- LITTLE FEAT CHUCK MANGIONE
- ANDY GIBB
- STARGARD
- OUTLAWS BOOTSY'S RUBBER BAND
- WARREN ZEVON SAMANTHA SANG

- JOHNNY MATHIS
- EDDIE MONEY

Baltimore Washington

- **BOOTSY'S RUBBER BAND**
- JOHNNY MATHIS
- LITTLE FEAT
- ATLANTA RHYTHM
- WARREN ZEVON
- STARGARD AVERAGE WHITE BAND
- ANDY GIBB

Southeast

- WARREN ZEVON
- ATLANTA RHYTHM SECTION
- ANDY GIBB CHUCK MANGIONE

- SAMANTHA SANG BOOTSY'S RUBBER BAND ROBERT PALMER
- 10. OUTLAWS

Central

- LITTLE FEAT
- ROBERT PALMER WARREN ZEVON
- AVERAGE WHITE BAND BOOTSY'S RUBBER BAND

- VAN HALEN CHUCK MANGIONE
- SAMANTHA SANG OUTLAWS
- STARGARD

Midwest

- **VAN HALEN**
- 2. **BOOTSY'S RUBBER BAND**
- **OUTLAWS**
- ANDY GIBB
- CHUCK MANGIONE
- WARREN ZEVON
- SAMANTHA SANG
- EDDIE MONEY
- LITTLE FEAT
- SECTION

West/ **Northwest**

- WARREN ZEVON
- VAN HALEN JOURNEY
- LITTLE FEAT SAMANTHA SANG
- ROBERT PALMER CAROLE KING
- BOOTSY'S RUBBER BAND YVONNE ELLIMAN

Denver/ **Phoenix**

- VAN HALEN CAROLE KING
- CAHOLE RING ATLANTA RHYTHM SECTION SAMANTHA SANG AVERAGE WHITE BAND

- ENGLAND DAN & JOHN FORD COLEY
- STARGARD
- BOOTSY'S RUBBER BAND
- WARREN ZEVON

North Central

- BARRY MANILOW
- BEE GEES
- ANDY GIBB
- SAMANTHA SANG
- JEFFERSON STARSHIP
- YVONNE ELLIMAN
- KENNY ROGERS
- LITTLE FEAT BARRY MANILOW (LIVE)
- CAROLE KING

National Breakouts

- LITTLE FEAT
- WARREN ZEVON
- **BOOTSY'S RUBBER** BAND
- VAN HALEN 4.
- SAMANTHA SANG 5
- ANDY GIBB
- **CHUCK MANGIONE**

ROBERT PALMER

- 13.
 - 14.

OP TEN ACCOUNT REPORTS

ABC - National

- "SATURDAY NIGHT FEVER"
 FLEETWOOD MAC
 SHAUN CASSIDY OLD
 BARRY MANILOW
 SHAUN CASSIDY NEW
 LINDA RONSTADT
 DEBBY BOONE
 QUEEN
 KISS

- KISS ROD STEWART
- Sound Warehouse Dallas

- MIND WAYERHOUSE DA
 "SATURDAY NIGHT FEVER"
 BILLY JOEL
 ERIC CLAPTON
 GEORGE BENSON
 ROD STEWART
 OUEEN
 LITTLE FEAT
 RAYDIO
 STYX

STYX JACKSON BROWNE

- Camelot -- National Melot — National
 "Saturday Night Fever"
 BARRY MANILOW
 JACKSON BROWNE
 BILLY JOEL
 JEFFERSON STARSHIP
 VAN HALEN
 ERIC CLAPTON
 SAMANTHA SANG
 BOOTSY COLLINS
 STEELY DAN

- Dan Jay Denver I JAY — Denver
 "SATURDAY NIGHT FEVER"
 JACKSON BROWNE
 STEELY DAY
 QUEEN
 VAN HALEN
 AVERAGE WHITE BAND
 ATLANTA RHYTHM SECTION
 KANSAS
 ERIC CLAPTON
 STEVE MARTIN

- Richman Bros. Phila.

- MMAN Bros. Phila.

 "SATURDAY NIGHT FEVER"
 BILLY JOEL
 QUEEN
 KANSAS
 STEELY DAN
 BARRY MANILOW
 GEORGE BENSON
 FOREIGNER
 NATALIE COLE
 JOHNNY MATHIS
- RDM Memphis

- IVI Memphis
 "SATURDAY NIGHT FEVER"
 ERIC CLAPTON
 JACKSON BROWNE
 BILLY JOEL
 QUEEN
 PARLIAMENT
 WAYLON & WILLIE
 BARRY MANILOW
 ROD STEWART
 RANDY NEWMAN

- 1812 -- Milwaukee

- SWEET BOTTOM
 "SATURDAY NIGHT FEVER"
 JEFFERSON STARSHIP
 CHUCK MANGIONE
 AVERAGE WHITE BAND
 KANSAS
 BILLY JOEL
 ERIC CLAPTON
 JACKSON BROWNE
 VAN HALEN
- Tower San Francisco
- "SATURDAY NIGHT FEVER" GEORGE BENSON EARTH, WIND & FIRE BILLY JOEL

BILLY JOEL WARREN ZEVON MICHAEL FRANKS RUFUS JEFFERSON STARSHIP ROBERT PALMER VAN HALEN

- Leiberman Minn.
- DEFMAN MINN.
 "SATURDAY NIGHT FEVER"
 BARRY MANILOW
 QUEEN
 ERIC CLAPTON
 WAYLON & WILLIE
 ANDY GIBB
 SHAUN CASSIDY OLD
 TED NUGENT
 KANSAS
 HEAD EAST

- Phoenix

- A PHOGHIX
 "SATURDAY NIGHT FEVER"
 QUEEN
 WAYLON & WILLIE
 BILLY JOEL
 FLEETWOOD MAC
 STYX
 HOD STEWART
 BARRY MANILOW
 LINDA ROOSTADT
 KENNY ROGERS GOLD
- Flipside Chicago OSIDE — Chicago
 "SATURDAY NIGHT FEVER"
 BILLY JOEL
 ERIC CLAPTON
 BARRY MANILOW
 BOB WELCH
 KANSAS
 JOURNEY
 OUTLAWS
 JACKSON BROWNE
 TED NUGENY

- DJ's Sound City Seattle
- 'S Sound City Seat
 "SATURDAY NIGHT FEVER"
 RAYDIO
 BARRY MANILOW
 ERIC CLAPTON
 EARTH, WIND & FIRE
 STEELY DAN
 STYX
 ROD STEWART
 SAMANTHA SANG
 JACKSON BROWNE

- Disc Cleveland "SATURDAY NIGHT FEVER"
 BARRY MANILOW
 BILLY JOEL
 ERIC CLAPTON
 JACKSON BROWNE
 CUTOUTS — KESTER
 STEELY DAN
 KANSAS

 - LYNYRD SKYNYRD ROD STEWART United - Miami

ITECO --- IVITAMI "SATURDAY NIGHT FEVER" BARRY MANILOW ERIC CLAPTON JACKSON BROWNE GUEEN BILLY JOEL WAYLON & WILLIE STYX NATALIE COLE BARRY MANILOW -- LIVE

- Strawberries -Boston
- awdeffies Boston
 "SATURDAY NIGHT FEVER"
 BILLY JOEL
 BARRY MANILOW
 JACKSON BROWNE
 EARTH, WIND & FIRE
 ERIC CLAPTON
 JEFFERSON STARSHIP
 TED NUGENT
 AEROSMITH
 GEORGE BENSON

- P.B. One Stop St. Louis
- B. ONE Stop St. Lo
 "SATURDAY NIGHT FEVER"
 ERIC CLAPTON
 JACKSON BROWNE
 BARRY MANILOW
 GEORGE BENSON
 ROBERTA FLACK
 JEFFERSON STARSHIP
 KANSAS
 ROD STEWART
 LITTLE FEAT
- Tiger Detroit
- er Detroit
 george benson
 rufus
 grover washington jr.
 bootsy collins
 natalie cole
 parliament
 "Saturday night fever"
 roberta flack
 enchantment
 noel pointer
- Record Shack New York COTO SHACK — NEW Y
 "SATURDAY NIGHT FEVER"
 PARLIAMENT
 GEORGE BENSON
 FLACK/HATHAWAY
 RUFUS
 ENCHANTMENT
 CAMEO
 EARTH, WIND & FIRE
 WAR
 STARGARD

- Licorice Pizza Los Angeles
- "SATURDAY NIGHT FEVER" STEELY DAN
- STEELY DAN STYX KANSAS TED NUGENT JACKSON BROWNE BOB WELCH VAN HALEN BILLY JOEL GEORGE BENSON
- Father's & Sun's Ind.

- MOF'S & SUN'S IND.
 "SATURDAY NIGHT FEVER"
 JEFFERSON STARSHIP
 OUTLAWS
 ERIC CLAPTON
 KANSAS
 ATLANTA RHYTHM SECTION
 AVERAGE WHITE BAND
 BARRY MANILOW
 JACKSON BROWNE
 CAROLE KING HITS
- Korvettes National
- rvettes National
 "SATURDAY NIGHT FEVER"
 BARRY MANILOW
 GEORGE BENSON
 BILLY JOEL
 JACKSON BROWNE
 STEELY DAN
 ERIC CLAPTON
 QUEEN
 STYX
 KANSAS

- Everybody's Portland ery Dody's — Portland
 "Saturday night fever"
 Jackson Browne
 ERIC CLAPTON
 STEELY DAN
 KANSAS
 JEFFERSON STARSHIP
 KARLA BONOFF
 JOURNEY
 LITTLE FEAT
 BILLY JOEL

- VIP Los Angeles
- LOS ANGEIES
 ENCHANTMENT
 CHOCOLATE MILK
 GEORGE BENSON
 RAYDIO
 MAZE
 RUFUS
 "SATURDAY NIGHT FEVER"
 BOOTSY COLLINS
 PARLIAMENT
 NATALIE COLE
- Harmony House Detroit
- "SATURDAY NIGHT FEVER"

 GEORGE BENSON
 BARRY MANILOW
 ERIC CLAPTON
 KANSAS
 JACKSON BROWNE
 ROD STEWART
 STYX
 ROBERTA FLACK
 TED NUGENT

OUTLAWS AVERAGE WHITE BAND

SECTION

9. ATLANTA RHYTHM

- STARGARD **EDDIE MONEY**
- CAROLE KING JOHNNY MATHIS
- Cactus Houston
- "SATURDAY NIGHT FEVER" GEORGE BENSON
- GEORGE BENSON RUFUS LITTLE FEAT BILLY JOEL ERIC CLAPTON JACKSON BROWNE JOHNNY MATHIS STEELY DAN AVERAGE WHITE BAND
- Waxie Maxie Wash, D.C.
- "SATURDAY NIGHT FEVER"
 GEORGE BENSON
 ERIC CLAPTON
 KANSAS
 RAYDIO
 ROBERTA FLACK
- MAZE BARRY MANILOW JEFFERSON STARSHIP CRACK THE SKY

- Gary's Virginia
- ry's Virginia
 "Saturday night fever"
 barry manilow
 Jackson browne
 STEELY DAN
 STYX
 ERIC CLAPTON
 BOB WELCH
 LYNYRD SKYNYRD
 BILLY JOEL
 JEFFERSON STARSHIP
- Mid-America Chicago
- "SATURDAY NIGHT FEVER' GEORGE BENSON ENCHANTMENT PARLIAMENT
- PAKLIAMENT RUFUS BOOTSY COLLINS EARTH, WIND & FIRE PETER BROWN ASHFORD & SIMPSON LOU RAWLS
- Disc Texas
- SC I EXAS

 "SATURDAY NIGHT FEVER"
 BARRY MANILOW
 JACKSON BROWNE
 ERIC CLAPTON
 LITTLE FEAT
 BILLY JOEL
 QUEEN
 KANSAS
 VAN HALEN
 FLEETWOOD MAC
- Harmony House N.J.
- rmony House N.J.
 "SATURDAY NIGHT FEVER"
 BILLY JOEL
 ERIC CLAPTON
 BARRY MANILOW
 STEELY DAN
 JACKSON BROWNE
 KANSAS
 STYX
 ROD STEWART
 GEORGE BENSON

al Jam II

ONTARIO MOTOR SPEEDWAY talent lineup for Cal Jam II was awesome but in the end the star of the show wasn't any of the performers — it was the audience. Crowd estimates ranged between 250,000 and 300,000, but whatever the exact count, the result was a man-made lake of people, flowing inside a giant bowl of mountains and bleachers, enjoying a rock riot of electrified sound unmatched since Cal Jam I four years ago. Many came the night before, avoiding the traffic problems that beset the first Jam, and by the time Richie Lecea came out to warm them up at about 9 a.m. they stretched well over a mile from the stage.

And despite the impediments inherent in such an event — an overpowering sound system (147,000 watts, said to be the most powerful ever assembled for a musical event), poor visibility, crowd control and fickle weather — the music was often memorable as well. Still, the music seemed almost secondary — Cal Jam II was a happening that will be remembered as a day when hundreds of thousands of rock fans camped out on a racetrack infield and created their own world, at least for a day.

After a short opening set by solo acoustic guitarist Richie Lecea, Bob Welch got the headlined entertainment off to a fast start. Welch, formerly with Fleetwood Mac, has maintained a strong similarity to his old band's style. By 10 a.m., when the Jam was scheduled to begin, Welch and his band were already cooking — playing mostly material off his "French Kiss" LP. When Stevie Nicks and Mick Fleetwood came out to help on "Hypnotized," many wondered if the order of the groups was wise. By the time Welch and his guests did "Ebony Eyes," it was clear that Welch's act would be tough to follow.

Dave Mason managed to hold his own, following Welch, running through his outstanding repertoire of songs, mixing oldies like "Feelin' Alright," "World In Changes" and "Gimme Some Lovin'" with newer songs like "Let It Go, Let It Flow" and "We Just Disagree." The set featured Mason's flashy guitar work and Mike Finnigan on keyboards, but lacked a certain spark, possibly due to the early hour (Mason came on around 11 a.m.).

The third major act of the day was Santana, the Jam's only variation from straightahead rock 'n' roll. Led by guitar virtuoso Carlos Santana, the group played mostly material off their most recent LP, "Moonflower." The highlights were "She's Not There," "Black Magic Woman" and the group's classic cut off the first Santana album, "Soul Sacrifice." Perhaps more than any other act, Santana suffered from the poor acoustics.

The hard rock began to flow with Heart. Centered around the Wilson sisters, Ann and Nancy, Heart is one of the few hard rock bands to feature women in roles other than vocalist. Ann was vibrant on stage, especially following the relatively non-theatrical acts in the morning. After sampling numbers off their upcoming "Magazine" LP, Heart sizzled with a finale of their hits — "Magic Man," "Barracuda" and "Crazy On You" — a killer sequence.

Ted Nugent was next, although later

Ted Nugent was next, although later reports indicated he nearly missed the show. Nugent was big-game hunting in Africa and only arrived in New York Saturday morning. He caught flights to Ontario and arrived two hours before he went on — disappointed that the Federal Aviation Administration denied his request to make his

entrance dangling on a rope from a helicopter. Once on stage, Nugent put on one of the day's best received sets, growling and playing frenetic guitar licks to an enthusiastic audience. He opened with "Cat Scratch Fever," and kept the crowd at a fever pitch through his encore, the day's first

Bad vibes swept through the crowd after Nugent's set when someone made a booming announcement from the stage that "There has been a death." Of course everyone assumed the fatality was at the Jam, although in fact the announcement was an attempt to notify someone in the audience of a personal tragedy miles away. Still, the wave of negative feelings stayed with the crowd, and rumors of deaths, rapes and stabbings spread quickly. It took several days for a final consensus to emerge affirming the Jam as a remarkably peaceful event, although some incidents were confirmed.

The task of following the change in mood fell on Foreigner, who proved more than equal to the challenge. Opening with "Long, Long Way From Home," the group's harddriving rock 'n' roll was just what the doctor ordered to return the festive mood to the proceedings. New material followed, the most notable of which was "I'm Hotblooded." When Foreigner reached back for a hit they came up with "Cold As Ice," which had exactly the opposite reaction to the crowd. There were a quarter of a million people jumping, dancing, writhing and screaming in testimony to the continued mass appeal of rock 'n' roll. By the time they did "Feels Like The First Time," the song seemed to be an anthem for the assembled believers, and it drew one of the event's loudest receptions.

It was well into the evening when Aerosmith came on. The powerhouse rockers were in fine form, as befitted their headliner position on the bill. With a new keyboard player in tow, Aerosmith bulled its way through a crisp set which featured top-notch vocals by Steven Tyler. The performance of "Walk This Way" was stunning, and "Sweet Emotion" provided another high point.

By the time Aerosmith finished, around 10 p.m., a substantial percentage of the audience had gone. They continued to file out through sets by Mahogany Rush and Rubicon, which is the way the promoters planned it. Learning from the last Jam, the less established acts were put on last to assure an even flow of traffic as people left the Speedway. The elimination of traffic problems at the event, coupled with the relative absence of serious injuries and a box-office gross of about \$2.5 million, seems to insure that there won't be another four year wait for Cal Jam III.

joey berlin

Bill Gaither Trio

OPRY HOUSE, NASHVILLE — The Bill Gaither Trio's third annual, spring pilgrimage to the Opry House firmly established this concert as the gospel musical event of the year in Music City. A standing-room-only crowd of 4400 was treated to two full hours of vintage Trio sermonettes and songs.

Led by Bill Gaither's famous mellow bariton wife Gloria and new Trio member Gary McSpadden teamed to deliver a delicate and delightful anthology of Trio favorites and brand-new "classics." The Gaithers' reputation for excellence in live performances was enhanced by the addition of Dan Posthuma's sound production and the acoustic perfection of the Opry

House. In addition, the Trio's nine-piece ensemble, (led by spirited drummer Roger Byrd) and their backup vocal quintet combined for a consumate Gaither praise service.

Gary McSpadden, formerly with The Imperials and most recently associate pastor of the Christian Center Church in Fort Worth, Tex., is an accomplished soloist in his own right. His timbre and timing enrich and expand the Trio's vocal harmony, and McSpadden's stage presence is appropriately both humble and elegant. Particularly moving was McSpadden's interpretation of "More Of You," from their latest Impact album, "Pilgrim's Progress."

Several selections from the new album spotlighted the evening performance. Bill and Gloria Gaither are legendary songwriters and have strenghtened that reputation with their most recent compositions (some of which were written in collaboration with Gary S. Paxton and Jim Hill). The audience was particularly moved by Gloria's sensitive rendition of "I'm Not What I Want To Be (But, Thank God, I'm Not What I Was)" and Bill's powerful offering of "I Wish You." On the Trio's uptempo numbers, "The World Didn't Give It To Me (And The World Can't Take It Away)," was best received. A very special and touching performance of "Children Under Construction," by Bill and Gloria's youngest daughter, Amy, personified the Trio's ministry.

Another highlight was a two-song guest set by Don Francisco. His self-penned, "He's Alive," currently at the top of the gospel charts, brought the house down.

In Bill Gaither's own words, "... we are becoming..." This summation of the Trio's purpose is the essence of their popularity and the vital sign of professionals who are serious in their committment to continual spiritual growth.

hank riddle

Anne Murray Gene Cotton

ROXY, L.A. — Words in a crowd often lose their meaning. Colors pale. Flavors blend. Simple statements never seem enough. However, Anne Murray's recent date restored the meaning, color and flavor to simple words such as 'tasty' and 'pleasant.' The show was a relaxing evening of song.

Anne's voice has the ring of fine crystal. Her notes are clear and well-cut. Although her presence on stage is not engagingly dramatic (despite top hat and trick cane), Murray possesses a comfortable charm. Backed by a group of competent musicians led by Pat Riccio on keyboards, Anne delivered a classy mix of gentle ballads, soft rockers and country-flavored tunes. "Let's Keep It That Way" is the name of

"Let's Keep It That Way" is the name of Murray's new album on Capitol Records. The title track is a tender ballad banked with soft pedal steel and piano passages. The lyric which deals with the ease and complications of falling in love with a friend creates a subtle tension which Murray's emotionally rendering skillfully enhanced. "Walk Right Back," the classic Sonny Curtis tune which was a hit for The Everly Brothers was handled in a crisp, bright fashion. Murray called the sensitive love ballad "You Needed Me" her favorite song. The gentle beat tapped out on the rim of the snare drum provided a simple backdrop. Single string acoustic guitar work and mild flute runs rounded out the feeling.

"Snowbird," Murray's first major American hit which in 1970 took her from "Halifax to Hollywood" drew a warm response from the audience.

Ariola recording artist Gene Cotton opened the show with a well-paced set of

easy and moderate rockers, hightlighted in particular by material culled from his latest album, "Save The Dance." peter hartz

irt Band

DOROTHY CHANDLER PAVILION, L.A. — It's good that the Dirt Band was the first American pop group to tour the Soviet Union — it would be difficult to find a band more representative of the spectrum of musical styles popular in the U.S. The Dirt Band proved this during their recent show in Los Angeles, touching on country, rock, jazz, bluegrass and even gospel at various points in the evening.

The Dirt Band is not only capable of play-

The Dirt Band is not only capable of playing in the varied styles, they do them all well. Hank Williams' "Honky Tonkin" had the sell-out crowd stomping their feet and clapping along the way they would at the Grand Ole Opry. When guitar picker extraordinaire John McKuen broke out his banjo or fiddle the "down home" feeling was contagious. But when "On The Loose With The Blues" was unleashed, it could have been the Eagles on stage rocking out.

Back before they dropped the Nitty Gritty from the Dirt Band, the group was accomplished in the country-bluegrass-rock genre. But they have added a couple of new musicians, most notably horn player Al Garth, who give the band a jazz orientation on many numbers.

But if the music wasn't enough, the Dirt Band had a secret weapon this night. Steve Martin, perhaps the hottest stand-up comic around these days, made a guest appearance for a song about the latest Southern California craze, King Tut. Martin stayed around to pick his banjo and performed a creditable duet with McKuen. This was followed up by the group's big hit, "Mr. Bojangles," and the set concluded with a rousing "Battle Of New Orleans."

But the crowd wasn't satisfied until the Dirt Band returned for an encore, with Martin, opening act Starwood, and Karla Bonoff joining in for a singalong rendition of "Will The Circle Be Unbroken." joey berlin

awkwind

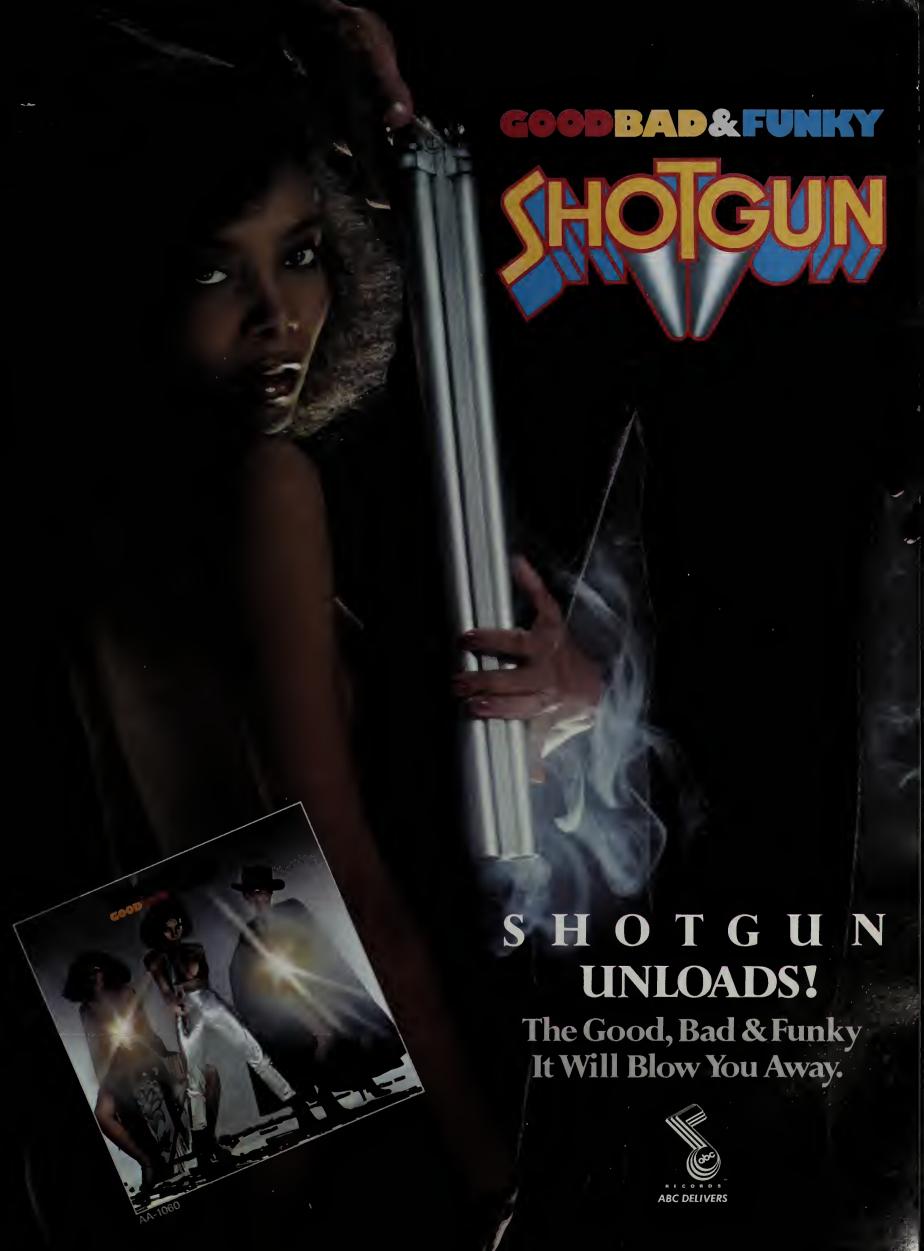
BOTTOM LINE, NYC — Hawkwind was one of the first psychedelic rock bands to favor three-chord music over prolonged periods of time. Their obsession with fantasy and science fiction has resulted in several LPs with titles like "A Space Ritual," "In Search Of Space" and "In The Hall Of The Mountain Grill." Having recently been reformed (lead singer Robert Calvert cited their "loss of touch with the modern world"), the band has just released a new album entitled "Quarks, Strangeness And Charm."

Live, as on the new record, the overt spaciness and science fiction themes of old have been replaced by a more direct-sounding rock and roll approach. As Hawk-wind's principal lyricist, Calvert presented one of the more interesting images for a lead singer, dressed in what he called his "solicitors' clerk look." He also wore pilot goggles and bandied about a set of swords during the show.

The band has certainly changed for the better and is tighter now than ever before. That they're still pioneering songs about radioactivity, atomic mutation, and Copernicus is a credit to their staying power. As an experimental group, however, Hawkwind doesn't quite work for everyone.

leo sacks

ONSTAGE



























NARM '78 — This year's NARM convention in New Orleans brought out both the business and social sides of the industry execs. Shown (I-r) in the top row of photos are: (standing) George Souvall, Alta Distributors; Barrie Bergman, Record Bar; Joe Simone, Progress Record Distributors; John Marmaduke, Western Merchandisers; Earl Kintner, NARM legal counsel; (seated) Jay Jacobs, Knox Record Rack; David Siebert, Sieberts; Dan Heilicher, Pickwick International; Harold Okinow, Lieberman Enterprises; Joyce Bogart and Neil Bogart, president of Casablanca Records; George Souvall, retiring NARM president and Joe Cohen, NARM executive vice president; Cohen, Fon Alexar burg, senior vice president and general manager of Epic, Portrait and Associated Labels and David Lieberman, chair-

man of Lieberman Enterprises. Pictured (I-r) in the middle row of photos are: Steve Diener, president of ABC and Milt Salstone, president of MS Distributors; Cohen and Stanley Gortikov, RIAA president; Bruce Lundvall, CBS Records Division president with his wife Kay and Walter Yetnikoft, CBS Records Group president with his wife June; Cy Leslie, chairman of Pickwick International and Cohen. Pictured (I-r) in the bottom row of photos are: Joe Simone, convention chairman; Cohen; Herb Belkin, vice president, operations ABC; Gary Davis, executive vice president at ABC and Diener; Cohen with Marilyn McCoo and Eilly Davis, who performed at the convention and Souvall, outgoing NARM president talking to new NARM president John Cohen, Disc Records.

NARM Advertising Seminar Puts Emphasis On The Basics

(continued from page 24)

Burns Media Consultants/Computer Broadcast Services spoke about radio advertising. At any given time, he noted, about 10 percent of the population on average is listening.

Finally, Morris Baumstein of the Young & Rubicam Agency, who supervises the CBS account, delivered a few observations about TV advertising. First, he noted, television should not be used by itself, but in tandem with radio and print advertising. "Television's role is to create reach and impact," he said, while emphasizing the need to go after a target audience.

If properly planned, Baumstein suggested, TV buys can be fairly inexpensive in relation to the number of people reached by the spots. But a few ground rules must be followed, he said. Retailers must make sure that each spot delivers their message. The albums featured must be compatible with one another, and if individual LPs are being promoted, no more than two or three of them should appear in a 30-second spot.

Baumstein also recommended running record ads immediately after televised music shows, and following up artist appearances on TV with in-store promotions on that artist.

The advertising seminar received good reaction from the members, partly because it was so professionally done. However, Scott Young, vice president of Pickwick and head of its retailing division, said that the presentation was too basic to be useful to the more experienced retailers. Joe Cohen, executive vice president of NARM, agreed that the seminar was perhaps "too basic," but noted that it had been designed for new members and as a primer for regional NARM meetings.

Music Industry Panel Set For B'nai B'rith

NEW YORK — "The Impact of Media Promotion and Publicity in the Music Business" will be explored by a panel at the Music and Performing Arts Lodge of B'nai B'rith on April 3 at 7:30 p.m.

The panelists include Dave Herman of WNEW-FM; J.B. Carmicle of Cash Box; Mike Sigman of Record World; Chuck Young of Rolling Stone Magazine; Ed Hutcher of Telehouse; and Dick Gersh of Richard Gersh Associates.

Radio And Retail Rapport Needed

(continued from page 24)

Atlanta and Baltimore. Through his research, he found that blacks wanted to hear music deeper than singles and with little talk. The stations have basically an album rock format with a black base.

In this regard, it was noted that a station like WBLS has a smaller, but loyal listening audience and record sales show up immediately after airplay while it takes a while for sales to follow airplay on a WABC, even though the audience is larger.

The seminar also stressed the importance of having knowledgeable music personnel at store level.

Roadshow To Feature Its Acts On Videotape

NEW YORK — Roadshow Records will produce a 30-minute videocassette featuring performances by Enchantment, Brass Construction, Winners and Eon as a promotional tool for distribution among the company's international licensees. The signing of Eon to an American label is expected shortly. The producers of the program are Fred Dukes and Felicidad of WPIX-TV's "Soul Alive!"

Run It Music Opens New York Offices NEW YORK --- Run It Music, Inc.,

NEW YORK — Run It Music, Inc., a subsidiary of Hit & Run Music, has opened in New York.

Dik Fraser has been named president of the New York operation, and will have overall responsibility for publishing, management, and artist development for Hit & Run acts, which include Genesis, Peter Gabriel, Brand X, and Anthony Phillips.

Run It will also seek American and European talent for representation, according to Tony Smith, manager director of Hit & Run.

Working with Fraser will be Walt O'Brien, the director of artist development, and Charlene Colon, administrative assistant.

Run It will be located at 250 West 57th Street, New York 10019.

Carolina Retailers Meet; Plan Annual Workshops

CHARLOTTE, N.C. — Ernie Phipps, of Ernie's Record Shops, recently hosted a workshop for 40 independent Carolina record dealers, who discussed ways to boost sales and profits, and get more attention from major labels.

The Carolina dealers hope to make it an annual event, and are planning a newsletter to keep regional dealers informed on retail developments.

Helen Reddy

SHINING BRIGHTLY On Her New Single



Well Sing In The Sunshine

From Her I Album.



Produced by Kim Fowley for The Entertainment Company Executive Producer. Charles Koppelman Management: leff Wald

E-Z Play Folios Bring Big Sales

by Jim Armstrong

HOLLYWOOD — In a little over a year and a half, production in the printed music industry has been greatly boosted by the development and acceptance of easy-play song folios for people who can't read music

or who may have a sight problem.

The Almo series, called "Rapid Play," represents a prime example of these folios. Designed for play on all instruments, easyplay music features giant notes with the letter name printed in the note itself. Titles include "Carpenters' Greatest Hits," "Super Songs Of The 70s," "Kiss Greatest Hits"

and "Frampton Greatest Hits."

Another such series is Charles Hansen's "Liberace Big Note Series," also designed for all instruments. Like the Almo series, the notes have their letter name printed in them. Chord construction is spelled out for each change. The series presently consists of more than 60 folios.

According to Hansen, "The Liberace Deluxe Big Note Songbook" (\$12.95) and "Big Note Encyclopedia" are two of the most successful folios the firm has yet offered. An extensive television campaign by the firm has built an outstanding mail order business with offices in New York and Hollywood.

Big Three's "E-Z Play Music Series" for all C instruments contains some of the best titles available in this type of music folio. Of special interest are a pair of Irving Berlin collections, "The New Mickey Mouse Club Songbook" and a \$14.95 monster entitled simply "The Jumbo Songbook.

Sight And Sound

The first company to indulge in printing easy-play folios was Sight And Sound of Milwaukee. They have published 75 such folios since their first in May of 1972, with more coming soon. Their most successful titles include "Super Hits," "Feelings" and "The Best Of Nashville." Titles for these folios are licensed from such outstanding catalogs as Berlin, Chappell, Big Three, Warner Brothers, Acuff-Rose and Columbia Pictures Publications.

Although many music teachers find these music books hard to accept, they continue to be a great success, bringing simple melodies to millions of non-

Virginia Rinaldo Dies

VAN NUYS - Virginia Rinaldo, long associated with Hansen Publications, died here of heart failure on March 22. She had been hospitalized with several disorders for the past few weeks. Virginia had been a driving force behind the Hansen Hollywood and Pacific Coast Music organizations for 10

Surviving direct family members include her husband Steve and daughters Candy and Stephanie. Steve is the Hansen Hollywood wholesale manager while Stephanie manages a print department at the Hansen/Splevin complex in Topanga, Calif.

NMPA Series Covers Copyright Statutes

NEW YORK — A series of six special reports covering various copyright regulations has been developed by the National Music Publishers Association, and will be released to NMPA members in the next few

The topics covered include "Termination Requirements," "Deposit for Copyright," "Registration of Copyright," "Recordation of Copyright," "Placement of Copyright Notice," and "Renewal of Copyright."

The NMPA reports offer concise descriptions of often-complex laws that took effect on January 1, 1978.

Warner Bros. Tops **March Singles Charts**

HOLLYWOOD -- The month of March has proven to be a great success for Warner Brothers Publications. For three weeks in a row the firm held nine of the Top 10 spots in the Cash Box Top 100 Singles chart.

The Bee Gees and RSO placed "Night Fever," "Emotion," "Stayin' Alive," "Thicker Than Water," "How Deep Is Your Love" and "If I Can't Have You" high on the charts. The Bee Gees have scored three number one hits in a row while Andy Gibb and Samantha Sang also scored big. Other Warner Publications artists to hit the Top 10 in March include Barry Manilow, Yvonne Elliman, Eric Clapton, Dan Hill, Paul Davis and Jay Ferguson.

ALMO Pub. Releases Paul Williams Songbook

HOLLYWOOD - Almo Publications has released the long-awaited 368 page "Paul Williams Songbook." This outstanding anthology contains 12 pages of full-color photos plus a 50 page lyric section. Printed in brown ink on tan stock, the leatherette covered anthology contains 76 of Williams' most popular songs. The collection should become an instant top seller and a library standard.

A second publication, "Lookout Farm," is described as "a case study of a small jazz group." This \$9.95 book is actually an educational item, discussing improvisation and compositional overview by each of the group's five members.

Chappell Publishes 'All You Need Is Cash'

NEW YORK -- Chappell Music Company is publishing the Neil Innes songs from the NBC-TV special "All You Need Is Cash" starring the Rutles.

Billed as a "queasy-docudrama," "All You Need Is Cash" starred the Rutles in a 90-minute special which traces their rise from Liverpool to international stardom. The comedy film was conceived and written by Monty Python member Eric Idle who also co-directed with Gary Weis and plays several roles including narrator and Rutles bassist Dirk McQuirkly.

Music and lyrics for all the songs in "All You Need Is Cash" were written by Neil Innes who also plays the role of Rutles member Ron Nasty. Another Monty Python alumnus, Innes also wrote the music for the motion picture "Monty Python and the Holy

Bradley Will Release Billy Joel's 'Turnstyles'

NEW YORK - Bill Radics of Richard Bradley Publications has announced the planned release of the April/Blackwood "Billy Joel: Turnstyles" songbook featuring "Say Goodbye To Hollywood" and "New York State Of Mind."

No Let Up

Joel's "Just The Way You Are" songsheet has sold 100,000 copies to date with no sign of letting up. The April/Black-wood/Bradley sheet reached the top of the Cash Box single sheet music chart in both February and March.

Leonard Distributes Madison Ave. Songbook

NEW YORK — The New York Times Book Company and Hal Leonard Publications are distributing a book of television and radio commercial jingles entitled "Great Songs Of Madison Avenue." Included in the collection are such product jingles as "Brylcreem, A Little Dab'll Do Ya," "Double Your Pleasure," "Old Spice," "I Love Bosco" and that all-time favorite "I'm Chiquita Banana."



ADDERLEY FAKE BOOK (Hansen)



BARRY MANILOW: EVEN NOW (Blg Three)



COATES: BEST OF ADV. PA (Columbia Pictures Pub.)



(Cherry Lane)





NewBooks

- ADDERLEY, CANNONBALL: COMPLETE JAZZ FAKE BOOK (\$7.95) (Hansen)
- BOZ SCAGGS: DOWN TWO, THEN LEFT (\$6.95) (April Blackwood/Bradley)
- 23 COATES, DAN: BEST FOR ADVANCED PIANO (\$4.95) (Columbia Pics. Pub.)
- DOOBIE BROTHERS: LIVIN' ON THE FAULT LINE (\$5.95) (Warner Bros.)
- HARRIS, EMMYLOU: QUARTER MOON IN A TEN CENT TOWN (\$5.95) (Cherry
- LIGHTFOOT, GORDON: ENDLESS WIRE (\$6.95) (Warner Bros.)
- MANILOW, BARRY: EVEN NOW (Big Three)
 PUNK ROCK ROCK AND ROLL NEW WAVE (\$5.95) (Almo)
- PRESLEY, ELVIS: HISTORIC RECORDINGS (\$5.95) (Creative Concepts)
- SAYER, LEO: THUNDER IN MY HEART (\$5.95) (Almo)
 SESAME STREET: VOLUME I & II COMPLETE (\$5.95) (Warner Bros.)
- STAR WARS PICTURE MUSIC BOOK (\$3.95) (Columbia Pics. Pub.) 12
- SUMMER, DONNA: ONCE UPON A TIME (\$6.95) (Almo) 13
- TOP HITS OF 1977 (\$5.95) (Big Three)
- 25 SUPER SHEETS (\$4.95) (Almo)

TopSellingFolios

- BARRY MANILOW: LIVE (Big Three)
 YOU LIGHT UP MY LIFE & STAR WARS PLUS 24 (Columbia Pics. Pub.)
- BILLY JOEL: THE STRANGER (April Blackwood/Bradley)
- BEATLES: COMPLETE (Warner Bros.)
- 6
- LINDA RONSTADT: SONGBOOK VOL. 1 & II (Warner Bros.)

 DAN FOGELBERG: NETHERLANDS (April Blackwood/Bradley)
- KISS: ALIVE II (Almo)
 STEELY DAN: DOUBLE DELUXE (Columbia Pics. Pub.)
- JAMES TAYLOR: J.T. (Warner Bros.)
 EAGLES: GREATEST HITS (Warner Bros.) 10
- JOHN DENVER: I WANT TO LIVE (Cherry Lane)
 JAMES TAYLOR: ANTHOLOGY (April Blackwood/Bradley)
 LED ZEPPELIN: COMPLETE (Warner Bros.)
 LIBERACE BIG NOTE SONGBOOK (Hansen) 13
- 15
- NEIL DIAMOND: I'M GLAD THERE IS YOU (Warner Bros.) 16
- VERY BEST OF THE SUPERSTARS (Big Three)
 JACKSON BROWNE: PRETENDER (Warner Bros.)
- LINDA RONSTADT: GREATEST HITS (Warner Bros.)
- TOP 100 OF 1977 (Columbia Pics. Pub.)

TopSellingSheetMusic

- JUST THE WAY YOU ARE (April Blackwood/Brac CAN'T SMILE WITHOUT YOU (Warner Bros.)
- YOU LIGHT UP MY LIFE (Columbia Pics. Pub.)
 SOMETIMES WHEN WE TOUCH (Warner Bros.)

- EMOTION (Warner Bros.)
 STAYIN' ALIVE (Warner Bros.)
- NIGHT FEVER (Warner Bros.)
- DUST IN THE WIND (Warner Bros.)
 SEND IN THE CLOWNS (Plymouth)
- COME SAIL AWAY (Almo)
- HOW DEEP IS YOUR LOVE (Warner Bros.)
- GOOD-BYE GIRL (Warner Bros.)
- STAR WARS: MAIN TITLE (Columbia Pics. Pub.)
 CLOSE ENCOUNTERS (Columbia Pics. Pub.)
- (LOVEIS) THICKER THAN WATER (Warner Bros.) 15
- WONDERFUL WORLD (Columbia Pics. Pub.)
- SHORT PEOPLE (Almo)
- FALLING (Columbia Pics. Pub.)
 ALWAYS AND FOREVER (Almo)
- EVERGREEN (Warner Bros.)

RAIN RAIN RAIN RAIN
RAIN RAIN RAIN
RAIN RAIN RAIN
RAIN RAIN RAIN

EVERYBODY LOVES A RAIN SONG

RAIN RAIN RAIN RAIN



B.J. THOMAS A NEW ALBUM FOR EVERYONE

Produced by Chips Moman

.MCA RECORDS

RHYTHMANDBLUES

Neighbors Of Watts Sets 10th — **Anniversary Benefit, April 15**

by Carita Spencer

LOS ANGELES - The Neighbors of Watts, a Los Angeles philanthropic organization, will hold its 10th Anniversary Benefit April 15 at the Cocoanut Grove in the Ambassador Hotel. The benefit will include cocktails, dinner, dancing, an auction and entertainment to be announced. Donations for the event are \$125 per person and all proceeds will benefit the South Central Community Child Care Center and the Ella Fitzgerald Child Care Center, which are funded by Neighbors of Watts.

According to Sandy Gordon, vice president of future projects for Neighbors of Watts and publicity chairman of the benefit, the organization has cared for hundreds of pre-school youngsters at the two day-care centers in addition to the family day homes

over the past 10 years. We opened our second center, the Ella Fitzgerald Center, last year," Gordon explained. "It is a unique satellite center in that we have several family day homes in the vicinity that take care of infants and toddlers between the ages of 3-5 months. We provide a nutritional program and we really treat it much more like a teaching situation rather than a baby-sitting situation in the centers as well as in the homes.

Gordon pointed out that only "certified teachers" work at the centers and that the parents in the day homes are under the guidance of the centers and all are licensed by the county. They are paid on a salary basis, as are the teachers at the centers. Additionally, volunteer tutors from Neighbors of Watts are provided for special attention to pre-schoolers.

"Also provided in our program," continued Gordon, "is what we call extended day care. This applies in the case in which children who have entered public/elementary schools can return to the center after regular school has dismissed."

Both the centers and the day homes adhere to pre-established components which include hot breakfast and lunch, rest and play periods and sit-down group education. A registered nurse also attends to the facilities and Martin Luther King Hospital provides free medical services when needed. Fees for enrolling children in the centers are based on the income of the family and number of dependents. The South Central Center is located at 224 E. 126th St. and the Fitzgerald Center is located in the Watts Industrial Park on Industry Way near the city of Lynwood.

Gordon went on to further describe details of the benefit noting that a signed lithograph by artist Joe Goode would be given to those ticket holders donating \$250 or more. Sally Struthers, Carroll O'Connor, Greg Morris, Lou Gossett and Brock Peters are among the personalities who will be participating in the auction as spotters of bidders. Bob Abell, a professional auctioneer, has also donated his services. The event is set up as a package auction to save time, as several related items are grouped together and bid on as a whole.

Music for dancing will be provided by the George Annis Orchestra and the event is open to the public

De-Lite, Phonogram **Relationship Working**

NEW YORK - The release of the new Kool & The Gang album, "Kool & The Gang Spin Their Top Hits" on the De-Lite label, marks the fourth month of the marketing association between the label and Phonogram, Inc./Mercury Records.

The album contains many of the group's biggest singles from 1969 through 1977, including "Open Sesame," which was featured in "Saturday Night Fever," and "Summer Madness," from the film "Rocky." This is the second album released by Kool & The Gang on De-Lite since Phonogram, Inc./Mercury Records began marketing the label in December of 1977.

Additionally, the Kay-Gees, also on De-Lite, have a new single from their "Kilowatt" album entitled "Kilowatt Invasion." The third Crown Heights Affair album on the "Dream World," will be released



TERRELL IN PHILLY — A&M recording artist Jean Terrell performed in Philadelphia recently while on tour to promote her recently released debut solo album "I Had To Fall In Love." Pictured (I-r) at a reception following the show are: AI Edmondson, A&M director of R&B promotion; Terrell; Ronnie Jones, R&B promotion representative for Universal Distributors, and David Vann of WDAS-AM

THE RHYTHM SECTION

Flautist Bobbi Humphrey met with a number of parents and students from P.S. 50 in Harlem at Jack's Nest soul food restaurant for a lecture and luncheon during Black History Week. In addition to demonstrating and playing her flute, Ms. Humphrey spoke about black music in Africa and the United States. The "down-home" luncheon, on the house, was quite in accordance with the title of Bobbi's latest single on Epic Records, "Homemade Jam," from her upcoming album.

Arista recording artists Eddle Kendricks and Raydlo are in the midst of separate U.S.

tours. Kendricks, whose "Vintage '78" LP is at the number 26 spot on the R&Bchart, will be in his hometown of Detroit, Michigan, March 31-April 2. Meanwhile, fellow Detroiter, Ray Parker, Jr. of Raydio will visit the Motor City in May. The group's self-titled album is number 11 on CB's Top 100 Singles chart and number 10 on the R&B chart. The single, "Jack And Jill," which was written, sung, produced, mixed and engineered by Parker (who also played

TOP 75 ALBUMS

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Weeks On 3/25 Chart

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(Horizon/A&M SP-728) 34 9 74 COCOMOTION EL COCO (AVI 6012) The state of the state	34	HERB ALPERT & HUGH			73	
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an an ang an	33	MILLIE JACKSON	36	29	75	

	April 1, 1978		
Weeks On		Weeks Wee	
3/25 Chart	34 LE SPANK	71 CON FUNK SHUNIZEYA	
1 FLASH LIGHT PARLIAMENT (Casablanca NB909) 1 10	LE PAMPLEMOUSSE (AVI 154) 25 35 INTIMATE FRIENDS	CON FUNK SHUN (Mercury 547) 88 3	3
2 THE CLOSER I GET TO YOU ROBERTA FLACK & DONNY HATHAWAY	EDDIE KENDRICKS (Tamla T54290F) 24	72 WHY YOU WANNA SEE MY BAD SIDE/DAYLIGHT &	
(Atlantic 3463) 3 8	36 OCEAN OF THOUGHTS AND DREAMS	DARKNESS	
BCOTSY'S RUBBER BAND (Warner Bros. WBS 8512) 2 9	DRAMATICS (ABC 12331) 46	SMOKEY ROBINSON (Tamla/Motown T 54293F) 82 3	1
4 IT'S YOU THAT I NEED ENCHANTMENT (Roadshow/UA 19370) 4 15	37 RUMOUR HAS IT DONNA SUMMER (Casablanca NB 916) 42	OUDTIC MAYELL D	,
5 REACHING FOR THE SKY	38 RIDING HIGH FAZE-O (She SH 8700) 50	6 74 RISKY CHANGES	
6 TOO MUCH, TOO LITTLE,	39 THE PARTY SONG SLAVE (Cotillion 44231) 33	BIONIC BOOGIE (Polydor 14450) 75 8	8
TOO LATE JOHNNY MATHIS/DENIECE WILLIAMS	40 GET ON UP (DISCO) TYRONE DAVIS (Columbia 3-10684) 56	LEROY HUTSON (Curtom CMS 0134) 84	4
(Columbia 3-10693) 11 6	41 BABY COME BACK	76 CAN YOU GET II (SUZIE	N.
MANHATTANS (Columbia 3-10674) 7 10	42 FIND ME A GIRL	MANDRILL (Arista ASO304) 76 9	9
8 DON'T COST YOU NOTHING ASHFORD & SIMPSON (Warner Bros. WBS 8514) 9 10	THE JACKSONS (Epic 8-50496) 39 43 MAKIN' LOVE IS GOOD FOR	77 CAUSE YOU'RE MINE NOW R.B. HUDMON (Cotillion/Atlantic 44232) 79	3
9 DANCE WITH ME PETER BROWN (Drive 6269) 13 8	YOU	78 YOU ARE THE REASON	
10 LET ME PARTY WITH YOU	BROOK BENTON (Olde World OWR-1100) 47 44 EASY COME, EASY GO	(I FEEL LIKE DANCING) 5th DIMENSION (Motown M 1437F) 81 4	4
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BUNNY SIGLER (Gold Mind 4008) 8 15	NATALIE COLE (Capitol 4059) 41 46 LADY LOVE	PATTI LaBELLE (Epic 8-50510) 89 2	2
EARTH, WIND & FIRE (Columbia 3-10688) 16 6	LOU RAWLS (Phila. Intl./CBS 3634) 35	DANCING	
MAZE FEATURING FRANKIE BEVERLY	47 BOOGIE SHOES KC & THE SUNSHINE BAND (TK-1025) 57	BILL WITHERS (Columbia 3-10702) 93 2	2
13 (THEME SONG FROM)	48 LET'S HAVE SOME FUN THE BAR-KAYS (Mercury 73967) 38	HEATWAVE (Epic 8-50524) — 1	1
WHICH WAY IS UP STARGARD (MCA 40825) 5 19	49 I CAN'T STAND THE RAIN ERUPTION (Ariola 7686) 63	82 NIGHT FEVER CAROL DOUGLAS (Midsong MCA-40860) 87	5
14 L-O-V-E-U BRASS CONSTRUCTION (UA 19266) 14 10	50 LOVE ME RIGHT DENISE LaSALLE (ABC 12312) 44	83 SUPERNATURAL FEELING	
15 NIGHT FEVER	51 MISS BROADWAY	94 STAV	
16 DO YOU LOVE SOMEBODY 30 6	BELLE EPOQUE (Big Tree BT-16109) 61 52 LOVE IS	RUFUS/CHAKA KHAN (ABC 12349) —	1
LUTHER INGRAM (Koko 728) 18 15 17 NEVER GET ENOUGH OF	THE BROTHERS JOHNSON (A&M 2015) 62 53 THIS TIME THEY TOLD THE	PHASE (PART 1)	
YOUR LOVE	TRUTH	THE ISLEY BROTHERS (T-Neck/Epic ZS8-2272) —	1
18 ALL THE WAY LOVER	Z.Z. HILL (Columbia 3-10680) 58	JOHNNIE TAYLOR (Columbia 3-10709) —	1
MILLIE JACKSON (Spring SP 179) 22 11 19 STAYIN' ALIVE	MILT MATTHEWS (H&L 4692) 60 55 FOR YOUR LOVE, LOVE	87 IF I CAN'T HAVE YOU YVONNE ELLIMAN (RSO 884) —	,
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SAMANTHA SANG (Private Stock PS 45, 178) 23 16	57 TRUST YOUR HEART BOBBY WOMACK (Columbia 3-10672) 68	CHIC (Atlantic 3436) —	1
22 LET'S ALL CHANT THE MICAHEL ZAGER BAND	58 WISHING ON A STAR ROSE ROYCE (Whitfield WHI 8531) 59	90 I FEEL GOOD AL GREEN (HI/Cream H-78511) —	1
23 FREAKY DEAKY	59 DANCE ACROSS THE FLOOR JIMMY "BO" HORNE (Sunshine Sound/TK 1003) 73	91 LET'S GET FUNKTIFIED BOILING POINT (Bullet BT-05) 96	
ROY AYERS UBIQUITY (Polydor 14451) 26 9 24 THE GHOST OF LOVE	60 TWO HOT FOR LOVE THP ORCHESTRA (Butterfly CM 1206) 66	92 SITTIN' ON A DOOR MAN'S	
(PART 1)	61 THINK FOR YOURSELF	THRONE DORDE DI AND (ADO AD ADOD)	3
TAVARES (Capitoi P-4544) 28 8 25 JACK AND JILL	THE TEMPATIONS (Atlantic 3461) 65 62 DANCE DANCE DANCE	93 THE BEAT GOES ON & ON	
RAYDIO (Arista ASO 283) 17 20	63 THE ONE AND ONLY	RIPPLE (Salsoul SZ 2057) 95 4 94 TOMORROW I MAY NOT FEEL	4
B.T. EXPRESS (Columbia/Roadshow 10649) 20 18	GLADYS KNIGHT & THE PIPS (Buddah BDA 592) 71 64 SLICK SUPERCHICK	THE SAME	
27 LOVE IS ALL YOU NEED HIGH INERGY (Gordy/Motown G-7157F) 34 7	KOOL & THE GANG (De-Lite 1596) 77	GENE CHANDLER (Chi-Sound/UA CH-XW 1168) 99 2	2
28 HEAVEN IS ONLY ONE STEP	CAMEO (Chocolate City/Casabianca CC013) —	CHOCOLATE MILK (RCA PB 11222) —	1
AWAY THE CONTROLLERS (Juana 3416) 32 8	66 WE FELL IN LOVE WHILE DANCING	96 I'M REALLY GONNA MISS YOU	
29 AIN'T GONNA HURT NOBODY BRICK (Bang 735) 19 16	BILL BRANDON (Prelude PRL 71102) 74		2
30 YOUR LOVE IS GOOD FOR ME	DAVID OLIVER (Mercury 543) 78	THE EMOTIONS (Stax STX-3200-A-S) 98	2
31 I COULD HAVE LOVED YOU	68 OH WHAT A NIGHT FOR DANCING	98 BLACK WATER GOLD (PART 1)	14
MOMENTS (Stang ST-5075) 37 8	BARRY WHITE (20th Century TC-2365) 86	THE SUNSHINE BAND (TK 1026) —	1
GEORGE BENSON (Warner Bros. WBS 8542) 40 5	DONNA SUMMER (Casablanca NB 907) 55		1
OPEN [®]	70 OLD MAN WITH YOUNG IDEAS	100 IF I HAD MY WAY	
HAROLD MELVIN & THE BLUE NOTES (ABC 12327) 31 11	ANN PEEBLES (Hi H-78509) 80		2
ALPHABETIZE	ED TOP 100 R&B (INCLUDING PUBLISH	HERS AND LICENSEES)	
		ers — BMI)	
Always (Almo/Rondor — ASCAP) 20 Get On Up		ig Boro — ASCAP) 14 The Groove Line (Almo/Tincabell — ASCAP) 81	
Baby Come (Touch Of Gold/Crowbeck/ Heaven Is Only (I	every Knight — BMI) 28 Miss Broadway (Prim Linea	wamp Fox — ASCAP) 43 The One And Only (Famous — ASCAP/ a SDRM — ASCAP) 51 Ensign Music — BMI)	
Baby I'm (Pamjokene - BMI)	igwood/Unichappel — BMI) 87 Never Get (Blendingwell —	BMI)	
Black Water Gold — Part 1 (Su-Ma + Rogan — BMI) 98	s/Say Yes — BMI)		3
Bootzilla (Rubber Band — BMI) 3 Intimate Friends	GAB — ASCAP)		6
Cause You're (Uniart/Sunshine Rabbitt — BMI) 77 It's Serious (Bette	er Days Music — BMI) 65 On Broadway (Screen Gem	bund — BMI)	
	ert Moon/Willow Girl — BMI) 4 Our Love (Jay Enterprises/9 rlington — BMI)	/Chappell — ASCAP) 45 Jobete — ASCAP) 57 ASCAP) 5 Two Hot For (Ample Parking — ASCAP) 60	

Ain't Gonna (Caliber/Good High — ASCAP) 29 All The Way (Sheriyn — BMI) 18 Always (Almo/Rondor — ASCAP) 20 Am I Losing (Sumack/Scorpion — BMI) 7 Baby Come (Touch Of Gold/Crowbeck/ Stigwood — BMI) 41 Baby I'm (Pamjokene — BMI) 97 Baby You Got (Hal-Mel/New Beginning — BMI) 33 Black Water Gold — Part 1 (Su-Ma + Rogan — BMI) 98 Boogle Shoes (Shellyti — BMI) 47 Bootzilla (Rubber Band — BMI) 3 Can You Get (Mandrill — ASCAP) 76 Cause You're (Unlart/Sunshine Rabbitt — BMI) 77 Con Funk Shunizeya (Valle Joe — BMI) 71 Dance Across (Sherlyn/Harrick — BMI) 59 Dance With Me (Sherlyn/Decibel — BMI) 9 Dan Swit Me 79 Don't Cost (Nick-O-Vai — ASCAP) 8 Do You Love (Klondike — BMI) 16 Essy Come (Michyl Thee — BMI) 16	For Your (Razzle Dazzle — BMI)	Lovely Night (Golden Withers — BMI) 80 Love Me (Warner-Tamerlane/Ordena — BMI) 50 L-O-V-E-U (Desert Rain/Big Boro — ASCAP) 14 Makin' Love (Tennessee Swamp Fox — ASCAP) 43 Miss Broadway (Prim Linea SDRM — ASCAP) 51 Ms (Ele' Corn/Relaxed — BMI) 67 Never Get (Blendingwell — ASCAP) 17 Night Fover (Stigwood/Unichappell — BMI) 15,82 Ocean Of (Groovesville — BMI/Conquistador — ASCAP) 36 Oh What (Sa-Vette — BMI) 68 Old Man (Muscle Shoal Sound — BMI) 70 On Broadway (Screen Gems-EMI — BMI) 32 Our Love (Jay Enterprises/Chappell — ASCAP) 45 Reaching For (WB/PB — ASCAP) 5 Risky Changes (Diamond Touch/Arista — ASCAP) 74 Riding High (Play One/Unichappell — BMI) 37 Shout it (Triple O/Bilee/B.T. — BMI) 26 Sittin' On (Unichappell — BMI/Chappell — ASCAP) 92	The Closer I Get (Scarab/Ensign — BMI)
Dance With Me (Sherlyn/Decibel — BMI) 9 Dan Swit Me 79	Jack & Jill (Radiola — ASCAP)	Riding High (Play One/Unichappell — BMI)	We Fell In (Songtailors/Dilco/Trumar — BMI) 66 Where Did Love Go (Andrask Music — BMI) 75
Do You Love (Klondike — BMI) 16 Easy Come (Mighty Three — BMI) 44 Emotion (Barry Glbb/Flamm/Stigwood/ 21	Let Me Party (Lucky Three/Henry Suemay — BMI) 10 Let's All Chant (Sumac Music — BMI)	Slick Superchick (Delightful/Gang — BMI) 64 Stay (American Broadcasting — ASCAP/ High Seas — BMI)	Why You (Bertrain — ASCAP) 72 Wishing On A Star (May Twelfth/ 58 Warner-Tamerlane — BMI) 58
Everybody Dance (Cotillion/Krelmers — BMI) 89 Fantasy (Saggiffre Music — BMI) 11 Find Me (Mighty Three — BMI) 42 Flash Light (Ricks/Malbiz — BMI) 1	Let's Have (Barkay/Warner-Tamberlane — BMI) .48 Look Up (Screen Gems-EMI/Traco — BMI) .99 Love Is (Kidada/Goulgris Music — BMI) .52 Love Is All (Jobete — ASCAP) .27	Stayin' Alive (Stigwood/Unichappell — BMI)	Workin' Together (Pecle — BMI) 12 You Are, You Are 73 You Are The Reason (Jobete Music — ASCAP) 78 Your Love (Porchester + Sietu — BMI) 30

* Add (EX) Extra (LP) LP Cut (HB) Hitbound (New) New release by artist with charted record.

(New) New release by artist with charted record.

WIGO — ATLANTA — PAUL CHILDS
#1 — Flack/Hathaway

**Curtis Mayfieid

*Johnny Birstol

**Cameo

*Isaac Hayes

**George Duke

15 To 7 — Mathis/Williams

25 To 20 — Peter Brown

HB To 25 — Rufus

HB To 26 — Isley Brothers

HB To 27 — Heatwave

LP Adds: Lonnie Liston Smith, James Brown, Noel Pointer

WSID — BALTIMORE — CHUCK REED

Top 20 Singles:

Parliament

Manhattans

George Benson

Manhattans George Benson Millie Jackson Ashford & Simposn Mathis/Williams Ashford & Simposr Mathis/Williams Flack/Hathaway Maze Bunny Sigler Earth, Wind & Fire Peter Brown Bootsy Collins Faze-O Peabo Bryson Gladys Knight Natalie Cole Hufus Heathwave Rose Royce Top 10 LPs: Parliament Enchantment

Fariament
Enchantment
Roberta Flack
Natalie Cole
Bee Gess — Saturday Night Fever
Rufus
George Benson
PeaboBryson
Maze

Maze

WEAA — BALTIMORE — KWEISI MFUME
Lp Adds: Dee Dee Bridgewater, B&G Rhythm, Jean Tyrell,
David Spinozza, Stanley Turrentine, Chick Corea, Leroy
Hutson, Dexter Wansel, Ubiquity
WUFO — BUFFALO — BRYON PITTS

"1 — Parliment
"Jonses
"Michael Zager
"Eruption
"Pockets
"Polehponics

*Delphonics *Carol Douglas *Sunshine Band

**Carol Douglas
*Sunshine Band
*Cameo
10 To 3 — Bootsy Collins
18 To 6 — Roy Ayers
19 To 7 — High Inergy
24 To 8 — Flack/Hathaway
38 To 19 — Blonic Boogle
LP Adds: Marlena Shaw, Stanley Turrentine
WGIV — CHARLOTTE — MANNY CLARKE
#1 — Bee Gees — Alive
*Love Unlimited
*Curris Mayfield
14 To 5 — Yvonne Elliman
18 To 7 — Mathis/Williams
22 To 9 — Watsonian Institute
25 To 19 — Barry White
30 To 24 — Cameo
33 To 28 — Wild Cherry
35 To 3 — Samantha Sang
37 To 29 — Diana Ross
41 To 27 — Belle Epoque
45 To 36 — Leroy Hutson
46 To 12 — Vicki Sue Robinson
46 To 13 — Heatwave
49 To 43 — Al Johnson
50 To 44 — THP Orchestra
LP Adds: Bill Withers, Billy Preston, Raydio, Larry Bell,
Detroit Emeralds, Dee Dee Bridgewater, Dramatics, Chic,
Bee Gees — Fever, Jaisum
WJPC — CHICAGO — RICHARD STEELE
#1 — Bee Gees — Alive

WJPC — CHICAGO — RICHARD STEELE #1 — Bee Gees — Alive

#1 — Bee Gees
*Brook Benson *High Inergy *Kool & The Gang

*High inergy
*Kool & The Gang
*Emotions
*Bootsy Collins
*Mathis/Williams
*Side Effect
*RB Hudmon
15 To 10 — Peter Brown
16 To 12 — Belle Epoque
18 To 13 — Flack/Hathaway
19 To 14 — Dells
20 To 15 — Joe Simon
22 To 17 — Donna Summer — Oid
24 To 16 — Peabo Bryson
25 To 18 — Impact
25 To 19 — Diana Ross
27 To 20 — Slave
28 To 21 — L.T.D.
29 To 22 — Ashford & Simpson
30 To 23 — Temptations
31 To 24 — Bunny Sigler
33 To 25 — Ohio Players
24 To 27 — Tyrone Davis
Ex To 28 — Temperness
LP Adds: Bobby Bland, Pockets, Stanley Turrentine,
Jaisum, George Benson, Eddie Kendricks
WCIN — CINCINNATI — BOB LONG

Jaisum, George Benson, Eddie Kendricks
WCIN — CINCINNATI — BOB LONG
#1 — Parilament
*Isley Brothers
*Al Green
*KC & The Sunshine Band

'KC & The Sunshine bane
'Jaisum
'Walter Jackson
17 To 11 — ZZ Hill
22 To 16 — JC & The Sunshine Band
23 To 10 — Bee Gees — Fever
24 To 9 — Michael Zager
27 To 23 — Roy Ayers
29 To 19 — Moments
31 To 26 — Jim "Bo" Horn
32 To 25 — Tyrone David
34 To 29 — Boiling Point
35 To 30 — Olympio Runners
LP Adds: Spyro Gyra

WJMO -- CLEVELAND -- LYNN TOLLIVER #1 -- Flack/Hathaway *Diana Ross 'Heatwave

*Heatwave
*Faze-O
*Tyrone Davis
17 To 12 — Peter Brown
21 To 14 — Trammps
25 To 6 — Mathis/Williams
30 To 25 — Bobby Womack
33 To 15 — Barry White
LP Adds: Roy Ayers
WKKO — COLUMBUS — KEITH WILLIS
#1 — Bunny Sigler
*Heatwave

#1 — Buil. *Heatwave *Chic *Isley Brothers *Cameo

*Chic
*Isley Brothers
*Cameo
*Barry White
12 To 6 — Faze-O
13 To 7 — Dramatics
17 To 9 — Mathis/Williams
19 To 10 — George Benson
16 To 11 — Billy Preston
18 To 13 — New Birth
20 To 15 — Dexter Wanzel
21 To 16 — Sun
22 To 17 — Michael Walden
27 To 18 — Con Funk Shun
24 To 19 — Kool & The Gang — Life
25 To 21 — Lercy Hutson
28 To 23 — Diana Ross
29 To 24 — Gladys Knight
30 To 25 — Michael Zager
33 To 26 — Bobby Bland
32 To 27 — Side Effect
35 To 29 — Tavares
36 To 30 — Curtis Mayfield
39 To 32 — Lenny Williams
40 To 35 — Patit LaBelle
*KDKO — DENVER — JIM O'BRIEN
#1 — Sarnantha Sang

*Lenny White 15 To 8 — Bed Gees — Fever 28 To 20 — Sun 38 To 28 — Walter Jackson LP Adds: John Hardy, David Spinozza, Brainstorm, 38 To 28 — Walter Jackson LP Adds: John Hardy, David Spinozza, Brainstorm, Average White Band WTLC — INDIANAPOLIS — ROGER HOLLOWAY #1 — Mathis/Williams "Isley Brothers "Bar-Kays "O'Jays "Chic "Tavares "Curtis Mayfield 7 To 2 — Controllers 9 To 3 — Leroy Hutson 10 To 5 — Peter Brown 15 To 7 — Millie Jackson 18 To 13 — Kool & The Gang 22 To 14 — Cameo 23 To 15 — Patil LaBelle 26 To 16 — Con Funk Shun 28 To 19 — Randy Brown 29 To 21 — Donna Summer 34 To 20 — Johnnie Taylor 35 To 22 — Tryone Davis 39 To 32 — Fuzzy Haskins 40 To 33 — Chocolate Milk KPRS — KANSAS CITY — DELL RICE #1 — BT Express "Jarnes Brown "Johnny Taylor "Bar-Kays "Santana "Jalsum "Boilling Point "Ware "Street "Street "Brown "Boilling Point "Ware "Mare "Boilling Point "Ware "Boilling Point "Ware "Street "Street "Brown "Boilling Point "Ware "Boilling Point "Ware "Boilling Point "Ware "Santana "Jalsum "Boilling Point "Ware "Boiling Point "Ware "Boiling Point "Ware "Boiling Point "Ware "Laber "Par-Kays" "And "A page "And "A page "And "A page "And "A page Valsium

*Boiling Point

*War

Ex To 35 — Diana Ross

LP Adds: Dexter Wanzel, Hubert Laws, Heatwave,

Average White Band, Sun, James Brown

MOST ADDED R&B SINGLES

THE GROOVE LINE — HEATWAVE — EPIC WRBD, WGIV, KKTT, WJMO, KKSS, WVKO, WVOL, WGOK.

IT'S SERIOUS — CAMEO — CHOCOLATE CITY WUFO, WILD, WANT, WVKO, WVON, WRAP, WDIA

TAKE ME TO THE NEXT PHASE (PART 1) — THE ISLEY BROTHERS — T-NECK WIGO, KKTT, WVKO, WCIN, WGOK-FM, KDIA, KPRS.

SUPERNATURAL FEELING — BLACKBYRDS — FANTASY WJLB, KKSS, WANM, WSOK, WGOK-FM, KDIA.

STAY — RUFUS — ABC WIGO, OK-100, KKTT, WNAT, WABQ

KEEP ON DANCING — JOHNNIE TAYLOR — COLUMBIA WTLC, KKSS, WGOK, KPRS, WDIA.

MOST ADDED R&B LPs

WARMER COMMUNICATIONS — AVERAGE WHITE BAND — ATLANTIC KPRS, WGOK, WGOK-FM, WRAP, KMJQ, WAWA, KDKO, WGIV, WILD, WUFO.

2. I CAN'T GO ON THIS WAY — TYRONE DAVIS — COLUMBIA WDIA, WGOK, WSOK, WVOL, WEDR, WCKO, WRBD.

LET'S DO IT — ROY AYERS — POLYDOR WEDR, WJMO, WEAA, WWRL.

*Gil Scott Heron *Wild Cherry *Earth, Wind & Fire *War *War

Smokey Robinson

11 To 5 — Dorothy Moore

17 To 8 — Carol Douglas

18 To 12 — Edgar Winter

22 To 17 — Joe Simon

24 To 18 — Eddle Kendricks

25 To 19 — KC & The Sunshine Band

26 To 20 — L.T.D.

30 To 23 — High Inergy

LP Adds: Cuba Gooding LP Adds: Cuba Gooding WGCK-FM — FAIRHOPE — CHRIS TURNER WGCK-FM — FAIRHOPE — CHRIS TURNER
#1 — Parliament
"Grover Washington Jr.
"War
"Dr. Buzzard
"Blackbyrds
"Isley Brothers
"Bar-Kays
LP Adds: Average White Band, Marlena Shaw, Hubert
Laws, Barbara Pennington, Ralph MacDonald
WQMG — GHEENSBORO — BIG DADDY
#1 — Bootsy Collins
"Brass Construction
"Peter Brown
"Michael Zager
"Belle Epoque
"Metropolis

*Belle Eboque
*Metropolis
12 To 7 — Evelyn King
18 To 12 — Earth, Wind & Fire
19 To 14 — George Benson
24 To 8 — Delphonics
26 To 16 — Cameo
Extras: Bobby Womaok, Donna Summer, Peabo Bryson
WKND — HARTFORD — BOB SCOTT
*1 #1 — Bootsy Collins
LP Adds: Average White Band, Ubiquity, Vicki Sue Robinson, Love Unlimited, Smokey Robinson, Dee Dee
Bridgewater, Village People
KMJQ — HOUSTON — JACK PATTERSON

#1 — Natalie Cole
*David Oliver
*Johnny Bristol
*Moments

Curtis Mayfield, Eruption

- MEMPHIS — JOHNNIE NEELY Extras: Curtis Maytield, Eruption
WDIA — MEMPHIS — JOHNNIE NEELY
#1 — Flack/Hathaway
15 To 11 — George Benson
20 To 16 — Jacksons
25 To 21 — Peter Brown
26 To 15 — Millie Jackson
27 To 22 — Controllers
28 To 23 — Faze-O
29 To 20 — KC & The Sunshine Band
30 To 25 — Temptations
Ex To 26 — Eruption
Ex To 27 — RB Hudmon
Ex To 27 — RB Hudmon
Ex To 29 — Cass
Ex To 30 — Side Effect
LP Adds: Tyrone Davis, Kool & The Gang, Bobby Womack
Extras: Jimmy Bo Horne, Johany Taylor, Cameo, Donna
Summer, Barry White
WEDR — MIAMI — JERRY RUSHIAN WEDR — MIAMI — JERRY RUSHIAN #1 — Parliament "Sunshine "Sandy Mercer "Salling Point "James Brown "Lonnie Smith *Isaac Hayes 9 To 3 -- Enchantment

To 5 — Slave Adds: Roy Ayers, Tyrone Davis, RB Hudmon, Detroit WAWA -- MILWAUKEE -- LARRY O'JAY #1 -- Parliament

#1 — Parliament
"Ripple
"Con Funk Shun
"Brook Benton
"Smokey Robinson
"Dramatics
"Milt Mathews
"Bill Brandon
"Side Effect

*Side Effect
*George Benson
8 To 4 — Tyrone Davis
10 To 5 — Earth, Wind & Fire
12 To 8 — Impact
17 To 7 — Moments
19 To 9 — Peter Brown

20 To 13 — Flack/Hathaway
24 To 15 — Bobby Bland
26 To 16 — Mathis/Williams
21 To 17 — L.T.D.
29 To 18 — Little Milton
23 To 19 — Wild Cherry
27 To 20 — Harold Melvin
25 To 21 — Millie Jackson
30 To 22 — High Inergy
32 To 23 — Eddie Kendricks
34 To 24 — Dexter Wanzel
35 To 25 — Ann Peebles
33 To 28 — Luther Ingram
40 To 30 — Lercy Hutson
37 To 31 — Diana Ross
LP Adds: Average White Band, Garnett Mirnms, Joe Sample, James Brown
WGOK — MOBILE — CHRIS TURNER LP Adds: Average White Band, Garnett Minnms, Joe Sample, James Brown

WGOK — MOBILE — CHRIS TURNER
#1 — Bootsy Collins
*Heatwave
*Johnny Taylor
*Sam Dees
*Chi Lites
*Chic
*Isley Brothers
*Bar-Kays
*Boiling Point
*15 To 10 — Ashford & 9impson
27 To 19 — Timmy Thomas
23 To 16 — Brothers Johnson
30 To 15 — Bee Gees — Fever
30 To 25 — Miami
32 To 27 — Mathis/Williams
33 To 24 — Faze-O
Ex To 29 — Barry White
Ex To 30 — Diana Ross
LP Adds: James Brown, Trama, Leon Heywood, Sal Soul
Orchestra, Marleana Shaw, Tryone Davis, Average White
Band

WNAT — NATCHEZ — HAYNES FORD
#1 — Parliament

Band
WNAT — NATCHEZ — HAYNES FORD
#1 — Parliament
"Con Funk Snun
"Rufus
"Gene Chandler
"THP Orchestra
13 To 8 — Peter Brown
15 To 10 — Bee Gees
17 To 13 — Black Ice
20 To 16 — George Benson
25 To 19 — Tyrone Davis
28 To 25 — L.T.D.
LP Adds: Smokey Robinson
KDIA — OAKLAND — KEITH ADAMS

LP Adds: Smokey Robinson

KDIA — OAKLAND — KEITH ADAMS

#I — George Benson

*THP Orchestra

*James Brown

*Blackbyrds

*Donna Summer

*Jimmy Bo Horne

*Isley Brothers

*Brothers Johnson

LP Adds: THP Orchestra, James Brown

P Adds: THP Orchestra, James Brown
WANT — RICHMOND — KIRBY CARMICHAEL

#1 — Bootsy Collins
*Michael Zager
*MFSB
*Mathis/Williams *Controllers
*Roy Ayers

*Roy Ayers
*Ripple
*Kool & The Gang
*Pointer Sisters
Hots: Flack/Hathaway, Raydio, Parliament, Manhattans,
Brass Construction, Hee Gees — Fever, Delphonics,
Natalie Cole
Extras: Moments, Enchantment, Southroad Connection,
Carnec, Peter Brown, Earth, Wind & Fire
KSOL — SAN FRANCISCO — J.J. JEFFRIES

44 — Bootsy Collins

Carnec, Peter Brow KSOL — SAN FRAH #1 — Bootsy Collins *Mathis/Williams *Bae Gess — Fever *Bigh Inergy *Diana Ross *Dramatics *Moments *Tyrone Elsyls

*Moments
*Tyrone Davis
12 To 4 — Bunny Sigler
21 To 7 — Peter Brown
23 To 13 — Millie Jackson
24 To 16 — George Benson
LP Adds: Donna Summer, KC & The Sunshine Band, Wild
Cherry, Brook Benton, Temptations, Brothers Johnson,
Side Effect, Leroy Hutson
WSOK — SAVANNAH — SHARON LOVE
**I. — Flore/Hathawaya.

#1 — Flack.

*Heatwave

*Yvonne Elliman

*Chic

*Isley Brothers

*Leaac Hayes "Yvonne Elliman
"Chic
"Isley Brothers
"Isaac Hayes
"Bar-Kays
"George Duke
"O'Jays
16 To 10 --- Moments
20 To 14 --- Peter Brown
25 To 19 --- Dramatics
LP Adds: Van McCoy, Average White Band, Brainstorm,
Hubert Laws
KKSS --- ST. LOUIS --- WALTER SUMNER
#1 --- Enchantment
"Heatwave
"Barry White
"Blackbyrds
"Bill Withers
"Tavares
"Johnny Taylor
Hots: Yvonne Elliman, Patti LaBelle
WANM --- TALLAHASSEE --- JOE BULLARD
#1 --- Flack/Hathaway
"Al Green
"Bill Withers
"Curtis Mayfield
"Chic
"Blackbyrds
"Islackbyrds
"

THE RHYTHM SECTION

every instrument on the tune), holds the number 8-bullet spot on the Top 100 Singles chart and is currently number 25, R&B.

Natalie Cole is in the process of completing her own television special for CBS-TV, air

date will be announced. Additionally, Natalie will be delivering a live album in late April. "Ever Ready" is the title of the just completed album by Columbia recording artist Johnnie Taylor. The effort was produced by Don Davis and is scheduled for release next week

"Golden Time Of Day," the second Capitol album by Maze Featuring Frankie Beverly, has received gold record certification from the RIAA for sales in excess of 500,000 copies. "Workin' Together," the single from the LP, will be showcased on the March 30 segment of the popular NBC-TV series "James At 16."

A&M Records will release the new album by Letta Mbulu this week simply entitled 'Letta." Plans are in the making for an April-May tour featuring Letta, Hugh Masekela and Herb Alpert. The joint effort by Masekela and Alpert is currently charted at the number 34 spot on the R&B Album chart and number 109 on the Top 100 Album chart.

Patti Austin and Bill Evans will perform at the Roxy, April 4-5.

J.R. Bailey, whose latest release is "Love And Conversation" on United Artists, will sing the national anthem at the NBA's New York Knicks and Denver Nuggets game, March 28 at Madison Square Garden.

Leroy Gomez, the American born saxophonist whose international prominence comes as a result of his European recording of the album "Santa Esmeralda," has signed with Backstage Management for representation.

Congratulations to Louis Johnson of The Brothers Johnson and wife Valerie upon the arrival of their firstborn son, Kodi Rico Johnson. Kodi debuted at 5:30 a.m. on March 17, weighing 6 lbs. 5 oz . . . Also to Beverly Giddens on being named general manager for Kidada Music, Inc. which handles publishing for all entities of Quincy Jones Productions ... And to **J.J. Johnson**, recently voted the most popular D.J. at KDAY in Los Angeles. A "Sunday Night Fever" disco tribute was given in his honor, March 19 at the Marriott Hotel with a full house of friends in attendance. Music and lighting was provided by Marvell Grigsby's L.S.D. Promotions.

In reference to an item appearing in this column March 18: The Fitzgerald/Hartley Company will be managing The Brothers Johnson "in association" with Quincy Jones Productions/Mellow Management, not "exclusively" as it appeared in the statement.

BMI And Colleges Reach Agreement

The basic annual contract fee is 5.5¢ per full-time student, with a minimum of \$60 per institution. This includes graduate and non-graduate students, with part-time student figures converted to full-time equivalents based on federal government guidelines.

The fee covers the use of BMI music by campus broadcasting stations grossing less than \$10,000 annually, and by musical attractions costing under \$1,000. For music attractions costing over \$1,000, the fee will range from \$15 for theatres containing up to 1,500 seats to \$300 for auditoriums seating over 30,000 people.

At schools where the only copyrighted music used is performed by outside music attractions, there will be no blanket student fee. However, these schools will still be required to make per seat payments for public performances, no matter what the talent costs.

ASCAP, according to its counsel, Bernard Korman, has submitted its college contract to the printer, and will be announcing details shortly. Korman said the ASCAP pact was similar to BMI's, with a few small differences regarding radio use.

MCA Reduces Price on 249 LPs

as MCA's previous experiments. Passamano noted, the label will make twice as much on those titles as it did when they were part of the full-line catalog.

Passamano also pointed out that the timing of the new program is excellent, coming as it does in the midst of industry-wide price increases. "Our accounts at NARM were overwhelmed," he said, "because the list price has been consistently going up, and we're lowering ours."

In addition, he said, MCA's midline records should help expand business for some retailers by attrracting the casual buyer who only purchases a few albums a year. They will not reduce demand for cutouts, since they are in a higher price range, and they offer approximately the same profit percentage which dealers derive from full-line goods.

Wholesale prices, divided into seven levels, like the rest of MCA's catalog, are competitive with those of CBS' midline series, according to Passamano. When accounts order a certain minimum amount of the midline selections, they will qualify for a six percent discount, as well as extra dating of between 30 and 60 days.



TOASTING STYX — ICM has re-signed A&M recording artists Styx for exclusive representation. Pictured at the signing in New York are standing (I-r): James Young of Styx; Shelly Schultz of ICM; Derek Sutton, the group's manager; Tommy Shaw of Styx; Terry Rhodes of ICM; Marsha Vlasic of ICM; and Chuck Panozzo of Styx. Seated (I-r) are: John Panozzo and Dennis DeYoung of the band.



ENCHANTMENT AT KACE - Roadshow/United Artists recording group Enchantment stopped by radio station KACE recently while in Los Angeles for a performance at the Total Experience. Pictured (I-r) are: David Banks of Enchantment; Willie Davis, KACE-FM owner: Enchantment members Miki Clanton. Joe Thomas, Emanuel Johnson and Bobby Green: KACE account executive Jim Blakeley and KACE music director Alonzo Miller

Looking Ahead

YANK ME CRANK ME (Magicland Music — ASCAP) TED NUGENT (Epic 8-50533)

FLYING WITH BROKEN 102 WINGS (WITHOUT YOU)
(White Angel Music/Hudson Bay (White Angel Music/I Music -- BMI) ANGEL (NB 914 AS)

TURN UP THE MUSIC 103

ASCAP) SAMMY HAGAR (Capitol P-4550) ALL THE WAY LOVER 104

MILLIE JACKSON (Spring SP179) IT'S A HEARTACHE Pi-Gem Music — BMI)
UICE NEWTON (Capitol P-4552)

I WANT YOU TO BE MINE Heavy Music -- BMI) (AYAK (Janus J-274)

DO YOU WANNA DANCE RAMONES (Sire 1017)

108 ISN'T IT ALWAYS LOVE (Sky Harbor Music — BMI) KARI A BONOFF (Columbia 3-10710)

NUMBER ONE (Novalene Music — BMI) ELOISE LAWS (ABC 12341)

BECAUSE THE NIGHT PATTI SMITH GROUP (Arista 0318)

New Radio Ratings Service Debuts

Audits & Surveys intends to get TRAC 7 underway in the four largest markets immediately after Labor Day this year, Fourth quarter reports will be made available after New Year's 1979. The company then wants to expand into markets five through 10 in the first quarter of 1979 and move into the second 10 markets as soon as possible after than, although the system does not depend on expanding in size order and some markets may be entered out of sequence depending on demand.

The announcement of our service's existence was made before a lot of the details were ironed out so we could work without trying to operate under a blanket of secrecy." notes Zeltner, who first got involved with the project as an RAB consultant. "Now that the announcement has been made, we have to get our act together on the selling presentation. That's next on the agenda.

KROQ Suspends Paid Commercials

comes to the ratio of commercials to music.

Somewhat Stifled

Bookasta indicates that his lender/credit relations before the Progressive Media deal, which was finalized March 16 in the offices of attorney H. David Schmerin, had caused his influence and planning for KROQ to be somewhat stifled. But now he says the new arrangements give him the company backing and capital necessary to carry out his plans

A key to the new structure is the cooperation of the station's longtime principal lender, Kenneth Roberts, a concert promoter and personal manager. Roberts, who has agreed to remain active on the station's board of directors, recently acquired a block of station stock which will be assumed by Progressive Media, pending FCC approval.

Progressive Media

Prominent in the Progressive Media organization, along with Bookasta and attorney Schmerin, is Adel Nasrallah, a.k.a. Ed Nash, a financier and owner of L.A.'s Starwood as well as other nightspots. KROQ's other licensee/principals include Dr. Manuel de J. Castillo, Kathleen Coldewey and E.H. Bookasta.

Management III Gets 'Star Wars' Rights

NEW YORK - The exclusive U.S and Canadian symphony orchestra performance rights to "The Star Wars Concert" have been granted to Jerry Weintraub's Management Three. The rights, assigned by the film's writer-director. George Lucas. and 20th Century-Fox, include the use of the "Star Wars" advertising logo and the performing rights to the suite composed by John Williams. Weintraub will present the 'Star Wars' multimedia concerts in association with Concerts West and Kevin

New Promo Firm Opens

LOS ANGELES - The Rick & Nick Show, a new firm handling total concept promotion, marketing, management and production, has established offices at 8481 Brier Dr. here. Partners in the new enterprise are Rick Williams, former marketing director for Shadybrook and Sound Bird Records, and art designer Nick Charles.

() SPE

Benson Company Announces Promo Push For New Gaither Trio Album

NASHVILLE — The Benson Company has begun a major promotional campaign for "Pilgrim's Progress," by the Bill Gaither

Advertising plans call for a 50-market radio buy tagged to retail, rack and gospel distributor accounts coordinated with Gaither's spring tour. Four-color print ads were purchased in all major secular and Christian trade publications during February, with full-page consumer ads slated to begin in March. Merchandising includes a 12 x 24 bincard, wall posters, floor dumps and a special concert program being tagged to local accounts in tour

First Single
The first single called "I Will Praise Him," written by Bill Gaither, was shipped to Christian radio stations in February ac-

Gospel Singers Perform **During Prayer Breakfast**

WASHINGTON, D.C. - The Blackwood Brothers gospel group and evangelist-singer Jerry Wayne Bernard performed here recently at the 26th annual Presidential Prayer Breakfast. It was the first time gospel singers have been invited to appear at the breakfast - music in previous years has been limited to choirs.

The breakfast was presided over by Senator James Allen of Alabama. Also present were President Carter, Senator Lugar of Indiana; Congressman Bedell of Iowa; Governor Judge of Montana; former Senator Harold Hughes of Iowa; Max Cleland, Administrator of Veterans Affairs; Congresswoman Barbara Jordan of Texas: Judge John Sirica; and General Louis H. Wilson, Commandant of the United States Marine Corps.

Included in the 3500 in attendance were officials from all branches of the government, many foreign dignitaries and religious leaders.

James Blackwood of the Blackwood Brothers Quartet stated their songs included "How Great Thou Art," "The Lord's Prayer," and their current song, "Learning

Yvonne Alaniz Named At Maranatha Music

LOS ANGELES — Yvonne Alaniz has been named manager, tour coordination, for Maranatha Music. She will report to Dave Swaney, director of creative services.

Assisting touring musicians and promoters of their concerts with media coverage, Miss Alaniz will also notify retailers and distributors of personal appearances of Maranatha's recording

Miss Alaniz has been with Maranatha Music for two years. Most recently, she booked personal appearances for the concert arm of the company.

cording to Matt Steinhauer, airplay promotions manager for The Benson Company.

Plans are also underway to develop a radio documentary about Bill Gaither — his life, his growth as a Christian, the development of his group, etc. Distribution to key gospel radio markets should begin by late

Publicity plans included the shipment of the album to every major trade and con-sumer publication interested in the album as well as cover stories and feature articles in several major magazines.

The Gaithers have been recording for Impact Records, a division of The Benson Company, since the early '60s. They've released 21 albums for the label.



GOSPEL RADIO SEMINAR Johnson (I) and Cynthia Clawson discuss plans for the 6th Gospel Radio Seminar with Jim Black, chairman of the event. Johnson will be one of the speakers at the seminar, which is slated for May 5 and 6, and Clawson will perform at the gala banguet and showcase

Gospel Songwriter Contest Slated

NASHVILLE -- A gospel song writing contest sponsored by Broadman Press will of-fer prizes of \$500, \$300, and \$200 to win-ners who submit the best unpublished songs before Aug. 31, 1978.

Don Butler, executive director of the Gospel Music Association, will be one of the judges, along with W.F. Myers, vice president to SESAC. Mark Blankenship, Broadman Press music editor, will be responsible for screening all entries.

Entries must be sent to the Broadman Gospel Song Competition, Nashville, Tenn. 37234, no later than Aug. 31, 1978. Winners will be announced in October 1978.

All entrants must send a tape recording of their song, plus a lead sheet with the melody, words and chords. Previously published materials are not acceptable.

Broadman Press will copyright and publish the winning songs, and Broadman retains first refusal rights to the publication of all songs submitted.

A self-addressed, stamped envelope should be included for the return of material not accepted.



WENDELL BURTON SIGNS — Actor Wendell Burton, who starred opposite Liza Minelli in "The Sterile Cuckoo," has released his debut album on Lamb & Lion Records. Burton wrote the music for the album, which is simply titled "Wendell." Pictured above at a reception in Pat Boone's office are (I-r): Dan Collins, producer; Doug Corbin, vice president of Lamb & Lion; Burton; Steve Back, sales representative for Word, Inc., which distributes Lamb & Lion; Cy Jackson, regional sales rep for Word; and Boone.

TOP 20 LBUMS

Spiritual

	3/2		On hart
1	LIVE AT CARNEGIE HALL JAMES CLEVELAND (Savoy 7014)	1	30
2	WHEN JESUS COMES SARA JORDAN POWELL (Savoy 14465)	3	12
3	FIRST LADY SHIRLEY CAESAR (Roadshow RS 744R)	4	36
4	TONIGHT'S THE NIGHT GOSPEL KEYNOTES (Nashboro 7181)	5	28
5	NOW AND FOREVER THE PILGRIM JUBILEE SINGERS (Nashboro 7181)	10	8
6	HAPPY IN JESUS MACEO WOODS (Savoy 14463)	6	10
7	THE COMFORTER EDWIN HAWKINS SINGERS (Birthright BRS 4020)	7	26
8	JOY REV. BRUNSON & THE THOMPSON COMM. CHURCH CHOIR (Creed 3078)	8	32
9	LOVE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5705)	2	38
10	MAMA PRAYED FOR ME SENSATIONAL WILLIAMS BROS. (Savoy 14462)	17	4
11	IT'S ALRIGHT NOW JESSIE DIXON (Light 5719)	11	10
12	RIDE THE SHIP TO ZION GOSPEL KEYNOTES (Nashboro 7172)	14	38
13	I'M GOING TO SIT DOWN ERNEST FRANKLIN (Jewel 0128)	13	8
14	PRAISE I J.C. WHITE (Savoy 14467)	15	6
15	DON'T MAKE WAR HARRISON JOHNSON (Creed 3080)	16	6
16	THIS IS ANOTHER DAY ANDRAE CROUCH & THE DISCIPLES (Light 5683)	9	3 8
17	LIVE AND DIRECT THE MIGHTY CLOUDS OF JOY (Peacock 1038)		2
18	SPECIAL APPEARANCE ISAAC DOUGLAS (Creed 3081)		2
19	SEE YOU IN THE RAPTURE SENSATIONAL NIGHTINGALES (Peacock 59227)	19	38
20	FROM AUGUSTA WITH LOVE SWANEE OUINTET (Creed 3077)	20	38

Inspirational

			Veeks On Chart
1	MIRROR EVIE TOURNOUIST (Word WST 8735)	3/25	38
2	HOME WHERE I BELONG		
3	B.J. THOMAS (Myrrh 6571) GENTLE MOMENTS	2	38
4	FOR HIM WHO HAS EARS	3	38
	TO HEAR KEITH GREEN (Sparrow 1015)	4	38
5	COME ON RING THOSE BELLS EVIE TOURNOUIST (Word WST 8770)	5	12
6	PRAISE II THE MARANATHA SINGERS (Marantha HS 028)	6	38
7	THIS IS NOT A DREAM PAM MARK (Asian ARS 1003)	8	26
8	ALLELUIA THE BILL GAITHER TRIO (Impact R3408)	9	38
9	THIS IS ANOTHER DAY ANDRAE CROUCH (Light 5683)	16	4
10	VINTAGE GOSPEL THE FLORIDA BOYS (Canaan CAX 9818)	10	10
11	THE SUN'S COMING UP THE REX NELON SINGERS (Canaan CAX 9823)	11	10
12	JESTER IN THE KINGS COURT MIKE WARNKE (Myrrh 6569)	12	8
13	LIVE IN CHATTANOOGA THE KINGSMEN		6
14	(Heartwarming R-3477) DALLAS HOLM & PRAISE	13	6
	LIVE (Greentree R3441)	14	34
15	HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	_	2
16	LIVE! THE VERY BEST OF THE HAPPY GOODMAN FAMILY (Canaan CAX 9812/2)	17	14
17	ON HEAVEN'S BRIGHT SHORE THE INSPIRATIONS (Canaan 9814)	20	4
18	LIVE FROM NASHVILLE JIMMY SWAGGART (Jim 126)	18	26
19	MUSIC MACHINE CANDLE (Birdwing BDWG 2004)		2
20	THE GROUP THAT GOD	Ī	~
	BUILT THE HENSONS (Calvary STAV-5142)	7	10

Gospel Reviews



DOGWOOD - Out In The Open - Lamb & Lion LL-1035 -Producer: Chris Christian - List: 6.98

Dogwood's third album, "Out In The Open," is the vehicle which should carry Steve Chapman and Ron Elder to national prominence. These West Virginians play 12-string music and sing three-part harmony and Chris Christian produces miracles. Terry Talbot's "Taking Me Higher" flys like the Eagles, and "Snuggles" sighs like a country couple in love. "Remember " (the story of Shadrach, Meshack and Abednego) kicks off with a rhythmic intro as hot as Nebuchadnezzar's fire. Now that Dogwood is "Out In The Open," aficionados of organic gospel will find the springtime fragrance irresistible.



MYRTLE HALL — Thank You, Lord — Word WST-8752 – Producer: Kurt Kalser — List: 6.98

Myrtle Hall is an extraordinarily talented vocalist and she is a veteran of many Billy Graham crusades and her own concert programs. Her training at Juilliard, plus being an artist-inresidence at King's College in New York, has allowed her to build a repertoire covering the musical spectrum from Mozart and Beethoven to the contemporary, including many spirituals enhanced by her Carolina heritage. "Thank You, Lord" is a magnificent showcase of Hall's artistry. Kurt Kaiser's production is complimentary and tasteful — the professional touch to a classic classical gospel album.

COUNTRY

TOP 50 ALBUMS

	W	eeks				eks
0/1		On		2/15	C 8 Ch)n
	8 C	nan	05	HE WALKS BESIDE ME	5 CI	Iaii
1 WAYLON & WILLIE WAYLON JENNINGS & WILLIE			23	ELVIS PRESLEY (RCA AFL 1-2772)	_	1
NELSON (RCA AFL1-2686)	1	8	26	OUT OF MY HEAD AND		
2 TEN YEARS OF GOLD				BACK IN MY BED		
KENNY ROGERS	2		100	LORETTA LYNN (MCA 2330)	30	2
(United Artists LA 835-H) 3 HERE YOU COME AGAIN	2	9	27	EVERY TIME TWO FOOLS		
DOLLY PARTON (RCA APL 1-2544)	4	23		COLLIDE KENNY ROGERS & DOTTIE WEST		
4 WE MUST BELIEVE IN				(United Artists UA-LA 864-H)	_	1
MAGIC			28	THAT'S THE WAY LOVE		
CRYSTAL GAYLE	_			SHOULD BE		
(United Artists UA LA 771-G) 5 QUARTER MOON IN A TEN	5	52		DAVE & SUGAR (RCA APL 1-2477)	19	30
CENT TOWN			29	BEST OF JERRY LEE LEWIS		
EMMYLOU HARRIS				VOL. II (Mercury SRM-1-5006)	20	8
(Warner Bros. BSL 3141)	3	8	30	GREATEST HITS	20	Ü
6 SIMPLE DREAMS			30	GEORGE JONES AND TAMMY		
LINDA RONSTADT (Asylum 6E-104)	7	27		WYNETTE (Epic KE 34716)	22	16
7 Y'ALL COME BACK			31	LINDA RONSTADT'S		
SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	8	23		GREATEST HITS	00	ce
8 HEAVEN'S JUST A SIN			22	(Asylum 6E-106) MY FAREWELL TO ELVIS	28	66
AWAY			32	MERLE HAGGARD (MCA 2314)	34	20
THE KENDALLS (Ovation OV 1719)	9	27	33	KENNY ROGERS		
9 THE BEST OF THE				(United Artists UA LA 689-G)	35	52
STATLER BROTHERS			34	CRYSTAL		
(Mercury SRM 1-1037)	11	15		CRYSTAL GAYLE (United Artists LA 614G)	39	84
10 IT WAS ALMOST LIKE A			35	MIDNIGHT WIND	33	04
SONG RONNIE MILSAP (RCA APL 1-2439)	14	29	0.5	CHARLIE DANIELS BAND		
11 TAKE THIS JOB AND		-	905	(Epic PE 34885)	36	3
SHOVE IT			36	EASTER ISLAND		
JOHNNY PAYCHECK (Epic KE 35045)	6	19		KRIS KRISTOFFERSON	_	1
12 ENDLESS WIRE			37	(Columbia JZ 35310) FREE SAILIN'		•
GORDON LIGHTFOOT (Warner Bros BSK-3149)	13	6	-	HOYT AXTON (MCA-2319)	38	7
13 DAYTIME FRIENDS			38	SOFT LIGHTS AND HARD		
KENNY ROGERS (UA LA 754-G)	15	33		COUNTRY MUSIC		1
14 LET'S KEEP IT THAT WAY			39	MOE BANDY (Columbia KC 35288) BEST OF DOLLY PARTON		
ANNE MURRAY (Capitol ST-11732)	17	8	0.5	(RCA APL 1-1117)	43	2
15 LOVE IS JUST A GAME			40	TANYA TUCKER'S		
LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	18	30	100	GREATEST HITS		
16 ELEVEN WINNERS			41	COUNTRY BOY	_	1
MERLE HAGGARD (Capitol ST-11745)	16	7	41	DON WILLIAMS (ABC/Dot 2088)	41	25
17 OL' WAYLON			42	HOW GREAT THOU ART		
WAYLON JENNINGS (RCA APL 1-	٠.			ELVIS PRESLEY (RCA LSP 3758)	42	20
2317)	24	46	43	LOVES UPS AND DOWNS		
18 GEORGIA KEEPS PULLIN'				BARBARA MANDRELL (ABC DO- 2098)	31	9
ON MY RING CONWAY TWITTY (MCA 2328)	12	8	44		31	3
19 THE OUTLAWS	'-			JOHN DENVER (RCA AFL 1-2521)	23	18
WAYLON JENNINGS/WILLIE NELSON			45	THE FIRST TIME		
JESSI COLTER/TOMPALL GLASER			1	BILLY "CRASH" CRADDOCK (ABC DO-2097)	32	9
(RCA APL 1-1321)	21	65	46	YOU LIGHT UP MY LIFE	32	3
20 ELVIS IN CONCERT	4.0		'*	DEBBY BOONE		
ELVIS PRESLEY (RCA APL 2-2587)	10	21		(Warner/Curb BS-3118)	46	21
21 SOMEONE LOVES YOU			47	OLIVIA NEWTON-JOHN'S		
HONEY CHARLEY PRIDE (RCA APL 1-2478)	27	3		GREATEST HITS	22	20
22 DON'T LET ME TOUCH YOU	21	3	10	(MCA 3028) THE RED HEADED	33	20
MARTY ROBBINS			70	STRANGER		
(Columbia KC 35040)	25	14		WILLIE NELSON (Columbia KC 33482)	37	36
23 SHAME ON ME			49	T.G.		
DONNA FARGO (Warner Bros. BS-3099)	29	20		T.G. SHEPPARD		
24 LOVES TROUBLED			50	(Warner Bros. BSK 3133) COUNTRY MEMORIES	40	4
WATERS			"	JERRY LEE LEWIS		
MEL TILLIS (MCA 2288)	26	20	1_	(Mercury SRM 15004)	44	17
P olice 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 	-					

9th Country Radio Seminar Termed The 'Most Successful'

by Bob Campbell

NASHVILLE — The application of modern technology and research to country radio was the main focus of the 9th annual Country Radio Seminar, held March 17-18 at the Airport Hilton Inn here. The event drew a record 390-plus registrants, and agenda chairman Terry Wood, operations manager of WONE in Dayton, Ohio, termed the seminar "the most successful in its nine-year history."

Indeed, nearly every one of the 15 sessions concentrated on Improving the accuracy of determining the wants and desires of the listening audience. Representatives of Arbitron and Pulse, the two most prominent survey organizations, presided over highly technical sessions which explained methodology in radio market research. Motivational dynamics, audience research, promotions, merchandising, sales, news, engineering and new technological advances and equipment were among topics discussed during the two days.

Seminar Theme

With "The Future Of Our Country" as the 1978 theme, the seminar opened early the first day with an audio-visual presentation dealing with the origins of present day value judgments, and how radio programmers can apply that knowledge to modern country radio. Titled "Where You Are, Is Where You Were When . . .", the one-hour videotalk was presented by Morris Massey.

The seminar then moved into concurrent sessions which lasted until late in the afternoon. That night, a "rap room" was opened in which general topics of discussion were open to participants.

Among the more controversial topics discussed during the seminar were passive, call-out research and the advent of

Owens Taken To Court

LOS ANGELES — A trial date of June 1 has been set by the Los Angeles Superior Court for a suit filed in February, 1975, by songwriter/producer Dusty Rhodes. The charges, in excess of \$500,000, are against Buck Owens, Bluebook Music, BMI and Capitol Records.

Rhodes, a former vice president of Buck Owens Productions and Bluebook Music, is asking for an accounting of the percentage due him by the defendants according to a contract signed by Owens in 1968. Owens is also charged with contractual interference. AM stereo (Will it be too expensive, how much tonal quality will be lost and will there be a loss in signal strength from the radio station?)

Eric Small of Eric Small and Associates introduced a new piece of equipment which generated interest called a Telesis. The Telesis has been designed for larger market stations which have gone combo, meaning the station's disc jockey will not only operate the board, but will take care of



'ROAST' BENEFITS NSAI — Maggie Cavender, executive secretary of The Nashville Songwriter's Association International, accepts a \$10,000 check from proceeds of the March 12 "Rose Roast" held here. Pictured above are (I-r): Wesley Rose, president of Acuff-Rose Publishing; Ms. Cavender; and Bob Jennings, NSAI

Country Stars Of Yesteryear Shine In 'That's Country'

NASHVILLE — "That's Country," a full-length, color film featuring 50 country and western stars in footage shot nearly 25 years ago on the stage of The Grand Ole Opry, premiered here March 16 and brought into sharp focus the tremendous changes affecting country music in the last few years.

Sponsored by The Federation of International Country Air Personalities (FICAP), the movie preview included a champagne buffet which was attended by an invitation-only audience of press, music executives, country entertainers and air personalities. Hosted by Lorne Greene, the film spotlight's historic performances by Marty Robbins, Chet Atkins, Ray Price, Kitty

(continued on page 48)



WARNER BROS. BENEFIT'S NARAS — Warner Bros. Records hosted a special showcase benefit for NARAS March 14 at the Possum Holler Club in Nashville. Showcase guests and performers included Margo Smith. Rex Allen, Jr., Ray Stevens, Con Hunley and Pal Rakes. Pictured above at the Possum Holler are (I-r): Rakes; Jim Sharp, Cash Box director of



Nashville operations; Smith, Allen; Tim Williams of Cash Box, and Stevens; and Robin Rothman, general manager of Warner Bros. Burbank, Calif. office; Hunley, Stevens; Rakes; Smith; Dale Turner, radio WDKA music director; DJ Jones of WDKA; and Warner Bros. producer Norro Wilson, who emceed the NARAS benefit.

CASH BOX TOP 100 COUNTRY

		Veeks		1	Weeks		V	Veeks
	3/25	On			On		3/25 (On
1 READY FOR THE TIMES TO GET	0,20	0.14	32 DO YOU KNOW YOU ARE MY	0/20	Citari	67 THAT LUCKY OLD SUN		Shart
BETTER			SUNSHINE			NAT STUCKEY (MCA-40855)	73	4
CRYSTAL GAYLE (United Artists UA-XW 1136) 2 WALK RIGHT BACK	4	8	THE STATLER BROTHERS (Mercury 55022) 33 YOU ARE THE SUNSHINE OF MY	47	3	65 IF YOU DON'T WANT TO LOVE HER		
ANNE MURRAY (Capitol P-4527)	2	11	LIFE			JERRY NAYLOR (MC 5004F)	39	9
3 SOMEONE LOVES YOU HONEY		e	MARTY MITCHELL (MC 5005F)	37	7	69 YES MA'AM		
CHARLEY PRIDE (RCA PB-11201) 4 IT DON'T FEEL LIKE SINNIN' TO	7	8	34 AT THE END OF A RAINBOW JERRY WALLACE (BMA/WIG-8-006)	40	7	TOMMY OVERSTREET (ABC/Dot DO 17737) 70 PROUD LADY	41	11
ME			35 SOFT LIGHTS AND HARD	40	,	BOB LUMAN (Polydor PD 14454)	49	7
THE KENDALLS (Ovation OV 1106)	8	8	COUNTRY MUSIC			71 LONG GONE BLUES CATES SISTERS (Caprice CA-2047)	77	3
5 A LOVER'S QUESTION JACKY WARD (Mercury 55018)	6	9	MOE BANDY (Columbia 3-10671) 36 IF YOU CAN TOUCH HER AT ALL	13	10	72 COLORADO COOL-AID		
6 HEARTS ON FIRE			WILLIE NELSON (RCA PB-11235)	64	3	JOHNNY PAYCHECK (Epic 8-50469) 73 RUNNIND KIND	51	7
7 EVERY TIME TWO FOOLS	11	7	37 BABY IT'S YOU			MERLE HAGGARD (Capitol P-4525)	54	13
COLLIDE			JANIE FRICKE (Columbia 3-10895) 38 THIS IS THE LOVE	43	5	74 NOW YOU SEE 'EM, NOW YOU		1
KENNY ROGERS AND DOTTIE WEST	10	.,	SONNY JAMES (Columbia 3-10703)	62	3	DON'T ROY HEAD (ABC AB-12346)		1
(United Artists UA-XW1137) 8 RETURN TO ME	10	7	39 WHISKEY TRIP GARY STEWART (RCA PB-11224)	45	4	75 A SWEET LOVE SONG THE		
MARTY ROBBINS (Columbia 3-10673)	9	10	40 UNCHAINED MELODY/SOFTLY,			WORLD CAN SING		
9 I CHEATED ON A GOOD			AS I LEAVE YOU			76 TEARDROPS IN MY TEQUILA	78	3
WOMAN'S LOVE BILLY "CRASH" CRADDOCK (Capitol P-4545)	12	9	41 LOVIN' YOU BABY	68	2	PAUL CRAFT (RCA PB 11211)	79	4
10 MAMAS DON'T LET YOUR			CONNIE SMITH (Monument 45-241)	44	6	77 EASY BARRY KAYE (MCA 40868)	00	
BABIES GROW UP TO BE			42 LOVING HERE AND LIVING			78 YOU ASKED ME TO	80	4
COWBOYS WAYLON JENNINGS & WILLIE NELSON			THERE AND LYING IN BETWEEN FARON YOUNG (Mercury 55019)	46	6	BILLY JOE SHAVER (Capricorn CPS-0286)	81	5
(RCA PB-1198)	3	11	43 LAY DOWN SALLY			79 LOVE SOMEBODY TO DEATH ED BRUCE (Epic 8-50503)	55	9
11) I'VE GOT A WINNER IN YOU DON WILLIAMS (ABC AB-12332)	1.6	77	44 I'LL BE THERE (WHEN YOU GET	71	3	80 SLOW AND EASY		
12 BUCKET TO THE SOUTH	14	7	LONELY)			RANDY BARLOW (Republic REP-017) 81 CASH ON THE BARRELHEAD	-	1
AVA BARBER (Ranwood R-1083)	19	10	DAVID ROGERS (Republic 015)	48	6	RONNIE SESSIONS (MCA-40875)	85	2
13 SHE CAN PUT HER SHOES			45 RED WINE AND BLUE MEMORIES JOE STAMPLEY (Epic 8-50517)	50		82 CAIN'T SHAKE YOU OFF MY		
UNDER MY BED (ANYTIME) JOHNNY DUNCAN (Columbia 3-19694)	27	4	46 BORN TO BE WITH YOU	50	3	MIND BOBBY WAYNE LOFTIS (Charta CH 119)	82	5
14 THE GRANDEST LADY OF THEM			SANDY POSEY (Warner Bros. WBS 8540)	61	4	83 DIVERS DO IT DEEPER		ď
ALL COMMAN EMILEY (MOS. 1005)	**	. 1	47 RED HOT MEMORY KENNY DALE (Capitol P-4528)	20	11	DAVID ALLAN COE (Columbia 3-10701) 84 WIPE YOU FROM MY EYES	88	2
CONWAY TWITTY (MCA-40857) 15 I WOULD LIKE TO SEE YOU	16	7	48 RIGHT OR WRONG			KIND EDWARD IV AND THE KNIGHTS		
AGAIN			49 IF YOU'RE LOOKING FOR A FOOL	53	5	(Soundwaves SW-4563) 85 JUST OUT OF REACH	91	4
JOHNNY CASH (Columbia 3-10681)	17	8	FREDDY FENDER (ABC AB-12339)	57	4	MACK WHITE (Commercial CDC-00033)	90	2
16 IT'S ALL WRONG, BUT IT'S ALL			50 GEORGIA ON MY MIND WILLIE NELSON (Columbia 3-10704)	75	2	86 ONLY THE BEST	00	0
RIGHT DOLLY PARTON (RCA PB-11240)	30	3	51 FREE	/5	2	GEORGE HAMILTON IV (ABC AB 12342) 87 YOU'RE NOT FREE AND I'M NOT	92	2
17 MAYBE BABY				65	2	EASY		
SUSIE ALLANSON (Warner/Curb WBS-8534) 18 DON'T EVERY SAY GOOD-BYE	22	5	JOHNNY LEE (GRT-144)	59	6	ARLEEN HARDEN (Elektra E-45463)	-	1
T.G. SHEPPARD (Warner/Curb WBS 8525)	21	7	53 HANG ON FEELIN			(88) MEMORIES ARE MADE OF THIS TOMMY O'DAY (Nu Tray!/WIG-NT-919)		1
19 WE BELIEVE IN HAPPY ENDINGS JOHNNY RODRIGUEZ (Mercury 55020)	24	5	RED STEAGALL (ABC AB-12337) 54 POOR, POOR PITIFUL ME	58	5	89) THE REAL THING		
20 STARTING ALL OVER AGAIN		5	LINDA RONSTADT (Elektra E-45462)	52	7	JEAN SHEPARD (Scorpion/GRT-157) 90 LET ME BE YOUR BABY	-	1
DON GIBSON (ABC Hickory AH-54024)	23	8	55 YOU'RE THE ONLY GOOD THING			CHARLY McCLAIN (Epic 8-50525)	_	1
21) SWEET, SWEET SMILE CARPENTERS (A&M 2008)	26	7	(THAT'S HAPPENED TO ME) JIM REEVES (RCA PG-11187)	28	9	91 GONE TO ALABAMA		
22 TWO DOORS DOWN		1	56 FOUR LITTLE LETTERS			MICKEY NEWBURY (ABC/Hickory AH-5402)	95	2
ZELLA LEHR (RCA PB 11174) 23 CRY, CRY DARLING	5	14	STELLA PARTON (Elektra E-45468) 57 RUNAWAY	76	2	92 PUT ME OUT OF MY MEMORY	00	
CON HUNLEY (Warner Bros. WBS 8520)	25	10	NARVEL FELTS (ABC AB-12338)	67	3	JOHNNY BUSH (Gusto SD-165) 93 NEVER GOING BACK AGAIN	93	2
24 I'LL NEVER BE FREE JIM ED BROWN/HELEN CORNELIUS		1	58 MAYBE I SHOULD'VE BEEN			MAC WISEMAN (Churchill CR 7706)	-	1
(RCA PB-11220)	35	5	LISTENIN' RAYBURN ANTHONY (Polydor PD 14457)	70	2	94 LOVE CAN MAKE THE CHILDREN		
25 I'M ALWAYS ON A MOUNTAIN			59 I'M GONNA LOVE YOU ANYWAY	72	3	SING BILLY STACK (Caprice CA-2045)	94	4
WHEN I FALL MERLE HAGGARD (MCA 40869)	38	3	CRISTY LANE (LS/GRT-156)	86	2			
26 THE POWER OF POSITIVE	00		60 DON'T STOP THE MUSIC			95 DON'T THINK TWICE, IT'S ALL		
DRINKIN'			(YOU'RE PLAYING MY SONG) LITTLE DAVID WILKINS (Playboy ZS8-5825)	63	5	RIGHT STEVE YOUNG (RCA PB-11233)	96	3
MICKEY GILLEY (Playboy ZS8 5826) 27 DO I LOVE YOU (YES IN EVERY	42	3	61 LAY DOWN SALLY		4	96 COLINDA (DANCER PETITE)		
WAY)			62 WOMAN TO WOMAN	66	4	EDDY RAVEN (Monument 45-245)	_	1
DONNA FARGO (Warner Bros. WBS 8509)	1	14	BARBARA MANDRELL (ABC/Dot DO-17736)	15	15	97 OLD GLORY C.W. McCALL (Polydor PD 14458)	99	3
28 HERE IN LOVE DOTTSY (RCA PB-11203)	24	9	63 I LOVE YOU, I LOVE YOU, I LOVE		1	98 COME ON IN		
29 EVERYBODY LOVES A RAIN	34	8	YOU RONNIE McDOWELL (Scorpion/GRT 149)	18	46	BOBBY HOOD (Plantation PL 169)	-	1
SONG			64 SWEET LOVE FEELINGS	10	16	99 CLOSE ENCOUNTERS OF THE		
B.J. THOMAS (MCA 40854)	29	9	JERRY REED (RCA PB-11232)	70	3	CHEATIN' KIND SHERRI WILLIAMS (Mercury 55023)	100	2
30 LOVE IS A WORD DICKEY LEE (RCA PB 11191)	32	9	65 IF I HAD A CHEATING HEART MEL STREET (Polydor PD 14448)	31	12	100 I'M YOUR LOVER (I'M YOUR		
31 COME ON IN			66 IT STARTED ALL OVER AGAIN			FRIEND)		
JERRY LEE LEWIS (Mercury 55021)	36	4	VERN GOSDIN (Elektra E-45411)	33	11	SHERRY BRYCE (Pilot PR 45102)	_	1
AI PHARP	TIZE	D TO	P 100 COUNTRY SINGLES (INCLUDING	G PII	RIIG	HERS AND LICENSEES)	-	
The IIADE			addition autorra (moronia)	u ru	الالياس	ILITO AITO LIVEITOLEO)		

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Lover's Question (The Time Square/Eden/Unichappeil — BMI) . 5 A Sweet (Wiljex — ASCAP) . 75 At The End (Criterion — BMI) . 34 Baby It's You (Sawgrass Music Pub. — BMI) . 37 Born To Be With You (Edwin H. Morris — ASCAP) . 46 Bucket To (Beechwood/Dickerson — BMI) . 12 Cain't Shake You (Mr. Mort/Music Craftshop — ASCAP) . 82 Cash On The (Acuff-Rose — BMI) . 81 Close Encounters (Chappell — ASCAP/ Tri-Chappell — SESAC) . 99 Colinda (Acuff-Rose — BMI/Milene — ASCAP) . 96 Colorado Cool-Aid (Partner/Julep — BMI) . 72 Come On (Prize/Starcast — ASCAP) . 95 Come On In (Tree — BMI) . 31 Cry, Cry, Darling (Acuff-Rose — BMI) . 31 Dry, Cry, Cry, Carling (Acuff-Rose — BMI) . 32 Do I Love . (Spanka — ASCAP) . 27 Do You (American Cowboy — BMI) . 32 Don't Ever Say (Lowball — ASCAP) . 18 Don't Ever Say (Lowball — ASCAP) . 18 Don't Stop (Forrest Hills — BMI) . 60 Don't Think (Warner Bros. — ASCAP) . 95 Easy (Jobeth Music. — ASCAP) . 95	Four Little Letters (Deb Dave/Briarpatch — BMI) 56 Georgia On My (Peer International — BMI) 50 Georgia On My (Peer International — BMI) 50 Gone To Alabama (Milene — ASCAP) 91 Hang On (Screen Gems-EMI/Tree Pub. — BMI) 53 Hearts On Fire (Briarpatch/Deb Dave — BMI) 6 Here In Love (Pi-Gem Music Inc. — BMI) 98 I Cheated On (Onhisown — BMI) 99 If I Had A (Maplehill/Vogue — BMI) 65 If You Can (Resaca — BMI) 36 If You Don't (ABC/Dunhill — BMI) 68 If You're Looking (Crazy Cajun — BMI) 49 I'll Be There (Golden West Melodies — BMI) 44 I'll Never (Music of The Times/Valando — ASCAP) 24 I Love You (Brim — SESAC) 63 I'm Always (ATV/Shade Tree — BMI) 59 I'm Your (Boxer — BMI) 100 It Don't Feel Like Simin' (Tree — BMI) 4 It's All Wrong (Velvet Apple — BMI) 16 It Started (Garpax — ASCAP/Keysey — SESAC) 66 I've Got A Winner (Maplehill/Yogue — BMI) 11 I Would Like To See You Again (Gee-Whiz — BMI) 15 Just Out Of (Four Star — BMI) 85 Lav Down (Stiowagd/Unichappell — BMI) 43 61
Easy (Jobete Music — ASCAP)	Lay Down (Stigwood/Unichappell — BMI)43,61
Everybody Loves (Screen Gems-EMI/	Let Me Be (Music City — ASCAP)
Baby Chick/Stratton House — BMI) 29	Long Gone (Sabal — ASCAP)
Every Time Two (UA — ASCAP/Window — BMI) 7	Love Can Make (Sound — ASCAP)

Love Is A (Sterling/Street - ASCAP)	30
Love Somebody (Tree - BMI)	
Loving Here (Chappell/Full Swing - ASCAP)	42
Lovin' You Baby (Danor Music, Inc BMi)	41
Mamas Don't Let (Tree/Sugarplum - BMI)	
Maybe Baby (McCartney Music Inc BMi)	17
Maybe I (Screen Gems-EMI - BMI)	
Memories Are (Monticlare - BMI)	88
Never Going Back (Gentoo/New Sound - BMI)	93
No, No (Hall Clement/Maple Hill/Vogue - BMI)	51
Now You See (Tree - BMI)	
Old Glory (American Gramaphone - SESAC)	97
Only The Best (United Artists/Sorrell - ASCAP)	
Poor, Poor (Warner-Tamerlane/Dark Room - BMI)	
Proud Lady (Tree - BMI)	70
Put Me Out (Power Play - BMI)	92
Ready For Times To Get Better (Aunt Polly - BMI) .	. 1
Red Hot Memory (Publicare - ASCAP)	47
Red Wine (Algee - BMI)	
Return To Me (Southern - ASCAP)	. 8
Right Or Wrong (Combine Music - BMI)	48
Runaway (Mole Hole/Belinda - BMI)	57
Running Kind (Shade Tree Music - BMI)	73
She Can Put (Dandy Dittys Unl'd - ASCAP/Super	
Songs Uni'd — BMI)	13
Slow And Easy (Frebar/Taylor Made - BMI)	80
Soft Lights (Aouff-Rose — BMI)	35

CNOCCO	_
ENSEES)	
Someone Loves You Honey (Music City - ASCAP)	. 3
Starting All Over (Musole Shoals Sound — BMI)	
Sweet Love (Vector — BMI)	
Sweet, Sweet (Sterling/Addison Street — ASCAP)	
Teardrops In My Tequila (Black Sheep — BMI)	76
That Luoky Old (Robbins Music Corp. — ASCAP) .	67
he Grandest Lady (Music City Music — ASCAP) .	14
The Power (Singletree BMI)	26
The Real Thing (Brim — SESAC)	89
This is The (Bobby Goldsboro — ASCAP/	00
House of Gold — BMI)	
Two Doors Down (Owepar — BMI)	
Jnchained Melody (Frank — ASOAP)	
	. 2
Ve Believe In (Hall Clement Music Pub. — BMI)	19
Vhiskey Trip (Screen Gems-EMI/Rose Bridge —	
BMI)	39
Vipe You From My Eyes (Phono/Big Crush —	
	84
Voman To Woman (East Memphis — BMI)	62
res Ma'am (Tree Pub. — BMI)	69
ou Are The (Jobete/Blackbull - ASCAP)	33
You Asked Me To (Baron — BMI)	78
ou're Not Free (Music City — ASCAP/Combine —	
BMI)	87
ou're The Only (Golden West — BMI)	55

Who else could go from a tour with Leo Kottke to a tour with Willie Nelson to a tour with Andrew Gold?

Only a special kind of talent could thrill audiences who came to hear Leo Kottke...or Willie Nelson...or Andrew Gold.

A talent that Katy Moffatt is becoming famous for.

Don't miss the uncategorically fine Katy Moffatt album,

"Kissin' in the California Sun," including "Up on the Roof," her new single.

And if you get a chance to see Katy with Andrew Gold this month, do it.



Currently on tour with Andrew Gold:



	•	
3/28-3/29	Boarding House	San Francisco, Calif.
3/31-4/1	Paradise Ballroom	Boston, Mass.
4/3-4/4	Bijou	Philadelphia, Penn.
4/10	Exit In	Nashville, Tenn.
4/13	Seton Hall	South Orange, N.J.
4/14-4/15	Bottom Line	New York, N.Y.
4/17	Agora Club	Cleveland, Ohio
4/18	Bogarts	Cincinnati, Ohio
4/19		Minneapolis, Minn.
4/21-4/22	Roxy	Los Angeles, Calif.
4/25	Back Door	San Diego, Calif.
E	urther dates to be an	nounced

Katy Moffatt, on Columbia Records and Tapes.

6 / REVIEWS / I

CHARLIE RICH (United Artists UA-X1193-Y)

Puttin' In Overtime At Home (2:43) (Ben Peters Music — BMI) (B. Peters)

No bases are left untouched for this single: new label, new career push, new producer (Larry Butler) and a highly commercial song, written by Ben Peters. The last ingredient needed is airplay.

JOHN WESLEY RYLES (ABC AB-12348)

Easy (3:15) (Narvel The Marvel Music — BMI) (Terry Skinner)

This will be another in the string of chart singles for Ryles. John is totally into this song and the production is blended perfectly.

LARRY GATLIN (Monument 45-249)

Night Time Magic (2:31) (First Generation Music — BMI) (Larry Gatlin)

Gatlin will test the loyalty of country music directors with this almost over produced release. The full bodied sound and a vocal range which only Gatlin can attain should convince programmers he is simply a great artist.

BOBBY BARE (Columbia 3-10690)

Too Many Nights Alone (3:05) (DedDave Music/Evil Eye Music — BMI) (S. Silverstein/E. Stevens)

The much awaited debut single for Bobby Bare on Columbia should disappoint no one. Good lyric content and that clear yet mournful Bare sound make this a sure add at many

DAVE & SUGAR (RCA PB-11251)

Gotta' Quit Lookin' At You Baby (2:15) (Jack and Bill Music Co. - ASCAP) (Jerry Foster/Bill Rice)

More of the trio's stage presence comes through on this single than on any previous releases. Easy to remember lyrics and easy to follow rhythm.

EMMYLOU HARRIS (Warner Bros. WBS-8553)

Two More Bottles Of Wine (3:08) (ABC-Dunhill Music Inc. - BMI) (Delbert McClinton) Flavors of a country Janis Joplin are sewn throughout this cut, but Emmylou's loyal country programmers are apt to overlook that and test their market.

RANDY BARLOW (Republic REP-017)

Slow And Easy (3:17) (Frebar Music/Taylor Made Music — BMI) (F. Kelly/B. Muir)

Randy's first release for Republic appears to be his best effort to date. Good vocal work and strong production.

TOMMY JENNINGS (Monument 45-248)

Don't You Think It's Time (3:16) (Dixie Queen Music/Haystack Music -ASCAP/Dawnbreaker Music — BMI) (Billy Lee Morris/Harold Shedd/Mitch Johnson)

Tommy has help from brother Waylon on this session and the single has the sound that is dominating the country airways today. Should definitely be tested in all markets.

ROY HEAD (ABC AB-12346)

Now You See 'Em Now You Don't (3:29) (Tree Pub. - BMI) (Sterling Wipple)

Sterling Wipple has laid out lyrically the heartaches of a broken marriage and Roy Head relates those lyrics in a superb manner. Should chart well since Head is just off a good chart record, "Come To Me.

HUGH MOFFATT (Mercury 55024)

The Gambler (3:16) (Writer's Night Music — ASCAP) (Don Schlitz)

Everyone seems to agree that this song is a chart record for someone. And it appears that this version has the most potential, although the writer Don Schlitz (Crazy Mamas Records) and Charlie Tango (Gusto Records) both do an admirable job on their singles.

-Singles To Watch-

DAVID HOUSTON (Gusto SD184)

No Tell Motel (3:12) (Power Play Music — BMI) (Robert Jenkins/Larry Shell)

JIM CHESNUT (ABC-Hickory AH 54027)

The Ninth Of September (3:25) (Milene Music Inc. — ASCAP) (Steve Collom)

BOBBY BORCHERS (Playboy ZS8 5827)

I Like Ladies In Long Black Dresses (2:36((Chappell Music - ASCAP) (R. Bourke)

MARY KAY PLACE (Columbia 3-10707)

Don't Make Love (To A Country Music Singer) (3:20) (Music City Music - ASCAP) (D. Thomas/B. Morrison)

EDDY RAVEN (Monument 45-245)

Colinda (Dancer Petite) (2:40) (Acuff-Rose Inc. - BMI) (Fred Foster/Eddy Raven)

CHARLY McCLAIN (Epic 8-50525)

Let Me Be Your Baby (2:51) (Music City Music — ASCAP) J. McRae/B. Morrison)

RANDY GURLEY (ABC AB-12347)

Let Me Be The One (2:56) (Goldline Music Inc. — ASCAP) (Jimbeau Hinson)

BEVERLY HECKEL (RCA PB-11237)

Borrowing (2:51) (Purple Cow Music — ASCAP) (Paulie Hartford)

THE CHARLIE DANIELS BAND (Epic 8-50516)

Maria Teresa (3:33) (Hat Band Music — BMI) (C. Daniels/T. DiGregorio)

LEE MORRIS (Louisiana Hayride WIG-781)

No Sunshine In Atlanta (2:59) (Dixie Queen Pub./Haystack Pub. - ASCAP)

THE WICHITA LINEMEN (Linemen NR-9292)

Halfway Out Of My Mind (2:13) (Donnie-Do-Dad Music - BMI) (J. Sisk/R. Harris/G. Stevens/C. Hendricks)

SASKIA & SERGE (ABC-Hickory AH-54028)

You're A Dream (3:05) (Acuff-Rose Publ. -- BMI) (R.P. Schaap/G.A.M. Schaap/V.D. Berg)



KENNY ROGERS AND DOTTIE WEST - Every Time Two Fools Collide - United Artists UA-LA861-H 0798) -Producer: Larry Rogers — List: 7.98

From the attractive jacket down to the tight, graceful harmonies of Dottie West And Kenny Rogers, this duet album has "winner" stamped all over it. Rogers and Ms. West bring that rare quality of magic to their vocals which surely will shoot them into the top ranks of country duet teams. This album and the title song, "Every Time Two Fools Collide," stand a tall chance of picking up a pile of honors in the coming year's various awards



MICKEY NEWBURY — His Eye Is On The Sparrow — ABC/Hickory HA-44011 — Producers: Ronnie Gant and Bobby Bare -- List: 6.98

A poet and pure disciple of lyrical imagery is Mickey Newbury. Almost secondary to his masterful songwriting, Newbury's voice is second to none in its clarity, husky strength and expressive range. This album is superb, and each song is representative of the finest writing on the musical market today. "His Eye Is On The Sparrow" is the only tune not written by Newbury. Radio programmers can take their pick here because there is not a bad choice for either AM or FM playlists.



JIMMY BUFFETT — Son Of A Son Of A Sailor — ABC AA-1046 Producer: Norbert Putnam - List: 7.98

To begin with, a tremendous amount of creative energy by Jimmy Buffett and associates has been channelled into his new album jacket — the most comprehensive, attractive cover seen in a great while. And the sunburnt, salt-sprayed music on the inside reflects that same care and creativity. Buffett's slightly bent mind simmers at its own speed, and his songwriting perceptions take the back roads into a world of colorful characters and wacky observations on the state of American culture. All in all, a brilliant album by a truly talented artist.



EDDIE RABBITT - Variations - Elektra/Asylum 6E-127 -Producer: David Malloy — List: 7.98

Eddie Rabbitt has an extra plus going for him because he and

co-writer Even Stevens consistently produce quality country-pop songs. And Rabbitt's vocals improve with each new release. This album is interesting in the respect that Rabbitt has recorded "Kentucky Rain" for the first time (a Rabbitt-penned song which was a 1970 hit for Elvis Presley), and he has included a warm tribute to his Irish heritage. Rabbitt's father also plays fiddle on "Song Of Ireland." Rabbitt's current single, 'Heart's On Fire," leads off the record.



FREDDIE HART — Only You — Capitol ST-11724 — Producer: Steve Stone - List: 6.98

Freddie Hart sings for lovers on his new album. Recorded in Hollywood, Ca., this record carries a somewhat more pop flavor than Hart fans may be accustomed to. But rest assured, Hart is a dyed-in-the-wool country singer who puts his heart and soul into a lyric. There is a strong supply of AM country material here. "So Good, So Rare, So Fine," "And Then Some" and the classic "Only You" round out a fine album.



STELLA PARTON — Elektra/Asylum 6E-126 — Producers: Jim and David Malloy - List: 7.98

For sure, Stella Parton can stand on her own without any help from sister Dolly. Her confidence has visibly grown on each record, and Stella can work effectively with any kind of material. However, Dolly and her whole family contributed their help on the hand-clapping "Down To Earth." But all that is only icing on the cake for this well-produced album, "Wishing Well" and "Four Little Letters" are also excellent cuts.



JERRY REED — Sweet Love Feelings — RCA APL1-2764 — Producers: Jerry Reed and Chip Young — List: 6.98

Even though Jerry Reed has turned a great deal of his talent and energy to movies in the past couple of years, this album proves he can still pick and sing with the best when he sets his mind to the task at hand. Alternating between ballads and uptempo, country rockers, Reed turns in a well-balanced package. "Reverend Joe Henry," "You Know What" (with daughter Seidina) and the beautiful "(I Love You) What Can I Say" highlight this album.



BILLY "CRASH" CRADDOCK - Capitol ST-11758 -Producer: Dale Morriss — List: 6.98
On this first album for Capitol, Billy "Crash" Craddock offers

up a mixed platter of ballads and rockabilly songs. Starting with his current single, "I Cheated On A Good Woman's Love," Craddock moves into "Jailhouse Rock" and keeps rocking for the whole first side of the album. Side two is reserved for the slower, moody ballads which "Crash" handles so well. He covers two or three well-known songs, but he adds his own touch, particularly on "Say You'll Stay Until Tomorrow."

IT IS WITH GREAT PRIDE THAT UNITED ARTISTS RECORDS ANNOUNCES ITS FIRST CHARLIE RICH RELEASE.



"PUTTIN' IN OVERTIME AT HOME."
THE SINGLE FROM THE FORTHCOMING ALBUM,
"I STILL BELIEVE IN LOVE."
THE FIRST CHARLIE RICH MUSIC
ON UNITED ARTISTS RECORDS.

COUNTRY

Unknown Writer Don Schlitz Comes Up A Winner With 'The Gambler'

by Bob Campbell

NASHVILLE - Within 17 days, "The Gambler," an unknown song by writer Don Schlitz, has leaped into the spotlight with three cover releases and a cut on Bobby Bare's first CBS album.

Although Schlitz has lived here five years, "The Gambler" is the first song he has written which has been recorded and released. Recently, seven artists have recorded the song.

Gusto Records released Charlie Tango's version March 10. Schlitz followed on March 16 with his version on the Crazy Mama's label. And for his first release on Mercury Records, Hugh Moffitt's version shipped March 23. "Bare," including "The Gambler," shipped March 27. This album is Bare's first release since he moved from RCA to CBS

In the can waiting for a release date are versions by J.J. Cale (Shelter), Mac Wiseman (CMH) and Tennessee Pulleybone (negotiating for record contract and formerly with RCA).

Philosophic Story

Published under Writers Night Music SCAP), "The Gambler" tells a philosophic story through the eyes of a roving gambler. The chorus of the song uses





WSM Announces Mgmt. Promotions

NASHVILLE --- Two promotions have been announced by WSM, Inc. naming Grand Ole Opry manager Hal Durham as WSM vice president and general manager for the Opry, and Ray Canady, director of marketing for Opryland U.S.A. and the Grand Ole Opry, as second vice president with WSM.

'These two promotions are justified recognition for these two men and their role in the continuing popularity of Opryland U.S.A. and the Grand Ole Opry," said WMS president "Bud" Wendell. "Hal has been with WSM for 14 years and is an expert in our broadcasting and programming operations. And Ray has been directing our marketing effort since the very early days of the park.

Durham joined WSM in 1964 as a staff announcer for the radio station and worked in several positions in announcing and program management before becoming manager of the Grand Ole Opry in 1974. He had previously worked with WATE in Knoxville, WSB in Atlanta and WBMC in Mc-Minnville in staff announcing and program

Canady has been with WSM since 1972. He joined the company as marketing director for Opryland U.S.A. entertainment park and later expanded those duties to include the Grand Ole Opry. He was formerly vice president of Fitzgerald Advertising in New Orleans and, prior to that, worked as director of consumer advertising at Reynolds Metals Company in Richmond, Va.

Both Durham and Canady will continue their respective positions as Grand Ole Opry general manager and director of marketing for Opryland and the Grand Ole Opry while serving in their newly appointed posts with WSM, Inc.

gambling logic as a metaphor for approaching the problems of life:

You got to know when to hold 'em . know when to fold 'em/know when to walk away . . . know when to run/and you never count your money while sitting at the table/there'll be time enough for countin' when the dealing is done.

A soft-spoken unassuming man, Schlitz said the death of his father inspired the song.

Father's Inspiration

"There is a long story behind this song," said Schlitz, a native of Durham, N.C. "My father had died the previous spring (Schlitz wrote "The Gambler" in August, 1976), and he was the most incredible man I have ever known. I can't say enough good things about him. After that happened I wasn't writing much, but all at once the song came pouring out of me and I guess in a way the gambler represented my father. Writing that was almost like automatic typing. I wrote almost the whole song in about 10 minutes. But it took another six weeks to get the last verse right.'

Schlitz added, "It has taken five years to get to this point, but now I am getting more interest in my other songs."

Country Stars Of Yester Year Shine

Wells, Ernest Tubb, Roy Acuff, Webb Pierce, Minnie Pearl, and includes the only color footage ever taken of the late Jim

25 years ago, Grand Ole Opry membership was vital to the careers of country artists, so this footage represents the cream of country performances during the early and middle '50s. A lack of pretense and a sense of enjoyment for what they were doing is the singular impression of these film clips. It was a simpler time, and the aura of these Grand Ole Opry performances serves as an accurate reflection of this blossoming period in the history of country music.

The early color footage and sound were bright and clear because of some unusual technical work. The original footage was shot in standard-screen film, but it has been converted here to wide-screen Panavision which has never been done before for a feature length film. In addition, the sound track has been re-cut so that both monaural and four-track stereo prints were produced.

A special feature of this film, which should open in movie houses in the near future, is a mixture of old and new performances by many of these country stars. A special filmed concert was held here last summer which brought many of the old artists back together for the first time in years. In "That's Country," some segments include old and new footage juxtaposed together in which an artist sings the same - only 25 years apart.

More than 70 songs are included in this Canadian-produced film. Highlights are Jim Reeves's "Bimbo," "Making Believe" by Kitty Wells, "Walking The Floor Over You" by Earnest Tubb and "Maybellene" by Marty Robbins. Directed by Clarke Da Prato, "That's Country" also shows a rare film clip of George D. Hay, the founding father of The Grand Ole Opry.

Other performers featured in the hour and 50-minute film are Ferlin Husky, Faron Young, Bill Monore And The Blue Grass Boys, Grandpa Jones, The Wilburn Brothers, June Carter, Red Sovine, Carl Smith, "Little" Jimmy Dickens, "The Drifting Cowboys" and Floyd Cramer.

The Country Column

Playboy artist **Mickey Gilley** has had a busy month . . . after headlining the Houston Rodeo in the Astrodome with **Crystal Gayle**, Gilley completed dates in the midwest, then flew on to Canada for more personal appearances. The recording studio Gilley built adjacent to his club was utilized recently by Merle Haggard. Haggard recorded his March 9 concert at Gilley's Club and then went next door to the studio after the show and worked on more tapes until 5 a.m.

Phonogram/Mercury's **Johnny Rodriguez** has been inked in for a guest appearance at the 11th Annual Fan Club Organization Show June 7 during Fan Fair Week in Nashville. Other featured performers already announced include the **Oak Ridge Bosy, Loretta Lynn**,

Kenny Dale and George Kent.



Larry Gatlin is winging his way to Europe for appearances at country music festivals being held in Sweden and Wembley, England. While in London, the Monument artist hopes to spend a little time in the studio with producer Fred Foster.

Also in Europe this month is ABC's Tommy Overstreet, headlining concerts in Germany, Italy and Spain. This marks his eighth European trip.

Ladies' Home Journal was so pleased with its March fashion layout spotlighting Crystal Gayle that she is being included in its special "Guide to the '78 Woman" issue due out on newsstands the end of May. Also in the works is an April cover story on Crystal by

Mickey Gilley People Magazine. In-between, the United Artists recording star will make a rare New York club appearance April 11-12 at the Bottom Line.

Six Glen Campbell specials have been added to the series of programs recently acauired by International Home Entertainment, Inc. for exclusive airing on cable television systems. Other shows already purchased feature Charlie Rich, Anne Murray and Charley

"The Gambler" will be Hugh Moffatt's first release on Mercury Records. The newlysigned artist is the brother of Columbia's Katy Moffatt.

Talk about inflation! Monument's Tommy Cash won a lottery recently at his local food store and found his grand prize was - 75¢ in cash!

Congratulations to Mercury recording artist Lawanda Lindsey and her husband Billy Smith. They are the proud parents of a son, Trevor Shane, born March 4.

When does Freddy Fender ever sleep? During the first week of March, the ABC artist made appearances on "The Tonight Show" with **Bill Cosby**, "The Jim Nabors Show," "The Rock 'n' Roll Sports Classic" and "Dinah." He then sold out both nights at the Palomino Club and made a number of personal visits to L.A. area radio stations.

MCA singer Conway Twitty's February concert in Edmonton, Canada, was filmed by Tee Vee Records for an upcoming television special.

The Statler Brothers have been breaking attendance and sales records everywhere they play during their current 1978 tour. Tickets for the Mercury recording artists' April 8 concert in the 7000-seat Louisville Garden were completely sold out in 12 days. the fastest country advance sale in the auditorium's history.

Ronnie McDowell, who gathered a million-seller with "The King Is Gone," a tribute to the late Elvis Presley, has just finished his latest single on Scorpion Records and is winding up work on an album due out in early April. McDowell's single is titled "Here Comes The Reason I Live," and was penned for him by Ben Peters.

Nashville's Soundshop producer Byron Warner will make his cinema debut co-starring with Jerry Reed in a forthcoming film called "Good Ole Boys. Warner will play the part of Billy Brisco, "Nashville's biggest music publisher," while Reed portrays a struggling songwriter-musician.

kip kirby



COUNTRY SHOW TAPED IN MICHIGAN — Hosted by United Artists' Kenny Rogers And Dottie West, over 100 country entertainers appeared recently on "The World's Largest Indoor Country Music Show" in Pontiac, Mich., which was taped for an NBC Television Special to be aired April 5. Over 58,000 people attended this show at The Silverdome. Pictured above are (I-r): Duane Allen and Joe Bonsall of The Oak Ridge Boys; Ms. West; Rogers; and Bill Gordon and Richard Sterban of the Oak Ridge Boys. Kenny Roger's latest album "Ten Years Of Gold" is currently #2 on the Cash Box Country Album chart.



Ernie Woolsey

Woolsey Named To Country Post

NASHVILLE — Ernie Woolsey has been named national country promotion director for ABC Records' Nashville operation.

"We are pleased to have a person of such extensive experience and credibility for this position, ABC Nashville president Jim Fogelberg said. "Ernie brings with him not only familiarity with our artists and product, but also quite a bit of savvy and ingenuity."

Woolsey's career in the record business includes stints with the promo departments of the Decca and WEA labels. He served as southwest regional pop promotion man for ABC prior to joining the ABC country operation initially as promotion director in 1972. He left ABC in 1975 to direct promotion for 20th Century Records, but returned at ABC in 1977.

In his new position, Woolsey said he plans to expand the audiences of several ABC artists. "We feel we have several acts with very broad potential," he explained. "During the coming year we're going to push these acts in all directions while strengthening their position in the country market."

Ninth Annual Country Radio Seminar Held In Nashville Termed A Success

(continued from page 43

the transmitter at the same time. This system will eliminate DJ worries about the transmitter and is capable of carrying messages to a DJ on schedule. According to Small, the Telesis can remind the DJ to renew his FCC license, and can self-correct nearly any problem concerned with transmitting.

Questionnaires

Questionnaires on the effectiveness of each session were passed out and collected for evaluation. All data will be taken into consideration by the agenda committee for next year's seminar. The Country Radio Seminar, a non-profit organization, also reported that receipts for the 1978 seminar were 30 percent above the previous year's. After operating costs, revenue from the seminar is used for college scholarships in the field of mass communications. Currently the seminar has several students attending colleges and universities under its scholarship program.

scholarship program.

The annual "New Faces Show," which signals the end of the seminar, was attended by over 600 music industry figures. The show features new talent who are generally unknown by broadcasting personnel. This year's lineup included CBS's Janie Fricke, Elektra/Asylum's Vern Gosdin, Warner Brothers' Con Hunley, Con Brio's Don King, RCA's Zella Lehr, Scorpion's Ronnie McDowell, Door Knob's Peggy Sue, MCA's Kenny Starr and Capitol's Gene Watson.

Preliminary plans are already underway for the 1979 seminar, scheduled for next March. Bob Young, operations manager of KIKK in Houston, Tex., has been elected agenda chairman, and Roy Wunsch, promotion and sales, Epic and Associated Labels, Nashville, has been elected record industry committee chairman for next year's seminar



MIDNIGHT MILSAP — RCA recording artist Ronnie Milsap recently hosted NBC-TV's "Midnight Special." On the show Milsap sang a duet with fellow country artist Larry Gatlin. Pictured above are (I-r): Milsap and Gatlin.

EMI And Tree Sign

NASHVILLE — Tree International has signed an agreement for worldwide representation with EMI in London, England, according to Jack Stapp, chairman and chief executive officer of Tree International.

The agreement links the Tree International complex with EMI for foreign representation of the Tree catalog around the world. Since the formation of Tree International, the company has maintained its own affiliated offices in foreign countries. Under the new representation agreement, which will become effective July 1, EMI will represent Tree in almost every country of the world including the U.S.S.R.

Tanya Tucker Joins In Seal Clubbing Protest

LOS ANGELES — MCA recording artist Tanya Tucker has joined the Animal Protection Institute (API) in its drive to halt the Canadian seal hunts by charging that the Canadian government is trying to mislead the international press and public into believing that the seal clubbing protests have lost their punch.

Tucker, an honorary national chairperson of the drive to enlist young people in the Save The Seals Campaign, flew to Canada's Magdalen Islands recently to participate in the protests.

"They were making it impossible for me and almost everyone to get into the hunting areas to see what actually is happening," she said. "The film team with us was told they'd be jailed if they went out onto the ice. They used threats of jail, impounding helicopters and creating preposterous costs for animal rights groups as a way of heading off the protest. And they're not fooling anybody except maybe the reporters who listen to them."

As part of her vocal protest, Tucker has recorded a new song about the seal clubbings entitled "Save Me," which she will sing on "The First Annual Rock & Roll Sports Classic" special on NBC on May 5.

"The idea seems to be," said Tanya, "for the Canadian government to restrict the API who are there as peaceful persuaders and to block off the Greenpeace people who are trying to actively intervene between the clubber and the seal; to keep everybody as out of sight as possible so they can say to reporters, 'Look how peaceful it is.'"



he has hope y

FIRST

SONGMAN

CA-2046

I first heard Rick Jacques sing on a tape, and I remembered thinking that he has a strong, appealing and magnetic voice. As a writer and as a singer-performer, I think he has a bright future. Now two new songs written by Rick are on his first record; I hope you enjoy his talent the way I do. Good Luck, Rick!

Ronnie Milsap

Rick is one of my closest friends and I feel his future as a writer and recording artist is unlimited. His first release is excellent and I wish him all the success he so richly deserves.

Sonny James

This is a remarkable first performance. I think we'll hear a lot from Rick Jacques

Rick Jacques

Born and raised in Nashville, Tennessee, at the encouragement of friends in the entertainment industry, Rick has become serious about his music and his first record release, on the Caprice Label features two of the many songs he has written.

Caprice Records

Danny Davis

For Promotional Copies

DON HOWSER/CHARLIE DICK
(800) 251-1618

COUNTRY RADIO

THE COUNTRY MIKE For those of you who missed the Country Radio Seminar last week — it was probably the

biggest and best organized seminar to date. One of the most interesting sessions was entitled "What You Are Now Is Where You Were Then." This session featured a videotape presentation by a professor from Denver discussing at what point an individual's permanent values are formed. Another excellent session featured **Bill Engle** from Arbitron and Peter Roslow from Pulse. They explained how they compiled their surveys, with a question and answer session afterward. Other highlights of the CRS included the Friday night rap room session and Saturday night's New Faces Banquet And Show. Needless to say, the seminar was very enlightening and those of you who missed it this year should put it on your calender for next year as an important event.

Harry Newman

We have more information this week on that new country station in the Atlanta market. WXAP has been a jazz gospel station for the past several years, and will be changing to country on April 3. The former music director has left the station, and the new PD will be Dan Dunnigan, formerly at WYZE/Atlanta and XERB/Los Angeles. The country lineup at the station looks like this: Jay Beatie 6-10; Dan Dunnigan 10-3; and Jonathan Stone 3-7. The station is currently daytime only. If you need music information, call Dunnigan at 404-875-7777.

JOCK PROFILE . . . The man who claims to be "the most heard jock in the world" is alive and well working in Los Angeles at KLAC.

Harry Newman, who jocks the 3-7 time slot, also has a daily radio show on Armed Forces Radio. In addition, Newman is heard on Filmways Radio's syndicated "Country Format" for automated stations and Filmways' "Country Concert" series. Newman is also a very active candidate for most of the radio and television voice-over commercials produced in the Los Angeles area. He began his radio career in New Orleans in 1957. After a stint in the service, Newman worked all over the country at rock and jazz stations. In 1967, he went to KBBQ/Burbank to work as a country jock. Newman started at Metromedia's KLAC in 1970.

Here's the new lineup at KVOO/Tulsa: Jack Fox 5-9 a.m.; MD Billy Parker moves from the all-night slot to a 9-noon slot; Garry Kemp noon-3; PD Jay Jones 3-6; Larry Smith 6-11; and Dick Buchanan 11-5 a.m.

WIRE/Indianapolis recently raised almost \$500 for Muscular Dystrophy by taking bids on who would get to hit WIRE jock Ken Speck in the face with a pie. Speaking of WIRE, earlier this year, the station held its own Country Music Awards Show, complete with artist acceptance speeches, background noises and audience applause. The show was held in the theatre of the mind, but so many listeners thought it was real, that they called in and asked where the show was taking place. It was an excellent program and WIRE plans to do it again next year.

WGYV/Greenville, Alabama has just changed from MOR to a country format and would like to improve its record service. Leland Tracy is the MD and he can be contacted at (205)

382-5459. Send records to: WGYV, P.O. Box 585, 36037.

Steve Haage, MD at WHUM/Redding, Pennsylvania, is in the same trouble. He needs better record service from most of the major labels. Send the product to: Metro Berk Broadcast Center, P.O. Box 1657, 19603.

Johnnie Jobe, MD and pm jock at WSHO/New Orleans, was on the "Hee Haw" show last week as a winner of the CMA's Country Music Month promotion last October.

The new PD at WGMA/Hollywood, Florida is Ed Couzens, who is also the morning jock. Chris Shawn is the new MD, and Ray Flynn is the new 7-midnight jock. Shawn will take

music calls from 9-2:30 p.m., Monday through Friday.

KENR/Houston may be instrumental in getting the Houston police chief to allow his police officers to wear cowboy boots. Recently the chief cracked down on the officers wearing boots, so KENR got into the act and took a survey of its listeners' opinions on the subject. The vote was an overwhelming 94% in favor of allowing boots. The chief says they'll "take another look at this situation."

WVOJ/Jacksonville is looking for an afternoon jock since Larry Nobels has left the sta-

tion to jock at WMC/Memphis. Applications for booths at the 1978 Fan Fare Convention are pouring into the CMA office already. There is limited booth space this year so if you want one here's the person to contact: Cindy Rose, Fan Fare Coordinator, 7 Music Circle North, Nashville, Tennessee 37203, or call (615) 244-2840.

That's all the good news from Music City U.S.A.

country mike



DALE AT THE PALOMINO — Capitol country recording artist Kenny Dale recently played the Palomino Club in North Hollywood in support of his "Red Hot Memory" album. Pictured backstage (I-r) are: T.R. "Tom" Drummond, Dale's manager; Rupert Perry, vice president of A&R, Capitol; Dale; Ed Keeley, national country promotion manager; Don Zimmermann, president and chief operating officer; and Vince Cosgrave, director of country A&R

MOST ADDED COUNTRY SINGLES

- **GEORGIA ON MY MIND WILLIE NELSON COLUMBIA** WKDA, KHAK, WDAF, WWOK, WWVA, KFDI, WHN, WUNI, KRAK, KGBS, KCKC, WSHO, KRMD, WPLO, WCMS, KGA, WINN, WNRS, KSON.
- UNCHAINED MELODY/SOFTLY AS I LEAVE YOU -- ELVIS PRESLEY --KVOO, KXOL, WTSO, KKYX, WSHO, WSLC, WCMS, KGA, KJJJ, WIRE, WVOJ, KYNN, KLAK, KDJW, WNRS, WLOL, KSSS.
- DO YOU KNOW YOU ARE MY SUNSHINE THE STATLER BROTHERS MERCURY
 KCKN, WSDS, WXOX, WDEE, KCUB, WUNI, WJJD, KRMD, WUBE, WMC, WINN, WMNI, KSSS, KHEY, KNUZ, KXLR.
- THIS IS THE LOVE SONNY JAMES COLUMBIÁ
 WSDS, KHAK, WXOX, WWVA, KCUB, WUNI, WTSO, KGBS, KRMD, WAME,
 KYNN, KUZZ, KLAK, WMNI, KLAC.
- THE POWER OF POSITIVE DRINKIN' MICKEY GILLEY PLAYBOY WIL, WSDS, KWMT, WXOX, WDEE, WUNI, KWJJ, WMC, KERE, KSSS, KNUZ, KLAC, KXLR.
- NOW YOU SEE 'EM, NOW YOU DON'T ROY HEAD ABC KXOL, WPNX, KFTN, KENR, KIKK, WCMS, WIRE, WVOJ, KERE, KLAK, KDJW, WNRS, KSON.
- BORN TO BE WITH YOU SANDY POSEY WARNER BROS. KHAK, WAXX, KWMT, WWOK, WXOX, WWVA, KWJJ, KIKK, WAME, WPIK,
- LAY DOWN SALLY ERIC CLAPTON RSO KAHK, WWOK, WXOX, WWVA, WJJD, KMPS, WSHO, WHOO, WINN, WVOJ, WMAQ.
- FOUR LITTLE LETTERS STELLA PARTON ELEKTRA WKDA, KVOO, WWVA, KEBC, WTSO, WBAP, KRAK, KIKK, KGA, KJJJ, WVOJ.
- **SLOW AND EASY RANDY BARLOW REPUBLIC** WKDA, WAXX, KFDI, WPNX, KEBC, WTSO, KKYX, KRMD, WSLC, WCMS,

- MOST ACTIVE COUNTRY SINGLES

 1. IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON RCA
 KSON 44-36, WYDE 34-25, KSSS ex-23, WLOL 34-28, KNEW 37-31, WMNI ex39, KDJW 41-30, KLAK ex-29, KUZZ 37-32, KYNN ex-27, WIRE ex-35, KJJJ
 39-34, WINN 19-12, WPIK 40-34, KGA ex-29, WAME ex-28, WHOO ex-36,
 WPLO 28-19, WUBE 36-28, WWOL 32-22, KRMD ex-32, KIKK 36-24, KLAC
 49-41, KGBS 36-27, KRAK ex-44, WBAP 41-31, KWJJ ex-39, KMPS ex-27,
 KENR 35-18, WTSO 36-23, KCUB ex-39, KFDI ex-50, WWVA ex-31, WWOK
 21-12, WDAF ex-19, KWMT ex-33, KCKN 29-11, WAXX ex-36.
- SHE CAN PUT HER SHOES UNDER MY BED (ANYTIME) -- JOHNNY DUN-

SHE CAN PUT HER SHOES UNDER INT BED (ANTTIME) -- 301181. 20...
CAN -- COLUMBIA
KNEW ex-38, KDJW 49-40, KLAK ex-37, WBAM 34-29, KYNN 29-21, WSLR
40-35, KJJJ 37-31, WPIK 27-18, WMC ex-27, KGA ex-30, WCMS 39-25, WUBE
28-21, WWOL 38-31, KRMD 38-33, KIKK ex-38, WSHO 17-12, KKYX ex-40,
KLAC 53-43, KAYO ex-27, KGBS 35-26, WBAP 37-27, KWJJ ex-40, KMPS ex29, KENR 39-30, KFTN ex-34, WPNX ex-40, KFDI 50-40, WWVA ex-40, KWMT 39-31, WAXX ex-38, KHAK 40-30, WSDS 43-34.

HEARTS ON FIRE — EDDIE RABBITT — ELEKTRA
KNUZ 21-7, KSON 18-9, KSSS 14-9, WLOL 13-7, KNEW 19-12, WMNI 26-18.
WNRS 28-22, KUZZ 25-20, KYNN 10-5, WIRE 25-19, KJJJ 25-19, KGA 15-10,
WCMS 34-24, WHK 32-20, WUBE 19-14, KRAK 26-20, WBAP 16-7, KWJJ 1712, KENR 16-7, WHN 22-16, WPNX 21-14, KCUB 22-13, KFDI 25-17, KXLR 115, WWVA 13-5, WWOK 18-13, WDAF 22-11, KWMT 18-10, WAXX 17-11,
WSDS 18-13, KCKN 14-7.

MAYBE BABY — SUSIE ALLANSON — WARNER/CURB MAYBE BABY — SUSIE ALLANSON — WARNER/CURB KSON 26-21, WYDE 32-22, WLOL 33-25, KNEW ex-40, KDJW 29-19, KLAK 28-19, KYNN 35-22, WSLR ex-38, WIRE ex-40, KJJJ ex-40, WPIK 33-20, KGA 30-25, WCMS 38-28, WUBE 40-33, WWOL 36-26, KRMD ex-30, KOYN 27-15, KLAC 47-39, KGBS 30-20, KRAK ex-49, KWJJ ex-36, KMPS ex-26, WKDA ex-30, KCUB 37-23, KFDI 40-34, KXLR 32-21, WWVA 32-24, KWMT 37-29, WAXX ex-33, WSDS 30-18, KCKN ex-27.

WWVA To Broadcast Jamboree 'Star Quest'

WHEELING, W.V. - Jamboree U.S.A. is looking for tomorrow's country star in a 13week competition scheduled to begin April 1. F. Glenn Reeves, executive producer of Jamboree U.S.A., says the contestants will compete during a live show over 50,000 watt WWVA radio every Saturday night immediately following Jamboree U.S.A

"We have been overwhelmed with the tremendous quality of tapes we have received from aspiring entertainers," Reeves explains. "We felt that by combining the 45 years of live country music tradition of Jamboree U.S.A. with our powerful 50,000 watt WWVA radio signal, we can offer the country audience a sneak preview of tomorrow's great attractions, today."

The winner will appear on Jamboree In The Hills '78, the country music festival scheduled July 15-16 with some of the top

stars in country music.

"The 'Star Quest' winner will also receive a recording session and a personal appearance contract on Jamboree U.S.A.," adds Reeves.



COUNTRY CORN - Roy Clark (I) is pictured above with country radio personality Johnnie Jobe in the cornfield set during a recent filming of the television program "Hee Haw."

Grammy Award Winner

"PIG"



PIG IN A POKE

A new album from the Country Instrumentalist of the Year. He can tell a story with the touch of a keyboard. Hargus "Pig" Robbins. On Elektra records and tapes.

Produced by Hargus "Pig" Robbins

Elektra/Asylum Country. We deliver, always have.



COIN MACHINE

The Road Salesman: Key Link **Between Operator & Distrib**

by Frank Manners

CHICAGO - The road salesman - one of the most common, most ambivalent and most neglected members of the coin machine industry — is often the only contact an operator has with his distributor. What's it like to be a road salesman?

Like a boy scout, the salesman first must be prepared. Before he even goes on the road, he does his homework. He spreads out a map and plots customer appointments for maximum coverage. Then he arms himself with brochures, price lists, and account sheets. His dictum - Know your customer, know your equipment.

Anywhere from 5 a.m. to 8 a.m., he saddles his company car and hits the super highways. If he misses the operator in the morning, he misses him for the whole day. Once an operator starts his rounds, you need a four-star bloodhound to find him. Most appointments take place in the op's office, but it is not uncommon for a salesman to meet him at a local tavern. One fast stepping operator told a salesman if he wanted to talk, to get in the car, and the salesman delivered his spiel while spending the day on the route.

Appointments in the operator's office can be harrowing for a salesman, especially on his introductory visit. One operator likes to test the neophyte's endurance and strength of character by making him fidget two hours in his waiting room and then sending him away with no sale. The relationship between an operator and salesman usually, but not always, progresses from this initial indifference to acceptance and sometimes friendship. A salesman notices certain signs that denote this acceptance — for example, if the operator allows him to enter the sanctum sanctorum of his cash counting room. One operator may be cordial to a salesman, but unless he invites him to dine on his boat, he does not embrace him as an equal.

Once the salesman gets an audience, he has one primary objective - to sell. The bargaining is more intensive on the road. At

home, the operator calls you and hence is receptive to a sale, but in his own lair he adopts a "convince me" attitude. Each salesman has his own concept of how to sell. The glad hand hustler puts on a smile, says, "Hello, how are you, give me an order, farewell, good-bye." Minimal interaction. In and out. On the other hand, Atilla The Hun radiates aggression. He gets the sale, gets the money and gets a black eye. He will unscrupulously telephone you at 3 a.m. to collect a past due bill. The customer may yield to his pressure once or twice, but gingerly avoids future contretemps. Sir Lunchalot the elbow bender operates conversely. He lavishly wines and dines the customer, weakening his resistance through a convivial ambience. Who can say no in the midst of a good meal.

These types fall short of the platonic ideal, the model salesman. His most important characteristic - honesty. Ask any salesman. If he promises the customer that

Georgia Legislature Passes Freeplay Bill

MACON, GA. - In early March, a bill to decriminalize free plays on pinball machines in the state of Georgia had passed both the house (150 to 1) and the senate (36 to 9) and was awaiting the governor's signature.

The bill was initially introduced by representatives Tom Taggart and Bobby Hill of Savannah, in behalf of the Georgia Amusement and Music Operators Assn., whose entire membership had vigorously campaigned for passage.

Announcing the bill's passage, GAMOA's secretary Lee Martin acknowledged the efforts of association members who solicited the support of their respective legislators and the individual contributions of George locovozzi, who worked very hard in the campaign, and Rufus King, Washington attorney representing D. Gottlieb & Co., who provided extensive documentary material.

Williams Electronics Introduces New 'Lucky Seven' Solid-State Pingame

CHICAGO — Currently in full production at the Williams Electronics, Inc. factory is the firm's newly introduced solid-state pinball machine called "Lucky Seven." An in-novative feature of the machine which distinguishes it from any other pingame on the market, according to Williams, is the high scoring lineup of three colorful spinning reel symbols on the playfield. The reel symbols provide scoring opportunities of up to 30,000 points as well as double bonus, extra ball and special.

The Lucky Seven playfield has numerous other distinctive scoring features to attract player interest. There are four top rollovers. a right spinner lane and left and right drop targets. Also, three center targets which activate the reel symbols, two left advance targets to advance score by 1,000 points and left and right bottom rollovers to advance bonus, score 1,000 and light the spinning lane for 100 points.

'The exciting playfield features, highlighted by the reel symbols, create a lot of action as well as play and replay oppor-tunities," stated Williams' president Michael Stroll. "Combined with the colorful backglass and playfield, 'Lucky Seven' will spark high player participation everywhere. Our test reports reveal that the game will

produce very big returns."
Williams' recommended pricing for Lucky Seven is 25 cents, three-ball play.



'Lucky Seven'

The new machine is the factory's second solid-state pingame. "Hot Tip" marked the company's debut in the solid-state arena and this initial model, as Stroll pointed out, was very successfully received by the trade.

Operators are invited to view the new machine which is currently on display in Williams' distributor showrooms across the



Television cameras roll during the finals of the first annual Maryland 8-Ball Tournament

Winners Announced In First Annual Maryland Coin-Op 8-Ball Tournament

BALTIMORE — Tom Vanover of Baltimore was the Class "A" Division winner of the first annual Maryland coin-operated 8-Ball Tournament, which concluded Jan. 8 at the downtown Hilton Hotel here. The U.S. Billiards-sanctioned event was sponsored by the Maryland Coin Operators Pool Table group under the direction of Sefco Distributing Co., Inc.

The tournament attracted widespread media attention in the Baltimore area. Television stations WBAL and WMAR covered the finals along with the Baltimore

Sun and News American newspapers.

According to Mark McCleskey, Sefco district sales manager and tournament chairman, "We have proven to the Maryland operators that tournaments can

be promoted successfully with minimal cost. Locations reported that on tournament nights overall business was up 75 to 150 percent.

Three finalists qualified from each of the 56 participating locations. Cash prizes were awarded totaling \$2400, in addition to 448 two-piece Hustler cue sticks with carrying

Murray Rosenthal of Pasadena won the Class "C" Division honors.

The participating operator companies included: Rossville Vending, Madison Vending, Cadillac Amusement, Columbia Vending, United Automatic Sales, Downes Music Co., V&V Vending, Todd Amusement and Cigarette, Executive Vending Co. and Ridenour Coin.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

- UNCHAINED MELODY/SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCAPB-
- COUNT ON ME JEFFERSON STARSHIP (Grunt JH-11196)
- MOVIN' OUT BILLY JOEL (Columbia 3-10708)
 DO YOU BELIEVE IN MAGIC SHAUN CASSIDY (Warner Bros. 8533)
- IMAGINARY LOVER ATLANTA RHYTHM SECTION (Polydor 14459)
- WITH A LITTLE LUCK WINGS (Capitol 4559)
- STRANDED IN A LIMOUSINE PAUL SIMON (Columbia 3-10711)
- BALTIMORE RANDY NEWMAN (Warner Bros. 8550)
 TWO OUT OF THREE AIN'T BAD MEAT LOAF (Epic 8-50513)
 DEACON BLUES STEELY DAN (ABC 12353)

OP NEW COUNTRY SINGLES SHE CAN PUT HER SHOES UNDER MY BED ANYTIME JOHNNY DUNCAN

- IT'S ALL WRONG, BUT IT'S ALL RIGHT DOLLY PARTON (RCAPB 11240)
- IF YOU CAN TOUCH HER AT ALL WILLIE NELSON (RCA PB 11235)
 DIVERS DO IT DEEPER DAVID ALLAN COE (Columbia 3-10701)
 THIS IS THE LOVE SONNY JAMES (Columbia 3-10703)
- DO YOU KNOW YOU ARE MY SUNSHINE THE STATLER BROS. (Mercury
- UNCHAINED MELODY/SOFTLY AS I LEAVE YOU ELVIS PRESLEY (RCAPB-
- NO, NO, NO (I'D RATHER BE FREE) REX ALLEN JR. (Warner Bros. 8541)
- GEORGIA ON MY MIND WILLIE NELSON (Columbia 3-10704)
 BABY IT'S YOU JANIE FRICKE (Columbia 3-10695)

TOP NEW R&B SINGLES ON BROADWAY GEORGE BENSON (Warner Bros. 8542) OH WHAT A NIGHT FOR DANCING BARRY WHITE (20th Century 2365)

- DAN SWIT ME PATTI LaBELLE (Epic 8-50510)
- LOVELY NIGHT FOR DANCING BILL WITHERS (Columbia 3-10702)
 EVERYBODY DANCE CHIC (Atlantic 3469)
 SUPERNATURAL FEELING THE BLACKBYRDS (Fantasy 819)
- YOU ARE, YOU ARE CURTIS MAYFIELD (Curtom 0135)
- I FEEL GOOD AL GREEN (HI/Cream 78511)
- THE ONE AND ONLY GLADYS KNIGHT & THE PIPS (Buddah 592)
- HEYSENORITA WAR (MCA40883)

TOP NEW MOR SINGLES NO ONE GAVE ME LOVE TOM JONES (Epic 8-50506) I'VE NEVER BEEN TO ME MARY MACGREGOR (Ariola 7677)

- THE LAST OF THE ROMANTICS ENGELBERT HUMPERDINCK (Epic 8-50526)
 ONE LAST TIME AL MARTINO (Capitol 4551)
 TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS/DENIECE

WILLIAMS (Columbia 3-10693)

WILLIAMS® "LUCKY SEVEN"

THE NEWEST SOLID STATE 4 PLAYER





SOLID STATE "LUCKY SEVEN" - - - - A Distinctive Pinball Experience From Williams

"Lucky Seven" is Williams Electronics' new, exciting, SOLID STATE four-player game with a super-designed playfield and action-packed features.

Pinball wizards and novices worldwide, young and old, quickly will discover the thrill of playing "Lucky Seven."

With a playfield that's a visual delight, "Lucky Seven" invites and entices player participation . . . top and bottom roll overs, drop advance targets, match center targets, spinning lanes, and more . . . "Lucky Seven" is the only game on the market to feature a lineup of three, colorful spinning Reel Symbols on the playfield.

Free-wheeling action, big scoring opportunities for bonus and double bonus points, extra ball and an industry-leading check system all are part of this great, new game from Williams.

We're With You Every Step Of The Way

The WILLIAMS Pledge . . .

Williams' tradition for excellence is built on 30-plus years of pinball design and manufacturing leadership. Williams games continue to be trend setters and are backed by the latest innovations in production, game design, testing and service training to assure reliability and high profits for operators.





Williams' manufacturing expertise and techniques are unparalleled. Williams continues to build each game from the ground up and the process has been honed to perfection through experience, ingenuity and the dedication and hard work of every Williams employe.

Quality control (left) of every part and component in a Williams game is guaranteed through use of sophisticated testing equipment and techniques by highly-skilled experts. Each part of the machine is double-checked to ensure every game leaving the factory is dependable and provides long, trouble-free use.

In addition to this quality manufacturing, Williams, through its special service repair schools, introduces distributors and operators to the latest methods in servicing any component of a pinball game. The program—designed to enable those in the field to perform quick and easy service—is another example of Williams' commitment to pinball excellence.



Available For Immediate Delivery Through Your Williams Distributor.

COIN MACHINE

Gottlieb Playfield Simulator Isolates Service Problems

CHICAGO - D. Gottlieb & Co. has announced a new Playboard Simulator (pictured below), which is currently available for delivery to the factory's network of distributors.

The Gottlieb Playboard Simulator is the "first generation of test equipment for Gott-lieb electronic pinball games," according to the company, and it is capable of checking the entire electronic system in the solidstate pinball machines. Explaining the unit's function, the factory stressed that by isolating the playboard or the front door from the rest of the system any malfunction can, in turn, be isolated. The fixture can determine whether a problem exists in the electronic or the electrical-electromechanical section of the game.



'Playboard Simulator'

The simulator is compact and lightweight. It has a functional carrying handle, and is supplied a simple step by step instruction manual. Further information may be obtained by contacting the Gottlieb factory at 165 W. Lake Street in Northlake, Illinois 60164.

Bally Announces Record 1977 Sales, **Earnings Results**

CHICAGO - Bally Manufacturing Corp. posted its best earnings in 1977 on all-time high revenues. The company also reported record per share earnings.

Net earnings for the year ended Dec. 31, 1977 increased 59% to \$19.4 million, or \$1.62 per share, up from \$12.2 million, or \$1.04 per share, in 1976.

Revenues in 1977 were \$244.9 million, up 18% from \$207.2 million a year earlier.

Fourth quarter earnings increased 92% to a record \$5.53 million, or 45 cents per share, on 33% higher revenues of \$63.7

All per share data have been adjusted to reflect the two-for-one stock distribution on Feb. 28, 1977, and 1976 figures have been restated to reflect a pooling of interests acquisition consummated in Nov. 1977

President Comments

According to Bally president William T. O'Donnell, "The record results were achieved, moreover, while Bally was allocating considerable capital and management resources to the development of new products and activities which will be important to the future growth of Bally.

"For 1977," O'Donnell continued, "Bally experienced record revenues and earnings in its flipper pinball division where it achieved a dominant position in the industry by virtue of its highly successful introduction of electronic flipper pinball machines. Other Bally divisions, especially the slot machine and Aladdin's Castle divisions, also experienced excellent gains relative to year earlier levels.

"Most importantly," concluded O'Don-nell, "the outlook for 1978 appears to reflect a continuation of the high level of business activity which Bally experienced in 1977."



Les Morgenstern

Mirco Appoints Les Morgenstern

PHOENIX - Les Morgenstern, formerly product manager for Motorola Semiconductor Group, has joined Mirco, Inc. as materials manager. He is a veteran of more than 18 years in the electronics field and, in his new position, will be responsible for purchasing, production control, material control and personnel supervision for

Morgenstern was with Motorola for 11 years and during this period served in a variety of capacities including product manager, product marketer and engineering manager. Prior to this, he held positions at Westinghouse Molecular Electronics division in Baltimore and ITT Semiconductors and Intel Corporation of Palo Alto,

He is a graduate of Georgia Tech and holds a B.S. degree in physics. He also attended Arizona State University and participated in several training programs offered by Motorola.

The Road Salesman: Key Link **Between Operators & Distrib**

he will correct his bill, issue him a credit, follow up on a parts order, and he fails, then the customer loses faith in him. The salesman first sells himself, proves his integrity in the eyes of a wary operator. Sometimes the customer will challenge him with requests such as: get me a part I've had on order for three weeks or have my logic boards repaired and returned in 24 hours. If the salesman succeeds, he lays the cornerstone of trust. And it requires many blocks to build a durable foundation. Honesty cannot be put on and pulled off like a clean shirt and tie.

Model Salesman

A corollary to selling yourself is selling your company and its good will. The model salesman demonstrates to the operator that his distributor offers the best equipment and services, that once the sale is made the operator will not be shunted into the outer darkness but will be treated considerately. Some salesmen tend to underestimate their country customers and neglect them, take advantage of them, because they are isolated in the boondocks. Many of these operators are highly diversified big businessmen, owning real estate, restaurants, and amusement parks; and even if he has nothing else going for him, the road salesman has to give the operator six points for home court advan-

tage.
Whether the salesman sells or not, after his meetings he often suffers the post appointments lonely-in-a-strange-townhotel-blues. Knows no one. Eats alone. You can only drink so much, see so many movies, or read so much of the Gideon Bible before boredom strikes. The situation

virtually throws him into the arms of the operator, his only acquaintance. At times, lasting friendships develop from this gloomy loneliness. The salesman will dine with the customer, but many will not tavern hop. Getting drunk and out of control in an unfamiliar bar invariably leads to trouble. Other salesmen combat the idleness and tedium by working. They analyze their previous contacts, write sales reports, and devise future strategies. One week out and they are homeward bound, already thinking about the next trip.

Some people envy the outside salesman, the freedom of the open road, the company car, and expense account. They overlook the long, lonely hours, nose-to-nose selling, and the feeling of being a stranger in a strange land. However, if the road man makes a sale or makes a friend, all's well.

Pinball Game Of **Today Requires** Skill, Not Luck

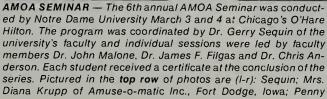
CHICAGO - The pinball machine of today requires skill more often than luck on the part of the player, according to Steve Kordek, director of design at Williams Electronics. Inc.

In a recent newspaper article, appearing in the Chicago Tribune, Kordek said, "What really makes a game tough is the degree of skill versus luck that it takes to win. Basically, games that were made 10 years ago were about 50-50. Today it's between 70 and 80 percent skill.

"Some people would like the games to be 100 percent skill," he added, "but you











Levin, attorney for Dream Machine, Inc., Boston, Mass.; AMOA president Don Van Brackel; and participants at one of the sessions. Shown in the **bottom row** of photos are (I-r): Van Brackel; Don Anderson of A&A Amusement Co., Inc., Portland, Ore.; Mr. and Mrs. John Stockdale of D&R Music & Vending, Boseman, Mont.; Manley Lawson of Lawson Music Co., Winter Haven, Fla; Joe Ringo of Wallace Distributing Co., Mineral Wells, Tex.; Sequin; Van Brackel; Dock Ringo of Wallace Distributing; and Anderson.

COIN MACHINE

CHICAGO CHATTER

association's 1978 Trade Show, which is being held at the Georgia World Congress Center

in Atlanta. Bear in mind, however, that these are not definite, as yet.

A FULL CAMERA CREW from NBC-TV was at work for something like six hours at the Rock-Ola Mfg. Corp. plant, shooting extensive footage for viewing on an upcoming segment of the popular "Bubblegum Digest" television show. The object being to capture the various stages of production, assembly, testing, et al in the making of a jukebox they did, concentrating their entire effort on the factory area. The multitude of colorful wires used in the interior of the jukebox, the sophisticated electronic test equipment recently developed by Rock-Ola, the rigorous final testing of each model and the various advance stages of production simply amazed the cameramen and the reporters as well. They were also very impressed by the units produced for the foreign market which contain full instructions spelled out in the various foreign languages. All of this was captured on film and will be scheduled for upcoming viewing on this very popular television show — and promises to be both enlightening and entertaining. Watch your TV listings for date and time.

OVERAL SALES ARE decidedly on the upswing at National Coin, as we learned from

Carl Schmitt. Since mid-February the distrib has been experiencing a nice upsurge in business. Carl said the current NSM phonograph line has been very much in the spotlight and he anticipates this situatoin will continue to prevail since customers are showing more and more interest in these new models. The combination of approaching spring and vastly improved weather conditions make for a much brighter business forecast in the days to

SORRY TO LEARN of the death of Marshall McKee, founder of McKee Distg. in Portland, Oregon. McKee, who was in semi-retirement due to illness, died on March 11. Funeral services were held on March 15 and many coinbiz people from the midwest, as well as other areas of the country, were present to pay their respects. Marshall's son, Lon, has been managing the business. We extend our condolences to the McKee family.

ATTENTION PHONO OPS: 'It's A Heartache" by Bonnie Tyler on RCA has "jukebox hit" written all over it, according to Gus Tartol of Singer One Stop For Ops. The record crosses all sound barriers, he said, and is a natural for just about every type of location, be it pop or country or what have you. Give it a listen.

1978 State Association Calendar

Mar. 31-Apr. 1: Music Operators of Michi- June 8-10: Music Operators of Texas; angan; annual conv.; Michigan Inn; Southfield, MI.

Apr. 7-9: Florida Amusement Merchandising Assn.; annual conv.; Marriott Olympic Villas; Orlando, FL

April 14-16: Wisconsin Music Merchants Assn.; annual conv.; Playboy Club; Lake Geneva, WI.

May 19-21: New York Music & Amusement Assn.; annual conv.; Stevensville Country Club; Swan Lake, NY.

June 2-3: Ohio Music & Amusement Association; annual conv.; The Columbus Hilton Inn; Columbus, OH. nual conv.; La Quinta Royale; Corpus

June 16-18: Illinois Coin Machine Operators Assn.; annual conv.; Playboy Club; Lake Geneva, WI.

July 21-22: Montana Coin Machine Operators Assn.: annual conv.: Fairmont Hot Springs Resort, near Butte, MT.

Sept. 15-17: No. Carolina Coin Operators Assn.; annual conv.; Sheraton Center; Charlotte, NC.

Sept. 22-23: Amusement & Music Operators of Virginia; annual conv.; John Marshall Hotel; Richmond, VA.

Atari Marketing Its New 'Sky Raider' Single Player Video Jet Combat Game

SUNNYVALE - In "Sky Raider," the new single-player video game from Atari, the player becomes a combat pilot with full capability for controlling a jet and releasing missiles over a bombing run. Realistic steering controls allow for maneuverability of both the speed and direction of the aircraft as it attacks such targets as oil tanks, electrical towers, bridges, buildings and enemy aircraft.

For added challenge, some of the targets are more difficult to hit and points are determined accordingly, ranging from 350 points for hitting an electrical tower to 800 points for the enemy aircraft. High score is displayed on the screen to intensify player interest. Optional extended time can be set at two different levels for 60, 80, 100 or 120 seconds game time.

The game's cosmetics and cabinetry are striking and it offers three-dimensional visual effects as well as explosive and realistic sound accompanying play. It is constructed of Atari's Durastress tested solid-state system, for durability and long life on location. To prevent damage in tran-sit, Sky Raider models are shipped in a new stress tested container.

Other features include the easy-access self-test switch, located inside the coin door, for simplified troubleshooting and checking of circuitry, switches and controls. The remost volume control is also located just inside the coin door for easy adjustment to the location's needs.

Atari distributors are currently displaying the new models.



'Sky Raider'

EASTERN FLASHES

Although the calendar tells us spring has officially arrived, the new season has not, as yet, brought with it any noticeable increase in business, judging from the opinions expressed by the various distribs we spoke with this past week. Things are a little slow and, as one distributor put it, there's little or no activity with used equipment. Part of the blame, as some stated, must be attributed to the wave of bad weather, but there's optimism that the situation will reverse itself as the new season progresses.

WURLITZER'S C.B. ROSS has been traveling back and forth from No. Tonawanda to DeKalb, Illinois in preparation for his upcoming relocation to DeKalb, which he hopes to have finalized by mid-April. As we all know, the Wurlitzer organization is headquartered in quite a sizeable and impressive complex out there. C.B. told us he recently put his house up for sale and will be hunting for a DeKalb residence just as soon as he can arrange for Mrs. Ross to accompany him

AT PRESSTIME LAST WEEK Robert Jones Int'l.-Dedham was hosting a three-day Gottlieb school at Ben White's — and total attendance was expected to top the 300 mark. Subsequent schools are on the planning board, including a Bally session sometime in April and a Williams school. Solid-state pins have been the most popular sellers out there, as we learned from Bob Le Blanc. He said the Midway "Clowns" cocktail table is newly arrived in sample form and the distrib's currently filling orders for the outstanding Cinematronics "Space Wars." Bob also had high praise for the Ramtek "M-79," which sold extremely well in both the large and small versions — and should rank among Ramtek's biggest sellers of

SOLID-STATE PINS are also in the spotlight at Royal Dist.-Cinncy, along with NSM phonographs, according to Jerry Grotjan. He said Midway's "Clowns" and Exidy's "Circus" are among the most in demand uprights at Royal — and the distrib's been enjoying success with the Playmatic "Space Gambler." On the service school scene, Jerry noted that a Gottlieb and a Playmatic school are planned for the near future. Parts sales are way up, he added, which is evidence that ops are holding on to their older equipment.

CALIFORNIA CLIPPINGS

While Exidy's "Circus" is still going strong, look for the firm to introduce a new game, "Trapeze," in May. That's the latest from sales exec **Hal Watner**, who noted further that Exidy is currently "refining and cleaning up" Trapeze, which should be ready for national testing shortly. As has also been the case recently with vice president of sales Paul Jacobs, Watner has been traveling extensively in order to meet with distributors and tell the Exidy story. According to Watner, distributors are "looking for more original pieces from video manufacturers" and reeling from the effects of bad weather that has delayed spring season buying in many parts of the country.

MEADOWS GAMES recently hosted a sneak preview for selected distributors of two new games at its Sunnyvale factory. Marketing director Lila Zinter described the new equipment as "a new twist, completely different from anything before," adding that the pieces are tentatively slated for release next month. In sum, she said, "Things are going quite well. We're still shipping '3-D Bowling' and have received good earnings reports on 'Inferno.' " Like many west coast-based manufacturers, Lila will soon be heading for Florida to attend the annual FAMA show in Orlando, April 7-9.

A UNIQUE DOUBLE PLAYFIELD layout highlights the newest electronic flipper from Atari, "Middle Earth." Once the ball is put into play, the player chooses from two sets of flippers, one to play the top section and one to play the bottom. Additionally, each section has a bank of drop targets for scoring, bonus and special features. In all, Middle Earth has 38 special scoring, bonus and bonus advance lights to challenge the player on each ball.

Gottlieb Appoints Brady Distributing

CHICAGO — Brady Distributing Company of Charlotte, North Carolina, has been appointed a direct Gottlieb distributor, according to an announcement by Marshall Gottlieb's vice president of marketing.

Commenting on the appointment, Caras "Brady Distributing Company was founded in 1944 and is one of the best distributorships I have ever dealt with. Their systems and sophistication, their personnel, and their parts and service facilities are second to none in the industry." Brady president Jon Brady is particularly proud of his service department and considers it "a keystone" and "the very heart of our business."

The timing of the appointment, Caras noted, is especially "propitious since it coincides with the release of 'Sinbad,' the greatest game of all times.

"We feel very strongly that as a direct factory distributor, Jon Brady and his organization will be a great asset to the Gottlieb family of distributors and we know that Jon is particularly pleased," Caras concluded.

Other members of the Brady team include Blair Norris, vice president, and Jim Frye, sales manager. The distributor has a full staff of salesmen who call on customers for games, music and vending in North and South Carolina.

Pinball Game Of **Today Requires** Skill, Not Luck

can't do that or you'd lose too many customers. The secret of a good game is how long you can keep the ball going. You don't want it to be so long that one player hogs the machine.'

Observe Players

Kordek also told the Tribune that "it's practically a prerequisite" for a designer to go out and observe the games as they are being played to get the feel of what people are playing. He added that he personally judges a game's appeal right at the start. "I don't want to play a game three or four times before it grows on me." If this would be the case in an arcade, the customer would just move on to the next machine, he

The article also quoted "Pinball!" author Roger Sharpe, who praised the Williams games as "usually fast, with open playfields that require quickness.

The article noted that many in the pinball industry consider theme and complementary artwork to be every bit as important to the success of a game as the playfield action. The backglass gets the customer to inthe first quarter, the Tribune stated, and the playfield keeps him feeding the machine.

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WRITERS - PRODUCERS - PERFORMERS: Holly-WRITERS — PRODUCERS — PERFORMERS: HOlly-wood-based record & publishing company is seeking original material & masters. Please mail bio, photo, tape to: MAHOGANY RECORDS, INC., 6565 Sunset Blvd. #525, Hollywood, Calif. 90028. (213) 466-4373.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086.

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FREE CATALOG — COMPLETE ONE STOP: Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainview, L.I., N.Y. 11803.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

REGIONAL PROGRAMING GUIDE

(continued from page 29)

- Bob Welch, Ex To 21 - Bee Gees - More

KTLK — DENVER — RANDY JAY, MD — PICK: NONE 1-1 — Bee Gees — Fever. JUMPS: 18 To 13 — Barry Manilow, Ex To 30 — Jackson Browne, Ex To 29 — Styx. ADDS: Wings, Yvonne Elliman, Randy Edelman, Eddie Money

KIMN — DENVER, ED GREENE, MD — PICK: WINGS
1-1 — Bee Gees — Fever. JUMPS: 28 To 24 — Raydio, 27 To 23 — Jackson Browne, 26 To 22 — Styx, 25 To 20 — Andrew Gold, 5 To 3 — Paul Davis, Ex To 29 — Jefferson Starship, Ex To 25 — Yvonne Elliman. ADDS: 30 — Chuck Magione, 27 — David Gates, Rubicon, Flack/Hathaway, Wings

96KX — DENVER — JACK REGAN, MD — PICK: NONE 4-1 — Bee Gees — Fever. JUMPS: 30To 25 — England Dan & J.F. Coley, 28 To 21 — Gene Cotton, 27 To 22 — David Gates, 23 To 18 — Jefferson Starship. ADDS: 28 — Yvonne Elliman

KRTH — LOS ANGELES — BOB HAMILTON — PD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 25 To 22 — Dolly Parton, 23 To 20 — Flack/Hathaway, 13 To 10 —
Raydio, 14 To 9 — Kansas, 11 To 8 — David Gates, 10 To 6 — Bob Welch. ADDS: 26 — Travolta/John, 25
Allorte Phythm Scotier - Atlanta Rhythm Section

KHJ — LOS ANGELES — STEVE CASEY, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 30 To 23 — Kansas, 27 To 24 — Bee Gees — More, 24 To 19 — Jay
Ferguson, 23 To 20 — England Dan & J.F. Coley, 18 To 16 — Bob Welch, 17 To 14 — LeBlanc & Carr, 15
To 12 — Little River Band, 11 To 9 — Eric Clapton, 9 To 5 — Barry Manilow. ADDS: 28 — David Gates

10-Q — LOS ANGELES — KEN BISSIRI, MD — PICK: YVONNE ELLIMAN 1-1 — Bee Gees — Fever. JUMPS: 29 To 26 — Atlanta Rhythm Section, 27 To 24 — Jefferson Starship, 24 To 18 — Jay Ferguson, Ex To 30 — Trammps, Ex To 29 — Jefferson Starship. ADDS: Bee Gees —

KGW — PORTALND — TERRY DANNER, MD — PICK: MATHIS/WILLIAMS
3-1 — Barry Manilow. JUMPS: 27 To 23 — Lou Rawls, 22 To 17 — Gordon Lightfoot, 20 To 16 — Boz Scaggs, 17 To 9 — David Gates, 15 To 7 — Bob Welch, 7 To 3 — Bee Gees — Fever, 5 To 2 — Kansas, Ex To 29 — Styx, Ex To 28 — Jefferson Starship, Ex To 27 — Chuck Mangione. ADDS: Mathis/Williams, ELO, Andrew Gold, Gene Cotton

KPAM — PORTLAND — MICHAEL O'BRIAN, MD — PICK: NONE
2-1 — Barry Manilow. JUMPS: 27 To 22 — Lou Rawls, 26 To 18 — Jefferson Starship, 24 To 17 — ELO,
25 To 16 — England Dan & J.F. Coley, 17 To 10 — David Gates, 14 To 9 — Jackson Browne, Ex To 29 —
E,W&F, Ex To 28 — Rubicon, Ex To 23 — Chuck Mangione. ADDS: 30 — Atlanta Rhythm Section, Bonnie
Tyler, Flack/Hathaway, Sweet, Wings, Travolta/John

KNDE — SACRAMENTO — JEFF HUNTER, MD — PICK: NONE
1-1 — Bee Gees — Alive. JUMPS: 30 To 17 — Flack/Hathaway, 29 To 16 — Parliament, 23 To 18 — Jefferson Starship, 19 To 12 — Rod Stewart, 20 To 11 — England Dan & J.F. Coley, 15 To 9 — Jackson Browne, 5 To 3 — Heatwave. ADDS: 30 — Dolly Parton, 28 — Rufus, Bob Wier, Travolta/John, Steely

KROY — SACRAMENTO — CHRIS MITCHELL, MD — PICK: NONE
2-1 — Bee Gees — Fever, JUMPS: 29 To 22 — ELO, 28 To 20 — Raydio, 25 To 21 — England Dan & J.F.
Coley, 24 To 16 — Bob Welch, 23 To 17 — Jackson Browne, 22 To 15 — Yvonne Elliman, Ex To 29 — KC
& The Sunshine Band, Ex To 28 — Eddie Money, Ex To 27 — David Gates. ADDS: Jefferson Starship,
Lou Rawis, Flack/Hathaway, Wings, Styx, Atlanta Rhythm Section

KCPX — SALT LAKE CITY — GARY WALDRON, PD — PICK: NONE 1-1 — Bee Gees — Fever. JUMPS: 20To 15 — Styx, 19To 14 — Gene Cotton, 18To 12 — England Dan & J.F. Coley, Ex To 30 — Chuck Mangione, Ex To 28 — Billy Joel. ADDS: Wings, Wet Willie, Rubicon

KRSP — SALT LAKE CITY — LORRAINE WINNEGAR, MD — PICK: BILLY JOEL
1-1 — Bee Gees — Fever. JUMPS: 27 To 21 — Styx, 26 To 20 — Atlanta Rhythm Section, 25 To 19 —
Gordon Lightfoot, 23 To 18 — Jackson Browne, 22 To 17 — Jefferson Starship, 19 To 15 — E,W&F, Ex
To 25 — Natalle Cole, Ex To 24 — Chuck Mangione, Ex To 23 — Player. ADDS: Wings, Flack/Hathaway, Billy Joel, Rubicon

B100 — SAN DIEGO — GENE KNIGHT, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 25 To 20 — Kiss, 24 To 17 — Jefferson Starship, 22 To 14 — Yvonne Elliman, 21 To 16 — Bee Gees — More, 19 To 13 — Andrew Gold, 16 To 11 — England Dan & J.F. Coley, 15 To 10 — Raydio. ADDS: 28 — Billy Joel, 25 — Styx

KCBQ — SAN DIEGO — NINA GOMEZ, MD — PICK: BONNIE TYLER
2-1 — Bee Gees — Fever. JUMPS: 26 To 23 — Gene Cotton, 25 To 20 — E,W&F, 23 To 18 — Parliament,
19 To 11 — Yvonne Eliiman, 18 To 14 — Jackson Browne, 12 To 7 — Barry Manilow, 11 To 5 — Kansas,
10 To 3 — Eric Clapton, 9 To 4 — Heatwave. ADDS: Natalie Cole, 32 — Stargard

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD — PICK: NONE
1-1 — Samantha Sang. JUMPS: 29 To 22 — George Benson, 27 To 19 — Bee Gees/Tavares, 24 To 20 — Jefferson Starship, 21 To 15 — Flack/Hathaway, 20 To 17 — Bob Welch, 16 To 14 — Natalie Cole, 14 To 2 — Eddie Money, 13 To 10 — Kansas, 12 To 9 — Yvonne Elliman, 9 To 7 — Raydio, 6 To 4 — Barry Manilow, Ex To 28 — Trammps, Ex To 25 — David Gates. ADDS: Chuck Mangione, Wet Willie, Journey, Warren Zevon, Travolta/John

YA — SAN FRANCISCO — STEVE JORDAN, MD — PICK: NONE

1 — Bee Gees — Fever, JUMPS: 22 To 19 — Jefferson Starship, 24 To 18 — Jackson Browne, 23 To 13

Natalie Cole, Ex To 12 — Flack/Hathaway, Ex To 9 — Eric Clapton

KSLY — SAN LUIS OBISPO — JOHN TOBIN, MD — PICK: NONE

1-1 — Bee Gees — Fever. JUMPS: 30 To 24 — Atlanta Rhythm Section, 29 To 24 — Sweet, 27 To 22 — Robert Palmer, 26 To 20 — Jefferson Starship, 19 To 8 — Heatwave, 15 To 10 — Styx, 11 To 6 — Bob Welch, Ex To 30 — Shaun Cassidy, Ex To 28 — Stargard, Ex To 27 — Bee Gees — More. ADDS: Parliament, Doucette, Steely Dan, Wings, Trammps, Travolta/John, Michael Zager, Warren Zevon, Patti Smith, E,W&F, Rubicon

KJR — SEATTLE — TRACY MITCHELL, MD — PICK: NONE
1-1 — Bee Gees — Fever. JUMPS: 25 To 21 — Styx, 24 To 19 — Raydio, 21 To 17 — ELO, 18 To 14 — England Dan & J.F. Coley, Ex To 25 — Billy Joe!, Ex To 24 — Gene Cotton. ADDS: Gordon Lightfoot, Wings, Flack/Hathaway, Karla Bonoff

KING — SEATTLE — ROB CONRAD, MD — PICK: NONE
4-1 — Kansas. JUMPS: 25 To 21 — Heatwave, 24 To 17 — Yvonne Elliman, 20 To 16 — England Dan & J.F. Coley, 13 To 9 — Jackson Browne, 6 To 3 — Barry Manilow, Ex To 25 — Rubicon, Ex To 24 — Steely Dan, Ex To 22 — Chuck Mangione, Ex To 20 — ELO. ADDS: Bee Gees — More, LP, Wings, Wings, Kenny Lossing Travelet (Jabo Park) Loggins, Travolta/John

KJRB — SPOKANE — TOM HUTYLER, MD — PICKS: WINGS
1-1 — Bee Gees — Fever. JUMPS: 28 To 24 — Atlanta Rhythm Section, 27 To 20 — Jackson Browne, 22
To 17 — E,W&F, 21 To 12 — Styx, 18 To 14 — England Dan & J.F. Coley, 13 To 6 — Kansas, 10 To 5 —
David Gates, 8 To 3 — Jay Ferguson, Ex To 28 — Flack/Hathaway, Ex To 26 — Sweet, Ex To 25 —
Raydio. ADDS: Gene Cotton, Jefferson Starship, Wings

KTAC — TACOMA — BRUCE CONNON, MD — PICK: NONE
2-1 — Samantha Sang. JUMPS: Ex To 26 — Jefferson Starship, Ex To 25 — Styx, Ex To 24 — Ja
Browne. ADDS: Bee Gees — More, E,W&F, Atlanta Rhythm Section, Flack/Hathaway, Wings

'Street Player' Is Gold

NEW YORK — "Street Player," Rufus And Chaka Khan's sixth ABC album, has been certified gold by the RIAA.

Heatwave Gets Gold

NEW YORK — Epic recording group Heatwave's single, "Always And Forever," has been certified gold by the RIAA.







Schiff Named at ICS — Robert Schiff has been named the president of west coast opera tions of Integrated Computer Services, Inc. Prior to joining ICS, he was based in New York and served as an industry marketing manager of a data processing company. ICS, 11 years old, is the only data processing firm in the country which specializes in services to the record industry. Schiff will maintain his offices at ICS, 1017 N. La Cienega Blvd., Suite 307, Los Angeles, (213) 659-8540.

Calloway To Ariola — Ariola Records has announced the appointment of Walt Calloway as field promotion director for Ariola Records. Prior to joining Ariola, he held the position of local promotion man for Atlantic Records in San Francisco. He also spent 10 years working at Warner Brothers as artist relations director.

Strong To A&M -- A&M Records has announced that Beverly Strong has been appointed artist development television coordinator, with special responsibility for all television liaison for the label. She joined A&M in January 1977, and comes to artist development from the publicity department.

Lucas Appointed At CBS Records — CBS Records has announced the appointment of Gary Lucas as copywriter, creative services. Before joining CBS Records he was the Far Eastern export manager for the Eiton Corporation and was based for two years in Taipei, Taiwan, where he also wrote and produced free-lance advertising and led a popular rock

Magid Promoted by S&R — Solters & Roskin Inc. have announced that Beverly Magid has been named head of the music department of their west coast office. She joined the public relations firm in 1974 as an account executive.

Padgett Appointed At CBS Records — CBS Records has announced the appointment of Karen Padgett as assistant to the regional coordinator for the northeast region. She joined CBS Records in 1975 as promotion secretary for the New York branch. Her most recent position was executive secretary for the director of national sales/artist development, CBS Records.

Changes At Entertainment Company — The Entertainment Company Music Group has announced that Susan Goldman, formerly administrator of publishing for the Entertainment Company, has been named assistant to the executive vice president. Joanne Boris has been named administrator of publishing for the Entertainment Company. She was formerly with Overseas Music, where she held the title of assistant international music representative.









Giddens

Palmer

Giddens To Kidada — Beverly Giddens has just been named general manager for Kidada Music, Inc. Prior to her association with Kidada Music, Inc. she was with A&M Records in their international and publicity departments.

Martin To MCA — Marcus Martin has joined MCA Records as R&B local promotion

manager. He will be located in the Philadelphia branch. Prior to joining MCA Records, he was with Universal Distributors in Philadelphia.

Darst Appointed At Columbia — CBS Records has announced the appointment of Dusty Darst as local promotion manager for the Columbia label in the Cincinnati marketing area. He joined CBS Records in 1972. After serving as single record coordinator for the Dallas area, he was appointed local promotion manager in Memphis where he handled Columbia and E/P/A product.

Cohen To Joel — Billy Joel Tours, Inc. announced the appointment of Steve Cohen as director of Billy Joel Tours, Inc. He has been working with Billy Joel for 31/2 years as the

lighting designer, in addition to his responsibilities as production manager. **TWM Ups McCall** — TWM Management Services, LTD. has announced that Lyndsy McCall has been appointed to director of special projects. She will continue as a liaison between the business, management, music and television departments of TWM.

Appointments At AGI -- AGI, Inc., designer and manufacturer of record jackets, announces several recent appointments. Jim Palmer has been appointed west coast sales manager, music packaging. Gary Sitcher has been appointed east coast sales manager, music packaging. Bob Heimall, formerly art director of Elektra Records and Arista Records, has joined AGI as art director — east.

Theis To RSO -- The Robert Stigwood Group, Ltd. has announced the appointment of Jeanne Theis as executive in charge of promotion and publicity for RSO Films. She joins RSO from New York Magazine Company, Inc., where she was executive assistant to the president. Prior to that, she spent three years with Rolling Stone Magazine where she was promotion director.

Zukoski Joins Headliners — Paul Zukoski has joined Headliners Talent Agency Inc. as an agent. He comes to Headliners from Charisma Booking Associates in Washington, D.C. Millman Joins Press Office — The Press Office, Ltd. has appointed Bryna Millman senior account executive for the company. Prior to her joining The Press Office, she worked for Rogers & Cowan, Inc. in the corporated division and for over seven years, she was an account executive at Solters & Roskin.

Two Promoted At Halsey — The Jim Halsey Company, Tulsa, has recently announced its promotion of Miss Kathryn Dickerson as assistant public relations director for the artists' management firm. Based in the Tulsa office, she has been with the Halsey agency since May 1976. Prior to this position, she worked for the Burden Companies, Atlantic-Gulf, Tulsa, until her employment by Halsey. Charles D. Hailey has been promoted to the position of operations manager within the Jim Halsey Company.

exico

LP NACIONAL

1 HOMBRE

NAPOLEON (Raff R\$ 9040)

2 JOSE JOSE

(Ariola LAN-0467)

3 DOS TARDES DE ME VIDA
RIGOR TOVAR (Melody MEL-178)

4 MI BARRIO
SONORA SANTANERA (Caytronics DCS-820)

5 LA MUERTE DE UN GALLERO
VICENTE FERNANDEZ (Caytronics DCS-816)

6 CON MARIACHI JUAN GABRIEL (RCA MKS-266)

7 PAJARILLO NAPOLEON (Raff RS-9035)

8 DILE FERNANDO ALLENDE (Orfeon LP 164-5052) 9 FESTIVAL OTI 77 (Telvisa MILS-4300)

10 QUIERO ABRASARTE TANTO
MARCO ANTONIO MUNIZ (RCA MKS-1945)

SINGLES

1 HOMBRE

NAPOLEON (Raff)

2 SON TUS PERJUMENES

MUJER

LOS ALVARADO

3 MARIA JOSE

JUAN GABRIEL (RCA)

4 PAJARILLO

NAPOLEON (Raff)

5 SIEMPRE EN MI MENTE JUAN GABRIEL (RCA)

6 ERES TODA UNA MUJER
RAUL VALE (Melody)

7 AMOR SINCERO RIGO TOVAR (Melody)

8 GAVILAN O PALOMA JOSE JOSE (Ariola)

9 TE VAS, TE VAS SONORISIMA SIGUARAY (Yuriko)

10 MEJOR ME VOY

CHELO (Musart)

LP INTERNACIONAL

1 I REMEMBER YESTERDAY

DONNA SUMMER (RCA-4280)

2 RASGOS CAMILO SESTO (Ariola LA-044)

3 GUERRA DE ESTRELLAS
MECO (RCA MILS-4300)

4 TARDE

ROCIO BURCAL (Ariola LA-058)

5 ERES MI MUNDO HELEN REDDY (Capitol'EMI SLEM 726)

6 BAKER MA BONEY M (RCA MILS-4298)

7 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (Capitol-EMI SLEM 721)

8 ROBERTO CARLOS (Discos CBS DCS-835)

9 DESNUDATE
MIGHEL GALLARDO (Capitol-EMI SLOM 10210)

10 PABLO ABRAIRA

(Melody Mi 8005)

SINGLES

1 TARDE

ROCIO DURCAL (Ariola)

2 MA BAKER

BONEY M (RCA)

3 SI TU TE VAS CAMILO SESTO (Ariola)

4 ERES TODA UNA MUJER

5 GUERRA DE ESTRELLAS
MECO (RCA)

6 SON TUS PERJUMENES MUJER

CARLOS MEJIA GODOY (CBS)

7 LINDA

MIGUEL BOSE (CBS)

8 TEMA DE ABISMO DONNA SUMMER (Gamma)

9 ERES MI MUNDO HELEN REDDY (Capitol-EMI)

10 SOY TODO PARA T! ANDY GIBB (Polydor)

Courtesy of Fono-Tip in Mexico

ATIN BEAT

Vocalist and all-around musician Mon Rivera passed away on March 12, 1978 in his Manhattan home of a heart attack at age 53. He will be buried in Mayaguez, P.R.

A native of Mayaguez, Puerto Rico, Mon Rivera led his own band in 1962 where he established the first all trombone and rhythm section band called "Trombanga." He was known as the "Rey del Travalengua" (the king of the tongue twisters), and began his music career singing at age 16. His father was also a songwriter and most of Mon's first recordings hold his father's compositions.

Mon Rivera played clarinet, guitar, and piano and was one of the few songwriters who could incorporate the melody, lyrics and arrangements to a tune.

In Puerto Rico, he was well-known as a ball player. He received many offers to go into the major leagues but refused in order to dedicate himself to the music. He was signed to Vaya Records in 1974 and after his collaborations with **Willie Colon** in 1975 on the Fania LP "There Goes The Neighborhood," Mon Rivera was once again spotlighted in the public's eye. He was a master of Puerto Rican typical music (bomba y Plena), and revered by many young musicians. He was born Efain Rivera Castillo, but was known as Mon Rivera professionally.

Before his untimely death Mon Rivera was working on his last LP for Vaya Records, which is being produced by Johnny Pacheco. The LP should be out

Guitarist Eddie Benitez and his Latin/rock group known as Nebula have just blown into N.Y. from L.A. where Benitez and his group have been enjoying a com-fortable and profitable stay since the release in 1976 of their debut LP on Fania Records, "Night Life," produced by Louie Ramirez. At this time, Eddie Benitez and his sound were strongly compared to that of Santana's post Woodstock era.

Now Eddie Benitez reports that his group has married with the L.A. based band, 'Malo" (formerly featuring the guitar of Carlos Santana's brother, Jorge) featuring the wailingly mellow guitar of Eddie Benitez who also doubles on timbales with Chepito Areas, original Santana member. The new

union was christened "Malo & Benitez."

In the meantime, Vaya Records has just released the second Benitez & Nebula LP, entitled "Essence Of Life."

Angel Luis Silva, popularly known as "Melon," is no newcomer to salsa. In fact, if one goes through the musical files, it will be discovered that Melon, at one time teamed with Lobo, was the exponent of the popular standard, "Amalia Batista." The team of Lobo Y Melon were the first salsa interpreters on the west coast. They reached impeccable heights and traveled the world over with their brand of salsa.

Melon is now on his own. He is the first Mexican salsero to join hands with the largest east coast label in salsa, Fania Records. Melon's crystal clear tenor reverberates the swing, rhythm and feeling of his Caribbean sister. Teamed with Domincan born **Johnny Pacheco**, their new LP on Fania Records, "Liego Melon," is a tribute to international Latin brotherhood. Produced by the renowned Pacheco, "Llego Melon" holds laid-back, mellow interpretations dedicated to Puerto Rico and Mexico



SALSA'S FIRST LADY -- Celia Cruz, la guarachera del mundo and salsa's first lady of song, was recently re-signed to Vaya Records by president of Fania Records, Jerry Masucci, for an exclusive five year contract at a recording rate of two LPs per

Caliente Un Amour (3:35) (Skydiver Music — ASCAP) (L. Washburn/F. Caper)

LUIS ENRIQUE MEJIA (Indica 20)

BENITEZ (Vaya V-5143)

You Make Me Feel (3:58) (Fania Publ. — BMI) (E. Benitez)

Sientate Ahi (Sandy Omar Gonzalez)

DIMENSION LATINA (Top Hits THS-452)

Pidema (3:53) (CBS INC) (Carlos Calderon)

Ojitos Llenos De Llanto (Graciela Arango de Tobon)

SONORA SANTANERA (CBS 7935)

MARIA GABRIELA (Epic SC-71625)

Siento Que Me Estoy Enamorando (2:30) (CBS Mexico) (Humberto Luis L) TITO BAUCHE (CBS 7932)

Por Esos Celos (Miguel Fernando S.)

BANDA MACHO (CBS Mexico CM-333)

SINGLES TO WATCH

LALOMIE WASHBURN (Parachute RR-508AS

Fellz Libertad (4:46) (Carlos Mejia Godoy)

MENDIGO REY (Microfon MS-4549)

Aldo Monges (Pampa Music) (Aldo Monges) OSCAR D'LEON (Top Hits THS-454)

Como Canto Yo (D.R.)

SONIA AMILSA (CBS-11813-A)

GRETTA (Discos-CBS S.A. 43298)

JOVENES DEL HIERRO (Jaguar-7031) Salao Pero Sabroso (Jose W. Gomez)

Domlngos En La Capitol (2:42) (Mundo Mus. Mex.) (Homero Aguilar)

Pachito E'Che (2:45) (Peer Inter. Co. U.S.A. -- EMMI) (Alex Tovar)

MARIA ANTONIA (CBS S.A. Columbia 43317)

TRIO ALMA DE AMERICA (CBS 11853)

Sabor A MI (2:45) (CBS INC) (Alvaro Carrillo)

Este Amor Que Esta Dentro (3:16) (Kenny Nolan/Marcos Duque M.)

atin Picks







TAMBO — Tito Puente — Arcano DKL1-3174 — Producer: Joe Conzo

Blaring trumpets, swinging saxes, melodic flutes and driving percussive sounds make "Tambo" one of the most colorful albums that Tito Puente has ever recorded. Contributing their impressive musical credentials are the combined talents of a veritable "Who's Who" in the field of music: Doc Severinsen (of Johnny Carson fame), Patato, Bernie Glow, Ray Barretto, and Jose Mangual Sr., just to name a few. In "Tambo" one will recognize the many talents to Tito Puente. Besides being a master percussionist, Tito is also a top arranger and composer. 'Tambo" could serve as a living text on these sounds at their best, with Tito Puente, a legend in his own time, as a teacher.

PERDIDO — Alegre All Stars — ASLP 6010 — Producer: Al Santiago

The New Alegre All Stars have finally released a new LP after 17 years of only re-issues. Al Santiago puts a beautiful album together in "Perdido" featuring all-stars Bobby Rodriguez, Louie Ramirez, Ray Maldenado, Jose Madera and Charlie Palmieri, who leads the group. All cuts are excellent.

TOP PERCUSSION — Tito Puente — Arcano DKL1-3175 — Producer: Joe Conzo

'Top Percussion" is just what the title says: a percussion album of great authenticity, under the direction of master percussionist, arranger, composer, bandleader and king of Latin music, Tito Puente. In this album, Tito has assembled some of the greatest Latin percussionists, instrumentalists, and vocalists this country has ever seen. Percussionists Mongo Santamaria, Willie Bobo, Julito Collazo and Marcelino Guerra.



recording artist Willie Alexander was greeted backaged by label execs following his recent show at the Whisky in Los Angeles. Shown (I-r) are: Lindy Getz, MCA Los Angeles promotion manager; Jeff Scheible, MCA vice president of sales; Paul Lambert, MCA national singles promotion director, and Alexander.

Krasilovsky To Teach Music Business Course

NEW YORK — The Institute of Audio Research has announced a new course addition to its training program in multi-track recording technology. The seminar, called "This Business of Music," will be open to the professional community as well as the student. William Krasilovsky will present the course on Monday evenings for seven weeks June 19-August 7.

Some of the topics to be covered include business affairs, problems of recording studios, and international aspects of publishing and copyrighting. Krasilovsky, a former trustee of the Copyright Society of the United States and a former attorney for Warner Brothers Music Companies, is the co-author of the standard reference book, "This Business Of Music."

Mel Brooks Seeks High Profile For New Album

LOS ANGELES — Producer Mel Brooks will visit radio stations in New York, Chicago, Philadelphia, Boston and Houston March 27-31 to do interviews on the air in support of his new Elektra/Asylum LP "Mel Brooks' Greatest Hits Featuring The Fabulous Film Scores Of John Morris."

Jon Peters Signs Tyler

LOS ANGELES — Tyler, a midwestern rock group, has been signed by the Jon Peters Organization for Columbia Records and will release its first single for the label in May.

Arista Kicks Off Video Showcase

NEW YORK — Arista Records recently launched a video taped traveling showcase of its talent that was screened in a dozen cities following its premiere in New York last month.

The program, called The Arista Video Spectacular, previewed the label's upcoming releases and spotlighted recent television appearances by their pop artists. Among those presented with cuts from their forthcoming LPs were Patti Smith, lan Dury, The Strawbs, John Miles, and Kevin Lamb. Other artists previewed were Dickey Betts, The Outlaws, Jerry Garcia, and Loudon Wainwright.

Retailers Attend

The screenings brought together retailers, distributors, and radio programmers in Philadelphia, Atlanta, Cleveland, Detroit, San Francisco, Boston, Chicago, Miami, Los Angeles, Dallas, Seattle and Minneapolis.

NMPA Member Roll Climbs With Six Adds

NEW YORK — Six new members have joined the National Music Publishers Association since January 1, 1978.

Association since January 1, 1978.

They are: Buttermilk Sky Music Publishing Corp; Claridge Music; Limax Music Inc.; Garrett Music Enterprises, Inc.; Julep Publishing Co.; and Silkie Music Publishers.

These additions bring the total NMPA membership to 155 companies, including most pop publishers, as well as some educational and religious publishing firms.

SESAC Adds Two

NEW YORK — Casso Music Publishing Company and American Cases Music Publishing Co., Inc. have been added to the SESAC roster. Casso is headed by Norman Granz, the innovator of the "Jazz at the Philharmonic" series. American Cases is owned by Larry Shayne, who headed Famous Music Publishing for many years.

M.S. Gets Ovation Line

LOS ANGELES — Ovation Records and M.S. Distributing have entered a distribution agreement whereby M.S. Distributing will handle the label in the state of California

WCI Ups Dividend

NEW YORK — Warner Communications Inc. recently increased its quarterly common stock dividend from 20¢ to 25¢ per share. The new dividend is payable on May 16 to shareholders of record on April 14.



RAYDIO V.I.P. — Arista Records recording artists Raydio were recently the focus of a contest at V.I.P. record shops in Los Angeles. Pictured in the store are (I-r): Dean McDougall, local Arista marketing manager; Ray Parker, Jr. of Raydio; Margaree Johnson, winner of an \$800 stereo system; Doug Wilkins, local R&B marketing rep for the label; Yolanda Johnson, daughter of Margaree; and Stuart Grant, local marketing coordinator for Arista.



LEIF COMPLETES TOUR — After a 12-day promotional tour of Australia, Atlantic recording artist Leif Garrett received a gold plaque signifying Australian sales of over 20,-000 units for his debut LP. Pictured at the presentation are (I-r): Paul Turner, WEA Records' managing director; Stan Moress, Garrett's manager; Garrett; and Peter Ikin, WEA product marketing manager.

WCI Survey Dispells Myths

(continued from page 7)

their lifetime while 53% had done so within the 12 months prior to the interview.

WCI's report also indicates that a few "current buyers" account for a majority of record and tape sales. In fact, 50% of total dollars spent on prerecorded music is spent by only 15% of current buyers. Further, 90% of dollars spent is done so by only 57% of current buyers.

Most buyers who said they had purchased a record or prerecorded tape within the last 12 months also said they bought more last year than in the previous year. While purchases of LPs and 45 rpm singles remained almost the same, 35% said they bought more 8-track tapes (vs. 20% who bought less). Cassettes showed the biggest gain with 40% of buyers saying they bought more last year than the previous year, compared to 16% who purchased fewer than last year.

But the majority are still LP buyers, shown in the survey as 43% of current buyers who said they bought at least one LP during the year. Among other configurations, 19% bought at least one single, 22% bought an 8-track tape and 9% purchased at least one cassette during the 12 months prior to the interview.

Increase In Cassettes

"There could be a significant increase in tape buying in the coming years and the cassette market could eventually outgrow the 8-track market, since the increase in cassette buying is coming primarily from the better-educated, higher-income segments of the population," the report said.

In the breakdown for race and sex, the survey showed white males account for 43% of both the current U.S. population and of current buyers, while they account for 42% of total dollars spent on prerecorded music.

White females comprise 46% of the population and of current buyers, but represent only 42% of total dollar purchases. Black males, on the other hand, represent 5% of the population and of current buyers, but account for 10% of total dollar purchases. Black females account for 6% in each category: population, current buyers and total dollar purchases.

The report also states, "Some of the most important data to come out of this study... indicates that the prerecorded music industry has nothing to fear from shifting demographics in the U.S. population. Assuming that buying patterns remain relatively stable, the years through 1985 should be years of increasing growth for the industry.

"It should be recalled," the survey continues, "that the major demographic shifts between now and 1985 will be a decrease in the number of 10-19 year-olds, more than offset by a significant increase in the 25-44 year-olds (with the 20-24 year-old age group increasing nominally)."

The growth will continue, WCI predicts, because 10-19 year-olds (decreasing as a group) account for 23% of dollar purchases

while 25-44 year-olds (increasing as a group) account for 38% of total dollar purchases.

Marital Status

Marital status was also covered in the report, showing that those who are married (52% of the population over the age of 10) account for 48% of total dollar purchases, while those never married (32% of the population) make 38% of record purchases.

Sales are fairly equally distributed through various regions of the country, although buyers in Pacific states (Washington, Idaho, Utah, Arizona, Nevada, Oregon and California) comprise 17% of the population and make 22% of total dollar purchases. Residents of New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut) account for 4% of total dollar purchases, but they comprise only 5% of the population.

Family Income

In regard to family income, it is shown in the survey those with incomes which exceed \$15,000 annually make up 31% of the population but account for 41% of total dollar purchases.

Those with incomes of less than \$15,000 make up 69% of the total U.S. population over 10 years of age but account for 59% of dollar purchases.

Educational levels were also considered by WCl's survey. Those whose education level was high school or below comprise 72% of the population while accounting for only 57% of total dollar purchases. (The report said this low buying rate can be partially explained by the fact that many of the people in the lower reaches of these educational categories are in the 10-14 age group.)

Those who have had some college or gone to graduate or professional schools (28% of the population over 10) make 43% of total dollar purchases.

of total dollar purchases.

Music itself was divided into several categories and WCI found 36% of all current buyers say they buy rock music most often and that these buyers account for 36% of the total dollar market.

"This does not imply," the report states, "that 36% of all prerecorded music sales are rock records or tapes; it states that people who buy rock music most often spend 36% of the total amount of money spent on prerecorded music."

Record Stores Preferred

Most buyers purchase prerecorded music in record stores as opposed to discount stores, department stores or other outlets, according to WCI. It also stated, "People who listen to 11 or more hours of music per week (on the radio) are more likely to buy prerecorded music than those who listen to 10 hours or less."

The survey was coordinated by Michael Kapp, president, Warner special products, and Dr. Martin Fishbein, professor of psychology and research professor, Institute of Communications Research, University of Illinois.

JAZZ

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40 IN FLIG GEORGE (Warner F	HT BENSON BOS BSK 2983)	34	59



LAWS AT THE PAVILLION — Columbia recording artist Hubert Laws was congratulated at a reception in his honor after his recent performance at the Dorothy Chandler Pavillion. Pictered (I-r) are: Dr. George Butler, vice president jazz & progressive music, CBS Records; Laws and Vernon Slaughter, director, jazz & progressive music marketing, CBS.

)N JAZZ

Inner City, which has been locking up a number of fine European jazz lines for release in the U.S. (SteepleChase and Enja among them), has just concluded a deal to license the French Black & Blue label. Black & Blue is a unique label reflecting the French interest in major black mainstream artists. Among the artists who have appeared on the label are Earl Hines, Illinois Jacquet, Jay McShann, Eddie Vinson, T-Bone Walker, Helen Humes, Arnett Cobb, Lionel Hampton, Teddy Wilson, Sweets Edison, Buddy Tate and Lockjaw Davis. Product should begin appearing in April, and the releases may be on Inner City or its sister label, Classic Jazz. Nice going, Irv Kratka.

Lionei Hampton is keeping a busy schedule these days. He finished a week at Dangerfield's in New York last week and recently appeared at the Boston Globe Jazz Festival. All this on top of his unique 12-volume "Who's Who Of Jazz" which is just getting into the stores.

Delmark will be issuing three blues albums on its subsidiary label, Pearl. They are: "Windy City Boogie" by J.T. Brown; "Bricks In My Pillow" by Robert Nighthawk and "Memphis Slim USA." All material was taken from the United States catalog recently acquired by Delmark.

The direct-to-disc boom of big band recordings continues to roll. The latest entry is by Bill Berry's L..A.-based crew with an IAZZ ALBUM PICKS

Jazz Series Pilot Taped At CBS, L.A.

LOS ANGELES — "Stars of Jazz — Nostalgia & New Sounds," a proposed new television series showcasing mainstream as well as younger jazz artists, taped its pilot Feb. 19 at CBS-TV studios here.

The first one-hour program was hosted by Bobby Troup and featured performances by Hadley Caliman, Sarah Vaughan, the Billy May Band and the Teddy Buckner Band.

According to executive producer Charles Allen, negotiations are now underway for a series sponsor.

The series is produced by James Carlton Baker and directed by Mark Massair. Music coordinator is Don Bagely, in conjunction with consultant Bobby Knight. Associated producers and talent consultants are jazz critics Leonard Feather and Harvey Siders.

At press time, no air date had been set.

album entitled "For Duke" on the Real Time label.

Veteran pianist **Red Garland** played his first major New York gig in many years at The Village Vanguard last week. Red will be featured in two upcoming Galaxy sets: One is a quintet date, while the other will be a supertrio with **Ron Carter** and **Philiy Joe Jones**.

George Russell, famed jazz composer, returns to the New York scene for four Monday nights in April at the Village Vanguard. Russell will front a 15-piece band made up of New York players.

The latest news from CBS reveals that Miles Davis has been back in the recording studio for the first time in several years. He'll play keyboards and trumpet on the new recordings.

Four new Inner City LPs have arrived. They are "Waterfall Rainbow" by David Friesen; "One Upsmanship" by Mal Waldron; Duke's Delight" by Duke Jordan with Charlie House and Richard Williams; and a new recording by Eddie Jefferson with arrangements by Silde Hampton titled, "The Main Man."

Charles Mingus has been nominated for a German Academy award in the modern jazz category. Final balloting will take place on April 12. The jury consists of press, radio and TV journalists. The album nominated was "Three Or Four Shades Of Blue" on Atlantic.

bob porter

PEG LEG — Ron Carter — Milestone M-9082 — Producer: Ron Carter — List: 7.98

Carter continues his explorations into the outer reaches of the acoustic bass. Sub-titled "Ron Carter with Woodwinds," this LP features instrumentation usually associated with classical music, such as piccolo, oboe and bassoon. Also noteworthy is the frequent use of melodic counterpoint, with bassist Buster Williams keeping time beneath Carter's piccolo bass improvisations. Four of the six tunes are originals, including the title track.

LOVE WILL FIND A WAY — Pharoah Sanders — Arista AB 4161 — Producer: Norman Connors — List: 7.98

On his first Arista album, Sanders is more concerned with the conventional use of the saxophone as a melodic tool. He eschews the extended atonal runs in the upper register that have long been his calling card, instead relying on his considerable technical virtuosity and lyrical sense. Slick production by Norman Connors, vocals by Phyllis Hyman and pop-disco material like Marvin Gaye's "Got To Give It Up" should greatly expand his audience.

WANTED — Jimmy & Marion McPartiand — improv 7122 — Producer: Steven Lapa — List: 7.98

This is a live session done last spring in Buffalo which features a wide variety of music. Ms. McPartland has a sparkling trio outing for herself and provides discreet accompaniment for Herb Hall's clarinet and the two-tenor combination of Buddy Tate and a dynamic Spider Martin. Side two presents trumpeter Jimmy in a pair of dixie items before an all-out group assault on "Undecided." High quality blowing and excellent recorded sound.





Lionel Hampton



WHO'S WHO IN JAZZ PRESENTS: LIONEL HAMPTON — Who's Who In Jazz WWLP 21008 — Producer: Lionei Hampton — List: 7.98

Well into his fourth decade as a performer, famed vibist Hampton decided to assemble an array of great jazz figures in a relaxed setting and let them swing. The result, as this album clearly shows, is a series of memorable recordings that focuses on some of the most durable improvisors in jazz. Of particular significance in this big band setting are the zesty solos of guitarist Vinnie Bell and, of course, Hampton.

OUTLAWS — Jeremy Steig & Eddie Gomez — Inner City 3015 — Producers: Steig & Gomez — List: 7.98

Strong duo performances here. And of course this is not the Steig of his more commercially oriented CTI album, nor is this the Gomez one might expect to hear after his long stay with Bill Evans. The music is four stretched out originals and Miles Davis' "Nardis." The set was recorded live in Germany and the results will be especially appreciated by flautists, bassists or fans of creative duo playing.

EARL HINES IN NEW ORLEANS — Chlaroscuro 200 — Producer: Hank O'Neal — List: 7.98

Hines, alone, in a recording studio in New Orleans. Seven songs ranging in length from four plus to almost eight minutes in length. All are performed with elegance and swing reminding one, again, that nobody in jazz has played as well for so long as Earl Hines. Although Hines has become one of the most prolific recording artists of recent years, this is one of his best and should not be missed.

INTERNATIONAL

WEA Names Ewing MD Of Two New Far East Operations

LOS ANGELES - WEA International has embarked upon a company expansion in the Far East. Beginning July 1, 1978, two new companies will start operations: WEA Hong Kong and WEA Singapore.

Following his return from a tour of the Pacific, Nesuhi Ertegun, president of WEA International, named Paul Ewing as managing director of both companies. In addition, Ewing will supervise a new regional organization that will encompass WEA activities in Taiwan, the Philippines, Malaysia and Indonesia.



Pictured (I-r) are: Phil Rose, executive vice president, WEA International; Ewing; and

Commenting on the expansion, Ertegun stated: "Our new moves in the Pacific follow a steady WEA pattern of growth around the globe. The potential of the Far East market, and WEA's increase in this market, are staggering. Already, we have established a very positive position in Japan with the Warner-Pioneer Corp. Now our sales and image require new and separate WEA entities in Hong Kong and Singapore, and further development and coordination of WEA in the various island nations.

"We have found the best man to direct the operation. Paul Ewing knows the area and the record business and we anticipate some very significant strides.

Until his new WEA appointment, Ewing was director and general manager for EMI in South East Asia. (He was brought to EMI by Keith Bruce, who is now the managing director of the WEA company in Japan.) Prior to that, Ewing was active in the retail record business in the United Kingdom.

Ewing has been active in the signing and recording of many Asian artists, including the New Topnotes, whose current single, "Freddy," is doing well in Italy on WEA's



CONGRATULATIONS, KATE - To celebrate the #1 United Kingdom chart status and gold certification of "Wuthering Heights," the debut single from young EMI Records recording artist Kate Bush (whose product is distributed in North America on the Harvest label by Capitol), EMI Records execs hosted a champagne reception for her in London just before she embarked on a European promotional tour. "Wuthering Heights" is taken from Ms. Bush's debut LP, "The Kick Inside," which has just been certified silver in the U.K. and which has just been released on Harvest in America. Pictured (I-r) at the reception are: Peter Lyster-Todd, Ms. Bush's manager; Ramon Lopez, EMI Records' managing director; Bush; James Tyrell, EMI Records' director of finance and administration; Leslie Hill, EMI Records' director of group music; and Bob Mercer, EMI Records' managing director for the group repertoire division.

BPI Report Says 75 WEA Intl. Posts Mil. Pounds Lost To Home Taping

LONDON - In a report jointly commissioned by the British Phonographic Institute and the Mechanical Copyright Protection Society, it has been estimated that the record industry is losing 75 million pounds a year through people taping music This information has been researched by the Annan Impey Morrish research company since last September.

Law requires in England that persons who have facilities for home taping must obtain a license from the MCPS if they wish to record music from radio or records to cover the artists' royalty payments. Although this license is easily obtainable and inexpensive, not many people actually obtain one despite the fact that this omission renders them liable to prosecution. However, due to the enormity of the problem and the difficulty of detecting illicit recording, enforcement is a dilemma.

The record industry has been working on the problem for some time. Many ideas have been suggested, including charging a royalty fee on all cassettes and blank tapes sold. BPI director general Geoffrey Bridge stated that BPI are currently working on a spoiler signal that would be impossible to erase, but he added that research into this was at an early stage of development. The MCPS and BPI have submitted the report to the Department of Trade.

1st Qtr. Record

NEW YORK — WEA International posted a new sales high for the first quarter of the current fiscal year, ended February 28. Nesuhi Ertegun, president of WEA International, said sales rose 47% over the first three months of the prior fiscal year.

The total dollar increase, however, includes the sales of the two new WEA companies in Belgium and Austria, which were not in operation a year ago.

Major Gains

Among the major percentage sales gains posted by WEA International companies were: Brazil, up 108%; United Kingdom, up 42%; Germany, up 54%; France, up 43%; Australia, up 35% and Canada, up 28%. In addition, the South African WEA operation posted a gain of 42%, Italian WEA sales increased 24%, Holland sales rose 13%, and New Zealand sales were up 93%

Warner-Pioneer in Japan also posted a 66% first quarter sales gain, Ertegun said.

Radar Records Expands

LONDON - Recently formed Radar Records is expanding its organization and moving into larger offices in London's Parker Street. Tim Read has been named to the post of head of marketing. Read was formerly label manager at United Artists. Radar acts include Elvis Costello, Iggy Pop, James Williamson and Nick Lowe. New staff appointments and signings are to be announced by the firm shortly

International Executives On The Move

It has been announced that Martin Wyatt, assistant managing director of Anchor, and Charlle Crane, head of Anchor publishing division, are to leave the company to form their own record label. As yet there is no announcement on the new venture. Martin Wyatt has had a 17 year working relationship with Anchor managing director Ian Ralfini.

WEA Music of Canada, Ltd., has named Roger Desjardins to the newly created post of artist relations manager. He was previously eastern region promotion supervisor. Located at head office in Toronto, Roger will be responsible for developing and directing artist relations activity on a national basis.

John Hearne has been named manager of international orders and services for Warner Bros. Records. In his new capacity, Hearne will be responsible for supplying production materials and finished product to all Warner licensees and affiliates. Hearne, who is based in the company's Burbank home office, comes to Warners from WEA Music of Canada, Ltd. in Toronto where he served in various merchandising and marketing capacities for five and a half years. Most recently he was Elektra/Atlantic/Asylum label manager, working closely with both the marketing and promotion departments in coordinating new release

Where In The World . . .

On May 6, Capitol recording artists Dr. Hook will begin an extensive two-month tour of the Far East, beginning in Auckland, N.Z. and ending June 7-13 in Japan.

CBS Records International Increases Number Of Artists Touring Abroad

NEW YORK — CBS Records International has announced a number of their artists are currently touring abroad and still more will visit and perform in foreign countries in the next few months. In addition, more CBS artists are traveling abroad for advance promotional work in anticipation of their scheduled concert dates.

Alan Lanier and Donald Roeser of Blue Ovster Cult recently returned from a whirlwind week of press, television and radio interviews throughout England and the continent. The Cult will begin their European concert tour in April, their second European tour after a three year hiatus.

Kris Kristofferson is currently on an advance promotional tour throughout Europe. Kris, who will perform with wife, Rita Coolidge (the two recently completed a duet album on A&M in addition to Kris' recent Columbia release, "Easter Island"), has already filmed Star Parade, a rock television program in Germany, in addition to the numerous press interviews. The Kristofferson/Coolidge tour, scheduled to commence with a concert in the U.K. on April 13, will encompass Austria, Switzerland, Germany, Paris, the Netherlands, Denmark, Norway and Sweden.

Billy Joel

Billy Joel, whose latest album, "The Stranger," has been well received in the U.K. and on the continent, began his current tour with a performance in Amsterdam on March 5. The tour will take him to Belgium, Germany, the U.K. (where his concerts are already sold-out and where he will be seen by British television audiences on the Old Grey Whistle Test) after which Billy will perform dates in Australia and

More Americans

Australia and Japan are booking more and more American artists and CBS Records International is in the forefront of these Japanese and Australian concert tours. CBS Records artist Boz Scaggs recently completed a highly successful American concert tour only to leave for another tour, this time of Australia and Japan. The Beach Boys toured Australia Feb. 25-

Bob Dylan is still another CBS artist currently in the midst of his Japanese and Australian tour. There are plans to record a live album during his Tokyo concerts (for Japanese release). Even the long silent Dylan held press conferences with U.S. based foreign correspondents in anticipation of this major Far East and Australian performances (Dylan's last performance in Tokyo was on March 8, followed by four weeks in Australia beginning on March 11, 1978.) Herbie Hancock and Chick Corea recently returned from Europe and Japan. Ted Nugent is scheduled to perform three concerts in Japan during the month of May.

Kansas, has just begun its first European concert tour with another CBS group, Cheap Trick. In addition to the Kansas tour dates, Cheap Trick has added 5 concert dates in Japan.

Billy Cobham

Other CBS Records International artists * scheduled for concert tours abroad included Billy Cobham in Japan (Billy will provide six days of drum clinics and then four performance dates in Japan during April): Bob James' summer tour of Japan; Johnny Mathis, who is booked for two weeks at the Olympia in Paris; the O'Jays, four weeks of European concert dates during March: Johnny Cash, three weeks throughout Germany, Switzerland and Austria; Larry Gatlin, Moe Bandy, Charlie McCoy, Marty Robbins, Barbara Fairchild, Jody Miller and the numerous other country artists scheduled to perform at the annual three day country music festival held at Wembley Stadium in London, U.K.

Jo Jo Zep Product Set For Int'l. Release

SYDNEY - Product from the Melbourne rock band, Jo Jo Zep And The Falcons, will soon be released in Europe and England. John Kerr, manager of EMI Records Australian A&R department, announced forthcoming releases of product in Germany, Holland, Spain, Sweden, Finland and England. Negotiations are continuing in other countries.

On the home front, Jo Jo Zep And The Falcons have just released the first 12" EP record by an Australian band. The EP contains five of the band's best tunes recorded live, and is a limited edition pressing of only

INTERNATIONAL

Direction Records Celebrates 1st Year, MIDEM Results

by Kirk LaPointe

TORONTO — Canadian independent label Direction Records celebrated its first year of business recently at MIDEM in France. During its first year of existence the company has established itself on the Canadian market as a viable independent firm and has shown signs of being an emerging international music force.

As a result of its activities at MIDEM in 1977 and 1978, Direction has concluded international deals for its artists. At home, the label has signed several successful new artists, and has achieved promising results, particularly in the disco field.

Distributed nationally by Polydor Records, Direction in its first year won the Independent Label Of The Year award at the recent Canadian Record Pool ceremonies in Montreal.

The label has licensing deals internationally with RCA (in France, Holland, Belgium, Australia, New Zealand and Luxembourg), Bellaphon Records (in Germany, Austria and Switzerland), Bonis Discos (in Central America), Discos Columbia (in Spain), Discorp (in the Philippines), RIFI Records (in Italy), Rossil Records (in Portugal) and Tape Car (in Brazil).

Beyond their international licensing agreements, Direction has concluded individual artist deals with firms abroad. CBS Records has concluded individual artist deals with firms abroad. CBS Records has picked up product by Eclipse in the United Kingdom. The label recently concluded a worldwide deal for the successful satellite rock band, which will see the album released by Casablanca in the United States, Germany, Austria, Japan and Switzerland.

In addition to the CBS U.K. deal, a similar arrangement has been concluded with CBS affiliates in Iran and Israel. The Eclipse album will also be released simultaneously in France, Holland, Belgium, Australia, New Zealand, Brazil, Spain, Italy, the Philippines and throughout Scandinavia.

First Composers, Bart Enter Into Agreement

LOS ANGELES — Carlin Music recently announced in London the formation of The First Composers Company, a joint venture with former TV director David Japp. The First Composers Company has been set up to manage composers working in films and television.

First Composers has entered into a reciprocal arrangement with the Los Angeles-based Bart Associates, whereby First Composers will represent the American company's clients in Europe. Among those who will be added to First Composers' client list under this agreement are: Henry Mancini, Leslie Bricusse, Elmer Bernstein, Bill Conti, Don Black, Michel Legrand, Hal David, Francis Lai, Leonard Rosenman, and Alan and Marilyn Bergman.

London Records Signs Paley And Thorney

MONTREAL — London Records of Canada has announced the signing of Winnipegbased recording artists Ron Paley and Tim Thorney. The deals were finalized by Alice Koury, vice president of London, and Jim Rouse of Neptune Productions.

Both Paley's album, "Boxton," and Thorney's "Thorney's Latest Album" have been available on custom pressings to Winnipeg consumers for the past four months. Paley is a jazz-oriented performer, while Thorney is a rock artist. Their London albums will be available shortly.



HANCOCK RECEIVES AWARD — Following his highly acclaimed concert with Chick Corea, Herbie Hancock received an "Academi du Jazz" award for his VSOP album from Maurice Culaz, president of the academy.

Russ Curry Named MarketingManager Of A&M Europe

PARIS — Marcus Bicknell, managing director A&M Records Europe, has announced the appointment of Russ Curry to the post of marketing manager Europe. Curry will move to Paris and take up his new position during April.

Curry is currently Mercury marketing manager Europe with Phonogram Ltd. in London where he is responsible for marketing and development in the U.K. and throughout Europe for Phonogram's U.S.A. artists and for various aspects of Phonogram's development, marketing and A&R policies. Artists in whose careers Russ has recently been closely involved include 10cc, Status Quo, Thin Lizzy, Graham



Pictured (I-r) are: Bicknell; Curry; Hubert; and Jack Losmann, international marketing director A&M Records.

Parker and Rush. He has previously been international exploitation manager with Phonogram and was with Polydor international in Hamburg in key management posts between 1970 and 1973. Russ, who speaks German and French, graduated from the University of Kent at Canterbury in his native England in 1970 with a BA Honours degree in politics and sociology.

Russ completes the lineup of key executives in A&M Records European head-quarters at 35 Avenue Franklin D. Roose-velt in Paris and will be responsible in continental Europe for developing key release and concert tour support marketing and exploitation of back-catalog through retails, club and other outlets (by coordination with CBS' marketing staff in the 12 countries covered by A&M/CBS license arrangement).

In welcoming Russ to A&M, Marcus Bicknell and David Hubert (vice president international A&M Records Inc. Hollywood) commented, "Our patient 15 months search throughout the world for a person with working knowledge of the continental record market, international development and marketing of English and American popular music artists has turned up trumps. Russ will from day one be a tremendous motivation for all of A&M personnel in Europe and will be tremendously useful to CBS' operational and international staff in formulating their own A&M marketing plans."

Construction Begins On CRI's Manufacturing Complex

NEW YORK — CBS Records International has announced that construction of the new disc manufacturing complex for CBS Records, at Rabans Lane, Aylesbury, Buckinghamshire in England, was given a champagne launch on Thursday, March 9, 1978 by Calvin C. Berlin, commercial counsellor at the United States Embassy in London.

Believed to be the largest purpose designed record manufacturing complex to be built in Europe since World War II, the development reflects the confidence placed by CBS Inc., the company's U.S. parent, in the British economy and in the company's growth potential in Britain.

16-Acre Site

Before an invited audience, which included the chairperson of Aylesbury Vale District Council, Mrs. E. Embleton, other

local dignitaries, senior CBS executives from the U.K. and U.S.A., representatives of the design and construction team, and building operatives, Berlin climbed onto a piling rig and expertly dealt a number of hammer blows to one of the first of 400 piles to be driven home in the 16-acre site.

Consolidate

According to George Ridnell, managing director of CBS Manufacturing, the CBS Records complex will consolidate half a dozen separate locations presently occupied by the company in the Aylesbury area, one of the largest in the area. The new 200,000 sq. ft. CBS Records complex will provide the most modern manufacturing plant, with the latest automatic presses, as well as a sleeve store and administrative offices.

Brazilian News

Fagner, the CBS exclusive Brazilian singer, is now in the U.S.A. recording with his countryman Airto Moreira some of his compositions. He also got in touch with James Taylor in order to do some covers in Portuguese.

Elis Regina — one of the popular Phonogram artists — is now appearing at the Ginastico Theatre in the show "Transversal Do Tempo" and the two big hits are the songs "Romaria" by Renato Teixeira and "Deus Lhe Pague" by Chico Buarque. Police twice had to pull her backstage in fear of a riot by the screaming crowd of 2 000.

"Brazillian Pop Music Monument" is really one of the most important releases of this year. It was produced by Mauricio Quadrio (EMI/Odeon) and is divided in two parts: The first has 6 LPs under the title "The Pioneers" presenting the first Brazilian recording artists: Pattapio Silva, Bahiano, Mario Pinheiro, Eduardo Das Neves, Cadete and 15 more. The second part has 4 albums presenting the "History Of Rio De Janeiro Carnival" from 1915 to 1965, the most creative period of local Carnival. The artists are: Carmen Miranda, Noel Rosa, Ary Barroso, Chico Alves, Dalva De Oliveira and others.

Pedrinho Mattar (RGE/Fermata) is releasing his first LP. This wonderful Brazilian pianist is presenting in his album the most requested songs of his live shows

with his trio. The LP is going to be released in various territories. Born in Sao Paulo, Pedrinho is the Brazilian Liberace.

The Brazilian economy is at the moment experiencing some troubles, but according to reliable sources, from 1976 to 1977 the sales of the recording industry had a dramatic increase of 57%. Total sales upped almost \$130 million.

The LP "The Brazilian Sound Of Sarah Vaughan" is being released simultaneously in Brazil, Europe and U.S.A., next April through RCA branches. This album was recorded here in Rio de Janeiro and has the participation of 2 important singers/composers: Dorival Caymmi and Milton Nascimento.

Tim Maia, composer and interpreter, one of the pioneers of "Brazilian soul music," after some years as his own independent record producer, has signed a long-term contract with the new local WEA company.

Island Inks Greensleeves

LONDON — Reggae label Greensleeves has signed a pressing and distributing deal with Island Records. First releases under the new pact will be "Still Alive" by Dr. Alimantado and "War" by Wailing Soul. Greensleeves label was formed last year by record shop owner Chris Sedgewick, as an extension of his shop and mail order business.



STAR WARS GOLD — On his recent visit to Australia, Jack Hakim, international vice president of 20th Century-Fox Records, was presented with a gold award by Festival Records to represent the success of the "Star Wars" album in Australia. Pictured (I-r) are: Gill Robert, national public relations manager; Meryl Gross, national product manager; Hakim; Barry Peacher, national promotions manager.

Cooperation Key To NARM Success

(continued from page 7)

system. Otherwise, from ensuing errors, we all suffer, including the music listener."

At the A&R level, Davis said, the industry penchant for bigness has also taken its toll, because "more and more power and money is being concentrated in the hands of fewer and fewer. Give someone an executive title and the dollars to spend, and creative feel isn't necessary." He added that lawyers and managers are having "a field day" by playing one giant company off against another in their scramble to sign top-selling artists.

Ballroom On The Titanic

The other prophet of doom at the convention was Elektra recording artist Harry Chapin, who spoke at Sunday's luncheon. Chapin said that the music industry tends to serve up junk food for the masses, "creating diversions in the ballroom of the Titanic while there are icebergs outside." He urged a greater degree of social responsibility on the part of both record companies and artists. If everyone doesn't do their part in the fight against hunger and injustice, suggested Chapin, the whole society will fall apart, and so will the record industry

Chapin, who has himself donated much money and time to worthy causes, asked the convention to honor Pete Seeger at next year's NARM. "To the extent that this industry has a positive point," he said, "it comes from people like Pete, yet he is still somewhat persona non grata in the business (due to his blacklisting during the McCarthy era)."

Artist Development

Another major convention speech was delivered by Jack Craigo, vice president of marketing for CBS Records, between the radio and merchandising seminars. Craigo's subject was artist development, and he discussed the importance of radio in creating awareness of new product.

He noted that, while playlists on many stations have become tighter, "music radio is in the business of selling time on the basis of share of audience or offering a desirable target audience. The programming of recording artists is the means of generating audience quantity and quality. Music radio is into our artists and their talent."

At the same time, Craigo pointed out, "It has become easier for consumers to buy records and tapes" due to the retail explosion. Speaking on behalf of the manufacturers' advisory committee of NARM, he suggested several ways for retailers to support the labels' artist development programs.

Craigo urged retailers to consult radio tip sheets, especially for information about black or AOR records. He observed that when AOR programs an artist, national radio spots are bought, and that customer advertising dollars usually follow. In addition, he suggested that dealers stock albums right from the moment when they begin receiving air play.

Craigo closed his remarks by emphasizing the need for continuing artist development. He noted that multi-platinum

superstars require time to work on their albums, and "while we are waiting for the superstar to deliver the five to seven-million-unit releases, our business will have to be supported at the cash registers by new and developing artist who will intrigue, excite and activate the consumer. . ."

Pricing Hurts

Beneath the placid surface of discussions about artist development, merchandising and advertising, the issue of pricing was still very real, although the conventioneers were discouraged from mentioning it in public. As in past years, Earl Kintner, NARM's attorney, advised the members several times to forego all such discussions when more than two people were present.

Nevertheless, there were many private dialogues about the effect that wholesale price changes by several manufacturers may have on the industry. Some dealers again voiced the complaint that they were being forced to act as sub-distributors in order to qualify for price discounts. And, as **Cash Box** noted a few weeks ago, there were rumblings about retail prices going up in the near future.

Asked how consumers would react to a new price hike on top of the increases that have gone into effect in the past year, one retailer responded, "There's got to be a way to educate the consumer as to why there's a variance in price." However, he admitted that "with that piece of vinyl, you're dealing with an image problem."

George Levy, president of Sam Goody, said he believed that the problem would be resolved by increasing the list price again. By the end of next year, he said, "we'll have an \$8.98 industry."

At the same time, though, other retailers manifested their concern about the present pricing situation. During the regular membership's annual meeting, for instance, the wife of a mall retailer asked Kintner if it would be legal for dealers to approach their suppliers en masse about pricing policies. When Kintner explained that such an action would be illegal because it could be construed as price-fixing, Ernest Leaner of Record World stood up and said that "the problem is not the fixing of prices, but the unfixing of prices."

Later on at the same meeting, another dealer asked, "How is it that in the past couple of months so many manufacturers have raised their wholesale prices?" Kintner replied that this was not proof of any collusion by the manufacturers.

The board members who co-chaired the meeting tried to steer the discussion away from pricing, arguing that talking about the matter with one another would be fruitless and would only injure NARM. However, the subject was changed with difficulty.

Herb Dorfman of Bee Gee Records & Tapes, a rack jobber based in upstate New York, asked Joe Cohen what NARM was doing to discourage discount chains from following the example of J.C. Penney, which last year reduced its commitment to records. Cohen replied that NARM has asked the racks and distributors to bring



DISCO TIME IN BOSTON — Atlantic recording artists the Trammps, Chic, and Cerrone, were among the big winners at the third annual Nightfall Magazine Disco Awards held recently in Boston. The ceremonies also honored the best local disco deejay, and best local disco promotion man, among other people. Pictured at the event are (I-r): Stu Ginsburg, national publicity director for Atlantic; Simo Doe, national director of press and information for Atlantic special markets; Perry Cooper, director of artist relations for the label; J.B. Carmicle, east coast general manager of Cash Box; and Art Collins, east coast publicity manager for Atlantic.



ELY'S LAST STOP — MCA recording artist Joe Ely recently completed a three night stand at NYC's Other End before embarking on a major European tour. Featured (I-r) are: Paul Colby of the Other End; Max the Dog; Barry Goodman of MCA's NY promotion staff; Ely; George Lee, MCA vice president of east coast operations; and Sammy Vargas of MCA's NY promotion staff.

representatives of their accounts to NARM's regional meetings, but that only three companies had taken advantage of his offer. In return, Dorfman noted that the racks have a hard time convincing home office personnel of their accounts to travel to attend a NARM regional.

Many of the rack jobbers still feel that they're getting a raw deal from the record industry. Merrill Rose of Surplus Records and Tapes, a cutout wholesaler, said that the racks used to be the "fair-haired boys" of the business, but that today, the preference has shifted to the expanding retail chains. Even with their functional discounts, he noted, racks still cannot service their accounts for a low enough price to make them competitive with specialty retailers.

Everybody's Protest

A copy of a letter from two Portland merchandisers to record manufacturers was submitted to the regular membership meeting, but Kintner would not allow it to be read aloud. Nevertheless, Tom Keenan of Everybody's Records, principal author of the letter, passed copies of it around to most of the convention attendees.

The letter stated that, as of April 1, Everybody's and Downpour Distributing, Ltd., would return defectives freight collect and would require the manufacturers to send back return authorizations within 30 days of receipt, among other things.

In an interview with Cash Box, Keenan complained that the percentage of defective records had risen "a couple of percentage points" within the last two years. He said that he would submit a proposal about quality control to NARM's recently reconstituted retail advisory committee. Calling present quality control "nonexistent," Keenan said he expected some kind of compromise between dealers and labels, including a liberalized policy on freight charges.

John Cohen, NARM's new president, saw no problem with the retail advisory committee considering Keenan's proposal. He also stated that, if the other committee members supported Keenan, they would conduct a "dialogue" with the manufacturers. "We have to work out compromises," he said.

Cohen's Views

While he is the first pure retailer to become NARM's president, Cohen stressed the importance of industry unity. "NARM must continue being a forum for the industry," he remarked. He also emphasized the fact that all segments of the business evidenced "tremendous cooperation—the finest I've ever seen" at this year's convention.

Cohen said he had selected some of the members of this year's retail advisory committee. Richard Bullock will be the chairman, and Lee Hartstone, Scott Young, Paul David, and David Burke will also be on the committee. Members of the rack jobber and distributor advisory committees have not yet been named.

Besides Cohen, the other NARM directors who were installed at the convention

are: George Souvall (outgoing president); John Marmaduke (secretary); Joe Simone (treasurer); Barry Bergman (vice president); Daniel Heilicher; Jay Jacobs; David Siebert; and Harold Okinow David Lieberman retired from the board this year in accordance with new selection rules.

The recipient of the Rack Jobber of the Year award, presented by James Tyrrell, vice president of marketing for E/P/A, was Lieberman Enterprises. Camelot Music won the Retailer of the Year award, which was presented by Walter Leo, vice president of sales for Capitol.

Entertainment at the convention was provided by the Dukes Of Dixieland. Marilyn McCoo And Billy Davis, Jr., Harry Chapin, Jane Olivor, The Jacksons, Lionel Hampton, Al Hirt, Dolly Parton, Anthony Newley, and Donna Summer. In addition, Biograph Records presented Dejan's Olympia Brass Band on Tuesday in the French Market exhibit area.

Audio-Visual Presentations

Six manufacturers made audio-visual presentations at the NARM convention in rooms that held about 50 people. The presenters were Casablanca Record & FilmWorks, CBS Records, Motown Record Corp., Polygram Distribution, Inc., RCA Records and WEA Corp.

The films were shown one level above the area where seminars were being held, and many label executives could be seen in and around the presentation rooms. This openess contrasted with what Joe Cohen called the syndrome of "smokey suites" in which manufacturers used to hold court at past NARMs.

Exhibitors

On the main convention floor, an entire hall was filled with booths set up by 81 exhibitors. Among the record companies represented there were Biograph Records, Flying Fish Records, GRT/Janus Records, Gusto Records, London Records, MCA Records, Peter Pan Industries, Request Records, Salsoul/Caytronics, Sesame Street Records, and Springboard International Records. Standing out among a plethora of other firms of various types were Crystal Clear, the first direct-do-disc company to take a NARM booth, and Televak Corp., which is currently marketing a national in-store videotape network.

Factors Gets Injunction In 'Star Wars' Case

LONDON — Factors Etc., Inc., on behalf of itself and 20th Century-Fox, recently was granted an interlocutory injunction in the High Court of Justice, Chancery Division against Taylorscope Ltd. for infringement of the "Star Wars" copyright. Factors had alleged that Taylorscope had been illegally selling buttons and badges depicting "Star Wars" images, thus violating the Factors license which granted them international rights to sell "Star Wars" merchandise. The High Court has enjoined Taylorscope from selling or offering for sale any item which utilizes art work from or associated with "Star Wars."

-Artist/Label Signings



CHARLES JACKSON SIGNS — Singer/songwriter Charles Jackson recently signed with Capitol Records and will release his debut LP for the label in May. Pictured (I-r) are: Larkin Arnold, CRI vice president, soul -ivision; Don Zimmermann, president and chief operating officer, CRI; Jackson; Marvin Yancy, producer, and Arnie Holland, manager, business af-



DAVID FATHEAD NEWMAN SIGNS — Reed player David "Fathead" Newman recently signed with Prestige Records and has released his first LP for the label, "Concrete Jungle Pictured (I-r) are: Orrin Keepnews, Fantasy vice president of jazz A&R; Newman; Ralph Kaffel, Fantasy president, and William Fischer, co-producer and arranger.



PRINCE SIGNS — Prince, a 17-year-old multi-instrumentalist, composer, producer and singer from Minneapolis, has signed with Warner Bros. Records and will release his debut LP "For You" in April. Pictured (I-r) are: Russ Thyret, vice president and director of promotion; Prince; Mo Ostin, Warner Bros. board chairman and president; Owen Husney, manager, and Barry Gross, Warner Bros. product manager.

Haayen Approaches Job Cautiously

With what he believes to be top flight management in other Polydor departments, Haayen considers this task "vitally important." Although he would offer no names, he said that well-known promotion veterans would be in the running.

Haayen's background in the industry began in the Netherlands where he broke into the record business as an architectural student working at the Polydor B.V. warehouse. In the following years, he became involved in production with groups like Golden Earring, culminating 13 years later, almost to the day, when he ascended to the presidency

Not surprisingly, Haayen's background in A&R and production will be an integral part of his new duties. He noted that the role of Lou Simon, executive vice president and general manager, would continue to be in general management of Polydor's day-today business.

Already, the Haayen regime has produced two major artist signings in Kenny Nolan and an English group, U.K. He added that more signings would be announced in the near future.

'Quality'
"Quality, not quantity" will be the emphasis of the Polydor artist roster according to the executive. Haayen emphasized that the key to any artist or producer agreement would be the ability of Polydor to follow through on any commitment made. A diversity of musical styles will continue to be reflected in the roster, he stated.

"I like to have personal relationships with the artists so I doubt that the number will be huge," Haayen pointed out. He said that an assessment of the current acts on the label is underway. As far as other major artists signing to the label, he wryly noted that 'success attracts success.'

Haaven believes that his creative background is advantageous in hearing and judging product in addition to dealing with producers. "I know what it's like to shed blood in the studio.

Haayen lauded Irwin Steinberg, chairman of Polydor Inc. among his other various titles, for being responsible for the company's growth so far. He said that he will "lean on him" when needed.

One of the problems that the Polygram Group has had in conquering the American market, Haayen said, has been adapting to the American ways in exposing and marketing product. He added that this problem works in reverse for domesticbased companies with international divisions like WEA and CBS.

For example, Haayen explained that in Holland, not only is American, French, British and German product important, but also the local records are significant factors in the market. This is not the case in the U.S. as the system works differently, Haayen

He added that the European radio industry consists of only one or two stations within a country while the American market is flooded with competitive radio stations.

"I want to get our people together to grow into success because one person does not do it alone," Haayen said. "It's important to create a team."

As far as pressures, Haaven feels that time is the major one, adding that "people don't allow enough time to develop thoughts and policy.

What kind of profile can the industry expect from the new president?" "My profile will be as high as my success."

Progress On Bar Coding At NARM Shows Dealers' Clout

reality, he said, many problems must be resolved in such areas as computer systems, warehouse controls, packaging and artist relations.

Position Shift

Dennis called the CBS and WEA initiatives a "major step" toward the eventual introduction of bar coding in the record industry. Earlier in the convention, however, he had indicated that, while Warners was "investigating" bar coding, the label had reservations about its practicality.

Among the reasons for this attitude, Dennis said, were doubts about the cost efficiency of using a bar coding system and technical problems related to packaging. He also noted that Warners wasn't sure merchandisers would take advantage of a bar coding system if it were available to

At the general meeting of regular NARM members on Saturday, Joe Cohen and David Lieberman, president of Lieberman Enterprises, both mentioned the need for merchandisers to let the record companies know how they felt about bar coding. Lieberman further noted that the sequential bar code numbers that had been reserved for the record industry would be given to other businesses if the labels didn't act

A little while later, George Souvall, president of Alta Distributors and the outgoing NARM president, asked for a show of hands from the pure retailers present. "How many of you have considered using bar coding in your own companies?" he asked, and most of the retailers raised their hands again.

Bar Coding Seminar

The retailers gave more signs of their interest in the UPC system at a bar coding seminar on Sunday. According to panelist William Robertson, director of management information services for Capitol Records, the most encouraging of these signs was the large attendance. Last year's seminar, he recalled, had attracted only a handful of people.

The meeting's chairman, Dr. Shelley Harrison of Symbol Technologies, enumerated the various cost savings that could be achieved through the use of bar coding. He cited the elimination of error, reduced labor costs, decreased shrinkage and improvement of product mix as byproducts of the computerized bar coding system. He added that electronic scanners, which currently cost between \$3,500 and \$8,000, are becoming less expensive.

Panelist Harold Okinow, vice president of Lieberman Enterprises, predicted that national EDP firms would begin to specialize in selling computer services to smaller chains that can't afford their own.

But the retailers seemed less concerned about the price of equipment than about the efficiency of the proposed system. They

Peters Releases Five LPs By French Artists

NEW YORK -- Peters International, Inc., announced the release of five records by French artists of international appeal: Edith Piaf, Gilbert Becaud, Charles Aznavour, Enrico Macias and Georges Moustaki. Repertoire for each was selected on the basis of familiarity to American audiences The recordings are entitled "l'essentiel Edith Piaf," "l'essentiel Gilbert Becaud," 'l'essentiel Charles Aznavour," "l'essentiel Enrico Macias" and "Georges Moustaki -Mon Ile De France.

No Dice Tour Slated

LOS ANGELES - Capitol rock group No Dice will begin their debut tour of the U.S. April 3.

wanted to be able to use the scanner to electronically "read" prices, as much to control shrinkage as to avoid the chore of pasting price stickers on albums.

Use List Price

While it is illegal for manufacturers to include retail prices in bar codes, some dealers pointed out that encoding list prices in the bar code's five-digit trailer would accomplish their purpose. Scanners could then be set with a mark-down factor. reflecting either the shelf or the sale price that corresponded with a particular list

In private conversation, George Levy, president of Sam Goody, said he favored this approach. He denied that there was anything illegal about including list prices in bar codes, and noted that some manufacturers currently indicate list price in their album codes. He added that artist relations should not be a big obstacle to the introduction of bar coding, since most artists will probably go along with the system once they realize it can financially benefit them.

Levy said a scanner without its own minicomputer costs about \$4,400, or only twice the cost of a traditional cash register. Computers to digest the data for inventory contro! purposes, he suggested, could be stationed in a chain's central office. Echoing Okinow, he added that mom and pop stores could be services by independent EDP firms.

Joe Simone of Progress Record Distributors, chairman of the 1978 NARM Convention Committee, observed that bar coding would even help those who couldn't afford to buy scanners. Bar coding, he said. would result in more visible numbers on record and tape packages. Also, he noted, universal numbering should improve the efficiency of any inventory control system.

Noel Gimble of Sounds Unlimited, a cutout dealer, felt that, while smaller dealers could save money with better accounting practices, they were afraid to invest money in untried things. But this was certainly not true of many dealers at the convention. For example, Ted Maxymof and Curt Eddy of the four-store Record Hole chain in San Antonio said they were ready to invest in the necessary equipment whenever the industry adopts bar coding. They have even designed an inventory control system that can serve as a basis for one based on bar coding.

WEA Reacts

How did WEA react to the enthusiasm of its accounts about the UPC system? "It's sort of a rush," commented Stan Marshall, vice president of sales for Elektra/Asylum. "All of a sudden everything is beginning to mesh." He added that, although the "press of the convention" had encouraged WEA to focus on the issue, "it was something we were already thinking about. We've always sensed that it was eventually going to happen, and we've been pursuing it

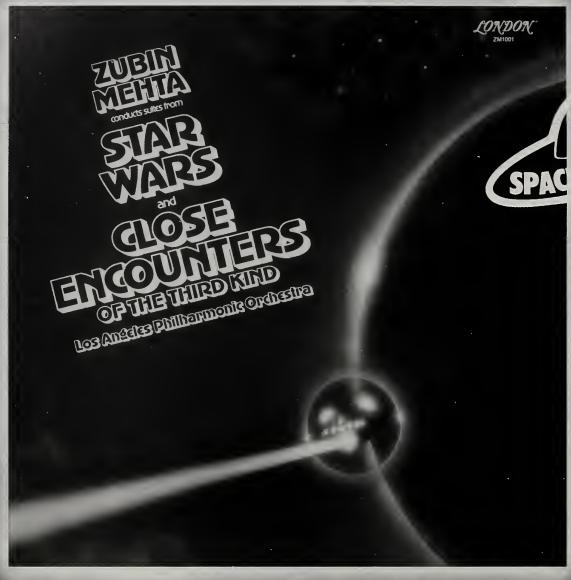
'Moon Boots' Released On New Salsoul Label

NEW YORK - Salsoul Records has released "Moon Boots" by ORS on their new Tom 'n' Jerry label. The single, which was originally produced by Anthony Moon, has been re-produced and mixed for a 7" single release. ORS is short for Orlando Riva Sound, a six-man group of avantgarde musicians from England and Ger-

Sylvers Tour Scheduled

LOS ANGELES — Capitol recording artists The Sylvers will begin an 18-city tour on April 11 with Tom Jones. The tour, which begins with a performance at the IMA Auditorium in Flint, Michigan, will continue through April 30.

CHARTING POP!



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CASHBOX TOP TOO ALBU/1S

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	V 3/25 (Veeks On Chart
SATURDAY NIGHT FEVER 12.98 BEE GEES AND VARIOUS ARTISTS (RSO RS 4001)	1	18
2 THE STRANGER 7.98 BILLY JOEL (Columbia JC 34987)	2	24
3 SLOWHAND 7.98 ERIC CLAPTON (RSO RS-1-3030)	3	18
4 EVEN NOW 7.98 BARRY MANILOW (Arista AB 4164)	6	6
5 RUNNING ON EMPTY 7.98 JACKSON BROWNE (Asylum 6E-113)	4	14
6 AJA 7.98 STEELY DAN (ABC AB-1006)	5	25
7 WEEKEND IN L.A. 12.98 GEORGE BENSON (Warner Bros. 2WB3139)	9	9
8 POINT OF KNOW RETURN 7.98 KANSAS (Kirshner/Epic JZ 34929)	8	24
9 NEWS OF THE WORLD 7.98 QUEEN (Elektra 6E-112)	7	19
10 THE GRAND ILLUSION 7.98 STYX (A&M SP4637)	10	
11 EARTH 7.98		36
JEFFERSON STARSHIP (Grunt/RCA BXL1-2515) 12 BLUE LIGHTS IN THE 7.98	20	3
BASEMENT ROBERTA FLACK (Atlantic SD 19149)	14	15
13 FOOT LOOSE AND FANCY 7.98 FREE	10	
ROD STEWART (Warner Bros. BSK 3092) 14 RUMOURS 7.98	13	20
15 DOUBLE LIVE GONZO 11.98	12	57
TED NUGENT (Epic KE2-35069) 16 STREET PLAYER 7.98	11	8
RUFUS AND CHAKA KHAN (ABC AA-1049) 17 FRENCH KISS 7.98	19	8
BOB WELCH (Capitol SW 11663) 18 SIMPLE DREAMS 7.98	21	24
LINDA RONSTADT (Asylum 6E-104) 19 HERE AT LAST BEE 11.98	17	29
GEES LIVE (RSO 2-3901)	22	44
20 ALL 'N ALL 7.98 EARTH, WIND & FIRE (Columbia JC 34905)	16	18
21 WAYLON & WILLIE 7.98 WAYLON ZENNINGS & WILLIE NELSON		
(RCA AFL-1-2686) 22 WAITING FOR 9.98	18	9
COLUMBUS LITTLE FEAT (Warner Bros. 2BS 3140)	29	5
BOOTSY? PLAYER OF 7.98 THE YEAR		
BOOTSY'S RUBBER BAND (Warner Bros. BSK 3093) 24 WATERMARK 7.98	28	7
ART GARFUNKEL (Columbia JC 34975) 25 THANKFUL 7.98	15	10
NATALIE COLE (Capitol SW 11708) 26 STREET SURVIVORS 7.98	26	17
LYNYRD SKYNYRD (MCA 3029) 27 ENDLESS WIRE 7.98	23	22
GORDON LIGHTFOOT (Warner Bros. BSK 3149) 28 LONGER FUSE 7.98	25	10
DAN HILL (20th Century T-547) 29 FLOWING RIVERS 7.98	24	16
ANDY GIBB (RSO RS-1-3019)	35	41
KENNY ROGERS (United Artists LA835-H)	32	11
JOURNEY (Columbia JC34912)	34	9
CHUCK MANGIONE (A&M SP 4658)	36	24
33 MY AIM IS TRUE 7.98 ELVIS COSTELLO (Columbia JC 35037)	33	19
7.98 WARREN ZEVON (Asylum 6E-118)	41	7

	April 1, 1978		
			Weeks On Chart
35	OUT OF THE BLUE 11.98 ELECTRIC LIGHT ORCHESTRA (Jet/United Artists JTLA-823-L2)	31	19
36	GOLDEN TIME OF DAY 7.98 MAZE FEATURING FRANKIE BEVERLY (Capitol ST-11710)	27	9
37	THE ALBUM 7.98 ABBA (Atlantic SD 19164)	40	8
38	QUARTER MOON IN A 7.98 TEN CENT TOWN	22	
39	EMMYLOU HARRIS (Warner Bros. BSK 3141) LIVE BARRY MANILOW (Arista AB 8500)	30	10
40	EMOTION 7.98 SAMANTHA SANG (Private Stock PS7009)	52	6
41	RAYDIO 7.98 (Arista AB 4163)	46	9
42	EDDIE MONEY (Columbia PC 34909)	48	22
43	VAN HALEN 7.98 (Warner Bros. BSK 3075)	5 3	6
44	FOREIGNER 7.98 (Atlantic SC 18215)	47	54
45	THE PLACEBO SYNDROME		
46	PARLIAMENT (Casablanca NBLP 7084) STARGARD 7.98	45	16
47	(MCA MCA-2321) ALIVE II 11.98	59	5
48	CATS ON THE COAST SEA LEVEL (Capricorn CPN 0198)	39	29
49	CLOSE ENCOUNTERS OF 7.98 THE THIRD KIND	7-	
	ORIGINAL MOTION PICTURE SOUNDTRACK (Arista AL9500)	38	14
50	I'M GLAD YOU'RE HERE 7.98 WITH ME TONIGHT NEIL DIAMOND (Columbia JC 34900)	44	14
51	BAT OUT OF HELL 6.98 MEAT LOAF (Cleve. Intl./Epic PE 34974)	55	22
52	LIVE AT THE BIJOU 7.98 GROVER WASHINGTON JR. (Kuku KUX-3637MZ)	37	15
53	TOO HOT TO HANDLE 6.98 HEATWAVE (Epic PE-34761)	56	36
54	SHAUN CASSIDY 6.98 (Warner/Curb BS 3067)	49	42
55 56	BOOK OF DREAMS 7.98 STEVE MILLER BAND (Capitol SO-11630) LIVE! 7.98	54	45
57	THE COMMODORES (Motown M9-894A-2) DOUBLE FUN 7.98 7.98	51	21
58	ROBERT PALMER (Island ILPS 9476) DOWN TWO THEN LEFT 7.98	101	3
59	HERE YOU COME AGAIN 6.98	50	18
60	ALL THIS AND HEAVEN 7.98	58	23
61	ANDREW GOLD (Asylum 6E-116) FANTASY LOVE AFFAIR 7.98	73	7
62	PETER BROWN (Drive 104) RAINBOW SEEKER 7.98	63	12
63	JOE SAMPLE (ABC AA-1050) CHAMPAGNE JAM 7.98	67	7
64	WHEN YOU HEAR LOU, 7.98	-	1
65	YOU'VE HEARD IT ALL LOU RAWLS (Phila. Intl./CBS JZ 35036) PLAYER 7.98	68	18
66	(RSO/Polydor RS-1-3026) THE STORY OF STAR 7.98	61	22
-	WARS (20th Century-Fox 1-950)	őő	17
67	CHIC 7.98 (Atlantic SD 5202)	64	16

	-	
		Veeks On
68 BRING IT BACK ALIVE 7.98	3/25 (
THE OUTLAWS (Arista AL 8300) 69 NIGHT FLIGHT 7.98	106	3
70 HOTEL CALIFORNIA 7.98	81	5
71 LITTLE CRIMINALS 7.98	71	67
RANDY NEWMAN (Warner Bros. BSK 3079) 72 HEAD EAST 7.98	57	25
73 WHAT DO YOU WANT 9.98	84	5
FROM LIVE THE TUBES (A&M SP-6003)	77	6
74 PLASTIC LETTERS 7.98 BLONDIE (Chrysalis CHR 1166)	80	6
75 BORN LATE 7.98 SHAUN CASSIDY (Warner/Curb BSK 3126)	75	29
76 HEAVEN HELP THE FOOL 7.98 BOB WEIR (Arista AB 4155)	72	9
WARMER 7.98 COMMUNICATIONS		
AVERAGE WHITE BAND (Atlantic SD 19162)	112	2
PAT TRAVERS (Polydor PD-1-6121)	78	16
ROY AYERS (Polydor PD-1-6126)	90	5
80 STAR WARS 9.98 ORIGINAL SOUNDTRACK (20th Century 2T-541)	69	41
81 SINGER OF SONGS/ 6.98 TELLER OF TALES PAUL DAVIS (Bang BLP-410)	87	11
82 ANYTIME ANYWHERE 7.98 RITA COOLIDGE (A&M SP 4616)	60	52
83 WATCH 7.98 MANFRED MANN'S EARTH BAND		
(Warner Bros. BSK 3157) 84 YOU LIGHT UP MY LIFE 6.98	88	5
DEBBY BOONE (Warner/Curb BS-3118) 85 ONCE UPON A DREAM 6.98	82	22
ENCHANTMENT (Roadshow/UA LA811-G) 86 BOSTON 7.98	79	10
(Epic JE 34188) 87 GREATEST HITS, ETC. 7.98	83	82
PAUL SIMOŃ (Columbia JC 35032)	65	19
AEROSMITH (Columbia JC 34856)	76	15
CAROLE KING (Ode JE 34967)	-	1
RALPH MacDONALD (Marlin TK 2210)	95	6
91 DRASTIC PLASTIC 7.98 BE-BOP DELUXE (Harvest SW-11750)	102	5
92 THEIR GREATEST HITS 7.98 EAGLES (Asylum 6E-105)	92	107
93 REACHING FOR THE SKY 7.98 PEABO BRYSON (Capitol ST 11729) 94 LEIF GARRETT 7.98	96	8
(Atlantic SD 19152)	89	15
95 YOU LIGHT UP MY LIFE 7.98 JOHNNY MATHIS (Columbia JC 35259)	119	2
96 THE HOUSE OF THE 7.98 RISING SUN SANTA ESMERALDA 2 (Casablanca NBLP-7088)	98	7
97 ELVIS IN CONCERT 13.98 ELVIS PRESLEY (RCA APL 2-2587)	94	23
98 THE RUTLES (Warner Bros. HS 3151)	126	3
99 OLIVIA NEWTON-JOHN'S 7.98 GREATEST HITS		
(MCA-3028)	86	23
100 ZUBIN MEHTA 798 CONDUCTS SUITES FROM STAR WARS AND		
CLOSE ENCOUNTERS OF THE THIRD KIND		
L.A. PHILHARMONIC ORCHESTRA (London ZM 1001)	100	6

cashbox topalbums/101 to 200

					April 1, 19	978						
			Weeks				Weeks On					/eeks
		3/2	On 5 Chart				3/25 Chart				3/25 C	On Chart
101	THUNDER ISLAND	6.98		133	PASTICHE	7.98		168	NOT SHY	7.98		
	JAY FERGUSON (Asylum 7E-1115)	10	4 9	134	MANHATTAN TRANSFER (Atlantic FLEETWOOD MAC		115 8	160	WALTER EGAN (Columbia JC 35077) MIDNIGHT LIGHT		176	3
102	PONCE UPON A TIME DONNA SUMMER (Casablanca NBLP 7078-2	11.98) 8	5 20	134	(Warner Bros. MSK 2281)	7.98	132 140	169	LeBLANC & CARR (Big Tree/Atlantic BT 895	7.98 (21)	175	4
103	DR. BUZZARD'S	7.98		135	AMERICAN HOT WAX	11.98		170	FRESH FISH SPECIAL	7.98		
	ORIGINAL SAVANNAH			136	VARIOUS ARTISTS (A&M SP 6500) MENAGERIE	, 7.98	_ '		ROBERT GORDON w/LINK WRAY (Private Stock PS 7008)		174	4
	BAND MEETS KING PENETT (RCA AFL-1-2402)	6	2 9	100	BILL WITHERS (Columbia JC 3490		108 21	171	THIS ONE'S FOR YOU BARRY MANILOW (Arista AB 4090)	7.98	470	
104		6.98		137	I, ROBOT THE ALAN PARSONS PROJECT (A	7.98 rista AL 7002)	120 24	172	FEELIN' BITCHY	6.98	178	84
400	(Columbia PC34672)		1 28	138	WHITE HOT	7.98			MILLIE JACKSON (Spring/Polydor SP-1-67		163	30
105	SOME THINGS DON'T	7.98		120	ANGEL (Casablanca NBLP 7085)		133 10	173	TUXEDO JUNCTION (Butterfly FLY007)	7.98	179	6
	ENGLAND DAN & JOHN FORD COLEY			139	GREATEST HITS LINDA RONSTADT (Asylum 6E-106	7.98 5)	137 68	174	SOUTHERN WINDS	7.98		
106	(Big Tree BT 76006) LET'S GET SMALL	7.98	- '	140	PART 3	7.98		476	MARIA MULDAUR (Warner Bros. BSK 3162)		182	2
	STEVE MARTIN (Warner Bros. BSK 3090)		9 28	141	MOODY BLUE		145 76	175	STREET HASSLE LOU REED (Arista AB4169)	7.98		1
107	THERE'S NO GOOD IN	7.98		171	ELVIS PRESLEY (RCA AFL 1-2428)	7.98)	129 38	176	LOVE BREEZE	7.98		
	GOODBYE MANHATTANS (Columbia JC 35252)	11	1 6	142	MACHO MAN VILLAGE PEOPLE (Casablanca NB	7.98	160 3	177	SMOKEY ROBINSON (Tamla T7-359R1) JUST FAMILY	7.98	185	3
108	DIAMANTINA COCKTAIL	7.98		143	HOLD ON	7.98	100 5		DEE DEE BRIDGEWATER (Elektra 6E-119)	7.50	183	3
109	LITTLE RIVER BAND (Capitol SW 11645) HERB ALPERT & HUGH	7.98	3 50		NOEL POINTER (United Artists LAS	348H)	147 7	178	MAMA LET HIM PLAY DOUCETTE (Mushroom MRS 5009)	7.98	184	5
10.	MASEKELA	7.55		144	FLYING HIGH ON YOU LOVE	JH 6.98		179	BLACK & WHITE	7.98	101	
	(Horizon/A&M SP-728)	7	0 10		BAR-KAYS (Mercury SRM-1-1181)		135 20	400	MIKE FINNIGAN (Columbia JC 35258)		-	1
110	WEST SIDE HIGHWAY STANLEY TURRENTINE (Fantasy F-9548)	7.98 12	1 4	145	OPEN FIRE	7.98	114 10	180	HE WALKS BESIDE ME ELVIS PRESLEY (RCA AFL 1-2772)	7.98	186	2
111	STARLIGHT DANCER	7.98		146	ZAPPA IN NEW YORK	7.98	114 10	181	WE MUST BELIEVE IN	6.98		
110	KAYAK (Janus JSX7034)	7 09	6 7	-	FRANK ZAPPA (Discreet/W.B.S. 20	D 2290)	- 1		MAGIC CRYSTAL GAYLE (United Artists LA 771G)		177	36
	WAR (MCA-3030)	7.98 7	4 17	147	MOONFLOWER SANTANA (Columbia C2-34914)	9.98	138 23	182	BROKEN HEART	7.98	177	3 6
113		7.98		148	GEORGE THOROGOO	D & 6.98			THE BABYS (WBS/Chrysalis CHR 1150)		150	25
	(Monument/Columbia JZ 35310)	12	4 2		THE DESTROYERS		100	183	ATTENTION SHOPPERS STARZ (Capitol ST-11730)	7.98	148	9
114		7.98 13	1 2	149	(Rounder 3013) LOVE SONGS	11.98	122 8	184	LENNY WHITE PRESENTS	7.98		
115	RENAISSANCE (Sire SRK 6049) THE MAD HATTER	7.98		143	THE BEATLES (Capitol SKBL-1171		141 22		THE ADVENTURES OF			
	CHICK COREA (Polydor PD-16130)	7.90	8 4	150	DON'T LET ME BE	7.98			ASTRAL PIRATES (Elektra 6E-121)		190	2
116	ELTON JOHN'S	7.98			MISUNDERSTOOD SANTA ESMERALDA/LEROY GON	1EZ		185	RUBICON	6.98	190	ŕ
	GREATEST HITS VOL. II (MCA MCA-3027)	10	5 25		(Casablanca NBLP 7080)		139 18		(20th Century T-552)		-	1
117	RIDING HIGH	6.98		151	BREEZIN' GEORGE BENSON (Warner Bros. B	7.98 BSK 3111)	152 24	186	JOURNEY TO THE LIGHT BRAINSTORM (Tabu/CBS JZ 35327)	7.98	194	2
10	FAZE-O (She/Atlantic SH740)	11	7 7	152	LEVEL HEADED	7.98		187	ROMEO AND JULIET	7.98		
118	FRANK MARINO & MAHOGANY RUSH	7.98		152	SWEET (Capitol SKAO-11744) STAINED CLASS	7.00	153 7		ALEC COSTANDINOS AND THE SYNCOPHO ORCHESTRA (Casablanca NBLP 7086)	DNIC	192	4
	(Columbia JC 35257)	13	0 6	153	JUDAS PRIEST (Columbia JC 3529	7.98 9 6)	168 2	188	SONGS IN THE KEY OF LIFE			
119	SEND IT ASHFORD & SIMPSON (Warner Bros. BS 308	6.98 38) 12	3 25	154	TAKE THIS JOB AND	6.98		189	STEVIE WONDER (Tamla/Motown T13-3400 LOVE ISLAND	7.98	187	75
120	I WANT TO LIVE	7.98			SHOVE IT JOHNNY PAYCHECK (Epic KE 350	145)	154 6	103	DEODATO (Warner Bros. BSK 3132)	7.90	_	1
	JOHN DENVER (RCA AFL 1-2521)	10	3 19	155	WE ALL KNOW WHO V	_		190	SILK DEGREES BOZ SCAGGS (Columbia JC 33920)	7.98	188	108
121	VOYAGER DEXTER WANSEL (Phila, Intl. JX 34985)	7.98 13	4 4	1	ARE	- CCL B 2004)	107 0	191	BARRY WHITE SINGS FOR	7.98	100	100
122	SHOUT!	7.98		156	CAMEO (Chocolate City/Casablanc SAY IT WITH SILENCE		127 8		SOMEONE YOU LOVE			
123	B.T. EXPRESS (Roadshow/Columbia JC3507	8) 9 7.98	7 8		HUBERT LAWS (Columbia JC 3502	22)	191 3	102	(20th Century T-543) DUO-GLIDE	6.98	157	30
120	JAMES TAYLOR (Columbia JC 34811)	1.90	9 39	157	BUNNY SIGLER (Gold Mind GZS 7		162 6	132	SANFORD/TOWNSF.ND BAND	6.96	460	
124	ENCOUNTERS OF EVERY	7.98		158	IN FULL BLOOM	6.98		103	(Warner Bros. BS 3081) LOVE WILL FIND A WAY	7.98	158	9
	KIND MECO (Millennium MNLP 8004)	11	0 12	150	ROSE ROYCE (Whitfield WH-3074)		146 31	193	PHAROAH SANDER (Arista AB4161)	7.98	_	1
125	DON JUAN'S RECKLESS	12.98		159	SECRETS CON FUNK SHUN (Mercury SRM-1	7.98 I-1180)	144 30	194	NIGHT MOVES	6.98	105	74
1100	DAUGHTER	10	7 14	160		7.98	140 4	105	BOB SEGER (Capitol ST 1157) WINNING COMBINATION	7.98	195	74
126	JONI MITCHELL (Asylum BB 701) BURCHFIELD NINES	7.98	, 14	161	BTO (Mercury SRM 1-3713) DREAMBOAT ANNIE	7.98	140 4	193	DONNY & MARIE (Polydor PD 16127)	7.90	151	12
	MICHAEL FRANKS (Warner Bros. BSK 3167)	14	3 2	1	HEART (Mushroom 5005)	7.00	164 105	196	I LOVE MY MUSIC	7.98		
127	FOTOMAKER (Atlantic SD 19165)	7.98 15	6 3	162	VINTAGE '78 EDDIE KENDRICKS (Arista AB4170	7.98	167 6	107	WILD CHERRY (Sweet City/Epic JE 35011) HALF AND HALF	7.00	155	
128	ALIENS	6.98		163	GOIN' BANANAS	7.98		197	VICKI SUE ROBINSON (RCA AFL-1-2294)	7.98	159	7
100	HORSLIPS (DJM DJLPA-16)	9	3 8	100	SIDE EFFECT (Fantasy F-9537)	C 7.00	170 17	198	MEL BROOKS' GREATEST	7.98		
129	TOM PETTY AND THE HEARTBREAKERS	6.98		164	PRECIOUS WILSON	G 7.98			HITS FEATURING THE			
	(Shelter/ABC SRL 52006)	12	5 28		(Ariola SW 50033)		- 1		FABULOUS FILM SCORES			
130	SAFETY IN NUMBERS CRACK THE SKY (Lifesong JZ35041)	7.98 13	6 8	165	STRIKER (Arista AB4157)	7.98	171 5	6	OF JOHN MORRIS (Asylum 5E-501)		Metros	1
131	BRICK	7.98		166	ACTION	7.98		199	IT HAPPENED ONE BITE	7.98		
	(Bang BLP-409)	12	8 29		BLACKBYRDS (Fantasy F-9535)		161 27		DICK HICKS (Warner Bros. BSK 3158)		180	4
132	LONEWOLF MICHAEL MURPHEY (Epic JE 35013)	7.98 14	9 3	167	SPINOZZA DAVE SPINOZZA (A&M SP-4677)	7.98	172 4	200	ODYSSEY (RCA APL 12477)	7.98	142	2 5
			Α	LPHA	BETIZED TOP 200 AL	BUMS (BY	ARTIST) —				
	ba		3	Garf	unkel, Art24 M	lacDonaid, Raiph .	90	Point	er, Noel			
Alg	ert/Masekela	s	56	Gayl	e, Crystal 181 M	lahogany Rush langione, Chuck		Ouee	n			
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	oston	nne	69	Kans	as 8 N	ewman, Randy	71	Santa	Esmeralda/ White, Barry roy Gomez 96,150 White, Lenny	<i>.</i>		. 184
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Bi	own, Peter 61 Faze-C		117	Kiss	47 O	utlaws	68	Sege	r, Bob			
		ay like				almer. Robert arliament		Sigle	r, Bunny 157 SOUNDTRA	CKS		
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	assidy, Shaun54,75 Fotomaker .	nael	127	Little	River Band 108 P	etty, Tom	129	Starz				
	Franks, Mich	1aci	120	Lyriy	O OKYMYTO 20 P	layer	65					

Japan

TOP TEN 45s 1 Canada Kara No Tegami — Masaaki Hirao/Yooko Hatanaka — Victor Musical Ind. 2 UFO — Pink Lady — Victor Musical Industries 3 Samurayi — Kenji Sawada — Polydor 4 Otomezakyu — Momeo Yamaguchi — CBS/Sony 5 Fuyuga Kurumaweni — Kamifuusen — CBS/Sony 6 Mayoyimichi — Machiko Watanabe — CBS/Sony 7 Fuyuno Inazuma — Alice — Toshiba/EMI 8 Enka Chanchakachan — Masaaki Hirano — Teichiku 9 Wakareuta — Miyuki Nakajima — Canyon 10 Anta No Ballade — Masanori Sera & Twist — Canyon PTEN LPs Pink Lady Best Hit Album — Victor Musical Industries Omoikiri Kizana Jinseyl — Kenji Sawada — Polydor Alice V — Toshiba/EMI Early Collection/B.C.R. — Toshiba/EMI Arigatoo — Miyuki Nakajima — Canyon High Figh Blend — High Figh Set — Toshiba/EMI Kazamidori — Masashi Sada — Warner/Pioneer Danryu — Sayuri Ishikawa Best 14 — Columbia Watashi No Kowega Kikowemasuka — Miyuki Nakajima — Canyon Greatest Hits — Olivia Newton-John Best Collection — Toshiba/EMI

Brazil

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TOP TEN 45s

1 Zodiacs — Roberta Kelly — RGE/Fermata
2 We Are The Champions — Queen — Odeon
3 Quarto De Mansao — Paulo De Paula — RGE/Fermata
4 Mais Uma Vez — Marizinha — Odeon
5 Love So Right — Bee Gees — Phonogram
6 Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Phonogram
7 Meu Primeiro Amor — Jose Augusto — Odeon
8 A Noite Vai Chegar — Lady Zu — Phonogram
9 O Cio Da Terra — Milton E Chico — Phonogram
10 Amante Latino — Sidney Magal — Phonogram
17 TOP TEN LPs
1 Roberto Carlos — CBS
2 Sem Lenco, Sem Documento (Int.) — Various — Som Livre
3 Music Master — Various — K-Tel
4 Passaro Da Manha — Maria Bethania — Phonogram
5 High Life — Various — Phonogram
6 Excelsior A Maquina Do Som Vol. 6 — Various — Som Livre
7 Volta Ao Mundo Em 16 Musicas — Various — Som Livre
8 Perigosa — As Freneticas — WEA
9 Ti Voglio Bene — Various — Som Livre
10 Bravo II — Various — Som Livre
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- BRPA

France

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TOP TEN 45s

1 Mull Of Kintyre — Wings — EMI/Pathe Marconi
2 Ca Plane Pour Mol — Plastic Bertrand — Vogue
3 Pense A Mol — Eric Charden — Discodis
4 Magnollas For Ever — Claude Francois — Fleche
5 Dans Les Yeux D'Emille — Joe Dassin — CBS
6 How Deep Is Your Love — Bee Gees — Polydor
7 L'Enfant Des Cathedrales — Gerard Lenorman — CBS
8 Amor, Amor — Rod McKuen — Ibach/Discodis
9 J'Al Oublie De Vivre — Johnny Hallyday — Phonogram
10 Le Vin Me Saoule — Nicolas Peyrac — EMI/Pathe Marconi
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TEN LPS
La Java De Broadway — Michel Sardou — Trema/RCA
News Of The World — Queen — EMI/Pathe Marconi
Tarentelle — Yves Duteil — EMI/Pathe Marconi
Jamais Content — Alain Souchon — RCA
Supernature — Cerrone — WEA
Bande Originale Du Film: "Hotel De La Plage" — Mort Shuman — Phonogram
Running In The City — Space — Vogue
La Petite Ecriture Grise — Marie-Paule Belle — Polydor
Oui-Dire — Raymond Devos — Phonogram
Brel — Jacques Brel — Barclay

- Europe 1

Canada

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TOP TEN 45s

1 Stayln' Allve — Bee Gees — RSO

2 Girl's School/Mull Of Kintyre — Paul McCartney & Wings — Capitol

3 Emotlon — Samantha Sang — Private Stock

4 We Are The Champions — Queen — Elektra

5 Love Is Thicker Than Water — Andy Gibb — Polydor

6 Short People — Randy Newman — Warner Bros.

7 Just The Way You Are — Billy Joel — CBS

8 Wonderful World — Garfunkel, Etc. — CBS

9 You're In My Heart — Rod Stewart — Warner Bros.

10 You Light Up My Life — Debby Boone — Warner Bros.

TOP TEN LPs

1 Saturday Night Fever — Various — RSO
                                  Saturday Night Fever — Various — RSO
News Of The World — Queen — Elektra
Bat Out Of Hell — Meat Loaf — Epic
Rumours — Fleetwood Mac — Warner Bros.
The Stranger — Billy Joel — CBS
Endless Wire — Gordon Lightfoot — Warner Bros.
Foot Loose & Fancy Free — Rod Stewart — Warner Bros.
The Album — Abba — Atlantic
Simple Dreams — Linda Ronstadt — Asylum
The Grand Illusion — Styx — A&M
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Great Britain

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TOP TEN 45s
                  Wuthering Heights — Kate Bush — EMI
Take A Chance On Me — Abba — Epic
Come Back My Love — Darts — Magnet
Denis — Blondie — Chrysalis
Baker Street — Gerry Rafferty — UA
Wishing On A Star — Rose Royce — Warner Bros.
Stayin' Alive — Bee Gees — RSO
Mr. Blue Sky — Electric Light Orchestra — Jet
I Can't Stand The Rain — Eruption — Atlantic
Matchstalk Men & Matchstalk Cats & Dogs — Brian & Michael — Pye
TFN LPs
                  The Album — Abba — Epic
20 Golden Greats — Buddy Holly & The Crickets — MCA
Reflections — Andy Williams — CBS
Variations — Andrew Lloyd Webber — MCA
Rumours — Fleetwood Mac — Warner Bros.
Boogle Nights — Various — Ronco
Out Of The Blue — Electric Light Orchestra — Jet
Foot Loose & Fancy Free — Rod Stewart — Riva
The Kick Inside — Kate Bush — EMI
Darts — Magnet
                                                                                                                                                  Argentina
TOP TEN 45s
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TOP TEN 45s

1 Hipocresla — Aldo Y Los Pasteles Verdes — Microfon

2 SI Me Dejas No Vale — Julio Iglesias — CBS

3 Morena De 15 Anos — Adolfo — TK

4 El Ganador — Manolo Galvan — Microfon

5 Nadie Lo Hace Mejor — Carly Simon — Music Hall

6 Cara De Gitana — Daniel Magal — CBS

7 Hombre Trabajador — James Taylor — CBS

8. Ma Baker — Boney M. — RCA

9 Estamos Todos Solos — Rita Coolidge — EMI

10 Amlgo — Roberto Carlos — CBS

TOP TEN LPS

1 Rockollection — Laurent Voulty — BCA PTEN LPS
Rockollection — Laurent Voulzy — RCA
Los Exitos Del Amor — Selection — Microfon
Ruidos En Espanol — Selection — Philips
En Castellano — Demis Roussos — Philips
Amos En Venta — Boney M. — RCA
En Castellano — Roberto Carlos — CBS
Festival De Exitos 78 — Selection — CBS
Impactos Populares — Selection — TK
Santa Esmeralda & Leroy Gomez — Philips
Cantanino — Selection — CBS

Australia

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Australia

TOP TWENTY-FIVE 45s

If s A Heartache — Bonnie Tyler — RCA

Mull Of KIntyre/Girls School — Wings — Capitol

Surfin' USA — Leif Garrett — Atlantic

Emotion — Samantha Sang — Private Stock

How Deep Is Your Love — Bee Gees — RSO

Blue Bayou — Linda Ronstadt — Asylum

Needles And Pins — Smokie — Rak

Nobody Does It Better — Carly Simon — Elektra

Isn't It Time — The Babys — Chrysalis

Here You Come Again — Dolly Parton — RCA

Don't Let Me Be Misunderstood — Santa Esmeralda/Leroy Gomez — Philips

2-4-6-8 Motorway — Tom Robinson Band — EMI

Take A Chance On Me — Abba — RCA

Short People — Randy Newman — Warner Bros.

Baby Come Back — Player — Philips

Yes Sir I Can Boogle — Baccara — RCA

Don't It Make My Brown Eyes Blue — Crystal Gayle — UA

Uptown Festival — Shalamar — RCA

Top It I Make My Brown Eyes Blue — Crystal Gayle — UA

Uptown Festival — Shalamar — RCA

Short Perunch — The Rah Band — RCA

You — Marcia Hines — Miracle

We Are The Champlons/We Will Rock You — Queen — Elektra

TOP TWENTY-FIVE LPs

Simple Dreams — Linda Ronstadt — Asylum

Rumours — Fleetwood Mac — Warner Bros.

Sund The Blue — Electric Light Orchestra — UA

Abba — The Album — RCA

Down Two Then Left — Boz Scaggs — CBS

Leif Garrett — Atlantic

Foot Loose & Fancy Free — Rod Stewart — Warner Bros.

Running On Empty — Jackson Browne — Asylum

Silk Degrees — Boz Scaggs — CBS

Leif Garrett — Atlantic

Foot Loose & Fancy Free — Rod Stewart — Warner Bros.

Running On Empty — Jackson Browne — Asylum

Silk Degrees — Boz Scaggs — CBS

Leif Garrett — Atlantic

Foot Loose & Fancy Free — Rod Stewart — Warner Bros.

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Silk Degrees — Boz Scaggs — CBS

A New World Record — Electric Light Orchestra — UA

The Glad You're Here With Me Tonlight — Neil Diamond — CBS

Leif And Lei Live — 10cc — Mercury

Herces — Sala Bards — Mushroom

Marcia Hines — Live Arcos
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ENE FRANCES

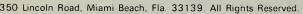
- CASH BOX ALBUM PICK March 18th
 BILLBOARD RECOMMENDED LP March 11th
 RECORD WORLD ALBUM PICK March 11th

"WOMAN-CHILD" the album-HIR 7777 "WOMAN-CHILD" the single-HIR 7772



Produced and Written by HELENE FRANCES

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HELENE FRANCES' Second Album in Production — due late Summer

